



NEMAURA  
MEDICAL

# Corporate Presentation

July 2021

Nasdaq: NMRD



# Forward Looking Statements

This presentation includes forward-looking statements that are subject to many risks and uncertainties. These forward-looking statements, such as statements about Nemaura’s short-term and long-term growth strategies, can sometimes be identified by use of terms such as “intend,” “expect,” “plan,” “estimate,” “future,” “strive,” and similar words. These statements involve many risks and uncertainties that may cause actual results to differ from what may be expressed or implied in these statements.

These risks are discussed in Nemaura’s filings with the Securities and Exchange Commission (the “Commission”), including the risks identified under the section captioned “Risk Factors” in Nemaura’s Annual Report on Form 10-K filed with the Commission in June 2019 as the same may be updated from time to time.

**Nemaura disclaims any obligation to update information contained in these forward-looking statements whether as a result of new information, future events, or otherwise.**



# Introduction

We developed the world's first Daily-Wear non-invasive Continuous Glucose Monitor (CGM) – A Class 2b CE approved Medical Device.

Launched: sugarBEAT® and BEAT® diabetes, supporting Diabetes prevention, management and reversal.

Planned Launch in 2021: Mass Market consumer metabolic health App & Glucose Sensor Kit



# The Problem...

Obesity and Diabetes are two of the major drivers of the chronic disease epidemic

There are over 463 million people living with diabetes worldwide, and over \$760 Billion was spent in the US alone in 2019 for diabetes related healthcare expenditure<sup>1</sup>.

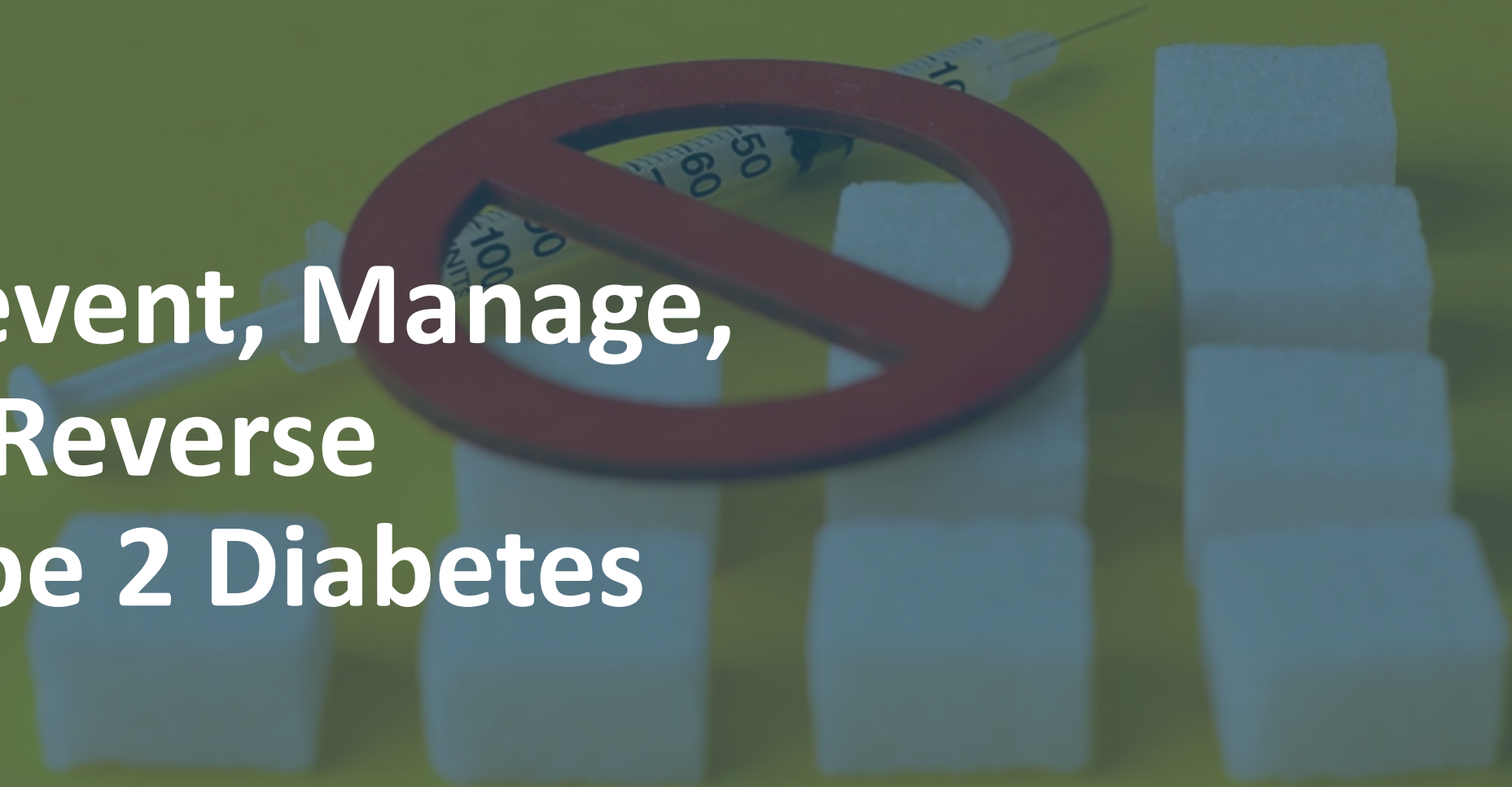
The total addressable market exceeds \$150 Billion<sup>2,3,4</sup>.





