



NEMAURA  
MEDICAL

# Corporate Presentation Sidoti Micro Cap Conference

Dr Faz Chowdhury, CEO

15<sup>th</sup> November 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 for the fiscal year ended March 31, 2023, as filed with the Commission, 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.**

# Clinical Need...

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

96 Million people had pre-diabetes in the USA alone, in 2019<sup>1</sup>

Over 40% of the US Adult population suffers from obesity<sup>2</sup>



# Clinical Need...

The tide of chronic disease conditions cannot be turned unless these two drivers, obesity and pre-diabetes are addressed.







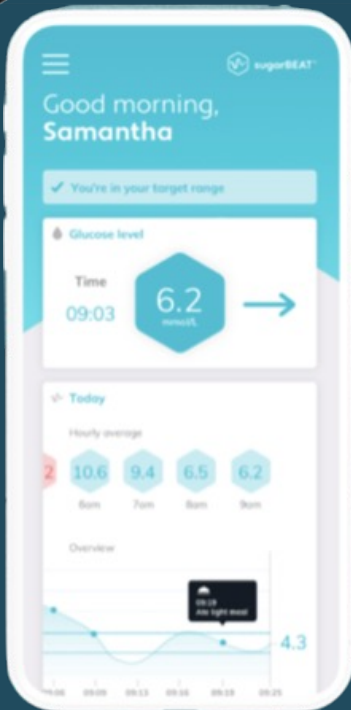
To address this, we developed a Non-invasive daily wear continuous Glucose sensor targeting:

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]

# Key Achievements



1. Developed a world-first wearable device with a daily disposable glucose sensor.
2. CE Approved Class 2b Medical device in Europe
3. Approved by the Saudi Arabia Food and Drug Agency
4. Launched sensor sales via consumer program in UK, with other territories to follow

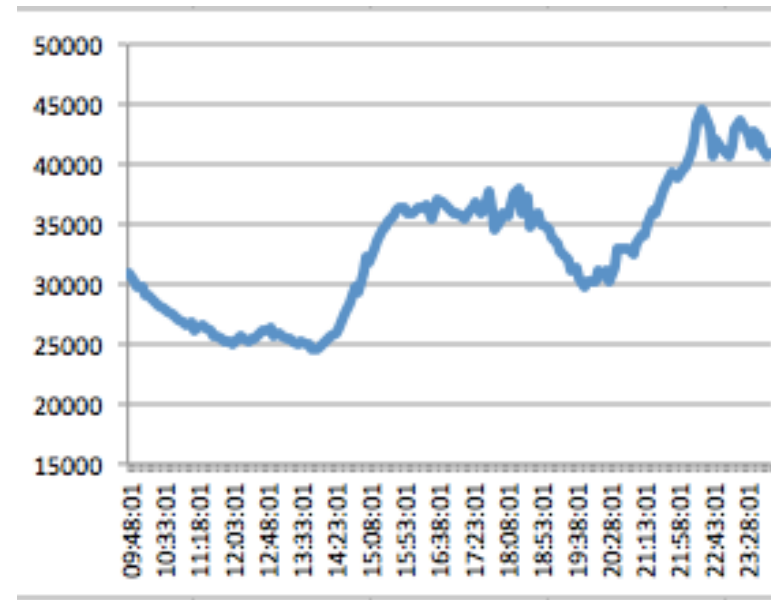
# sugarBEAT<sup>®</sup>

## 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)**





# Our Solution: A digital biomarker, as part of a consumer metabolic health program

The Meta-Score is a digital biomarker, and a number between 10 and 100 that is derived from human behavioral patterns and a body worn sensor that measures insulin resistance or sensitivity.



# Our Solution: A digital biomarker, as part of a consumer metabolic health program

Clinical evidence demonstrates that poor glucose control can be a cause of Dementia, Diabetes, Cardiovascular complications and obesity<sup>3</sup>.



# Our Solution: A digital biomarker

The digital program has been branded Miboko: Mind, Body, Konnect.

The sensor is one of a kind, non-invasive single day use. As little as one sensor is needed per month.





