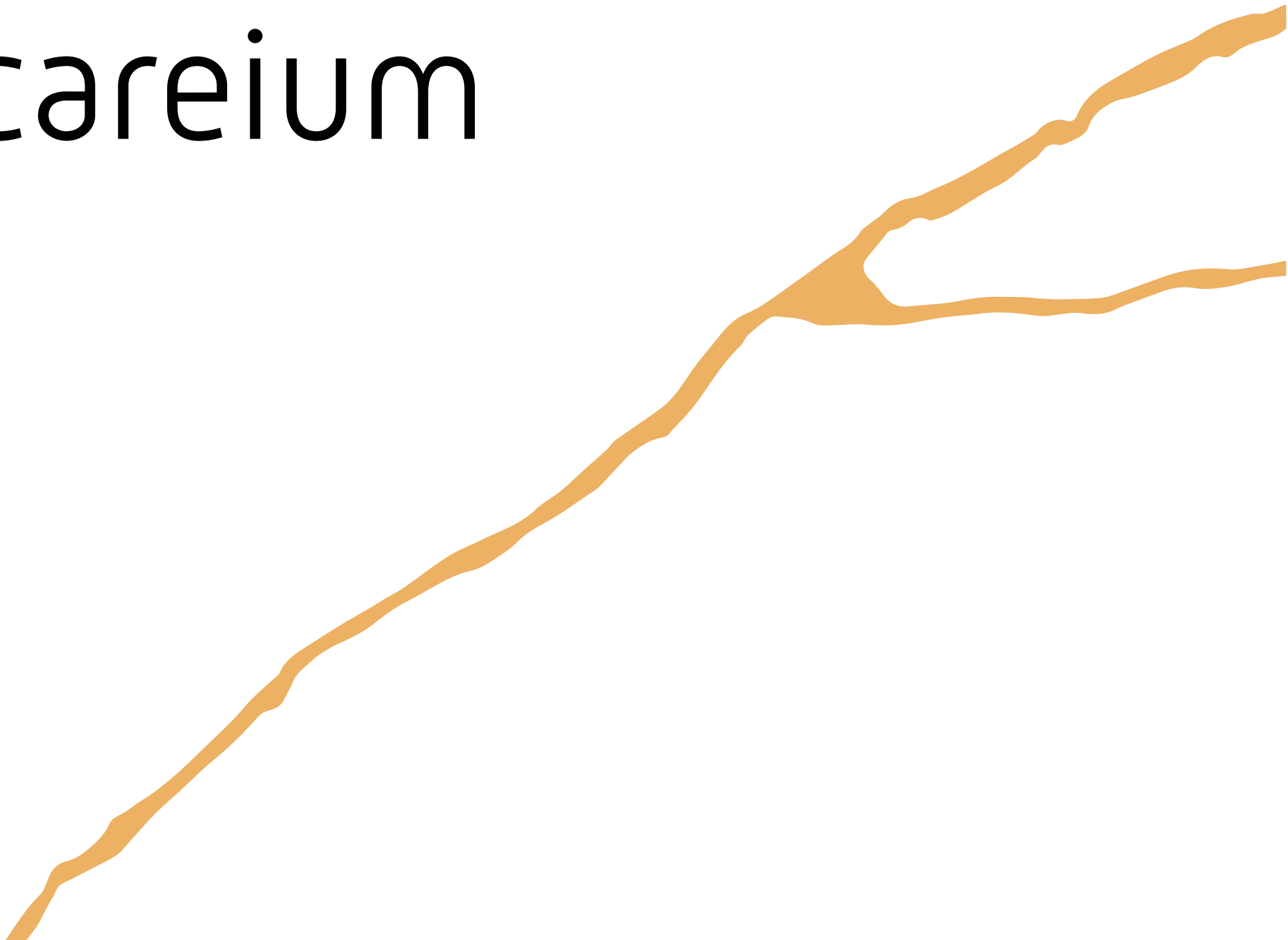




careium



The future of care is here

Reshaping society's approach
to care through innovation





Transforming Care

We are dedicated to help society deliver better and more efficient care



Caring for our **growing elderly population** is one of the **great challenges** in our society



Technology enabled care an important part of **the solution**



We will leverage **our integrated technology solution**, strong **service deliver organisation** and **experience** to **transform senior care**



Building a more **sustainable society** for everyone – enabling **independence** and **resource efficiency**

- Market Leading Position
- Market Presence



Careium – Market Leader in Northern Europe

40+ years telecare experience

300k+ digital social alarms sold and installed across Europe

6 ARCs in Sweden, Norway & UK

375k+ service users connected to our ARCs

30k+ alarms handled every day

ISO 27001, 14001, 9001 certified

Approaching care in new ways

We offer smart, digital care solutions that let our users live life with the dignity and independence they deserve.

