

BioTelemetry^{inc.}



BioTelemetry^{inc.}
everywhere health goes, we go

INVESTOR PRESENTATION

March 2018

bio•te•lem•e•try

1: Remote detection and measurement of a human condition, activity, or function

FORWARD LOOKING STATEMENTS

This presentation includes certain forward-looking statements within the meaning of the "Safe Harbor" provisions of the Private Securities Litigation Reform Act of 1995 regarding, among other things, our growth prospects and potential future financial performance, the prospects for our products and our confidence in the Company's future. These statements may be identified by words such as "expect", "anticipate", "estimate", "intend", "plan", "believe", and other words and terms of similar meaning.

Such forward-looking statements are based on current expectations and involve inherent risks and uncertainties, including important factors that could delay, divert, or change any of them, and could cause actual outcomes and results to differ materially from current expectations. These factors include, among other things, the success of our sales and marketing initiatives, our ability to attract and retain talented executive management and sales personnel, the commercialization of new products, general economic and market factors, internal research and development initiatives, partnered research and development initiatives, competitive product development, changes in governmental regulations and legislation, changes to reimbursement levels for our products, the continued consolidation of payors, acceptance of our new products and services and patent protection and litigation.

This presentation also includes certain non-GAAP metrics, such as Adjusted EBITDA, that we believe aid in the understanding of our financial results. A reconciliation to comparable GAAP metrics, on a historical basis, can be found in the earnings release dated November 7, 2017, which is available on our website and as an exhibit to the Form 8-K filed with the Securities and Exchange Commission.

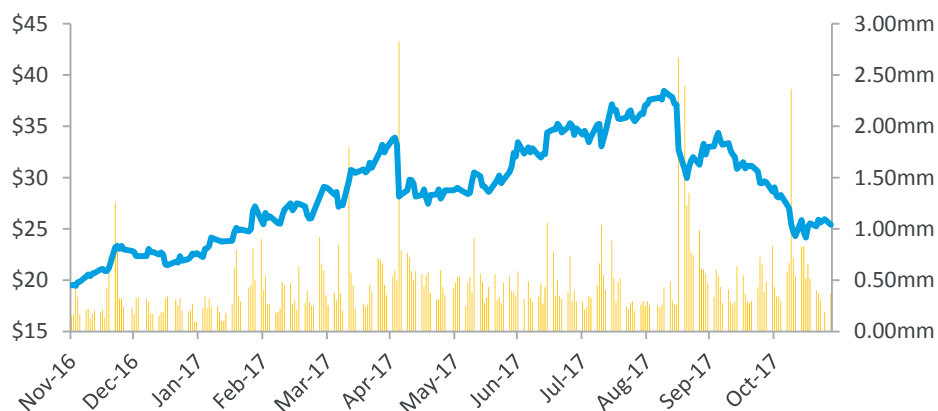
For further details and a discussion of these and other risks and uncertainties, please see our public filings with the Securities and Exchange Commission, including our latest periodic report on Form 10-K or 10-Q. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events, or otherwise.

KEY FACTS

Share Statistics as of 2/27/2018

Trading Symbol	NasdaqGS:BEAT
Stock Price	\$33.20
Shares Outstanding	32.5M
52wk Range	\$21.05 - \$39.20
3 Month Avg. Volume	497K
Market Cap	\$1.08B
Enterprise Value	\$1.29B

■ BioTelemetry, Inc. (NasdaqGS:BEAT) - Volume
— BioTelemetry, Inc. (NasdaqGS:BEAT) - Share Pricing



TTM Financials as of 12/31/2017

Revenue (TTM)	\$286.8M
Adjusted EBITDA (TTM)	\$65.3M
Adjusted EPS (TTM)	\$0.97

Capitalization as of 12/31/2017*

Cash on Hand	\$36.0M
Total Debt Outstanding	\$204.9M
Shareholders' Equity	\$250.8M

Other*

Employees	1,659
Fiscal Year Ends	December 31
Corporate HQ	Malvern, PA

* Financials include July 2017 acquisition of LifeWatch

RAISING MOBILE HEALTH TO NEW HEIGHTS

Advancing mobile health services by providing best-in-class technology and services that help healthcare providers monitor and diagnose patients and clinical research subjects in a more **efficient**, **accurate**, and **cost-effective** manner

BioTelemetry^{inc}

HEALTHCARE

(82% of Revenue)

Diagnosis and monitoring of cardiac arrhythmias or heart related disorders in a healthcare setting

BioTelemetry^{inc}

RESEARCH

(13% of Revenue)

Cardiac monitoring & imaging services for drug trials in a clinical research environment

BioTelemetry^{inc}

TECHNOLOGY

(5% of Revenue)

Develops, manufactures and markets medical devices to medical companies, clinics and hospitals

Our portfolio provides a robust set of offerings that not only create diversified revenue streams but also addresses many of the critical health care pain points being targeted by a broad spectrum of stakeholders along the health care value chain.

