

THE WELINK.CARE LABEL HAS BEEN AWARDED TO

WITHINGS

ON THE 22ND OF FEBRUARY 2023

WITH THE HIGH DISRUPTION SCORE OF 78 %



A handwritten signature in black ink, appearing to read "Thierry Vermeeren", written over a horizontal line.

Dr. Thierry Vermeeren, CEO

The WeLink.Care label uses a composite index scoring the disruption value of a digital solution use case in the daily health practice. Our expert team has reviewed the preselected digital solution with a set of 35 points of measure, based on interviews, documents research and analysis.

WITHINGS RECEIVES THE WELINK.CARE LABEL

Introduction

WeLink.Care is pleased to announce that the Withings solution has been awarded the WeLink.Care Label, a mark of excellence in digital healthcare innovation. This distinction underscores Withings' commitment to advancing connected health solutions that improve patient care and empower healthcare professionals through data-driven technologies. By obtaining this label, Withings solidifies its place among the most impactful e-health solutions evaluated against rigorous standards for disruption, user experience, and practical integration.

About the WeLink.Care Label

The WeLink.Care Label is an internationally recognized mark that identifies and promotes innovative digital healthcare solutions with significant potential to improve healthcare practices. Established in response to the growing need for reliable e-health assessments, the label serves as a benchmark for excellence in connected health technologies. Solutions awarded the label undergo a robust evaluation process, ensuring they meet high standards in innovation, user experience, and capacity to create measurable change. Born out of the urgency to integrate digital health solutions during the COVID-19 pandemic, the WeLink.Care Label has grown into a trusted evaluation framework for stakeholders across the healthcare ecosystem. Leveraging a scientifically grounded methodology, the label highlights solutions that are not only transformative but also practical and scalable, addressing real-world healthcare challenges for professionals, institutions, and patients alike.

The Evaluation Process

The WeLink.Care evaluation process is grounded in a systematic and evidence-based methodology to ensure a comprehensive assessment of each solution's impact and potential. Designed to highlight key strengths and areas for improvement, the process is carried out in distinct stages and aligns with international best practices in digital health evaluation. The process begins with preliminary data collection and solution analysis. The solution provider, in this case Withings, provides extensive internal documentation, technical details, and relevant scientific studies, which are carefully reviewed to understand the solution's features, functionalities, and unique value propositions. This phase establishes the foundation for the subsequent in-depth evaluation. Next, a detailed expert assessment is conducted, guided by our proven evaluation methodology. The analysis is divided into five key dimensions: Business Model, Solution Maturity, Change of Practices, User Experience for professionals, and User Experience for patients. Each dimension is meticulously explored through targeted criteria, ranging from financial sustainability and technological readiness to user satisfaction and clinical impact. The process also integrates stakeholder interviews and user feedback to validate findings and provide real-world insights. We consult healthcare professionals, patients, and other relevant users to assess how the solution performs in practice, examining its ability to improve workflows, deliver reliable data, and enhance the quality of care. This qualitative input is combined with quantitative scores to ensure a balanced, nuanced evaluation. Finally, the evaluation culminates in the generation of two deliverables: the Scorecard and the Impact Study. The Scorecard presents a high-level, dashboard-style overview of the solution's performance, highlighting its disruptive potential and achievements across the evaluated dimensions. The Impact Study, on the other hand, provides an extensive analysis enriched with evidence, case studies, and additional insights, positioning the solution within the broader healthcare landscape. Through this rigorous and multi-dimensional process, the WeLink.Care Label guarantees a clear, validated recognition of solutions like Withings, which demonstrate exceptional ability to drive innovation and improve healthcare outcomes.

WITHINGS

Introduction to the company

Founded in 2008 by Eric Carreel, Withings is a pioneer in connected health technology. Headquartered in Issy-les-Moulineaux, France, the company has continuously innovated to develop smart, user-friendly devices that bridge the gap between individuals and their health data. Withings was the first to introduce a connected scale in 2009, marking the beginning of a revolution in remote health monitoring. Today, the company has a strong global presence with millions of users across 40+ countries, contributing to 75% of its revenue being generated internationally. In 2019, Withings expanded its focus by launching the Withings Health Solutions division, dedicated to professional healthcare. Based in Boston and Paris, this branch supports healthcare providers in deploying connected health programs for chronic disease prevention, remote patient monitoring (RPM), and clinical research.