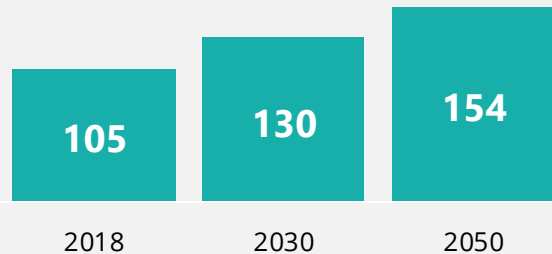


Senior care faces acute challenges

Technological solutions are needed to enable senior care at home while reducing costs for society

Demographic changes

Growing older population
+65-year population in Europe



Growing need for care in society

Working age share of population,
fewer will have to support more



New technologies & innovative solutions

Care is several times more costly in
residential homes and hospitals
8x



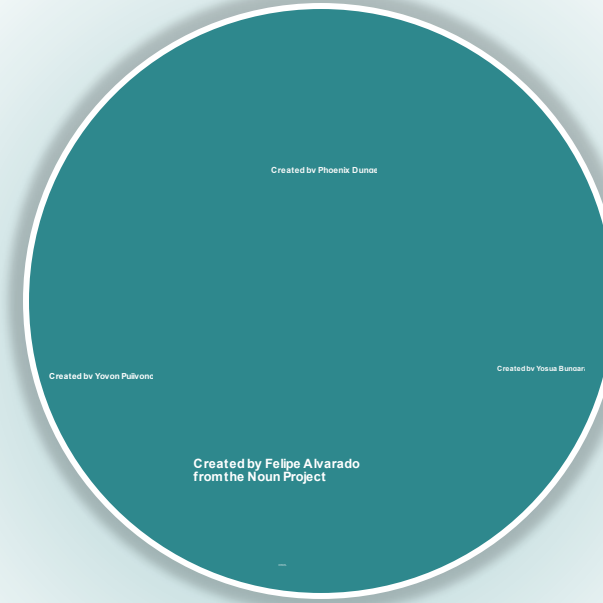


Technology Enabled Care

Created by Pascal Hub
from the Noun Project
**Saving costs
for society**

**Delaying
institutional
care**

Created by Wilson Joseph
from the Noun Project
**Reducing hospital
admissions**



**Allowing family
to stay informed
& involved**

**Enabling users to live with
increased independence,
safety and quality of life**

Technology

Analogue connectivity
Standalone systems

Digital network replacing analogue
Integration of product, service
and software
Mobile and apps

CURRENT
MARKET
is
RESPONSIVE

FUTURE
MARKET
will be
PREDICTIVE,
PROACTIVE
& PREVENTIVE

Response to alarms
and sensors
Support to carers
e.g., digital passes

Active monitoring / behavior
change detection
Empowering carers
to be effective in their work
Wellbeing applications

Solutions



Next
generation
solutions
will transform
the market

Digital transformation

- European TELCOS expected to close-down analogue networks by 2025.
- Digital alarm chain offers 10-15% improved total cost of ownership.
- Increased security due to visible alarm units and faster call connectivity.
- Ability to launch additional services on a digital alarm chain.

NETWORK PROVIDERS HAVE SET THE DATE FOR ANALOGUE SHUT DOWN:

Deutsche Telecom	2021
Swisscom	2019
KPN (NL)	2021
Orange France	2023
BT	2025*

* No more landlines to be installed after 2020

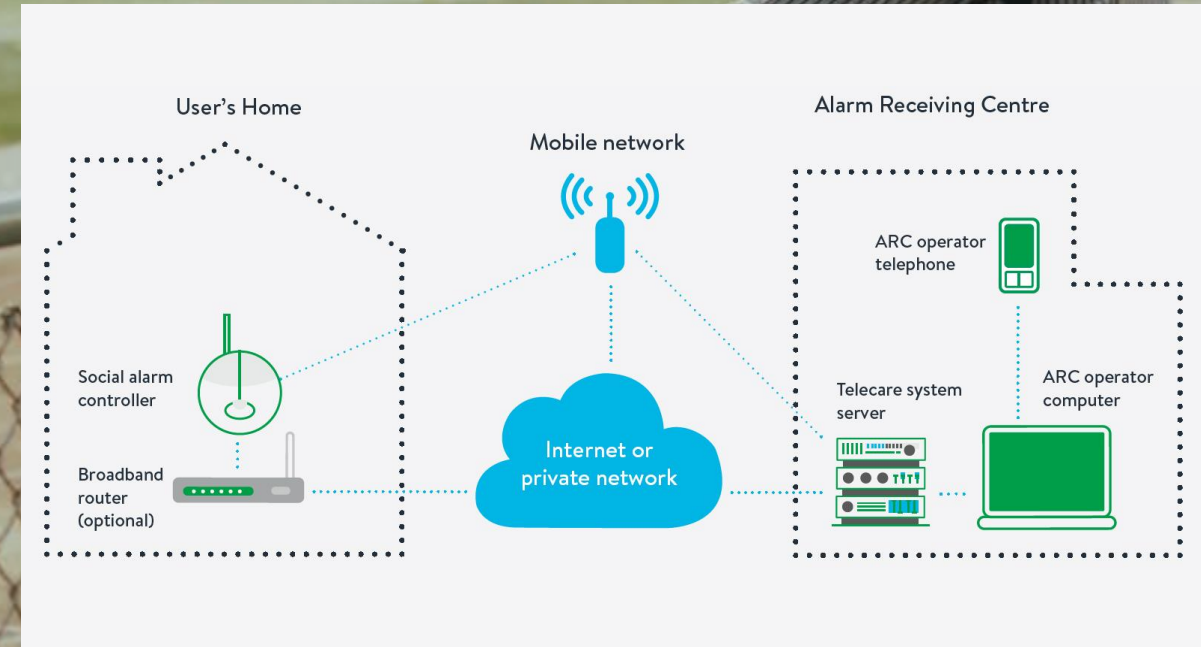
Digital telecare Operational Benefits

● A seamless connection

Implementing digital systems reduces the risk of error and increases the security and efficiency of the system. Analogue systems are no longer being maintained by network providers and this means that local authorities and service suppliers have two options for social alarms.

● Cost efficiency

The move to end-to-end digital solutions not only increases operational efficiency, it also decreases operational costs. Maintaining analogue alarms will become increasingly demanding for local authorities that are yet to upgrade to digital solutions.





i-care® online

- Device management for smart and efficient monitoring, configuration over the air
- Accessible 24/7 to check automatically the status in real time
- Remote programming of installed devices and telecare accessories
- System operation is clear, comprehensible saving time, effort and money
- Powerful FOTA possibilities



Integrated technology solution for tomorrow's services



Wide portfolio of security and care solutions

**Social
alarms**



**Mobile
social alarms**



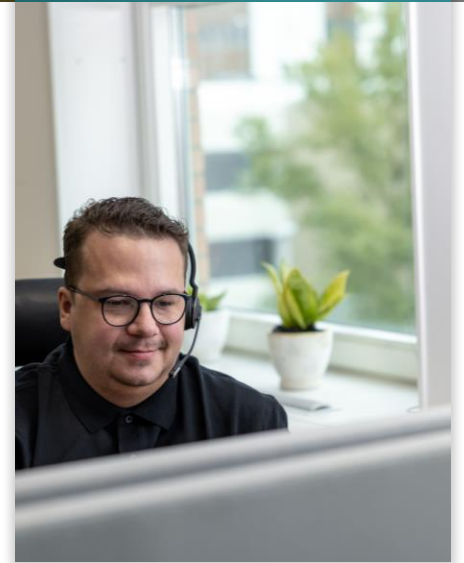
**Remote
supervision**



**Personal well-
being & home
safety**



**Alarm
receiving
centres**



Wide portfolio of security and care solutions

Social alarms

Proven, reliable Swedish technology.

Support a range of features including a versatile alarm trigger, innovative telecare and low lifetime costs.

Mobile social alarms

Our mobile social alarms and GPS-alarms are based on reliability with smart built-in functionality such as GPS-location, assistive tracking, alarm button, speakerphone, and much more.

Remote supervision

Secure camera and communication solution providing a safe and reassuring way for local government to efficiently and responsibly carry out night time checks for a multiple service users.

Personal well-being & home safety

A wide range of telecare accessories that enable and support personal solutions, creating a secure home environment which will automatically contact the response centre.