2017 HIGHLIGHTS – KEY OBJECTIVES AND RESULTS

OBJECTIVES

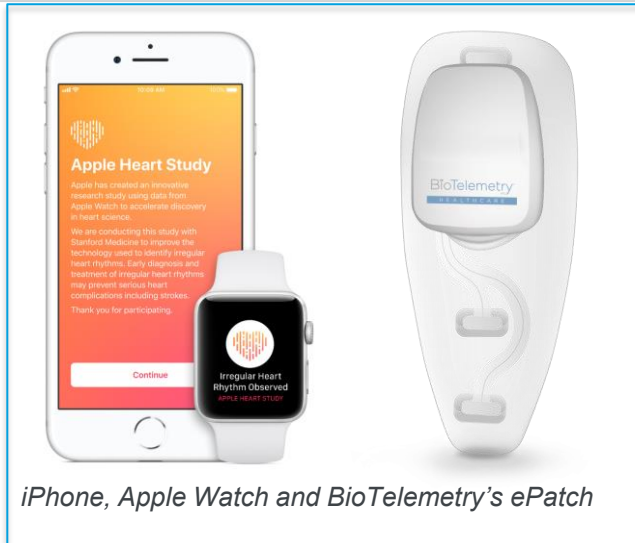
- Go deeper and wider in the cardiac monitoring space
- Build upon our leading research services business by expanding services
- Continue to diversify – product mix, payor sources, patient acquisition sources
- Gain increased efficiencies and lower the overall cost structure of the business

2017 Results of Strategic Focus

- Recognized highest quarterly revenue in Company's history of \$91.7 million, a 70% increase over Q4 2016 driven by the acquisition of LifeWatch AG, 10 % organic growth, increased patient volumes, and a favorable payor mix.
- Achieved 22nd consecutive quarter of year over year revenue growth
- Realized quarterly adjusted EBITDA of \$22.9 million, or 25% of revenue
- Realized over \$8.0 million of synergies to date from the integration of LifeWatch; on track to achieve \$30.0 million of annualized synergies in 2018
- Signed record quarterly and year to date bookings in Research segment
- Entered into a partnership with Onduo, a Sanofi and Verily funded Company
- Entered into agreement to provide cardiac monitoring and adjudication for the Apple Heart Study (NASDAQ:AAPL)



COLLABORATION WITH APPLE (NASDAQ:AAPL)



“Apple's goal is to screen for, rather than diagnose, heart rhythm abnormalities in a general population.”

Apple Watch is “not a diagnostic tool.”

“Apple made clear that the watch is not on the path to becoming a regulated medical device.”



30.Nov.17, Christina Farr
interview with Apple COO,
Jeff Williams



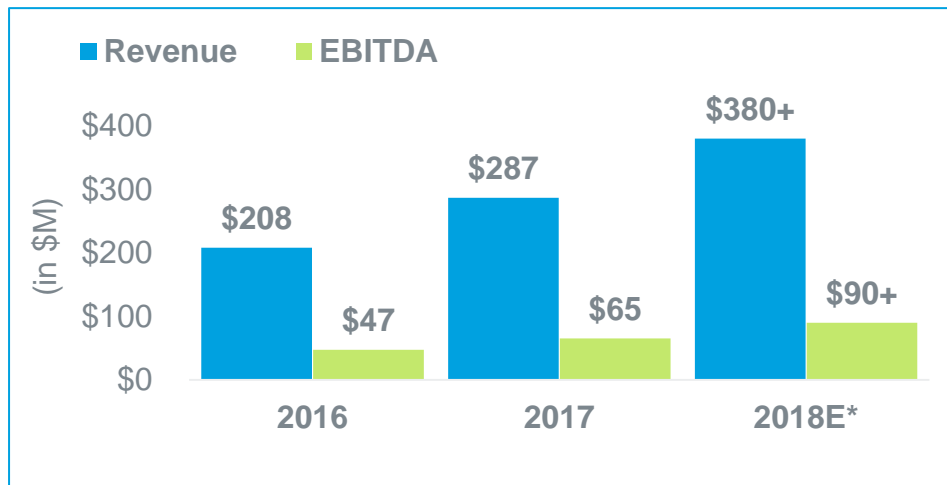
- Selected by Apple as the cardiac monitoring partner for Apple Heart Study (AHS)
- Validates BioTelemetry's position as the cardiac mHealth leader
- Per Apple, AHS likely to become largest heart study ever
- AHS leverages BioTelemetry's:
 - Expertise across healthcare **and** clinical research
 - **Gold standard** arrhythmia monitoring technologies
 - **World class** project and data management
- Responsibilities include:
 - **ePatch** provisioning and support
 - Cardiac data analysis and reporting
 - Two-tiered **adjudication by board certified cardiologists**
 - Raw data delivery for Apple Watch concordance analysis
- Apple Watch is a **screening tool** (not a diagnostic medical device)
 - It will expand cardiac monitoring market by alerting asymptomatic, undiagnosed patients of their need for cardiac diagnostics and treatment

