

Zava

Digital healthcare that is instant,
convenient and a fraction of today's cost

David Meinertz
Founder & CEO

Three Conferences, One Mission: Empower the European Digital Ecosystem



**Connecting Israel's Startups
with Large Corporates
and Investors**

9-10 April 2019
Hangar 11, Tel Aviv

Mission

**To promote Israel - European
relationships and enable funding**



**Connecting European
Champions
and Challengers**

13-14 June 2019
STATION Berlin

Mission

**To bring together future-shaping
executives and investors active
across segments driven
by digital revolution**



**Connecting
Capital with
Entrepreneurs**

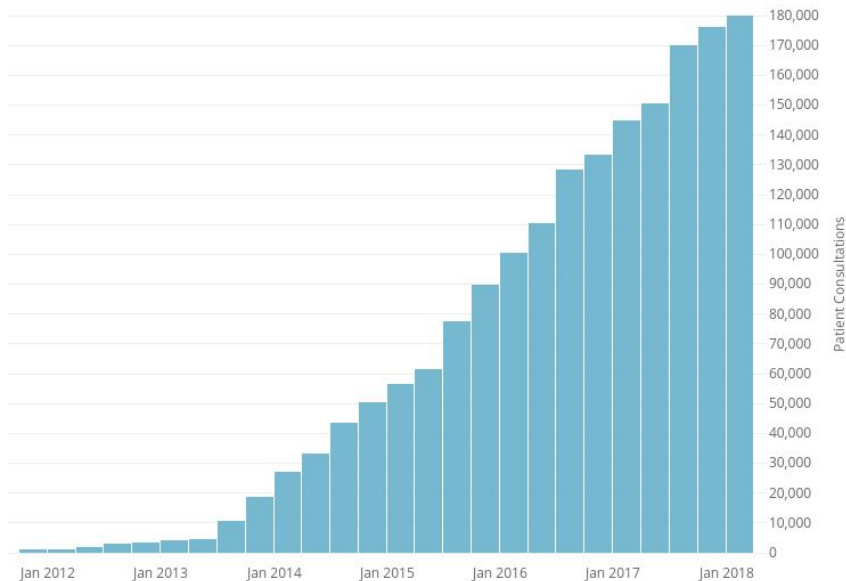
30-31 October 2019
Old Billingsgate, London

Mission

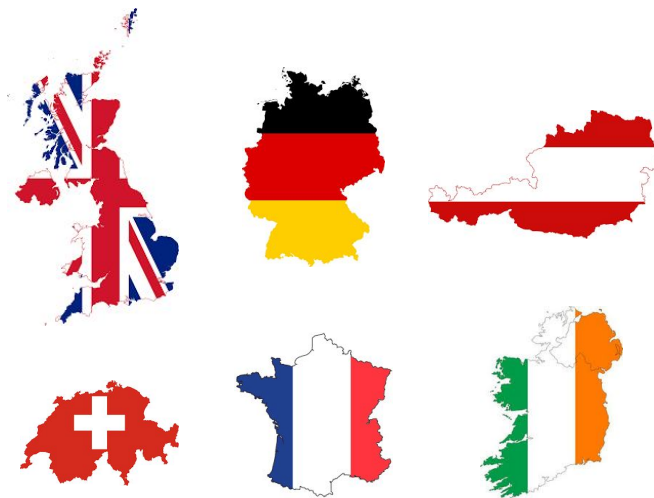
**To provide a physical marketplace
that facilitates funding of
digital European companies
at all stages**

Zava is the largest Digital Healthcare provider in Europe

Zava is providing over 100k paid consultations per month, on track for 900k in 2018



Zava has delivered over 2m paid consultations in six European markets since 2011



Zava won in these markets by delivering

1. An exceptional, scalable **patient experience**
2. A healthcare model that maximizes **doctor efficiency**



Zava's model receives great patient reviews and has passed multiple regulatory inspections

Zava operates a written consultation model ...

1



Patients provide information via structured condition-specific medical questionnaires

2



Doctors advise & start treatment or initiate referral to local providers

3



Discreet and convenient delivery of meds by courier or collection at local pharmacy

... that is loved by patients and approved by industry regulators

NPS
78

Trustpilot
9.4 /10

Care Quality Commission (CQC)

Inspected and deemed '*safe, effective, caring, responsive and well led*'.

