



WITHINGS

HEALTH SOLUTIONS



ABOUT US

15 years of empowering people to take care of their health

Withings believes medical care should be:

- personalized
- continuous
- based on reliable and accurate data



ABOUT US

In 2009, Withings was the first to create and bring a smart scale to market.

For the past 15 years Withings has led the industry in designing & manufacturing powerful medical devices that are consistently used by **millions of people at home.**



ABOUT US

An established brand, trusted by more and more partners in the healthcare industry

WITHINGS HEALTH SOLUTIONS

- Backed with 15 years of experience in the B2C business, we created in 2019 the **Health Solutions division**, to extend the Withings offering to the healthcare industry
- Our mission: removing the complexity out of deploying digital health solutions to our partners so that they focus on what they do best: taking care of their patients/members.

A TRUSTED PARTNER IN THE HEALTHCARE INDUSTRY

Our Health Solutions division works with various verticals, including:

- Chronic Condition Management & Remote Patient Monitoring
- Weight loss
- Pharma & CRO

PRODUCTS USED 150+ MEDICAL STUDIES LED BY PRESTIGIOUS PARTNERS



BODY PRO 2: the next generation cellular scale



New biomarkers



Patient experience



Partner experience



Diabetes Care



NEW BIOMARKERS

Body Pro 2 goes beyond Weight & BMI with Body Composition

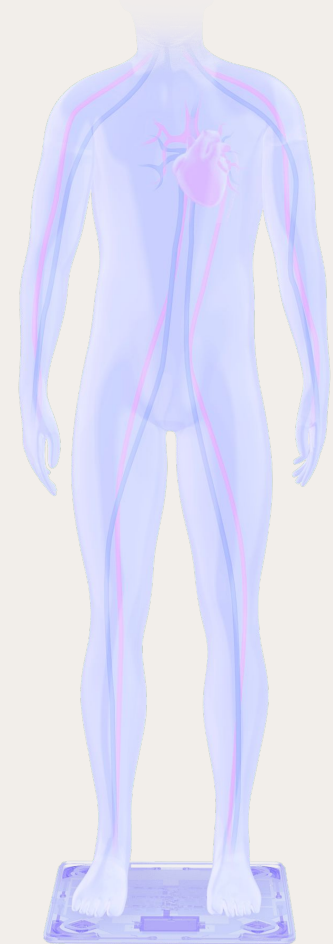
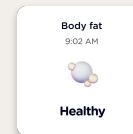
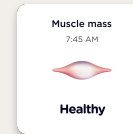
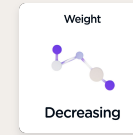
Obesity and body fat distribution are established risk factors of chronic disease such as heart disease and some cancers.^{2, 3}

How do we measure Body Composition?

Thanks to the **multifrequency Bioelectrical Impedance Analysis (BIA)** determines the resistance level of a patient's biological tissues to the electrical current.

Body Pro 2 is the **first ever cellular scale** to bring **body composition** in the **at-home** setting.

- ⊕ **Empower care team** with in depth analysis of their patients body composition
- ⊕ **Motivate patients** by giving them deep insights on their overall health

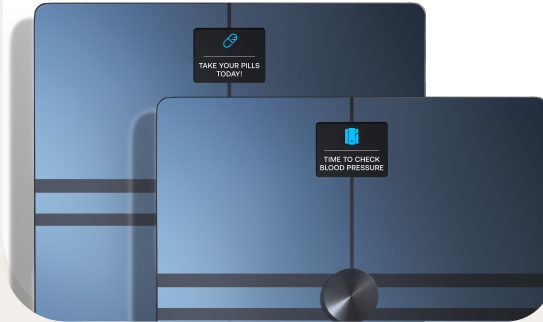


PATIENT EXPERIENCE

Patient Engagement at the Heart of our Scale

Health Nudges

Partners can **communicate** with their patients when they are the **most involved** in their **health journey**.

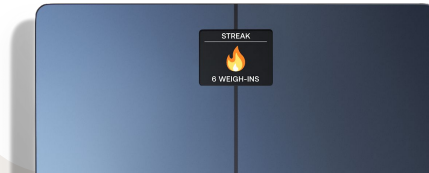


Eyes Closed Mode

53% of women and **27% of men** found weighing themselves **impacted their mood**.⁴

Developed with the help of **obesity clinic** and **psychologist** eyes closed mode.

Patients don't need to be reminded that they are sick BUT they need to receive **motivational messages**.



