Do business with Canada

Faites affaire avec le Canada

UK DIGITAL HEALTH CTA DEAL BOOK

Table of Contents

London CTA Team	2
Message from the High Commissioner	4
360Medlink	6
Altis Labs	8
BAÜNE Ecosystem Inc	
Calian	
Kognitiv Spark	
Mobia Health	
PragmaClin Research	
RxPx	20
Skinopathy	22
Smile CDR	
Cohort Summary	26

London CTA Team

This CTA cohort connects Canada's most promising digital health companies with potential customers, investors, and strategic partners in the UK market. The programme is designed to spur connections for these companies in the UK market, culminating in a week-long, in-market activities on December 4 to 8, comprising of B2B meetings, networking, and pitching opportunities. We're proud to introduce these companies to you and welcome the opportunity to speak further about how we can help you find Canadian innovation that fits your investment and strategic needs.



Claudio Ramirez Manager, CTA Claudio.Ramirez@international.gc.ca +44 (0) 79 2058 7932 Linkedin



Amir Golbang
Trade Commissioner, Life Sciences
Amir.Golbang@international.gc.ca
+44 (0) 75 9097 6324
Linkedin



Joy del Rosario Program Coordinator, CTA Joy.Delrosario@international.gc.ca +44 (0) 77 9500 5546 Linkedin



Message from the High Commissioner

Meet the CTA Digital Health Class of 2023

It is my great pleasure to introduce the 2023 participants in the Canadian Technology Accelerator (CTA) program on Digital Health in the United Kingdom.

With 12 tech hubs worldwide, the CTA is a global business development program offered by the Canadian Trade Commissioner Service, connecting Canada's most promising tech start-ups with potential investors, customers, and strategic partners. Since 2013, more than 1000 Canadian companies have participated in the program, reporting close to £430 million in capital raised and £175 million in new revenue generated, as well as over 1,400 strategic partnerships forged.

The CTA program on Digital Health in the UK is designed to facilitate connections for Canadian companies in this sector to stakeholders in the British market, and to support their long-term growth, while providing the UK with access to cutting-edge Canadian technology. The program is delivered with industry leading partners from across the digital health network ecosystem.

This program is conducted virtually for 7 weeks, from mid-October to the end of November 2023, culminating in an in-market portion where we welcome the participants to London for a week full of activity. The weekly masterclass sessions will provide multiple opportunities to connect with potential British partners while building skills in pitching, fundraising, sales, marketing, tax and legal considerations, customer acquisition and more.

This deal book provides a snapshot of our 2023 UK-Digital Health CTA cohort and showcases Canada's strengths in the digital health field. My team at the High Commission of Canada is proud to introduce these companies and welcomes the opportunity to speak further about how we can help you find Canadian innovation that fits your investment plans and strategic needs.



H. E. The Hon. Ralph E. Goodale. PC

High Commissioner for Canada in the United Kingdom of Great Britain and Northern

Ireland





Empowering Patients with Personalized Digital Medicines



Montreal, QC



https://360medlink.com/

Innovation Overview

360Medlink is a software innovator, leading the way in developing advanced science-based digital health platforms. Where tech innovation meets compassion: accessible, inclusive, and equitable. We have successfully ventured into:

- 1. Digital Therapeutics (DTx) dedicated to supporting patients and enabling remote management.
- 2. Software as Medical Device (SaMD): Medical device (MDD/MDR) assisting HCPs in managing neuropathic pain (PNP) and dermatological conditions.
- 3. Digital Health as Service (DHaS): Our "off the shelf" and SaaS based digital health platform for cost-effective, scalable, custom-made adaptations.

Our solutions have delivered tangible clinical advantages to patients globally, including those from vulnerable communities. We cater to specialty fields encompassing both chronic and rare diseases, steadfast in our mission to push the boundaries of precision medicine, enhance patient experiences, and uplift public health.

Target Market

Health agencies, both public and private hospital systems, pharmaceutical and biotech firms.

- Outreach to prospective clients who can leverage our unique products.
- Building transformative partnerships to expand our market footprint.
- Navigating product market integration (regulatory framework).
- Establishing a solid business presence locally.