**Our Objective:**

**Prevent, Manage,  
or Reverse  
Type 2 Diabetes**





# Our Unique Solution

## KNOWLEDGE

Glucose sensors based on sugarBEAT provide **guidance and insights** into the extent of control over sugar levels.

## ENGAGEMENT

A world class **digital program [and ecosystem]** keeping the user engaged for the long term.

## OUTCOME

We expect the following based on independently published reports using similar programs: improvements in HbA1C, blood cholesterol, blood pressure, and sustainable weight loss. Real results. Sustainable. Affordable.





# Our Approach

1. **sugarBEAT<sup>®</sup> CGM – real time glucose monitoring.**
1. **BEAT<sup>®</sup> diabetes – Digital program for diabetes management and reversal, with intermittent glucose profiling.**
1. **Mass market consumer metabolic health App and Glucose Sensor Kit, targeting obesity, pre-diabetes and Type 2 diabetes.**

# Total Addressable Market

28,000 people diagnosed with diabetes EVERY WEEK  
in the U.S. alone<sup>7</sup> in a market worth nearly \$150B

## UK

4.8 million people with diabetes<sup>8</sup>

One person diagnosed every 2  
minutes

## Germany

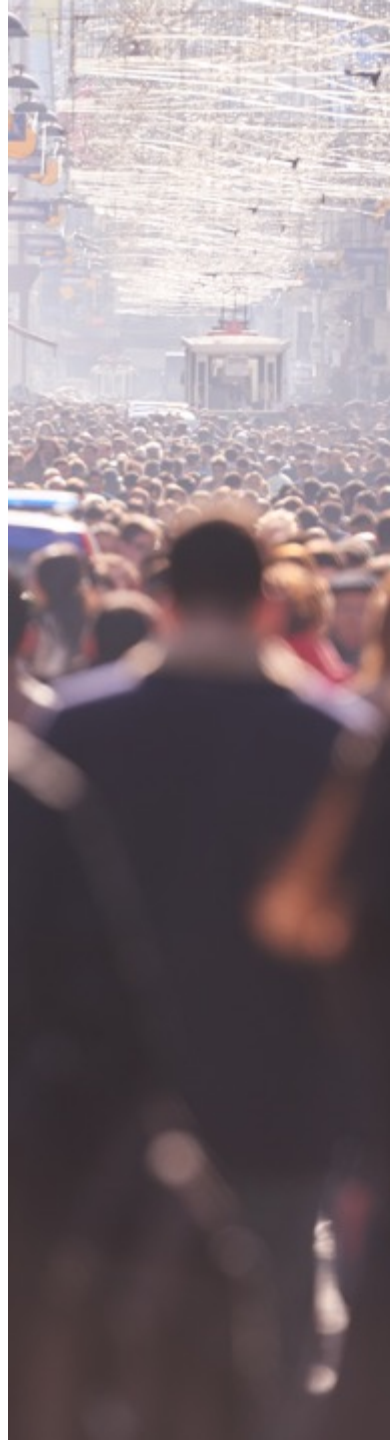
9.5 million have diabetes<sup>9</sup>.

4.5 million of these 9.5 million are  
undiagnosed and, as a result, may  
be particularly at risk.

