



MEDICUBEX

Revolutionizing

healthcare with the  
medical check-up and  
telehealth

Medicube X®  
eHealth Stations

# Problem

- 1** **The impact of global nursing shortage and ageing populations are getting worse globally.**

*The world will face a shortage of up to 13 million nurses by 2030 globally.*

- 2** **Absence of preventive healthcare measures results in extended, costly treatments, premature disabilities, and loss of life.**

*Over 1.2 Billion hypertensive people globally with less than 50 % being managed properly. 1 in 5 on track to develop Type 2 diabetes before retirement.*





# Cardiovascular diseases

Heart attack  
Heart failure  
Stroke  
Brain bleed  
Atherosclerosis

**+90%**

could be prevented with lifestyle interventions and medication

Known risk factors are underdiagnosed and untreated

**20%**

1 in 5 develop Type 2 Diabetes before retirement

**50%**

of people over 30 are hypertensive, and half don't know it

# eHealth Station measurements

## Thermometer

- Body temperature

## Blood pressure

## AGE Reader

- risk of CVD and T2D

## Body composition

- Body fat
- Basal metabolic rate



## ECG

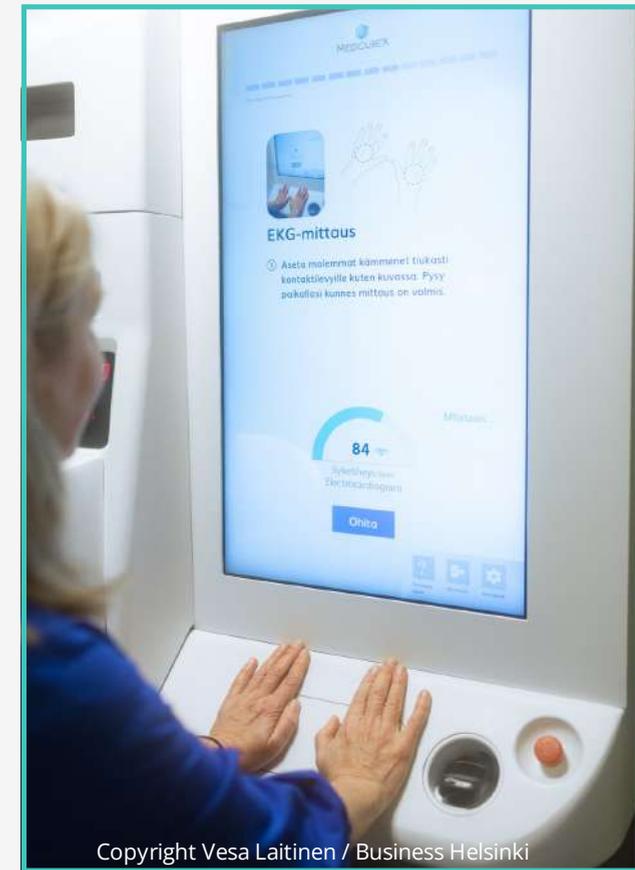
- HRV, HR
- Rhythm analysis
- Arrhythmia detection

## Pulse oximeter

- SpO2
- Respiratory rate

## Scale

- Weight
- BMI



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Real time data for use in the clinic or remote appointments

In the pipeline: hemoglobin, cognitive testing, automated health analytics



Introduction video  
eHealth Station

<https://youtu.be/QOj4Avw0GcE>

# Automation & Access

1

## Primary and specialized healthcare

Fully-autonomous vital sign measurements, digital triage and remote care.

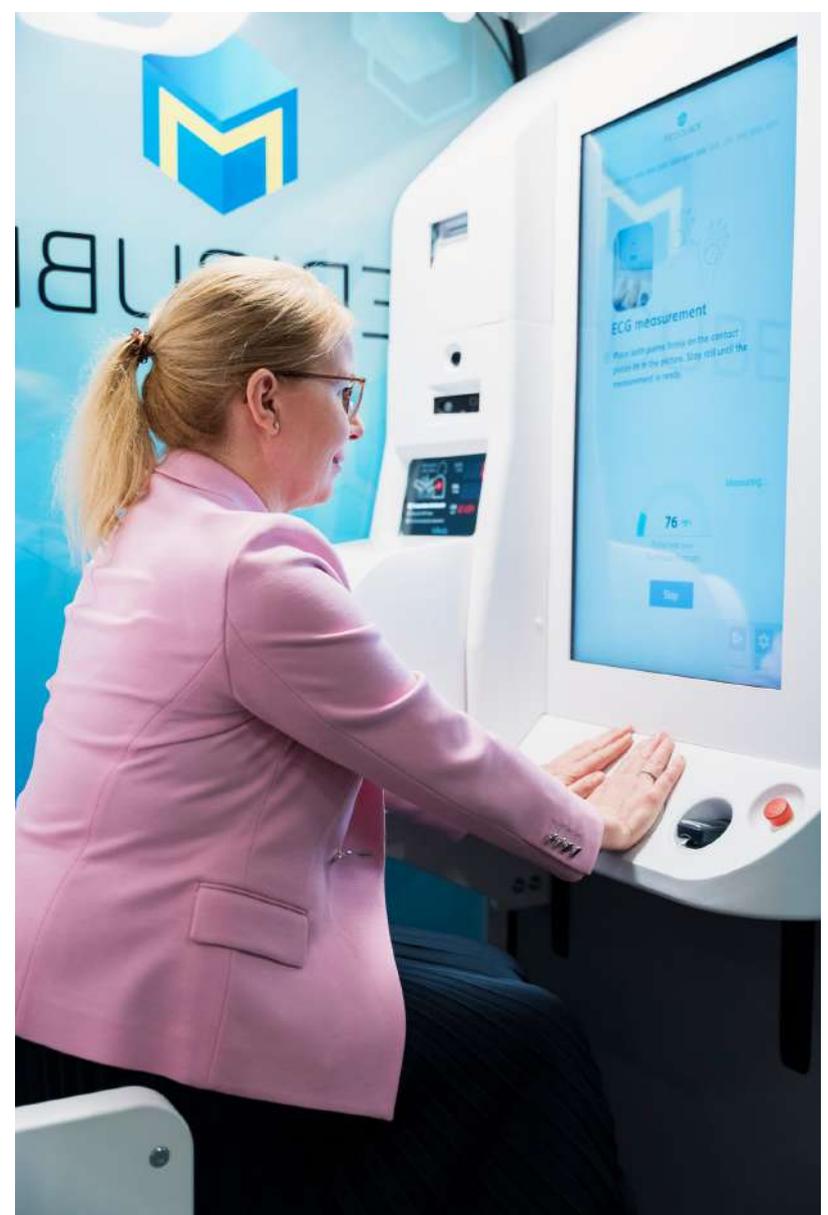
- **up to 33% more patients** can be treated in Urgent care, shorter queues
- **Certain appointments can be 100% automated**