TRL 9

Sector

Digital health | Digital Therapeutics Medical Device/SaMD

Key Milestones

- Clinical Excellence: Our digital medicine platforms have consistently improved patient outcomes, boasting over 90% satisfaction rates, and have significantly enhanced treatment protocols across the US and Europe.
- Industry Recognition: Over the past 5 years, we've received multiple accolades and endorsements for Best Practice from global healthcare authorities, and credible agencies (Health and Human Services (HHS), HRSA government, Galien Award, etc.)
- Major Credible Partnerships: Multiple local and global partnerships with credible healthcare stakeholders, both private and public internationally.
- Healthcare Equity Champion: We've successfully broadened healthcare access, reaching vulnerable populations, and ensuring inclusivity in the ongoing digital health transformation.

Top Takeaways

- 1 Specialized Solutions: 360Medlink stands out with its groundbreaking healthcare solutions tailored for niche conditions and diverse patient groups.
- Bridging Health Divides: 360Medlink is not just about technology. It's about making quality healthcare accessible, ensuring it's equitable and inclusive for all.
- Trailblazing Innovations: Embracing the crossroads where cutting-edge technology meets deep compassion. We are setting new standards in patient-centric care.



Jean-Manassé Théagène CEO <u>jmanasse@360Medlink.com</u> +1 514 917 0360 LinkedIn



Dr. Ezzat Saad Chief Medical Officer ezzats@360medlink.com +1 514 627 9637 LinkedIn

ALTIS LABS

Predictive Imaging Insights

▼ Toronto, ON



https://www.altislabs.com/

Innovation Overview

Altis Labs is the computational imaging company advancing precision medicine and clinical trials with Al. We believe that medical imaging is the richest data modality to generate clinical insight. Academic researchers and biopharma use our software platform, Nota, to accelerate clinical research by more accurately stratifying patients and quantifying treatment effect earlier. Trained on over 222 million real-world images with associated diagnostics, treatment information, and outcomes, AI models hosted on Nota predict clinically meaningful outcomes from existing imaging scans.

Target Market

Biopharmaceutical & Cancer Centers

Seeking

- Deploy our AI models hosted on our software platform, Nota, with UK biopharma customers conducting interventional Phase 1-3 oncology clinical trials.
- Expand our clinical partner network and model training database with leading cancer centers across additional solid tumor types and new therapeutic areas.

Technology Readiness Level

TRL 9

Sector

Clinical Research Technology

Key Milestones

- Altis' imaging-based prognostication (IPRO) models have been validated in collaboration with Canada's leading cancer centers, with results published in the Journal of Clinical Oncology Clinical Cancer Informatics [1], and presented at the American Society of Clinical Oncology [1, 2].
- Raised US\$6M in seed funding co-led by Debiopharm & BenchStrength to advance AI platform for clinical trials [1, 2, 3].
- Leading biopharma companies, including Bayer & AstraZeneca [1, 2], use Altis' Al-powered imaging biomarker platform, Nota, to accelerate and de-risk all stages of clinical development.

Top Takeaways

- Focus on Outcomes: Unlike companies that focus on automating legacy classifications of "response" or "progression," we focus on predicting what is clinically meaningful outcomes are what matter to patients, physicians, payors, regulators, and sponsors
- Real-World Data: Imaging data is 10^5 times richer than EMR data, and we've built the world's largest real-world imaging database that includes associated clinical information this allows our predictions to be hyper-precise and catalyzes our product development
- Ease of Use and Broad Applicability: Our technology is applied to imaging data that is already in the clinical trial database and used in clinical care there is no need to collect new biological samples (e.g., for NGS) or for data to be digitized. Moreover, since imaging is used for screening, staging, and monitoring in most diseases, we have significant room for expansion across therapeutic areas and into clinical care.



Felix Baldauf-Lenschen CEO felix@altislabs.com +1 647 229 9667 LinkedIn



Reid Lobson Chief of Staff reid@altislabs.com +1 416 660 6671 LinkedIn



Autonomous Healthcare for Anyone, Anywhere

Q Edmonton, AB



https://www.baune.io/

Innovation Overview

Baüne™ is an engineering, telco and tech company developing smart ecosystems, pioneering with a combination of emerging technologies. For healthcare, NÜPA™ Digital Health Ecosystem (DHE), provides pre-emptive medicine by enabling remote patient monitoring and chronic care management to enhance medical services by integrating our health ecosystem technology using medical devices (CE compliant) and collective intelligence. Applications on primary care, aging population, rural and remote communities, military, and space.

