

Who will pay for Carebot?

Hospitals

Sources from:



IT department



Development
funding



EU Funds



Reimbursements

Goal in 2 years?

Reimbursement by
insurance companies



Today



2 radiologist need to check
mammography scan

2024



2 radiologist + AI
(planned bonification from
insurance companies)

Future



1 radiologist + Carebot

Lower cost

More capacity



Higher quality

Better efficiency

Carebot & Pacs partnership

Market:

Countries in Europe have their local PACS system manufacturers that control most of the market. Big players like Siemens have negligible market presence compared to local manufacturers.

Why PACS?

Enabler to local market

Knows its hospitals, has dozens to hundreds of them, established relationship with KOLs

Knows the local purchasing strategy

Whether it's self-sourced sales, funds, or reimbursement.

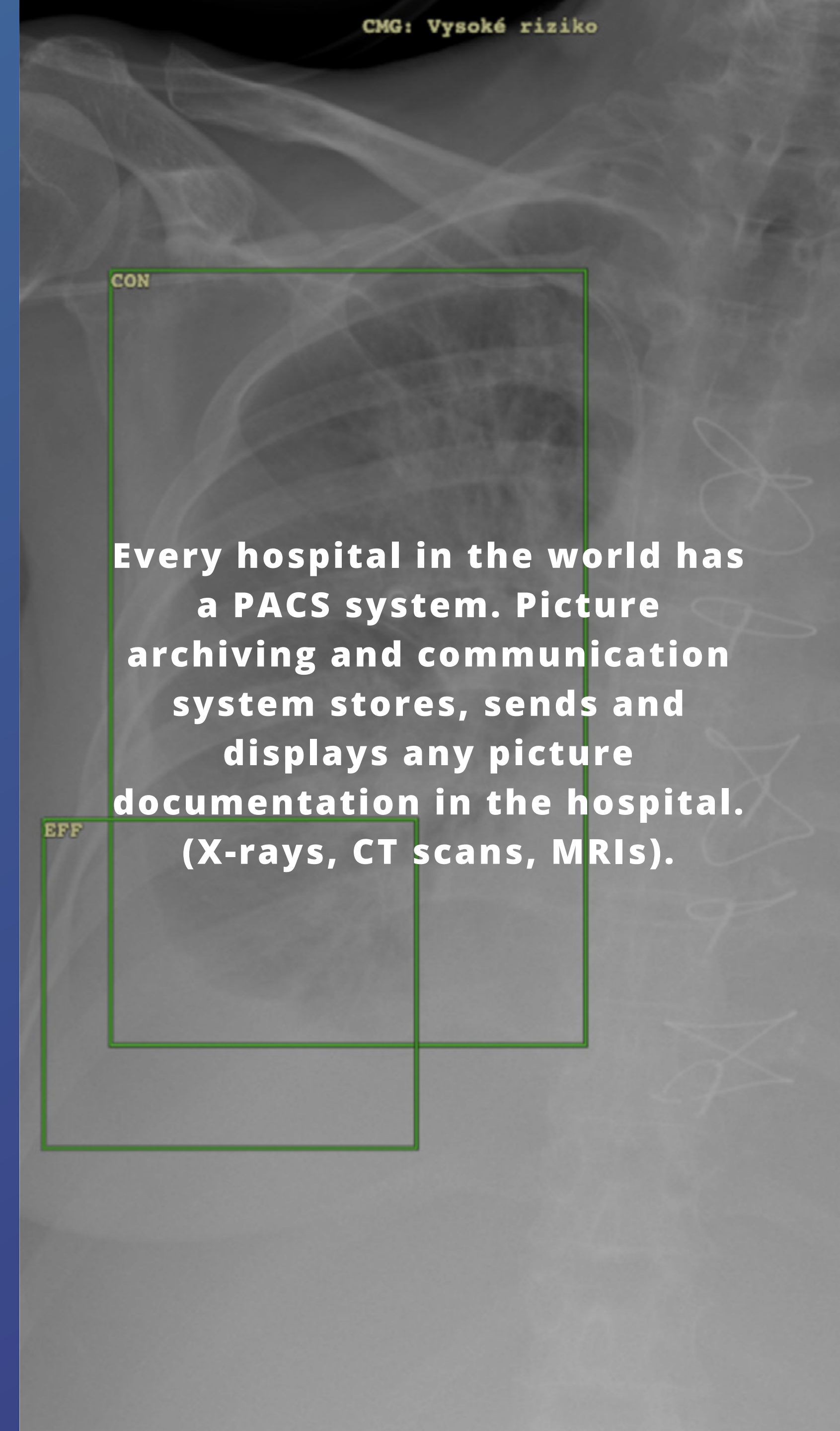
Quick integration

Direct implementation ensures we run flawlessly and

