# **Company presentation**

September 2023





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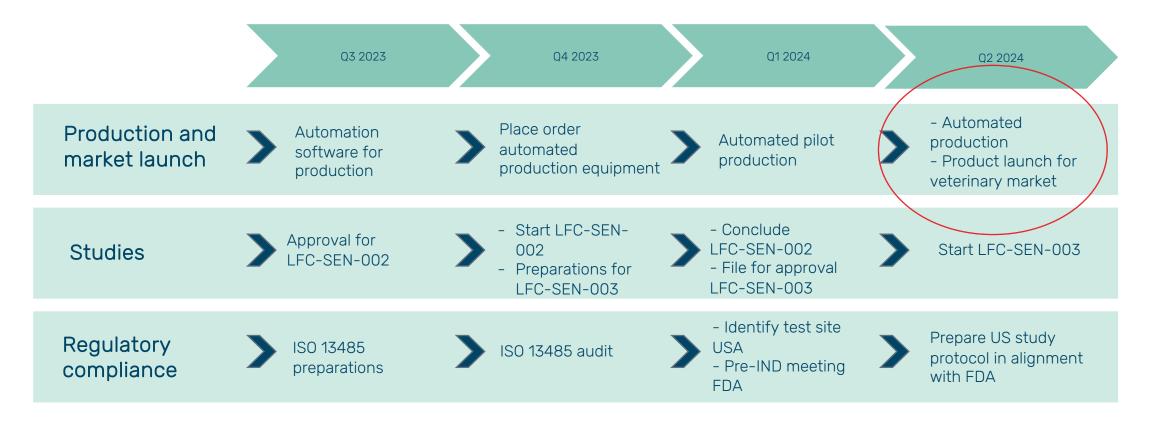






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#### Trigger Events





# Product development agreement with Sanofi



Sanofi-Avenis Group sponsor the development program for miniaturizing the Sencell Glucose sensor with funding of EUR 290.000 based on completion of defined development phases



The Development Agreement is **based on a robust evaluation and due diligence process** from Sanofi scientists and business department, including a detailed review of the product development plan and the commercial aspects of Lifecare's Sencell Glucose relative to Sanofi's product portfolio and the competitive landscape



Sanofi is entitled to a "first right of refusal" to negotiate an exclusive and worldwide distribution license of Lifecare technology and IP for glucose monitoring.



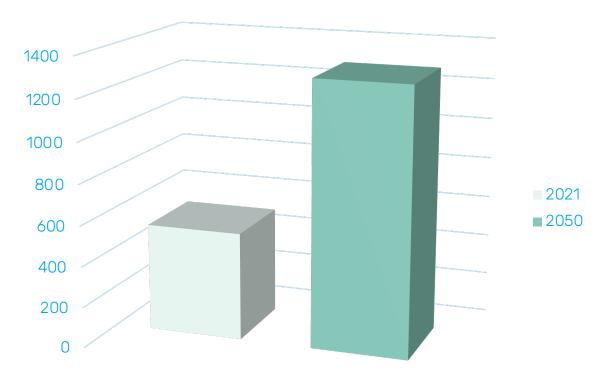
## **Diabetes prevalence**

# 1 in 10

adults<sup>1</sup> worldwide live with diabetes (2021 : 485<sup>2</sup> - 537<sup>3</sup> million people)

Projected to reach 1,3 billion people in 2050<sup>2</sup>

*Million people (all ages) living with diabetes, worldwide*<sup>2</sup>



<sup>1</sup> Age 20 -79, <sup>2</sup> Lancet June 2023, <sup>3</sup> IDF Diabetes Atlas 2021



#### Patient Glucose Monitoring

#### Standard treatment

#### Blood Glucose Meter

#### State-of-the art treatment

Continuos Glucose Monitor





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#### Sensing principles – Continuous Glucose Monitoring

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Glucose oxidase

Dexcom (G6 & G7), Medtronic, Abbott (FreeStyle Libre 2 & 3)

> Longevity: 7- 14 days Annual cost: \$ 1.500 - 4.000



# Flourescence

Senseonics (Eversense)

Longevity: 180 days Annual cost: \$ 6.000

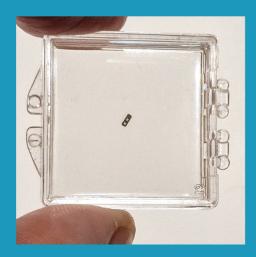


3 Osmot

Osmotic pressure

Lifecare (Sencell)