Target Market

Med Tech, Digital Therapeutics & Biomarkers, Disease Knowledge, Diagnostics & Detection, Mental & Behavioral Health, Remote Monitoring, Telehealth & Virtual Care

- Expand into International Markets: Launch our platform in international markets, focusing on the implementation of the NÜPA™ Digital Health Ecosystem, devices, and platforms in the UK market.
- Strategic Partnerships: Develop strategic partnerships within the elderly and remote care industry in the UK, including but not limited to new R&D collaborations and expertise, and collaboration with other medical specialty-related ecosystems and specialists.
- Enhance Al Capabilities: Integrate new Al capabilities to improve and enhance the impact on early detection signs.
- Product Validation in New Markets: Validate our product in a Clinical trial setting. Additionally, integrate our solution into national and local medical data platforms.
- Fundraising: Explore opportunities for raising a Series A or beyond to support our growth and expansion efforts.

TRL 7

Sector

Digital Health

Key Milestones

- Canadian Space Agency R&D project: Delivery of C2M2 cyber-medical space to the CSA Grounds for protocol user testing.
- CTA Germany Digital Health 23-24 participation has led business opportunity to include our technology NÜPA™ as a proposed solution for the drafted reform with the Ministry of Health Germany. Collaboration agreement to follow.
- **CEMAC Region:** finalizing Sales agreement to deploy 10 Cyber-medical NÜPA™ Digital Health Ecosystem/ Solutions across the region. Supported by the High Commission of Canada and the Business Medical entity.

Top Takeaways

- Completion and delivery of the C2M2 phase 1 for the Health Beyond initiative lead by Canadian Space Agency.
- 2 Completion of the Digital health Germany TCS: with MoU in place, forecast to include inclusion of Baune's technology in the German market.
- Partnership with TransMedTech Institute and IVADO at Saint Justine Hospital in Montreal to establish a living lab for clinical path validation and medical staff and education training.



Andrea Galindo Chief Executive Officer andrea@baune.io +1 437 800 8101 LinkedIn



Aurélien Balondona Chief Engineer Officer <u>aurelien@baune.io</u> +1 403 880 4588 LinkedIn



Confidence. Engineered.

Ottawa, ON

https://www.calian.com

Innovation Overview

With over two decades of experience in digital health, Calian offers award-winning software applications deeply entrenched within the Microsoft ecosystem. Our digital health platform empowers patients to engage in virtual consultations with healthcare professionals while facilitating remote monitoring of vital signs. Moreover, it seamlessly integrates with legacy hospital systems, enhancing overall efficiency. Healthcare professionals can conduct off-site sessions, harnessing the advantages of a gig economy model. The software applications are accessible to users in both English and French, ensuring a broad and inclusive reach.

Target Market

Healthcare, hospitals, community care, home care, life sciences

Seeking

Develop strategic partnerships: Collaboration over competition will provide faster and better access to care, create more efficiency in the health systems and bring opportunities for growth to companies providing services. Calian Health is seeking new partnerships in the UK to build on success in Canada.

• Entry models include M&A, JV, Strategic Partnerships and greenfield. Calian already has an office in London through a different division.

TRL 9

Sector

Healthcare & Digital Health

Key Milestones

- Multi-year award winner of the prestigious Microsoft Canada Impact Awards and finalist of Microsoft's Global Partner of the Year Awards.
- Selected to build a unified data platform for BORN Ontario that could provide a single view of maternal and infant data of roughly 80,000 patients per year, offering a set of solution accelerators that eased the development and management of HL7 solutions, and helped position the province of Ontario as a world leader in prenatal and newborn research data.
- Global reach with customer base extending throughout Canada, the United States, and the Middle East, and with an impressive 90% adoption rate from hospitals in Puerto Rico.

Top Takeaways

- Calian has over 20 years of experience in the digital health space and a longstanding partnership with Microsoft.
- Calian's award-winning digital health software solutions offer customizable care pathways to help hospitals and health care institutions create a patient-centred experience while enabling seamless collaboration among all providers in the circle of care.
- Calian's digital health platform is enabling transformation in healthcare delivery by dynamically managing the care pathway through automation, analytics, and machine learning, and harnessing the advantages of a gig economy model.



