



NEMAURA  
MEDICAL

# Corporate Presentation

11<sup>th</sup> October 2023

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 on June 29, 2022 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.**

# Addressing a Pandemic: Diabetes and poor Metabolic Health

Brace yourself for what could be the single most monumental global health emergency, a phenomenon that remains surprisingly absent from the forefront of public knowledge: the looming metabolic health crisis.





## A recent article in Forbes<sup>1</sup> states:

Over 11% of the US population is known to be diabetic; that translates into 37,300,000 people. Compounding the problem are approximately estimated 8,500,000 people who have diabetes but remain undiagnosed.

People with diagnosed diabetes incur average medical expenditures of \$16,752 per year, of which about \$9,601 is attributed to diabetes.

The CDC estimates that 96,000,000 adults (38% of the population) in the United States are pre-diabetic and 80% of them do not know that they have it!



# Forbes



To address this, we developed a Non-invasive daily wear continuous Glucose sensor targeting:

Clinical Market: Type 2 diabetes: >60 million people in Europe<sup>2</sup>

Consumer market: Pre-diabetes and Obesity: >90 million people<sup>1</sup> in USA

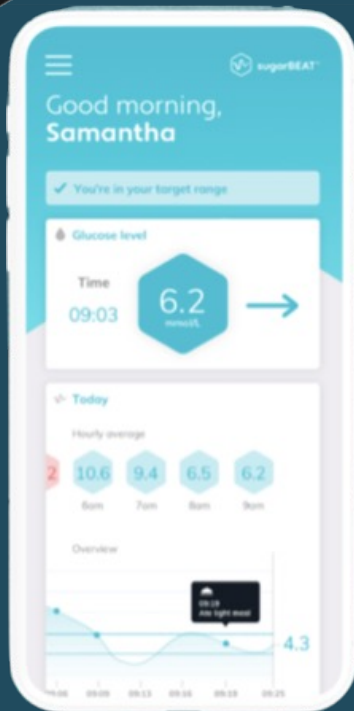
[This market is currently deemed to be the largest opportunity for Nemaaura]



# Our Goals and What we have delivered so far..

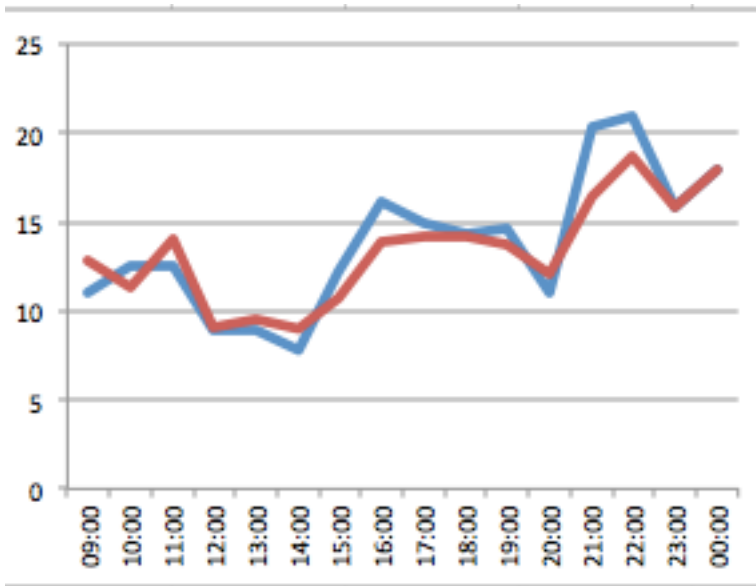
Developed a wearable device with a daily disposable glucose sensor.

CE Approved Class 2b Medical device in Europe, and also approved by the Saudi Arabia Food and Drug Agency.



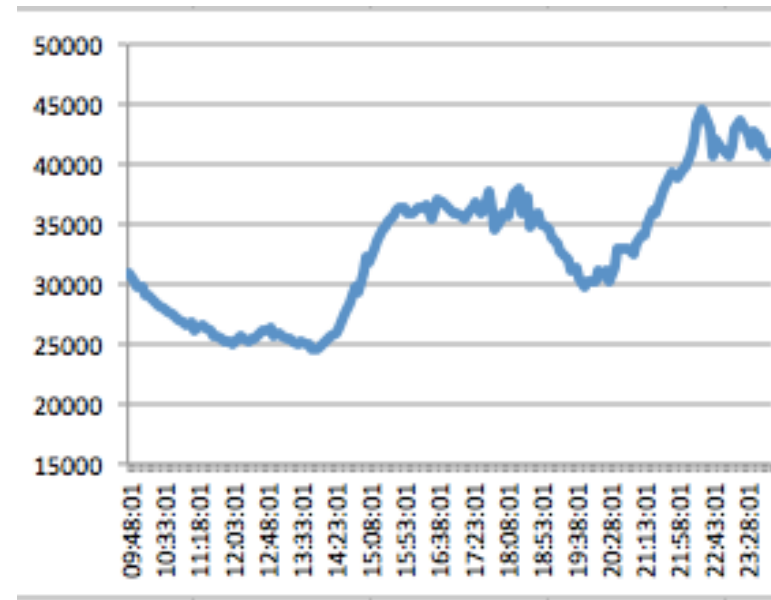
# sugarBEAT<sup>®</sup>

## Example of Volunteer data compared with BGM and Invasive CGM



Blue: Finger Prick BGM (Blood glucose meter)

