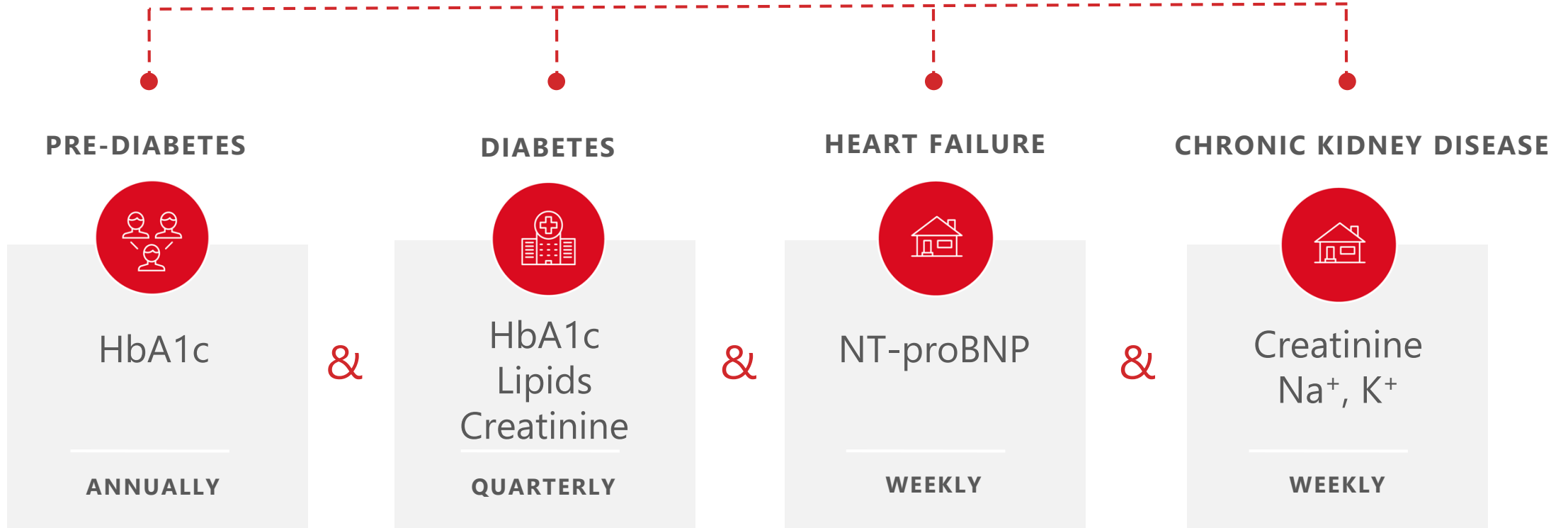




Veronica Chew  
Chief Marketing Officer, Jana Care

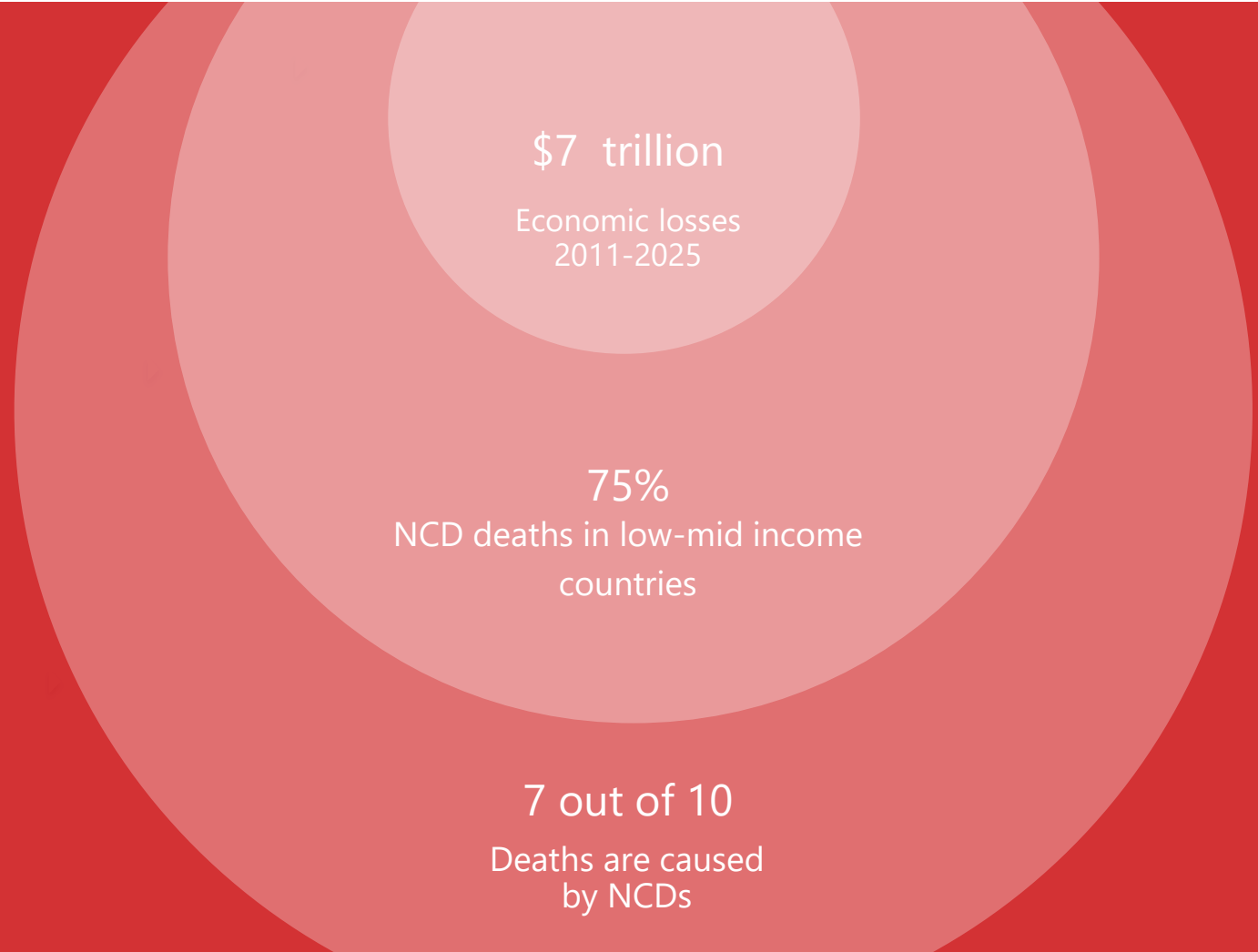
## WHAT IF WE COULD MONITOR EVERY CHRONIC DISEASE LIKE DIABETES ?



A diagnostic device that could do more tests, at the same cost and simplicity of a glucometer

## NCDs ARE LEADING CAUSES OF DEATHS AND SOCIO-ECONOMIC BURDEN GLOBALLY

**NCDs** (non-communicable diseases) accounted for 38 million (68%) of deaths worldwide in 2012. NCD deaths is projected to reach 52 million by 2030.



## INTRODUCING AINA

Aina is a portable, smartphone connected lab system that performs fingerstick blood tests within minutes.