## U.S.

34.2 million have diabetes<sup>6</sup>

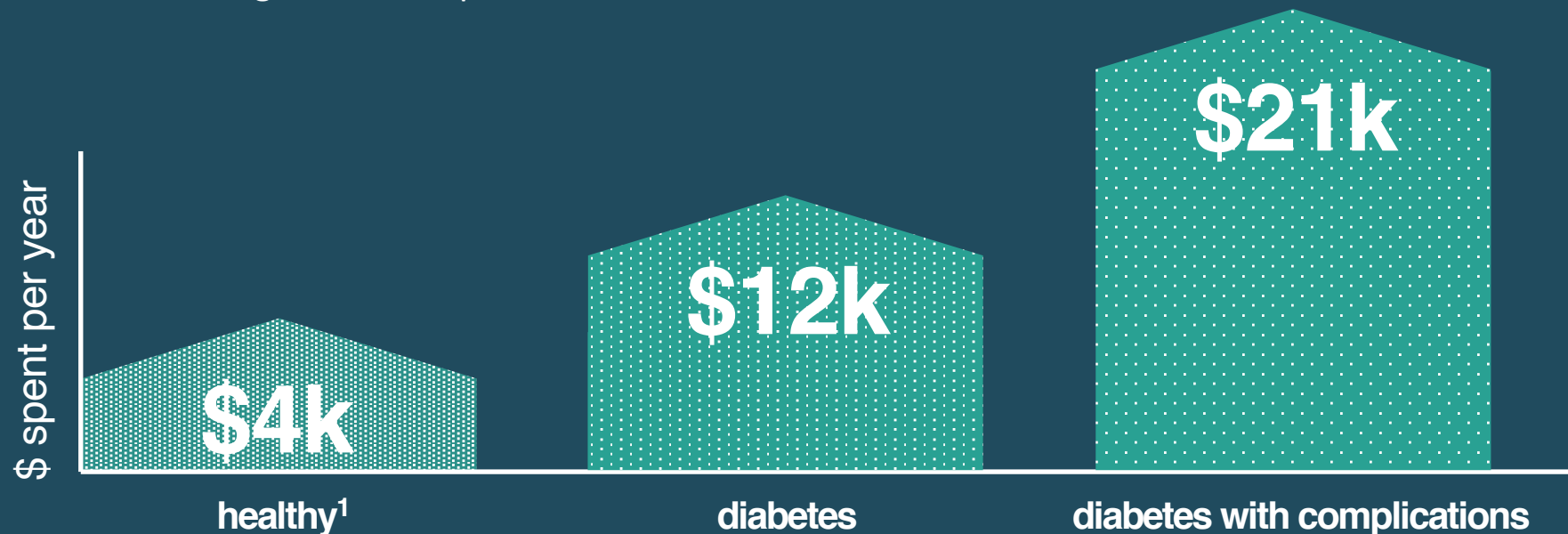
88 million people have pre-  
diabetes





# Impact on Healthcare Cost

- ❑ Healthcare costs for persons with type 2 diabetes cost approximately 2.5x as much as a person without diabetes. If they experience complications, that number soars even higher<sup>10</sup>
- ❑ Employers and healthcare insurers are therefore resorting to programs that will provide long-term sustainable results in stemming the onset of diabetes and, where possible, reversing Type 2 diabetes
- ❑ Current programs are cost prohibitive, but Nemaura has both a cost advantage as well as user friendliness from its intermittent use sensors and will focus its efforts on the U.S. and European markets initially, for diabetes prevention, management and potential reversal



# Product Portfolio

sugarBEAT<sup>®</sup> Non-invasive CGM

BEAT<sup>®</sup> diabetes Program

Consumer Metabolic Health App & Glucose Sensor Kit







The world's first daily wearable  
Continuous Glucose Monitor that  
doesn't use needles.

