

# INVESTOR PRESENTATION 2020

STRICTLY PRIVATE AND CONFIDENTIAL

**medDream**<sup>TM</sup>  
by Softneta Company

MAKING EVERY  
DIAGNOSTIC IMAGE  
ACCESSIBLE SAFELY  
AND AFFORDABLY



**FDA** K162011  
CLEARED 510(k)

**CE** 2460  
Class IIa certified

TEST ON:  
**DICOM** Library



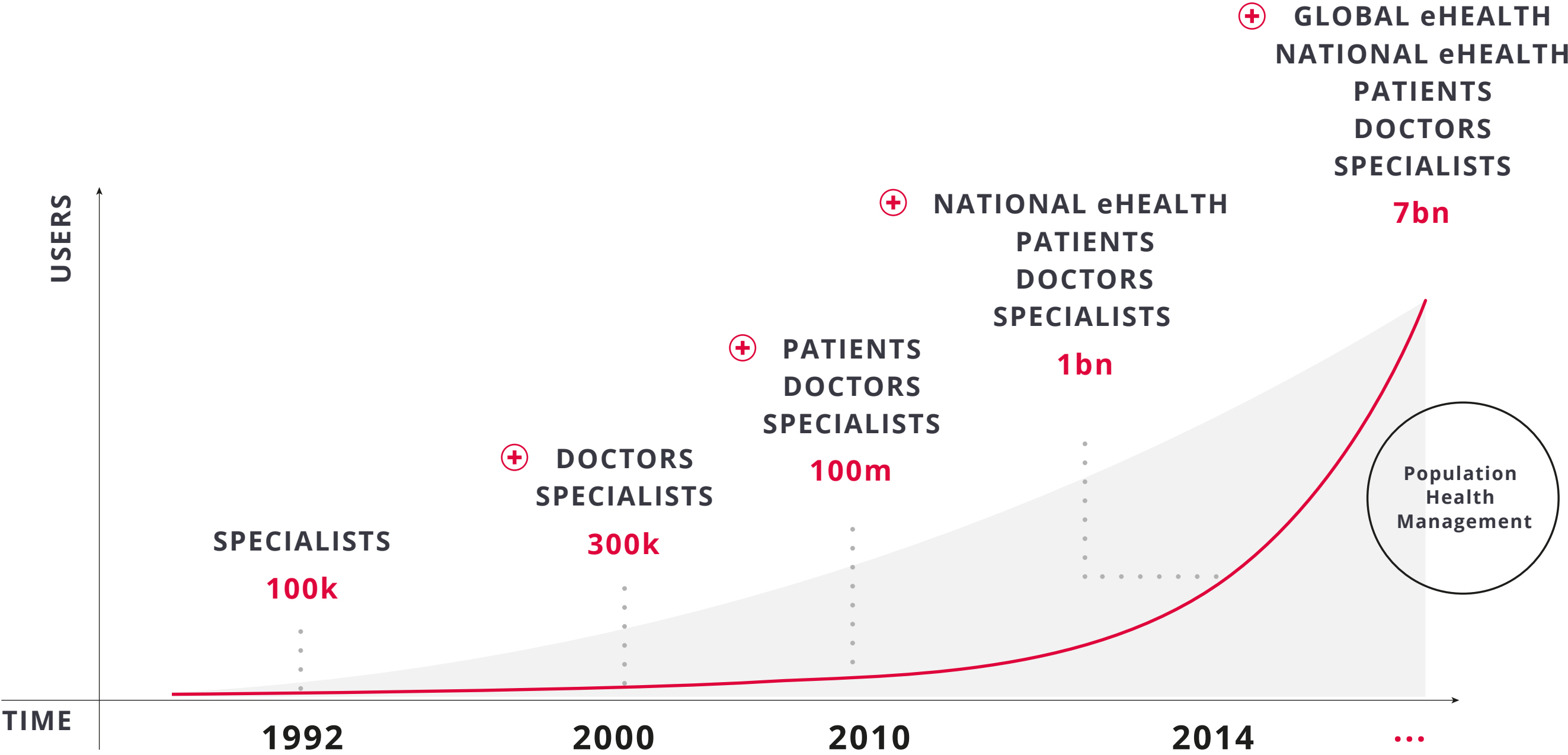
WE PROVIDE THE **BEST SCALABLE MEDICAL IMAGE** WEB VISUALIZATION AND DATA ACCESS TO THE MEDTECH INDUSTRY.

OUR CUTTING EDGE SOLUTIONS ARE BUILT ON THE **LATEST TECHNOLOGY** AND READY TO INTEGRATE WITH OUR CUSTOMERS SOLUTIONS.

WITH OUR **ZERO-FOOTPRINT** VIEWING TECHNOLOGY WE HAVE THE MOST FLEXIBLE PRICING OFFERS AVAILABLE.



# SOFTNETA OPPORTUNITY GROWS WITH THE USAGE



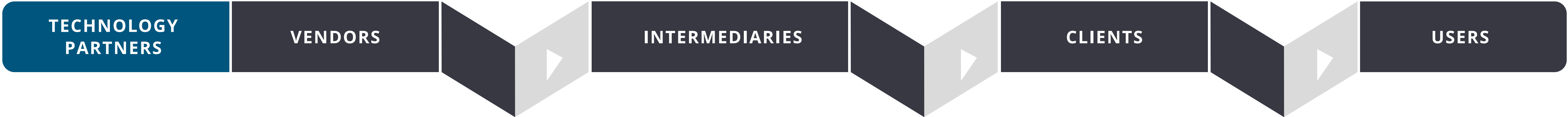
**2X** INCREASE P.A. AMOUNT OF DATA TO BE SAVED

**4X** INCREASE P.A. AMOUNT OF DATA TO BE DISPLAYED

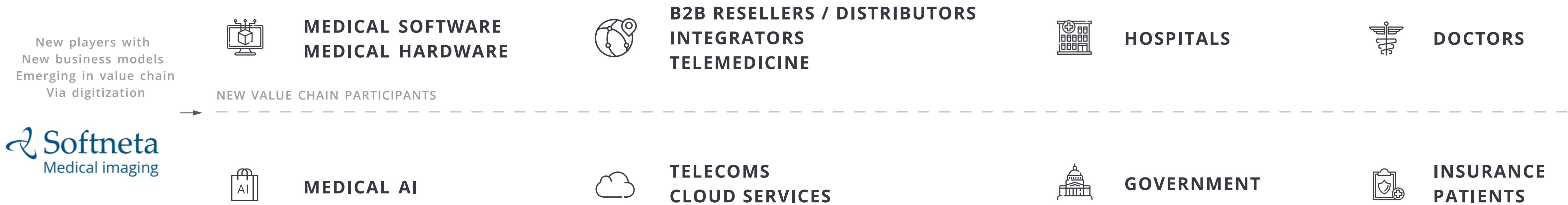
**ACCESS** FROM ANYWHERE AND FROM ANY DEVICE  
BY DIFFERENT **GROUPS**: PATIENTS, CLINICIANS, INSURANCE, ETC