Smart design & technology

Vibrations

Small vibrations will let the patient know that the measurement is completed.

Grip Feet

Non slip surface that will reassure patients when they step on the scale.



HEALTH NUDGES

Communicate with your Patients at their Peak Involvement

Patient-engagement features started with weather forecasting on Body Pro, a features that was designed to help create habits in health programs.

Body Pro 2 introduces health nudges that allows care teams to:

- + Tailor your messages to your program
- + Engage with your patients when they are the most focused (stepping on their scale)
- + Enhance the quality of your health program

Health nudges can be 15-43 characters (space included) depending on the chosen design.



EYES CLOSED MODE

Patients don't need to be reminded they are sick every day

53% of women and 27% of men found weighing themselves impacted their mood.⁴

Developed **eyes closed mode** with the help of obesity clinic and psychologist to **take this burden out from patients.**

Patients can receive motivational messages that drive positive progress and routine adherence.



SMART DESIGN AND TECHNOLOGY

Enhanced Safety and Accessibility Features

Vibrations

Gentle vibration assure patients who may have trouble seeing the screen that their measurement is complete, ensuring them that they can step off the scale.

Grip Feet & Non-Slip Surface

We go a step further in our technology for the patient to have the best and safest experience when stepping on our scale.

- ⊕ Our **new grip feet** will ensure that the scale doesn't slip on floor surface (no matter which floor surface).
- ⊕ The **non-slip surface** on top of the scale guarantee a great foot grip.



PARTNER EXPERIENCE

Revolutionizing partner experience to raise the standard of care



ProgramMemberID

ProgramMemberID is a new algorithm that provides an accurate **probability score** to determine if the **person stepping on the scale** is indeed the registered **member**.

- + Streamlined data reviewal for partners

Partner can be **more confident** about their data



Engagement Score

A score that helps care teams understand the **level of engagement** of their patients, based on learnings derived from billions of measurements on Withings scales, to **assess their motivation** and **customize their coaching** accordingly.

- + Track patient engagement for partners to **act before** patients **lose their motivation**.
- + Have a **direct impact** on their **retention rate**.



PARTNER EXPERIENCE

Analyze Patient Data with Greater Confidence for Faster & Better Decision Making

We keep on enhancing our partners experience thanks to our years of expertise on the market.

We want you to be confident that the data you are receiving is actually the one from your patient and not their family members.

ProgramMemberID is our new algorithm that provides an **accurate probability score** to determine if the **person stepping on the scale** is indeed the registered **member** or not.

Various data are used to compute a probability score including body composition.

Body Pro 2 is the first and only cellular scale to provide this level of accuracy.



PARTNER EXPERIENCE

Re-engage your patients

Keep your patients engaged and customize your coaching accordingly thanks to the Engagement Score.

Engagement Score provides a picture of your patients' engagement. This score has been built thanks to the learnings derived from billions of measurements on Withings scales.



- ⊕ Assess their motivation and customize your coaching accordingly
- ⊕ Act **before your patients lose their motivation**
- ⊕ Have a direct impact on **your program's retention rate** to increase your patients' health outcomes



PARTNER EXPERIENCE

Collect Data from Everyone, from Anywhere

Withings Body Pro 2 can connect to both the AT&T and T-Mobile networks.

It also features **fallback setup options** with Wi-Fi and Bluetooth, when cellular connection is not available.

You can either implement our SDK in your app so that members living in a cellular dead zone won't be excluded from your programs or purchase our own app if you don't want to implement our SDK.



CELLULAR



WI-FI



BLUETOOTH



Body Pro 2 for Diabetes Care



Diabetes Care

BODY PRO 2 FOR DIABETES CARE

A Necessary Shift in Preventing Diabetes Complications



Up to 70% of patients with diabetes will be affected by **diabetic peripheral neuropathy (DPN)** in their lifetime.⁵

A challenging journey...