Derek Clark
President, Health
derek.clark@calian.com
+1 613 325 1511
LinkedIn



Neil Corner
VP, Growth and Strategy, Health
neil.corner@calian.com
+1 514 269 5814
LinkedIn



Performance Support for the Modern Workforce

• Fredericton, NB



https://www.kognitivspark.com/

Innovation Overview

Kognitiv Spark's solution, RemoteSpark application, is a user-focused Mixed Reality (MR) performance support tool designed with end users in users in mind. It combines the physical and digital worlds by creating a hands-free, supportive environment for workers to instantly access 2D and 3D holographic assets or remote subject matter experts. This supports accurate and timely task completion, operational efficiency, training, with a user focused secure system that is being utilized to increase patient outcomes whilst delivering an effective strand for digital transformation in healthcare.

RemoteSpark also equips workers with the power to establish a low-bandwidth, secure video and audio call with subject experts should extra assistance be required and is supported by a robust security infrastructure. It allows doctors, nurses or specialists to be in the room with the workers, hearing and seeing everything the user at the point of need does, resulting in less strain to the system with this telemedicine approach.

Target Market

Heath care providers in all areas including hospitals, in-home care, paramedics, long term care facilities, and academia.

- Gain Market Share: replicate the offering/success in the UK and gain market share.
- Strategic alliances with potential partners and other organizations, including clinical and secondary healthcare teams that work at reach across wide geographies or in remote locations, emergency

medical and management teams, healthcare facilities management teams, healthcare equipment OEMs, therapeutic device OEMs, and training colleges and organizations.

• Partnership with academic institutions for research and development.

Technology Readiness Level

TRL 9

Sector

Software Development | Digital Health

Key Milestones

- Successfully completed round A investments, and currently in due diligence for round B.
- Our solution is currently being deployed for operational use in Poland, Ukraine, Syria, Iraq, Falkland Islands and Northern Canada amongst others.
- One of 14 worldwide Microsoft Gold Partners in Mixed Reality.

Top Takeaways

- 1 World leading mixed reality application.
- 2 Custom off-the-shelf (COTS) our solution is available for purchase now.
- Usability and connectivity our solution is currently in use around the world, and allows users to connect to one another over satellite, Wifi or LTE network at reduced bandwidth levels.



Charles Richer
Director of Learning
charles.richer@kognitivspark.com
+1 506 545 0433
LinkedIn



Duncan McSporran Chief Operating Officer (COO) <u>duncan@kognitivspark.com</u> +1 (506) 470-8522 LinkedIn



Transformative Solutions for Healthcare

Halifax, NS



https://mobiahealth.io/

Innovation Overview

Mobia Health is a SaaS product company focused on developing innovative solutions that transform the patient journey. Our products improve acute care wait times by helping clinicians determine what patient needs to be seen next, based on acuity and appropriate care.

Target Market

Acute Care Department – Operational managers

- Cardiology
- Orthopedic
- Endoscope
- Emergency Department

- Mobia Health's SaaS products have proven positive outcomes in Canada to improve Acute Care wait times. Our analysis indicates similar challenges exist in the UK and we are looking for opportunities to pilot our products.
- Exploring strategic partnerships to expand market awareness and potential UK resellers.
- Exploring relationships with potential investors.

TRL 9

Sector

ICT | Digital Industries - Healthcare

Key Milestones

- Launched in 2022 as a spin-off from <u>Mobia Technologies</u> to focus as a SaaS healthcare product company.
- Products are implemented in 10 hospitals in Atlantic Canada.
- Established partners for growth into new markets across Canada and the US.
- Our technology has published outcomes on the improvement in Acute Care wait times.

Top Takeaways

- 1 Mobia Health has a strong and experienced team of technology and clinical experts.
- Our products were created in partnership with the Innovation Living Lab at <u>NLHS</u>. We are currently live in 10 hospitals in Atlantic Canada.
- Our technology has proven to improve Acute Care patient wait times., We are looking for opportunities and partnerships to implement our technology to markets outside Atlantic Canada.



Nevin Pick President Nevin.Pick@mobiahealth.io +1 902 476 7823 LinkedIn



Paul Norman VP Clinical Processes Paul.Norman@mobiahealth.io +1 709 683 5882 LinkedIn



The Future of Care...Starts at Home!



