



Bio-Wearables Health & Sport



Best-of gold CES



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  
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Tom Bishop



**CTO MEDICAL**

CGM R&D  
35 years



Team of 20 people starting 2016

► **Experienced team & support from community**

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## ADVISORS

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

## LABORATORIES



**ALGO Health IA, top5 ww**  
Research institute



**CRO Dermatology**  
Clinical trials



**CRO DIABETE, Top3 EU**  
Dr G. Charpentier



**In Silico & QMS**  
Incubation



**Diabetics Association**  
160K Users



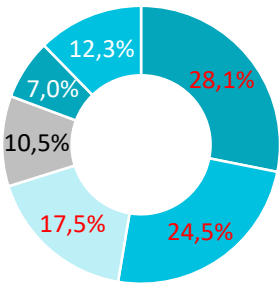
**Veterinary University**  
Pig tests

► **Experienced team & support from community**

# a CGM\* Sensor in a Smartwatch which targets 100M severe diabetics

## 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 \*

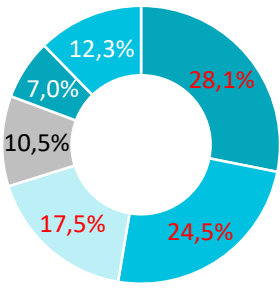
▶ **A medical device which focus on better quality of life**

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## Consumer & Medical Concept



### K'WATCH

A medical device smartwatch with multiple sensors



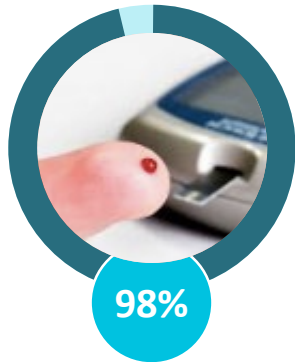
### K'APSUL

A weekly consumable patch With  $\mu$ needle & ISF biochemical

**► A medical device which focus on better quality of life**

# Huge Market 10B\$ BUT 3 Choices & no Good Solution

## BGM



Affordable  
Blood accuracy  
**Painful<sup>1</sup>**

...

## CGM



Continuous 14 days  
Data sharing  
**Stigmatizing<sup>1</sup>**

...

## Implant CGM



Continuous 3-6 months  
Removable patch  
**X scars & costly**

...

## Non invasive CGM



Non invasive  
Affordable  
**Obese focus**

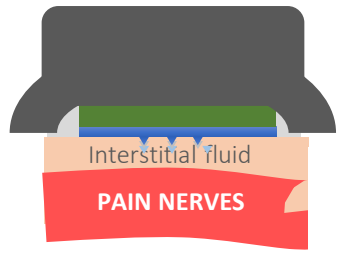
...

► **K'Watch: the only friendly "non invasive" solution from a patient perspective**

# K'Watch Disrupts User Experience, Technology & Payer ROI

## 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)**

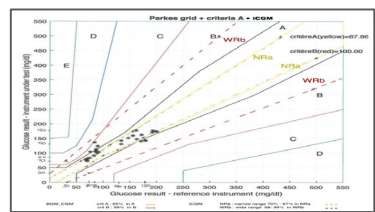
# Excellent Results in Early Studies, 14 Patents Pending

## 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

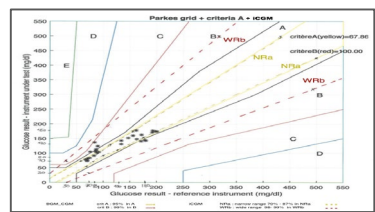
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ABSENCE OF SKIN IRRITATION



after 1 week usage



after 2 days rest

2 patents

Validated by dermatologist

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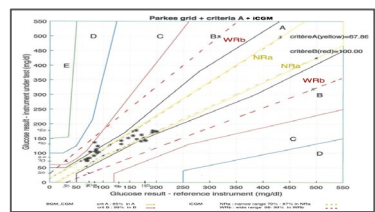
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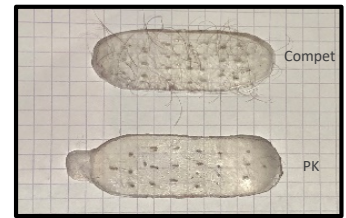
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## SOFT PATCH

