Swift Medical

Hamilton Health Connect

January 29, 2024

Swift Medical Overview

#1 Digital Wound Care Solution

Ranked by CB insights as one of the most promising digital health startups in the world.

~4,000 Healthcare Facilities

200,000 active patients under care across Canada & US.

Working with Top Providers and EMRs

Centerwell (Humana), Genesis Healthcare,
University Health Network, William Osler Health System
Home and Community Care Support Services CE
PointClickCare, Homecare Homebase, Epic, McKesson.

World's Largest Wound Care Dataset of > 22 Million Images & 45 Million Patient Encounters (Growing by >500k images/month)

Clinically Validated Outcomes

The Swift Skin & Wound technology and outcomes have been validated in **20+ peer-reviewed published journals and 35 scientific posters.**

Awarded Innovating Digital Health Solutions Funding from the Ontario Government

ONTARIO CENTRE OF INNOVATION ACCELERATES HEALTHCARE INNOVATION WITH 8.2M FOR DIGITAL HEALTH SOLUTIONS

December 12, 2023

OCI
Where Next Happens

Swift Medical is participating in one of 13 projects selected by the Ontario Centre of Innovation to "revolutionize healthcare" by "implementing cutting-edge wound care technology for more accurate wound assessments, better documentation, and improved patient care."

The Wound Care Challenge

Wounds have a tremendous impact on individuals and the health care system.

1 in 500 Canadians will develop a non-healing wound[1]

1 in 10 long-term care residents will experience a non-healing wound[1]

5,000 limbs are amputated annually due to wounds, and that number is expected to rise[2]

Canada spends over $3.9 Billion annually on direct costs of wounds[3]

1. Blanchette, V., & Kuhnke, J. L., (2021). The Current Situation for Non-healing Wounds. 19(1).
2. Ontario Wound Care Interest Group. "Fewer Wounds, Faster Healing: Framework for an Ontario Wound Care Strategy"
3. CIHI National Health Expenditure Trends, 1975 to 2011

The prevalence & impact of chronic wounds continues to grow

In 2023 the cost of chronic wounds was estimated to be $67 Billion (Medicare only).

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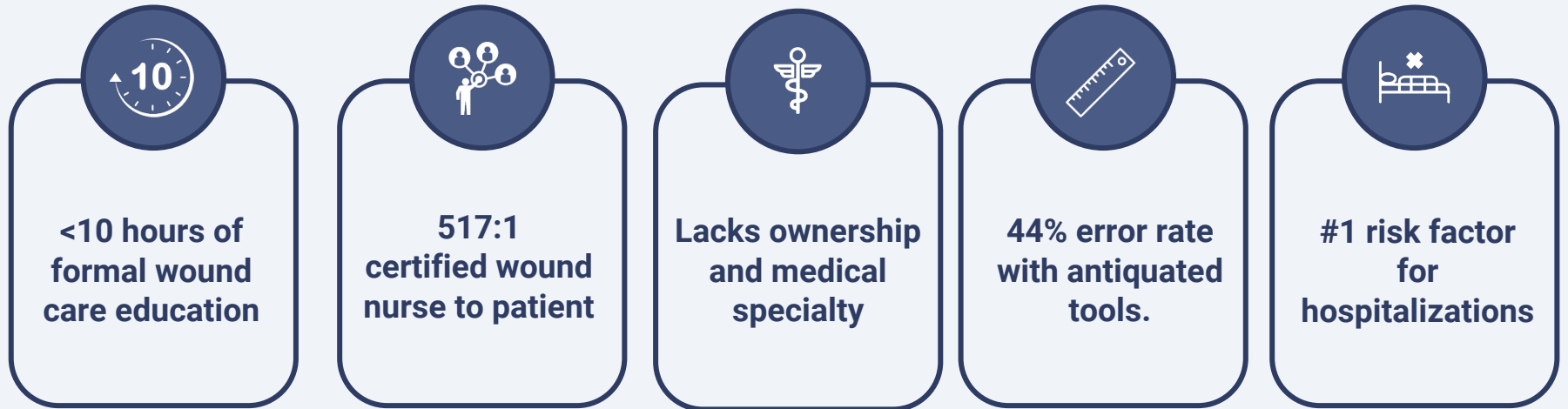**In 2030 the projected costs are expected to rise to $82 Billion (Medicare only).**

- **Diabetics** have a **34% lifetime risk of diabetic foot ulcers.** There are 37M diabetics in 2023, putting 11M at risk.

- Pressure injuries are the **third most costly disease** after cancers and cardiovascular diseases.

- The projected population for individuals with diabetes will rise to **55M in 2030**, putting **19M at risk**.

- An improperly treated diabetic ulcer increases the cost of diabetes care by **50-200%.**

- Center for Medicare Advocacy, MedPac 2015,, The Next Generation of Medicare Beneficiaries (Report to the Congress)
- Carter et al., 2023, Chronic wound prevalence and the associated cost of treatment in Medicare beneficiaries: changes between 2014 and 2019
- Borojeny et al., 2020, The Incidence of Pressure Ulcers and its Associations in Different Wards of the Hospital: A Systematic Review and Meta-Analysis
- Rowley et al., 2017, Diabetes 2030: Insights from Yesterday, Today and Future Trends

Wound care is not prioritized in our overall delivery system

<10 hours of formal wound care education

517:1 certified wound nurse to patient

Lacks ownership and medical specialty

44% error rate with antiquated tools.

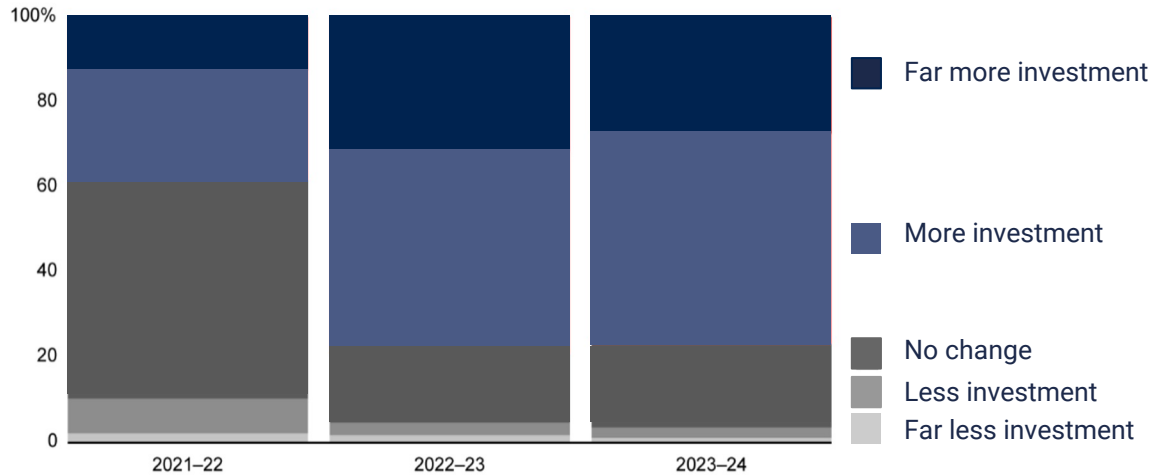**#1 risk factor for hospitalizations**

Diabetes Medicare patients **take longer to heal** - hospital stay **3.6 days longer** with **increased readmission** rate.

- American Diabetes Association
- Carter et al., 2023, Chronic wound prevalence and the associated cost of treatment in Medicare beneficiaries: changes between 2014 and 2019
- Fortinsky et al., 2014, Risk Factors for hospitalization in a national sample of Medicare home health patients
- Langemo et al., 2015, Comparison of standardized clinical evaluation of wounds using ruler length by width

Industry is adapting through software and automation.

Percentage of health systems and hospitals citing a change in IT, software investments

Legend:
- Far more investment
- More investment
- No change
- Less investment
- Far less investment

Chart categories: 2021–22, 2022–23, 2023–24

Y-axis: 0, 20, 40, 60, 80, 100%

Healthcare providers are accelerating spending on IT and software, with a focus on **clinical workflow optimization.**
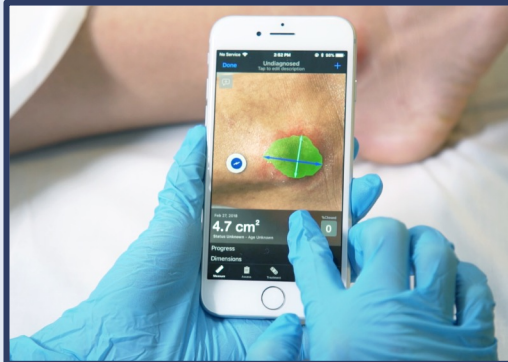
Source: Bain-KLAS 2023 Provider Executive Survey (n=201)

Bain & Company., 2023, Healthcare Provider IT Report: Doubling Down on Innovation

Product

Product Solutions

Ensuring precision and visibility at every step.

Swift HealX

FDA registered scientific calibrant, ensuring data is calibrated for size, color and lighting.

Swift Application

Clinical application for clinicians (Swift Skin & Wound) and patients (Patient Connect). Available on iOS & Android compatible smartphones and tablets.

Swift Dashboard

Clinical analytics, case reviews and remote visibility supported in a centralized dashboard. Utilized by providers and third parties (e.g. health plans, DME).

Enabling coordinated care from patient to provider.

Automated measurements and documentation captured by the clinician or through remote patient access.

Clinical data and images sync in real-time, enabling remote consults and proactive care.

Provides shared visibility across clinicians, enabling compliant and cost effective care.
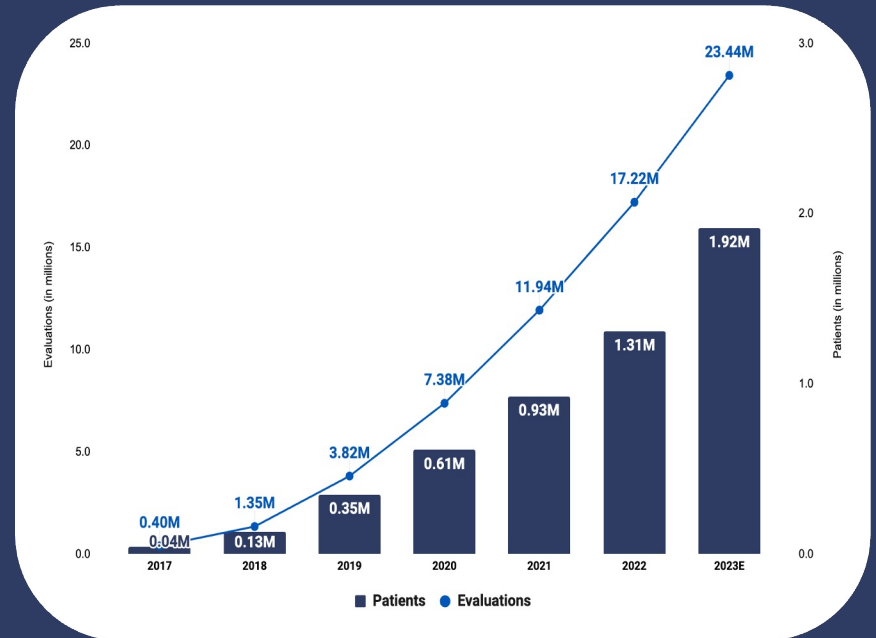
Our outcomes and AI-derived innovations are fueled by the world's most powerful wound care dataset.

>23+ million wound evaluations and images

Unmatched size, quality, diversity that spans **all care settings**.

Layering AI and Advanced Wound Imaging

AutoDepth

Automated, non-contact assessment method for wound depth, providing objective inputs to wound prognostic models.
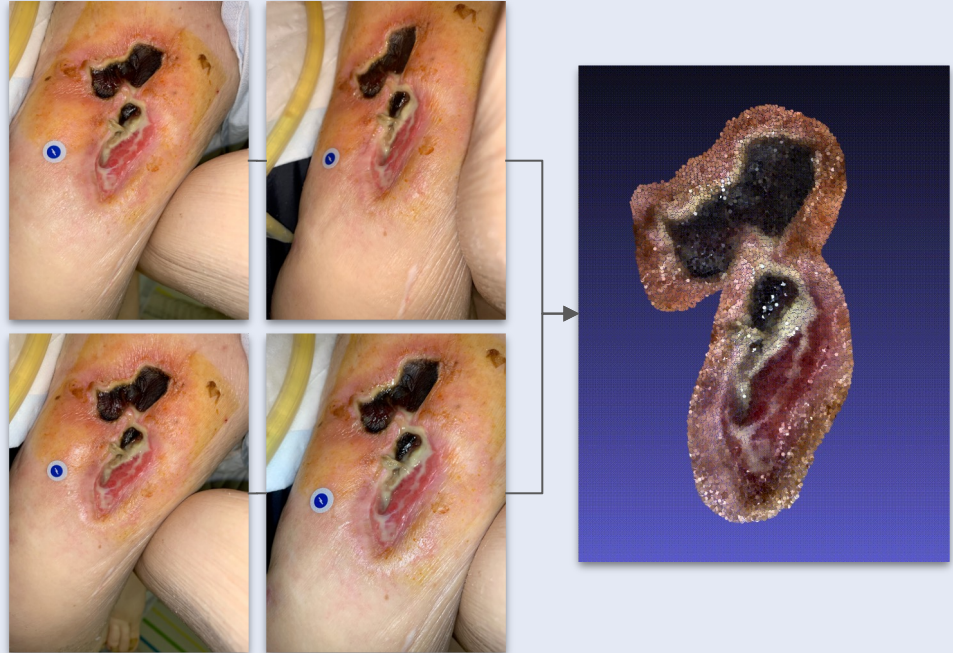
 Measurement precision.

 Continuity of care across teams and clinicians.

 Patient engagement and education.

SmartTissue

Quick and accurate assessment of wound bed tissue classification, providing objective identification of epithelial, granulation, slough, and eschar tissue.
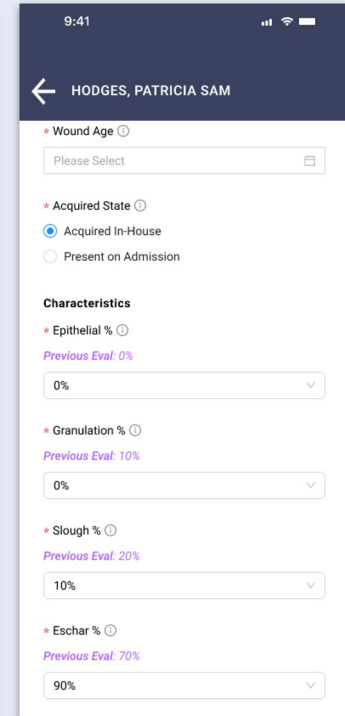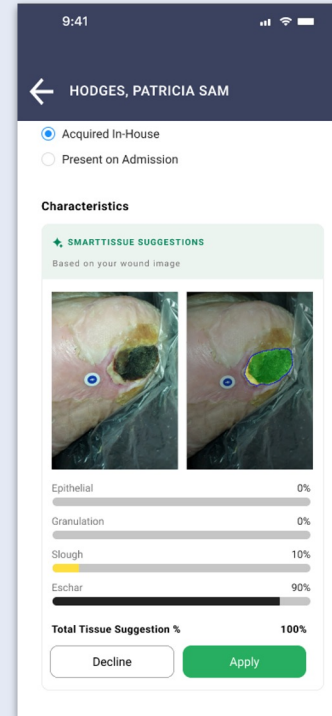
Compliant documentation for reimbursement.

Trained on world's most diverse wound dataset.

Informs accurate treatment selection and care plan management.

HealingIndex and SmartProgress

Proprietary model providing an objective assessment of healing risk, with intelligent suggestions to inform clinical decision making.

Risk stratification and triage support across patient population.

More precision in predicting risk than standard wound assessment tools.[1]

Supports the prevention of adverse events through earlier risk identification.
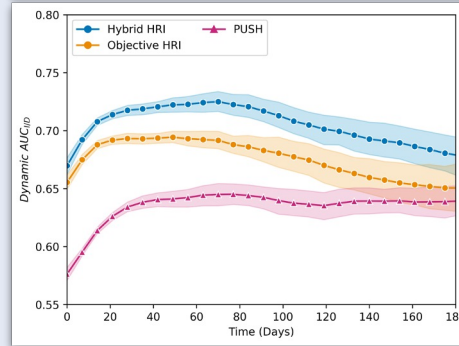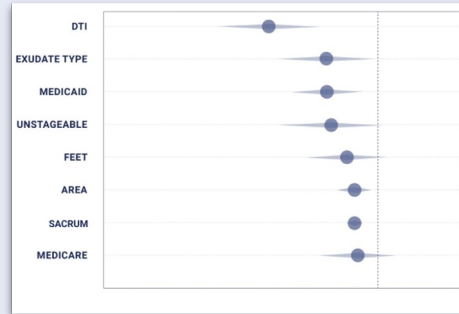
[1]Gupta R, Goldstone L, Eisen S, Ramachandram D, Cassata A, Fraser RDJ, Ramirez-GarciaLuna JL, Bartlett R, Allport J. Towards an AI-based Objective Prognostic Model for Quantifying Wound Healing. IEEE J Biomed Health Inform. 2023 Mar 3;PP. doi: 10.1109/JBHI.2023.3251901. Epub ahead of print. PMID: 37028088.

The Swift Ray™ 1

The world's first portable hyperspectral imaging device, providing equitable and preventative wound care across the continuum.

Ray 1 is powered by the core **Swift Skin & Wound software solution.**

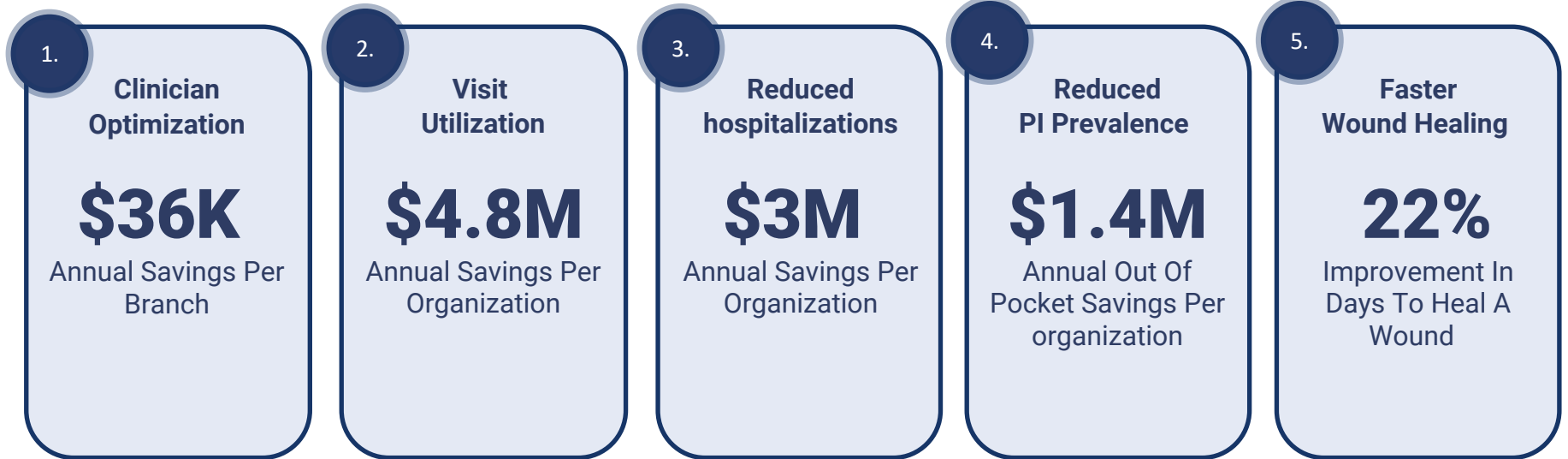**Currently in active trials, validating workflows, & outcomes.**

Driving growth through outcomes

Clinical Effectiveness Drives Financial Outcomes
Home Health & Skilled Nursing

86%[1]
Clinician Satisfaction

1.
Clinician Optimization

$36K

Annual Savings Per Branch

2.
Visit Utilization

$4.8M

Annual Savings Per Organization

3.
Reduced hospitalizations

$3M

Annual Savings Per Organization

4.
Reduced PI Prevalence

$1.4M

Annual Out Of Pocket Savings Per organization

5.
Faster Wound Healing

22%

Improvement In Days To Heal A Wound

1. Citation: Mohammed HT, Cassata A, Fraser RDJ, Mannion D (2023) Implementing Technology in Practice: Factors Associated with Clinicians' Satisfaction with an AI Wound Assessment Solution. Int J Nurs Health Care Res 6:1452. DOI: https://doi.org/10.29011/2688-9501.101452

Award Winning Technology

Swift Medical wins Gold for use of AI in wound care

FOSTER STUBBS

DECEMBER 5, 2023

SHARE ⌄

4.7 cm²

Progress
Dimensions

TOP STORIES

VIEW

NEWS
Losing $100K a m...
old nursing home
sales, public pleas...

CLINICAL DAILY NEWS
Report highlights
research' to impro...
safety among olde...

NEWS
Medicaid consulta...
home meetings to
residents: AG
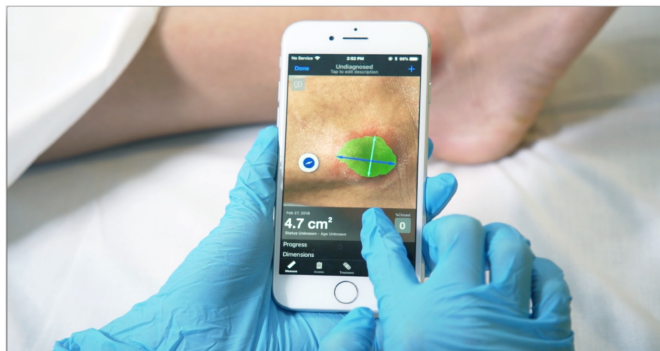
Editor's note: McKnight's Long-Term Care News, McKnight's Senior Living *and* McKnight's Home Care *are publishing focused articles on the 2023 winners of the McKnight's Excellence in Technology awards Nov. 29 through Dec. 5. Look for the nomination period*

> " *Thanks to its use of artificial intelligence in wound care, the organization was awarded Gold in the Tech Partner of the Year category at the 2023 McKnight's Tech Awards.* "

McKnight's
LONG-TERM CARE NEWS

Best-in-Class Technology as Recognized by Health Plans.

Humana®

#42 on Fortune 500 & 5th largest health insurance provider in the US

CenterWell

350+ Home Health locations across 38 states serving 350 000+ patients/ year

" In the home, as a complement to **developing value-based home health payments**, we've launched a comprehensive initiative to reimagine our scale on health operations. These efforts will be deployed across our more than 350 branches that will include automation, consolidation and implementation technology and AI solutions. This will **minimize administrative cash while improving clinician productivity,** including optimizing their schedule. We believe these initiatives, some of which require incremental investment will **ultimately streamline our operations and lead to increased clinical -- clinician productivity and satisfaction.**

As an example, **CenterWell Home Health has introduced an innovative AI-enabled digital wound management solution** which allows our clinicians to effectively capture vital details with a simple picture. We are pleased to report a **notable 18% improvement in visit efficiency,** thus enhancing the experience, both clinicians and patients. This has been instrumental in clinical decision-making contributing to an **accelerated wound healing time by 35%.** "

- Bruce Broussard, Humana CEO
Q3 earnings call, November 1, 2023

Questions