



Mutuo Health Solutions

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AutoScribe dramatically reduces administrative burden on doctors, thereby improving job satisfaction and patient throughput

AutoScribe is an...

AI tool that analyzes patient-doctor conversations in real-time to automatically generate high-quality medical notes

FOR DOCTORS

- Treat 20% more patients and reduce doctor burn-out by **eliminating time-consuming data-entry work** that doctors hate doing
- Easier follow-up visits due to richer and more comprehensive **medical notes**
- **Automated workflow** (prepare prescriptions, order specialist consults, etc.) based on contextualized understanding of the conversation - *coming in 2023*

FOR PATIENTS

- Improves patient outcomes and satisfaction by enabling the doctor to be more present in the conversation **vs. taking endless notes**
- **Full transcripts of the conversation** with the doctor to ensure follow-ups and understanding of medical guidance

The Mutuo Difference

- **Strong** customer testimonials where product has been deployed
- **Transparent** data use strategy that strictly limits what Mutuo can do with sensitive data thereby increasing physician trust and rapid adoption
- **Flexible** AI technology performs exceedingly well even with low volumes of data [Note content recall (compared to human notes): 88%]
- **Attractive** unit economics at scale with sticky subscriptions once introduced to formal clinical workflows
- **First mover advantage** in the Canadian market with opportunity to scale internationally when product matures
- **Large** addressable market that is rapidly growing (52% CAGR)
- **Distinctive** team with deep AI and medical expertise
- [Point about Noah's reputation and breadth of network in the Canadian market → trust → have a slide of noah in the news]

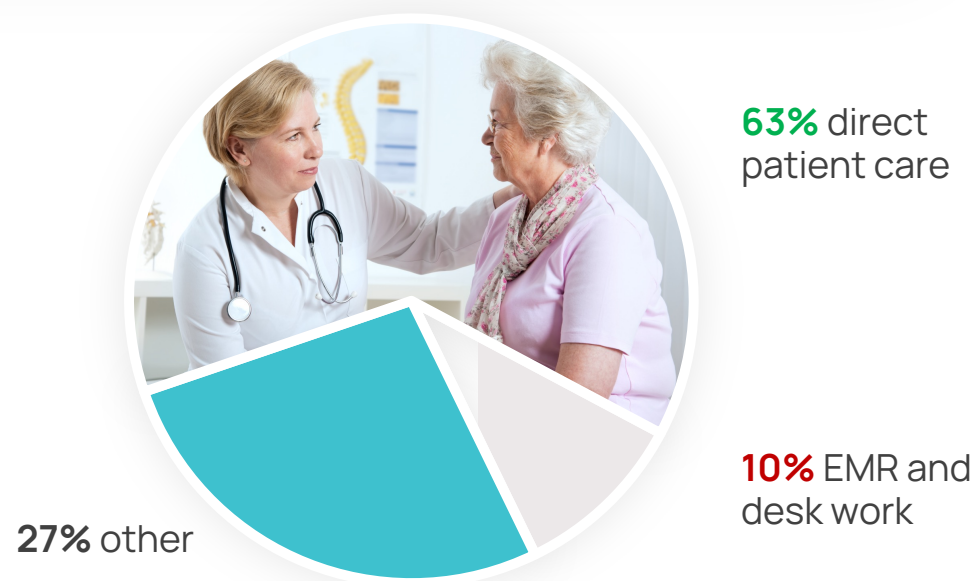
Challenge

Doctors spend an outsized amount of time on tedious, low value-add work such as writing notes in their electronic medical records

How doctors **ACTUALLY**
spend their time¹



How doctors **WANT**
to spend their time



Introducing AutoScribe: A doctor's digital scribe assistant powered by AI



1: TRANSCRIBING

Ambient speech recognition transcribes the patient-physician dialogue (in-person or virtual care settings)



2: SUGGESTING

Machine learning (NLP) suggests medical notes and visit summary handouts for the patient



3: ACTING

Clinician edits and accepts the notes; medical notes inserted into EMR and handouts forwarded to patient



4: IMPROVING

AutoScribe learns from each edit, improving the accuracy and personalizing future outputs to individual doctors writing style



[Click to watch demo here](#)
Password: \$happierMDs\$

Solution Benefits

REDUCES DOCTOR BURNOUT BY
IMPROVING THEIR JOB SATISFACTION

ADDRESSES CRITICAL PAIN-POINTS
FOR INNOVATION ADOPTION IN HEALTHCARE

Comprehensive

Records entire patient-doctor interaction

Efficient

Pulls out pertinent information in real-time during the clinical visit and eliminates the need to write or dictate the encounter