CE Approved Class IIb Medical  
Device





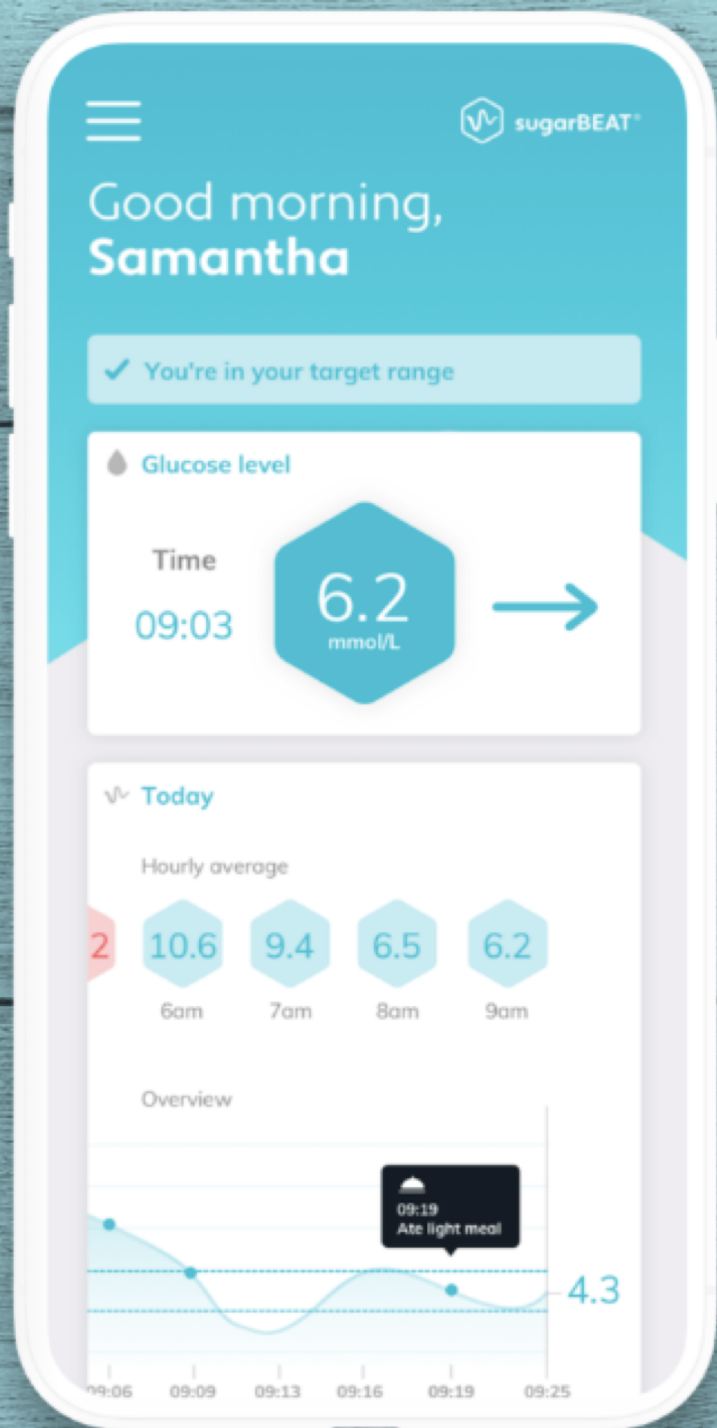


# How it works



## **Apply the sensor**

Position the daily disposable Sensor and Transmitter on your arm.



# How it works



## See changes as they happen

Helps you understand your unique glucose trend line and lifestyle choices taken.





# How it works



## **YesYouCan BEAT™ diabetes**

Better manage, take control and even prevent the onset of Type 2 Diabetes.

# Why is sugarBEAT<sup>®</sup> Different?

User does not insert a 1cm long Filament in the arm using a large needle (like competing invasive sensors) and keep it there for 10-15 days. The sensor sits on top of the arm/skin like a band aid.

User does not keep the sensor on the skin for 10-14 days, the sensor is a daily wear sensor – can be worn during the day or at night, and sensor is thrown away each day.

Persons with Obesity, pre-diabetes or Type 2 generally would only need to wear a sensor a few days a month. sugarBEAT<sup>®</sup> sensor allows flexible wear on demand, something that no other sensor can currently offer.

A user pays for only those days of sensor wear they intend, and not 10-15 days by default, therefore substantially reducing the monthly cost of sensors, yet providing the user with glucose profile data that acts as a powerful tool to help users manage their health.



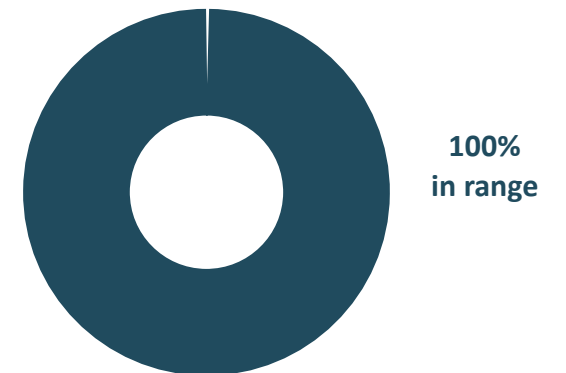
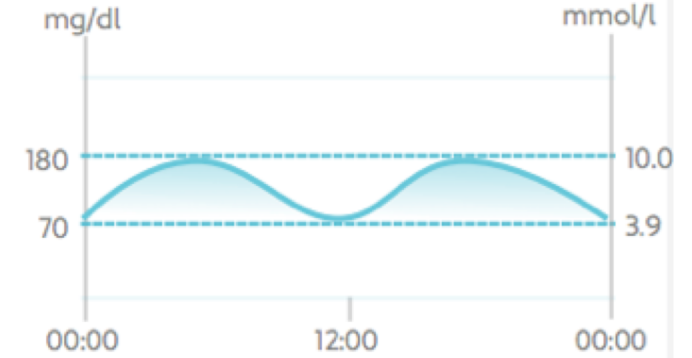
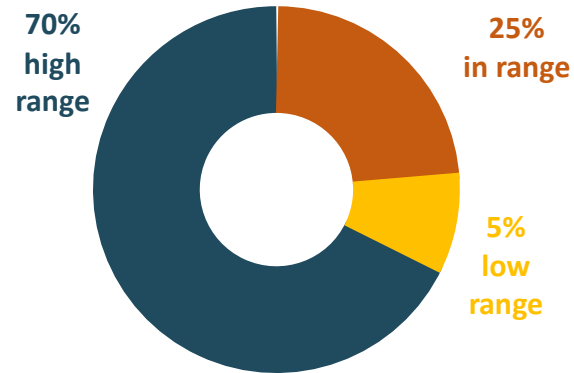
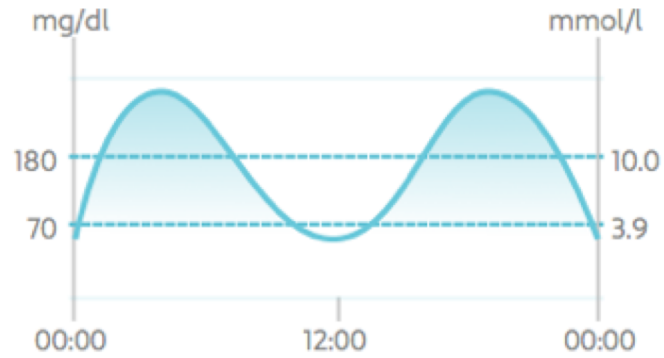
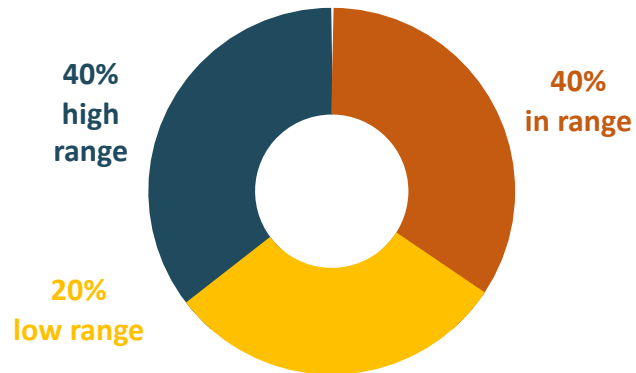
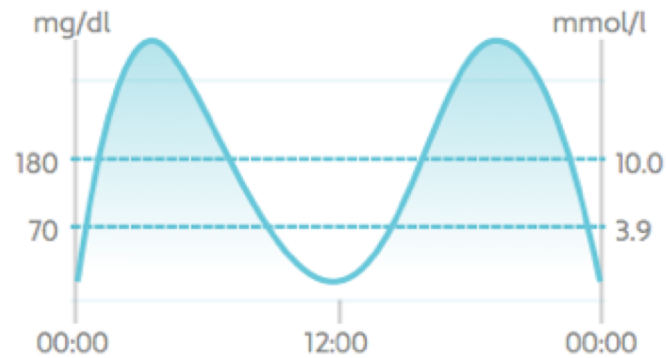
# sugarBEAT<sup>®</sup> and Time in Range