CHALLENGES ARISE IN THE DEMAND AND ACCESS FOR DATA AND INTEROPERABILITY

# PAIN POINT OF THE MARKET - CHANGES IN THE VALUE CHAIN



## FUNDAMENTAL



## NEW

SOFTNETA IS A **CERTIFIED** TECHNOLOGY PARTNER  
ENABLING **WEB ACCESS** TO THE DATA FOR THE MEDICAL VENDORS TO ACCESS THE NEW VALUE CHAIN MEMBERS  
FOCUS ON THE OEM SOLUTION WHICH IS **FULLY INTEGRATED** TO THE VENDOR BUSINESS MODEL, WORKFLOW AND NEEDS

# medDream

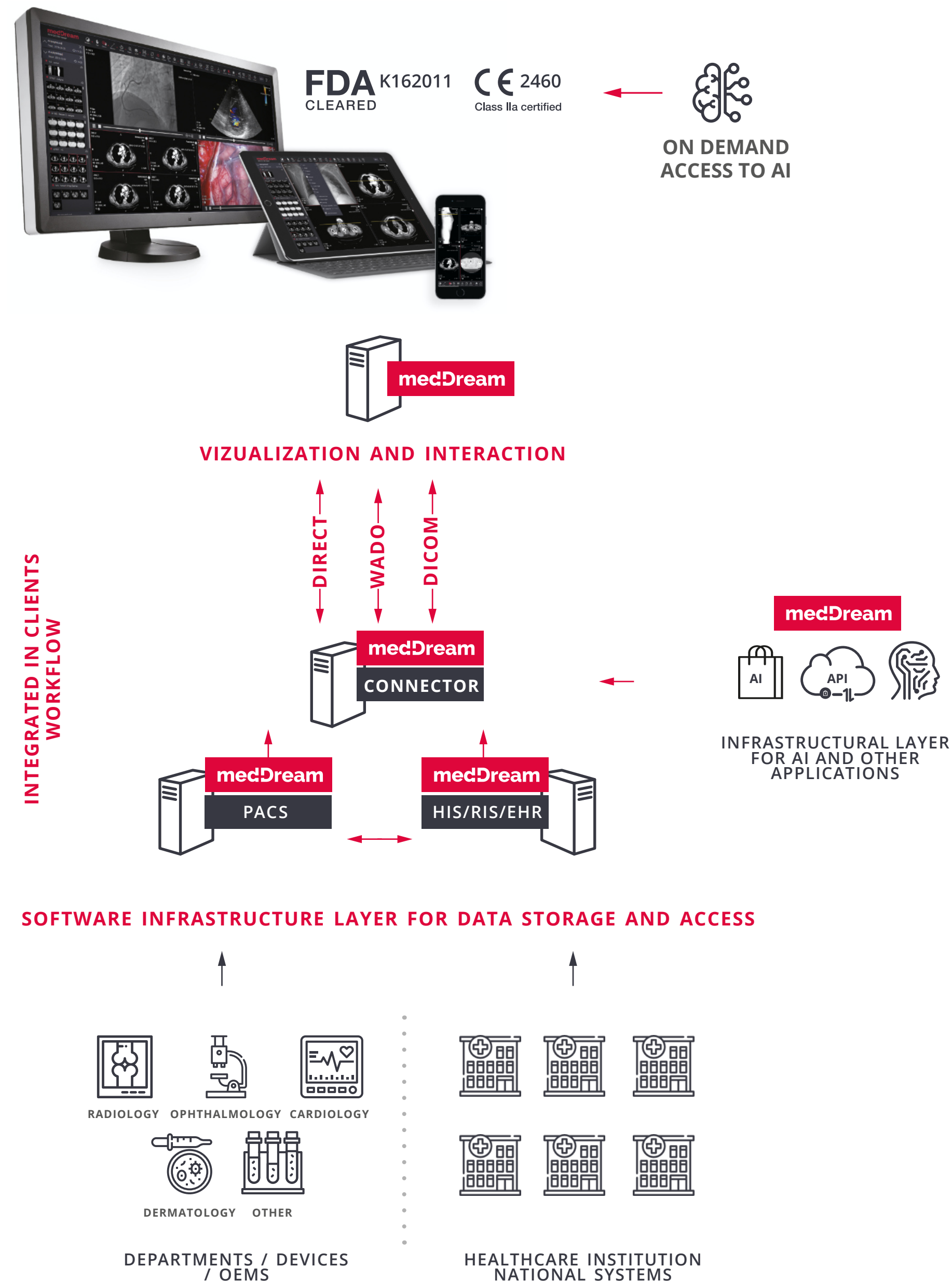
## MEDICAL IMAGING ACCESS & INTELLIGENCE

### ACCESS

FOR CLINICIANS, PATIENTS  
AND ALGORITHMS

### INTELLIGENCE

BY LINKING AND TAKING DATA  
FROM COMPUTERS, ALGORITHMS  
OR HUMAN INTERACTION



## VISUALIZATION AND INTERACTION

- Modern last-gen HTML5 thin client
- Streaming technology / WebGL rendering
- FDA and CE certified
- End user GPU (WebGL technology)
- Any device (Windows, Mac, iOS, Android, Linux)

Radiology, Cardiology, Ophthalmology, others  
#vendor-neutral, #zero-footprint, #web-based,  
#client-side-rendering, #multi-language #bandwidth-independent

## ACCESS FROM ANYWHERE AND ANY DEVICE

## IMAGING DATA INTEROPERABILITY

- Connectivity between different HIS / RIS / EMR and e-health systems
- Scalable access for wide spectrum of medical professionals
- Supporting all infrastructures and bandwidths
- Custom integration plan with standard products
- Open-source friendly
- Samsung Health, Google Cloud / Health, AWS