Red: Invasive CGM

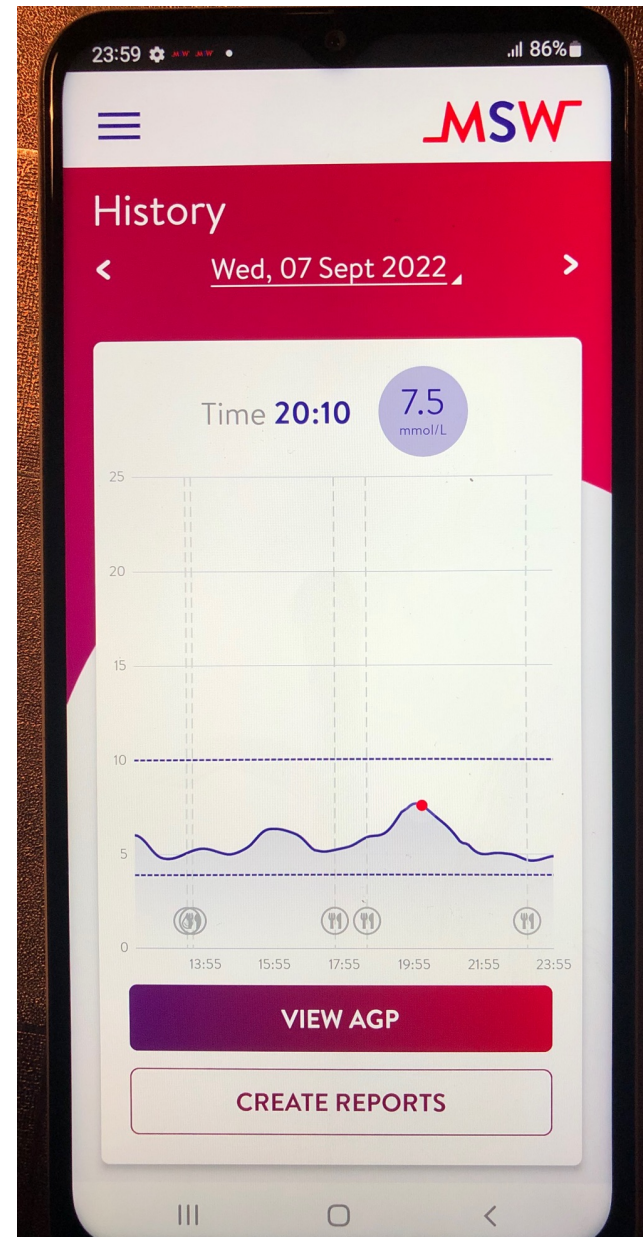


sugarBEAT<sup>®</sup>

Raw data presented (prior to algorithmic conversion, demonstrating tight correlation)

# sugarBEAT<sup>®</sup>

**Example of Volunteer data  
(Non-diabetic)**





# Product Positioning

**Medical:**  
**sell sugarBEAT® sensors**

**Diabetes Management (non-medical):**  
**BEATdiabetes program and sensors**

**Consumer health and wellbeing:**  
**Miboko sensor and app**



# Product Positioning – Medical

**sugarBEAT® CGM sales through Licensees – no further marketing spend required on Nemaura's part thus minimizing cost of sales.**

**Visit: [www.sugarBEAT.com](http://www.sugarBEAT.com)**

# Product Positioning – Type 2

**Type 2 Diabetes management and reversal using  
BEATdiabetes program and sensors**

**Visit: [www.BEATdiabetes.Life](http://www.BEATdiabetes.Life)**



# Product Positioning – Consumer

**Metabolic health and wellbeing: Miboko app**

**Visit: [www.Miboko.com](http://www.Miboko.com)**

# Marketing Strategy – Plug-in

Recent feedback suggests there is a significant business case to offer the Metabolic health program (from Miboko), and the proBEAT sensor and auto-generated progress report as plug-ins to existing diabetes management and metabolic health programs.

In the USA alone there are over 2000<sup>3</sup> such organisations Nemaura can target.

This would further minimize the need for infrastructure and associated costs to Nemaura.

# Competitive landscape

**Noom:** Over 50 million Subscribers, >\$400m Revenues in 2020<sup>5</sup>

**Miboko USP:** A holistic Metabolic health approach to weight loss and better health supported using our proprietary wearable sensor that gives an insight in to what's really happening inside the body



# 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>6</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 estimated to reach \$3.37B by 2024<sup>7</sup>

# Intellectual Property

- IP consists of Filed Patents and substantial know-how



# Summary

- Revenue generating and ramp-up in revenues anticipated through future product and subscription service sales and potential new partnerships
- First mover advantage with the non-invasive sensor platform
- Simple subscription-based revenue generation models.
- Highly Scalable business model with potential for rapid growth and product introductions in the consumer space (non-regulated market) as well as in the clinical space.

# References

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1. <https://www.forbes.com/sites/stephenbrozak/2022/11/07/diabetesthe-pandemic-is-here-how-do-we-treat-it/?sh=114c799b65be>
2. [https://www.who.int/europe/health-topics/diabetes#tab=tab\\_1](https://www.who.int/europe/health-topics/diabetes#tab=tab_1)
3. <https://www.cdc.gov/diabetes/library/reports/reportcard/national-dpp.html>