



**Your health in the
blink of an eye**



KU LEUVEN





50% OF GLAUCOMA NOT DIAGNOSED

3% of the population over 50 has glaucoma that lead to blindness

30% OF DIABETICS CAN BECOME BLIND

59 million diabetics in Europe need to screen for diabetic retinopathy every year

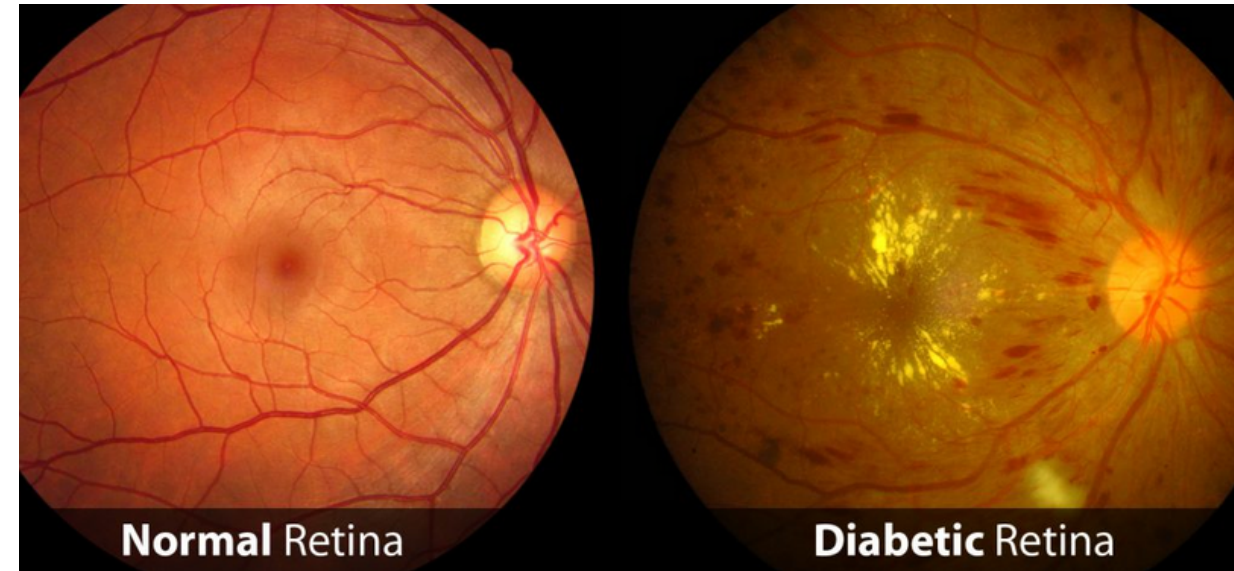
40% AT RISK OF BLINDNESS

If they don't see an ophthalmologist every year

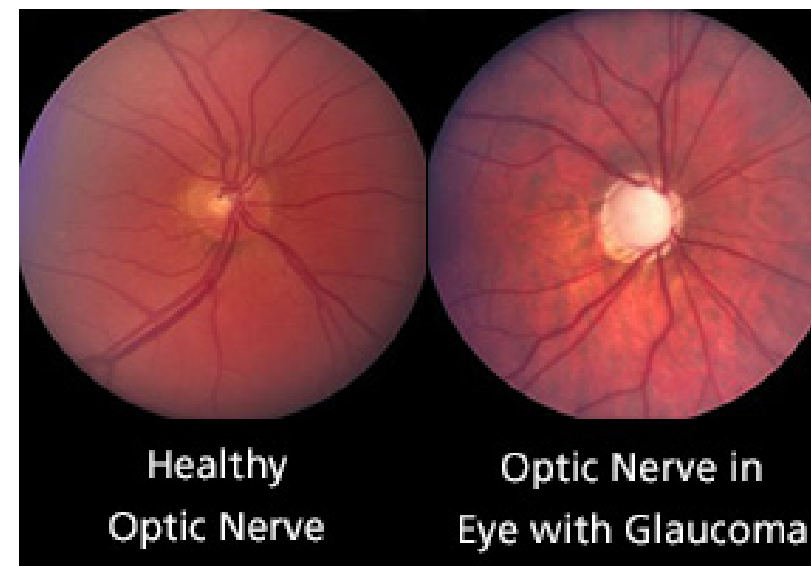
PROBLEM



THE DISEASES



Diabetic Retinopathy (DR) is caused by uncontrolled blood sugar levels that **damage retinal blood vessels**



