

Nemauro Medical Inc.

Q2 about inline. Major catalyst expected in FY23 from SugarBEAT launch in U.S. and Europe. Lowering P/T to \$13.

COMPANY UPDATE

Rating: BUY

Ticker: NMRD

Price: \$2.05

Target: \$13.00
(from \$14)

Q2 about inline: Nemauro recently (on November 15) reported its Q2 FY23 (ending September) results. Revenue was \$0.1 million, compared with our and consensus estimates of \$0.1 – 0.2 million. EPS was \$(0.17) compared to our and consensus estimate of \$(0.16) – (0.17). There was no Q2 guidance. Nemauro is an early/clinical stage medical device development /commercialization company so it still generates low revenue.

Operating expense: Operating expenses were \$2.6 million, up from \$2.2 million in Q1 as the company continues commercial activities. Management declined to provide FY23 specific guidance, but we believe ~\$2 million is a reasonable near term quarterly burn rate.

No guidance: The company has not provided specific financial guidance.

Lowering estimates: We are lowering our FY23 estimate for revenue to \$0.7 million, from \$1.0 million, and for EPS to \$(0.65) from \$(0.63).

Continued progress on SugarBEAT launches: The company continues to build its management team and increase resources for an initial and expanded commercial launch. With initial revenue started in Q3 FY22, the company expects to quickly grow revenues in 2023 (its FY23 and FY24).

Major ME contract: In October, the company received a major provisional order for 17,500 devices and 1.7 million sensors from TPMENA, its MENA (Middle East/North Africa) licensee for its sugarBEAT system.

SugarBEAT: sugarBEAT is a CE mark (EU) approved Class IIb medical device. It is a non-invasive and flexible continuous glucose monitor (CGM) providing actionable insights derived from real time glucose measurements and daily glucose trend data, which may help people with diabetes and pre-diabetes to better manage, reverse, and prevent the onset of diabetes. sugarBEAT received CE mark (EU) approval in May 2019 and is currently in early commercialization phase in the EU.

Large target market: sugarBEAT is for people with diabetes as an adjunct to finger prick testing to monitor and track their glucose profiles, so that the user can be better informed about the factors affecting their glucose profile, and to help manage their diabetes. sugarBEAT is targeted initially at the Type 2 diabetic population, which is over 25 million people in the U.S.

U.S. product updates: Nemauro has submitted a PMA (Premarket Approval Application) for sugarBEAT to the U.S. FDA (in July 2020) which is still in process. The company also launched a digital healthcare subscription service in the U.S. under the brand name BEATdiabetes. The company has also launched a beta version of Miboko, its mass-market metabolic health program utilizing its non-invasive glucose sensor along with an AI mobile application.

Full commercial launch in 2023: SugarBEAT is currently in early launch phase in the EU but we expect a major launch in the EU and U.S. in 2023. We believe a strong launch should be a major catalyst for the stock.

Balance sheet: The company has \$10 million in cash and \$21 million in debt as of Q2 FY23. We believe it has enough cash into mid-FY24. Tiger Partners Trading, an advisor to Julian Robertson's Tiger Management family office, acquired a 3.1% equity stake in Nemauro in February 2022.

Maintaining BUY: We are maintaining our BUY rating, but lowering our 12-month price target to \$13 from \$14, which is based on an NPV analysis. This represents significant upside from the current share price. We believe this valuation appropriately balances out the company's high risks with the company's high growth prospects and large upside opportunities.

Company Description

Based in Loughborough, England, Nemauro Medical is engaged in the discovery, development, and commercialization of diagnostic medical devices.

Stock Data

Exchange:	NasdaqCM
52-week Range:	\$1.50 – 5.94
Shares Outstanding (million):	25
Market cap (\$million):	\$51
EV (\$million):	\$62
Debt (\$million):	\$21
Cash (\$million):	\$10
Avg. Daily Trading Vol. (\$million):	\$0.2
Float (million shares):	10
Short Interest (million shares):	0.1
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	<u>2023E</u> <u>(Cur.)</u>	<u>2023E</u> <u>(Old)</u>	<u>2024E</u> <u>(Cur.)</u>	<u>2024E</u> <u>(Old)</u>
Q1 Jun	0.0A		0.5E	
Q2 Sep	0.1A	0.1E	0.6E	
Q3 Dec	0.1E	0.4E	0.7E	
Q4 Mar	<u>0.5E</u>		<u>1.2E</u>	
Total	0.7E	1.0E	3.0E	
EV/Revs	89x		21x	

Earnings per Share (pro forma)

	<u>2023E</u> <u>(Cur.)</u>	<u>2023E</u> <u>(Old)</u>	<u>2024E</u> <u>(Cur.)</u>	<u>2024E</u> <u>(Old)</u>
Q1 Jun	(0.17)A		(0.15)E	(0.14)E
Q2 Sep	(0.17)A	(0.16)E	(0.14)E	
Q3 Dec	(0.17)E	(0.15)E	(0.14)E	
Q4 Mar	<u>(0.15)E</u>		<u>(0.12)E</u>	
Total	(0.65)E	(0.63)E	(0.54)E	
P/E	N/A		N/A	

Important Disclosures

Ascendant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 17.

Exhibit 1: Nemaura Medical's Company Overview

Our Vision

Within 5 years, Nemaura aims to lead the wearables market and in the self-management of chronic diseases with our AI-driven pipeline of sensor products and our digital healthcare platforms.

KNOWLEDGE

Provide knowledge to empower users, using our BEAT® body-worn sensor platform. Glucose today, and lactate, cortisol, alcohol and others, soon...

ENGAGEMENT

We are building and partnering with clinically validated digital tools, including gamification, to ensure longevity of our programs through long term engagement spanning years, not weeks.

OUTCOME

Empowering users with clinical grade data and world class digital programs, we aim to provide clinically significant long-term outcomes in the global health and wellness markets.

Company Overview

A UK-based medical device and digital healthcare company that owns and developed IP for the world's first non-invasive body worn sensor platform.

This gives us unparalleled opportunities to enter new markets and upscale our operations in one of the fastest growing fields of healthcare and well-being.