# Augmented with GLP-1 Agonists

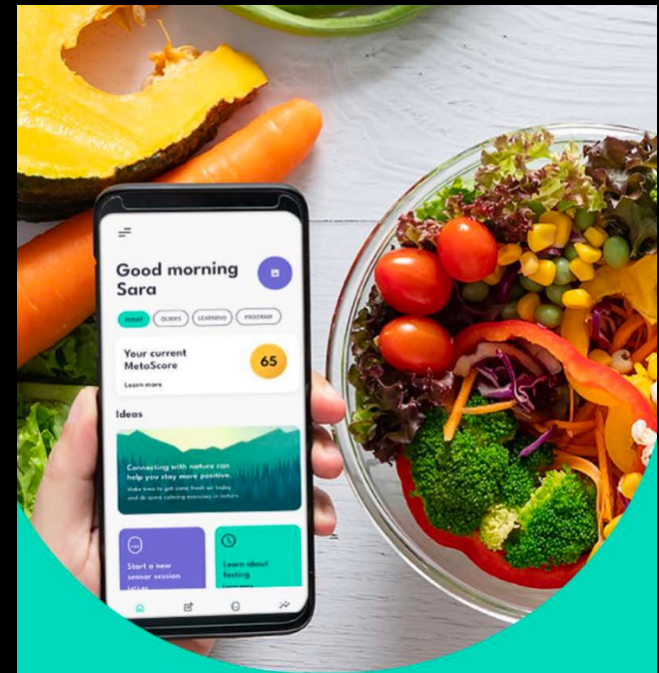
GLP – 1 Agonists, not only improve blood sugar control but has shown significant weight loss.

Studies have shown that people using Semaglutide and making lifestyle changes lost about 34 pounds (over 15Kg) versus less than 6 pounds (or 2.6Kg) for those who did not use the drug<sup>10</sup>.



MIBOKO

MIND • BODY • KONNECT



Welcome

# Miboko: A Mass-Market Consumer Product

**Download the app and On-board**

**Sensor measures metabolic health score**

**Receive report and weekly targets**



**Live Longer  
Live Better**





# Miboko: A Mass-Market Consumer Product

**Download the app and On-board**

**Achievable lifestyle targets are set automatically after on-boarding**



**With Miboko, you'll learn...**

- ✓ The best foods for your body
- ✓ Simple actions to optimize your mental health
- ✓ How to create healthy routines

Tell us about yourself so we can build your perfect health plan...

# Miboko: A Mass-Market Consumer Product

**Download the app and On-board**

**Achievable lifestyle targets are set automatically after on-boarding**



Assessing lifestyle

## Calculating...

We're busy creating a custom plan just for you based upon your body and your goals.



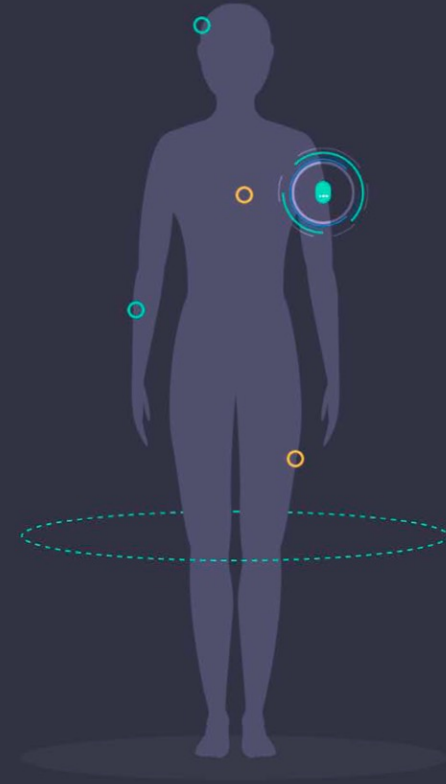
## Did you know

For every 1 lb. of muscle you gain, your body burns an extra 30-50 calories/day.

Strength training is a great addition to your weight loss program.

# Miboko: A Mass-Market Consumer Product

Body worn sensor measures the Meta-score, based on insulin resistance, once or twice a month, and eventually potentially only once every 2-3 months.