St. John's, NL



https://www.pragmaclin.com/

Innovation Overview

PragmaClin's PRIMS is a digital tool for accurately assessing Parkinson's Disease (PD) progression with depth cameras for motor data capture and surveys for patient-reported data. Machine learning is used to score disease severity. Clinicians and patients will be able to manage the disease more effectively and efficiently. PRIMS can reach a broad patient population affected by PD, including those in rural or remote areas, and can be scaled to concussion, stroke, MS, and Huntington's Disease.

Target Market

NHS neurology hospitals, private neurology clinics, rural GPs, and physio-clinics

- Meetings with the decision makers and neurologists at NHS hospitals, teaching hospitals, and private clinics to determine the interest in adopting and procuring PRIMS.
- Meetings with the NHS to explore the best integration model.
- Meetings with decision makers at teaching hospitals to secure interest in working with us on the validation of PRIMS in a clinical setting.
- Meetings with MHRA to discuss regulatory requirements and timelines.
- Meetings with Innovate UK and investors.
- Raise a pre-seed round of \$750,000.

TRL 7 & 8

Sector

Digital Health

Key Milestones

- Machine Learning (ML): Successfully collected video data during studies in the UAE and Canada, and developed an accurate ML scoring model.
- Global Partners: Planning validation work with MaineHealth, Carespace Health and Wellness in Canada, and King's College London in the UK.
- Traction: Raised \$1.5 million in non-dilutive funding.

Top Takeaways

- One founder is a Ph.D. candidate focusing on Parkinson's Disease (PD), and the second has 30 years of business experience and lives with PD.
- PRIMS will be a revolutionary support tool for neurologists globally by providing real-time, Objective, and accurately scored data for expediting treatment decision-making.
- PRIMS will reduce costs for hospitals and will save money for the NHS by improving patient care and reducing the overall economic burden of chronic neurological diseases.



Tamara Gillard
Business Development Lead
tamara@pragmaclin.com



Bronwyn Bridges CEO bronwyn@pragmaclin.com +1 902 439 2195 LinkedIn



No Patient Alone

♀ Vancouver, BC



https://www.rxpx.health/

Innovation Overview

No Patient Alone. At RxPx, our purpose is to make disease management easier for patients, families and doctors. Our SaaS platform is used in 80+ countries, available in 12 languages and provides software that helps doctors onboard patients onto specialty therapies and gives patients the support they need to achieve their best outcomes. Onboarding a patient onto specialty therapy takes hours. We help doctors improve that process into minutes and accelerate speed to therapy for the patient. Once onboarded, patients have daily support for every aspect of their health journey. Independent published research on RxPx shows that our technology platform improves outcomes, increases adherence and self-management, and delivers personalized health care at scale and at lower cost. We license our platform to life sciences and health organizations that want to deliver best in class HCP and patient support.

Target Market

Life Science Organizations, specifically pharmaceutical companies that have specialty medications and healthcare entities, public and private, that need to deliver patient support at scale.

Seeking

Develop strategic partnerships, customer acquisition and soft launch for office.

TRL 9

Sector

Digital Health | Life Sciences Pharma/Biotech

Key Milestones

- Widely recognized founder as a digital media expert who has played an active role in growing the sector across Canada with numerous awards as an entrepreneur, including BIV's Top Forty Under 40, Novartis Health 2.0 Global Challenge, Entrepreneur of the Year BC and most recently, the global Venture Clash competition.
- Global Sales across Canada, USA, Australia, and Europe with diverse portfolio of customers and trusted by leading pharmaceutical & life sciences brands.

Top Takeaways

- An award-winning, global digital SaaS platform designed specifically for the needs of life sciences. We make life easier for patients, caregivers, and HCPs, and help customers deliver unparalleled value while differentiating their therapeutic brands with RxPx solutions.
- Using a proprietary combination of AI, machine learning and matchmaking, RxPx is the only privacy and regulatory compliant social platform designed specifically for healthcare.
- A robust platform that empowers patients with proven results in improving selfmanagement, adherence and navigation with a proprietary approach that drives long lasting patient usage through private peer-to-peer social and uniquely combines self-reporting and clinical data to measure adherence with competitive insights.



