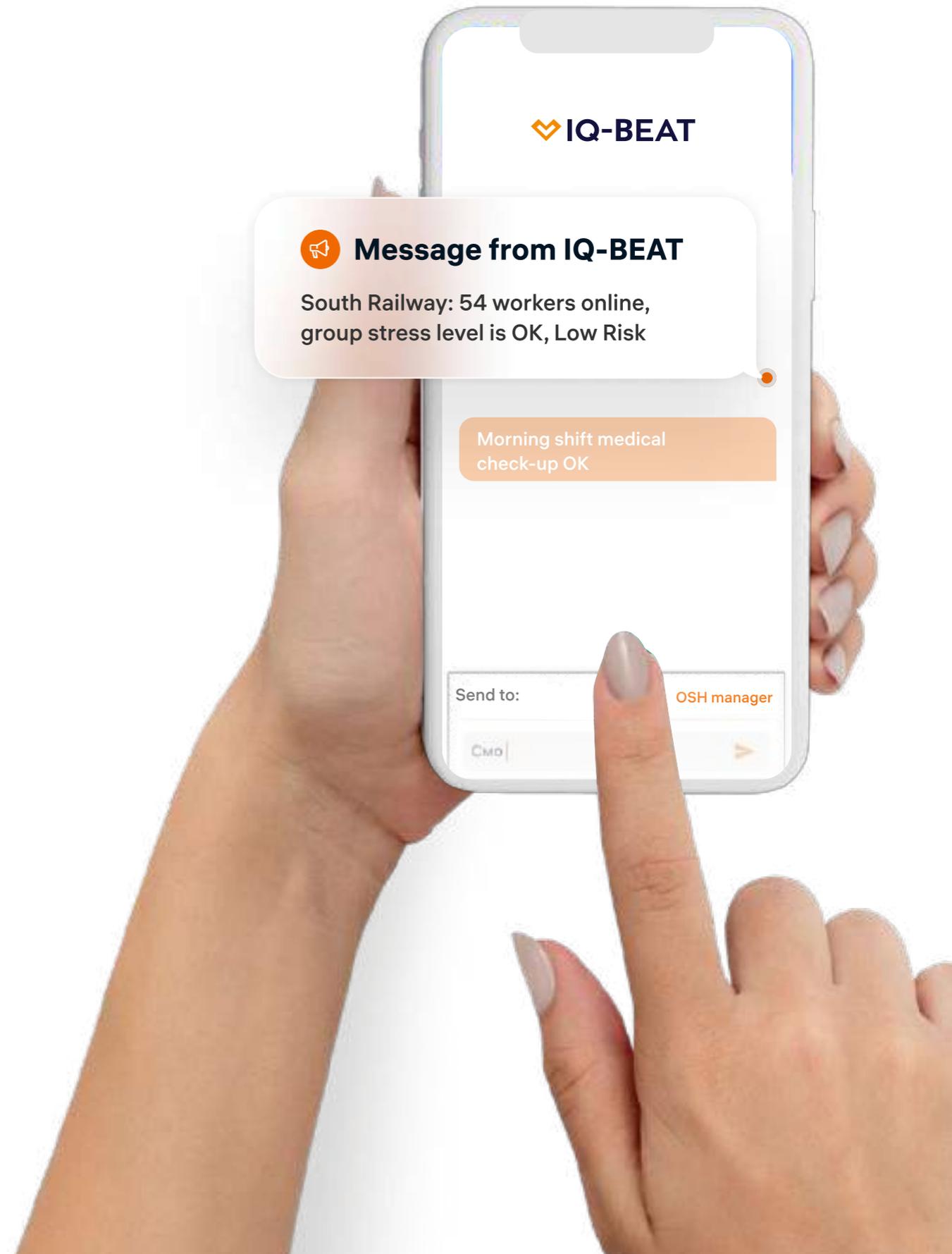


IQ-BEAT

B2B SaaS:
workers allocation,
productivity & health
control



PROBLEM

High costs & profit lost because of labor
(up to 30% profit loss)

Medical and
liability
insurance

Accidents

Low
productivity

Why?

No control of work
intensity (are employees
really working or just walking around?)

