



LILI SMART

One line pitch:

?Lili Smart is a smart all-in-one solution giving peace of mind to caregivers while empowering ?their loved one to maintain autonomy and stay safe.

Market Analysis:

+ 100 000 000 people worldwide are unpaid caregivers. Caring for a loved one is stressful, costly and impacts your daily life. Caregivers looking after a loved one are facing multiple difficulties: Get organized, communicate with the health professionals, the anxiety that something happens in their absence, the extreme difficulty to help their loved one to stay independent, at home and the lack on information disabling the ability to anticipate the loss of autonomy of the people they care for. In the meantime, companies focuse on patients' safety only. As result 1 caregiver on 3 will die before the people he cares for. This is why we created a service dedicated to caregivers.

Value proposition:

Lili Smart enables carers to organize themselves effectively; to assist their loved one in his daily activities; to be alerted in case of emergency and also to analyse health preventively by detecting deterioration. The solution is composed of a smartwatch for patients measuring their activity, sensors placed at home and an app for caregivers. Our innovation lies in our ability to offer a customizable solution responding to a situation, by definition complex & unique. ?Because every family & disease is different, Lili Smart adapts. ?Our IA algorithms analyze the person's lifestyle and detect degradation. Our system relearns continuously, making Lili Smart a powerful tool for risk prevention.

Business Model:

Lili smart is service our client subscribe to on a monthly basis. We offer a turnkey solution to our customers with a range of 3 offers including an application + 3 sensors + 1 smart GSM watch for 60 € per month VAT. Our offers include online training as technical and operational support. Our revenues are complemented by the sale of additional sensors (i.e. 20 € upfront each + 2 € per month). We have got 3 distribution channels : Direct sales via our website and call center (intern) ; B2B2C via are resellers such as the Pharmacist (partnership with PharmaVie & Teva pharmaceutical); B2B targeting the enterprise (1 carer on 2 works).

IP and Regulatory situation:

The brand Lili Smart, our logos and code source are the property of Lili Smart SAS. We have got an agreement, the société de service à la personne agreement provided by the state of France which makes our clients pay only 50% of the of the prices we apply (either as tax deduction or money back gave by the state if people does not pay tax). We are compliant with the regulation in term of personal data protection in France. We are CNIL registered.



COMPANY PROFILE

- **Website:**
<http://www.lilismart.com>
- **Field:**
- **Contact:**
THERY Vincent
vincent@lilismart.com
- **Location:**
73 rue François Mermet
69160 Tassin-la-Demi-Lune
France
- **Founded in:** //04/2016
- **Employees:** 3 (we are hiring 7 peoples)
- **Financial information (€):**
 - **Company stage:**
Commercial availability
 - **Capital raised to date:**
500,000.00
 - **Monthly burn rate:**
20,000.00
 - **Capital seeking and date:**
300,000.00 (debt: bank & BPI France). Expected date November 2017
- **Investors:**
Vincent Thery, Aymeric Garnier, Private investors