Why Carebot?

Another revenue stream - hundreds of thousands of euros every year.

PACS systems are looking for opportunities to sell additional services to hospitals beyond the systems they renew every few years.



Every hospital in the world has a PACS system. Picture archiving and communication system stores, sends and displays any picture documentation in the hospital. (X-rays, CT scans, MRIs).

Carebot wins the CEE and expansion to other European countries

WIN CEE

- Huge potential of unfilled markets
- Each country has its own specifics and national software manufacturers
- Huge penetration opportunity

Market Potential

No. of Examination:

-  **4 354 000** in 190 hospitals
-  **16 355 000** in 900 hospitals
-  **1 780 000** in 90 hospitals
-  **20 000 000 +**

Beginning of journey

Expand to EU

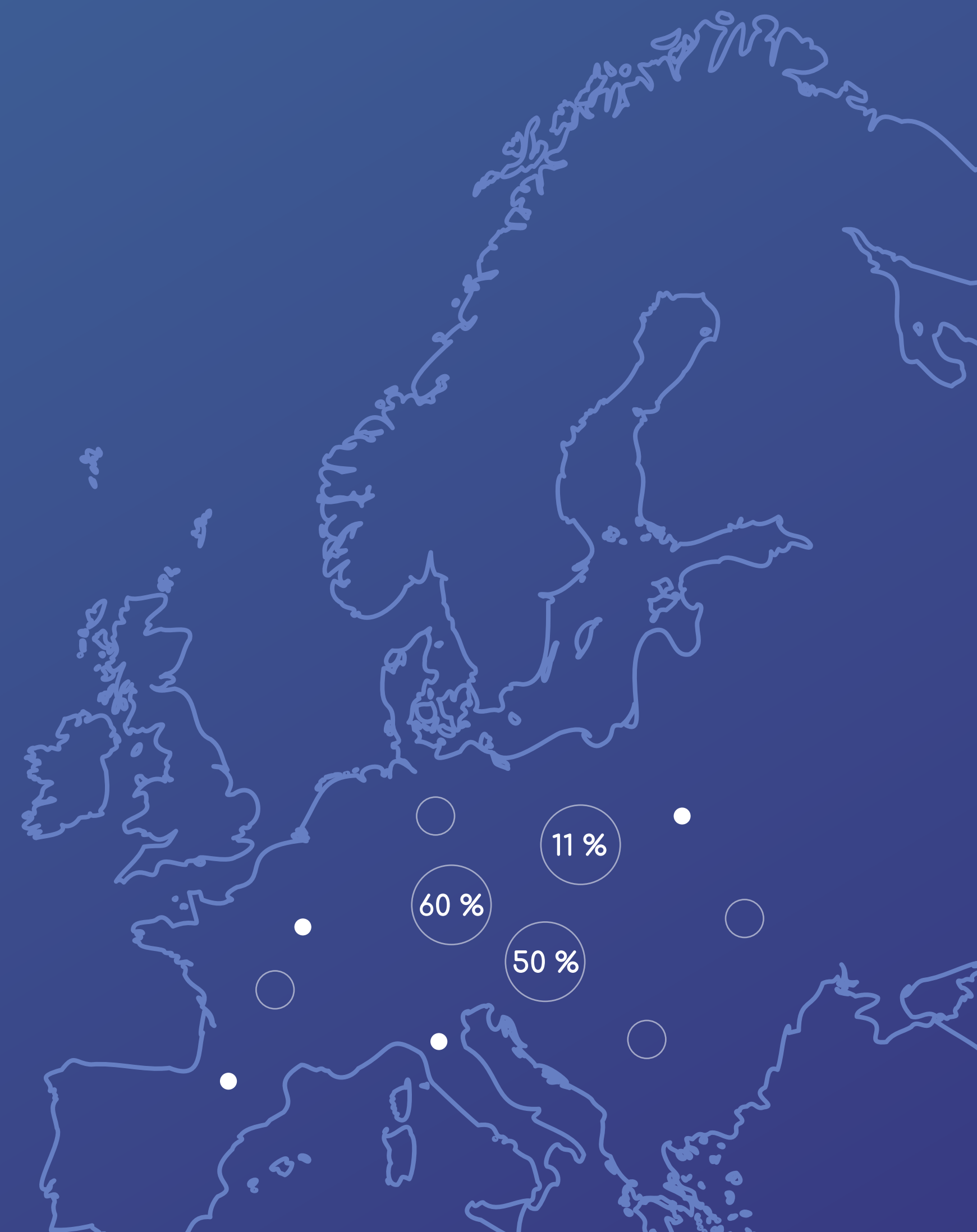
- Leader in CEE
- Expansion to Germany, Austria, France, Italy, UK + middle east
- Be one of the top 5 solution in EU