A critical advantage of CGM-based systems is the ability to measure the time that glucose levels are in normal range – i.e., time in range (TIR). Control over TIR leads to a significant reduction in the onset of complications of diabetes.

The same HbA1C values can give vastly differing TIR profiles and is inferior to using CGM to measure TIR to prevent the onset of long-term disease complications.

# sugarBEAT<sup>®</sup> vs. HbA1C

The same HbA1C value, yet 3 completely different TIR profiles, demonstrating the power of TIR over HbA1C as the new gold standard<sup>11</sup>



# sugarBEAT<sup>®</sup> Testimonials\*

My Sugar Watch offered me a needle-free blood glucose monitoring solution that's non-invasive and easy to use. I didn't even realize I had the My Sugar watch device on my arm as it is so lightweight. It gives me the assurance that my blood sugar reading is accurate, and I have access to my levels on my phone at all times.

I was diagnosed with gestational diabetes, and I was informed by my healthcare professional that this may lead to a diagnosis of Type 2 diabetes in the future. Unfortunately, I was diagnosed with Type 2 diabetes after this and I have to manage this diagnosis all by myself and learn to control my blood glucose levels. Using My Sugar Watch has alerted me to changes in my blood glucose levels and helped me understand how these changes make an impact on my body and how I am feeling. To have this information at my fingertips gives me so much control to manage my diabetes.

I have been a Type 2 diabetic for 10 years. I sporadically manage my blood sugar with a blood glucose monitoring device. I know that if not controlled or managed effectively I can have real highs and lows and not know when this will happen. I was wearing the My Sugar Watch device and it alerted me to the fact I was about to have a hypo before it happened. This alert enabled me to quickly balance my medication.

\*UK Licensee users' feedback

# sugarBEAT<sup>®</sup>

## Sales status UK

- ◆ UK: 200,000 Sensors ordered by licensee following soft launch success
- ◆ Purchase order forecast for (approximately) a further 100,000 sensors per month for the next 2 years, totaling over 2 million sensors.
- ◆ Licensee selling these based on a diabetes management subscription service.



# sugarBEAT<sup>®</sup>

## Germany

- ◆ Partnership/Collaboration discussions ongoing
- ◆ Submission for reimbursement made to GBA, the German Regulatory Authority. GBA confirmed they do not need to review this and it is now progressing straight to the National Association of Statutory Health Insurance Funds, thus we expect the process to be a lot quicker.
- ◆ Plan to launch as soon as partnership agreement is signed.

# sugarBEAT<sup>®</sup>

## MENA

- ◆ Partnered with TPMENA
- ◆ Registration for Saudi Arabia and UAE in progress
- ◆ Plan to launch on completion of registration



**BEAT**  
**DIABETES**



**BEAT**  
**DIABETES**

Type 2 Diabetes prevention  
and management program  
launched in the U.S.



