

Building the future of homecare together

September 22nd, 2016





Home care
like you're there.
honor



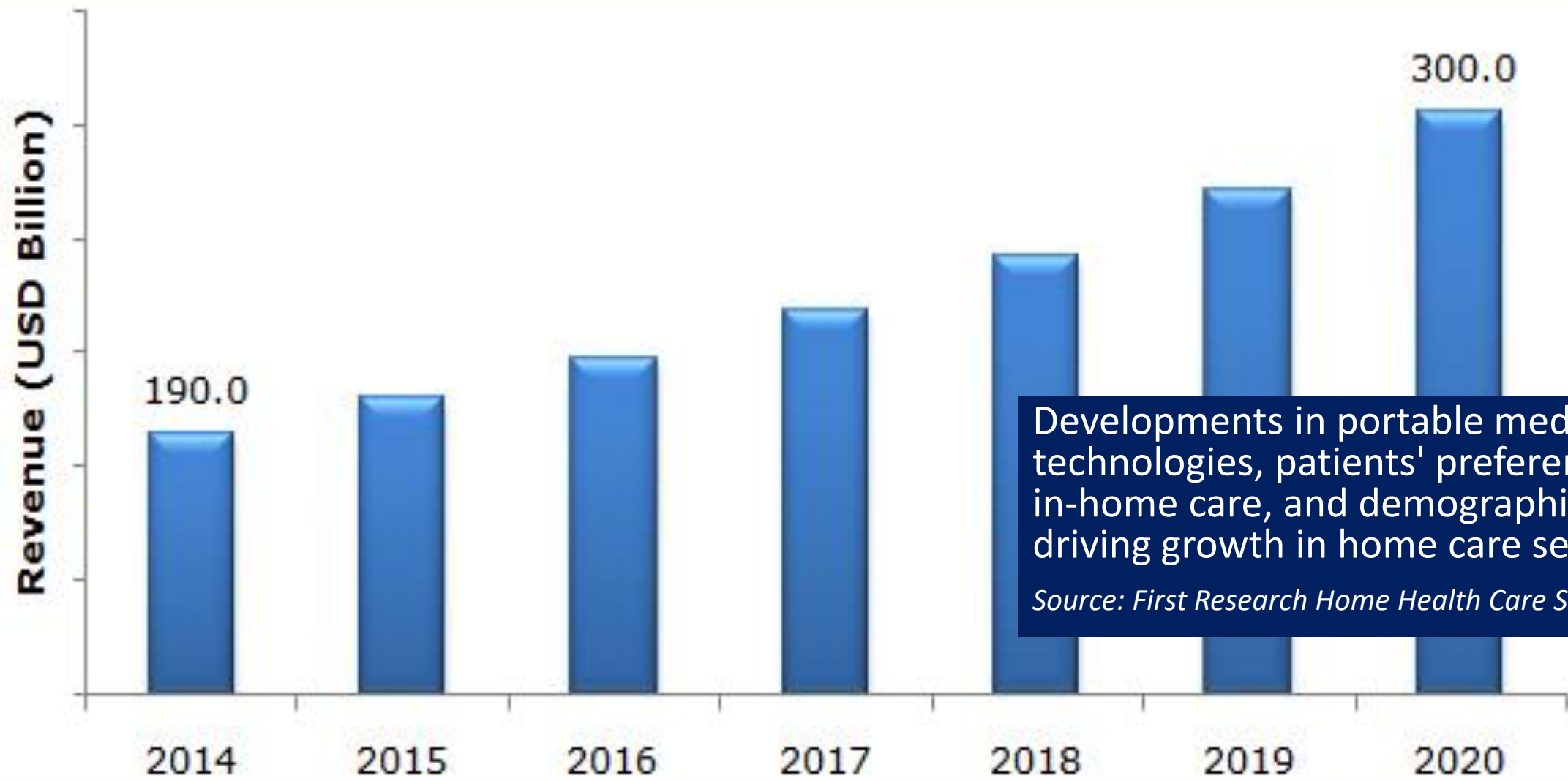




The Spectrum of Value-based Reimbursement



Global Home Healthcare Market, 2014 - 2020 (USD Billion)



Developments in portable medical technologies, patients' preference for in-home care, and demographics are driving growth in home care services.

