



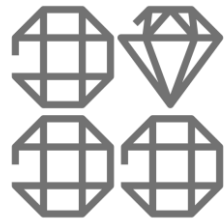
VK DIGITAL HEALTH

Real healthcare, remotely controlled.

An Introduction to VK
September 2021

Problems

Telehealth companies need to differentiate/expand services



Created by AmOkay
from Noun Project

Limited ability to capture clinical diagnostic info via virtual care services



Created by Syedha Bhattar
from Noun Project

Unreliable internet restricts access to patients in rural/remote areas

42M People¹



Created by Flatart
from Noun Project

Lack of insights to influence social determinants of health

¹ 42M ppl in the U.S. do not have reliable internet. [BroadbandNow research](#)

Solution

A **new service** for telehealth companies: providers virtually simulate a more complete in-person physical exam using a comprehensive, remotely controlled, telediagnostic platform.

1

Breeze Smart Clinic: Self-sanitizing, soundproof, 100% virtual staff

2

Protected data from 11+ telediagnostic, robotically enabled, remotely controlled instruments

3

Accessible in remote/rural or highly populated areas

How it works



Self-sanitizing
Breeze Smart Clinic



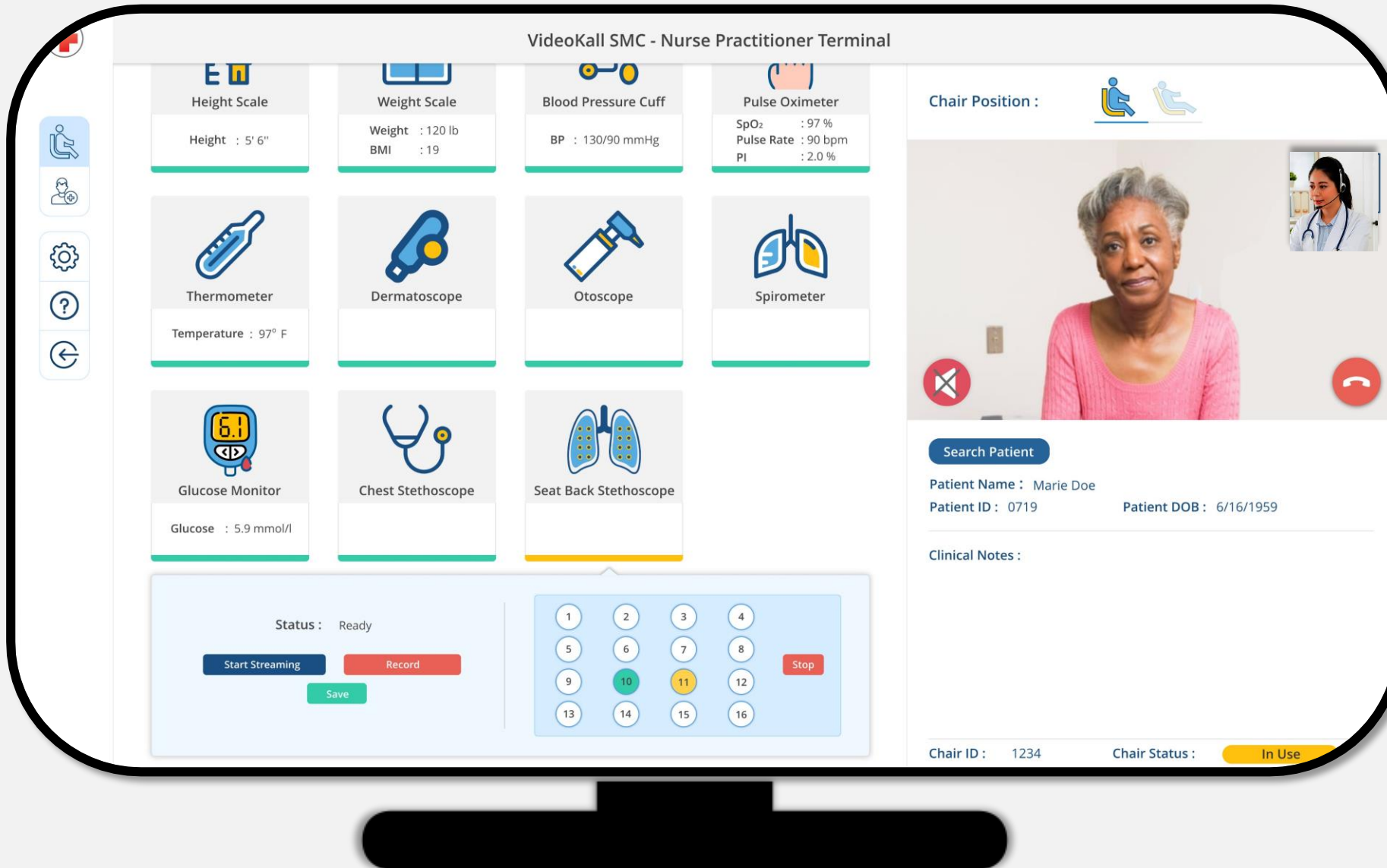
Breeze Smart
Clinic Chair



Enabled by:
**Remote telehealth
provider**

Patient point of care: Includes teliagnostic instruments and screen to connect to telehealth provider;
100% remote staff