# BEAT<sup>®</sup> diabetes – 3 Components

1. Weight loss program originally developed at the Joslin Diabetes Centre – over 12 years of clinical evidence (based on an in-clinic program, subsequently replicated using a virtual program). Sustained long term weight loss achieved without loss of muscle mass
1. proBEAT™ Intermittent glucose profiling – using world's first daily-wearable glucose sensor, developed in-house
2. Coaching: digital 24/7 using app, and specialist 1 to 1 coaching

# BEAT<sup>®</sup> diabetes – Glucose Profiling

## Intermittent Glucose Profiling: Benefits

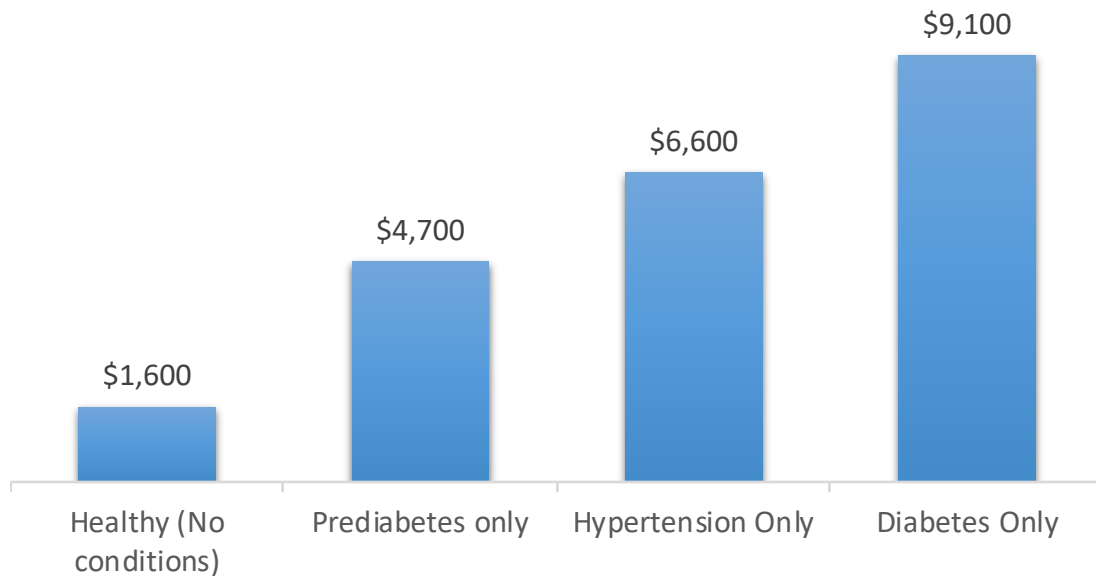
**7-point glucose profiles every 4 weeks.** Patients received guidance for diet and exercise adjustments based on SMBG.

**Outcome:** Significant reductions in HbA1c, weight, BMI, systolic BP, diastolic BP, and LDL Cholesterol

# BEAT<sup>®</sup> diabetes

## Potential Outcome for Payers

Annual Cost per Employee



**On average, diabetes costs both employers and insurers over \$9,000 per year. Potential savings from prescription medications alone would amount to over \$5,000 per year.**

# BEAT<sup>®</sup> diabetes

## Current Status

- ◆ **First Pilot Commenced, with approx. 200 participants planned for a program of up to 2 years.**
- ◆ **Anticipate multiple parallel additional pilots in near term**



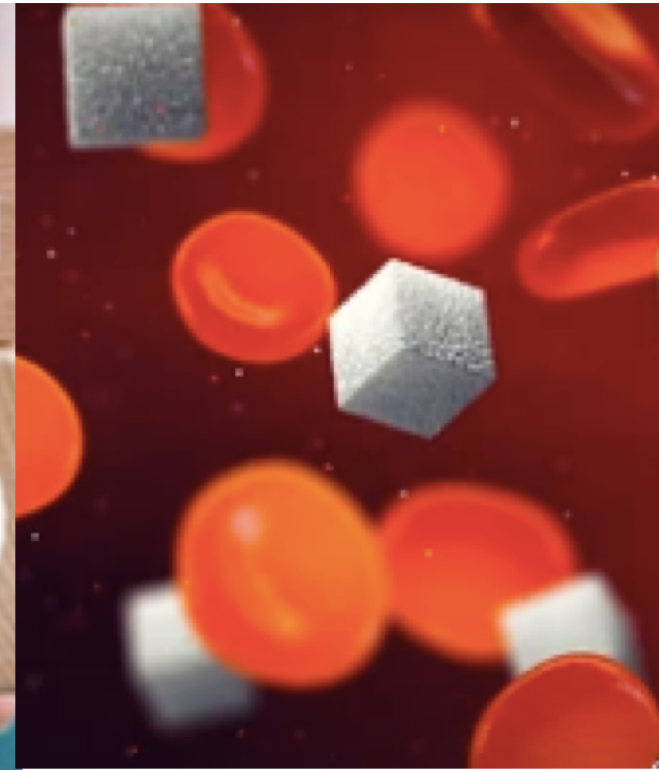
# ***Metabolism is life.***

***Can we help 87 MILLION people in the USA  
from becoming Diabetic using our  
low cost wearable glucose sensor and digital ecosystem?***

# Metabolic Health

## A mass-market consumer product

A new program leveraging off the BEAT® wearable sensor platform to address improvements in metabolic health and well-being. Launching in 2021. Applicable to over 80 million people in the US with pre-diabetes as well as general health-conscious individuals, and obesity market.