One of only four UK Digital Healthcare providers to pass in 2017 (out of 50+)

Zava's model processes structured medical data to pre-qualify and route patients for treatment

Zava is constantly expanding its scope of treatable conditions



I want a ...

- Diagnosis
- Advice
- New prescription
- Repeat prescription
- 2nd opinion
- Sick Note

Providing a broader Zava Healthcare Platform



Structured medical
Questionnaires + Clinical
Algorithms



Tests



Live interaction
(Chat/Call/Video)



Patient Data
(Health Records/
3rd party data)



Image Analysis

Delivering a wide range of improved patient outcomes



Prescription
Further Clinical Investigation
Advice
Sick Note
Follow Up



Referred to non-Zava
healthcare professional



Ongoing Care Pathway created

Zava Healthcare Platform: consultations for a wide range of conditions made efficient by proprietary clinical algorithm, data inputs and comms

As a result, doctors on Zava's platform are
about 20x more efficient than NHS GPs

NHS GP

50

Consultations per Day



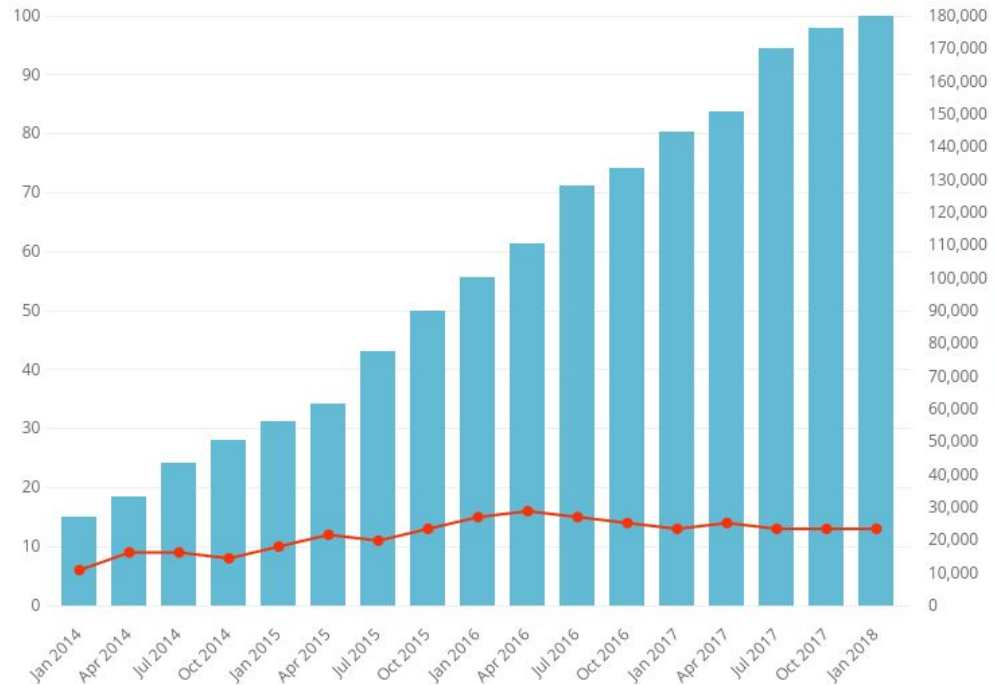
Zava doctor

1000+

Consultations per Day



The Zava platform exists to make doctors better (more efficient and safer)



Zava is not looking to replace doctors with AI

Zava is not looking to simply put doctors on video

Zava builds software to help doctors treat patients more efficiently and more safely

Doctors (FTEs) **Consultations per quarter**

Why does efficiency matter?

"Derzeit fehlen schon 10.000 Ärzte in Deutschland"

Der Ärztemangel werde in zwei bis fünf Jahren spürbar, sagt der Ch Kassenärztlichen Bundesvereinigung, Andreas Gassen. Er fordert effizientere Strukturen.

21. Juli 2018, 4:24 Uhr / Quelle: ZEIT ONLINE, dpa, AFP, mib / 448 Kommentare

Pressures force GP practices to halt routine appointment bookings

24 May 2018 | By Sofia Lind

Share Print Save Comments (9)

One in six GPs says their practice had to resort to stopping routine bookings, limiting appointments to ‘emergency’ patients only, at some point in the last 12 months.

GESUNDHEITSSYSTEM

In Deutschland droht ein Ärztemangel – trotz Mediziner-Schwemme

In Deutschland steigt die Zahl der Mediziner rasant. Trotzdem warnt der Präsident der Bundesärztekammer vor einem Ärztemangel.