Market Potential

No. of Examination:

More than **100 Mil** examination/per year
in more than **5000** hospitals

Long term vision



CAREBOT major player in CEE

Entry market Potential



4 354 000 in 190 hospitals



16 355 000 in 900 hospitals



1 780 000 in 90 hospitals



20 000 000+ in other CEE

End of 2024

AVG COST PER EXAMINATION:
1,2 EUR

EXPECTED REVENUE:
1 076 000 EUR

EXPECTED EXAMINATION:
905 000 / Year

MAJOR MARKET:



13 %



1 %



10 %

OTHER COUNTRIES IN CEE:
0,1%

PRODUCT:

**CHEST X-RAY (10/2023)
MAMMOGRAPHY (Q2 2024)**

End of 2025

AVG COST PER EXAMINATION:
1,8 EUR

EXPECTED REVENUE:
6 208 422 EUR

EXPECTED EXAMINATION:
3 336 319 / Year

MAJOR MARKET:



34 %



6 %



32 %

OTHER COUNTRIES IN CEE:
1,3%

PRODUCT:

**CHEST X-RAY
MAMMOGRAPHY
CT Lung (4Q 2024)**

End of 2026

AVG COST PER EXAMINATION:
2,0 EUR

EXPECTED REVENUE:
16 129 984 EUR

EXPECTED EXAMINATION:
7 824 901 / Year

MAJOR MARKET:



55 %



20 %



54 %

OTHER COUNTRIES IN CEE:
5,5 %

PRODUCT:

**CHEST X-RAY | MAMMOGRAPHY | CT Lung
MRI PROSTATE (analysing market)
Histopatology (analysing market)**

*Source for market data: Institute of Health Information and Statistics of the Czech Republic , Narodny fundus zdrowie, National Health Information Centre Slovakia, Local hospitals.

Carebot Understand CEE market

Carebot

Implementation

Easy access of AI in doctors
everyday workflow

Entry point for the market



Carebot is implemented in
local PACS system. **Without
need to press the button.**

Payment

Don't wait to be reimbursed
by insurance companies

PACS System Hospital information systems



Carebot is software and paid
via IT dept. or grants and EU
funds like PACS or HIS. **In next
years standard of care paid
by insurances (MMG 2024).**

Clients

Getting to hundreds
of hospitals at once

PACS system can add revenue
stream, increase income and
product list.



**Carebot has contracted
partners in each country
with partial exclusivity.**
Already covering the majority of
the markets it's targeting.

