

**Nemaura Medical**  
(NASDAQ: NMRD)  
[www.nemauramedical.com](http://www.nemauramedical.com)  
[www.sugarBEAT.com](http://www.sugarBEAT.com)



**CGM rapidly growing \$82Bn potential annual market, with low current adoption focused on insulin users.**

**U.S. is largest CGM market in 2018 with estimated 2.6% usage amongst diagnosed diabetics. Annual CGM usage grew 117% (630,000v290,000).**  
*PiperJaffray Company Note DXCM Sep 5, 2018*

**Given sugarBEAT is (i) non-invasive, (ii) affordable and (iii) flexible, it is expected to have wider appeal to (i) non-insulin using diabetics, (ii) pre-diabetics and (iii) a section of insulin-users who dislike competitor CGMs owing to their (i) invasiveness, (ii) cost and (iii) inflexibility**

**Global Annual CGM Market**

Type 1 insulin user (5% of diabetics)	\$12.7Bn
Type 2 insulin user (15% of diabetics)	\$38.0Bn
Type 2 non-insulin (80% of diabetics)	\$31.4Bn
<b>Total Addressable Market</b>	<b>\$82.1Bn</b>

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**NMRD Market Data**

Fiscal Year	March
Industry	Medical Devices
Recent Share Price (on Sep 18 2018)	\$3.18
Market Cap	\$651.9M
Shares Outstanding	205M
Warrants Outstanding (strike price \$0.50)	10M
Equity Float	59M
Insider Ownership	71%
Avg. Volume	166,972

**Company Overview**

Nemaura Medical is a medical technology company developing sugarBEAT® as a non-invasive, affordable and flexible Continuous Glucose Monitor (CGM) designed to provide persons with diabetes and pre-diabetics with an Ambulatory Glucose Profile (AGP) as a superior metric to better manage their glucose levels as compared to an HbA1c reading. Insulin users can adjunctively use sugarBEAT® when calibrated with a finger-stick glucose reading.

SugarBEAT® consists of a daily disposable adhesive skin-patch connected to a rechargeable transmitter, with an app displaying glucose readings at five-minute intervals for periods of up to 24 hours.

**Value Proposition**

Globally, approx. 420 million people have diabetes, with ~1.1 billion people at high risk of developing diabetes (pre-diabetics). These numbers are estimated to grow by ~50% over the next 15 years. Diabetes-related costs are ~10% of total current health care expenditure.

Diabetes results from abnormal glucose levels, with improved diet (less sugar/starch), exercise, sleep and medication key to minimizing abnormalities. Progress is measured via quarterly lab blood tests providing an HbA1c reading (a historical 60-90 day glucose level average). For 320 million persons with diabetes alongside all pre-diabetics, the HbA1c test is the dominant metric to measure glucose levels. The remaining 100 million, who consist of severe type II/all type I persons with diabetes, additionally inject insulin, hence use self-administered daily multiple finger-stick readings / invasive CGM to ascertain real-time glucose levels to help determine when / how much insulin to inject daily.

SugarBEAT® offers a continuous stream of real-time information, overlaid with visual glucose trend graphs (AGP), which better illustrates the specific relationship between lifestyle factors and glucose levels as compared to an HbA1c reading. This information motivates users to minimize abnormal glucose-level fluctuations by constantly modifying day-to-day behavior, thereby keeping glucose closer to normal levels for longer, and helping to delay or even prevent long-term health damage typically caused by diabetes.

Moreover, sugarBEAT® should significantly expand the use of adjunctive CGM amongst insulin users, given it is non-invasive (not requiring the insertion of a sensor into skin), affordable and flexible, in comparison to CGMs from Abbott, Dexcom and Senseonics.

**Investment Highlights**

- **SugarBEAT® commercial launch expected Q4 2018 in UK, Europe in H1 2019**
  - CE Mark approval expected 2018
  - Completed 525 patient day European trial in Q4 2017
  - CE Mark granted in 2016 on predecessor version
  - FDA clinical program started Q2 2018, with expected completion in Q1 2019
- **Active R&D pipeline**
  - SugarBEAT Gen II; pediatric label, improved accuracy, longer patch-wear time
  - In-clinic variant of SugarBEAT; wired device compatible with hospital systems
  - Platform technology can be used for broader applications beyond glucose monitoring
- **Uplisted to NASDAQ in Q1 2018**
  - Improves access to capital markets while expanding pool of potential investors
- **Experienced management team**
  - Dr. Faz Chowdhury, CEO - Sole inventor on 50+ granted and pending patents across 15+ tech platforms within the medical device and pharma sectors
  - Bashir Timol, CBO - Co-founded, managed & funded multiple biotech / health co's