- ❑ Founded in 2011, we developed a platform technology using non-invasive microsystems to measure blood markers at the surface of the skin.
- ❑ Developed and launched sugarBEAT® Continuous Glucose Monitor, a CE approved Class 2b medical device with alarms and alerts for glucose monitoring in people with diabetes and pre-diabetes.
- ❑ Launched BEAT®diabetes, which combines the CGM platform with a digital healthcare program originally developed at the Joslin Diabetes Centre.
- ❑ Consumer product with mass appeal to be launched in 2021.

Source: Company reports.

Exhibit 2: Nemaura Medical's Investment Highlights (as of September 2022)

Summary

- Started generating revenues for sensor sales; focusing on expanding sensor sales in UK and other territories.
- FDA PMA review – BIMO and GMP audit conducted and updates to be provided in due course
- First mover advantage with the non-invasive sensor platform
- Simple Revenue generation models: Direct to consumer subscription services, direct sales to Corporates and Insurers.
- Highly Scalable business model with potential for rapid growth and new product introductions
- Cash balance approx. \$14.8m (as of 30th June 2022); last quarterly cash burn rate approx. \$1.6m/qtr (plus debt repayment).

Source: Company reports.

Exhibit 3: Company Products

Product Positioning

sugarBEAT[®] CGM – Direct sales to consumers that wish to purchase sensors to measure glucose profiles on days they choose.

www.sugarBEAT.com

BEAT[®]diabetes Program: A diabetes management program based on subscription. Currently in Pilot and plan is to sell in to Corporates and Insurers.

www.BEATdiabetes.Life

MiBoKo[®] Consumer Metabolic Health Program – Direct to Consumer sales to commence after Beta Phase (Beta was launched in October 2021). Plan is also to sell to employers and insurers globally, due to the low cost approach.

www.Miboko.com

Source: Company reports.

Exhibit 4: SugarBEAT

SugarBEAT®

- We believe we are poised to disrupt the multi-billion dollar glucose trending and diabetes management space
- SugarBEAT® **is a** non-invasive CGM (Continuous Glucose Monitor) where the sensor sits on top of the skin. Does not require needles and does not puncture the skin to insert a sensor
- SugarBEAT® **is a** flexible CGM which can be worn for a single day at a time, with no commitment to wear the device continuously for 10-14 days as is the case with other CGM, making it unlikely that the daily cost-of-use can be matched by our competitors
- CE approved Class IIB Medical Device
- US FDA PMA approval and launch anticipated by end of 2021
- EU commercial launch first, with U.S. and others to follow.
- Empowering Glucose Trend data over the course of the day, with measurements recorded every 5 minutes
- Replacing point in time finger-stick measurements which provide very little and often misleading information as the previous and subsequent readings are not known

Source: Company reports.

Exhibit 5: SugarBEAT Product

sugarBEAT® - How it Works



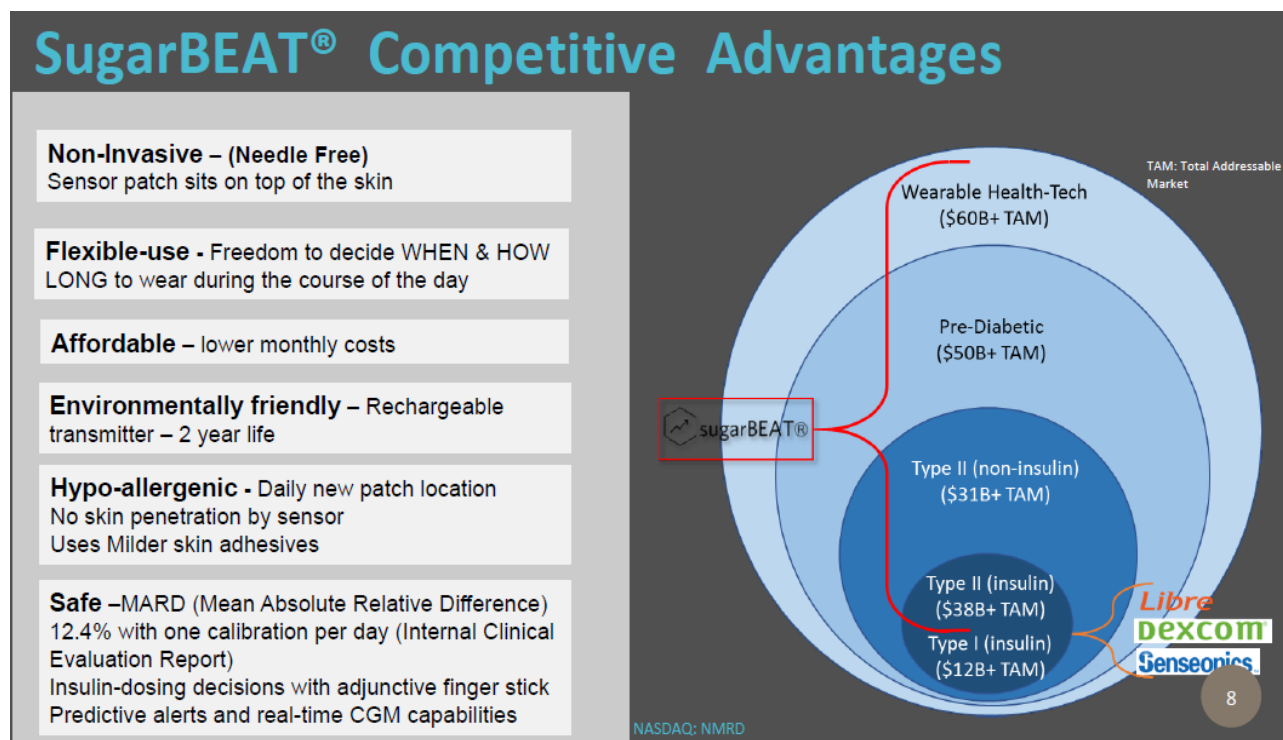
sugarBEAT® is a potential game-changer in diabetes management, with mass market applications in well-being and metabolic health

- 1 Discrete**
A small transmitter device and an adhesive patch with a sensor sits on top of the skin, typically on the upper arm
- 2 Painless**
The system painlessly draws small amounts of glucose molecules out of the interstitial fluid just below the top layer of skin into a chamber within the patch. Does not require needles, and the sensor does not puncture the skin
- 3 Integrated App**
The rechargeable transmitter measures glucose levels within the chamber and transmits this data every five minutes via Bluetooth to a mobile phone app
- 4 Proprietary Algorithm**
Using a proprietary algorithm, the app then displays this data as a glucose value on a smart phone/device in both graphical and numerical formats



Source: Company reports.