Go to market

Agreement with PACS and HIS

Open agreement with Hospitals

Hospital	Number of hospitals	Status	Exclusivity
CZECH MARKET: 4/4			
ORCZ	120	Signed	Yes (2 years)
MEDORO	20	Signed	No
TATRAMED	20	Signed	Yes
ICZ	20	Finalizing	No
Jivex	5	Implemented	No
SLOVAKIA MARKET: 1/1			
TATRAMED	90		Yes
POLISH MARKET: 2/9			
SYNEKTIK	200	Negotiation	N/A
IT4KAN	240	Finalizing	N/A
OTHERS CEE MARKET:			
BSI.HU (HU)	9v0	Negotiation	N/A
Medipixel (HU)	12	Negotiation	N/A
RADOCOM (RO)	15	Negotiation	N/A
Novotika (BL)	25	Negotiation	N/A
HOSPITAL I. S. CZECH 2/2			
STAPRO (NIS)	150	Signed	
MEDICALC (NIS)	20	Signed	



Number of pre agreed
Hospitals in 2024

92



Pilot in all hospitals in Slovakia
one month before certification



2 pilots launched in Czech
Another **4 paid pilots on way**



Length of contracts
2 - 5 years

Hospital list for 2024

already 92 hospitals with **737 200 examination**

Hospital	Number of hospitals	X-ray/year
CZECH MARKET:		
AGEL CZ*	13	115 000
Hospital Šumperk	1	9 000
Hospital Frýdek Místek*	1	18 000
Hospital Příbram*	1	8 000
IROP 2023 ORCZ	12	app. 144 000
SLOVAK MARKET:		
University hospital Martin	1	22 700
Svet zdravia	16	110 000
Open agreement		

Hospital	Number of hospitals	X-ray/year
CZECH MARKET:		
VAMED MEDITERRA*	7	10 000
Hospital Havířov*	1	17 000
Hospital Jihlava*	1	20 000
Hospital Bílovec	1	5 000
Hospital Mladá Boleslav	1	25 000
Hospital Opava	1	10 500
SLOVAK MARKET:		
AGEL SK	16	85 000
High score		

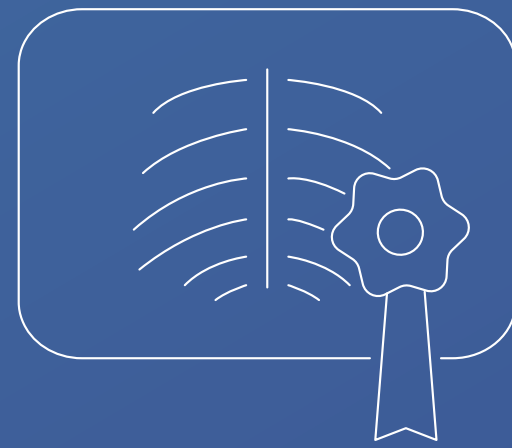
Hospital	Number of hospitals	X-ray/year
CZECH MARKET:		
EUC	14	10 000
AKESO holding	5	60 000
Faculty hospital Ostrava	1	38 000
Hospital Motol	1	40 000
In discussion		

