# Investment Opportunities

Pharma/Health Care: Self Health Management Platform

## Invest 6 Korea

## **Investment Highlights**

- **Medical data integration system:** Our company helps users safely transfer, store, and manage the results of health checkups stored in different hospitals on their smartphones. Recently, as fewer people utilize mail as a tool to receive the results of health examinations, there is a growing demand for a solution designed to check the results with a smartphone at any time. Our company provides a variety of content that can standardize data stored in different hospitals, store and make a comparative analysis via one app, describe details by item, and help users manage their health more efficiently.
- **Changing health-care business by digital technology:** As more people are interested in health with the advent of a homohundred era, their desire to live longer and stay healthier is engaging with IT technology. This leads to the expansion of the digital health-care industry intended to provide customers with personalized health management service so that they can check their health conditions with wearable devices at any time. In 2015, 40% of start-ups founded in the United States were involved in the digital health-care sector, and 60% of venture capital investments in the United States were also made in the digital health-care sector.

## **Products and Services**

#### **Product and Technology**





Checking the status of health by year via graphs

Continuous management by recording weight, blood pressure, and blood sugar

- **Major features of key technology:** People receive regular health checkups every year, but many leave the results unattended after receiving them via mail. They cannot check to what disease they were exposed because they lost the mail or have to find it inconveniently. However, our app allows users to immediately check the results with their smartphones with separate login IDs at any time and anywhere and to receive personalized solutions designed to introduce various health-promoting foods for each item that shows health problems.
- **Competitiveness of key technology:** Existing hospital apps work in a closed manner that requires an inconvenient authentication procedure to verify identity before access to the EMR server of corresponding hospitals. However, our app allows users to manage and make a comparative analysis of checkup results received from different hospitals. For hospitals, they can save time collecting examination results and reduce the costs of mailing printed results. For examinees, they can check the results at their pleasure. Thus, our app can realize personalized health care.

#### **Intellectual Property**

<b>Registration No.</b>	Status	Division	IPR Name
ROK/No. 0450096	Registered	Patent	Method of electronic commerce by imaginary account for cash receipt and the server
ROK/No. 0516861	Registered	Patent	Method of financial business by computation and the terminal
ROK/No. 1666591	Registered	Patent	One-time password certification system and method
ROK/No. 1745643	Registered	Patent	System for security providing medical examination
ROK/No. 1679295	Registered	Patent	Complex smart device and information processing method using the same
ROK/No. 1547304	Registered	Patent	Apparatus for security authentication using smart OTP
ROK/No. 1340313	Registered	Patent	Apparatus for managing message and method for operating the same

## **Company Profile**

Date of foundation	March 2000	
Investment performance	N/A	
Listed or unlisted	Unlisted	
Patents and certificates	<b>d certificates</b> • Under the registration of six patents including a patent for a system for security providin medical examination	

## **Financial Figures**

(Unit: USD million)

Division	2016 (Unaudited)	2017 (Unaudited)	2018 (Unaudited)	
Sales	1.29	1.34	1.77	
Operating Income	0.23	0.22	0.18	
EBITDA	0.23	0.22	0.22	

## **Business Plans**

(Unit: USD million)

Division	2019 (Forecast)	2020 (Forecast)	<b>2021 (Forecast)</b> 9.65	
Sales	0.33	4.57		
Capex	0.08	0.14	0.21	
R&D	0.35	0.58	0.84	
Working Capital	0.08	2.74	5.50	
Others	0.03	0.05	0.08	

- Sales plan: Our company aims to generate USD 0.33 million through hospital fees, personal fees, and health malls in 2019, and USD 4.57 million in 2020 through contracts with companies that require health examination data. Furthermore, it aims to achieve sales of USD 9.65 million in 2021.
- · Investments required: To achieve the target sales, our company is planning to invest a total of USD10.67 million for three years by 2021, including USD 0.43 million in capital expenditures and USD 1.77 in R&D. In particular, USD 2.74 million and USD 5.50 million will be invested in working capital in 2020 and 2021, respectively, to expand the platform.

## **Investment Requirements**

Investment Structure	Minority (Financial Investment)	
Amount	• USD 10 million	
Region	• All available	