Exhibit 6: SugarBEAT Competitive Advantages



Source: Company reports.

Exhibit 7: SugarBEAT Regulatory Status

sugarBEAT® Regulatory Status

- CE Approved Class 2b Medical Device in Europe
- FDA PMA submitted and in review
- FDA Bio-monitoring Division (BIMO) Audit conducted in December 2021 at Nemaura's UK facility. A single 483 observation was issued. Company submitted a full and complete response to FDA in January 2022.
- FDA Pre-market inspection covering FDA's Quality System/Current Good Manufacturing Practice regulations for Medical Devices (21 CFR Part 820) completed in Q2 2022. Full response sent and company continues dialogue in relation to the application. Further updates to be provided in due course.

Source: Company reports.

Exhibit 8: SugarBEAT Commercial Strategy

Commercial Strategy

- **Priority 1: Subscription based service**
 - A monthly subscription planned to go online by end 2020 to receive a set number of sensors each month, and the app which will allow the user to share their data with family and care givers, and be able to monitor their glucose profile relative to lifestyle interventions and habits.
- **Priority 2: Digital Coaching**
 - Subscription based digital coaching supporting diabetes / health / nutrition / exercise/ behavioral changes and modification etc.
- **Priority 3: AI Platform**
 - Creation of AI platform to enhance user experience. This will be developed as we gather data from users.
- **Priority 4: One-to-one digital coaching**
 - Subscription based high value, low volume service, with coaches recruited in all local territories.

Commercial Strategy: Geographic

Digital solutions are not limited by geographical boundaries: post roll-out in the United States, we plan additional opportunities across allied geographic markets



Europe

Leverage similar compliance requirements and known healthcare structures to rapidly accelerate market entry



Australia & Canada

Rapid expansion in English speaking markets with known adoption of healthcare/lifestyle apps



Southeast Asia

Predominantly English speaking regions with a rich seam of resources available to reverse the diabetes pandemic



Middle East

A region with a high healthcare burden in diabetes and other metabolic diseases. High adopters of digital solutions

Source: Company reports.

Exhibit 9: SugarBEAT Market Opportunity

Clinical Need...

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

There are over 463 million people living with diabetes worldwide, and over \$760 Billion was spent in the U.S. alone in 2019 for diabetes related healthcare expenditure¹.

The total addressable market exceeds \$150 Billion^{2,3,4}.



Total Addressable Market

28,000 people diagnosed with diabetes EVERY WEEK in the U.S. alone⁷ in a market worth nearly \$150B

UK

4.8 million people with diabetes⁸

One person diagnosed every 2 minutes

Germany

9.5 million have diabetes⁹.

4.5 million of these 9.5 million are undiagnosed and, as a result, may be particularly at risk.

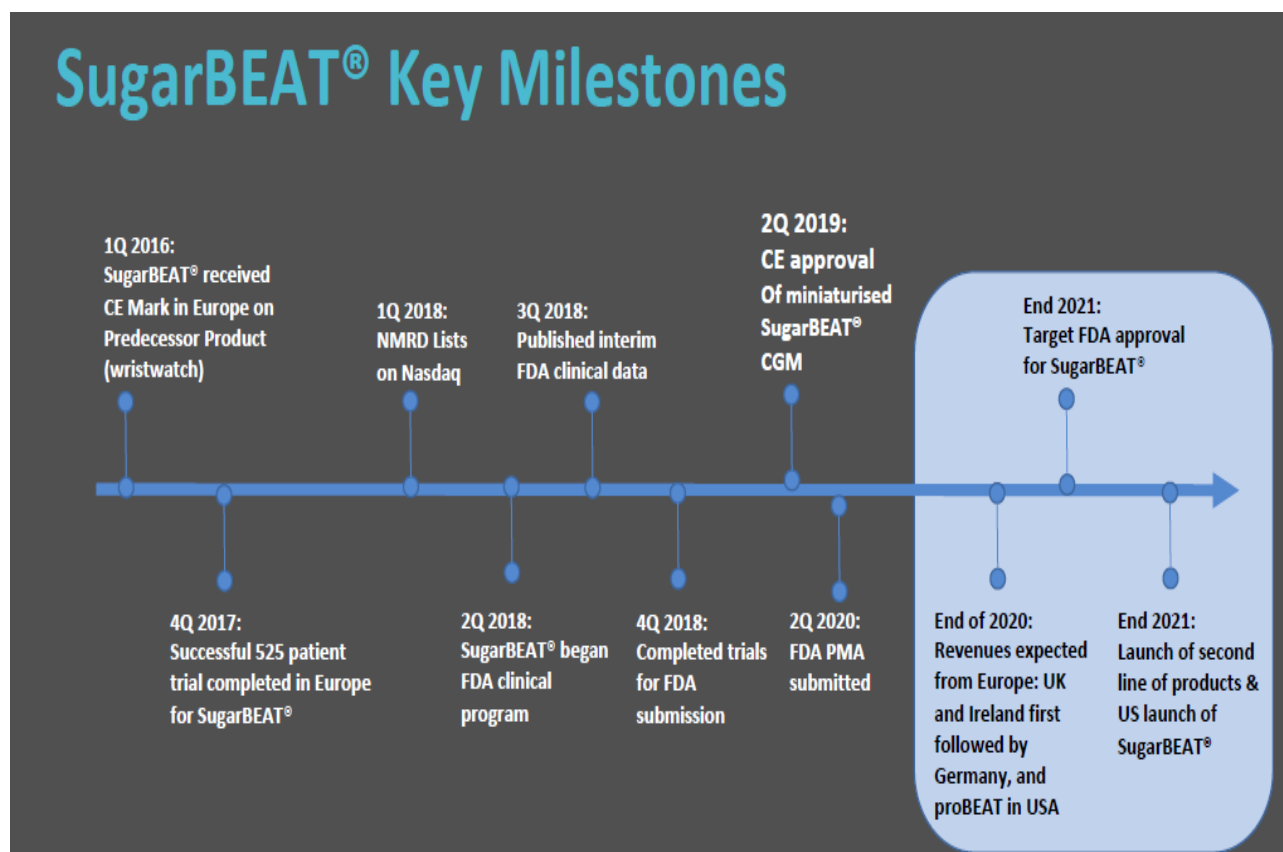
U.S.