**It is a** high performance and accurate diagnostics tool designed for *Screening, Diagnosis and Monitoring.*



**A piece of paper, a drop of blood and a smartphone**



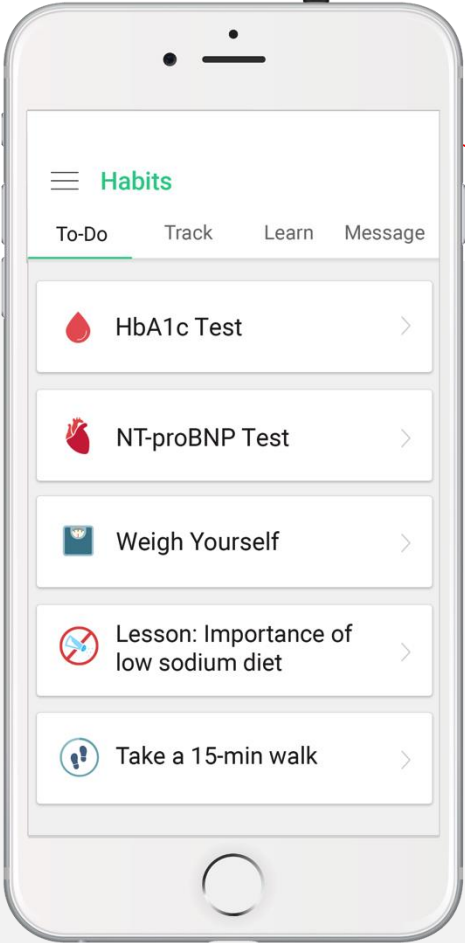
# ACCESSIBLE MOBILE SCREENING SOLUTION



## AINA

*The first smartphone-based diagnostics platform*

Performs various assay types: immunoassay, enzymatic or chemical-affinity



## HABITS

*Behavior coaching app*

Enables personalized disease management improving outcomes

## EXAMPLE CLINIC FLOW



### TEST

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HbA1c, Glucose, Lipid Profile,  
Hemoglobin.



