



# COMPANY OVERVIEW

May 30, 2023

**Company Name:** ODMACHINE LTD. (ODM)

**Key Stake Holders::** Dr. Gil Pogozelech; Dr. Guy Livnat; Mr. Shamir Kaminsky; Mr. Doron Omer

**Field of Activity:** Digital Health

## **Team**

ODM's C-level management and its advisory board consist of executives with a proven record in the development and commercialization of ground breaking technologies. Its visionary R&D team is led by Ph.D. graduates from leading academic institutes, closely collaborating with renowned experts in medical research.

## **Background**

ODM develops AI based products and services for enhanced healthcare for the benefit of all stakeholders - from patients to payers - and delivers effective products, services, novel insights and innovative investigational tools to healthcare providers by implementing its pioneering platform.

Using our expertise and experience in artificial intelligence (AI), machine learning (ML), data management and advanced image processing, we have developed a groundbreaking platform for the automatic and efficient mining, collation, analysis and interpretation of huge amounts of data from multiple sources and in a variety of formats. The platform is a holistic tool for optimal utilization of accumulated knowledge and information for the purpose of generating new insights and ground-breaking discoveries in the field of digital health.. Application of the platform enables the continuous optimization of medical diagnostics and therapeutics, together with improving the operations of healthcare providers and payers, greatly benefitting the patients and resulting in immense cost savings.

The Company's strategy is aimed at the development and marketing of its products and services, either independently or through strategic partnerships, to be sold through Saas, Paas and Capitation business models through the signing of cooperation agreements that will expedite rapid product development and market penetration. ODM is targeting its sales at health maintenance organizations (HMOs), health insurance companies, government health agencies, and medical centers, and has already closed pertinent agreements with such entities.

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## **Business Opportunity**

Today there is more digital data than ever in healthcare and it is doubling every 2.2 years, yet only 4% of available clinical and biological data is being utilized.

The AI healthcare market is expected to grow at a CAGR of 37% from 2022 to 2030, increasing from USD 11 Billion in 2021 to USD 188 Billion in 2030. (Precedence Research, April 2022).

Key clinical health AI applications can potentially create USD150 billion in annual savings for the US healthcare economy by 2026. (Accenture Analysis, July 2020).

## **Significant Agreements**

1. A revenue generating Marketing and Sales Cooperation Agreement for the PPM Product has been signed with Femi Premium Ltd., Israel's largest telemedicine company, whose clients include HMOs, insurance companies, government agencies and workers organizations.

Revenue forecast in Israel based on capitation payments and a population of 9 million, 42% of whom are associated with various collectives, price USD D 0.35 per capita per month:

- Year 1, 0.6 million enrollees, total revenue USD 2.5 million.
- Year 2, 1.5 million enrollees, total revenue USD 6.3 million.
- Year 3, 1.8 million enrollees, total revenue USD 7.6 million.

2. A Big Data and Licensing Agreement has been signed with Maccabi Health Services, Israel's second biggest HMO, for access to their extensive medical data bases and for the licensing of ODM's products.

3. Draft agreements have been exchanged with a leading insurance company regarding the development, marketing and sales of health insurtech products.

4. Programs for the implementation of pilot projects are progressing with the Kazakhstan Ministry of Healthcare wherein ODM's platform will be deployed to enhance the healthcare systems in the Republic.

Revenue forecast (population 19 million):

- Oncology platform at the National Oncology Research Center – USD 20 M.
- PPM Product – USD 8 M per year.
- Optima Stroke Product – USD 3 M per year.
- PaaS (Platform as a Service) – USD 1 M per year.

5. Negotiations have commenced in the Kingdom of Morocco wherein ODM's platform will be deployed to enhance the kingdom's healthcare systems.

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6. Negotiations have commenced in the Romania wherein ODM's platform will be deployed to enhance the country's healthcare systems.

Revenue forecast (population 19 million):

- PPM Product – USD 6 M per year.
- Optima Stroke Product – USD 3 M per year.
- PaaS (Platform as a Service) – USD 1 M per year.

7. ODM is in negotiations with a leading insurance company in Morocco to distribute its products and services in Morocco and on the African continent.

## **Pipeline**

B2B – the PPM (Personalized Preventive Medicine) product will be launched in Q3 2023.

B2G – two commercial implementation agreements will be finalized in Q4 2023.

## **B2G**

ODM's products and services can serve governments' healthcare enhancement strategies on a national level.

For this purpose the company has developed its National Healthcare Platform in order to:

- Advance national scale personalized preventive medicine and treatment.
- Provide specialist support to rural areas.
- Help formulate strategies to ensure quality of care.
- Reduce disparities.
- Promote delivery system integration and care coordination.
- Contain costs and improve efficiency.
- Enable data-driven medical research combined with AI analytic approaches to identify patterns which can lead to improved health care solutions.
- Validate the introduction of health innovations and reforms.
- Improve national health coverage programs.

ODM is in negotiations with countries in Central Asia, the Gulf States, and Africa, wherein ODM's platform will be deployed to enhance the national healthcare systems.

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## **Investment Proposal**

The information contained in this overview is non-binding and is intended solely as a basis for further discussions.

We at ODM look forward to our upcoming discussions following which we will be happy to prepare a detailed investment proposal accordingly.

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