

!ndustrifonden

The Best Way to Predict the Future

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PROTON
FELANMÄLAN
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 Clinical work

 Research & evidence

 Founded medtech company

 Built & ran digital
care operations

 Scaled healthtech company
in Northern Europe

Agenda

1. Trends


2. The Future

3. The Decision

4. Summary

We're getting older

60+ 2.6M

80+ 





MARATHON

7:56:39

MARATHON

Scotiabank®

BOREAL
MONTREAL

1843
BENOIT

ED
85

1636
SERGE

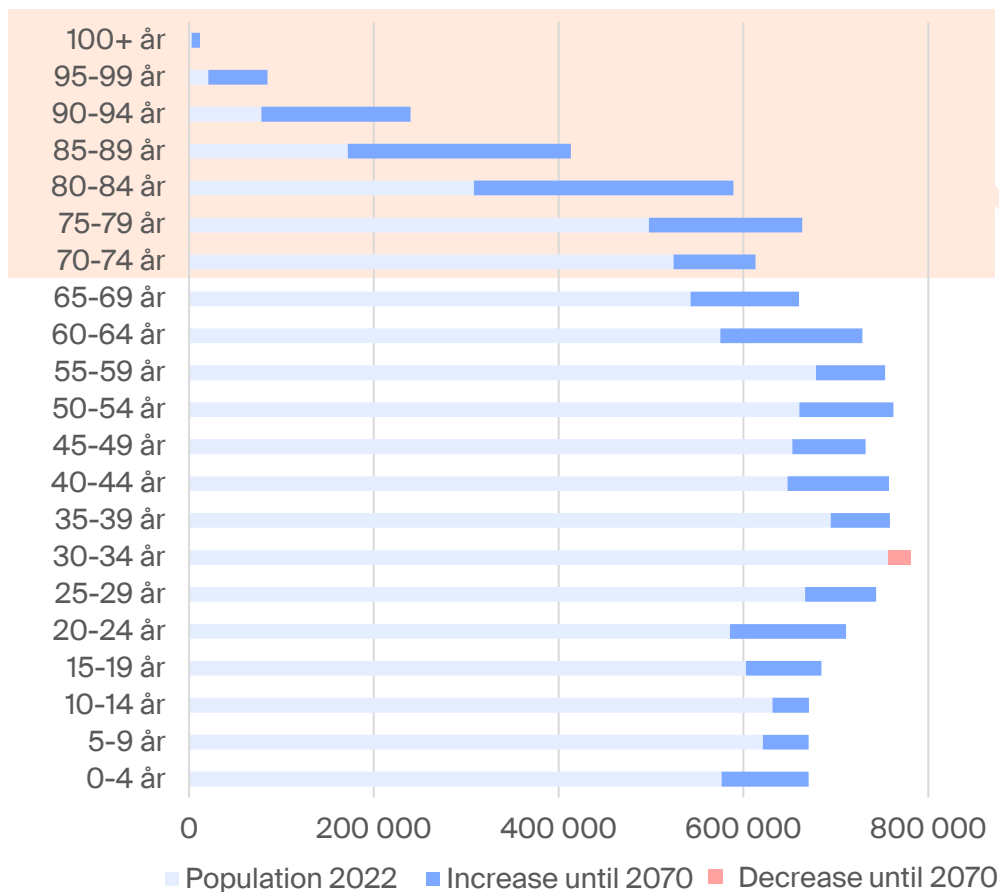
80-year-olds are already running marathons today