# Future Product Opportunities

## Leveraging the BEAT<sup>®</sup> Technology

A rich portfolio of additional products to complement existing offering and contribute to increased revenues



### 01 CONTINUOUS LACTATE MONITORING

Assists in threshold maximization in performance athletes

Early identification of tissue hypoperfusion or shock for aggressive early resuscitation of critically ill patients to improve their chances of survival



### 02 BODY TEMPERATURE MONITORING

Gives a more accurate and large data set. For monitoring viral infections and lower limb blood circulation tracking the effectiveness of drugs

Wearable temperature sensors market is expected to register a CAGR of 8.3% during the forecast period 2021-2026<sup>22</sup>

# Future Product Opportunities

## Leveraging the BEAT<sup>®</sup> Technology



### ALCOHOL MONITORING

03

Support personal health goals and provide warnings prior to driving.

Provide physicians with individual's drinking habits.

Prevention of progression-to-alcohol-related disease



### DRUG MONITORING

04

Monitoring the impact of drugs and personalized treatment plan for patients.

Global therapeutic drug monitoring device market to reach \$3.37B by 2024<sup>23</sup>

# Future Product Opportunities

## Leveraging the BEAT<sup>®</sup> Technology

Big Data is projected to have significant applications the healthcare tech space.  
The market is expected to grow to over \$68 Billion by 2024<sup>24</sup>



### BIG DATA

05

Predictive analytics based on logic drawn from wearable medical devices using algorithms to seek patterns and structure in data and cluster them into groups or insights.

Improving efficiencies per patient's management of health care. Accuracy of diagnosis and treatment in personal medicine.



### ARTIFICIAL INTELLIGENCE

06

Empowering users & industry with interpretations of SugarBEAT<sup>®</sup> data to enhance treatment & develop personalized therapy

The U.S. National Institutes of Health is working with IBM to connect a wide variety of clinical and research datasets to the IBM Watson system.

# The Team

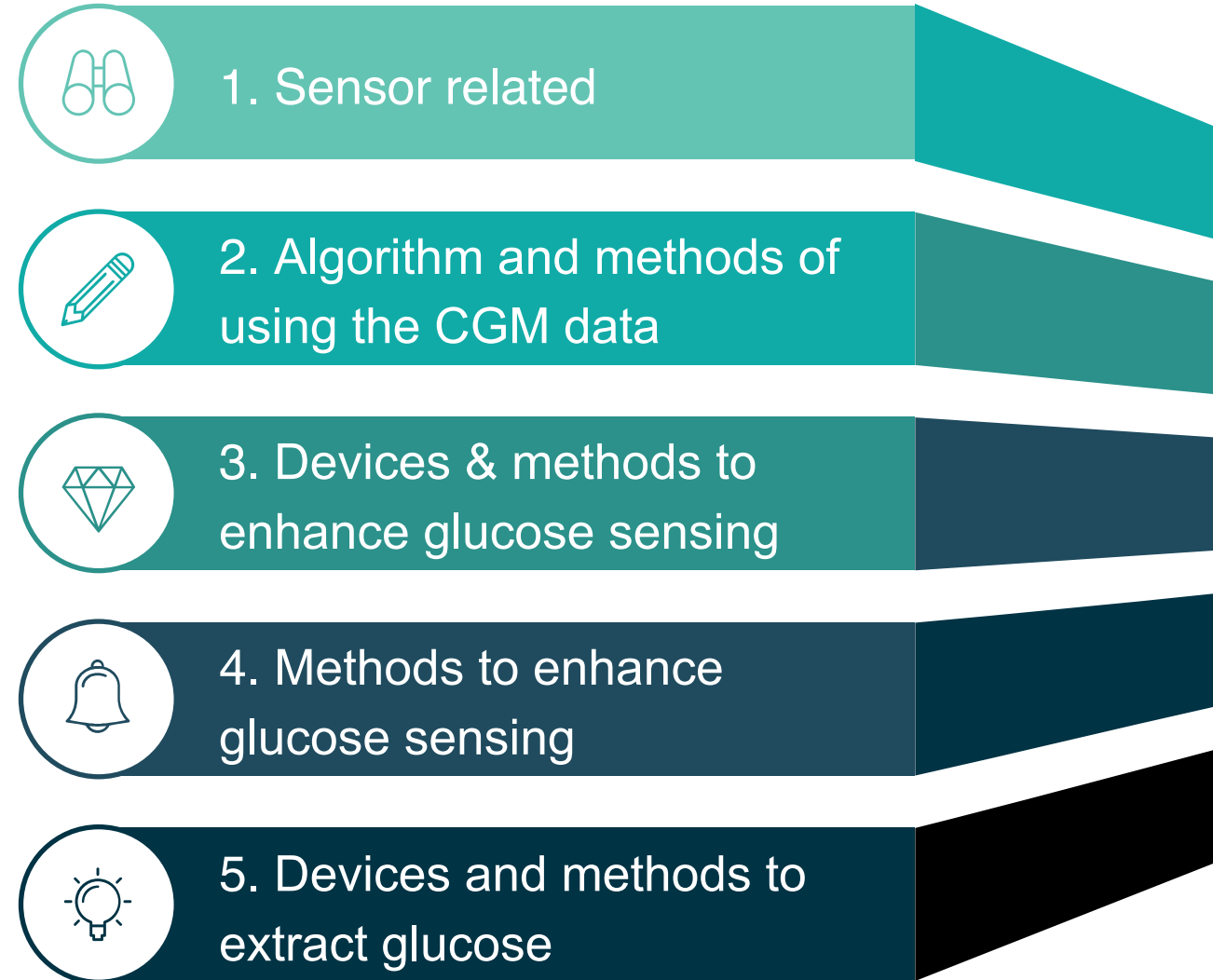
- ◆ We are building a world class team
- ◆ So far includes senior level appointments, with experience from companies including: Dexcom, Lifescan, Roche, Abbvie, & Eli Lilly