LIFEWATCH ACQUISITION COMPLETED JULY 2017

Expected Benefits

- **Creates the largest and most profitable connected health platform, with a primary focus in remote cardiac monitoring.**
- Accelerates our established strategic plan to “solidify our leadership position in remote cardiac monitoring.
- Creates tremendous value through consolidation of like-kind assets with substantial opportunity for strategic and cost synergies
- Consolidates customer relationships in cardiac monitoring & increases revenue through contract optimization
- Accelerates efficiencies of scale

Financial Guidance



Proforma Financials & LT Guidance

- 2017 Pro Forma Revenue ~\$350M
- 2017 Proforma Balance Sheet:
Cash ~\$32M
Debt ~\$205M
- 2018 Full Year Guidance:
Revenue over \$380M
Adj. EBITDA over \$90M
- Acquisition price of \$280 million

MULTI-FACETED GROWTH STRATEGY

THERE ARE MORE **OPPORTUNITIES FOR GROWTH**
THAN AT ANYTIME IN OUR COMPANY'S HISTORY

Increase Demand for
Cardiac Monitoring
Solution

Leverage Monitoring
Platform to New Market
Opportunities

Expand
Reimbursement
Agreements

Market Expansion of
Research Services

Continued Release of
Next Generation
Products and Solutions

Capture Value of
Customer Data

HEALTHCARE: COMPREHENSIVE CARDIAC MONITORING



82% of Total Revenue

\$1.5B+ MARKET OPPORTUNITY

- Aging population
- Increased prevalence of chronic diseases
- Increased market awareness
- Enhanced diagnostic capabilities
- Reduced health care costs

WHAT WE DO

Provide cardiologists and electrophysiologists a single source of cardiac monitoring services ranging from our proprietary MCOT services to Event and Holter monitoring

WHY WE WIN

- Easy-to-use full-service solutions
- Propriety algorithms and IP portfolio
- Clinically validated data
- High quality reporting
- State-of-the-art monitoring center

HEALTHCARE: OUR TECHNOLOGY PORTFOLIO



Mobile Cardiac Telemetry

- Automatic detection and wireless transmission of symptomatic or asymptomatic events
- Proprietary algorithm based on rate, rhythm AF with P-wave analysis and QRS morphology
- Customized monitoring and reporting features



Event Monitors

Records auto-triggered and patient triggered events up to 30 days

Holter Monitors

Full-disclosure monitors, typically worn for 24 to 48 hours



CardioKey

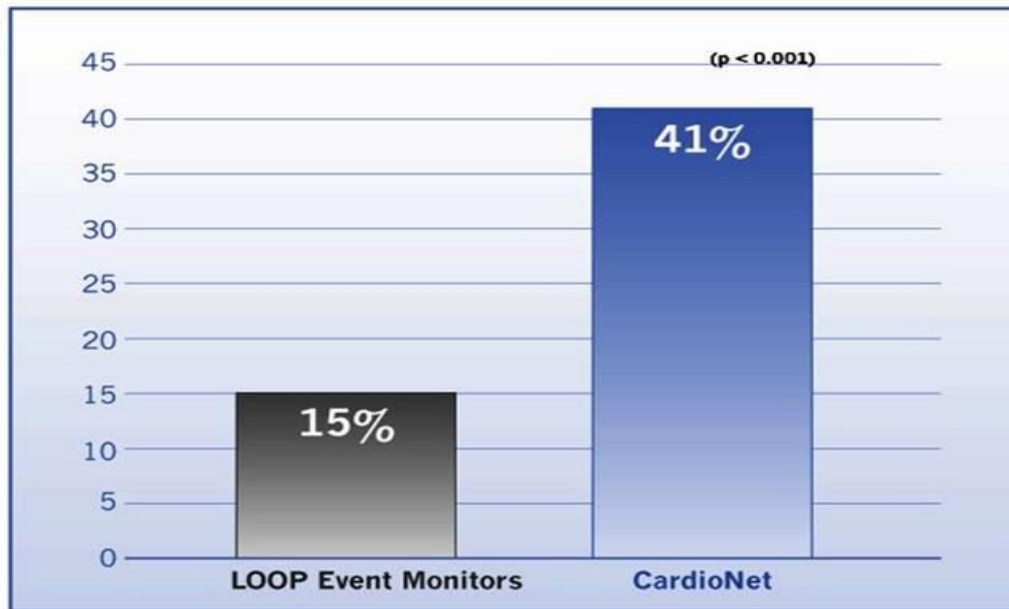
Extended Holter monitor --- continuously records every heartbeat for up to 14 days

HEALTHCARE: REMOTE CARDIAC MONITORING OPTIONS



HEALTHCARE: UNMATCHED CLINICAL VALIDATION

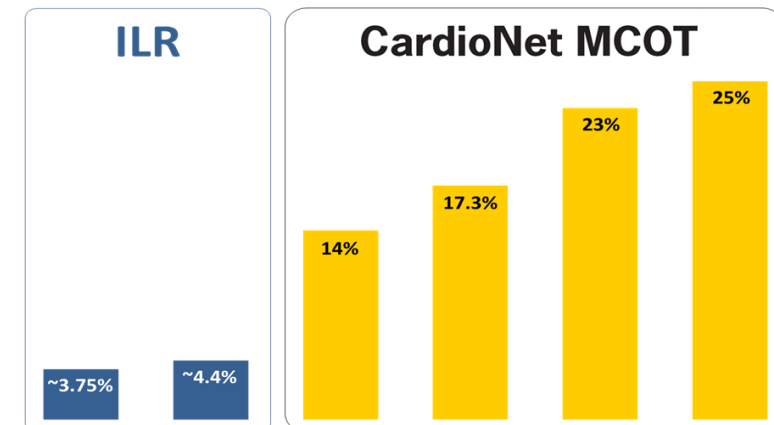
CardioNet MCOT proven to be nearly **3x superior** at detecting clinically significant arrhythmias⁽¹⁾



Clinically significant arrhythmias were diagnosed in **41%** of all CardioNet patients versus **15%** of LOOP patients (**p < 0.001**).

The most accurate mobile arrhythmia detection available --- 100% sensitivity and positive predictability based on AF lasting 30 seconds or longer²

- **40 publications and abstracts** validating the clinical utility of CardioNet MCOT
- MCOT has a **13X return in cost savings** as compared to Holter and event technology (Bayser)



Detection rates of ANY AF up to 30 days monitoring in cryptogenic stroke patients³

- (1) Rothman et al, Journal of Cardiovascular Electrophysiology, Vol. 18, Num 3, March 2007. Multi-center, largest prospective study ever completed for outpatient cardiac monitoring.
- (2) Based on MIT database testing
- (3) Six non-contiguous peer reviewed studies