The Solution

Withings' connected health ecosystem is built around its advanced smart devices and data-driven platforms, offering comprehensive health insights for both individuals and healthcare professionals. The company's flagship solution, U-Scan, is an innovative at-home urine analysis laboratory that revolutionizes health tracking by delivering actionable insights through non-invasive daily testing. Integrated seamlessly into any toilet, U-Scan analyzes a range of biomarkers.

Features and Benefits

Withings' solutions are renowned for their precision, ease of use, and innovative design. The U-Scan device, for example, provides a unique, automated health tracking experience without any effort from the user. By simply placing U-Scan in a toilet, users can monitor key biomarkers daily. The solutions provide instant insights via the Health Mate app, giving users actionable recommendations to improve their overall well-being. For healthcare professionals, Withings' Health Solutions platform integrates seamlessly with clinical workflows, enabling remote patient monitoring (RPM) with high-quality, continuous health data. This results in improved continuity of care, better management of chronic conditions, and enhanced clinical decision-making. The platform's interoperability with existing systems ensures smooth integration and supports efficient care coordination.

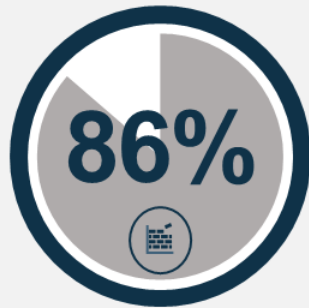
Compliance and Future Outlook

Withings adheres to the highest international standards for data security and privacy, ensuring compliance with GDPR and achieving HDS (Health Data Hosting). These guarantees underscore Withings' commitment to safeguarding sensitive health information, providing trust and confidence for both patients and healthcare professionals. Looking ahead, Withings is set to expand its portfolio with further innovations like U-Scan For Professionals, which will enable customizable biomarker analysis for clinical research and patient monitoring programs. By continuing to focus on non-invasive, user-friendly devices and ensuring regulatory compliance, Withings remains at the forefront of connected health solutions, contributing to a future where preventive, personalized, and data-driven care is accessible to all.

DISRUPTION SCORE

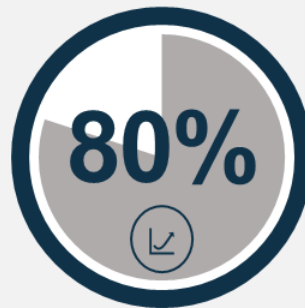
The Withings solution demonstrates strong disruptive potential through its ability to deliver continuous, reliable health monitoring with minimal effort from patients. By enabling health professionals to track customizable parameters remotely, it enhances data-driven decision-making and patient management. While financial details remain limited, Withings Health Solutions benefits from the robust foundation of a company with over 15 years of innovation in connected health, positioning it as a reliable and scalable player in digital healthcare.