Source: First Research Home Health Care Services

**The opportunity to
evolve the care model
is knocking...**

**And technology has a
major role to play**



Better Outcomes 2016



Agenda

- Our mission
- Look back at our first 2 years in market
- Our values and team
- An investor view of AlayaCare
- Home healthcare in 2020





AlayaCare Mission

Our product helps community care providers achieve better patient outcomes at lower cost



AlayaCare believes that the future of homecare will be a combination of well orchestrated **in-home visits**, **virtual visits**, and **remote monitoring** and that **insight based on the data** collected through those interactions can help optimize the delivery of care. We aim to help a million+ patients live a better quality of life in the comfort of their own homes.



FIRST 2 YEARS BY THE NUMBERS

Founded in **August 2014**



45+

Customers including **4 of the 10**
largest homecare providers in Canada

AlayaLabs

Patents filed in **machine learning & optimization**

41

Employees building the homecare
platform of the future

850,000+

Total homecare visits have happened on our platform

100,000+

Visits a **month** happening on our platform

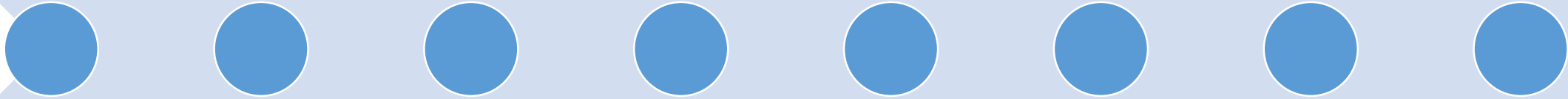
1,000,000*

Monthly visit volume contracted for in the
process of rolling out

Our greatest accomplishment: the team and culture we're building

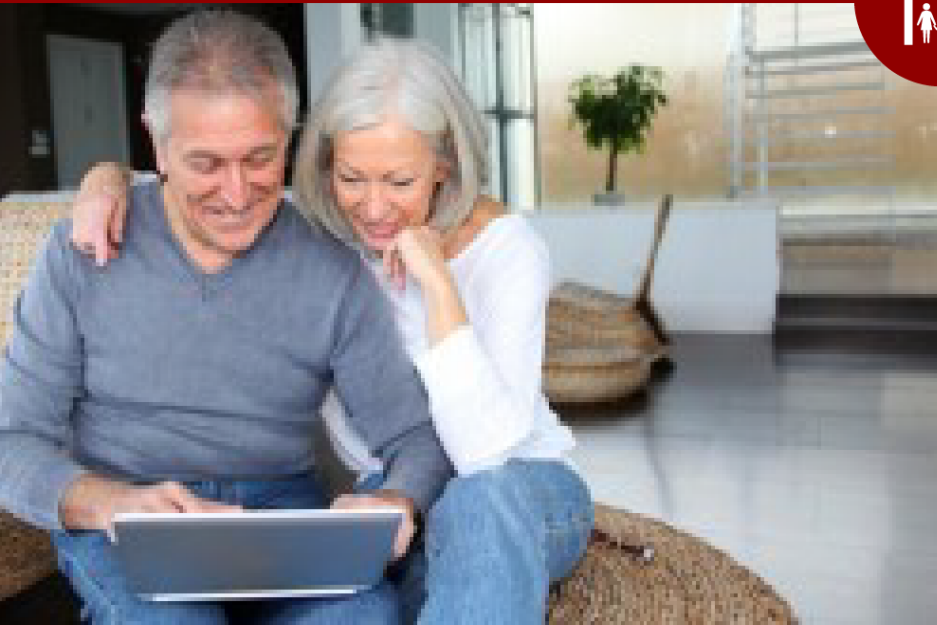


AlayaCare
incorporated
Jan 2014





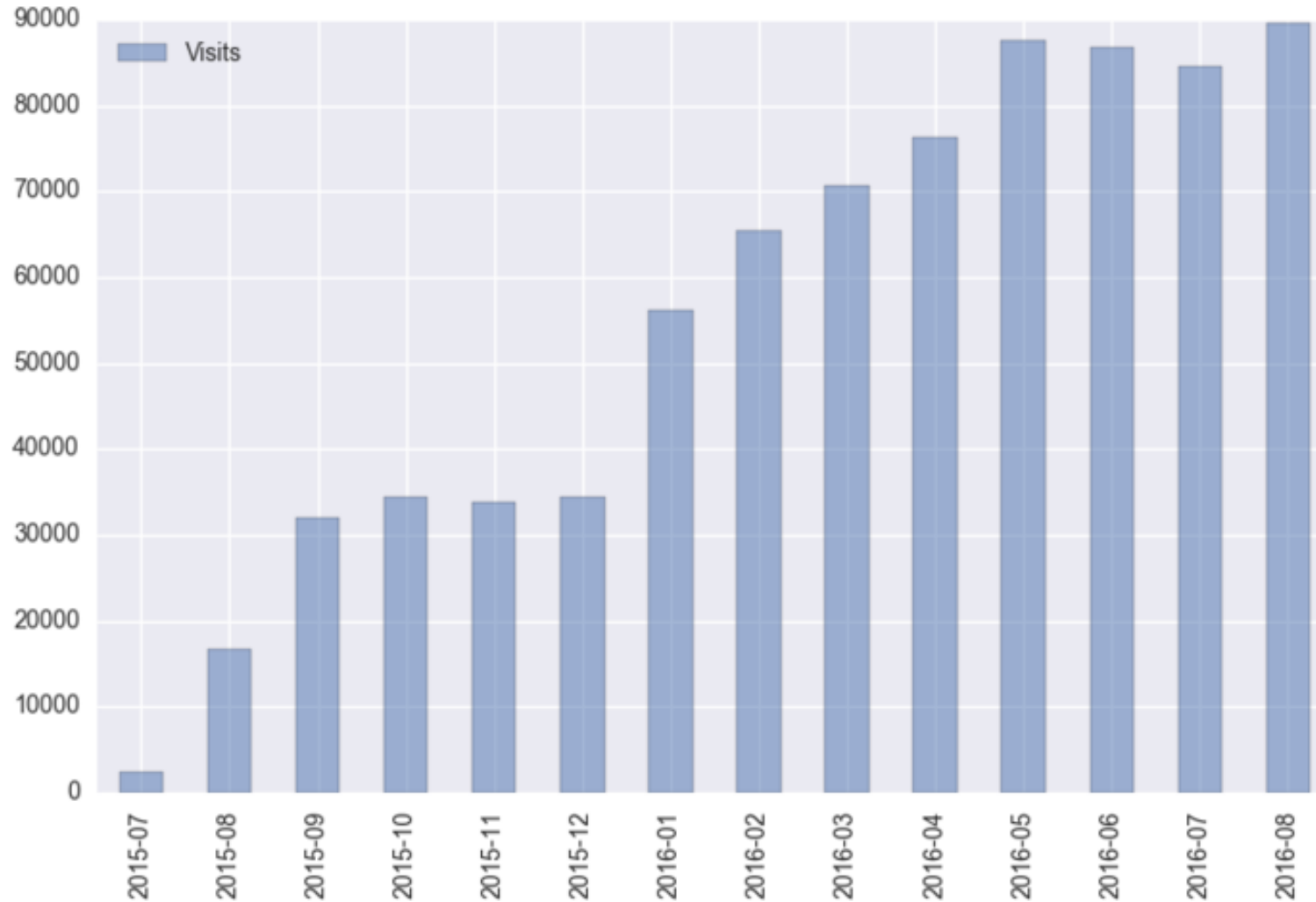
Learnings as we climbed the maturation curve



- Velocity of feature development vs quality
- Data migration is its own discipline
- Performance of the application is paramount
- Client driven product management vs market driven product management
- Better data visibility means better outcomes



... and we're not done learning



Our values



- Your success is our success
- Be ambitious and innovate constantly
- Win as a team
- Try to solve the real problem





How do we measure our success?