Lynda Brown-Ganzert Founder & CEO lynda@curatio.me LinkedIn



Dr. Darshita Singh Sales & Operations Manager darshita.singh@rxpx.health +44 78 2407 6565 LinkedIn

SKINOPATHY

On a mission to provide accessible healthcare on demand to everyone

♀ Toronto, ON



https://skinopathy.com/

Innovation Overview

Skinopathy provides real-world and real-time solutions on how to screen, triage, track, and manage all skin cancers, skin diseases, and skin wounds through artificial intelligence, advanced data analytics, and automation. We began by creating AI that could help patients pre-screen for skin cancers. However, we quickly grew into something that is now taking on the entire dermatological journey.

It all began when we started publishing papers and presenting our research at conferences and in journals. Doctors and researchers were approaching us to tackle other dermatological concerns. We were even asked to solve systemic problems in healthcare, primarily ensuring continuity-of-care is always preserved and that the patient circle-of-care is always kept informed. Our reputation began to grow exponentially, and the private sector became overwhelmingly curious. And suddenly, we were swarmed with B2B opportunities that we simply could not ignore.

Target Market

Patients: Skinopathy enables patients to avoid long wait times and access medical professionals in remote regions.

Doctors: Skinopathy simplifies & automates their medical pathways to see more patients per unit time while optimizing their revenue.

Cosmeceuticals & Pharmaceuticals: Skinopathy offers cosmeceuticals direct access to patients to test their products and gain insights.

Hospitals and clinics: Skinopathy helps triage patients and monitor the efficacy of treatment plans.

Seeking

We are seeking **strategic investors** as well as **government and private sector** clients in healthcare.

TRL 7

Sector

Healthcare | Digital Health Artificial Intelligence | Data Analytics

Key Milestones

- Applied for a provisional USPTO patent and were assessed by the Canadian patent offices in February 2022 as part of our global PCT application. Out of the 19 claims we made, 11 were patentable. Five of our original claims were subsequently revised and re-submitted. The PCT application filed in August 2023 year is for national entry into four jurisdictions (Canada, the US, the UK, and China).
- Won 2nd place at the LG Nova Startup Competition in Silicon Valley and chosen as 1 of 40 startups in a field of over 2,200 to join LG on their Mission for the Future.
- Launched and finalized several pilots and programs with several corporations, including Walmart Canada, OMNI Health Care, Green Shield Group / NKS, Sterasure, and L'Oreal.

Top Takeaways

- Since incorporating in August 2020, we have had over 650 doctors refer close to 13,000 patients to GetSkinHelp, our B2C virtual health platform.
- We have published or presented our research in over 40 conferences, journals, and pre-print servers.
- Our board of advisors feature the former President of the Canadian Medical Association, former Chief Privacy Officer for Ontario Health, and the former Executive Director for CIBC Capital Markets.



Keith Loo Co-Founder & CEO keith@skinopathy.com +1 416 722 6767 LinkedIn



Richard Pietro
Partnerships Lead
richard@skinopathy.com
+1 647 760 1540
LinkedIn



Data Fabric Solutions for the Healthcare Industry

Toronto, ON



https://www.smiledigitalhealth.com/

Innovation Overview

Smile's Health Data Fabric (HDF) is a comprehensive data management solution that uses open data standards (HL7 FHIR and others) to provide a modern architecture and a rich set of capabilities for healthcare enterprises embarking on their digital transformation journey.

Smile HDF's highly configurable interoperability platform enables organizations to integrate legacy systems, software solutions, data stores and healthcare related compliance protocols at regional scale and beyond. The Smile HDF serves as a key innovation accelerator with features like eventdriven data endpoints, clinical reasoning decision support services and overall composability of the data fabric

- ✓ Liberate your data and unlock unrealized value
- ✓ Enhance data quality and insights for better decision support and policy planning
- ✓ Reduce burden using intelligent data automations
- ✓ Reduce risk of legacy system and vendor lock-in
- ✓ Future-proofing for innovation and unlimited scalability

Target Market

Health Information Exchanges, Payers, Health Systems and Specialty Providers (e.g. Labs), HealthIT

Seeking

USD\$10M a year in recurring revenues by end of 2025 Impacting >10M lives

TRL 9

Sector

Software | Health | Health Informatics

Key Milestones

- Founded October 2016
- Signed first customer 2017
- Certified in ISO27001, ISO13485, SOC II and HITRUST
- Closed USD20M Series A Aug 2021
- First company to Receive Certification of Compliance with U.S. Health Interoperability Standards
- Closed USD30M Series B Jan 2023
- Currently > 100 customers in > 20 countries
- #41 on 2023 Report on Business fastest growing companies.