### PRESCRIBE

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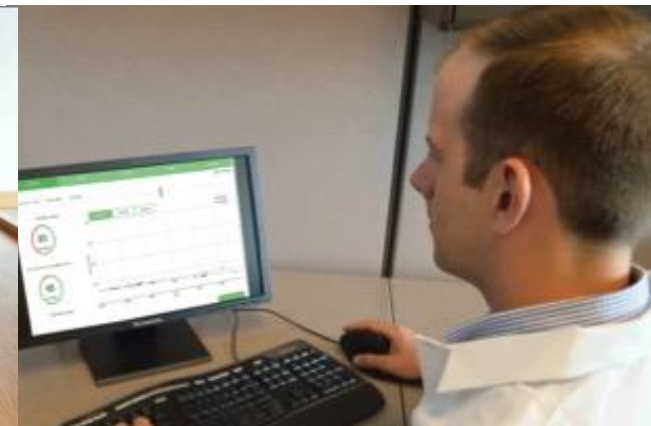
Digital Diabetes  
Management Program



### MONITOR

---

Patient uses Aina to remotely  
monitor blood glucose, diet  
and lifestyle



### SUPPORT

---

Doctor can remotely  
monitor data and provide  
follow-up

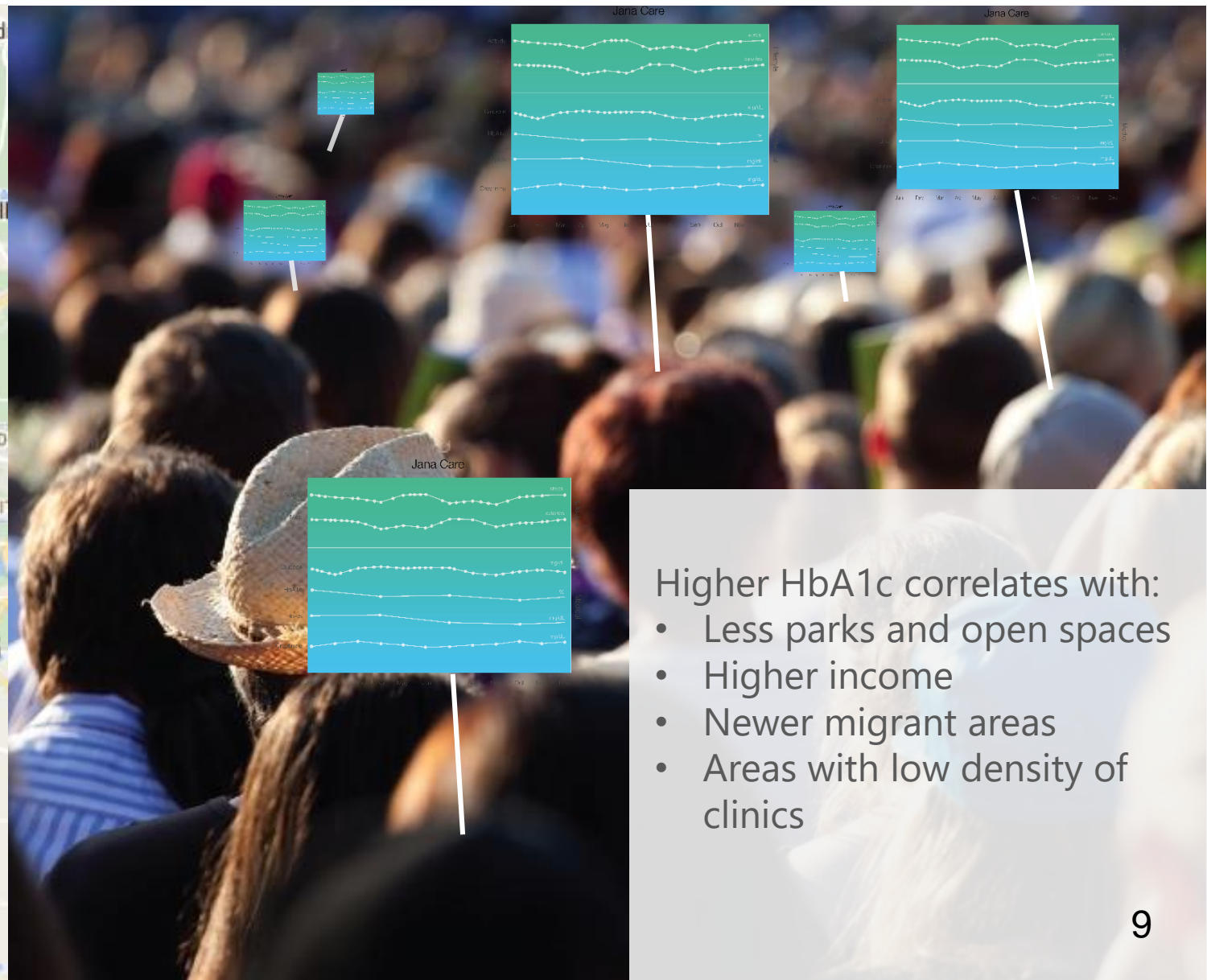
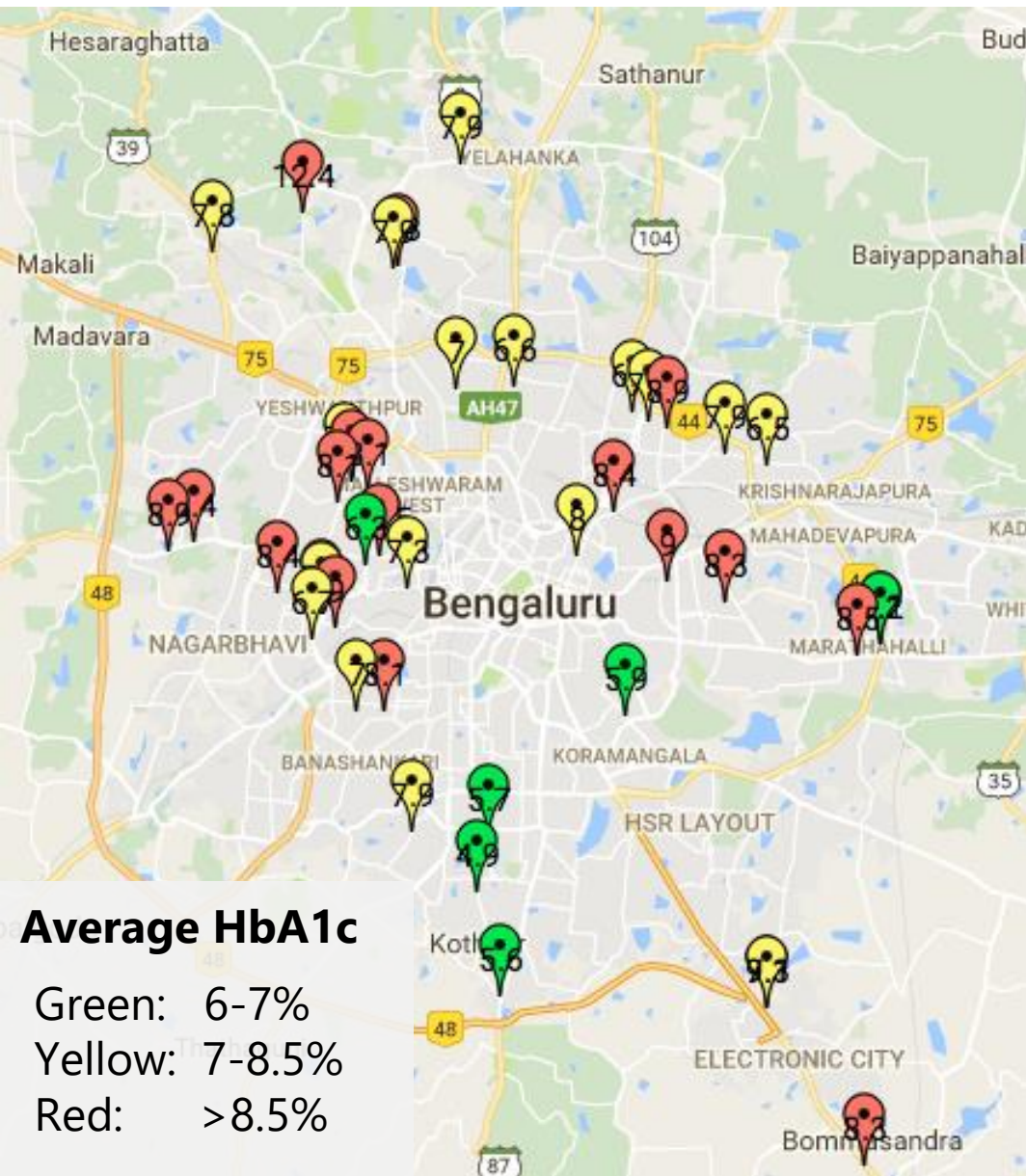
## RESULTS IN INDIA: TACKLING THE DIAGNOSTIC GAP AT KUMBH MELA



