



PRESS RELEASE

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LA POSTE IS CONTINUING TO DEVELOP ITS HOME HEALTHCARE SERVICES AND HAS ACQUIRED A STAKE IN NEWCARD

Following the acquisitions of Asten Santé and Diadom, La Poste is continuing to develop its home healthcare services by taking a stake in Newcard, a start-up specialised in the remote monitoring of chronic pathologies. Through this new investment, La Poste aims to consolidate its presence in the healthcare sector and firmly establish its position in remote medical monitoring.

Having acquired a minority stake (27%), La Poste will work alongside **Newcard's** other shareholders - the founders and the start-up studio Sparkling Partners - to support the growth of a major player and pioneer in the market for remote monitoring of chronic pathologies.

The aim is to bring together the very best medical, digital and logistical expertise in order to provide innovative home healthcare services that improve and facilitate the treatment and monitoring of patients by healthcare professionals, while ensuring both medical and economic benefits.

Newcard is specialised in monitoring heart failure and kidney transplants and aims to extend its remote monitoring solutions to other chronic diseases (respiratory failure, diabetes, neurological disorders, etc.) and thus develop new methods for managing patient care. With its home measurement and monitoring system, Newcard aims to improve the efficiency of patient care and reduce hospitalisations by rapidly detecting any signs of deterioration. Today, heart failure affects more than one million people in France and results in approximately 150,000 hospitalisations a year. This represents an annual cost of almost €2 billion for the French National Health service (*Assurance Maladie*). The widespread deployment of remote solutions for monitoring this pathology will enable the French healthcare system to save several hundred million euros a year.

The **Covid-19** health crisis has highlighted the need to accelerate the development of new services that help healthcare professionals provide better support and care to patients by integrating home monitoring into their healthcare approach. With its "*1 Minute pour mon Cœur*" (1 Minute for my Heart) solution, a remote service for monitoring heart failure, Newcard clearly demonstrated the value of such a service during the pandemic to ensure the high-quality monitoring of patients at risk of severe forms of heart failure, at a time when access to treatment and care was more complicated. Indeed, the health crisis has made society more aware of certain issues and this will undoubtedly accelerate the deployment of remote medical services and contribute to improving healthcare management going forward.

Since 2017, with the acquisitions of Asten Santé and Diadom, **La Poste** has been developing a range of home healthcare solutions that provide patients and medical professionals with



the services and equipment they need to provide high quality care at home. La Poste's home healthcare business generated €155 million in revenue in 2019, thanks to sustained development through organic growth and acquisitions. This new investment is in line with La Poste's strategy of developing local services.

About Newcard:

Newcard is a start-up based in Lille. The company employs 20 people and provides remote monitoring services to patients suffering from chronic diseases. Since 2017, Newcard has established itself as the joint-leader for remote heart-failure monitoring solutions on the French market. Based on the initial idea to remotely monitor heart failure, launched by the French National Union of Cardiologists in 2014, Dr. Gregory Perrard, an independent cardiologist, worked on deploying the concept with Sparkling Partners, a start-up studio. The entity was then housed in the Euro Santé business incubator in Lille. Newcard was officially created in 2016, at the same time as the specifications for the remote monitoring of chronic pathologies were published in the French "Official Journal", as part of the ETAPES programme (*Expérimentations de Télémedecine pour l'Amélioration des Parcours En Santé* - Experiments in remote medicine to improve healthcare approaches), which also provided access to funding. In 2017, Newcard brought out its "*1 Minute pour mon cœur*" (1 Minute for My Heart) solution for remotely monitoring heart failure and deployed it throughout France. In 2019, Newcard won an award from the Académie Francophone de Télémedecine et de E-Santé - in the Artificial Intelligence category - for its contribution to risk prevention, healthcare management and access to care.

In 2020, Newcard officially launched the "*1 Minute pour mes reins*" (1 Minute for my Kidneys) solution, a remote monitoring service for kidney transplant patients. To carry out its activities, Newcard has established a scientific committee, bringing together the best experts in each of the pathologies concerned. The committee members work in both private clinics and public hospitals. They contribute to developing the algorithms used and in clinical validation studies. Drawing on its experience, Newcard aims to develop an overall solution for the follow-up of patients with chronic diseases.

About Le Groupe La Poste:

La Poste is a state-owned public limited company, a subsidiary of Caisse des Dépôts and the French State. Le Groupe La Poste is divided into five business units: Services-Mail-Parcels, La Banque Postale, Network La Poste, GeoPost, and Digital Services. The Group operates out of 47 countries on four continents. La Poste's 17,000 postal retail outlets make it France's leading local business network, serving 1.3 million customers every day. La Poste has been carbon neutral since 2012 and delivers 21.6 billion items worldwide (letters, printed advertising media and parcels), 6 days a week. In 2019, the Group generated €26 billion in revenues (30% from outside France) with a headcount of more than 249,000. La Poste aims to further develop its transformation through on-going diversification. With its goal of becoming the leading company in local personal services, for everyone, everywhere, every day, La Poste is committed to making life simpler for all.

Press contact

Perrine Landry
perrine.landry@laposte.fr
+33 (0)1 55 44 22 39