Personal

Continuously learns and adapts to physician's unique writing style



More **engaged** doctor-patient interactions



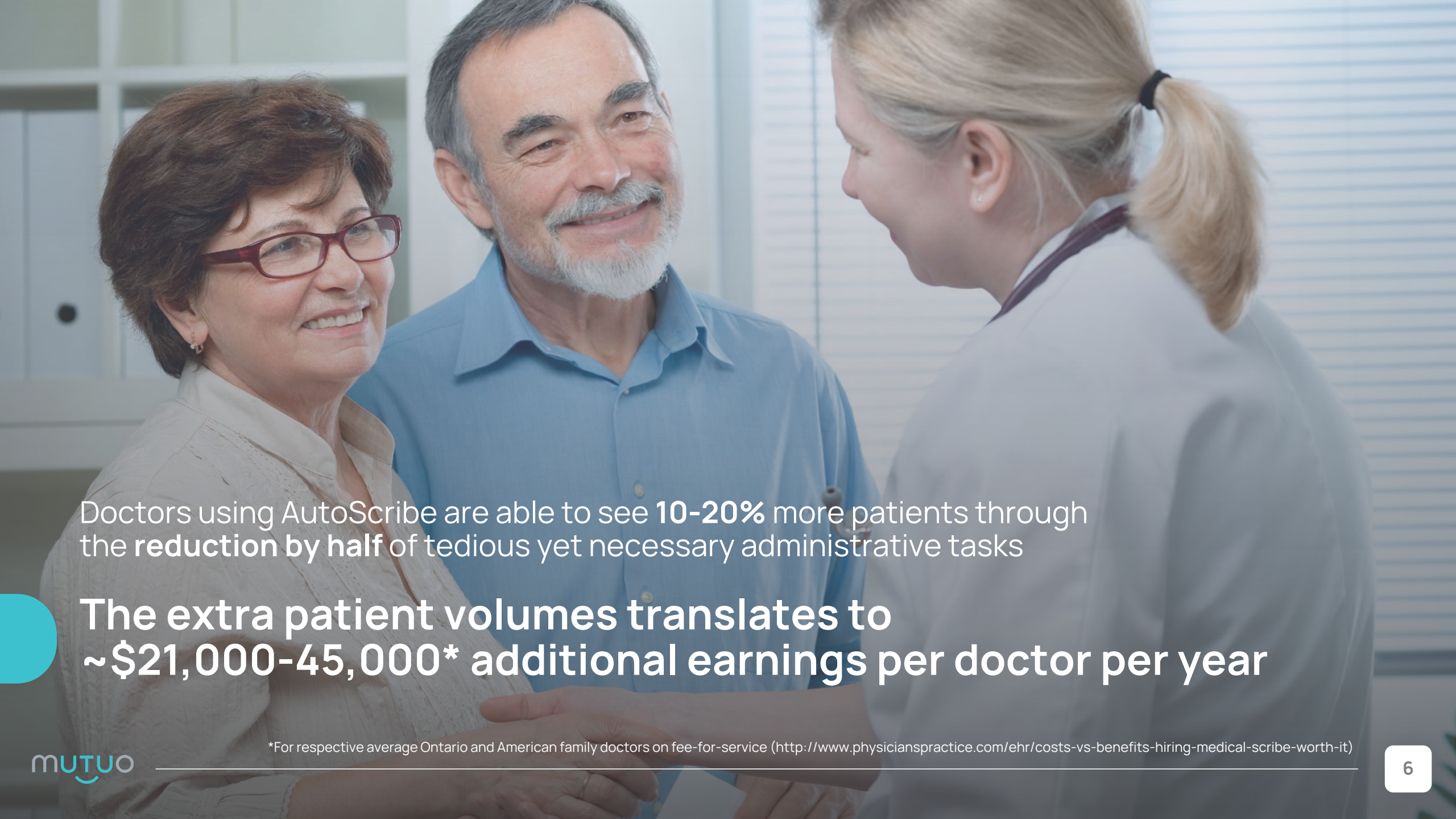
Reduces wait times, enabling clinicians to see more patients



More **efficient, cost-effective** clinical encounters



Reduces administrative burden so clinicians can focus on higher value activities



Doctors using AutoScribe are able to see **10-20%** more patients through the **reduction by half** of tedious yet necessary administrative tasks

**The extra patient volumes translates to
~\$21,000-45,000* additional earnings per doctor per year**

Market

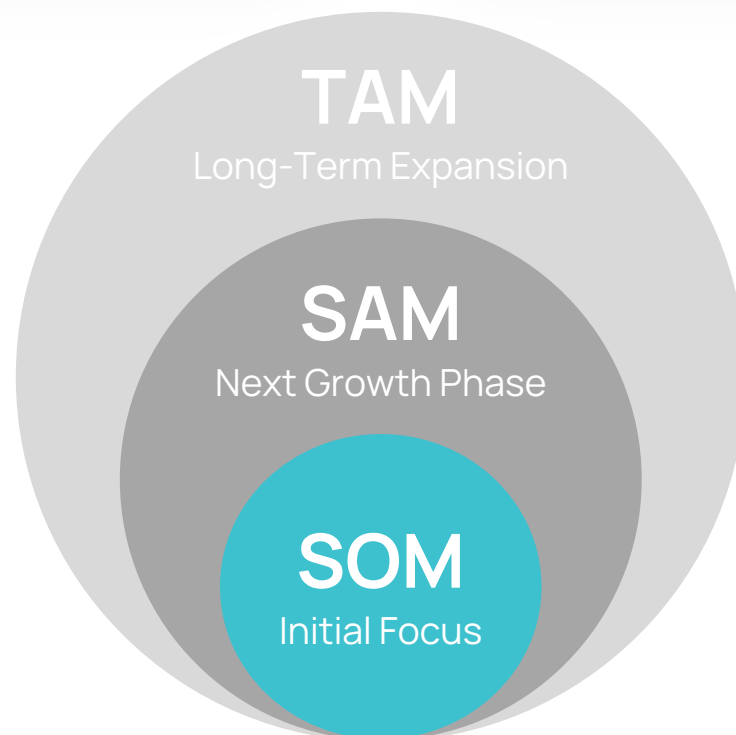
Immense and rapidly growing addressable market