Longevity: 172 days (in-vitro) Annual cost: >\$ 2.000 (assumption)





Sencell system

- ✓ Size of a grain of rice
- Injected under the skin
- ✓ 6 months longevity
- ✓ No calibration needed





### Unique technology

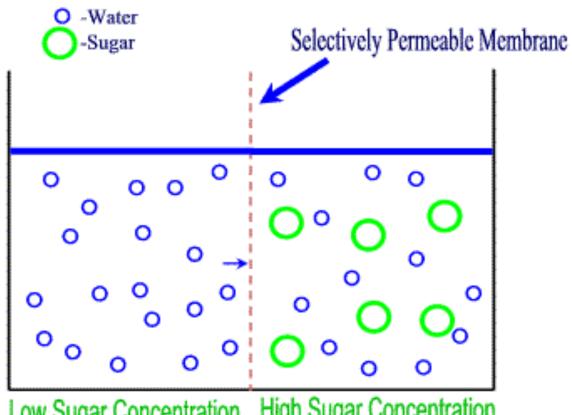
# 1 Sensing principle



### Sensing principle – Osmotic pressure

Movement of liquid from **less** concentrated to the more concentrated solution through a semi-permeable membrane.

#### Osmosis



Low Sugar Concentration High Sugar Concentration High Water Concentration Low Water Concentration

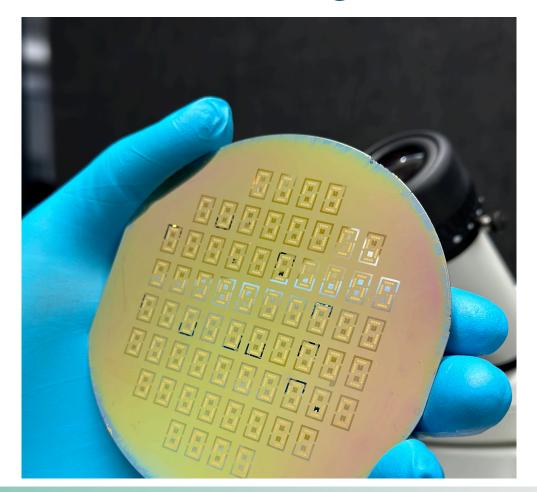


Unique technology

# 2 Nanoscale sensor



#### Nanoscale sensing elements







#### Communication

#### Miniaturization of an Osmotic Pressure-Based Glucose Sensor for Continuous Intraperitoneal and Subcutaneous Glucose Monitoring by Means of Nanotechnology

Andreas Pfützner <sup>1,2,3,4,5,\*</sup>, Barbora Tencer <sup>1</sup>, Boris Stamm <sup>2</sup>, Mandar Mehta <sup>2</sup>, Preeti Sharma <sup>2</sup>, Rustam Gilyazev <sup>2</sup>, Hendrick Jensch <sup>3</sup>, Nicole Thomé <sup>3</sup> and Michael Huth <sup>6</sup>

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- <sup>4</sup> Pfützner Science & Health Institute, 55128 Mainz, Germany
- <sup>5</sup> Institute for Internal Medicine and Laboratory Medicine, University for Digital Technologies in Medicine & Dentistry, 9516 Wiltz, Luxembourg
- Institute of Physics, Goethe-Universität, 60323 Frankfurt am Main, Germany; michael.huth@physik.uni-frankfurt.de
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Abstract: The Sencell sensor uses glucose-induced changes in an osmotic pressure chamber for continuous glucose measurement. A final device shall have the size of a grain of rice. The size limiting factor is the piezo-resistive pressure transducers inside the core sensor technology (resulting chamber volume: 70 µL. To achieve the necessary miniaturization, these pressure transducers were replaced by small (4000 × 400 × 150 nm<sup>3</sup>) nano-granular tunneling resistive (NTR) pressure sensors (chamber volume: 750 nL). For benchmark testing, we filled the miniaturized chamber with bovine serum albumin (BSA, 1 mM) and exposed it repeatedly to distilled water followed by 1 mM BSA solution. Thereafter, we manufactured sensors with glucose testing chemistry (ConcanavalinA/dextran) and investigated sensor performance with dynamic glucose changes between 0 and 300 mg/dL. Evaluation of the miniaturized sensors resulted in reliable pressure changes, both in the BSA benchmark experiment (30–35 mBar) and in the dynamic in vitro continuous glucose test (40–50 mBar). These pressure results were comparable to similar experiments with the previous larger in vitro sensors (30–50 mBar). In conclusion, the NTR pressure sensor technology was successfully employed to reduce the size of the core osmotic pressure chamber by more than 95% without loss in the osmotic pressure signal.