BUSINESS PERFORMANCE



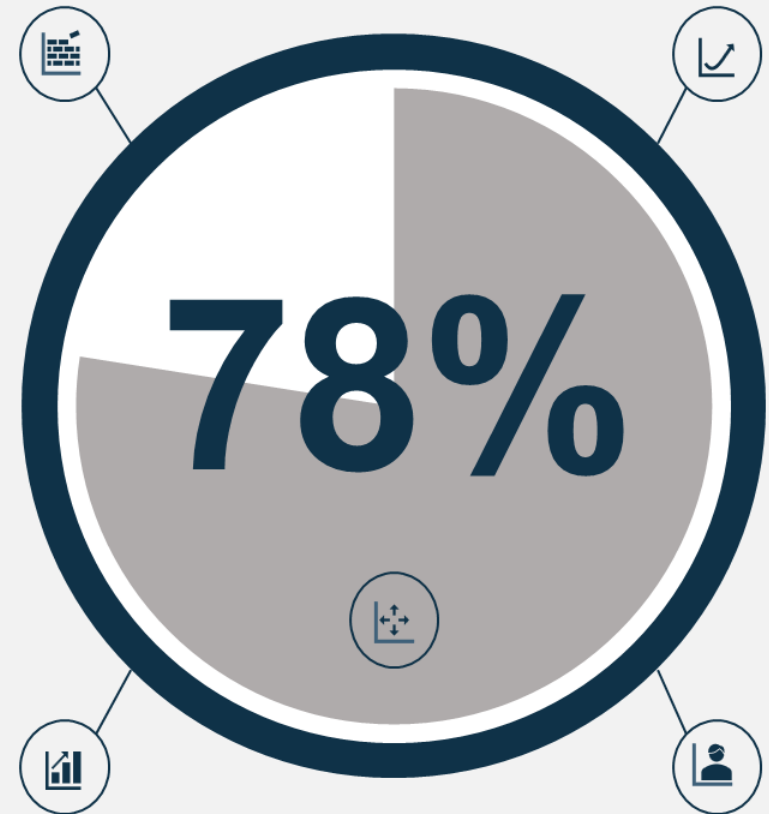
|~ very good ~|

CHANGE OF PRACTICES



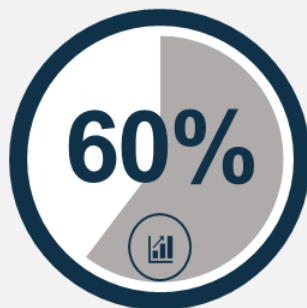
|~ very significant ~|

DISRUPTION POTENTIAL



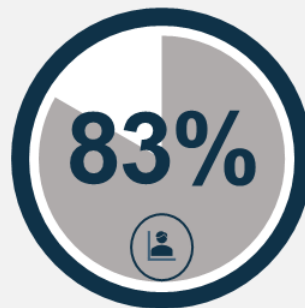
|~ high ~|

SOLUTION MATURITY



|~ high ~|

USER EXPERIENCE



|~ very good ~|

BUSINESS MODEL

Withings demonstrates a robust business model supported by its strong financial backing, having raised nearly €100 million from international investors. With millions of users across 40+ countries and 75% of revenues generated internationally, the company leverages over 15 years of experience in connected health to target its markets effectively. Despite current unprofitability and accumulated losses of the U Scan solution, Withings' solid investor base and deep market knowledge position it for sustained growth and innovation.