ROBUST, PAINLESS & WATERPROOF



No hair, no pain, no irritation



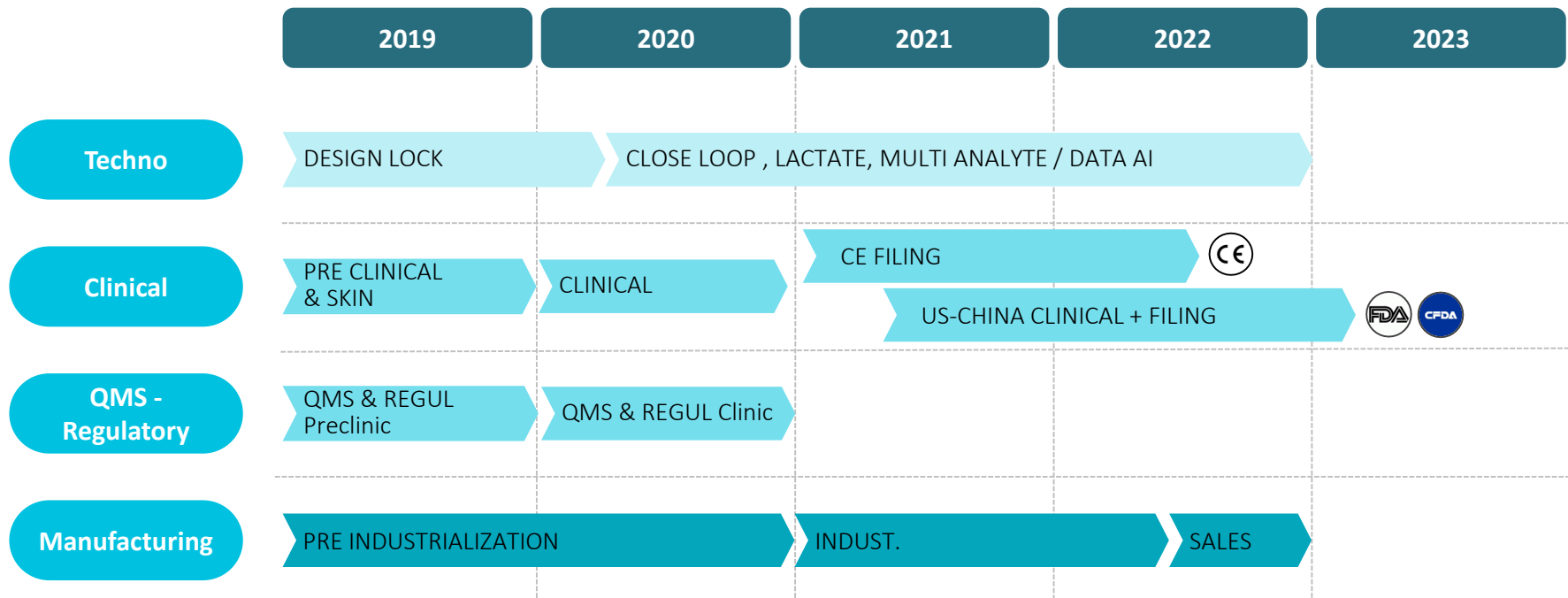
Wristband push on patch

2 patents

1 year test

► Next: First In Man in Q1 2020

# Launching in 2022



► 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:  $\approx 1\$/\text{day}$  COGS high volume  
for Pharma-like margin



**K'Watch: 199€ once**

COGS: Priced at cost,  
at 0-margin

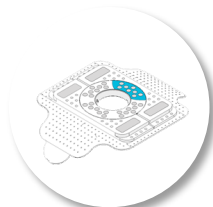


**Mix B2C/traditional approach**

Direct to patient/B2C communication – pharma  
channels when reimbursed

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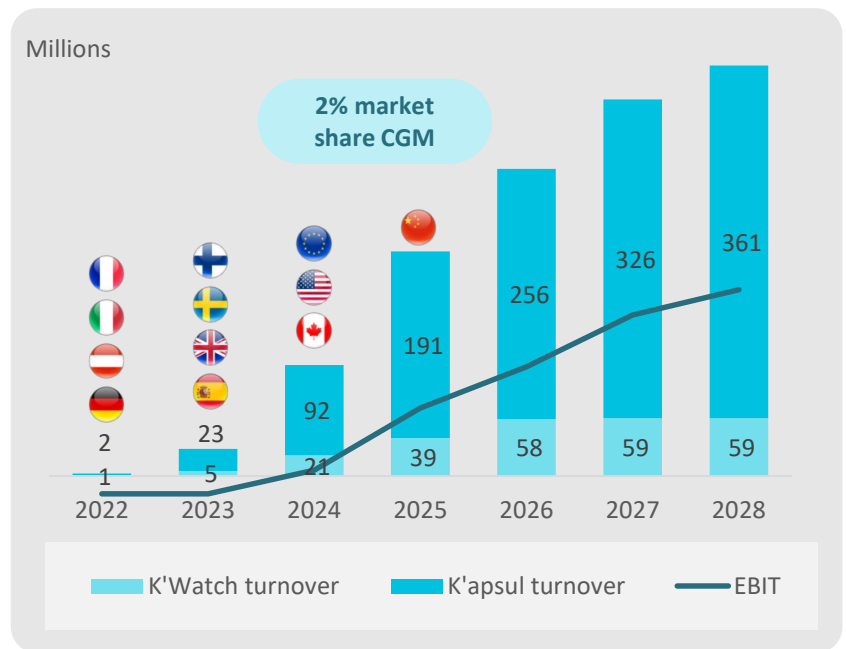
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## market shares assumptions



**▶ 2% conservative Mshare by 2025: 1 Distri contract with 20% of our total sales on 2 countries**

Top 3 in Germany, for 15 years, BGM Manufacturer

**beurer**  
Gesundheit und Wohlbefinden



**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)

# Strong Interests From World Key Leaders

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Marco Bühler,  
Founder and GM

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

Expressed Interests invest/exit



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PKvitality

Bio-Wearables Health & Sport

## Visibility PK vs Competition?



1 Patient Purchase Request Every 30 Minutes on PK Web