2070

2.2M more Swedes, of which

1 million are 70+

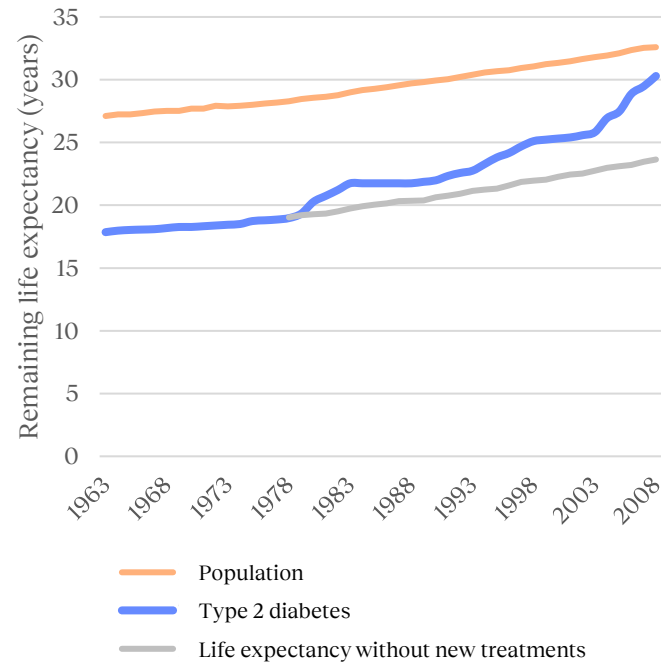


Source: SCB

We are getting better and better treatments

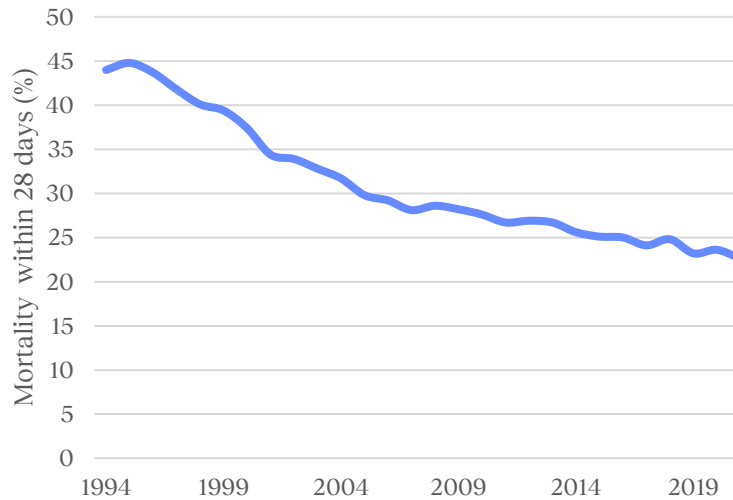
For diabetes

Remaining life expectancy for 50-year-olds



For heart attacks

Heart attack mortality



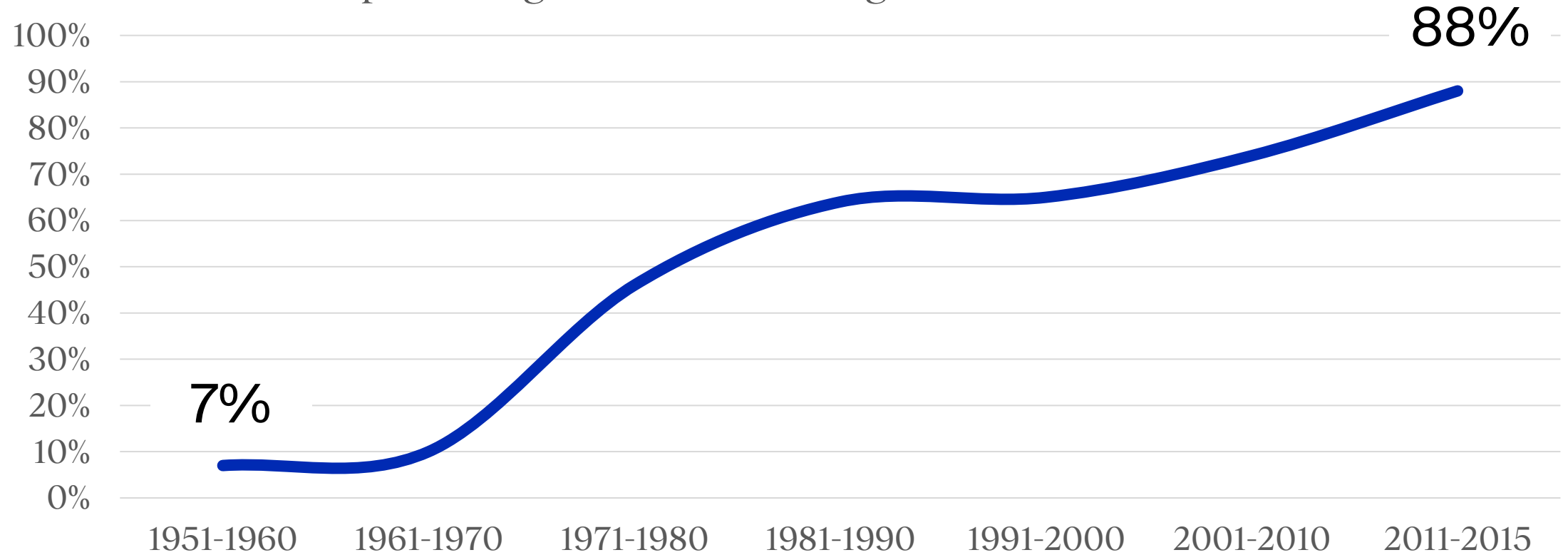
For the critically ill



Source: Steen Carlsson 2013, Socialstyrelsen 2022-11-8232, Lamhaut et al 2017

We are becoming more and more specialized

US physicians entering sub-specialization as percentage of those entering internal medicine