2

## Workplace & community

A platform for regular health check-ups to detect diseases at an early stage and to provide access to doctors' consultation for treatment.

- **reduce healthcare costs** related to chronic illnesses
- access to better information on how to **improve overall health** in the long term



FOR WHOM

# Our clients

1

Hospitals and clinics

We automate, optimize and digitalize part of routine work in order to fight the nursing crisis and improve quality of care.

2

Occupational health

Regular health check-ups and telehealth to employees paid by **employers or insurance**.

3

For communities

Access to preventive healthcare and diagnostic services paid by **insurance, retailers or public healthcare**.



Spektri Business Park,  
Espoo



Kontinkangas wellbeing  
centre, Oulu

# Our solution has shown its value

Without our Station a nurse spends on average 4-5 minutes measuring vital signs, and 3-5 minutes to input this data to EHRs. All on this can be automated with MedicubeX!

Available to 200 000 Finns. Current customers expected to provide coverage to 1.3M people.

**98%**

user  
satisfaction

**33%**

more patients  
in acute care

**8 min**

saved per  
patient

**Helsinki**



 Kalasatama Health and Well-being Centre, Helsinki.



 Vuosaari Health Station, Helsinki.



# BUSINESS MODEL

## Annual Recurring Revenue (ARR)

**B2G**

- ✓ Subscription model
- ✓ Fixed price per unit
- ✓ Unlimited number of users

**B2B**

- ✓ Subscription model
- ✓ Revenue sharing
- ✓ Price scaling with number of users

**B2B2C**

- ✓ Subscription model
- ✓ Revenue sharing
- ✓ Fixed price per use

Minimum leasing duration 1 year

Target contract duration 3+ years

Estimated technical lifetime of unit 10 years

# Solution

## Automating Healthcare Processes with Digital Solutions



# AI-powered screening

**Unique Cardiovascular Disease Risk analysis and risk index** under development with Machine Learning

The unique personal risk analysis tool can warn users and healthcare professionals about serious health problems and save lives

- Conceptually like **Finriski** or **Framingham score**
- **No blood tests** required
- Developed together with **VTT Technical Research Centre** of Finland and **Lifeline Biobank (NL)**, over **80 000** participants in data set
- A novel way to screen entire populations



# MedicubeX Team

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**Vili Kostamo, MD**  
CEO, Co-founder



**Heikki Rautajoki**  
Chairman-CFO,  
Co-founder



**Oksana Lahtela, MD**  
COO



**Taavi Laukkanen**  
CRO



**Joona Kostamo**  
CTO



**Mari Ingman-Ikonen**  
Customer Success  
Manager



**Merike Seer, MD**  
Country Manager  
Estonia

# Board and Advisors

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**Thomas Lundström**  
Board Member,  
Investor



**Joe Hamari**  
Board Member,  
Investor



**Marja Aarnio-Isohanni**  
Advisor, investor



**Marc Wullings**  
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Cardiologist,  
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# Conclusion

## Why MedicubeX is the right company for You?

- **Critical timing:** With an aging population and increasing healthcare demands, MedicubeX alleviates staff shortages by offering the needed healthcare automation solution, meeting the demand of hospital managers.
- **Scalable Business Model:** Our highly scalable business model where customers pay annually for the services provided, without actually buying the product.
- **Strategic Partnerships:** We've partnered with
  - *Innokas Medical*, an industry leader in developing medical technology in the Nordics.
  - *Framery*, leader in booth manufacturing - present in over 70 countries.
  - *VTT Research Centre of Finland*, one of Europe's leading research institutions.
  - *Desigence*, specialists in designing medical devices and equipment for extreme conditions.



- **Right team:** Our diverse team includes interdisciplinary and international expertise from different industries such as business, medicine and software engineering. This collective expertise empowers us to find new ways to improve our solution, scale-up and expand.



# Sustainable Development Goals

## 3.4 NON-COMMUNICABLE DISEASES AND MENTAL HEALTH

MedicubeX focuses on early disease detection and preventive care through regular health monitoring aligning with SDG 3.4's goal of reducing morbidity and mortality caused by NCDs.

MedicubeX increase access to healthcare services by providing autonomous vital sign measurements and telemedicine consultations. This helps in addressing inequalities in healthcare access, a key component of SDG 3.8.