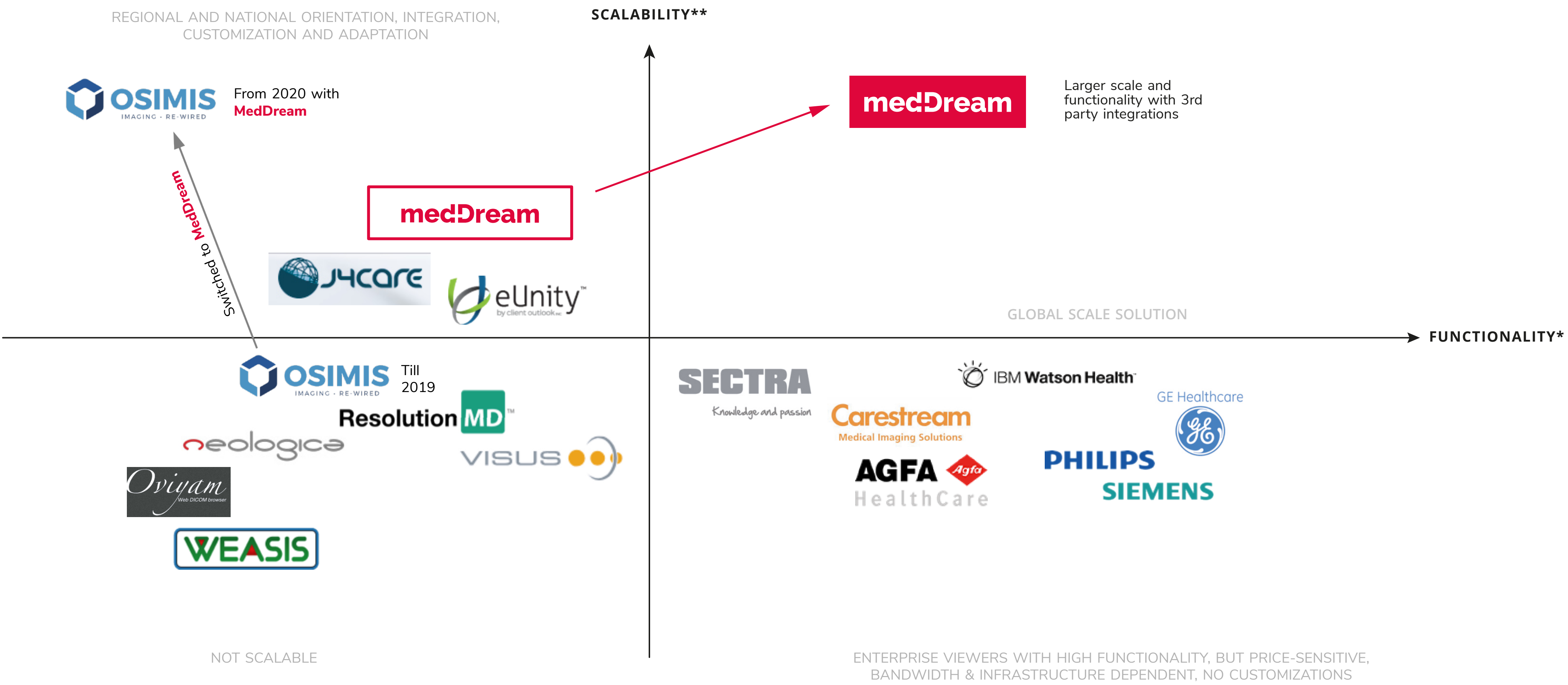
## WORKING ON EXISTING INFRASTRUCTURE AND BANDWIDTH

## OPEN PLATFORM TO AI

- Connect, support and interact with third-party algorithms / machines
- Algorithm-to-human and human-to-algorithm coupled communication
- Access to AI to MedDream user base via established infrastructure
- Direct and on-demand benefits of AI to users of MedDream

## FUNCTIONALITY EXTENDED BY INTERACTION WITH AI

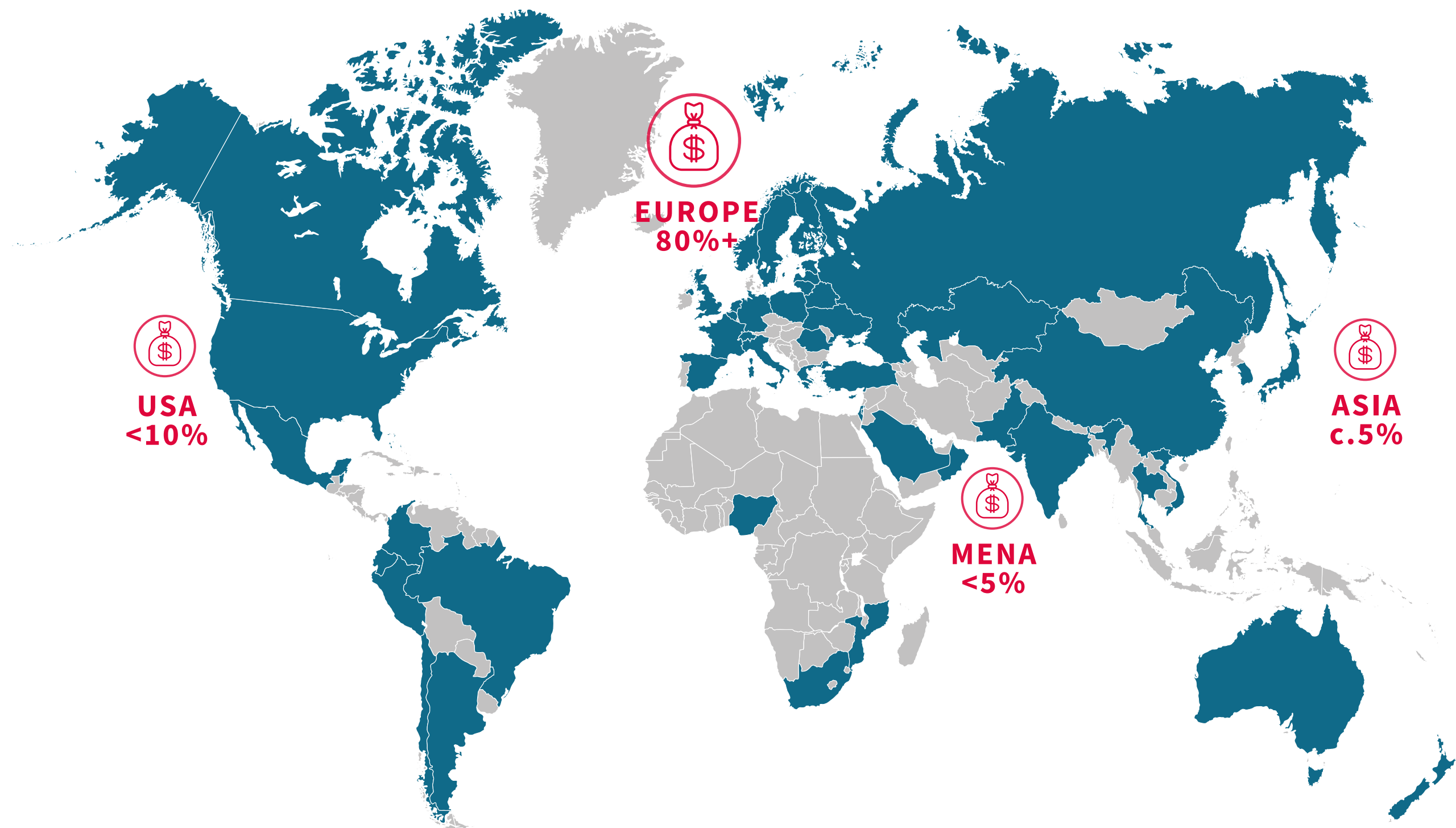
# SCALABILITY AS A COMPETITIVE ADVANTAGE