HEALTHCARE: MCOT VS ILR - POST STROKE AF DETECTION¹

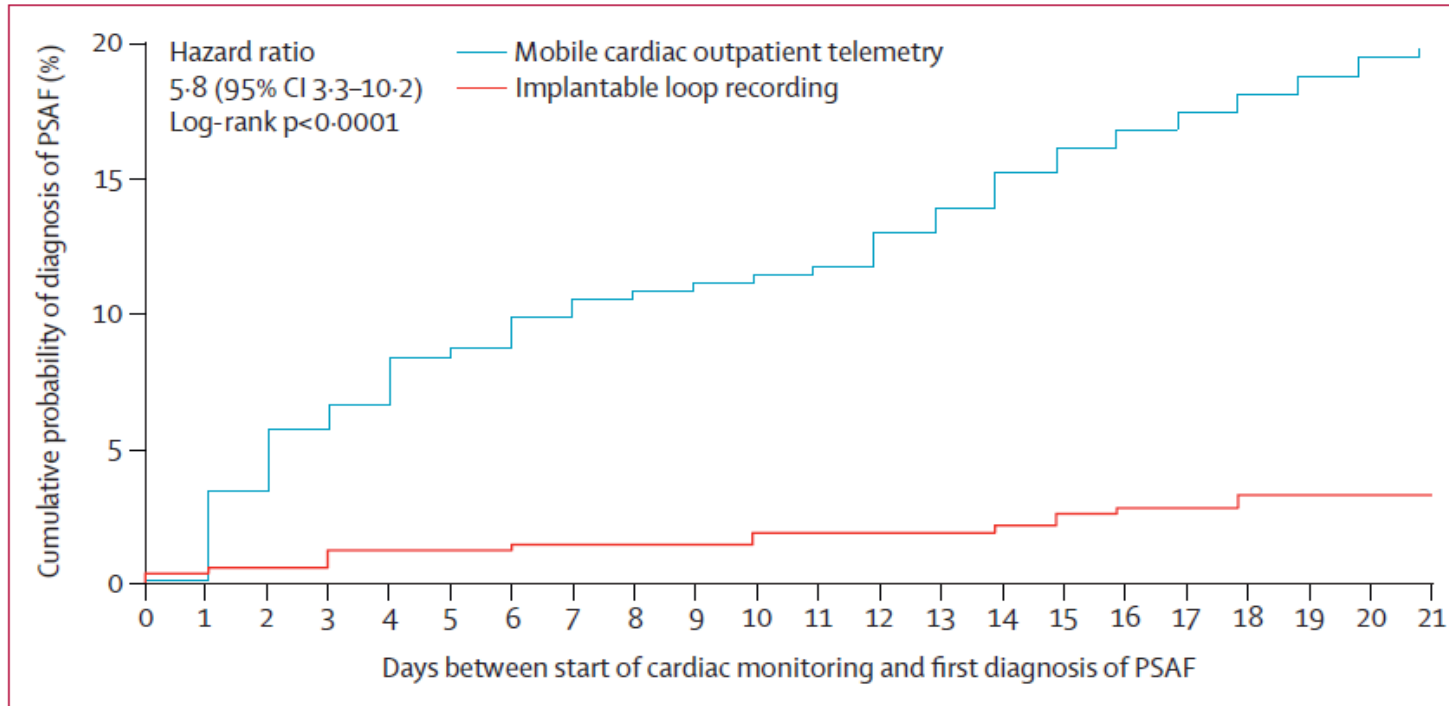


Figure 7: Days between stroke or transient ischemic attack and first detection of post-stroke atrial fibrillation with mobile cardiac outpatient telemetry and implantable loop recording

Data pooled from six studies for implantable loop recording and from four studies for mobile cardiac outpatient telemetry were adjusted for age, sex, and time to initiation of monitoring. ^{13,31,61-64,67,68,70,71} Data from five studies ^{63,64,67,68,70} were kindly provided by the authors. We used figures and tables from the original manuscripts to calculate the necessary data or supplement the information provided by the authors for seven studies. ^{13,31,61,62,67,68,71} PSAF=post-stroke atrial fibrillation.

¹ Sposato et. al., Lancet Neurology 2015; 14:377-387

RESEARCH: HIGH QUALITY CLINICAL TRIALS TESTING SERVICES

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RESEARCH

13% of Total Revenue

MARKET OPPORTUNITY

- \$1 billion cardiovascular testing market, including \$350 million centralized to core labs
- \$400 million imaging core lab market
- Increased scrutiny by public and regulatory agencies on safety

WHAT WE DO

- Provides centralized cardiovascular and imaging testing services in clinical trials
- Experienced in all phases of clinical trials (I-IV), across all major therapeutic areas and all global regions

WHY WE WIN

- Recognized as an industry pioneer, top quality service provider and an leader in expert scientific consulting
- Unparalleled capability to test drugs and devices from early research through post-marketing surveillance

TECHNOLOGY: LEADING DEVELOPMENT CAPABILITIES

BioTelemetry[™]
inc.

TECHNOLOGY

3% of Total Revenue

PRODUCT OFFERINGS

- Largest provider of patient-worn, battery powered diagnostic cardiology devices and connected diabetes monitor
- Manufactures MCOT, Cardiac Arrhythmia Monitors (Event and Looping), Holter monitors and other products
- FDA QSR, GMP, ISO 9001, ISO 13485, CE, CMDCAS certified

WHAT WE DO

Provider of technologically advanced quality products, engineering and manufacturing services to many highly respected names in the industry who have specific integration requirements and private label needs

ROBUST IP PORTFOLIO

- 29 U.S. and 37 international patents strengthening the Company's competitive position
- Also have 41 U.S. and international patent applications pending

GROWING GLOBAL PRESENCE

Corporate HQ:
Malvern, PA

Healthcare Locations

- Malvern, PA
- Philadelphia, PA
- Rosemont, IL
- Eagan, MA
- Ewing, NJ
- Norfolk, VA
- San Francisco, CA
- Chester, PA
- Phoenix, AZ
- Turkey