Alarm receiving centres

Our service centres are open 24 hours a day, 365 days a year.

We support over 375,000 public and private customers.



Eliza

Highly versatile smart care hub elegantly designed to deliver the best possible security and reliability to users, alarm receiving centres and service providers alike.



Enzo / Enzo fixed mount

Versatile, long-range radio trigger that is compatible with all Doro care phones and can be used in the shower or bath (IP67).



CareIP® Mobile

Completely digital, proven future-proof solution operates using GSM, GPRS and IP/Internet communication.

Social alarms

- Provide proven, reliable Swedish technology.
- We support a range of features including a versatile alarm trigger, innovative telecare and low lifetime costs.

Careium 480

Attractively designed splash-proof wristwatch featuring sophisticated tracking and communication capabilities to enhance personal safety.



Mobile social alarms and GPS-alarms

- Paves the way for seniors to live a more independent life.
- Our mobile social alarms and GPS-alarms solutions have many smart build-in safety features such GPS-location, assistive tracking, alarm button, speakerphone, and much more.



Careium 450

Small and comfortable GPS mobile social alarm that improves security not only in the home, but everywhere the user goes.

Careium 450 is a portable social alarm

Smart and safe

Positioning & Tracking
GPS, Wi-Fi, Beacon

Fall detection
2 settings

Speakerphone

Geofence

Smart and handy

Long battery time
Up to 10 days.
Active use 4-5 days*

IP67
Water and dustproof

Fast charging
Fully charged in 2,5h

Step counter



Triple positioning



Satellite positioning

Prioritized technology that works with high precision with an open sky but may have problems inside buildings or even inside a city with high rise buildings.

- GPS (US)
- Glonass (Russia)



Wi-Fi positioning

Scan for Wi-Fi equipment and is located based on information where the Wi-Fi unit is positioned.

Normally high accuracy in dense populated areas.



Beacon positioning

The base contains a beacon.
When the unit is within range this information is transferred as position information.

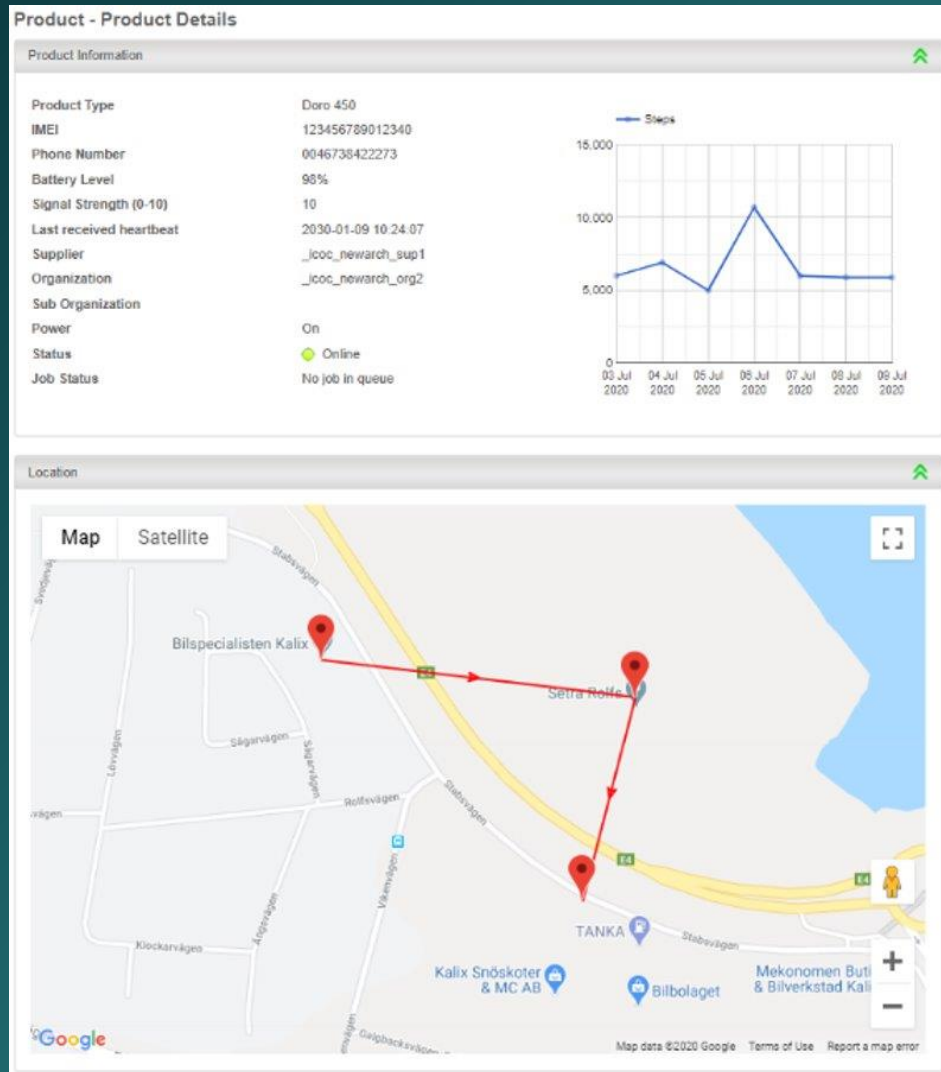
Range around 20 meters.