\* multi-department enterprise solution, general features, advanced visualization, computer-aided diagnostic and AI  
\*\* price for general features, infrastructure, integration, API, customization, support, certification, patient data safety, cyber security



# MARKET COVERAGE IN THE LAST 3 YEARS



SOFTNETA WAS RECOGNIZED AS ONE OF THE TOP GLOBAL PLAYERS

GLOBAL RADIOLOGY INFORMATION SYSTEMS MARKET FOR 2018-2025

source: [www.honestversion.com](http://www.honestversion.com)

ULTRASOUND IMAGE ANALYSIS SOFTWARE MARKET 2025 ANALYSIS

source: [www.theinsightpartners.com](http://www.theinsightpartners.com)

AMONG GLOBAL BRANDS AS SIEMENS, PHILLIPS, FUJIFILM, GE, IBM AND OTHERS

AI

AI ALGORITHMS  
10



eHEALTH POPULATION  
2 countries | 7.5 m



SERVER INSTALLATIONS  
850 | +220 (2019)



WORKSTATION INSTALLATIONS  
2000 | +310 (2019)

DICOM Library  
Anonymize, Share, View DICOM files ONLINE

STUDIES SHARED  
575k



COUNTRIES  
55

# SOFTNETA'S CUSTOMERS

medDream

CLIENTS ARE MEDICAL VENDORS THAT DO NOT HAVE OWN VIEWER OR OWN VIEWER IS NOT AT A CORE PRODUCT



## MEDICAL SOFTWARE VENDORS

- Hospital Information Systems
- National eHealth Systems
- Radiology Information System
- Telemedicine / Collaboration PACS
- Technology Solutions / System integrators



## MEDICAL HARDWARE VENDORS

- Radiology
- Ophthalmology
- Cardiology
- Cloud / Storage



## MEDICAL AI VENDORS

- AI diagnostics

175  
CLIENTS

## MEDICAL SOFTWARE VENDORS

eHEALTH



4.5m population  
160 hospitals



3m population  
117 hospitals

SYSTEM  
INTEGRATORS



CLOUD  
PROVIDERS



TECHNOLOGY  
SOLUTIONS



COLLABORATION  
PLATFORM



4  
CLIENTS

## MEDICAL HARDWARE VENDORS



10  
CLIENTS

## MEDICAL AI VENDORS

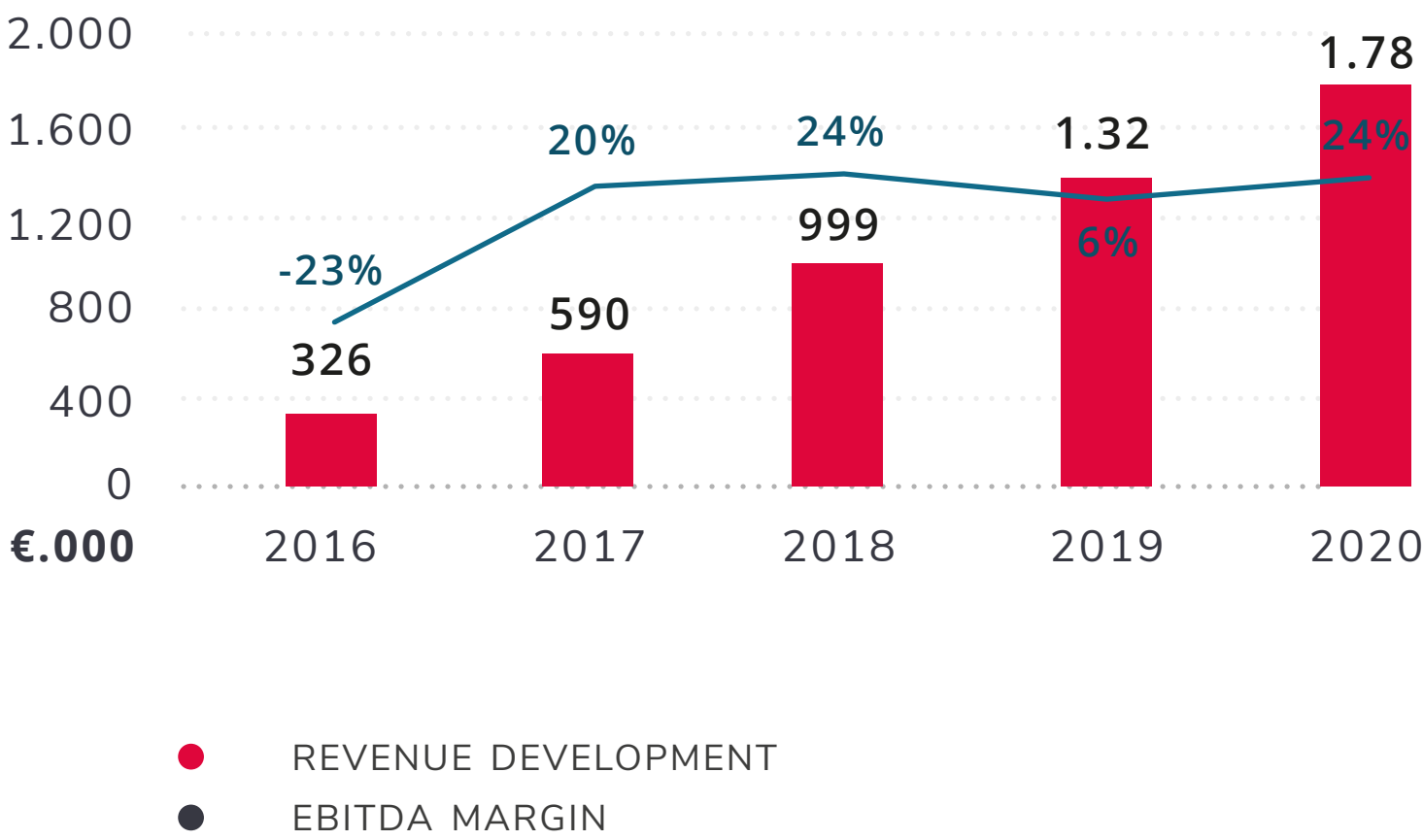
Provide access to data for AI and push diagnostics from/to any infrastructure. Certified viewer with necessary connectivity, customization and access to data