* pilot

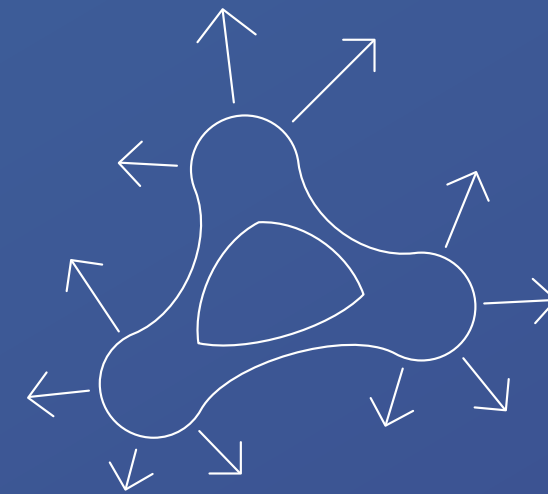
Target for 2024
905 000 examinations

Bridge

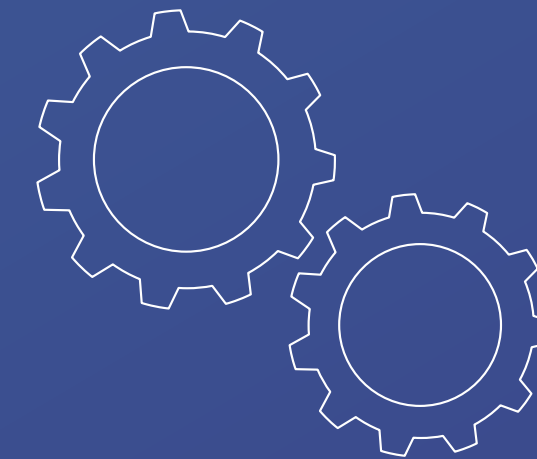
RAISING 1 MIL. EUR



Certification

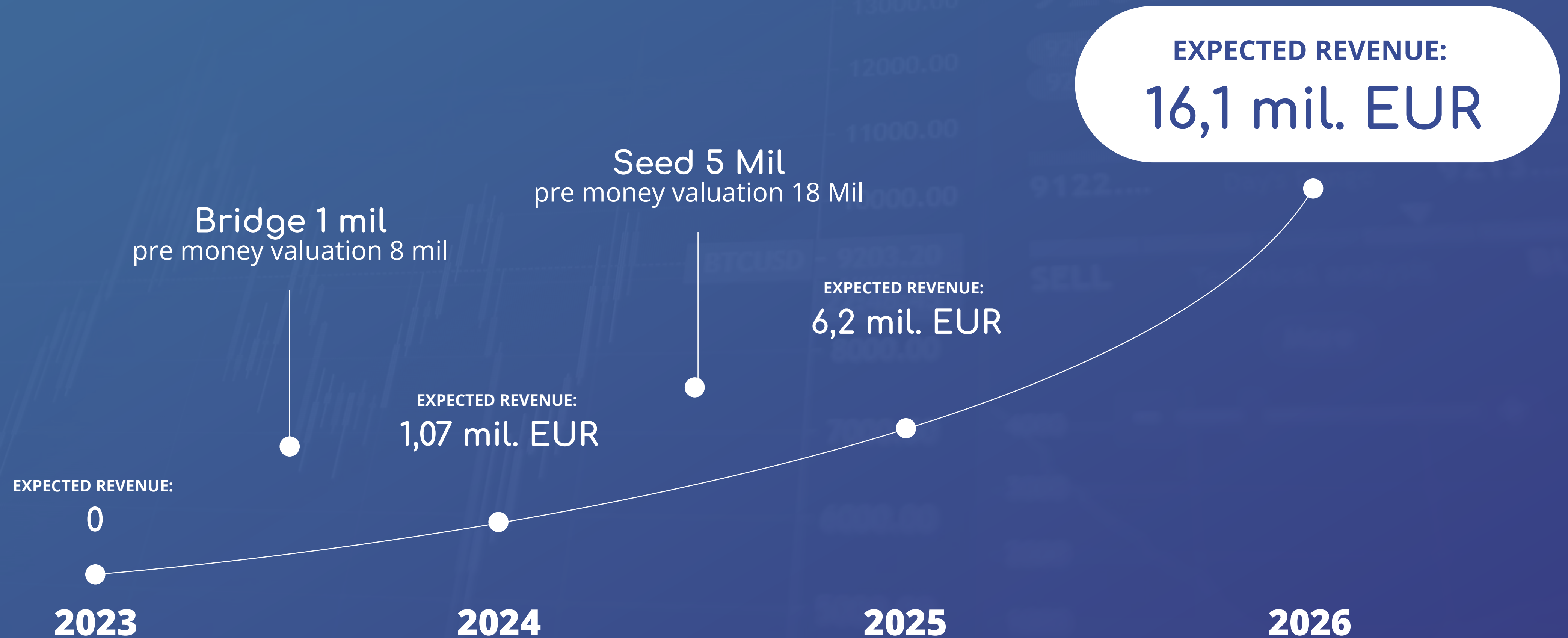


Expansion



Development

Fundraising strategy



Exit? Clear!

Pharmaceutical companies

With our central reader replacement system and the ability to read almost any imaging test, we can save significant costs in clinical trials.

Potential buyers:



AI health players

In the following years, our competition gradually took over Asia, USA and Western Europe. If they want to grow, they need to buy out other important players with large market shares.

Potential buyers:

