

PRESS RELEASE

Visiomed Group presents strategic plan

Paris, May 25th, 2022

Visiomed Group (FR0013481835 - ALVMG), a group specializing in innovative healthcare technologies and services, today presents its strategic plan.

A full presentation (in French) may be found at
<https://www.visiomed-group.com/en/presentations/>

After the April 2022 governance reshuffle¹ bringing in new experience and strong values (innovation, agility, simplicity), the Group reveals its vision of placing new technologies and prevention at the center of its healthcare offering.

Relying on its major shareholder, investment company PARK PARTNERS GP, the availability of conventional non-dilutive financing thanks to a deleveraged balance sheet and the recent earnings turnaround (consolidated H2 2021 EBITDA of €0.5 million), Visiomed Group intends to step up its value creation via three powerful drivers:

- growth of subsidiaries,
- structural acquisitions,
- activating Group-wide synergies.

Smart Salem

Spurred on by a new management team, Smart Salem (a wholly-owned subsidiary of Visiomed Group operating the only digital medical center in Dubai) has set a major growth target for its Medical Fitness core business. Smart Salem expects to post pro forma² revenue of €22.2 million and pro forma EBITDA of €12.2 million, giving an EBITDA margin of 55%, mainly driven by the opening of the second “Index” center in August 2022.

BewellConnect

The erratic performance and losses generated by BewellConnect (Visiomed Group subsidiary providing connected healthcare solutions) have prompted management to carry out a comprehensive diagnosis and review the company’s potential redeployment, backed by concerted efforts to control costs.

The Group is currently focusing on the projects presented in these three strategic areas. It will provide regular updates on progress and propose consolidated financial targets for 2022 as soon as possible.

¹ [Board reshuffle and governance changes](#)

² Pro forma including the full-year impact of the new Index center and excluding the COVID-19 test business, based on a EUR/AED spot rate of 3.860

About VISIOMED GROUP

Founded in 2007, VISIOMED GROUP relies on a long experience in the health sector to invest in innovative health technologies and services in France and abroad.

The Group now has two wholly-owned subsidiaries:

- **BewellConnect, created in 2014, pioneer in connected health and teleconsultation solutions**

BewellConnect offers an enriched technological universe, both in medical devices and software, making it possible to respond to all telehealth use cases: enriched and assisted teleconsultation, home telemonitoring, hospital monitoring, tele-expertise, teleassistance and tele-regulation.

BewellConnect's flagship product, VisioCheck, is the first telemedicine station weighing less than 300g for healthcare professionals, available in a case, station or modular health space.

BewellConnect is now deploying its solutions in France and abroad.

- **Smart Salem, the first digital medical analysis center accredited by the Dubai Ministry of Health (DHA) in the United Arab Emirates**

The Smart Salem offer is based on know-how in medical analysis, radiology and data analysis and processing to detect nearly 35 diseases in 7 minutes in a patient (in particular HIV, hepatitis and tuberculosis) by offering reliable results, readability and exceptional patient experience enabled by advanced artificial intelligence and virtual reality technologies.

Smart Salem's "Medical Fitness Assessment" offer resulting from this know-how thus makes it possible to obtain a residence or work visa in the space of 30 minutes compared to 10 to 15 days in historical health centers.

Smart Salem is a technological platform offering many growth opportunities, as shown by the opening of the second center in Dubai in September 2022 and the authorization received for the opening of a third center, planned to open in the first quarter of 2023.

Based in Paris, VISIOMED GROUP is listed on Euronext Growth (ALVMG). More information on visiomed.fr, smartsalem.ae and www.bewell-connect.com.



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