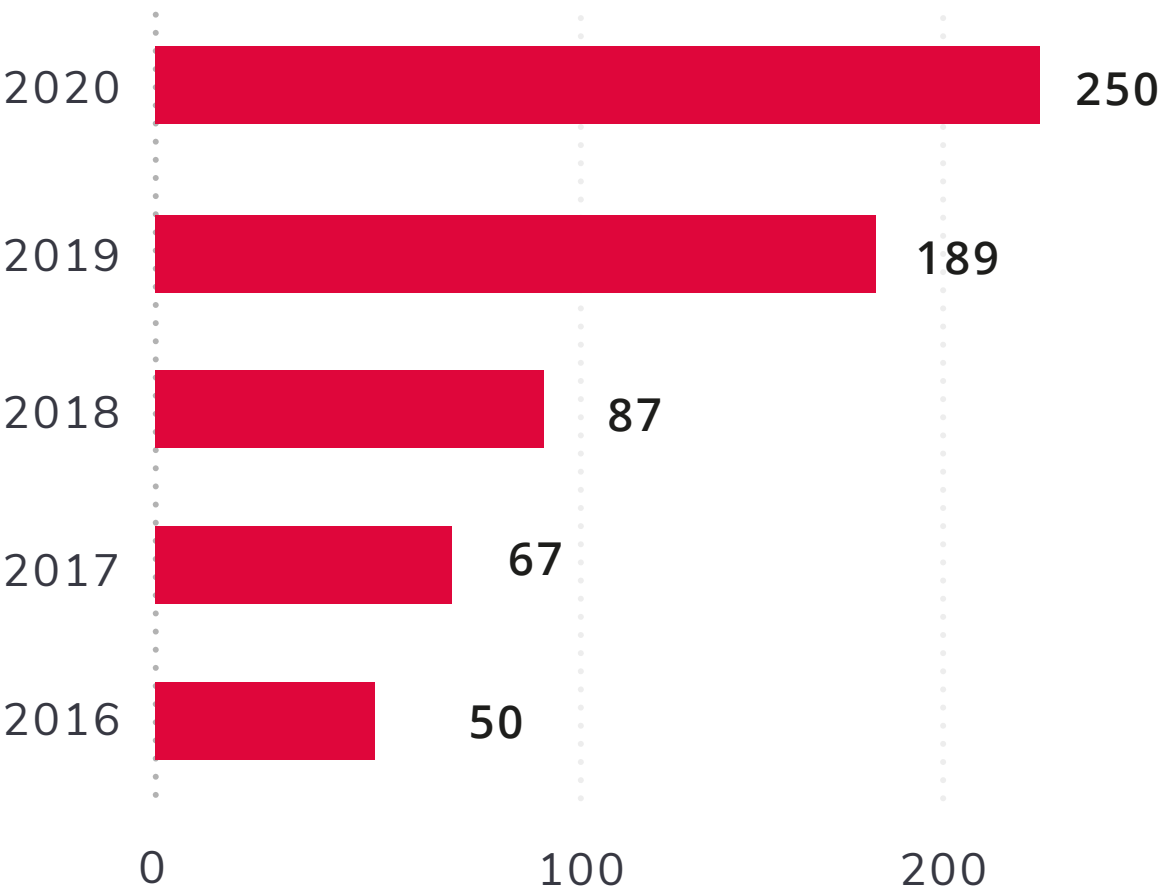


# TRACTION AND CURRENT SITUATION

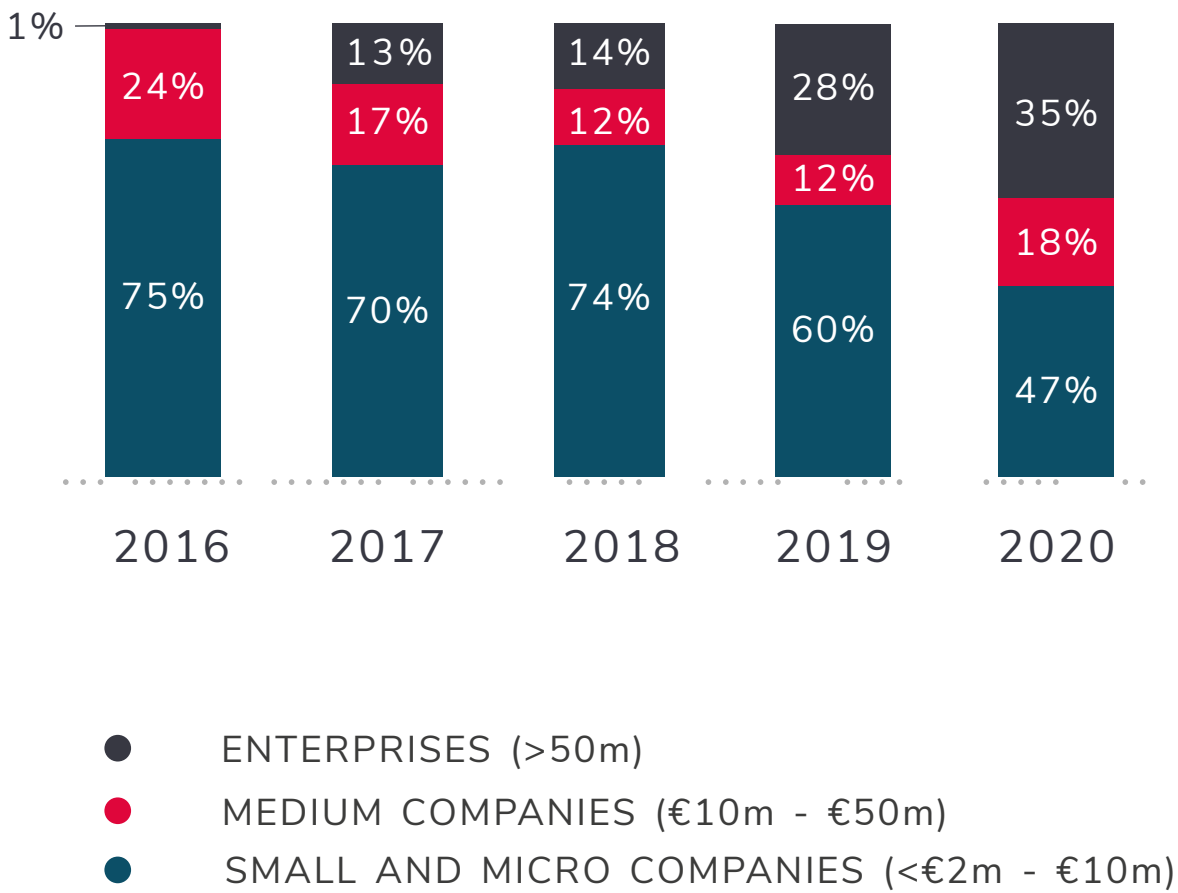
REVENUE AND EBITDA MARGIN,  
2016-2019



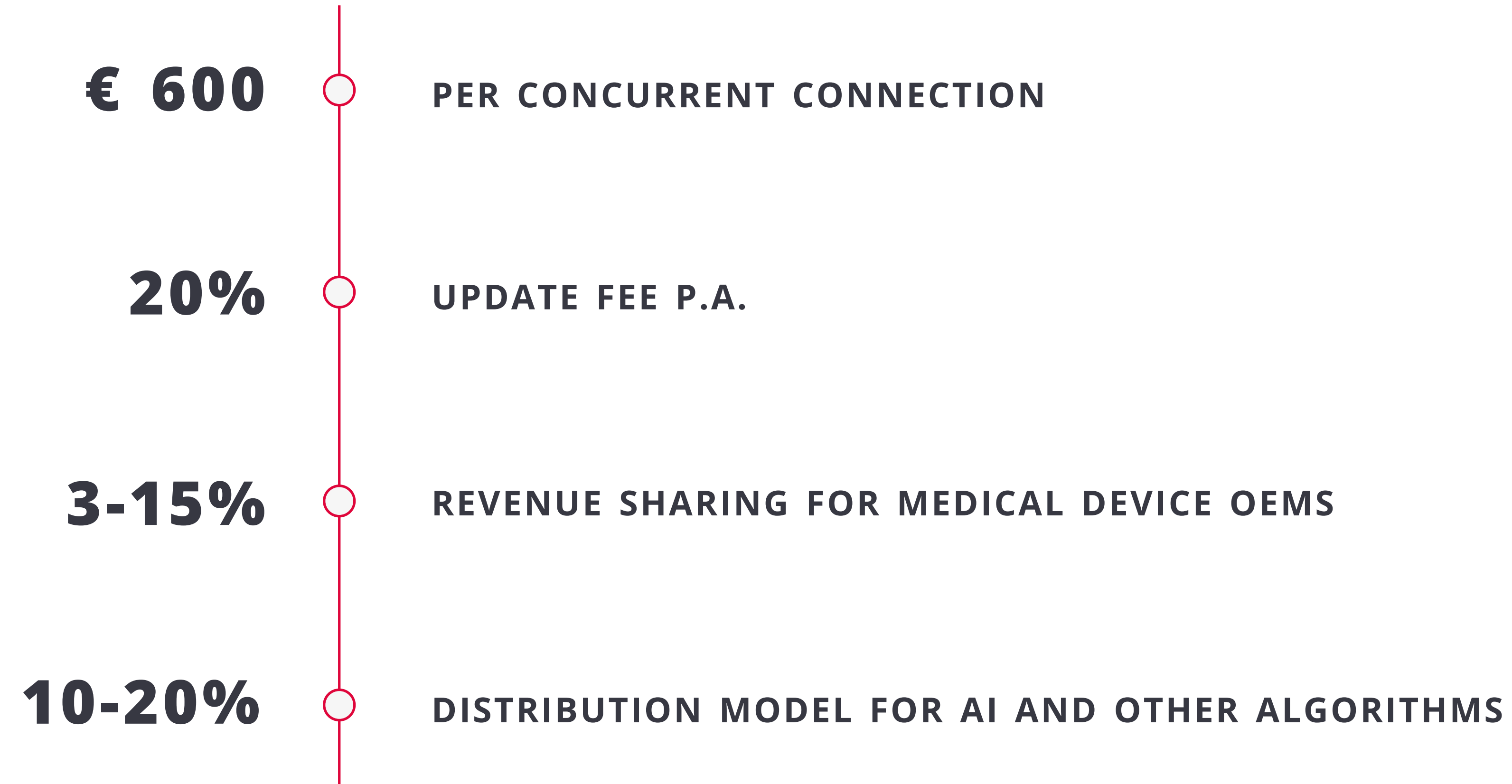
NUMBER OF CLIENTS,  
2016-2019



CLIENT REVENUE BY CLIENT  
SIZE, 2016-2019



# FLEXIBLE BUSINESS MODEL



# CAPABLE & PROVEN TEAM AND ADVISERS

FOUNDERS



## VYTAUTAS BAUBLYS

FOUNDER, CEO

15+ years experience in IT systems and medical imaging for hospital & health care industry



## TOMAS DUMBLIAUSKAS

FOUNDER, CTO

15+ years experience in imaging software and infrastructure, optical quality inspection solutions, data collection systems and software, medical software

COMPANY IN TOTAL EMPLOYS 33 EMPLOYEES (23 ENGINEERS)

THE COMPANY IS ISO 13485 CERTIFIED.

MEDICAL SOFTWARE MEDDREAM IS APPROVED BY FDA, CERTIFIED AS IIA CLASS MEDICAL DEVICE BASED ON MDD 93/42/EEC.

IMPLEMENTED ISO 14971, IEC 62304.



## ANDERS NORDELL



CEO AND CO-FOUNDER @ COLLECTIVE MINDS RADIOLOGY  
IMAGING MODALITY MANAGER, NORDIC @ GE HEALTHCARE

Experience in small start-ups, academic institutions and large corporate organizations. Domain expertise is healthcare, medical imaging and Magnetic Resonance.



## ANATOLIJUS FAKTOROVIČIUS, PhD

PARTNER @ PRACTICA CAPITAL  

The Founder of Aitecs (sold to Moog). Experience in medical devices, certification, patenting, entrepreneurial / business development / company building advise