No systemic data of
condition of core
company asset:
employees

LABOR ALLOCATION

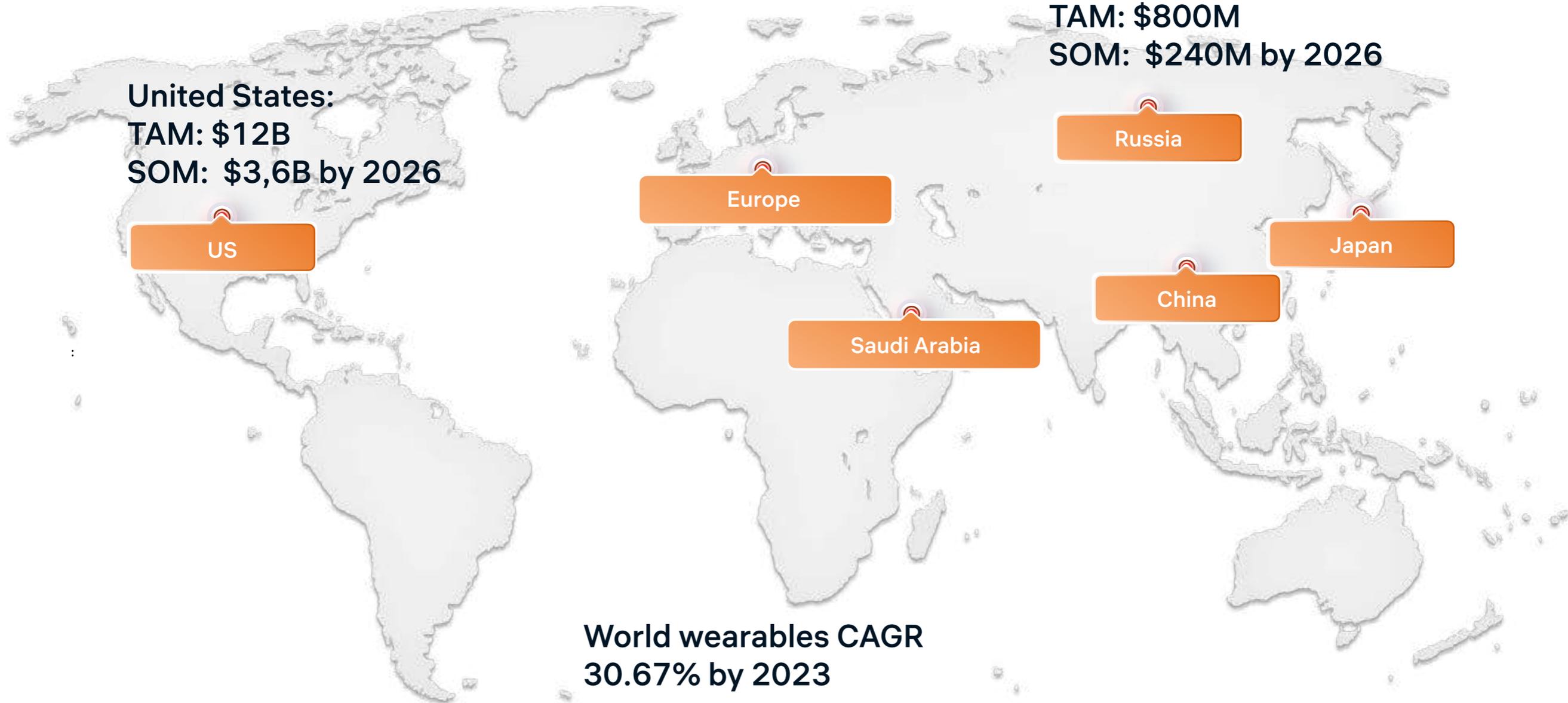
Labor is an **asset**. Why don't we treat it the same way?

Total injuries, costs and lost profit will be cut by 50%:

- control work intensivity, stress, health of workers
- identify hardness of working zones
- allocate stronger workers to tough zones & vice versa
- control them online on the map

DIGITAL OSH MARKET DEEP BLUE OCEAN OF SOLVENT CUSTOMERS

**GLOBAL
TAM \$30B
200M users**



SOURCES

- A. OPEC DATA ANALYSIS, 2019
- B. RG.RU - ANALYTICAL ARTICLE "VALUABLE PERSONNEL". NOVEMBER 2018
- C. DATA FROM RESEARCHANDMARKETS.COM
- D. [HTTPS://WWW.RTPVC/INVESTMENT/GUARDHA](https://www.rtpvc/investment/guardha)