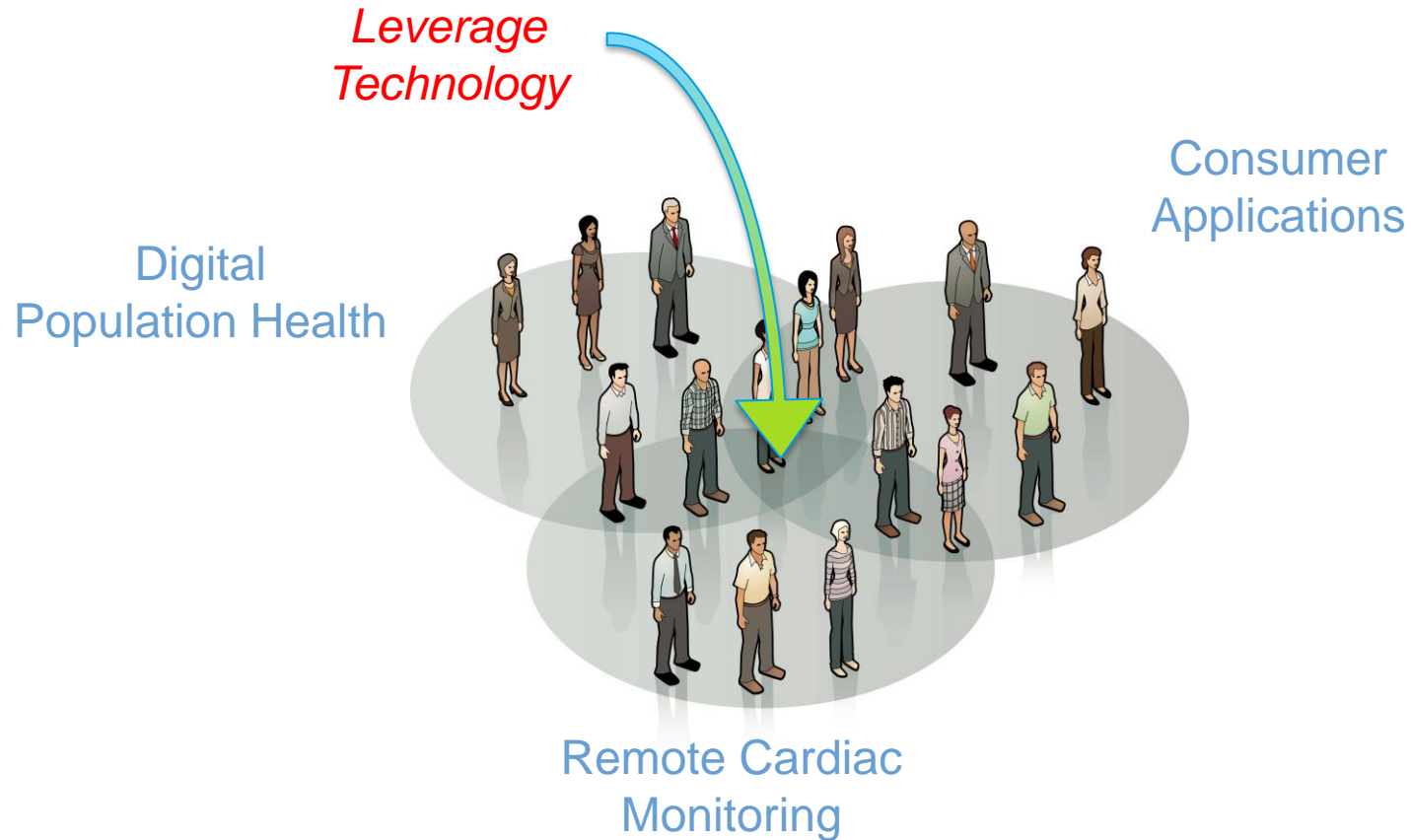
Research Locations

- Rochester, NY
- Rockville, MD
- San Francisco, CA
- London, UK
- Tokyo, Japan

Technology Locations

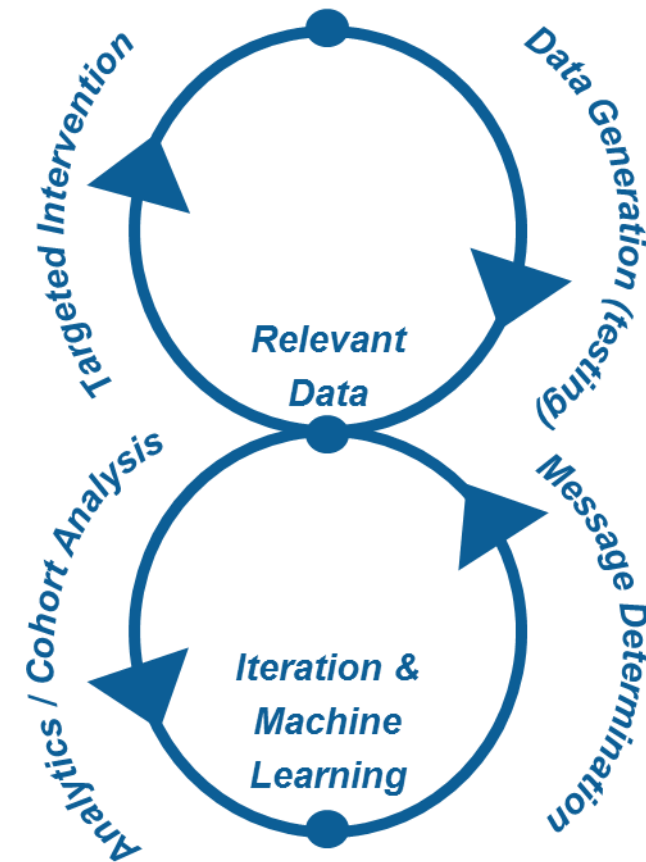
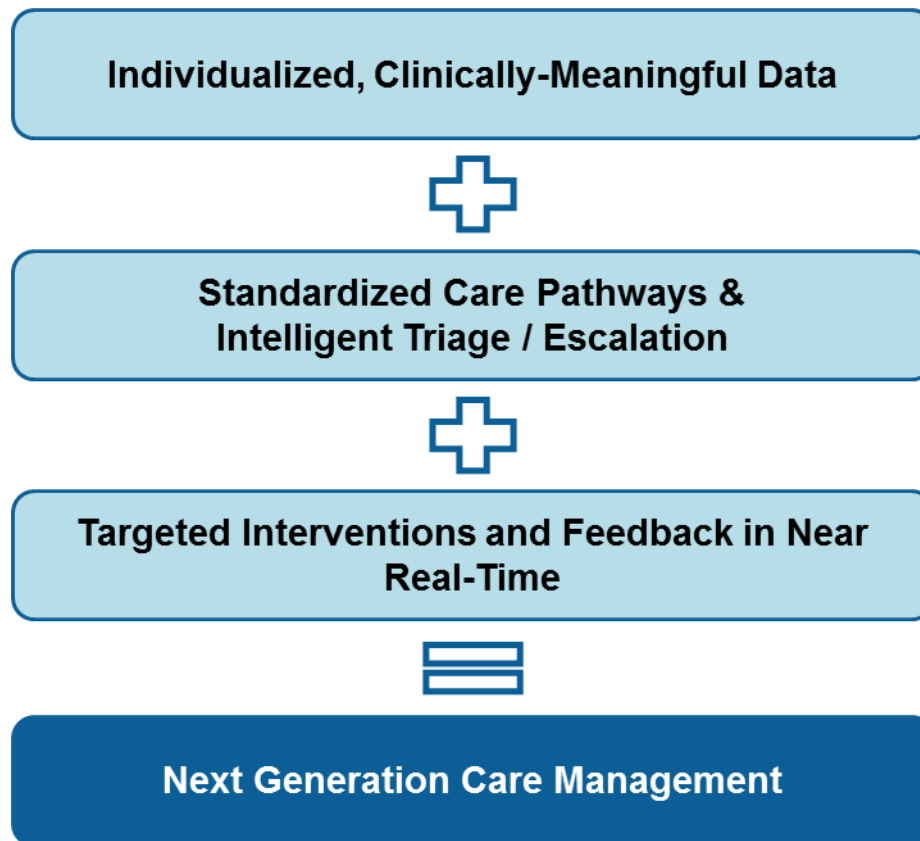
- San Diego, CA
- Eagan, MN
- Ewing, NJ
- Concord, MA
- Denmark
- Belgium
- Macedonia

GROWTH OPPORTUNITIES



DIGITAL POPULATION HEALTH

Traditional disease management has been largely ineffective due to the lack of patient-specific data and technology infrastructure designed to leverage individualized feedback needed to inform proper management. The next generation of disease management will collect clinically-meaningful data and use codified care principles to enable individualized interventions and iterative learning



DIGITAL POPULATION HEALTH

Telcare is well positioned to capitalize on strong industry tailwinds with a care management platform that responds to organizations' diabetes care management needs

One of few cellular-connected glucometers with a care management platform and proven ability to drive clinically-meaningful results