Keywords: continuous glucose monitoring; osmotic pressure; NTR sensor; FEBID; implantable glucose sensor

Received: 20 March 2023 Revised: 2 May 2023 Accepted: 3 May 2023

s23094541

check for updates

Sensor for Continuous

Citation: Pfützner, A.: Tencer, B.:

Stamm, B.; Mehta, M.; Sharma, P.;

Huth, M. Miniaturization of an

Osmotic Pressure-Based Glucose

Intraperitoneal and Subcutaneous

Glucose Monitoring by Means of

Nanotechnology. Sensors 2023, 23,

4541. https://doi.org/10.3390/

Academic Editor: Andrea Facchinetti

Gilyazev, R.; Jensch, H.; Thomé, N.;



MDP

### Unique technology

# 3 Chemistry



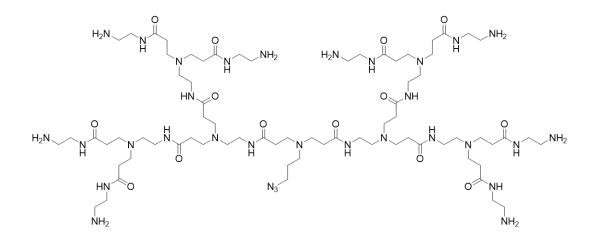
#### Patented chemistry solution

Lifecares patented chemistry solution consists of ConA and Dextrane, forming a dynamic system reactive to glucose – causing increase or decrease of osmotic pressure.

New chemistry under development: modular system for customization to various molecules beyond glucose.

New patent application in progress to be filed in Q3 2023







#### Clinical status

Study «LFC-SEN-001» – concluded May 2023 presented at American Diabetes Association Scientific Sessions June 23

#### Purpose:

Collect human proof-of-concept performance data for algorithm development during meal experiments and for further device optimization

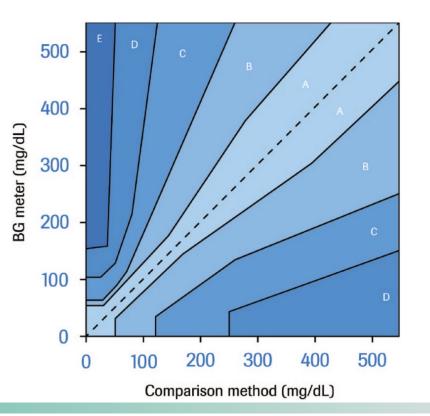
#### **Conclusion:**

Subcutaneous glucose concentrations was tracked in a manner comparable as the Libre 2 or Dexcom G7 needle sensors.

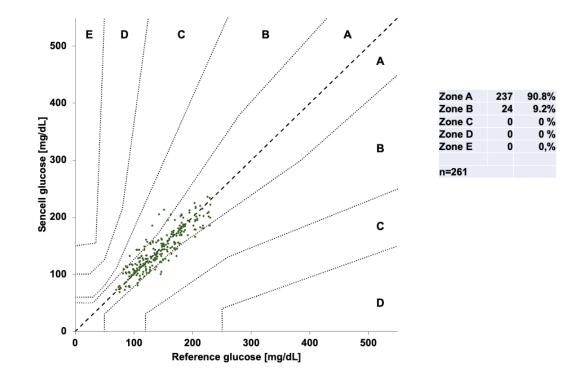


#### Clinical accuracy – Consensus error grid (ISO 15197: BG meters)

Results in zone A and B: regulatory accepted



LFC-SEN-001: Retrospective consensus error-grid analysis





### Market Continuous Glucose Monitoring



540 million people living with diabetes

90 million people need glucose monitoring

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Q1 2023 Global CGM userbase 7 million<sup>1</sup>

Global CGM Market 1Q23: 2,2 billion USD<sup>1</sup>

<sup>1</sup>Source: *Closer Look Memorandum "Diabetes Technology 1Q23 Industry Roundup"* 



2,88 million dogs and cats living with diabetes (Europe and US)



Veterinary glucometer market size is projected to be valued at US\$ 251,3 million in 2023<sup>2</sup>

