

## HeraCARE Shortlisted for Government tender in Spain

- HeraCARE technology solution has been shortlisted for the Catalanian Government's qualification tender as part of a comprehensive technology solution for obstetrics departments in nine hospitals in Catalonia, Spain, led by Hospital Hispania.
- As part of the process, HeraMED has signed a binding MOU with leading medical technology company - Hospital Hispania.
- Headquartered in Madrid, with over 25 years of experience, Hospital Hispania offers innovative medical technologies and equipment aimed at optimising clinical processes in the obstetrics segment and represents a strategic partner for HeraMED in the Spanish market.
- Should the qualification process be successful, and Hospital Hispania win the Government tender process, then Hospital Hispania have committed to purchase an initial number of HeraBEAT devices and HeraCARE software platform licenses for approximately USD250,000 in 2022.
- Following this process, both parties will seek to enter into a comprehensive collaboration agreement allowing Hospital Hispania with exclusive rights to distribute HeraMED's technology to additional healthcare providers across Spain.

**HeraMED Limited (ASX:HMD)** ('HeraMED' or the 'Company'), a medical data and technology company leading the digital transformation of maternity care, is pleased to announce it has been shortlisted for a Government qualification process for technologies in obstetrics. The tender submission process is led by 'Hospital Hispania', a leading Spanish medical technologies and equipment integrator and distributor. The purpose of the qualification tender is to leverage new digital technology to provide 'Connected Maternity Care' to several leading hospitals across Catalonia. The Tender is part of a government-led effort to adopt cutting-edge technology allowing personalised, better care leveraging remote monitoring and Telehealth.

Hospital Hispania was founded in 1996 and has a national distribution network across Spain. After a careful technological evaluation and market analysis, Hospital Hispania have elected to promote and market the HeraCARE technology in the Spanish market, leveraging the unique opportunity created by COVID-19 to develop a 'Connected Maternity Care' model.

**HeraMED CEO and Cofounder Mr David Groberman**, said: "I believe the MoU we signed with Hospital Hispania represents the start of an exciting commercial collaboration. We are encouraged by the significant interest taken by the team at Hospital Hispania to collaborate with HeraMED, and for their plans to promote the technology across their network of hospitals and medical practitioners in Spain."

**Mr. Hidalgo Hospital Hispania Cofounder** said: "We are very excited to partner with HeraMED to promote this groundbreaking technology across Spain. Even prior to COVID-19, there has been a growing need for remote monitoring in maternity care and we are looking forward to ensuring the commercial opportunity can be maximized."

“We have been carefully evaluating HeraMED’s technology over several months, including demonstrations across leading hospitals in Barcelona and the feedback has been tremendously positive. We believe the potential is substantial, and should we win the government tender it will significantly leverage the adoption and growth.”

### **About Hospital Hispania**

Hospital Hispania was established in 1996 for marketing, integrating and maintenance of medical equipment and consumables for the health sector. All the partners involved bring knowledge and experience from more than 30 years working in the health sector.

Hospital Hispania’s mission is to provide innovative solutions to professionals in health, health emergency and disaster management that maximise their effectiveness in performing their main function of saving lives, based on knowledge of the most advanced technologies, providing training in the best use of these and ensuring technology solutions are adopted where appropriate.

To achieve this goal, we dedicate special attention to the training of our staff and their satisfaction in the workplace and personal use. All this with the global commitment to quality of service and compliance with the strict operating rules required by the sector in which we operate. The company has a specialised commercial network that carries out information and advice on the products and IT technology that makes up our catalogue of medical technology. The company has a unique department of product specialists focused on training health professionals in the most advanced diagnostic and treatment techniques. Hospital Hispania collaborates with the most professional societies of the specialties in which it works in order to ensure professionals are informed of the latest and most advanced techniques available, as well as in how to use them.

### **About the Memorandum of Agreement with Hospital Hispania**

Subject to a successful Catalonian Government qualification process, Hospital Hispania has agreed to purchase 300 licenses of the HeraBEAT hardware devices and HeraCARE software platform from HeraMED as follows:

- Hardware will include the HeraBEAT and optionally blood pressure monitors and weighing scales.
- The full-service premium suite of the HeraCARE platform will be deployed across 9 hospitals.
- Total commitment for year 1 is approximately USD250,000. Revenues are expected mostly during 2022 and will be paid on a quarterly basis in accordance with HeraMED’s licensing terms and conditions.
- Final prices will depend on details to be agreed with the hospital, according to their requirement for additional hardware components as well as the HeraCARE software component to address high-risk pregnancies, real-time non-stress test etc.
- This represents the first project in Spain. On completion of the qualification process and tender to be followed, both parties will seek to enter into a comprehensive collaboration agreement allowing Hospital Hispania with exclusive rights to distribute HeraMED’s technology in Spain.
- Memorandum of Agreement is effective for one (1) year or until terminated by either party’s written notice of sixty days to the other party.

This announcement has been authorised by the Board of HeraMED Limited.

-ENDS-

**HeraMED Limited**

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E: [tchapman@pacpartners.com.au](mailto:tchapman@pacpartners.com.au)**About HeraMED Limited (ASX:HMD)**

HeraMED is an innovative medical data and technology company leading the digital transformation of maternity care by revolutionising the prenatal and postpartum experience with its hybrid maternity care platform. HeraMED offers a proprietary platform that utilises hardware and software to reshape the Doctor/Patient relationship using its clinically validated in-home foetal and maternal heart rate monitor, HeraBEAT, cloud computing, artificial intelligence, big data and a digital social networking dashboard.

**About HeraCARE**

The Company's proprietary offering, HeraCARE, has been engineered to offer a fully integrated maternal health ecosystem designed to deliver better care at a lower cost, ensure expectant mothers are engaged, informed and well-supported, allow healthcare professionals to provide the highest quality care and enable early detection and prevention of potential risks.