34.2 million have diabetes⁶

88 million people have pre-diabetes

Source: Company reports.

Exhibit 10: SugarBEAT Milestones (as of September 2020)



Source: Company reports.

Exhibit 11: SugarBEAT UK Sales (as of September 2022)

sugarBEAT[®]

Sales status UK

- UK: 200,000 Sensors ordered by licensee following soft launch success
- Delivered first batch of Transmitter devices in December 2021, with rolling bi-weekly/monthly delivery planned.
- Purchase order forecast for (approximately) a further 100,000 per month for the next 2 years, totaling over 2 million sensors.
- Licensee providing sensors as part of a diabetes management subscription-based service.

sugarBEAT[®] CGM sales through Licensee(s) – no further marketing spend required on Nemaura's part thus minimizing cost of sales.

Transmitter devices are sold at cost to the licensee (razorblade model) and the sensors at an agreed price of 12.50 Euros per box of 5 sensors in Europe and UK (falling to 10 Euros after first 12 months of market launch) and \$20 per box of 5 sensors in the USA, for sale as part of a DuoPack with diabetes medications. The implications are that the sensors will be free of charge to the end user and cost covered by the reimbursement of the drug, thus potentially allowing for rapid market penetration.

Anticipated cost of sensors is less than \$1 each, on reaching larger scale manufacture.

The names of the drugs have not been disclosed (the first of which will come off patent in Europe in Q4 2022, and in 2023 in the USA); the licensee has indicated that in three key EU territories plus the UK there are over 2.1 million prescriptions written for this category of drugs each month.

Source: Company reports.

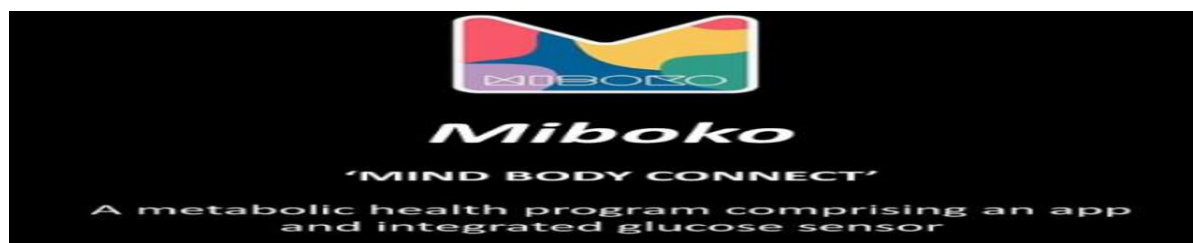
Exhibit 12: BEAT diabetes and MiBoKo



Type 2 Diabetes prevention and management program launched in the U.S.

BEAT® diabetes – 3 Components

1. Weight loss program originally developed at the Joslin Diabetes Centre – over 12 years of clinical evidence (based on an in-clinic program, subsequently replicated using a virtual program). Sustained long term weight loss achieved without loss of muscle mass
1. proBEAT™ Intermittent glucose profiling – using world's first daily-wearable glucose sensor, developed in-house
2. Coaching: digital 24/7 using app, and specialist 1 to 1 coaching



MiBoKo: A Mass-Market Consumer Product

Download the app & On-board

Sensor measures metabolic health score

Receive report and weekly targets

Applicable to over 80 million people in the U.S. with prediabetes as well as general health-conscious individuals, and obesity market.



Miboko: Launch Update

Marketing activities thus far: restricted mainly to low-key organic social media campaign.

Over 5000 registrations during the first few weeks of BETA launch, with more than 60% conversion for on-boarding

Source: Company reports.

Exhibit 13: Nemaura Medical Future Products

Future Product Opportunities

Leveraging the BEAT[®] Technology

A rich portfolio of additional products to complement existing offering and contribute to increased revenues



CONTINUOUS LACTATE MONITORING

01

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



BODY TEMPERATURE MONITORING

02

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 2021-2026²³



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 to reach \$3.37B by 2024²³

Source: Company reports.

Exhibit 14: Q2 (September) FY23 and Recent Highlights (as of November 15, 2022)

Recent Corporate Highlights:

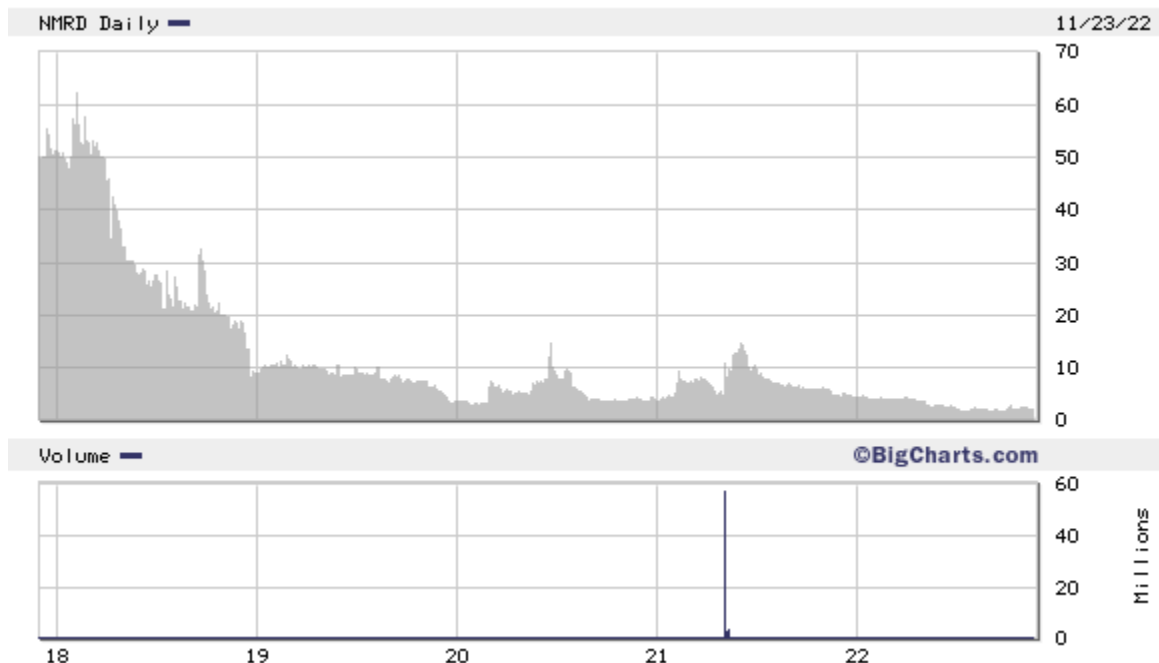
- Entered into a term sheet with Eversana to begin strategy development and subsequent launch of the BEATdiabetes program and the Company's unique daily wear proBEAT sensors in the U.S. The launch is expected in the first calendar quarter of 2023 and will target insurers and corporate clients. Eversana is a pioneer of next-generation commercial services to the global life sciences industry with its 6,500-person sales force.
- Received a provisional purchase order from TPMENA, the Company's Middle East/North Africa licensee for the Company's sugarBEAT[®] system, for 1.7 million sensors and 17,500 devices. The purchase order is contingent on the regulatory approval in the Kingdom of Saudi Arabia, which is expected in the coming months.
- Entered into an amendment of an existing \$20 million note purchase agreement whereby the maturity date was extended from February 2023 to July 2024, increasing the Company's cash runway without requiring additional immediate capital raises.

2Q23 Financial Summary:

- Reported revenue based on delivery of product from the purchase order from its UK licensee in 2021 with an anticipated gradual ramp of revenue expected in coming quarters.
- Total cash-operating expenses for the quarter were approximately \$1.5 million. Additional headcount was added to support the operational scale-up process, to continue building product inventory to fulfil existing purchase orders, and to support ongoing and future commercial sales activities.
- Cash and cash equivalents at September 30, 2022 were approximately \$10.1 million.

Source: Company reports.

Exhibit 15: Nemaura Medical Inc. Stock Price (5-years)



Source: <https://bigcharts.marketwatch.com/>

Exhibit 16: Consensus Expectations (as of November 15, 2022)

	Revenue			EPS	
	<u>2023E</u>	<u>2024E</u>		<u>2023E</u>	<u>2024E</u>
Q1 Jun	\$0.0A		Q1 Jun	\$(0.17)A	
Q2 Sep	\$0.2E		Q2 Sep	\$(0.17)E	
Q3 Dec	\$0.5E		Q3 Dec	\$(0.16)E	
Q4 Mar			Q4 Mar		
Total	\$1.3E	\$4.5E	Total	\$(0.66)E	\$(0.48)E

*Quarterly estimates may not add to annual estimates due to variations in contributing estimates and rounding.

Source: Company report, Refinitiv, and Ascendant Capital Markets estimates

FINANCIAL MODEL

Nemaura Medical Inc.