BUSINESS MODEL



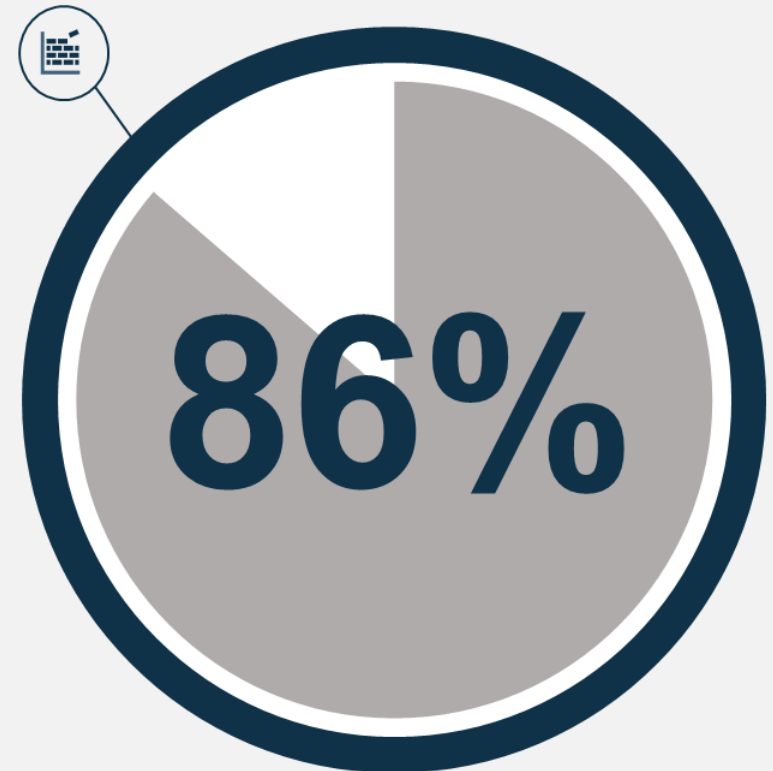
|~ very good ~|

COMMERCIAL READINESS LEVEL



|~ sales preparation ~|

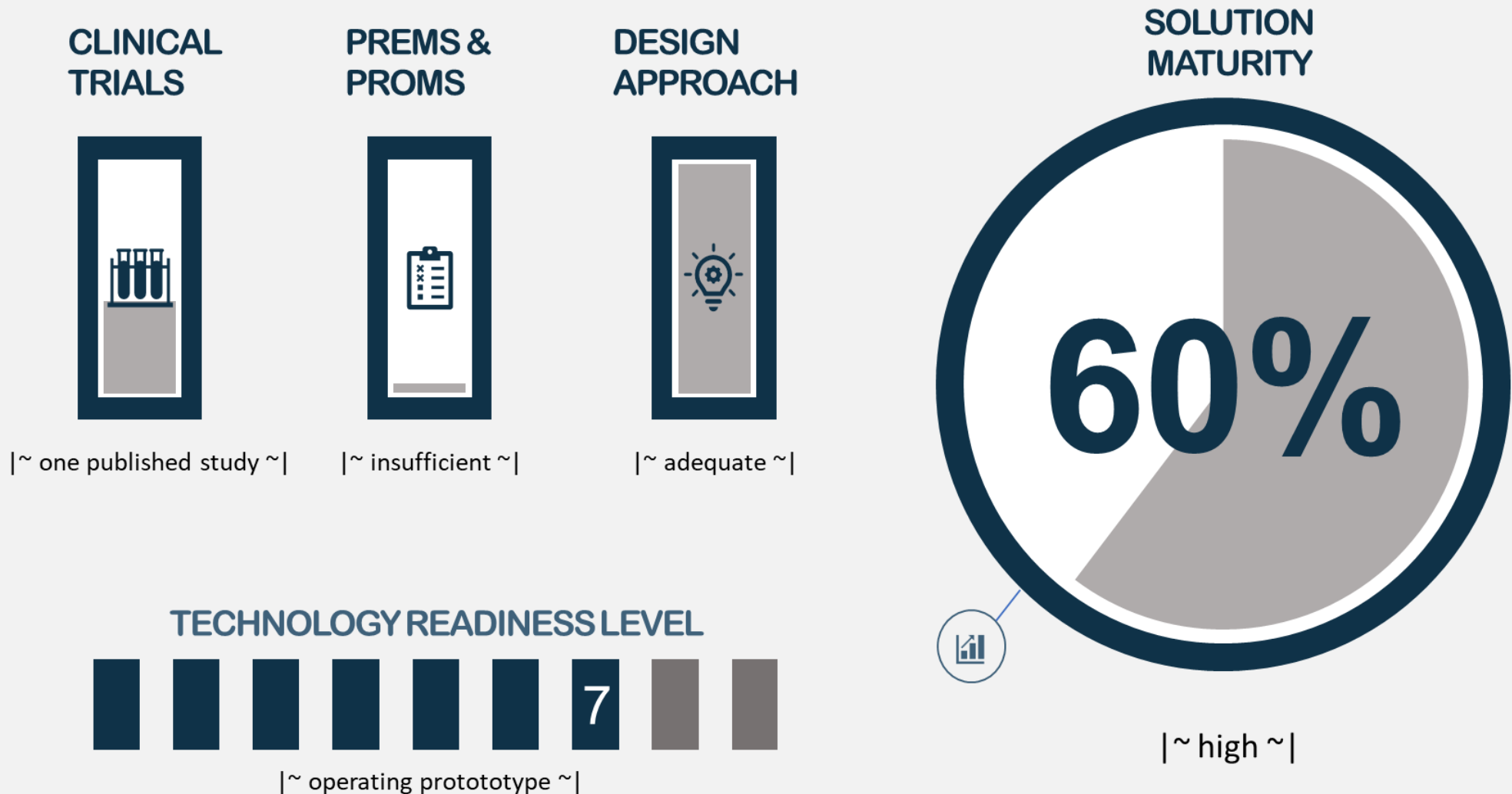
BUSINESS PERFORMANCE



|~ very good ~|

SOLUTION MATURITY

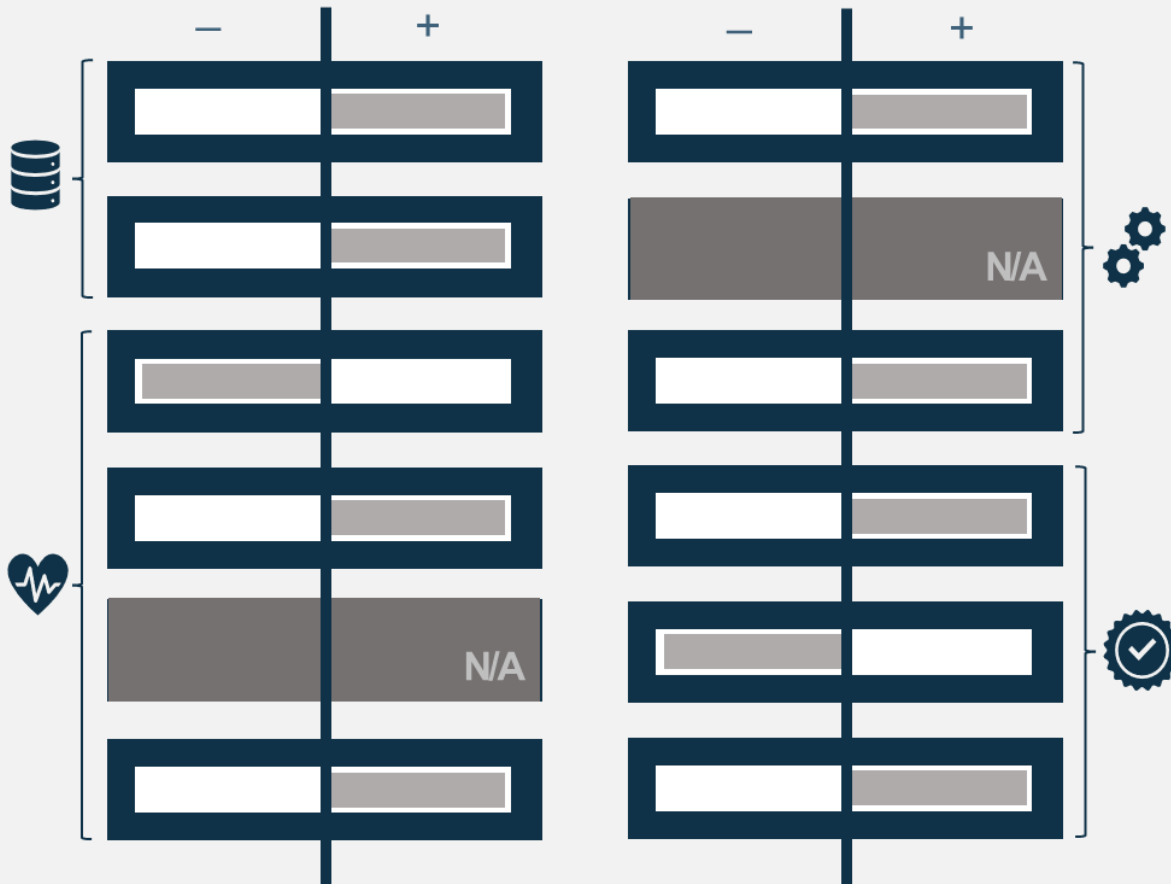
The solution maturity of U-Scan is promising but still evolving. While no published scientific studies exist for U-Scan yet, Withings' other medical devices are supported by multiple peer-reviewed publications, suggesting a strong precedent for future validation. U-Scan's development includes collaboration with health professionals, ensuring alignment with clinical needs. Currently in its development phase, the solution shows potential to meet professional standards and contribute meaningfully to connected health advancements.