Source: Dalen et al 2017, SBU-rapport nr 124

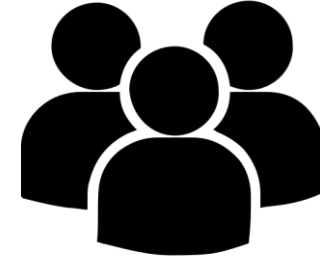
Fundamental Trends Shaping Healthcare



**Older
patients**



**More effective
treatments**



**Increased
specialization**

Agenda

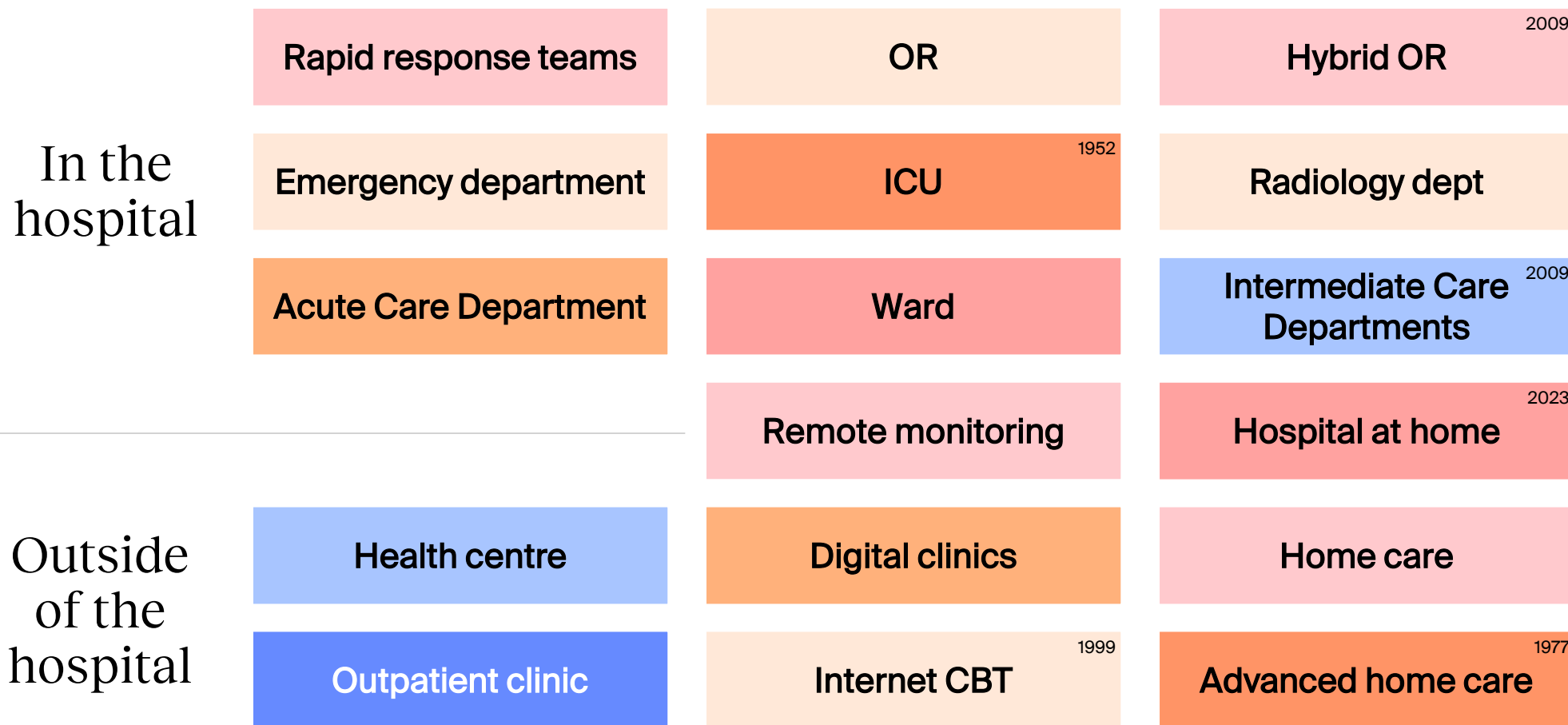
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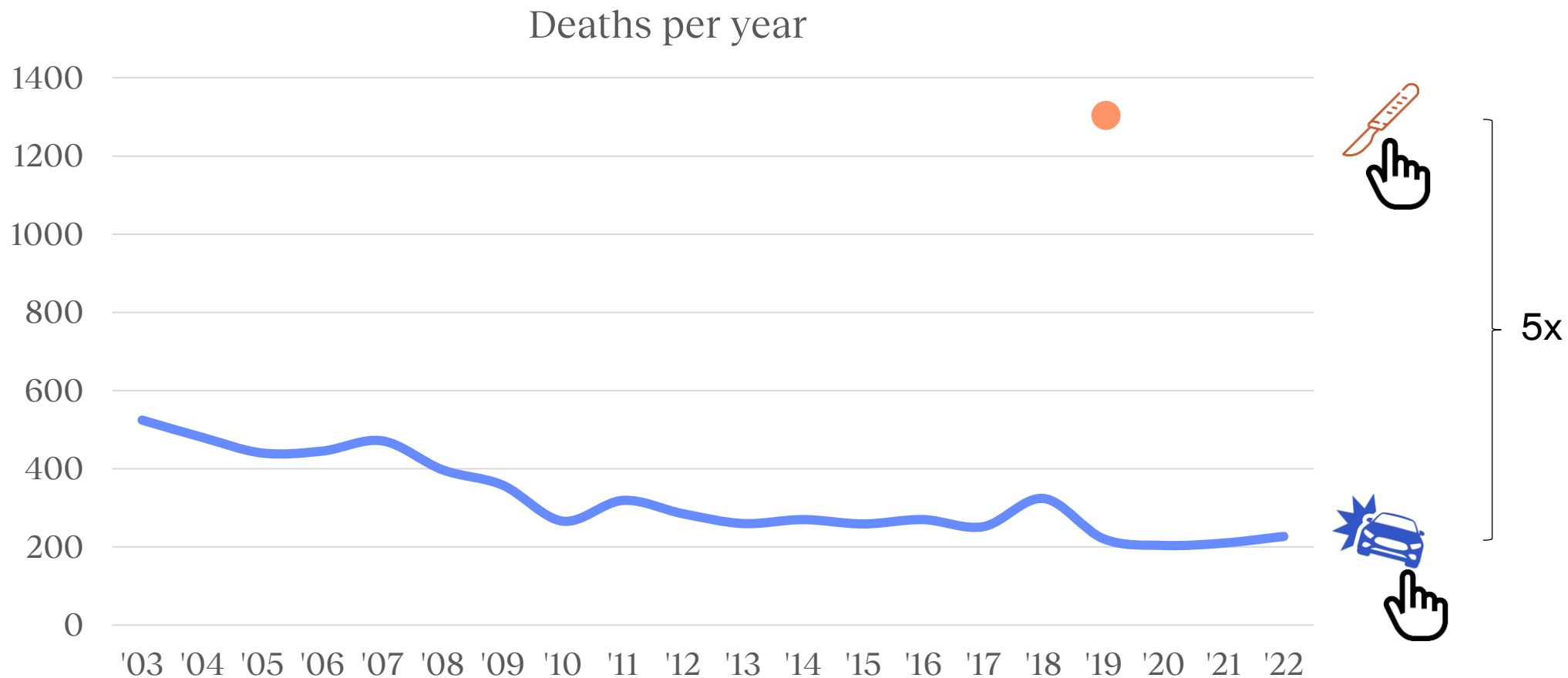
4. Summary