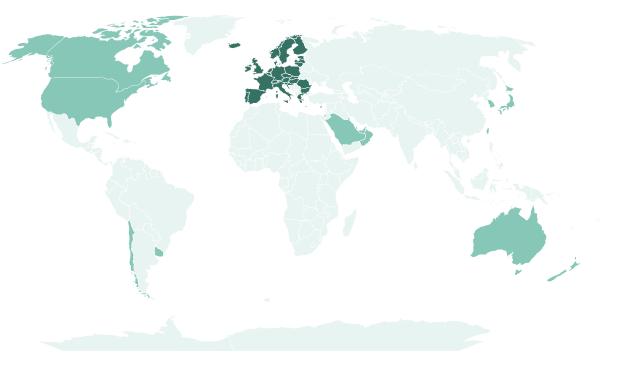


<sup>2</sup>Source: *Future market insight FMI* 



# Potential target patient population

Regions targeted by Lifecare	Population with diabetes	Primary Target Type 1 (T1DM)	Primary Target Type 2 (T2DM)	Total target population
EU, EEA, UK, CH	36 Mill	2,3 Mill	6,3 Mill	8,6 Mill
US, CA	51 Mill	2,7 Mill	7,2 Mill	9,9 Mill
High Income countries	29 Mill	2,1 Mill	5,6 Mill	7,7 Mill
Sum	116 Mill	7,1 Mill	19,1 Mill	26,2 Mill



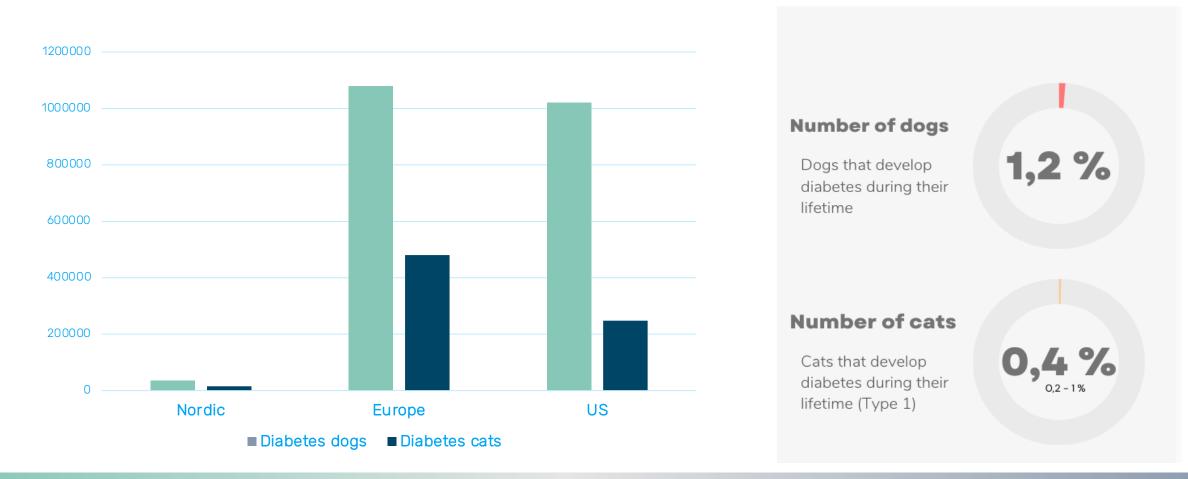
Source: International Diabetes Federation, Diabetes Atlas 10th edition, Dec. 2021

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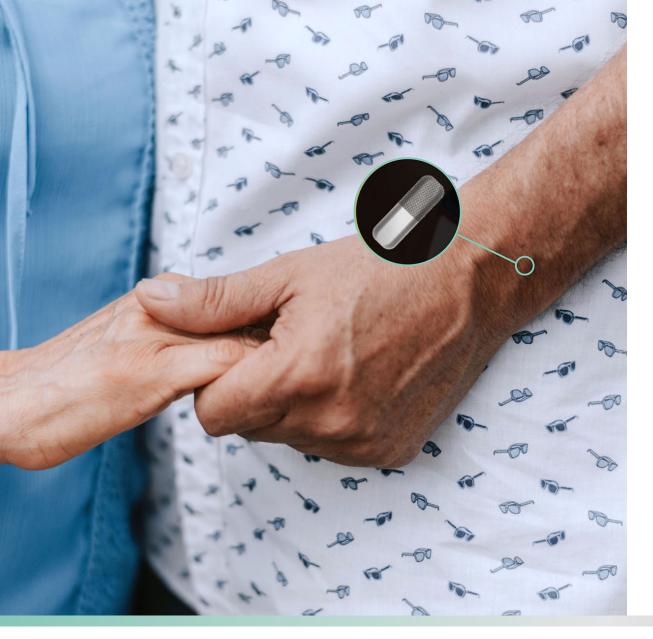