AI-based scribe market growing at
52% CAGR**

Global medical transcription services market:
\$66.5B* (2021)

1

AutoScribe is
**Canada's first AI-
powered medical
scribe tool**



Total Available Market (TAM)
By 2027
\$4.89B

Serviceable Available Market (SAM)
By 2027
\$2.32B

Serviceable Obtainable Market (SOM)
By 2027
\$500M

Competitive Landscape

Significant investment due to large opportunity,
but only Mutuo operates in Canada



Mutuo Health's differentiated brand and company culture is built on:

1. scientific validation of our AI with superior accuracy and associated credibility with our doctor-users,
2. a **mutual** understanding and trusting relationship with our doctor-users that continuous handling of their sensitive data by our team is necessary for optimized AI outputs



COMMUNITY CLINICS

Tiered SaaS+IT fees

Pricing: \$4K / year
per MD by year 4

✓ 5 current paid users,
5 in pipeline

✓ lower barriers to entry
/ shorter sales cycle

(average of 3 tiers see appendix 3)



HOSPITALS

Tiered SaaS+IT fees

Pricing: \$7K / year
per MD by year 4

✓ well-resourced
market influencers

✓ Provide scale and
credibility

(predicted enterprise Accounts)



TELEMEDICINE & EMR COMPANIES

License Royalties

Royalties: \$3K / year
per MD by year 4

✓ minimal overhead

✓ Natural distributor
given complementarity

Next Milestones

We have a clear path to **build and capitalize on demand**

Launched MVP -increase sales

Q1 2023

- 5 paying clinicians at 3 clinics - initial ARR
- R+D works-in-progress:
- Note generation model
- EMR action prediction

Improve AI

Q2 2023

- 10 clinicians converted
- 10 clinics and 80 physicians in sales pipeline
- R+D works finalized:
- Note generation model
- EMR action prediction

Market Expansion

Q3 2023

- Additional ARR earned from 8 clinics and 60 physicians
- Initial revenue earned from 2 hospitals
- Opportunistic exploration of US market

Growth

Q2 2024

- Initial revenue from EMR licensing
- Used in 60 clinics by 520 users
- R+D into EMR navigation using voice; billing prediction; form completion; clinical trials of real-time decision support service

Team

We are clinical and AI leaders and entrepreneurs
with deep expertise in healthcare systems



NOAH CRAMPTON

Chief Executive Officer
U of T Clinician Investigator,
UHN primary care research lead
MDCM | McGill University



SERENA JEEBLEE

Machine Learning Lead
MSc Carnegie Mellon
PhD Computer Science | U of T



MOHAMMED BUTTU

Software Engineering Lead
B. Applied Technology of Software
Development | Seneca College
10 Years CTO-level work

*TEAM MEMBERS

**ADVISORS

St. Michael's

Inspired Care.
Inspiring Science.



UNIVERSITY OF
TORONTO

LKS-CHART

**VECTOR
INSTITUTE**

FRANK RUDZICZ

Technical oversight

Associate Professor, | U of T
Associate Scientist, | St. Michael's Hospital
Faculty Member | Vector Institute for AI
CIFAR Artificial Intelligence Chair

ANDREW PINTO

Research advisor

MD, CCFP, MPH | U of T

MUHAMMAD MAMDANI

Healthcare Industry Strategist

PharmD | U Michigan
MPH | Harvard University

ZEL CRAMPTON

Business Advisor

B. Eng | McGill University
MBA | Columbia University

Use of Funds

We are raising **\$500K USD** for initial go-to-market and positioning for institutional fundraising

USE OF FUNDS OVER 18 MONTHS THROUGH Q2 2024

\$100,000

Sales and marketing campaign

Investment in sales process including resources, collateral and customer acquisition

\$200,000

Hire new company personnel

- 1 business development lead
- 1 customer service representative
- 1 junior AI engineer (for R+D into new features)
- 1 junior full-stack software engineer
- 3 human scribes (outsourced overseas)

\$200,000

Finalize integrations with top 5 EMR software vendors

- EPIC, CERNER, Meditech,
- Telus Health (PS and CHR),
- Accuro QHR Includes initial development cost and cost of customized integrations with each new client's deployed system

MUTUO HEALTH SOLUTIONS

IMPROVING THE QUALITY AND EXPERIENCE OF HEALTHCARE WITH AI

PLEASE CONTACT US TO LEARN MORE:

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Supported by the
following incubators and
government programs

