



Press release

H4D raises €15 million to revolutionize access to healthcare with its telemedicine pod, the Consult Station®.

New funding round will be used to accelerate sales, develop new markets and launch the company's US presence.

Paris, June 9, 2020 – H4D, the Paris-based health tech startup and maker of the Consult Station®, has completed a €15 million round of funding. The Consult Station®, the first connected medical office, is an award-winning telemedicine solution that enables a remote healthcare provider to conduct a complete clinical examination. This new funding round comes on the heels of H4D's strong customer growth at home and expansion into new markets.

Existing investors Atoga, Aviva France, Bpifrance and LBO France were joined by Supernova Invest and a Family Office in a show of confidence in H4D's strong growth potential in its domestic and international markets. With this new round of funding, H4D will accelerate sales in its current markets and develop new services around the Consult Station®. H4D will also use these funds to launch its US business headquartered in Cambridge, MA.

As part of this funding, H4D will also grow its team and strengthen its leadership, beginning with the arrival of Didier Argenton as CEO.

"We are seeing exponential growth in the global telemedicine space, both from public authorities and the corporate sector," said Dr. Franck Baudino, founder & president of H4D. "As population health strategies increasingly focus on the accessibility of quality healthcare, H4D's clinical telemedicine solution – centered around the Consult Station®, complete patient exams, and physician training – is a true market differentiator."

"We are very proud to partner with H4D, a pioneer in medical innovation," said Julien Cristiani, General Partner at Supernova Invest. "The Consult Station®, developed and commercialized by H4D, offers a positive response to the challenges brought by demographic change and the increasing digitalization of our societies. This funding round will develop the company's capacities and expand the deployment of its unique technology, for the benefit of patients and medical professionals alike."

On the front-lines of the COVID-19 crisis.

Since the start of the COVID-19 crisis, one in three doctors in France has consulted patients remotely and, according to French National Insurance statistics, the number of in-person consultations has fallen by 40% for generalists, and by 50% for specialists. Additionally, according to the office for national statistics (Drees), 3.8 million people now live in a 'medical desert' zone in 2018, up from 2.5 million in 2015, where in-person medical care has become increasingly difficult.

H4D has been on the frontlines of this care access crisis from the from the pandemic's early days in March.

H4D first collaborated with local government authorities. The company deployed its connected telemedicine booths in town halls to ensure continuity of care and treatment for chronically ill patients who couldn't safely be treated in traditional healthcare facilities. Several communities in the Greater Paris area were equipped with the Consult Station®, including Mennecey, Rosny-sous-Bois and the Red Cross health center in Villeneuve-la-Garenne.

H4D also supported local hospitals during the COVID-19 crisis. At Ramsay Health 'Vert-Galant' hospital, near Paris, H4D used the Consult Station® to provide initial screening and detection of suspected COVID-19 cases for the emergency department. By integrating the Consult Station® in its workflow, the hospital was able to protect medical workers and substantially reduce nurses' intake time.

Preparing businesses to safely welcome their employees back to work

As most businesses emerge from imposed lockdowns, they are now faced with the health & safety concerns associated with welcoming their teams back to the workplace. H4D is actively working with its corporate customers, including Airbus, Vinci, Bouygues, and Carrefour, to improve the health, safety and quality of life of its employees.

"In close collaboration with occupational health services and HR departments, we are supporting businesses in their duty to protect the health of their workforce as offices reopen" notes Didier Argenton, H4D's newly appointed CEO.

About H4D's healthcare services

With 10+ experience as experts in clinical telemedicine, H4D has developed a unique professional solution centered on the Consult Station®, the first connected telemedicine booth. This device contains all the necessary instruments and sensors for doctors to consult with patients via videoconference. By bringing together this certified, proprietary technology, its expertise in healthcare project management and in training medical professionals, and a pool of physicians trained in telemedicine, H4D offers a comprehensive healthcare and prevention service. The company has carried out thousands of teleconsultations and self-checkups in corporate environments, town halls and healthcare facilities. Through H4D's innovative technologies, access to quality healthcare is now a reality for all.

For more information, visit www.h4d.com and @H4Dev on LinkedIn and Twitter.

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About Bpifrance

Bpifrance's investments are managed by Bpifrance Investissement. Bpifrance provides debt and equity financing to businesses at all stages of growth. Bpifrance supports its portfolio companies' innovation projects and international expansion and provides them with a range of products, including consulting services, university, networking opportunities and accelerators for startups and small- to medium-sized businesses.

Through Bpifrance and its 50 regional offices, entrepreneurs have access to a uniquely supportive and effective partner to help them face their challenges.

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About LBO France

With over 30 years' experience in private equity funding in France and Italy and with 6 billion euros raised, LBO France has been an independent investment firm since its inception. LBO France focuses on four investment segments, each with a dedicated team: (i) mid cap capital investment through its White Knight funds and small cap through its Hexagone/Small Caps Opportunities funds; (ii) venture capital through its SISA (innovative services for actors in health and social care) and Digital Health funds; (iii) real estate through its White Stone and Lapillus funds; (iv) debt. Historically targeted at institutional clients and family offices, LBO France has since launched a multi-strategy White Caps Selection fund for individual investors. LBO France is wholly owned by its leadership team and employs over 60 professionals.

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About Supernova Invest

Supernova Invest is a cutting-edge venture capital firm with a leading position in the French deeptech investment market. It manages and advises five capital funds for a total of €260 million AUM. Supernova Invest specializes in breakthrough technologies, developing startups in Industry, Health, Energy & Environment and Digital Technology sectors. The team has 20 years of technology investment experience and has provided more than 100 of the most innovative companies in their segments with support and guidance from creation until full maturity. Supernova Invest has a strong partnership with both the CEA (the French Alternative Energies and Atomic Energy Commission) and Amundi (the European leader in asset management).

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