CHANGE OF PRACTICES

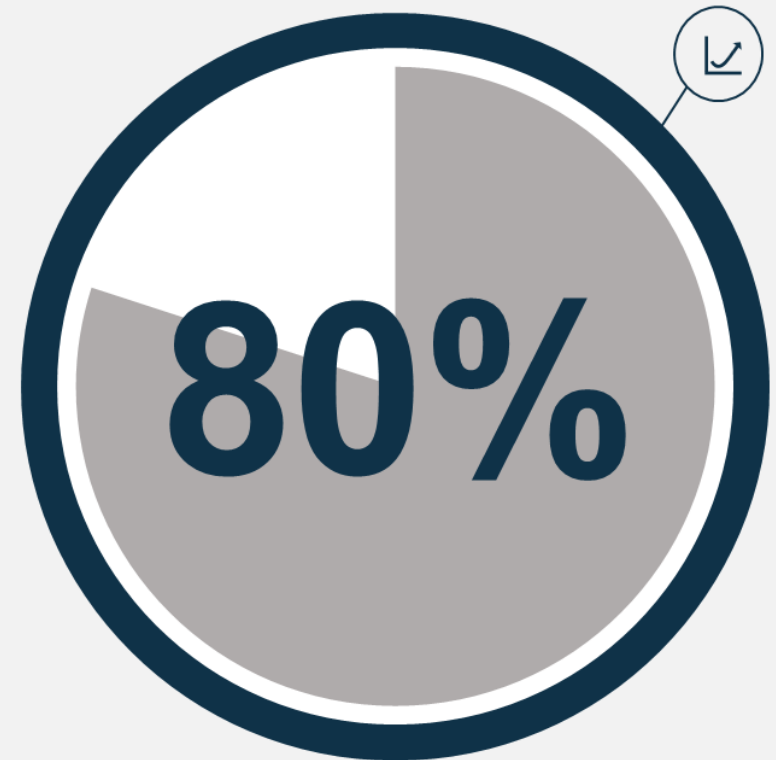
The U-Scan solution introduces significant changes to healthcare practices by enabling frequent, automated urine analysis with minimal patient intervention. Data is accessible through the Withings RPM platform (SAAS), already operational in the USA, ensuring streamlined monitoring for professionals. While U-Scan enhances remote patient tracking, continuity of care remains limited. The solution adheres to the highest international standards for data privacy, including GDPR compliance and HDS certification, with CE marking and FDA certification planned.