Several referenceable studies demonstrating A1C reduction, improved quality of care, and time savings for clinical professionals

Modern capitated care models will largely hinge on remote patient monitoring and digital therapeutics to provide cost-effective care

Platform addresses the care management goals of multiple market segments including IDNs, ACOs, health plans, and employers

Highly scalable, component-based platform that supports a full range of care delivery models



“Collaboration with Onduo, a joint venture created by Verily (an Alphabet company) and Sanofi”

November 27, 2017

ON TRACK TO DELIVER RECORD FINANCIAL RESULTS FOR 2018

**ROBUST
VOLUME GROWTH**

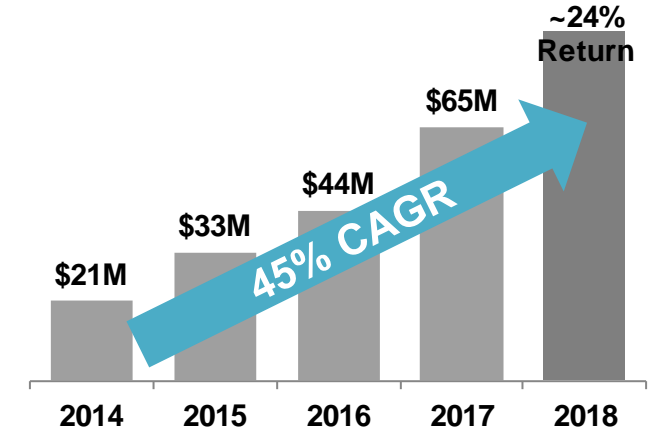
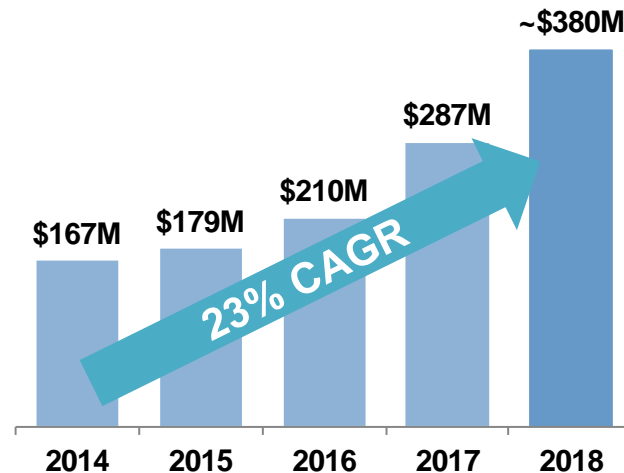
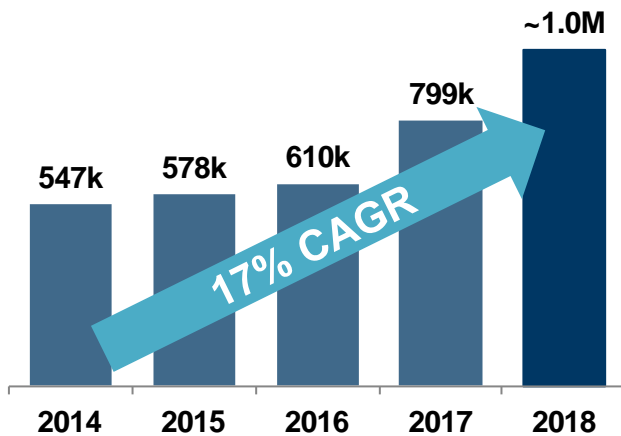
**17% 4-YEAR CAGR
IN VOLUME GROWTH**

**STRONG REVENUE
PERFORMANCE**

**2018 REVENUE
GUIDANCE:
\$380M**

**EXCELLENT
INCREMENTAL
MARGIN LEVERAGE**

**2018 ADJUSTED EBITDA
GUIDANCE:
24% RETURN**



WHY BIOTELEMETRY?



Industry Leading Provider of
Cardiac Patient Monitoring Services

Superiority of Technology Supported by
Clinical Studies

Largest Dedicated Outside Sales Organization
in Cardiac Monitoring Industry

Clinical Research Division with
Initial \$1.5 Billion Market Opportunity

Excellent Margin Leverage with Scale

Uniquely Positioned to Take
Advantage of the mHealth Trend

Strong IP Position Covering
Devices, Algorithms, and Reports

Leading Manufacturer of Patient-Worn
Diagnostic Cardiology Devices

Integrated Platform That Can Be Leveraged for
Expansion to New Diagnostic Modalities

Strong Balance Sheet, Low Debt, and
Validated Strategic Focus

QUESTIONS?