Top Takeaways

- 1 World leading implementer of the open standard HL7 FHIR standard with customers in >20 countries
- **2** Core part of any health organization's interoperability and digital transformation ambitions
- **3** Consistent 2-3 X revenue growth every year since founding



Clement Ng
Co-founder & Head of
Corporate Development
cng@smiledigitalhealth.com
+1 416 473 3978
LinkedIn



Duncan Weatherston CEO <u>duncan@smiledigitalhealth.com</u> +1 416 561 5919 Linkedin

Cohort Summary

COMPANY	LOCATION	SUMMARY	TRL
360 MEDLINK	Montreal, QC	360Medlink Inc. is a minority-owned software company specialized in healthcare providing validated Digital Health Platforms and Digital Therapeutics (DTx) to optimize patient care and improve access to vulnerable populations. Founded in 2010, the company has been working with the world's leading pharma/biotech companies and state government (US), with their products deployed in conditions such as cancer, psoriasis, HIV and chronic pain.	9
△LTIS LABS	Toronto, ON	Altis Labs is the Al-powered computational imaging company advancing precision medicine. Trained on the world's largest cancer imaging database, their deep learning models predict patient outcomes to measure treatment effect more accurately. Their multidisciplinary team is on a mission to guide personalized treatment and help patients get access to the most effective therapies sooner.	9
\$ ba c ne [™]	Edmonton, AB	Baüne is an engineering, telco and tech company developing smart ecosystems, pioneering with a combination of emerging technologies such as edge computing, IoT, remote management system, big data, mobile payments, artificial intelligence and blockchain. For healthcare, their innovation, NÜPA™ Digital Health Ecosystem, provides pre-emptive medicine by enabling remote patient monitoring and chronic care management to enhance medical services by integrating our health ecosystem tech.	7
CALIAN ® Confidence. Engineered.	Ottawa, ON	Calian is a publicly traded Canadian company with a diverse portfolio of products and services providing innovative healthcare, communications, learning, and cybersecurity solutions spanning various industries. Calian's digital health division delivers award-winning software applications engineered to improve access to high-quality care and transform the patient experience while securely connecting the entire circle of care.	9
. <mark>ڬ</mark> Ę. KOGNITIV SPARK	Fredericton, NB	Established in 2016, Kognitiv Spark is a global tech company recognized for developing a secure, reliable, and network-agnostic mixed reality performance support application, <i>RemoteSpark</i> . Kognitiv Spark helps workforces achieve more, operate with confidence, and solve issues quickly, safely, and accurately.	9

Mobia Health Innovations	Halifax, NS	Mobia Health is a software as a service (SaaS) product company at the intersection of innovative ideas from front line clinicians, developed and implemented by technology experts. Their products improve healthcare for patients and clinicians by streamlining processes through automation and data analytics, with a focus on improving patient outcomes while reducing clinical workloads.	9
PragmaClin	St. John's, NL	PragmaClin develops digital tools for neurological diseases. The first product, PRIMS, is an assessment tool for Parkinson's Disease (PD), which uses cameras and surveys to capture data and machine learning to rate disease progression. PRIMS will be the first commercially available solution to assess and grade nearly all PD symptoms efficiently. PRIMS will reduce the time spent on triage, reduce travel, and improve PD management.	7 & 8
RXPX	Vancouver, BC	With a mission of No Patient Alone, RxPx provides an end-to-end workflow SaaS platform for specialty therapies that reduces burden on doctors, and supports patients at scale. Used by the largest life sciences companies in the world, the RxPx platform is available in 80 countries and 12+ languages.	9
SKINOPATHY	Toronto, ON	Skinopathy is digitizing the continuum-of-care in dermatology through data, AI, and automation. They help doctors provide better care for more patients (through smart technologies and unprecedented intelligence about their practice and patients). They also allow patients control their own health through means once thought to be impossible, while helping pharmaceuticals and cosmeceuticals access compliant and interoperable health data in real-time.	7
smile. DIGITAL HEALTH	Toronto, ON	Smile is a software company with the most scalable and performant enterprise-class health data platform in the market based on open standards, with their products fueling healthcare's digital transformation by giving organizations the ability to meaningfully share health data.	9



Canadian Technology Accelerators

by the Trade Commissioner Service