

**Paris, June 22<sup>nd</sup> 2023****Objet :** Letter of support for Prix Galien USA

Dear Sir/Madam,

As part of the application for the Prix Galien USA, Tilak Healthcare has approached us, as shareholders of the company, to provide our opinion on the company and to share our intentions.

Elaia DV4 Fund invested in the company in 2021, leading the Series A round. In early 2023, we completed a bridge in two tranches to support the company in a new fundraising process, in which we renewed our participation.

Among the factors that led us to invest and to decide to maintain our participation and confidence in Tilak Healthcare there are:

- a competent and professional team with complementary profiles;
- the quality, technical level, and simplicity of the product sold;
- the financing of the Odysight solution through Article 51 (French temporary reimbursement);
- the team's ability to continuously innovate;
- excellent patient satisfaction, which is reflected in a particularly high usage rate for companies in the sector;
- a strong, concrete, measurable, and attested societal impact;
- a high gross margin level allowing profitability to be envisioned in 2024;
- a deep market which offers significant growth prospects for the company, both in terms of international expansion and the development of complementary products in new therapeutic areas;
- a member of the new 2023 Health 20 cohort (a government support program for tech companies in France)

Based on the solid commercial results achieved over the past year and the evolution of the market, we are convinced that Tilak is now "scaling up" and taking a step forward in its development.

Moreover, given the above-mentioned factors, we are confident that Tilak has the necessary assets to succeed in this scaling up and to accelerate its development.

As a historical shareholder and board member, we are committed to supporting and accompanying the company in this phase of its development.

Yours faithfully,



Samantha Jerusalmy  
Partner