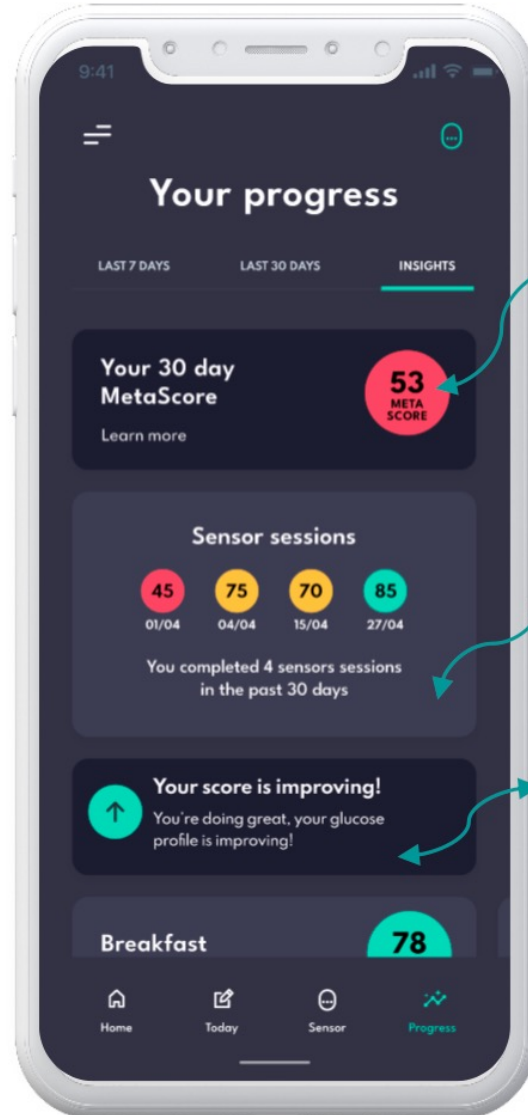
Our world's first body sensor shows you what you can't see about your body.



# Miboko: A Mass-Market Consumer Product

The Meta-score is a digital biomarker that combines insulin sensitivity with behavioral patterns.

It provides a single number/score providing a holistic representation of a person's state of metabolic health



(**MetaScore**) – Overall 30-day sensor wear MetaScore result.

(**MetaProgress**) – Individual 30 – day sensor wear MetaScore results.

(**Observations**) – Tailored to each user. Motivational & actionable observations against overall MetaScore.

# Miboko: Results

One of a kind body worn sensor

Insight into metabolic health through an AI driven digital biomarker

Easy to use, minimum user burden

Low cost

Intended as a companion for life, and the meta-score will become synonymous with sustained good metabolic health

Your current  
MetaScore

65

[Learn more](#)

## Ideas

Connecting with nature can help you stay more positive.

Make time to get some fresh air today and do some calming exercises in nature.

Start a new sensor session

[Let's go](#)

Learn about fasting

[Learn more](#)

## Your progress

Well done, you've achieved your lunch portion goals on most days in the last 30.

[See your progress](#)

## Thoughts

Thousands have lived without love, not one without water.

- W. H. Auden

After dinner rest a while; after supper walk a mile.

- T. Cogan

# Miboko: Market - USA

**Over 100 million potential customers<sup>1,2</sup>**

**Anticipate reimbursement by healthcare providers and employers**

**Gross margins expected to be > 70% (or over 50% with drugs)**



# Miboko: Market - KSA

According to the World Health Organization (WHO), Saudi Arabia has the second-highest rate of diabetes in the Middle East and the seventh-highest globally<sup>7</sup>. Around 7 million Saudis (24%) are diabetic, while almost 3 million have prediabetes<sup>8</sup>. It is estimated that diabetes costs the Saudi government roughly 14% of its total annual health expenditure<sup>8,9</sup>.

Addressable Market: 10 Million potential users

# Miboko: Key Competition

**Noom:** Over 50 million Subscribers, (of which approximately 2 million are paid subscribers), >\$400m Revenues in 2020<sup>4</sup>

**Miboko USP:** A holistic Metabolic health approach to sustained good metabolic health through sustainable weight loss and insight into insulin sensitivity – without the need for a prescription for the sensor.