Income Statement (\$ mils)	Jun-20	Sep-20	Dec-20	Mar-21	2021	Jun-21	Sep-21	Dec-21	Mar-22	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024
Fiscal Year End: March 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.18	0.32	0.50	0.00	0.07	0.10	0.48	0.65	0.50	0.60	0.70	1.20	3.00
Cost of Revenues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.17	0.17	0.34	0.00	0.07	0.02	0.10	0.19	0.10	0.12	0.14	0.24	0.60
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	0.15	0.16	0.00	0.00	0.08	0.38	0.47	0.40	0.48	0.56	0.96	2.40
Research and development	0.32	0.46	0.49	0.30	1.55	0.29	0.29	0.41	0.57	1.56	0.33	0.26	0.50	0.50	1.59	0.40	0.40	0.40	0.40	1.60
General and administrative	0.60	0.77	0.58	1.08	3.03	1.33	1.43	1.39	2.02	6.17	1.88	2.32	2.10	2.10	8.40	2.10	2.10	2.10	2.10	8.40
Restructuring and other					0.00					0.00					0.00					0.00
Total operating expenses	0.91	1.23	1.07	1.38	4.59	1.62	1.71	1.80	2.59	7.73	2.21	2.58	2.60	2.60	9.99	2.50	2.50	2.50	2.50	10.00
Operating income (loss)	(0.91)	(1.23)	(1.07)	(1.38)	(4.59)	(1.62)	(1.71)	(1.79)	(2.44)	(7.57)	(2.21)	(2.58)	(2.52)	(2.22)	(9.52)	(2.10)	(2.02)	(1.94)	(1.54)	(7.60)
Interest income (expense)	(0.19)	(0.35)	(0.38)	(1.09)	(2.01)	(1.72)	(1.78)	(1.64)	(1.52)	(6.67)	(1.77)	(1.50)	(1.50)	(1.50)	(6.27)	(1.50)	(1.50)	(1.50)	(1.50)	(6.00)
Other income (expense)					0.00					0.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00
Income before income taxes	(1.10)	(1.58)	(1.45)	(2.47)	(6.59)	(3.34)	(3.49)	(3.43)	(3.97)	(14.24)	(3.98)	(4.08)	(4.02)	(3.72)	(15.79)	(3.60)	(3.52)	(3.44)	(3.04)	(13.60)
Income taxes					(0.34)				(0.35)	(0.35)					0.00	0.00	0.00	0.00	0.00	0.00
Net income (loss)	(1.10)	(1.58)	(1.45)	(2.13)	(6.26)	(3.34)	(3.49)	(3.43)	(3.62)	(13.89)	(3.98)	(4.08)	(4.02)	(3.72)	(15.79)	(3.60)	(3.52)	(3.44)	(3.04)	(13.60)
Nonrecurring/noncash adjustments					0.00					0.00					0.00					0.00
Net income (pro forma)	(1.10)	(1.58)	(1.45)	(2.13)	(6.26)	(3.34)	(3.49)	(3.43)	(3.62)	(13.89)	(3.98)	(4.08)	(4.02)	(3.72)	(15.79)	(3.60)	(3.52)	(3.44)	(3.04)	(13.60)
EBITDA																				
Shares, Basic	20.9	22.4	22.9	23.0	22.3	23.1	23.3	23.3	23.8	23.38	24.1	24.1	24.3	24.5	24.3	24.7	24.9	25.1	25.3	25.0
Shares, Diluted	20.9	22.4	22.9	23.0	22.3	23.1	23.3	23.3	23.8	23.4	24.1	24.1	24.3	24.5	24.3	24.7	24.9	25.1	25.3	25.0
EPS Basic (pro forma)	(\$0.05)	(\$0.07)	(\$0.06)	(\$0.09)	(\$0.28)	(\$0.14)	(\$0.15)	(\$0.15)	(\$0.15)	(\$0.59)	(\$0.17)	(\$0.17)	(\$0.17)	(\$0.15)	(\$0.65)	(\$0.15)	(\$0.14)	(\$0.14)	(\$0.12)	(\$0.54)
EPS Diluted (pro forma)	(\$0.05)	(\$0.07)	(\$0.06)	(\$0.09)	(\$0.28)	(\$0.14)	(\$0.15)	(\$0.15)	(\$0.15)	(\$0.59)	(\$0.17)	(\$0.17)	(\$0.17)	(\$0.15)	(\$0.65)	(\$0.15)	(\$0.14)	(\$0.14)	(\$0.12)	(\$0.54)
Margins																				
Gross margin								6%	46%	32%	#DIV/0!	2%	80%	80%	71%	80%	80%	80%	80%	80%
Research and development								225%	178%	309%	#DIV/0!	347%	500%	104%	243%	80%	67%	57%	33%	53%
General and administrative								758%	631%	1225%	#DIV/0!	3134%	2100%	438%	1284%	420%	350%	300%	175%	280%
Operating margin	NM	NM	NM	NM	NM	NM	NM	-976%	-763%	-1502%	NM	-3479%	#####	-462%	-1456%	-420%	-337%	-277%	-128%	-253%
Tax rate, GAAP	0%	0%	0%	14%	5%	0%	0%	0%	9%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Net margin	NM	NM	NM	NM	NM	NM	NM	-1869%	-1129%	-2756%	NM	-5509%	#####	-774%	-2415%	-720%	-587%	-491%	-253%	-453%
Y/Y % change																				
Total Revenue																				
Gross margin																				
Research and development	-43%	-1%	-6%	-38%	-23%	-9%	-37%	-15%	92%	0%	14%	-10%	21%	-12%	2%	21%	56%	-20%	-20%	1%
General and administrative	-15%	18%	7%	24%	9%	124%	85%	139%	87%	104%	41%	62%	51%	4%	36%	12%	-9%	0%	0%	0%
Operating income (loss)	-27%	10%	1%	2%	-4%	78%	40%	68%	77%	65%	36%	50%	41%	-9%	26%	-5%	-22%	-23%	-31%	-20%
Net income (loss)	-12%	42%	225%	58%	50%	204%	121%	137%	70%	122%	19%	17%	17%	3%	14%	-10%	-14%	-14%	-18%	-14%
EPS Diluted (pro forma)	-12%	32%	195%	43%	40%	175%	112%	133%	64%	111%	14%	13%	12%	0%	10%	-12%	-16%	-17%	-21%	-16%

Source: Company reports and Ascendant Capital Markets estimates.

Nemaura Medical Inc.