Glaucoma is an age related disease that damages your eye's **optic nerve**

**THOSE CAN BE TREATED
IF SCREENED EARLY**



NOW



PATIENTS DISCOURAGED OPHTHALMOLOGISTS OVERWHELMED

6 months for an appointment

Pupil dilatation : cannot drive
after for 5 hours

Glaucoma diagnostic : 1 hour





THE UTOPIA



SELF SCREENING

No need of medical staff to take retinal pictures

NO APPOINTMENT

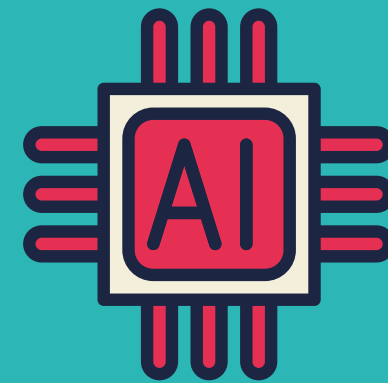
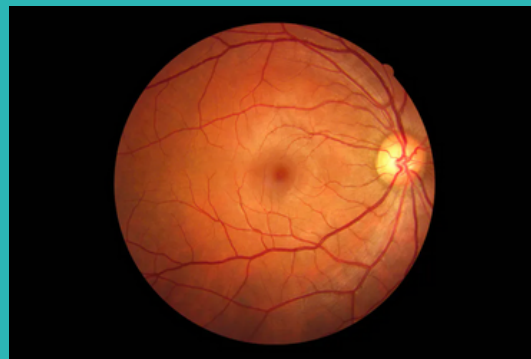
At the doorstep of the patient : diabetic clinics, GP, pharmacies

