

# Company Profile

May 2016

**Contact:** Mrs. Judith Hofstatter, hjudith@itamar-medical.com

**Company Sector:** Life Sciences, Medical Devices

**Date of Establishment:** 1997

**Public (TASE: ITMR):** Since 2007

Itamar Medical is a medical device company focused on leading the integration of Sleep Apnea management into the cardiac patient care pathway. Our core strategies include (i) the development, manufacturing and sales of the WatchPAT™ diagnostic product line based on the proprietary PAT® signal that was proven as a simple, comprehensive, reliable and scalable alternative to airflow and it enables point-of-deployment versatility; and (ii) Total Sleep Solution – a product that includes a field support organization, partnerships, as well as core and supporting technologies that enable all physicians in general and Cardiologists in particular to provide a seamless and full continuum of care to Sleep Apnea patients as part of their care pathway.

In addition, the company has developed and is currently marketing the EndoPAT™ system - an endothelial function assessment tool for risk classification used by clinicians, researchers and pharma companies to easily and reliably quantify and track arterial health.

## **The Total Sleep Solution (TSS):**

Itamar Medical, in collaboration with leading sleep physicians and industry partners, has pioneered a novel cross-disciplinary model of care developed for the integration of Sleep Apnea management into cardiac patients care pathway.

TSS expands the reach of sleep services by enabling point of care variability, providing a scalable model for management of a massive volume of patients' while reducing wait times and overall cost, and offering optimized IT systems and human field resources to support the vast underdiagnosed pool of cardiac patients suffering from the co-morbidity of Sleep Apnea.

- Simplifying patient access to Sleep Apnea care
- Improving patient flow management
- Optimizing therapy and patient compliance

## **WatchPAT:**

An innovative FDA-cleared device for the diagnosis of sleep breathing disorders, specifically Sleep Apnea. It is a small wrist mounted device which allows testing in the comfort of the patient's own home.

## **Partnerships:**

During the past few years, Itamar Medical has signed a number of strategic marketing agreements for its products, including agreements with Medtronic and DeVilbiss in the US, and Philips Respironics & Nihon Kohden in Japan.

## **PAT® Technology:**

Its proprietary technology enables the non-invasive recording, measurement and analysis of Peripheral Arterial Tonometry, or the PAT signal. The PAT signal measures changes in a patient's pulsatile arterial volume, providing a "window" to the cardiovascular system and the sympathetic branch of the autonomic nervous system.

## **Vision:**

To be the world leader in providing complete sleep solutions to cardiac patients.

## **Mission:**

To improve cardiac patient care through the integration of innovative and clinically efficient Sleep Apnea management solutions to the care continuum that reduce overall healthcare costs.

The corporate headquarters, R&D, and manufacturing for Itamar Medical Ltd. are located in Israel. The company markets, services and supports its products worldwide. Itamar Medical has wholly-owned subsidiaries in the U.S. and Japan and distribution channels around the world.