Balance Sheet (\$ mils)	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24
Fiscal Year End: March 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and cash equivalents	5.95	16.95	14.96	31.87	31.26	26.77	23.05	17.75	14.75	10.11	6.65	2.83	0.12	(3.51)	(7.06)	(10.21)
Short term investments					0.11	0.50	0.15	0.10	0.22		0.00	0.00	0.00	0.00	0.00	0.00
Account receivables					0.88	1.12	1.38	1.49	1.63	1.91	1.91	1.91	1.91	1.91	1.91	1.91
Inventory	0.34	0.41	0.82	0.85							0.00	0.00	0.00	0.00	0.00	0.00
Deferred income taxes											0.00	0.00	0.00	0.00	0.00	0.00
Prepaid expenses and other	2.26	0.36	0.85	1.27	1.82	1.36	0.47	0.75	1.11	1.93	1.93	1.93	1.93	1.93	1.93	1.93
Total current assets	8.55	17.72	16.63	33.99	34.07	29.75	25.06	20.09	17.70	13.95	10.50	6.67	3.96	0.33	(3.22)	(6.37)
Property and equipment, net	0.15	0.15	0.20	0.20	0.26	0.35	0.45	0.53	0.60	0.52	0.47	0.58	0.69	0.80	0.91	1.02
Intangibles, net	0.22	0.24	0.81	1.06	1.36	1.49	1.56	1.48	1.41	1.43	1.43	1.43	1.43	1.43	1.43	1.43
Deferred income tax											0.00	0.00	0.00	0.00	0.00	0.00
Other											0.00	0.00	0.00	0.00	0.00	0.00
Total assets	8.92	18.11	17.64	35.24	35.68	31.59	27.07	22.10	19.72	15.90	12.40	8.68	6.08	2.56	(0.88)	(3.92)
Liabilities and stockholders' equity																
Accounts payable	0.19	0.16	0.17	0.25	0.11	0.15	0.18	0.14	0.09	0.30	0.30	0.30	1.30	1.30	1.30	1.30
Related parties	0.54	0.15	0.40	0.15						0.12	0.12	0.12	0.12	0.12	0.12	0.12
Accrued expenses											0.00	0.00	0.00	0.00	0.00	0.00
Deferred income tax											0.00	0.00	0.00	0.00	0.00	0.00
Other	0.20	0.05	0.08	0.18	0.54	0.60	0.64	1.00	1.49	2.58	2.58	2.58	2.58	2.58	2.58	2.58
Deferred revenue	0.09	0.10	0.10	0.10	0.63	0.62	0.46	0.26	0.18	0.07	0.07	0.07	0.07	0.07	0.07	0.07
Short term debt	2.55	2.43	3.61	5.73	11.14	15.83	14.85	19.19	16.19	17.40	17.40	17.40	17.40	17.40	17.40	17.40
Total current liabilities	3.58	2.89	4.35	6.42	12.42	17.21	16.14	20.58	17.95	20.47	20.47	20.47	21.47	21.47	21.47	21.47
Deferred income taxes											0.00	0.00	0.00	0.00	0.00	0.00
Warrant liabilities											0.00	0.00	0.00	0.00	0.00	0.00
Other long term liabilities											0.00	0.00	0.00	0.00	0.00	0.00
Deferred revenue	1.14	1.20	1.26	1.28	1.27	1.22	1.20	1.05	1.03	0.96	0.96	0.96	0.96	0.96	0.96	0.96
Long term debt	2.23	2.79	1.70	19.19	14.03	8.79	8.71		4.70	3.49	3.49	3.49	3.49	3.49	3.49	3.49
Total other liabilities	3.38	3.98	2.96	20.46	15.29	10.02	9.91	1.05	5.72	4.45	4.45	4.45	4.45	4.45	4.45	4.45
Preferred stock											0.00	0.00	0.00	0.00	0.00	0.00
Common stock	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02	0.02
Additional paid-in capital	20.96	31.84	32.00	32.04	35.01	35.01	35.12	38.30	38.30	38.30	38.30	38.30	38.30	38.30	38.30	38.30
Retained earnings	(18.69)	(20.27)	(21.71)	(23.84)	(27.19)	(30.68)	(34.11)	(37.73)	(41.71)	(45.79)	(49.81)	(53.53)	(57.13)	(60.65)	(64.09)	(67.13)
Accumulated other comprehensive in	(0.33)	(0.35)	0.02	0.14	0.12	0.02	(0.01)	(0.12)	(0.57)	(1.54)	(1.54)	(1.54)	(1.54)	(1.54)	(1.54)	(1.54)
Other											0.51	0.51	0.51	0.51	0.51	0.51
Total stockholders' equity	1.96	11.24	10.33	8.36	7.97	4.37	1.02	0.47	(3.96)	(9.01)	(12.52)	(16.24)	(19.84)	(23.36)	(26.80)	(29.84)
Total stockholders' equity and liab	8.92	18.11	17.64	35.24	35.68	31.59	27.07	22.10	19.72	15.90	12.40	8.68	6.08	2.56	(0.88)	(3.92)

Balance Sheet Drivers

	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Book & Cash Value (per share)																
Book Value per Share (diluted)	0.09	0.50	0.45	0.36	0.34	0.19	0.04	0.02	(0.16)	(0.37)	(0.52)	(0.66)	(0.80)	(0.94)	(1.07)	(1.18)
Cash per Share (diluted)	0.29	0.76	0.65	1.39	1.35	1.15	0.99	0.75	0.61	0.42	0.27	0.12	0.00	(0.14)	(0.28)	(0.40)
Net cash per Share (diluted)	0.06	0.52	0.42	0.30	0.26	0.09	(0.02)	(0.06)	(0.25)	(0.45)	(0.59)	(0.74)	(0.84)	(0.98)	(1.11)	(1.23)

Source: Company reports and Ascendant Capital Markets estimates

Nemaura Medical Inc.