DIGITAL PPE “PROTECTIVE EQUIPMENT”

KEY FEATURES AND PRICING

COMPANIES REGULARLY BUY T-SHIRTS AS PPE, WE SUBSTITUTE IT WITH IQ-BEAT:

T-SHIRTS SALES:

- \$399 PER ONE EMPLOYEE (RETAIL PRICE)
(1 DEVICE + 5 T-SHIRTS)
 - T-SHIRTS ARE WASHABLE
- POTENTIAL OF A SINGLE CLIENT:
- FROM 1000 ITEMS

SAAS TARIFFS:

- BASIC: \$10/MONTH PER EMPLOYEE
PULSE, TEMP, BREATH RATE, GPS
- MIDDLE: \$20/MONTH PER EMPLOYEE
+STRESS LEVELS, FATIGUE, SLEEP
- FULL: \$50/MONTH PER EMPLOYEE
+ CARDIOLOGY REPORTS



MOBILE APP, WEB-INTERFACE REPORTS AND DASHBOARDS

DATA ACCESS LEVELS:

- Worker
- Supervisor
- Doctor
- Occupational safety specialist
- Executives



COMPETITORS

DEVELOPMENT

- MEDICAL HOLTER
 - LIMITED IN USE FOR OCCUPATIONAL SAFETY SCENARIOS DUE TO BULKY FORM FACTOR, HIGH REQUIREMENTS TO DATA QUALITY, LICENSING AND HIGH COST

- WEARABLE DEVICE IN PPE FORM FACTOR
- ECG (MEDICAL STANDARD, 6-LEAD)
- INSTANT NOTIFICATIONS (ALERTS)
- HEART RATE
- HEART RATE VARIABILITY (HRV)

- WEARABLE DEVICE
- HEART RATE
- HRV
- TELEMETRY SENSORS

PILOT PROJECTS

UNOCCUPIED NICHE ON PPE MARKET

MARKET SALES

HOLTER-MONITOR

Medtronic

HealthWatch

HEXOSKIN

IQ-BEAT

bio devices

AliveCor

HeartIn

COMARCH

Cortrium

COALA

Jodytrak

Honeywell

ambiotex

GUARDNET

COMBAT

NUUBO Wearable ECG

GARMIN

APPLE WATCH

MI

HUAWEI

KEY MILESTONES



OUR TEAM



Dmitry E. Kulish
CEO, Cofounder

10 years in the field of finance, investments (bond trader). Ex Deloitte, ICICI Bank. Ecom startup with \$1M/Y, exit.



Vladislav Talyshev
Commercial Director, Cofounder

Master of Sports in Russia for cycling. Over 15 years of experience in professional sports. 5 years of experience in wholesale sales of B2G sports equipment



Dmitry M. Kulish
Adviser, cofounder

PhD in Biology, MBA (Wharton) Skoltech professor, Angel investor (7 startups). 25 years of experience in healthcare: "R-Pharm", Intel Capital, Nanolek, Fresenius. Author of 12 scientific publications and patents



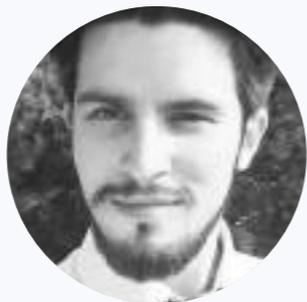
Dmitry Pevzner
Cardiologist

25+ years of exp. Institute of Clinical Cardiology. Head of the intensive care unit of the emergency cardiology department. 50+ scientific papers.



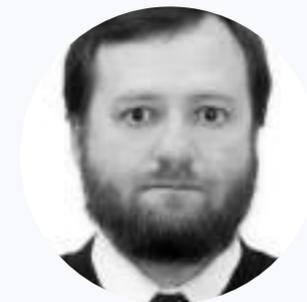
Kirill Korobov
Senior Engineer

10 years of experience, "Moscomsport" wearable devices



Ayvan Barshayev
IT Architector, Programmer

7 years of experience, "Yandex" software developer



Evgeny Proso
Technician

20 years of experience, "Navitel", hardware engineer



Oleg Tarasov
Engineer

10 years of experience, devices, "MSTU them. Bauman"

THANK YOU!

CEO, founder, Dmitry Kulish

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 **IQ-BEAT**

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