PRACTICES MEASURE POINTS



| ~ 10 relevant measure points ~ |

CHANGE OF PRACTICES



| ~ very significant ~ |

USER EXPERIENCE : THE PROFESSIONAL AND PATIENT PERSPECTIVE

The user experience of U-Scan is highly favorable, offering ease of use for both patients and professionals. Positioned across prevention, diagnosis, and follow-up, the solution enables professionals to customize biomarker tracking and set alerts via the Withings RPM platform for optimized patient monitoring. With daily automated data transmission and minimal handling—limited to cartridge replacement—U-Scan ensures seamless integration into care routines. While the device is not free, potential reimbursement remains to be clarified.

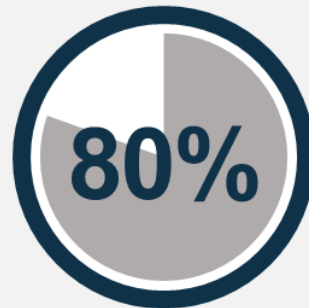


| ~ very good ~ |

PROFESSIONAL EXPERIENCE

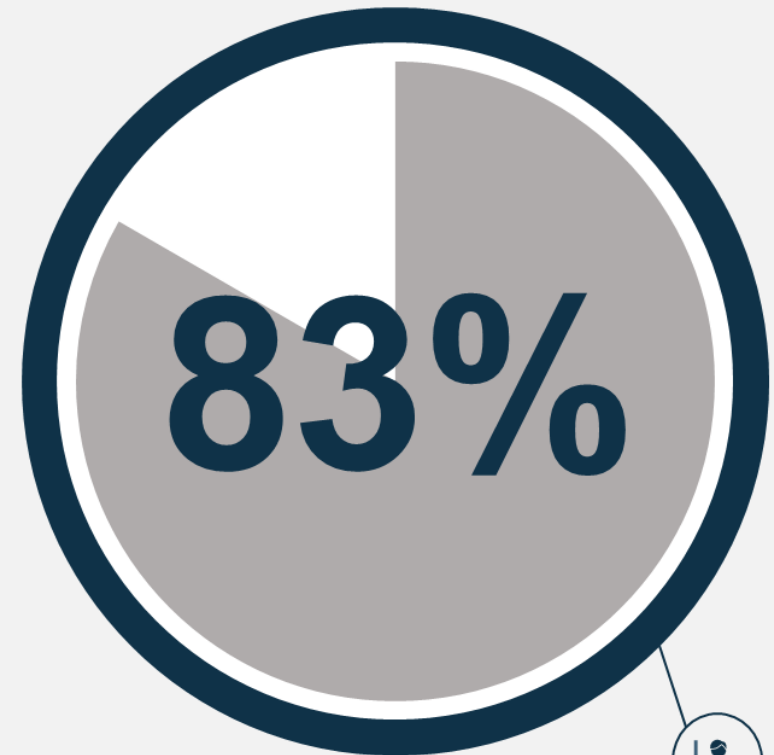


PATIENT EXPERIENCE



| ~ very good ~ |

USER EXPERIENCE



| ~ very good ~ |

LINKS AND RESOURCES

<https://www.withings.com/fr/fr/>

<https://label.welink.care/>

This report is based on the information provided by the scored company, input from various stakeholders, and the application of the WeLink.Care© methodology by OZConsulting. The findings, scores, and evaluations presented are intended solely for informational purposes and do not constitute a guarantee or endorsement of the quality, effectiveness, or commercial viability of the evaluated digital health solution.

The conclusions are drawn from the data available at the time of the study and may not reflect subsequent changes. OZConsulting assumes no responsibility for the accuracy or completeness of the information provided by the scored company or any third parties involved. Any reliance on this report is at the reader's own risk.

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