Portal i-care[®] online

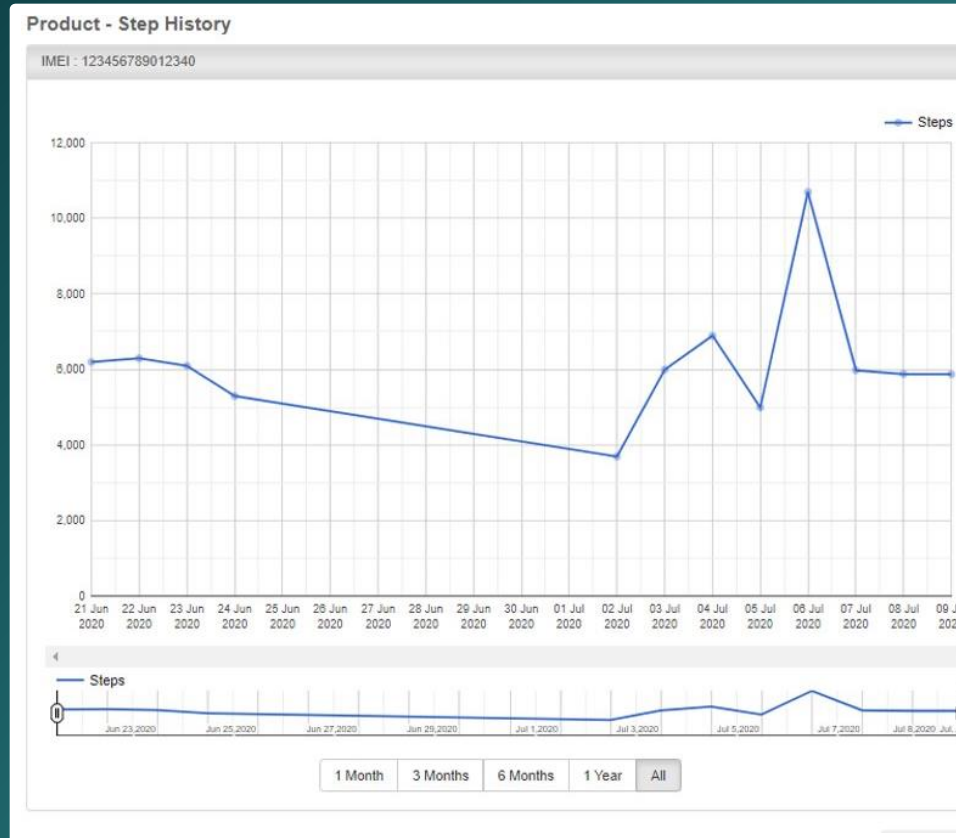
Careium 450 sends regular heartbeats with vital product parameters. Product status is presented in i-care[®] online (ICO):

- Battery status
- Signal strength
- Position, including history
- Step counter, including history

[Login to ICO and demo](#)



Careium 450 has a built-in step counter,
and tracks step history as well



Step counter

Physical activity is important!

- Seniors are recommended to reach 150 min of physical activity every week, i.e. 30 min walking five days a week and should aim for 7000 steps per day.
- Of course, seniors are a very heterogeneous group and the ability to maintain an active lifestyle differs, but nevertheless it should be encouraged!

http://www.fyss.se/wp-content/uploads/2017/09/FYSS-kapitel_FA_aldre_FINAL_2016-12.pdf

Home security

- A range of telecare accessories that enable and support independent living.
- We create a secure home by connecting sensors such as smoke, heat and flood detectors to the social alarm, which will automatically call the monitoring centre if there is a problem.