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## Potential veterinary target population







#### Sencell Human Market Potential

The basis for the market potential is described in the document "SENCELL Market Assumptions and Commercial Potential, April 2022» available for downloading at <u>www.lifecare.no</u>

Assuming lower cost and longevity, accurate and user-friendly measurements - indicates potential to increase the global patient population access to Continuous Glucose Monitoring.

#### Sencell Market share assumptions:

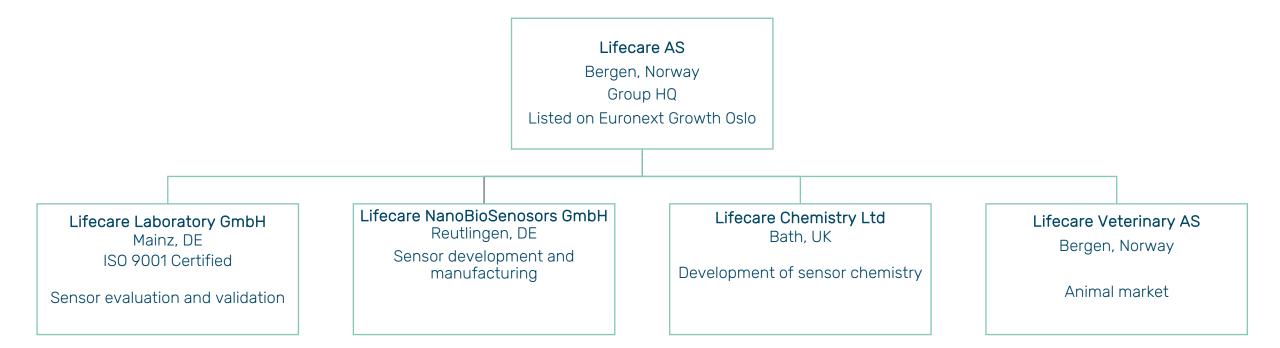
	Low Case	Base Case	High Case
Primary Market (T1)	3%	5%	10%
Secondary Market (T2)	1%	3%	5%



## Sencell – Potential Revenue Calculation (Human market)

Market penetration Sencell Base Case	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Level of assumed market penetration - base case							
EU, UK, EEA and CH	5%	20 %	40 %	80 %	95 %	100 %	100 %
US and CA	0%	0 %	10 %	30 %	50 %	75 %	95 %
AU, CL, IL, JP, KR, KW, NZ, OM, QA, SA, SG, TW, AE, UY	0%	2 %	15 %	40 %	70 %	95 %	100 %
Penetration, primary target patient population (T1DM) - base case	0,1%	0,4%	1,1%	2,5%	3,6%	4,5%	4,9%
Penetration, secondary target patient population (T2DM) - base case	0,1%	0,2%	0,7%	1,5%	2,2%	2,7%	3,0%
Units sold, primary target market, EU,UK,EEA and CH '000 (2 per patient per year)	12	49	98	198	238	253	256
Units sold, primary target market, US and CA '000 (2 per patient per year)	0	0	28	86	146	221	284
Units sold, primary target market, High Inc selection '000 (2 per patient per year)	0	4	33	89	157	215	229
Units sold, secondary target market, EU,UK,EEA and CH'000 (2 per patient per year)	19	79	159	321	386	410	414
Units sold, secondary target market, US and CA '000 (2 per patient per year)	0	0	46	140	236	359	460
Units sold, secondary target market, High Inc selection '000 (2 per patient per year)	0	7	53	144	254	349	371
Total units sold, '000	31	139	418	979	1417	1807	2013
Annual sales per patient for Sencell, EUR (325 eur per unit)	650	650	650	650	650	650	650
Revenues, EURm EU, UK, EEA and CH	10	41	84	169	203	216	218
Revenues, EURm US and CA	0	0	24	74	124	188	242
Revenues, EURm High Inc	0	4	28	75	134	183	195
Revenues, EURm	10	45	136	318	460	587	654







#### Directors and officers

#### **Board of Directors**



Morten Foros Krohnstad

*Chairman of the Board* 

Kronstad is a partner in the law-firm Schjødt and an experienced business lawyer.