Cash Flow Statement (\$ mils)	Jun-20	Sep-20	Dec-20	Mar-21	2021	Jun-21	Sep-21	Dec-21	Mar-22	2022	Jun-22	Sep-22	Dec-22	Mar-23	2023	Jun-23	Sep-23	Dec-23	Mar-24	2024
Fiscal Year End: March 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Cash flow from operating activities																				
Net income	(1.10)	(1.58)	(1.45)	(2.13)	(6.26)	(3.34)	(3.49)	(3.43)	(3.62)	(13.89)	(3.98)	(4.08)	(4.02)	(3.72)	(15.79)	(3.60)	(3.52)	(3.44)	(3.04)	(13.60)
Depreciation	0.02	0.02	0.03	0.03	0.10	0.04	0.05	0.06	0.09	0.23	0.10	0.07	0.07	0.07	0.32	0.07	0.07	0.07	0.07	0.30
Amortization					0.00					0.00					0.00					0.00
Debt related amortization expen	0.19	0.35	0.38	1.09	2.01	1.72	1.78	1.64	1.52	6.67	1.77	1.50			3.27					0.00
Stock comp	0.06		0.03	0.03	0.11				0.22	0.22					0.00	0.00	0.00	0.00	0.00	0.00
Deferred income taxes					0.00					0.00					0.00					0.00
Change in fair value of warrant liability					0.00					0.00					0.00					0.00
Writedowns and impairments					0.00					0.00					0.00					0.00
F/X gains/losses					0.00		0.27	(0.07)	0.24	0.44	0.61	1.12			1.74					0.00
Other gains/losses					0.00					0.00					0.00					0.00
Other					0.00					0.00					0.00					0.00
Changes in operating assets and liabilities:																				
Prepaid expenses & other curre	0.15	(0.06)	(0.49)	(0.37)	(0.77)	(0.55)	0.46	0.89	(0.28)	0.52	(0.36)	(0.83)	(0.83)	0.00	(2.01)	0.00	0.00	0.00	0.00	0.00
Inventory	(0.05)	(0.07)	(0.41)	(0.03)	(0.56)	(0.03)	(0.23)	(0.27)	(0.10)	(0.64)	(0.14)	(0.28)	(0.28)	0.00	(0.71)	0.00	0.00	0.00	0.00	0.00
Other assets					0.00					0.00				0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts payable	(0.10)	(0.03)	0.01	0.09	(0.04)	(0.15)	0.04	0.03	(0.04)	(0.12)	(0.04)	0.21	0.21	0.00	0.37	1.00	0.00	0.00	0.00	1.00
Accrued expenses	0.04	(0.17)	(0.31)	0.53	0.09	0.11	0.05	0.11	0.05	0.31				0.00	0.00	0.00	0.00	0.00	0.00	0.00
Deferred revenue					0.52	(0.05)	(0.18)	(0.29)		0.00	(0.11)	(0.18)	0.00	0.00	(0.29)	0.00	0.00	0.00	0.00	0.00
Other liabilities	(0.28)	(0.39)	0.58	(0.59)	(0.68)	(0.65)	0.35	0.05		(0.25)	(0.24)	0.30	1.08	0.00	1.15	0.00	0.00	0.00	0.00	0.00
Net cash (used in) provided by	(1.08)	(1.93)	(1.63)	(1.36)	(6.00)	(1.69)	(1.79)	(0.88)	(2.15)	(6.50)	(2.38)	(2.16)	(3.77)	(3.64)	(11.96)	(2.53)	(3.45)	(3.37)	(2.97)	(12.30)
Cash flow from investing activities																				
Purchases of property and equi	(0.00)	(0.01)	(0.06)	(0.02)	(0.09)	(0.08)	(0.14)	(0.14)	(0.12)	(0.48)	(0.03)	(0.18)	(0.03)	(0.18)	(0.42)	(0.18)	(0.18)	(0.18)	(0.18)	(0.73)
Purchases of short-term investments					0.00					0.00					0.00					0.00
Acquisitions	(0.01)	(0.02)	(0.47)	0.41	(0.08)	(0.29)	(0.13)	(0.04)	0.07	(0.39)	(0.19)	0.19			0.00					0.00
Other				(0.66)	(0.66)	(0.02)	(0.02)	(0.01)	(0.02)	(0.08)		(0.17)			(0.17)					0.00
Net cash used in investing acti	(0.01)	(0.03)	(0.52)	(0.27)	(0.84)	(0.40)	(0.29)	(0.19)	(0.08)	(0.96)	(0.22)	(0.16)	(0.03)	(0.18)	(0.59)	(0.18)	(0.18)	(0.18)	(0.18)	(0.73)
Cash flow from financing activities																				
Issuance of debt	4.94	0.06	0.00	18.47	23.47					0.00	4.70		0.00	0.00	4.70	0.00	0.00	0.00	0.00	0.00
Repayment of debt	(0.37)	(0.04)	(0.30)	0.03	(0.68)	(1.50)	(2.30)	(2.70)	(5.90)	(12.40)	(4.77)	(1.50)			(6.27)					0.00
Issuance of stock	1.99	12.81	0.00	0.00	14.79				3.07	3.07			0.00	0.00		0.00	0.00	0.00	0.00	0.00
Proceeds from stock option exe	0.39			0.01	0.40	2.96		0.12	(0.12)	2.96					0.00					0.00
Other					0.00					0.00					0.00					0.00
Dividends and distributions					0.00					0.00					0.00					0.00
Cash provided by (used in) fina	6.96	12.82	(0.30)	18.51	37.99	1.46	(2.30)	(2.59)	(2.95)	(6.37)	(0.07)	(1.50)	0.00	0.00	(1.57)	0.00	0.00	0.00	0.00	0.00
Effect of exchange rate on cash			0.58	0.03	0.61	0.02	(0.12)	(0.07)	(0.12)	(0.29)	(0.32)	(0.81)			(1.14)					0.00
Net increase (decrease) in cash	5.87	10.86	(1.88)	16.91	31.76	(0.61)	(4.49)	(3.72)	(5.30)	(14.12)	(3.00)	(4.64)	(3.79)	(3.83)	(15.25)	(2.71)	(3.63)	(3.55)	(3.15)	(13.04)
Beginning cash and equivalents	0.44	6.31	17.17	15.29	0.44	32.20	31.59	27.10	23.38	32.20	18.08	15.08	10.44	6.65	18.08	2.83	0.12	(3.51)	(7.06)	2.83
Ending cash and equivalents	6.31	17.17	15.29	32.20	32.20	31.59	27.10	23.38	18.08	18.08	15.08	10.44	6.65	2.83	2.83	0.12	(3.51)	(7.06)	(10.21)	(10.21)

Source: Company reports and Ascendant Capital Markets estimates

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Nemauro Medical Inc.



Source: <https://bigcharts.marketwatch.com/>

Report Date		Price	
Report	Date	Rating	Target
1	6/20/2019	Buy	32.50
2	8/26/2019	Buy	32.50
3	4/26/2020	Buy	14.00
4	2/18/2021	Buy	15.00
5	7/11/2021	Buy	17.00
6	8/27/2021	Buy	18.00
7	11/20/2021	Buy	19.00
8	3/20/2022	Buy	17.00
9	9/20/2022	Buy	14.00

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Ascendant Capital Markets, LLC Rating System

BUY: We expect the stock to provide a total return of 15% or more within a 12-month period.

HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Rating System

Prior to January 31, 2014, ASCM used the following rating system:

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Buy: We expect the stock to provide a total return of between 10% and 30% within a 12-month period.

Neutral: We expect the stock to provide a total return of between minus 10% and plus 10% within a 12-month period.

Sell: We expect the stock to provide a total return of minus 10% or worse within a 12-month period.

Speculative Buy: This rating is reserved for companies we believe have tremendous potential, but whose stocks are illiquid or whose equity market capitalizations are very small, often in the definition of a nano cap (below \$50 million in market cap). In general, for stocks ranked in this category, we expect the stock to provide a total return of 50% or more within a 12-month period. However, because of the illiquid nature of the stock's trading and/or the nano cap nature of the investment, we caution that these investments may not be suitable for all parties.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Distribution of Investment Ratings (as of October 7, 2022)

Rating	Count	Percent	Investment Banking Services Past 12 months	
			Count	Percent
Buy	43	98%	17	40%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	44	100%	17	39%

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