Smoke detector

Optical radio smoke detector can be connected to all Doro social alarm systems to create a safe and secure home environment.



Heat detector

Emits a loud audible alarm (85dB) and activates a call to the alarm receiving centre via the Doro social alarm when the temperature rises to 57°C.



CO detector

When CO concentration reaches certain thresholds, the detector emits a loud audible alarm (85 dB) and activates a call to the alarm receiving centre.



Extreme Temp sensor

Provides advanced alerts of extreme household temperatures that could lead to unhealthy living conditions.

Personal safety

- Innovative Telecare accessories have an increasing role in supporting individuals to live within their own homes, allowing the independence they want.
- We offer safe and reliable products for remote supervision, fall management, medical adherence as well as various triggers for users with special needs.



Visit camera

Remote supervision system/service enabling virtual checks as a more eco-friendly and less intrusive alternative to home visits.



Vibby Oak Fall detector

Incorporates a manual alarm button along with a micro-controller, 3-axis accelerometers, a vibrator and a radio transmitter.



Pill dispenser

Removes the burden of remembering which tablets to take when and reminds the user by means of an alarm and a flashing light when to take their medication.
Different models available.



Epilepsy sensor

An Epilepsy Sensor is ideal for supporting people who suffer from tonic-clonic (Grand Mal) seizures.
Different models available

Remote supervision & virtual checks

- Virtual checks are a more eco-friendly and less intrusive alternative to home visits.
- Visit provides a safe and reassuring way for service providers to efficiently and responsibly carry out night time checks for a large number of users.



Visit, Camera

Secure camera and communication technology, coupled with safeguards for protecting user integrity.

- Less intrusive than home visits
- Safe and secure technology
- Fiscal-, environmental savings

Specialist Alarms

- Voice Alarm
- Blow switch
- Piko Button
- Ping Pong Switch





Alarm Receiving Centre (ARC)

**24 hours a day, 365 days a year
Support and trained staff on duty**

- Calls answered on average within 30sec
- On-site responder service

6 ARC
Sweden,
Norway, UK

+400
Trained
operators

+15
Different
languages

+375,000
Subscribed service
users

+30,000
Handled alarm
calls/day

Long experience
Founded 1999

Certified
ISO 27001, 14001, 9001

CAREIUM

**Complete end-to-end partner
Excellent track record**

Unique portfolio
with services and
solutions for multiple
applications

Our own
**in-house
telecare service
centres**

Comprehensive,
**end-to-end
digital alarm
chain provider**

**Flexible service
platform**
prepared and
scalable for future
interoperability

ISO 27001

BUREAU VERITAS
Certification



Testimonials & real life stories



Our solutions and services support people living at home with diverse conditions – as an example those at risk of falls and people living with dementia.

DEMENTIA

"Help is at hand for my mum when I can't be there"

CARER

"I feel more confident and my wife can now sleep soundly"

DEMENTIA

"I can look after my wife and be confident she is safe"

DIABETES

"My life changed completely, I feel safe and secure but also free"

PARKINSONS

"My GPS tracker has given me the ability to live with a smile again"



Making life easier with GPS watches



**“ We only see
advantages with
this product. ”**

Åsa Trolle

Unit Director

Östersund municipality

In Östersund, Sweden, the municipality has worked hard to make technical aids, such as night vision cameras and GPS alarms, a natural part of the everyday lives of the senior community.

Östersund municipality is facing similar challenges to those faced by many municipalities across Europe as the number of senior citizens grows.

Care requirements are increasing and it is not easy to find appropriate staff resources.



Uddevalla case study *Visit by Careium*

“The advantages of *Visit by Careium* are many – the user feels more secure, the solution is discreet, and the local municipality benefits from economic savings and lowering its environmental footprint.”

Christer Fransson

**Unit Director
Uddevalla municipality**



UDDEVALLA
KOMMUN

Västervik case study

Smoke detector

“ The importance of being connected to an alarm receiving centre cannot be stressed enough. It ensures that the emergency services can be contacted on behalf of the vulnerable adult who may not hear or be able to respond to a stand-alone alarm ”

Sven Tholén, Unit Director Västervik municipality

Jacob Dahlquist, Västervik Fire brigade



VÄSTERVIK
KOMMUN



**“A nation’s
greatness is
measured by
how it treats
its weakest
members.”**

Mahatma Gandhi

Thank you!

Tracy Rees

Key Account Manager

tracy.rees@careium.com