We will continue to create new care modalities



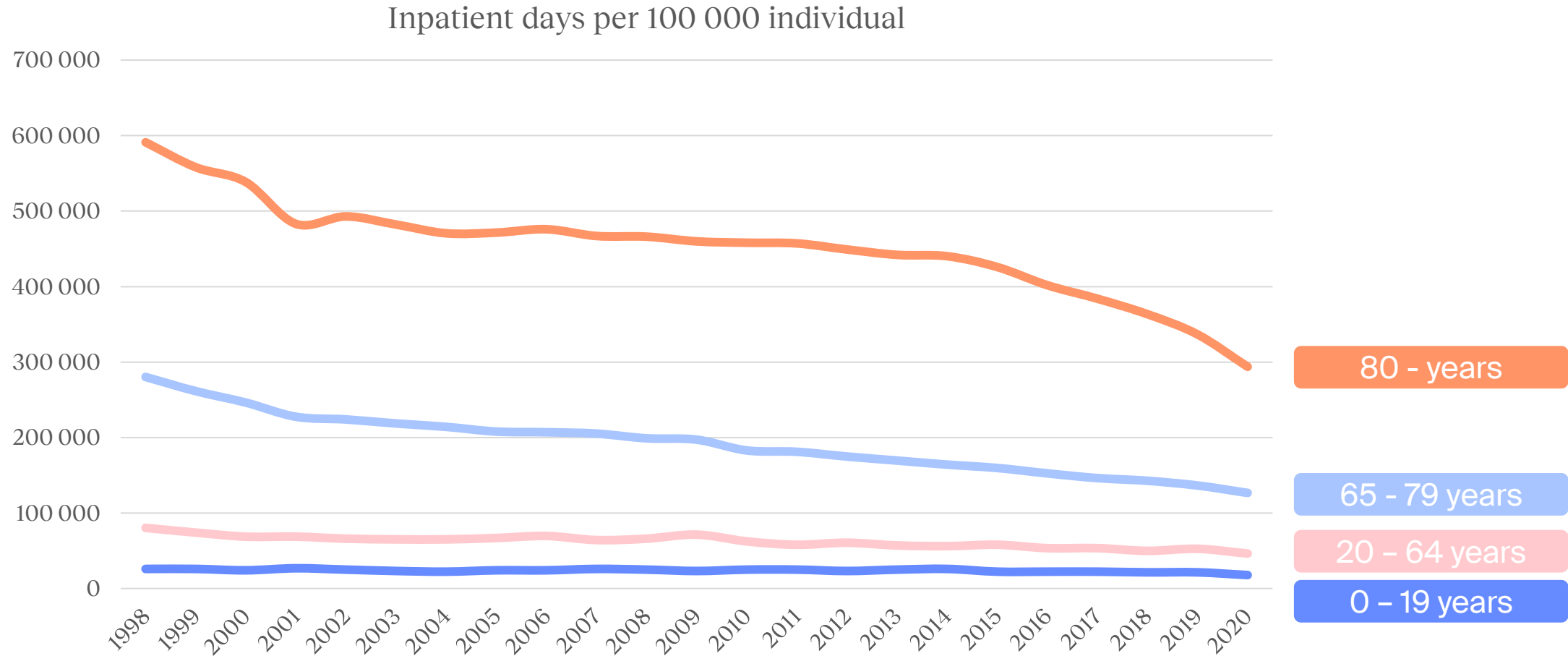
Source: SKR, VGR, SLF, Läkartidningen, Lundqvist & Yang, Beck-Friis & Strang

Preventing complications like HAI will continue becoming increasingly important



Source: Transportstyrelsen, SKR 2019, Ekonomifakta, SKR Vårdrelaterade infektioner