## OLEGAS NIAKSU, PhD

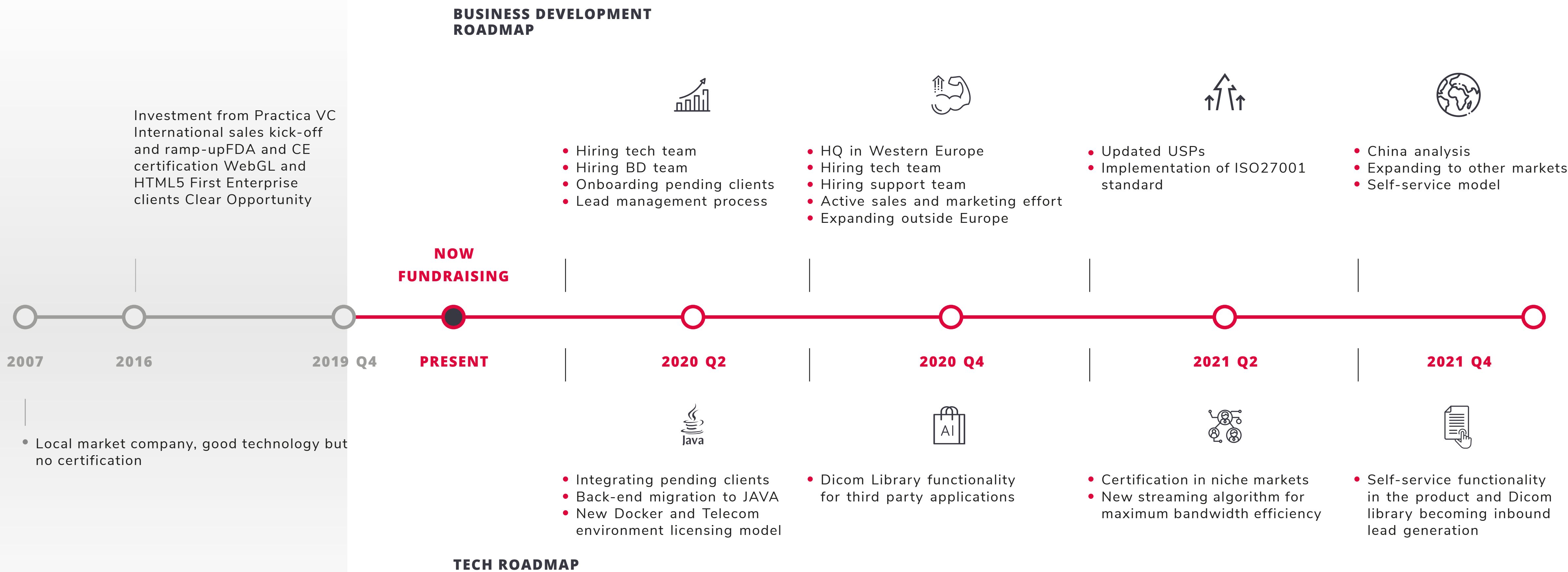
HEAD OF E-HEALTH @ AME INTERNATIONAL 

20 years of experience in IT projects in medical industry. Specializes in eHealth, eGov, ERP (SAP, Dynamic), medical IT, science, image analysis

ADVISERS



# TIMELINE AND ROADMAP



**SOFTNETA THEN**  
CLIMBED THE ENORMOUS BARRIERS  
OF ENTRY TO MEDTECH  
**TECHNOLOGY** DRIVEN COMPANY



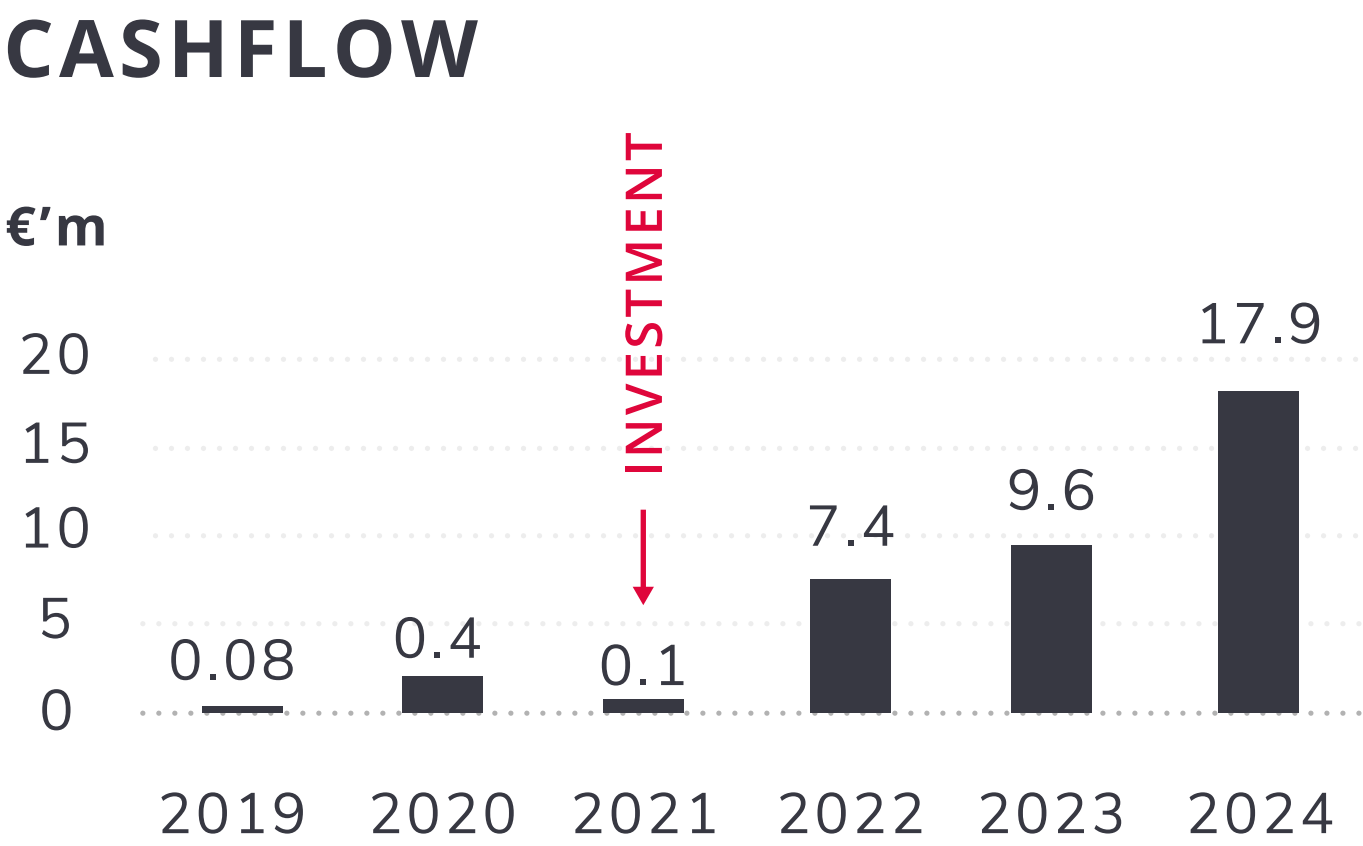
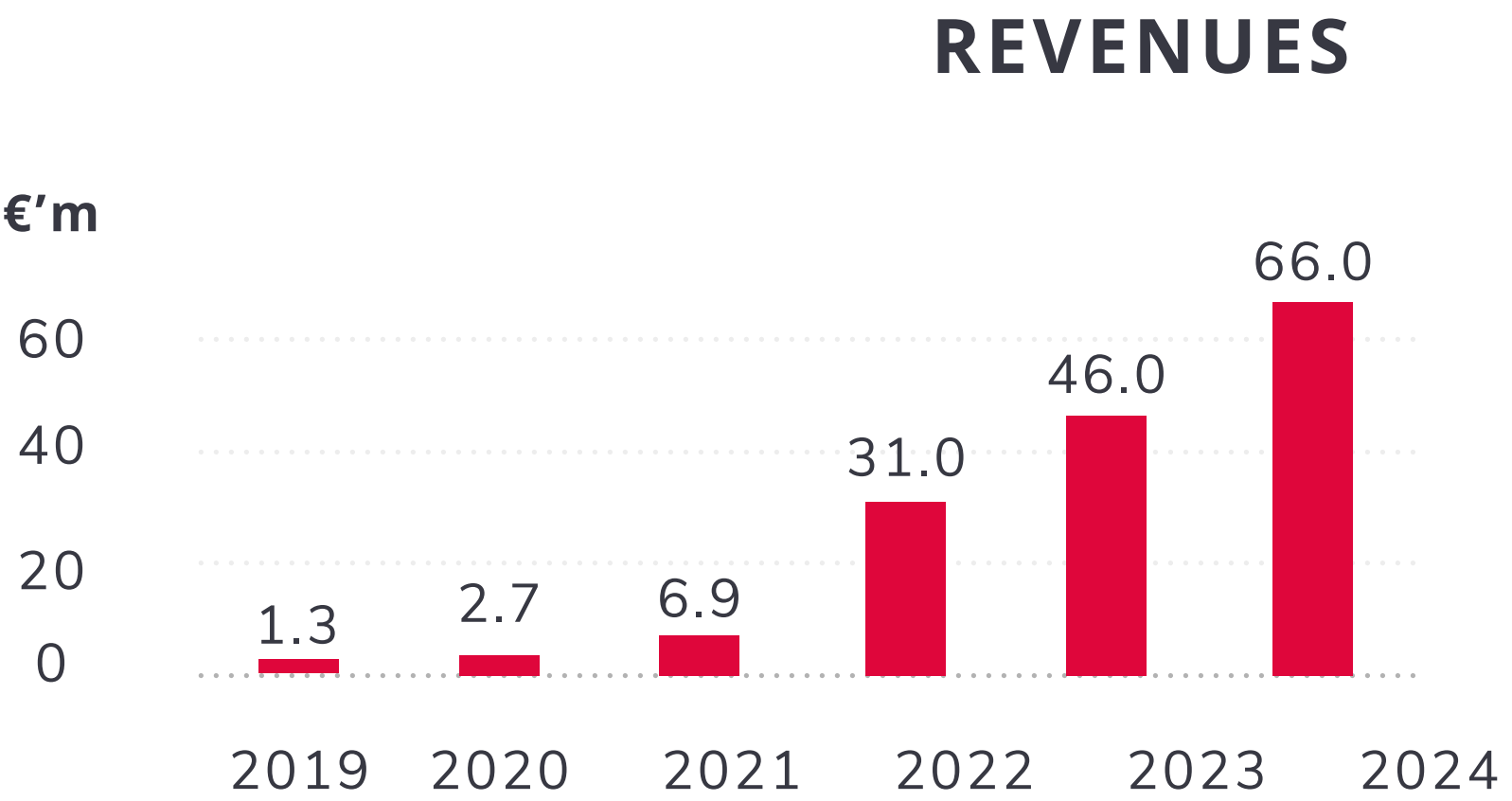
**SOFTNETA TODAY AND TOMORROW**  
DEMANDS ON ACCESS EXPLODING  
SHIFT FROM HARDWARE TO THIN CLIENT SOFTWARE SOLUTIONS  
FUNNEL OF PROJECTS TO EXECUTE  
**GROWTH** DRIVEN COMPANY