Adrian Schauer
CEO



Brady Murphy
VP Sales & Marketing




Neil Grunberg
VP Client Success



Jonathan Vallee
VP Engineering





**When you
partner with
an early-stage
software
company, you
are also an
investor**



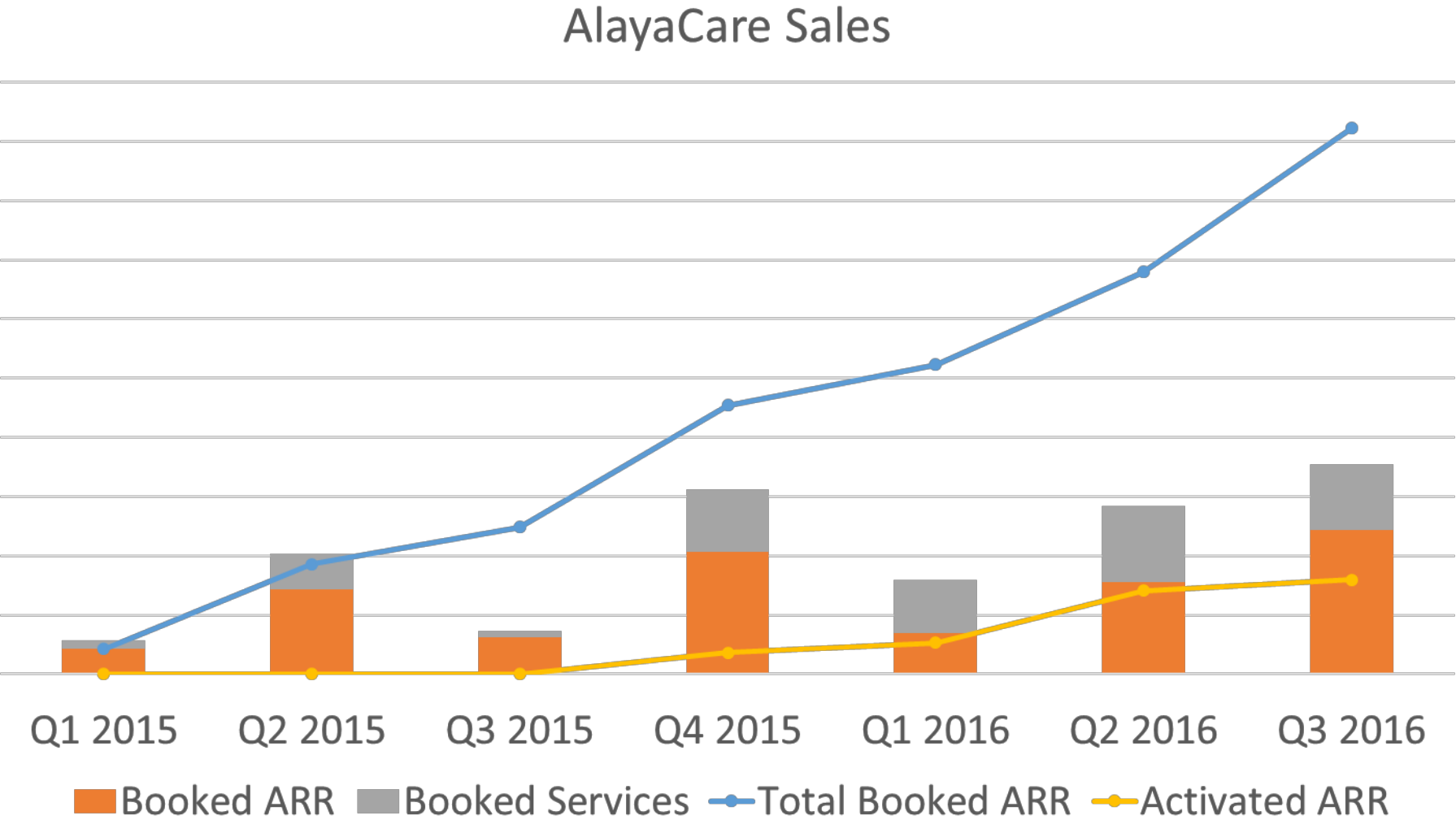
Investor view of SaaS start-ups



- Market size and dynamics
- Sales momentum
- Sustainable competitive advantage
- Unit economics