29.03.2018 - 13:23 Uhr / 7 Kommentare / 11 x geteilt

GP FALL CRISIS NHS ‘workforce crisis’ sees 1,600 GP’s quit since since health bosses pledged to tackle shortages

Simon Stevens, Chief Executive of NHS admitted the health service must recruit overseas doctors to make it easier for patients to see a family medic

By Nick McDermott, Health Editor 22nd November 2017, 2:43 am | Updated: 22nd November 2017, 5:00 am

Twitter Facebook 1 COMMENTS

MORE than 1,600 GPs have quit the NHS since health bosses pledged to tackle shortages.

Patients are finding it increasingly hard to see a family medic as a result of the ‘workforce crisis’.

UK is most obese country in western Europe, OECD finds

Campaigners criticise ‘pathetic’ measures to tackle crisis as report shows 26.9% of Britain’s population is obese



ort says obesity in the UK has increased by 92% since the 1990s. Photograph: Gareth Fuller/PA

he most obese country in western Europe, according to the on for Economic Co-operation and Development.

Health at a Glance report, published on Friday, shows that 26.9% population had a body mass index of 30 and above, the official

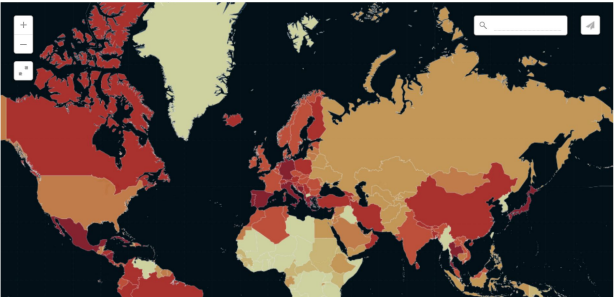
Le consensus est réel, 87% des patients et 85% des médecins interrogés sont unanimes sur la pénurie de médecins en France.

Trouvez-vous qu'il existe une pénurie de médecins en France ?		
Réponses	Patients	Médecins
Oui	87%	85%
Non	13%	15%

HOME • FINANCE • ECONOMICS

Mapped: how a demographic time bomb will transform the global economy

Advanced economies risk sleepingwalking into a new reality of permanently lower growth and higher debt unless policymakers tackle ageing populations



• Économie • Conjoncture

Explosion des délais pour avoir un rendez-vous chez le médecin

Par Marie-Cécile Renault - Publié le 20/07/2018 à 09:00

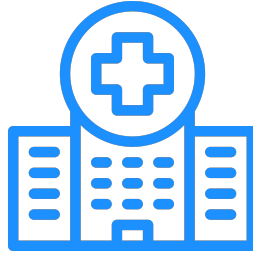


INFO LE FIGARO - Le temps d'attente moyen est passé de 48 à 61 jours chez un spécialiste, voire à plus de 115 pour certaines spécialités dans plusieurs territoires désertés.

Alors que le gouvernement n'a cessé de mettre en avant ses réformes sur le tiers payant obligatoire ou la généralisation des complémentaires santé, l'accès aux soins stricto sensu s'est dégradé depuis le début du quinquennat Hollande. Selon l'Observatoire de l'accès aux

How will Zava capitalise
on this opportunity?

Expanding Zava's scope



70% of all urgent/primary care issues (~1000 conditions) can be diagnosed & treated without the time & money spent on visiting doctors or A&E

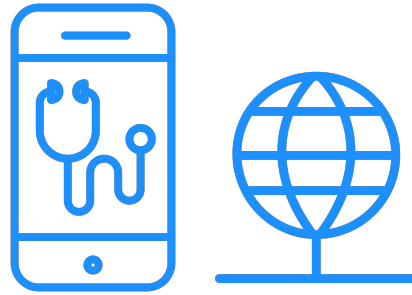
Increasing Zava's awareness



95% of the population still don't know they can get treatment online

60% said that discovering they could get treatment online prompted them to seek care

Digital Healthcare is about to go mainstream and will become Free(-to-Patients) at the point of care



Telemedicine Pilot,
Stuttgart

Remote consultations
become legal, Berlin

Remote consultations become
'Free-to-Patients', Paris

Remote consultations become
'Free-to-Patients', Berlin Forecast

2018

2019

2020

As a result Digital Healthcare TAM is going to explode

Phase 1: 'Self-Pay'
As of 2011

£0.7
bn

Early 'Self-Pay'
TAM growth was driven by:

1

Growth in the early days of Digital Healthcare was driven by early (tech) adopters and convenience incl. judgement-related conditions, all 'Self-Pay'.