# Intellectual Property

- ❑ Nemaura is building an extensive and valuable intellectual property portfolio to position the company to become a global leader in the non-invasive wearable sensor market.
- ❑ Nemaura has over 30 patents across several patent families (both approved and pending), and substantial trade secrets, providing a strong IP position.
- ❑ Nemaura anticipates filing multiple additional patents over the course of the next 18 months, based on ongoing developments.

The Company has a number of patent families and trade secrets spanning the following:



# Future Milestones

We expect to report the following over the coming months:

- Progress with sales of sugarBEAT<sup>®</sup> in multiple territories
- Commencement of KOL studies in the UK and USA
- Launch of the Metabolic Health App & Sensor Kit
- Adoption of BEAT<sup>®</sup> diabetes program/pilot studies in the USA
- Update on FDA PMA application for sugarBEAT<sup>®</sup>

# Cash Position

As of 26<sup>th</sup> July 2021:

Strong balance sheet (>\$30M, and <\$2M quarterly cash burn)

# References

---

1. <https://www.idf.org/aboutdiabetes/what-is-diabetes/facts-figures.html>
2. <https://drug-dev.com/global-type-2-diabetes-market-set-to-almost-double-to-58-7-billion/>
3. <https://www.prnewswire.com/news-releases/global-digital-diabetes-market-outlook-to-2026-a-16-billion-industry-opportunity-300980794.html>
4. <https://www.absolutemarketsinsights.com/reports/Global-Noninsulin-Therapies-for-Diabetes-Market-2019-2027-259>
5. Based on 2018 Milken Institute study
6. ADA Study: The Cost of Diabetes - <https://www.diabetes.org/resources/statistics/cost-diabetes>
7. <https://www.diabetes.org/resources/statistics/statistics-about-diabetes>
8. [https://www.diabetes.org.uk/about\\_us/news/diabetes-prevalence-2019](https://www.diabetes.org.uk/about_us/news/diabetes-prevalence-2019)
9. <https://www.imarcgroup.com/germany-diabetes-market>
10. <https://www.diabetes.org/resources/statistics/cost-diabetes>
11. <https://www.healthline.com/diabetestime/time-in-range-tir-new-gold-standard-for-diabetes-blood-sugar-control#tir-versus-a-1-c>
12. [KhamsehME, Ansari M, MalekM, ShafieeG, BaradaranH:Effects of a structured self-monitoring of blood glucose method on patient self-management behavior and metabolic outcomes in type 2 diabetes mellitus.J Diabetes SciTechnol2011;5:388–393](#)
13. Kato NK, Kato M:Use of structured SMBG helps reduce A1c levels in insulin-treated diabetic patients [abstract].Diabetes2011;60(Suppl1):A239
14. [PolonskyWH, Fisher L, SchikmanCH, HinnenDA, ParkinCG, JelsovskyZ, Axel-Schweitzer M, Petersen B, Wagner RS:A structured self-monitoring of blood glucose approach in type 2 diabetes encourages more frequent, intensive, and effective physician interventions: results from the STePstudy.Diabetes TechnolTher2011;13:797–802](#)
15. [www.mysugarwatch.com](http://www.mysugarwatch.com)
16. <https://investors.dexcom.com/news-releases/news-release-details/dexcom-reports-fourth-quarter-and-fiscal-year-2020-financial>
17. <https://www.abbott.com/corpnewsroom/strategy-and-strength/abbott-q4-earnings-exceptional-growth.html>
18. [www.BEATdiabetes.Life](http://www.BEATdiabetes.Life)
19. <https://www.dfa.arkansas.gov/images/uploads/ebdOffice/QOC201706.pdf>
20. <https://www.forbes.com/sites/brucejapsen/2020/08/05/teladoc-to-buy-livongo-health-in-185-billion-virtual-care-mega-deal/>
21. <https://www.verywellhealth.com/livongo-meter-and-coaching-for-diabetes-management-4175919#:~:text=Livongo%20is%20a%20data-based%20health%20coaching%20program%20that,real%20time%E2%80%94within%20minutes%20if%20there%20is%20an%20emergency>
22. <https://www.mordorintelligence.com/industry-reports/global-wearable-temperature-sensors-market-industry>
23. <https://www.grandviewresearch.com/press-release/global-therapeutic-drug-monitoring-market>
24. <https://healthcareweekly.com/big-data-in-healthcare/>