IMMEDIATE RESULT

Patients referred to the ophthalmologist on time if needed



SCREENING WITH MONA KIOSK



Appointment



BUSINESS MODEL



Pay per patient : 18€, kiosk included



4000 diabetes clinics, >7 million patients



3000 GPs and Pharmacies, > 5 million patients



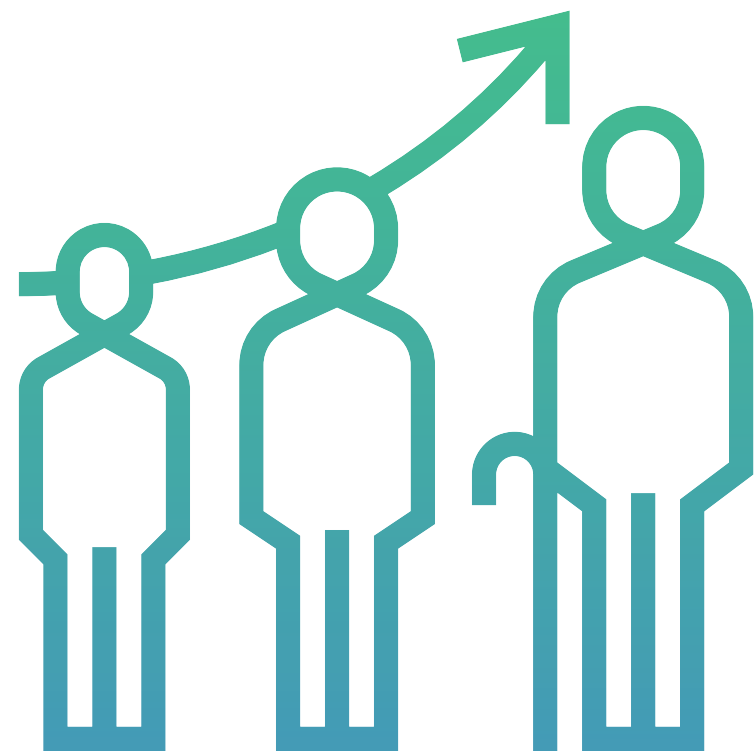
22 000€ annually per kiosk



Direct sales force

MARKET

Diabetics and >50:
annual retinal screening



4.4B€

TAM

59 million diabetics
186 million >50

2.1B€

SAM

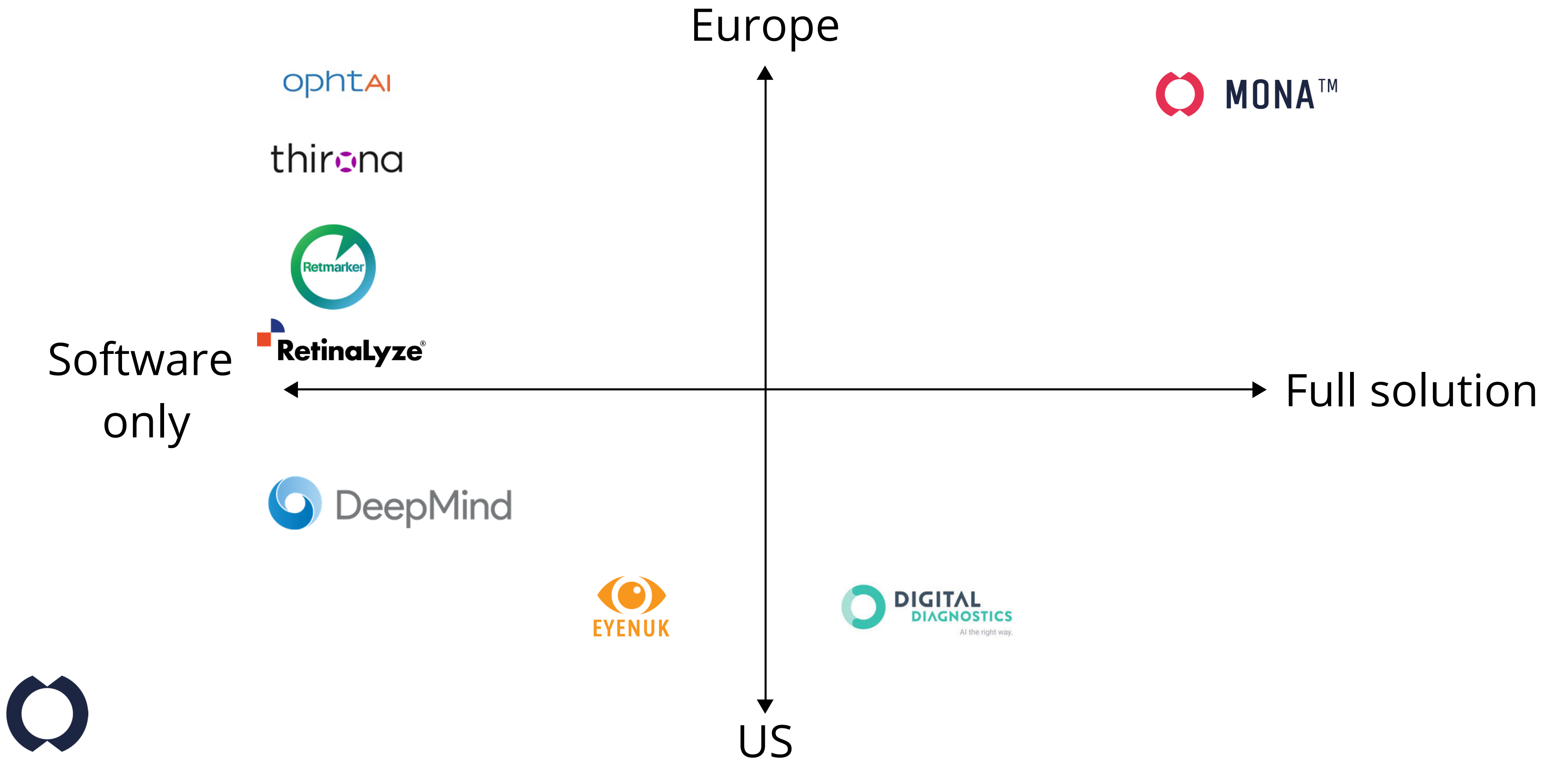
Western Europe

216M€

SOM

12 million patients, 10% of SAM

COMPETITION



COMPETITIVE ADVANTAGES



SHORT TERM

FIRST MOVER ADVANTAGE : BUSINESS MODEL

AUTOMATED CAMERA

LOCK IN CUSTOMERS WITH CAMERA LONG TERM LOAN CONTRACTS



MID TERM

GLAUCOMA SCREENING : IP

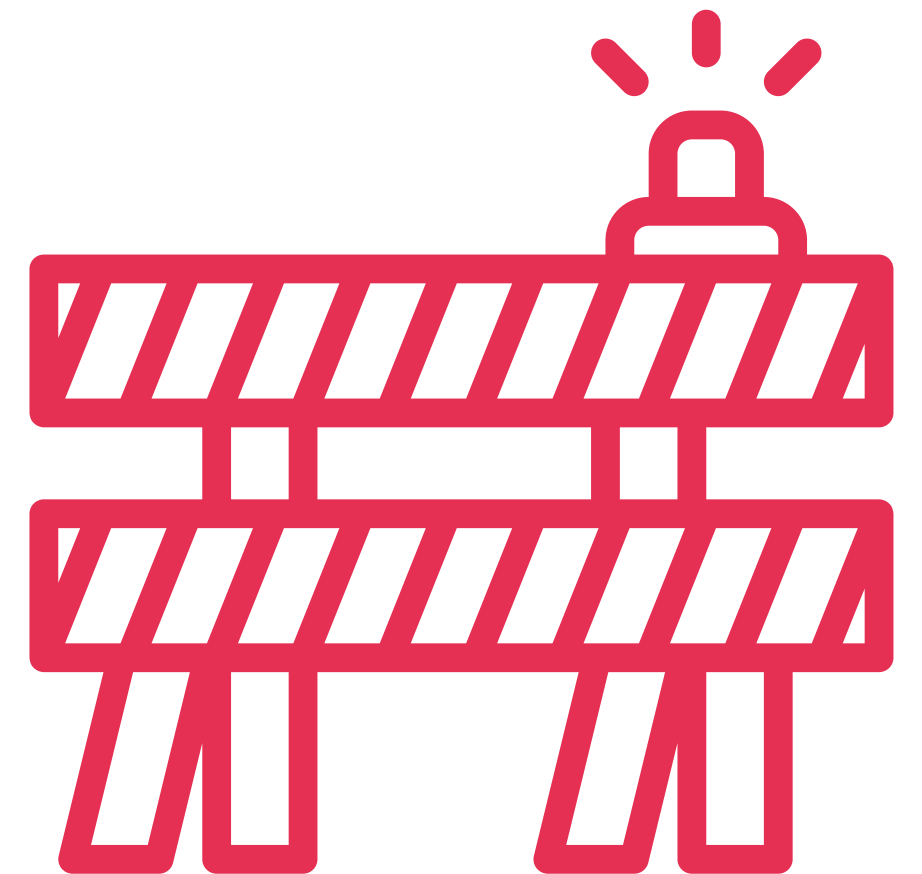
CAMERA AUTOMATION



LONG TERM

REIMBURSEMENT LINKED TO THE SOLUTION

CAPACITY TO INNOVATE: ALZHEIMER, DIABETES,
CARDIOVASCULAR RISK SCREENING



VALUE PROPOSITION



Patient



Diabet.



Ophth.



Hospital



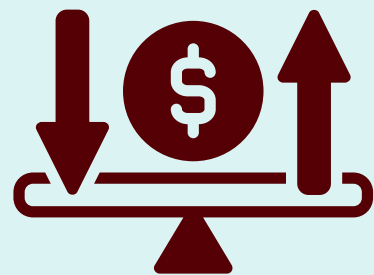
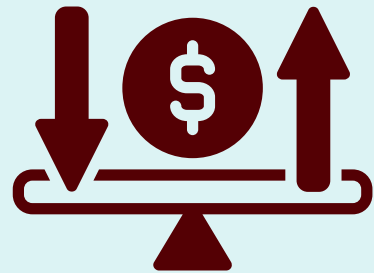
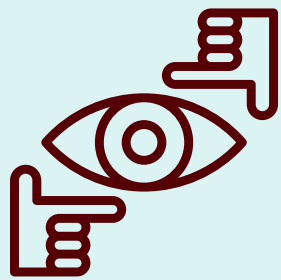
Insurance



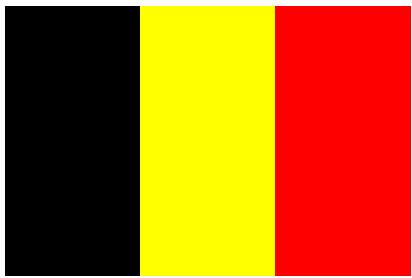
Automated
camera



Glaucoma
screening



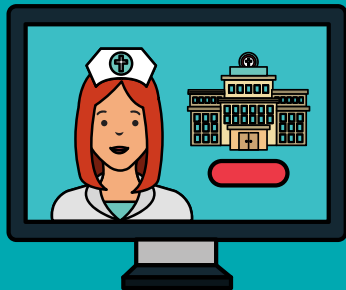
BEACHHEAD MARKET



100 Diabetes clinics



700 000 patients



New Teleophthalmology convention INAMI/RIZIV

E CLAIR
Trial



GROWTH MARKETS



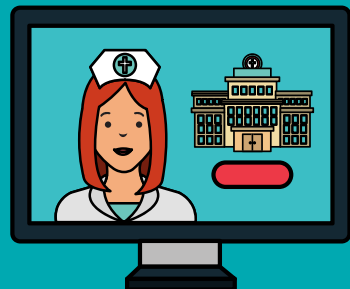
20 hospitals in 2022



12 million patients



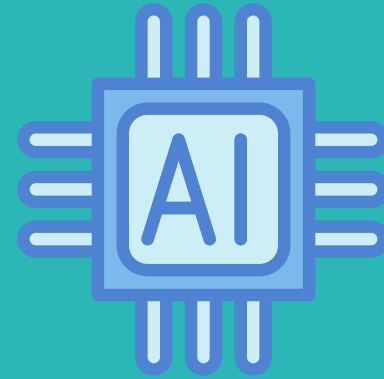
Reimbursement : negotiation with health insurances



Existing reimbursement for DR screening 19€



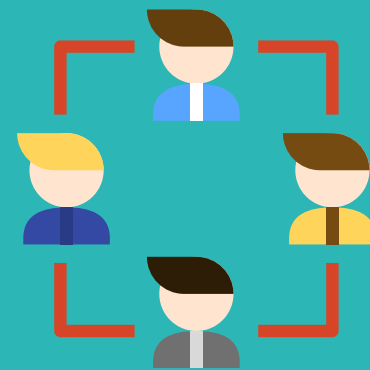
ACHIEVEMENTS



Minimum Viable Product



MONA will be evaluated in 3 majors hospitals



Private and public partners



START IT
@KBC



SEED FUNDING : 0.7M€ TO 3 M€

	2021	2022	2023	2024	2025	2026
Revenue	158 017	914 017	3 469 850	9 170 833	14 435 833	19 944 000
COGS		177 350	534 936	1 308 926	1 970 971	2 728 571
Gross Marg.		578 650	2 633 064	7 718 074	12 321 029	17 215 429
Expenses	733 700	1 930 950	2 156 650	3 406 800	3 771 194	3 979 493
EBITDA	(575 683)	(1 194 283)	778 264	4 455 107	8 693 669	13 235 936

0.7MM€

Commercialization

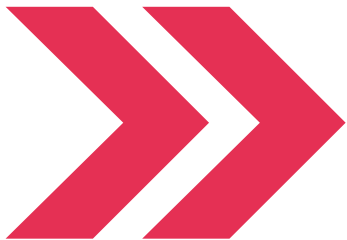
Automate camera
CE Mark
10 pilotes



1.7MM€

Expansion

Sales Force
Diabetic Retinopathy
Belgium and Germany



0.6MM€

Diversification

Glaucoma
The Netherlands



THE TEAM



**DR OLIVIER
MÉNAGE**

CEO

PharmD, 25 years medical device experience in EMEA Abbott, Medtronic, Boston Scientific, J&J.



**PR DR INGEBORG
STALMANS**

Chief Medical Officer

Ophthalmology Professor, Head of the Glaucoma Unit and Director of Ophthalmology Research Center, KUL



STEF ROMMES

Deep Learning Engineer

Artificial Intelligence, Machine Learning developer at VITO
Trained at VITO



TIMELINES

April
2021



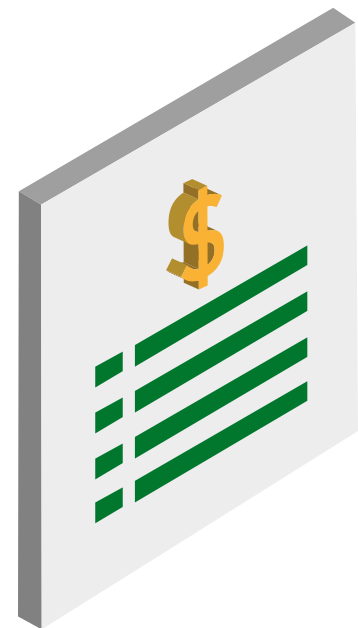
CE Mark

August
2021



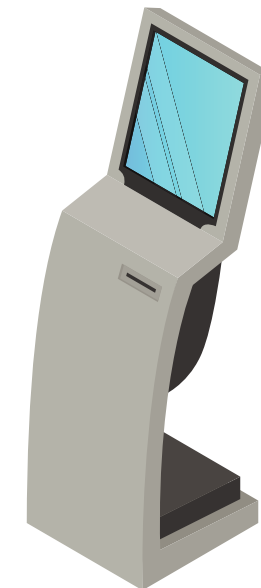
**Automated
camera**

January
2022



**DR screening
commercial
launch
BNL and
Germany**

January
2023



**Glaucoma
commercial
launch**

January
2024



**Commercial
expansion**

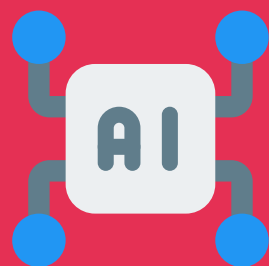




MONATM



High social impact : prevent blindness



Innovation : apply AI and robotics to eye screening



Experienced co-founders

Spin off : KUL and VITO



Seed funding ask 700 000€

CONTACT US

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