£2.4
bn

Ongoing 'Self-Pay'
TAM growth is be driven by:

2

Increased consumer trust in Digital Healthcare and advances in clinical and technical capabilities will enable more conditions to be covered using the Digital Healthcare model.

Phase 2: 'Free-to-Patients'
As of 2018

£48
bn

Phase 2: 'Free-to-Patients' at the point of care
TAM growth will be driven by:

3

The largest expansion in the market is driven by regulatory changes enabling the delivery of Digital Healthcare 'Free-to-Patients' at the point of care.

Note: opportunity shown is for total addressable market in UK, Germany, France.

Zava will initially expand into additional European markets, then scale globally



EU 1



EU 2



Global

Summary

- **£1.2m investment** has created a **£50m** turnover **run rate, profitable**
- Significant, concrete opportunities to scale much further
- Additional investment will enable Zava to:
 - Take an important share of the emerging 'Free-to-Patients' Digital Healthcare segment in key European markets (DE, UK & FR)
 - Extend our leadership position in 'Self-Pay' Digital Healthcare by expanding Zava's scope
 - Launch into new markets, initially in Europe, then globally

Thank you

Zava

David Meinertz
Founder & CEO



EUROPE'S LEADING INTERNET CORPORATE FINANCE BOUTIQUE

Unique Industry Know-How

- ✓ Focus on Leading European Internet companies
 - Covering over 400 companies across 25 online verticals, a broad range of over 500 investors as well as 100+ online-focused corporates
- ✓ Deep understanding of industry dynamics
- ✓ Ability to add value beyond banking advice
 - Facilitates overall process and minimizes management distraction

Unmatched Network and Relationships

- ✓ NOAH Advisors is globally well connected and has direct access to virtually all key players in the industry
 - Knowledge of and strong relationships with potential buyers' key decision makers
 - Proactively finds and unlocks attractive investment opportunities for leading investors
- ✓ Annual NOAH Conference in its 8th year

Strong Investment Banking Competence

- ✓ Over 40 years of combined relevant M&A experience
 - Routine execution of M&A and financing transactions with sizes of several billion euros
- ✓ 25+ successfully completed NOAH Advisors transactions underline successful transfer of M&A competencies to the Internet sector

Full Commitment - We Are Entrepreneurs!

- ✓ Entrepreneurial mind-set, focused on growing the business and establishing a reputation for excellence
- ✓ Ability to deliver top results in short time frames
- ✓ Highly success-based compensation structures align interests of clients and NOAH Advisors, and demonstrate conviction to deliver top results
- ✓ Creative deal solutions

The NOAH Advisors Core Banking Team



Marco Rodzynek
Managing Director & Founder



Jan Brandes
Managing Director



Nikhil Parmar
Director



Olek Skwarczek
Analyst



Lukas Schlund
Analyst

Selected Completed NOAH Transactions

September 2018

Sale of 100% in
10Bis
www.10bis.co.il
for €135m to



Financial Advisor to 10bis and its shareholders

July 2018

Sale of 100% in
PromoFarma.com
to
Zur Rose Group

Exclusive Financial Advisor to PromoFarma and its shareholders

August 2017

Acquisition of a Majority Stake in
Luminati
by
EMK Capital
Enterprise Management Knowledge
at a valuation of \$200m

Financial Advisor to EMK Capital

December 2016

Investment in
FLIXBUS
by
SILVERLAKE

Financial Advisor to Silver Lake

October 2016

Investment in
KäuferPortal
by
ProSiebenSat.1 Media SE and **GENERAL ATLANTIC**
84% Ownership

Exclusive Financial Advisor to KäuferPortal and its Shareholders

December 2014

Sale of 100% of
fotolia
for \$800m to
Adobe

Exclusive Financial Advisor to Fotolia and the Selling Shareholders

October 2014

Sale of 100% of
trovit
for €80m to
NEXT Co., Ltd.

Exclusive Financial Advisor to Trovit and its Shareholders

May 2014

wallao
www.wallao.co.il
sold 100% of
yad2.co.il
for \$228m to a joint venture between
axel springer and **GENERAL ATLANTIC**
Exclusive Financial Advisor to Yad2 and its Shareholders