Extensive board experienced in Norwegian listed and un-listed companies.

#### Chief Executive Officer



Joacim Holter

LL.M. from University of Bergen

Chairman and member of the Lifecare Board of Directors 2011 - 2020.

#### Chief Scientific Officer



Prof. Dr. Dr. Med. Andreas Pfützner

MD and teaching professor

More than 30 years of pharmaceutical and device development experience within diabetes technology.



#### Scientific Advisors and Consultants



**Prof. David Klonoff** *Chairman Scientific Advisory Board, Founder and chairman of Diabetes Technology Society, Prof. UCSF* 

35+ years of academic and professional experience dedicated to research on diabetes and diabetes technology



Prof. Lutz Heinemann Board of Directors and Scientific Advisory Board, Prof. University of Düsseldorf, Managing Editor Journal of Diabetes Science and Technology

30+ years of research and device development experience within diabetes technology.



Prof. Kristin P. Anfinsen, DBM, MVETMED, DACVIM, DECVIM-CA at NMBU – Norwegian University of Life Science

20 years of academic and professional experience dedicated to research on small animal internal medicine



**Prof. Kåre Birkeland** *Scientific Advisory Board, Prof. University of Oslo* 

Head of Dep. of Endocrinology, Oslo University Hospital,

Head of Medical Council, Norwegian Diabetes Association

Council of the European Association for the Study of Diabetes



Prof. Michael Huth Scientific Advisory Board, Vice-Dean Goethe University Frankfurt, Prof. Dep. Of Physics

Inventor of methode for nanoproduction, licensed by Lifecare for production of minaturized sensors



**Prof. Tony James** Scientific Consultant, Prof. Dep. Of Chemistry University of Bath

Broad experience in interdisiplinary reaserch of sensor development, including glucose selective fluorescent used in the Eversense system

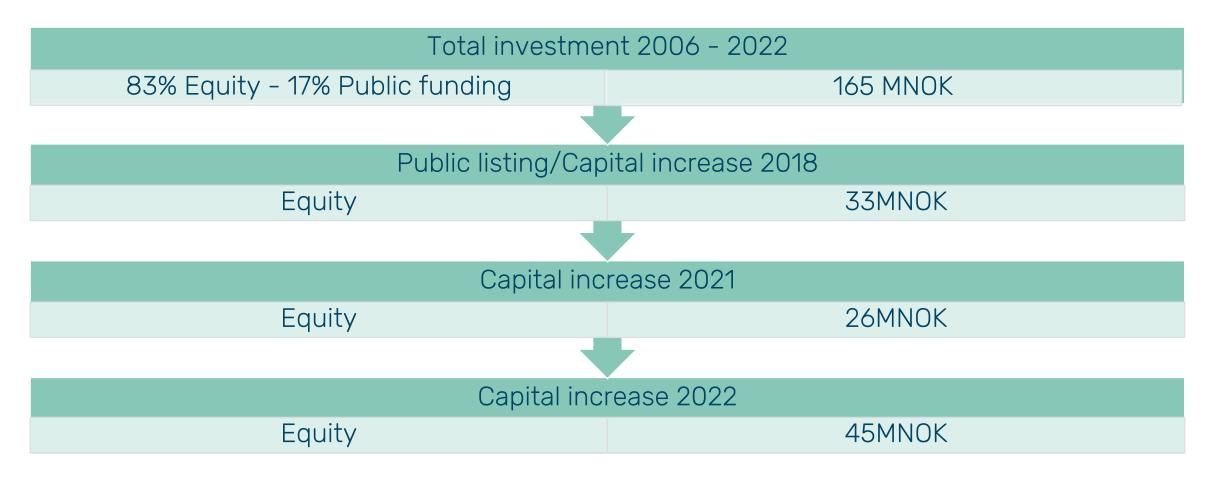
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# Mainz: manufacturing facilities for volume production



### Investment history





#### **Committed shareholders**

	No. of shares	%
Teigland Eiendom As	24 691 829	20,95 %
Lacal As	18 187 712	15,43 %
Verdipapirfondet Nordea Avkastning	8 973 413	7,61 %
Spit Air As	3 087 735	2,62 %
Westhawk As	3 018 480	2,56 %
Sum	57 959 169	49 %
Remaining shareholders (2000+)	59 906 573	51 %
Shareholders	117 865 742	100 %