Fewer and fewer inpatient days per patient



Source: SKR - Fakta om vårdplatser

Fundamental Trends Shaping Healthcare



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More effective treatments



Increased specialization

Trends

Implications for healthcare

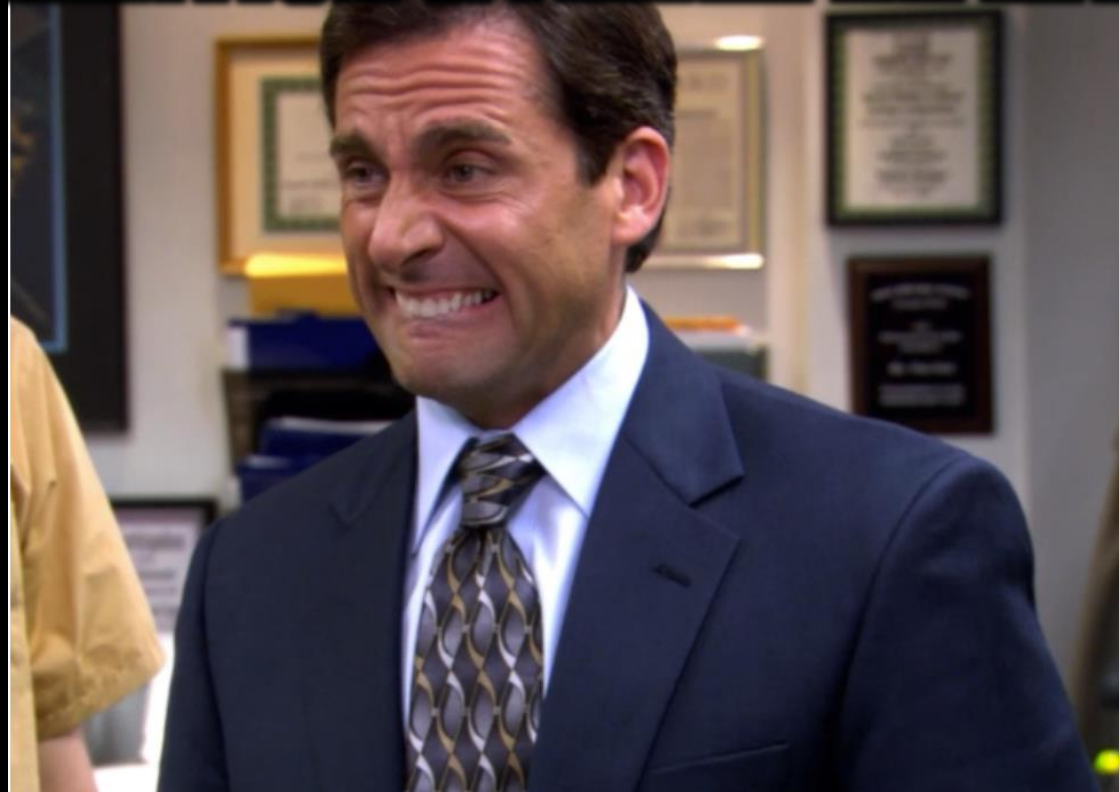
More care modalities

More scalable prevention

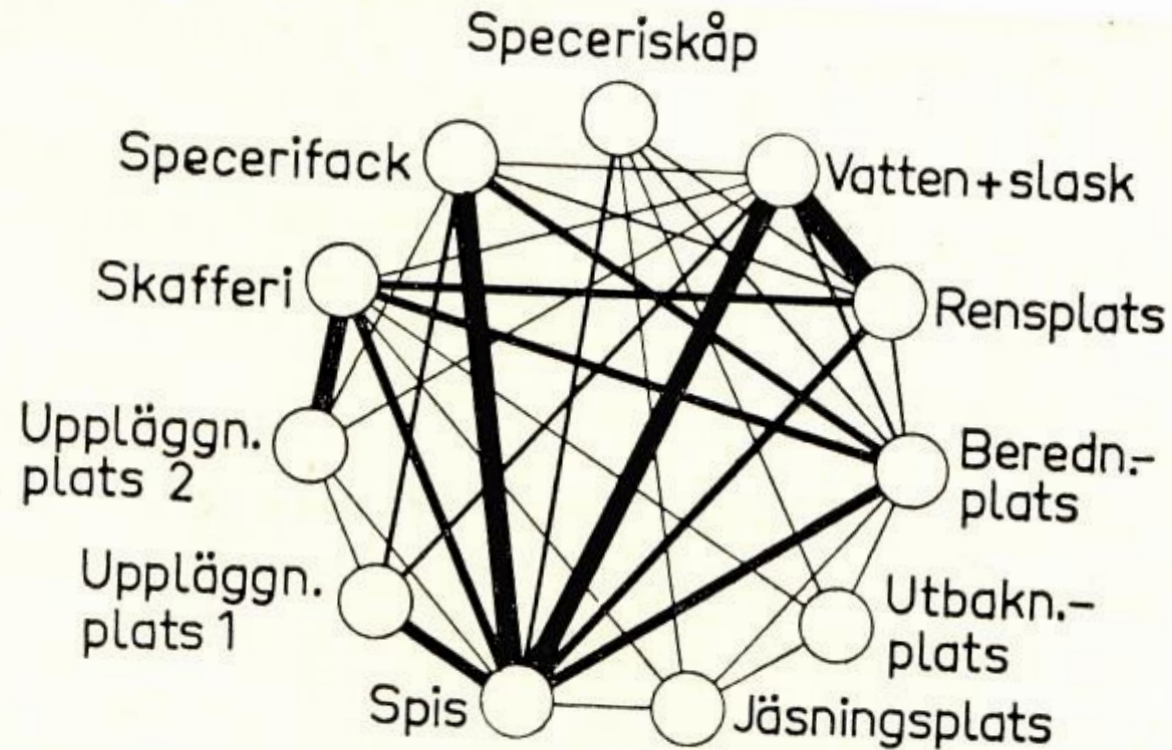
Fewer inpatient days

It can feel quite tough

**OLDER PATIENTS, MORE MODALITIES,
MORE PREVENTION & FEWER INPATIENT DAYS**



But you can plan for a different future



During the 1940s, the Swedish Home Research Institute conducted a bunch of studies to understand how to standardize kitchens for the future. Ethnological studies on housewives included, for example, mapping walking distances to understand underlying needs in the kitchen.

We can and need to do the same analysis for healthcare.

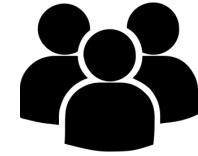
Fundamental Trends Shaping Healthcare



Older patients



More effective treatments



Increased specialization

Trends

Healthcare will have

Hospitals need to be able to manage

More care modalities

Fewer inpatient days

More scalable prevention

New types of activities



The higher the patient turnover becomes, the more returns hospitals get on investing in patient rooms that can have small positive effects on the patient's wellbeing.

Michael Garron



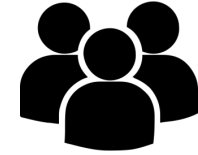
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Greater patient turnover

“Any sufficiently advanced technology is indistinguishable from **magic**”

Source: Arthur C Clarke, 1962



The better treatments become, the more important it becomes to prevent complications and healthcare associated infections. This must be achieved in a scalable manner as the ratio of patients to healthcare worker will continue to increase. For example, it becomes worth a lot more to automatically reduce 2/3 of all surgical site infections that occur in an OR, but then you have to build hospitals so that you can install science-fiction: y balls in the ceiling.

Opragon



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17 years since launch



17 years for knowledge to reach patients



**Knowledge
is created**

**Benefits
patients**



Source: Morris et al 2017

17 years for knowledge to reach patients



The 17 year gap is not a natural law. It is up to us to decide how quickly or slowly to adopt new science and technology, and what level or risk we wish to bear. Nearly all incentives in healthcare are designed to reduce risk, so if we want to reduce the gap it will require conscious & judicious risk-taking

Source: M... et al 2017

The best way to
predict the future
is to create it

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The best way to predict the future **is to create it**



Trends

Older patients

More effective treatments

Increased specialization

Healthcare will have

More care modalities

Fewer inpatient days

More scalable prevention

Hospitals need to be able to manage

New types of activities

Greater patient turnover

Automated prevention

Thanks!