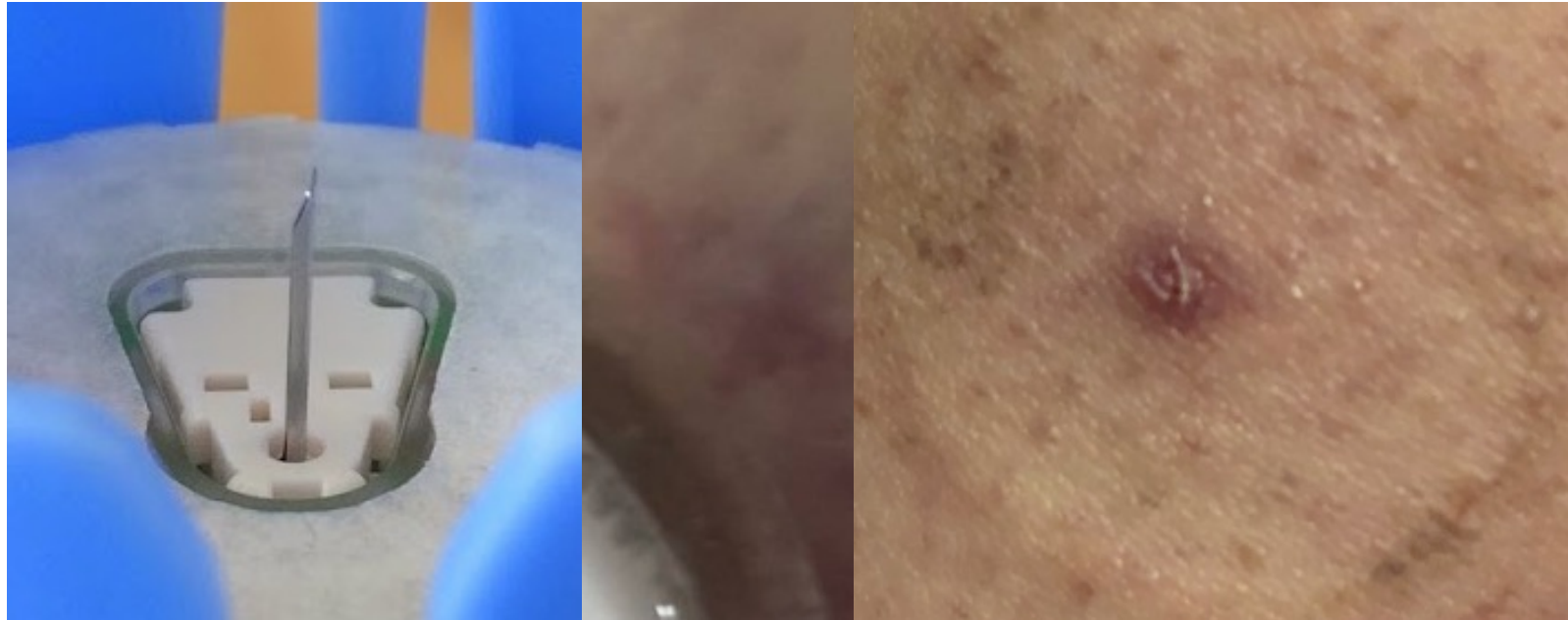
# Miboko: Key Competition

## What about other competition with programs using Invasive 10-14 day CGM?

Invasive CGM's require a prescription in the U.S.

Skin trauma from Needle and/or adhesive

Reports of pain when pulling sensor filament out of arm



Needle for inserting sensor

**These factors make invasive sensors challenging for a consumer market**

# Miboko: Key Competition

**Bruising on Skin will make consumer uptake challenging:**



Example of bruising on skin from application of 6 invasive sensors over a 3-4 month period

Whilst this is acceptable in the medical space, it poses significant challenges in the consumer space.



# Growth Plans

- Partner with companies with existing sales infrastructure for B to C route
- Sell to employers and insurers to complement their existing offerings

# Key Highlights

- One of the fastest growing areas of healthcare – weight loss, and preventative health management through the use of low-cost body worn sensor and digital biomarker
- First mover advantage with daily wear non-invasive sensor
- Commenced Commercialisation in UK, and to be followed by other territories
- Vast potential market size – operating in a market valued at over \$250Billion<sup>5</sup>

# Future Targets

- Launch sugarBEAT<sup>®</sup> as a standalone medical device CGM sensor in UK and KSA
- Complete development of Lactate sensor and partner/license sensor for sports/personal training market
- Partner Miboko in global territories with focus on USA
- Achieve FDA PMA approval for 24-hour sugarBEAT<sup>®</sup> sensor

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