Medical provider portal



Medical provider uses software to remotely control:

- Seat Back Stethoscope
- Chest Stethoscope
- Weight Scale
- Height Scale
- Thermometer
- Blood Pressure Cuff
- Pulse Oximeter
- Spirometer
- Glucose/Ketone Monitor
- Dermatoscope
- Otoscope
- **+17 instruments on roadmap!**

Current prototypes



Breeze Smart Clinic

Coming soon:

- Chair instrumentation integration and final assembly
- Clinical validation



Breeze Smart Clinic Chair

Market opportunity

300k+

locations

\$23B

serviceable
addressable market

18.8%

digital healthcare
CAGR¹

260+

telehealth
vendors

Target market ::
Telehealth vendors and
providers

Photo by Gabriel Pompeo on Pexels

¹Global Digital Health Market Report 2020: Market is Expected to Witness a 37.1% Spike in Growth in 2021 and will Continue to Grow and Reach US\$508.8 Billion by 2027

Current landscape

Home care	Diagnostic kiosks	Clinics
Limited diagnostics; restricted clientele	Limited diagnostics; variable clinician access; Wi-Fi dependent	Higher-cost in-person care; limited regional availability
	   VK DIGITAL HEALTH Market opportunity	  

Competitive advantages

VK will expand and improve the underutilized market between @home care and in-person care:

- Familiar - Closely replicates an in-office experience and workflow with patented telediagnostic instrumentation and patented cleaning system
- Accessible - Provide telecommunications expertise that enables access in cities or remote locations
- Low maintenance - no onsite medical staff required

Traction

Telehealth
providers



Recent
awards



Technology :: 2 patents issued, 3 pending



Interested
partners



Team



Charlie Nahabedian, MBA
Co-founder, Interim CEO

- Former Co-founder/CEO at Fonetek (acquired by LG) and leader at AT&T
- Two patents and a national award for “Outstanding Contributions in a Field of Science”
- Developed the first touchscreen kiosks at Disney’s EPCOT, which spawned two ventures.



Vince Waterson
Co-founder, Chief Architect

- Seasoned entrepreneur and telecoms expert; co-founded Hawaii Pacific Teleport and Subic Bay Satellite Systems, pioneering the first satellite internet service in Asia-Pacific. Experience with British Telecom, Ford Aerospace, Litton Defense Systems, Burroughs Corporation Racal Communications, and Cable & Wireless.
- Former co-founder of FAXCAST, raising over \$30M.



Dave Sturgess, BET
Co-founder, CDO

- Inventor and Owner/Managing Director of C21 Technology Ltd, UK.
- Expertise in hardware/software design including interface hardware, protocol converters, high-speed data acquisition, transport stream processors, and data pipes operating over both satellite and IP networks.



Neeraj Chitra, MS, MBA
Director, Software

- Former software leader at UPMC
- CEO of CyByte with experience in developing software solutions including Oncology Pathways, Remote Patient Monitoring, Prescription Adherence, ACO implementation and EMR integrations.

Key advisors



Nancy Gagliano, MD
Chief Scientific Advisor
Former CMO CVS Minute Clinics



Colleen Milne, MBA
Acting Chief Marketing Officer
Experienced MedTech and medical
device marketing/product leader



Marc Miller, MD, MBA
Strategy Advisor
Former healthcare CMO and CEO



Ines LeBow
Operations Advisor
Experienced executive and CEO of
Enterprise Transformation Solutions



Neal Sikka, MD
Telehealth Advisor
Telemedicine practitioner,
George Washington Medical
Faculty Associates



Jose J. Villarino
Chief Financial Advisor
Experienced growth CFO

Business model

3 Primary revenue streams from telehealth vendors

Equipment sale
and maintenance
fees

Lease with
bundled
maintenance
\$2000/mo ave

Per patient
usage fee
\$15 ave

US Financial Projections

	<u>Y1</u>	<u>Y2</u>	<u>Y3</u>	<u>Y4</u>	<u>Y5*</u>
Revenue	\$.08M	\$4.7M	\$25.9M	\$67.8M	\$171.8M
COGS	.25	2.9	12.7	67.8	58.5
Gross Margin	0.2	1.8	13.2	44.4	113.3
EBITDA	(3.6)	(4.0)	0.04	17.6	66.5

- Y5* estimates 2500+ units in operation
- Breakeven Year 3
- Exit Y4-Y5



Created by Adnen Kadri
from Noun Project

Investor request

Seeking **\$10M** to finance development (mos. 1-2) and clinical validation (mos. 3-4) and to scale operations (mos. 4 - 48)

25%

Research and
development

50%

Platform/company
infrastructure

25%

Marketing and
sales

Prior Seed Funding: \$1.6M



Thank you



VK DIGITAL HEALTH

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