# SEEKING €3.5m FOR GROWTH

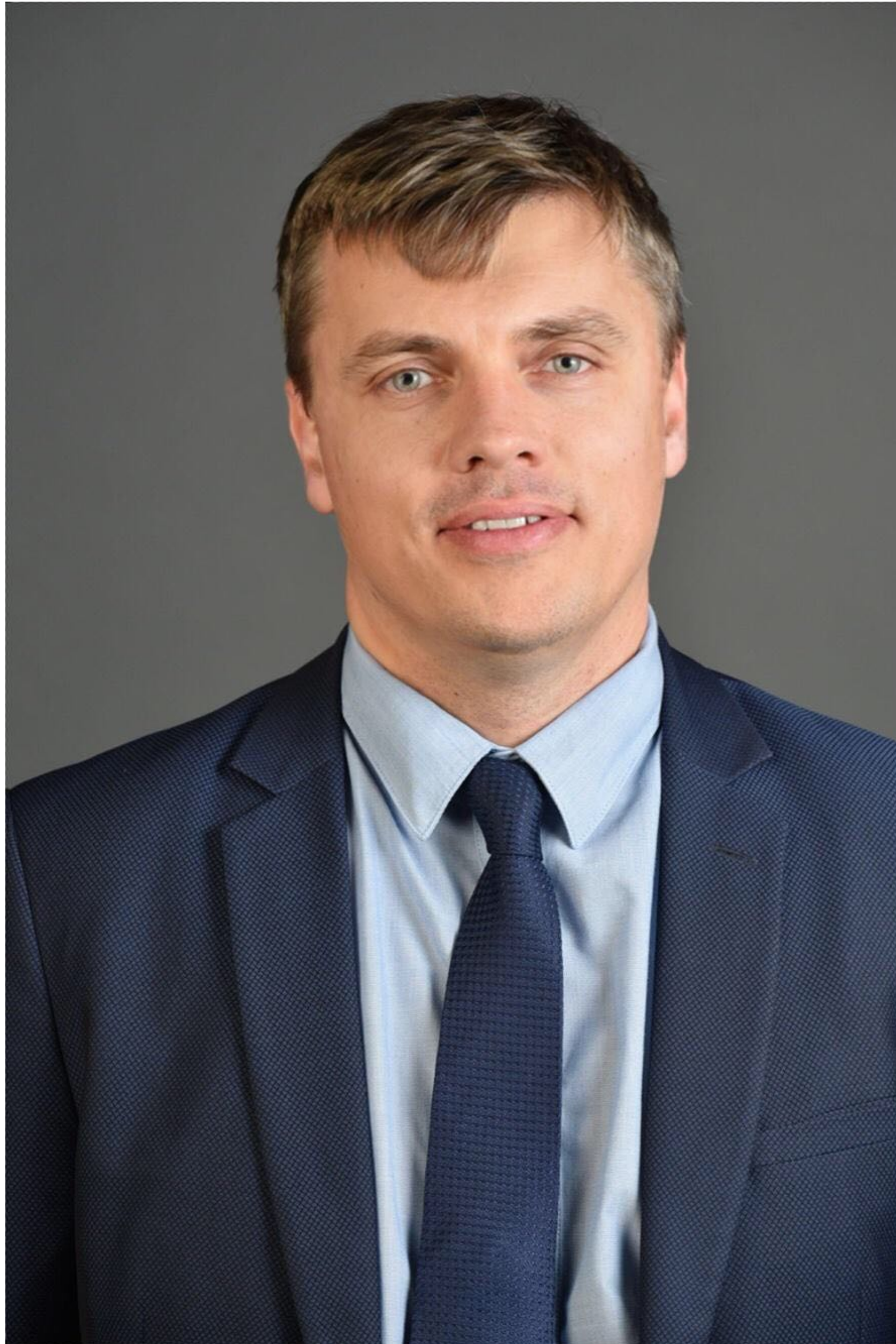


BY 2024

SEGMENT	NUMBER	REVENUE
MICRO COMPANIES	2,130	€ 9 . 6 m
SMALL COMPANIES	47	€ 6 . 2 m
MEDIUM COMPANIES	15	€ 5 . 2 m
ENTERPRISES	14	€45.0m
<b>TOTAL</b>	<b>2,206</b>	<b>66.0m</b>







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**VYTAUTAS BAUBLYS**  
Co-Founder & CEO

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+370 618 00552

[www.softneta.com](http://www.softneta.com)

 **Softneta**

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