Foot exam once a year at their primary care
Per ADA's standards of care



Diagnosed with diabetic peripheral neuropathy



Appointment at the podiatrist
May Prescribe cream or soles to prevent DFUs



Up to 1 out of 4 patients with diabetes might develop a **diabetic foot ulcer (DFU)** over their lifetime.⁶

Impact on patient's **life expectancy**.
Tremendous **cost to the system** (+ \$33k/year).^{7,8}

... with multiple pain points

Low access

Only 16% of patients with diabetes go to their annual foot exam.⁹

Lack of reliable and efficient tools

47% of patients with neuropathies will be misdiagnosed as having no neuropathy with the monofilament test.¹⁰

No monitoring

Sporadic visits



BODY PRO 2 FOR DIABETES CARE

The Electrochemical Skin Conductance

Body Pro 2 measures the **electrochemical skin conductance (ESC)**, enabling healthcare professionals to **detect early signs of diabetic peripheral neuropathy (DPN)**.^{11, 13, 14}

ESC measurement is backed by more than **15 years of R&D** resulting in **200+ scientific publications**.

Until today, this measurement was available only in the hospital setting.

THE TECHNOLOGY BEHIND BODY PRO 2

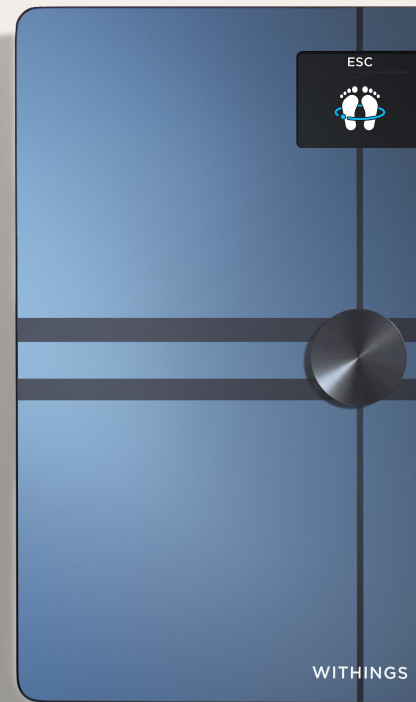
Sudoscans® - The Gold Standard for Assessing Diabetic Peripheral Neuropathy (DPN)

- Non invasive test to measure the electrochemical skin conductance (ESC)
- Reproducible & objective test for DPN detection⁵ & early stage detection^{11, 12, 13}
- In doctor's office test - once to twice a year maximum
- Very good correlation with the skin biopsy (AUC = 0.74)



For the first time, with Body Pro 2 the ESC measurement is available at home* for patients with diabetes.

→ Equivalence study tested the performance of Withings scales compared to Sudoscans® **results are very conclusive in terms of equivalence, repeatability and reproducibility**.¹⁴



*Prescription only (Rx)



BODY PRO 2 FOR DIABETES CARE

Reshaping the Way we Care for Patients with Diabetes




Foot exam once a year at
their primary care
Per ADA's standards of care



Diagnosed with diabetic
peripheral neuropathy



Appointment at the
podiatrist
*Prescribe adapted shoes to
prevent DFUs*



Early detection of diabetic peripheral neuropathy
with small fiber neuropathy.

Early stage monitoring to limit the
progression.

Body Pro 2 may avoid or
delay the development of
diabetic foot ulcers
(DFUs).¹

To **improve patient
outcomes** and **reduce
financial cost** related to
DFUs.^{7,8}



BODY PRO 2 FOR DIABETES CARE

How to Interpret the Results?

Results are display automatically on the scale and sent to the provider thanks to the cellular connection.

 $ESC \geq 70$ **NORMAL**

Indicates no sign of sudomotor dysfunction and no autonomic neuropathy. ^{5,15}

 $50 \leq ESC < 70$ **MEDIUM**

Indicates a risk of developing sudomotor dysfunction and DPN and requires higher vigilance. ^{5,15}

 $50 < ESC$ **LOW**

Indicates a sudomotor dysfunction and a major risk of Diabetes Peripheral Neuropathy (DPN). ^{5,15}

OUR RECOMMENDATIONS

50% of these patients are in "foot danger"*

Closely monitor your patients to detect any signs of a decreasing score.

Patient need to go to a podiatrist

Closely monitor your patients feet to avoid DFUs & push them to adopt habits of checking their feet regularly.

Promote physical activity and prescribe vitamins to your patients to limit DPN progression



FEATURES

Body Pro 2



Biomarkers



Weight & BMI

Electrochemical Skin
Conductance

Rx



Body Composition

- Fat mass
- Muscle mass
- Bone Mass
- Water %

Key Features



Cellular connectivity

High-resolution LCD
color screen

Precise up to 50g/0.1lb



ProgramMemberID



Engagement Score



Eyes Closed Mode



Health Nudges



Weather forecast



Any questions?

Thank you.

WITHINGS
HEALTH SOLUTIONS

