The World First Painless Diabetic Smartwatch
A Mix of Consumer Electronic and Medical Experts

TOP MANAGEMENT

Luc Pierart  
CEO  
Product & Industry  
25 years

Minh Lê  
GENERAL MANAGER  
Sales & Marketing  
25 years

Tom Bishop  
CTO MEDICAL  
CGM R&D  
35 years

Team of 20 people starting 2016

▶ Experienced team & support from community
A Mix of Consumer Electronic and Medical Experts

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J Brooks
USA DIABETES MARKET
Invented insulin pump
Insulet Founder

Dr R. Leroy
DIABETOLOGIST KOL
KOL of ROCHE
Priv. LL Hospital Lille

Dr JL Perrot
DERMATOLOGIST
CHU ST Etienne
25 years

TEAM OF 20 PEOPLE STARTING 2016

ADVISORS

Team of 20 people starting 2016

Experience team & support from community

LABORATORIES

ALGO Health IA, top5 ww
Research institute

CRO Dermatology
Clinical trials

CRO DIABETE, Top3 EU
Dr G. Charpentier

Diabetics Association
160K Users

Veterinary University
Pig tests
Why have you stopped using CGM?

- Too expensive
- Too painful or irritation problem
- I mind having a visible object on my body
- Problems of sensors pulling out by accident
- Not precise enough
- Other

CURRENT CGM

> 50% unsatisfied
Cost + Pain + Stigmatizing *

▶ A medical device which focus on better quality of life
a CGM* Sensor in a Smartwatch
which targets 100M severe diabetics

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K’WATCH
A medical device smartwatch with multiple sensors

K’APSUL
A weekly consumable patch With μneedle & ISF biochemical

A medical device which focus on better quality of life

PKvitality Confidential - Proprietary information

* CGM CONTINUOUS GLUCOSE MONITORING
*PK study based on subscribers pool
Huge Market 10B$ BUT 3 Choices & no Good Solution

<table>
<thead>
<tr>
<th>BGM</th>
<th>CGM</th>
<th>Implant CGM</th>
<th>Non invasive CGM</th>
</tr>
</thead>
<tbody>
<tr>
<td>98%</td>
<td>2%</td>
<td>0,1%</td>
<td>0%</td>
</tr>
<tr>
<td>Affordable Blood accuracy</td>
<td>Continuous 14 days Data sharing</td>
<td>Continuous 3-6 months Removable patch</td>
<td>Non invasive Affordable Obese focus</td>
</tr>
<tr>
<td>Painful¹</td>
<td>Stigmatizing¹</td>
<td>X scars &amp; costly</td>
<td>...</td>
</tr>
</tbody>
</table>

▶ K’Watch: the only friendly “non invasive” solution from a patient perspective

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¹ Results based on web questionnaires to 225 patients and face to face interviews with 22 patients. / BGM: Painful (58%), Not discreet (56%), not practical (50%). / CGM: Not discreet (63%), not good value for money (61%), Painful (46%).

² Analyst dependent analysis+ Dexcom/Abbott report analysis

³ PK user study
K’Watch Disrupts User Experience, Technology & Payer ROI

**USPs**

**PAINLESS**
- Micro-needles <1mm
- Soft & robust Adhesive

**FRIENDLY**
- Sensor hidden below the watch
- No extra applicator / reader

**HIGH ACCURACY**
- Needles redundancy
- Hypo / hyper switch

**LOW COST**
- No Insertor
- Electronic in watch

*K’Watch, accurate & friendly device, fixing main complaints (Pain, Stigmatization, Cost)*
Excellent Results in Early Studies, 14 Patents Pending

HIGH ACCURACY

99% ACCURATE, MARD 9%

3 Pigs 8h, ref model in Glucose

Parkes Grid, no corrective algo

4 patents

Target MARD < 10% (1 calibr/wk)

► Next: test First In Man in Q1 2020
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NO IRRITATION
ABSENCE OF SKIN IRRITATION

after 1 week usage

after 2 days rest

2 patents
Validated by dermato

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SOFT PATCH
ROBUST, PAINLESS & WATERPROOF

No hair, no pain, no irritation
Wristband push on patch

4 patents
2 patents
2 patents

Target MARD < 10% (1 calibr/wk)
Validated by dermato
1 year test

Next: First In Man in Q1 2020
Launching in 2022

- **Techno**
  - 2019: Design Lock
  - 2020: Close Loop, Lactate, Multi Analyte / Data AI

- **Clinical**
  - 2019: Pre Clinical & Skin
  - 2020: Clinical
  - 2021: CE Filing
  - 2022: US-China Clinical + Filing

- **QMS - Regulatory**
  - 2019: QMS & Regul Preclinic
  - 2020: QMS & Regul Clinic

- **Manufacturing**
  - 2019: Pre Industrialization
  - 2020: Indust.
  - 2021: Sales

**A full planning to achieve ROI:**
- Clinical 2020
- Regul/ CE class Iib 2021-22
- FDA-CFDA 2023
Business Plan Assumptions

Razor / Razor-Blade model

Disposable: <100€/m
COGS: ≈1$/day COGS high volume for Pharma-like margin

K’Watch: 199€ once
COGS: Priced at cost, at 0-margin

Mix B2C/traditional approach
Direct to patient/B2C communication – pharma channels when reimbursed
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2% conservative Mshare by 2025: 1 Distri contract with 20% of our total sales on 2 countries
Strong Interests From World Key Leaders

Top 3 in Germany, for 15 years, BGM Manufacturer

Marco Bühler,
Founder and GM

“One of the Strongest Teams and Technology Portfolio in CGM “

Beurer bring 2,2M€ investment, from the 5M€ needed (design, clinic, pre-indus)
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Visibility PK vs Competition?

1 Patient Purchase Request Every 30 Minutes on PK Web

Luc.Pierart@PKvitality.com