Momentum: sales bookings to date



Sustainable competitive advantages



- Defensible Intellectual Property (IP)
 - Machine learning: patent pending
 - Optimization: patent pending
- Scale
 - SaaS providers enjoy economies of scale
 - Development and hosting costs can be spread across client base making it hard for the next entrant to compete
- Data
 - Our AI models are trained on aggregate anonymized data
 - In the future, it will be hard for new entrants to compete with our insights with the volume of historic data we will have



The risk score represents the risk for the patients to experience an hospitalization event in the short term. This is based on remote monitoring data and on the patient's profile.



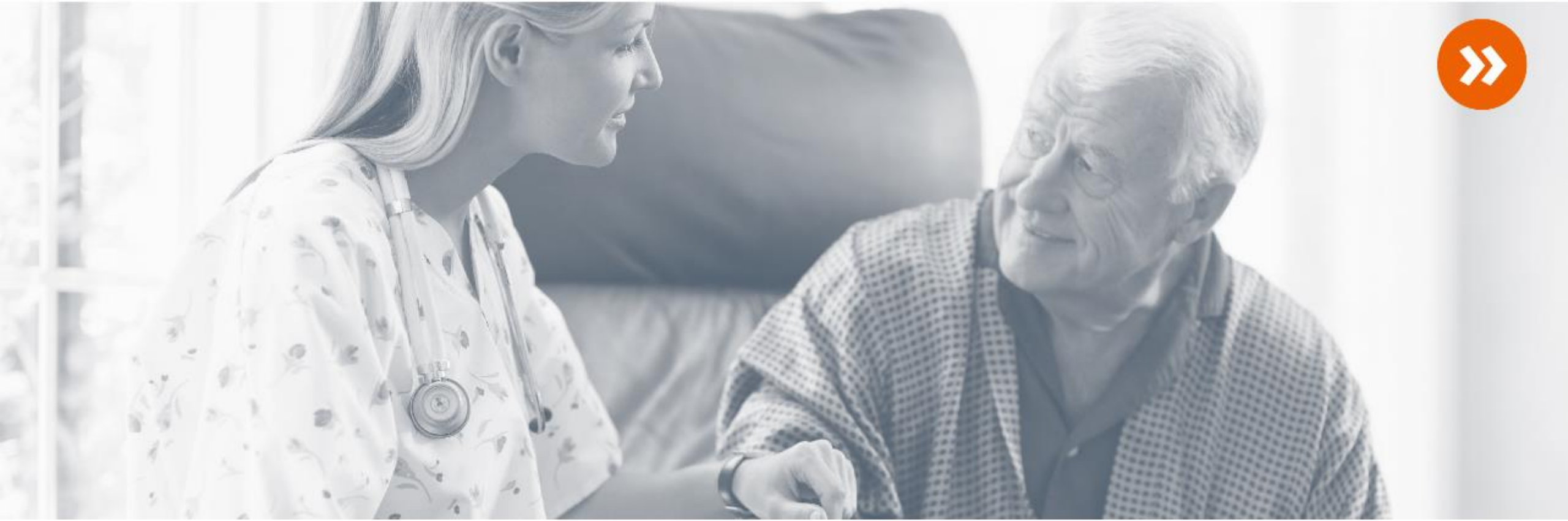
- Currently, it takes us 26 months to recover our customer acquisition and onboarding cost
- Investors give us capital so that we can invest in our customers and eventually generate profit
- Over time we need to improve the IRR on new customers acquisition to be a healthy business
- The role of product management: we need to build a product that responds to market needs at large and not simply satisfy individual customers today

Homecare in 2020... powered by AlayaCare



From...	To...
Expensive visits to acute care facilities	World-class health care in the comfort of your home
Regularly scheduled visits by nurses and PSWs	Round-the-clock eAccess to clinicians and a visit when you need one
Fee-for-service / fee-per-visit	Accountable care
Time spent in the back-office	Time spent with patients
Care on the provider's schedule	Care on the patient's schedule
Technology as a cost-center	Technology as a competitive advantage





Thank you for being part of the future of home care

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