## RESULTS IN INDIA: TACKLING THE MANAGEMENT GAP WITH GENERAL PRACTITIONERS



## INDIA: 2,000 clinics, 600,000 tests

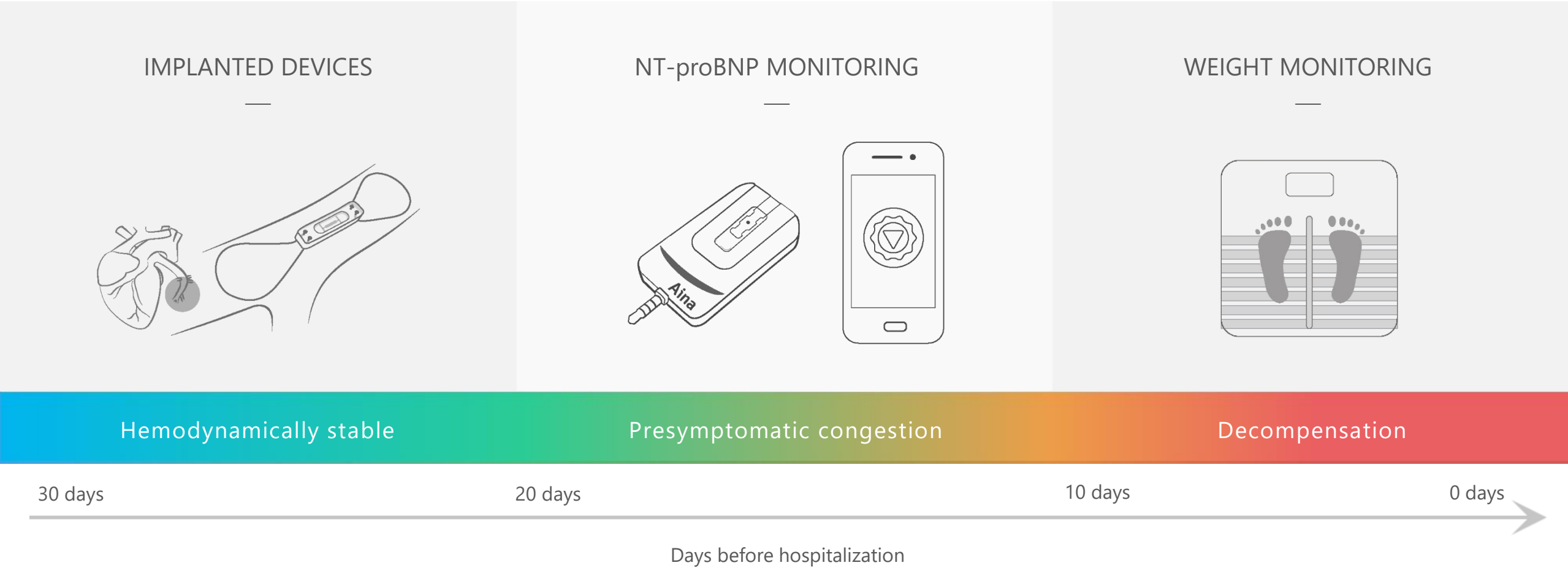


- Higher HbA1c correlates with:
- Less parks and open spaces
  - Higher income
  - Newer migrant areas
  - Areas with low density of clinics

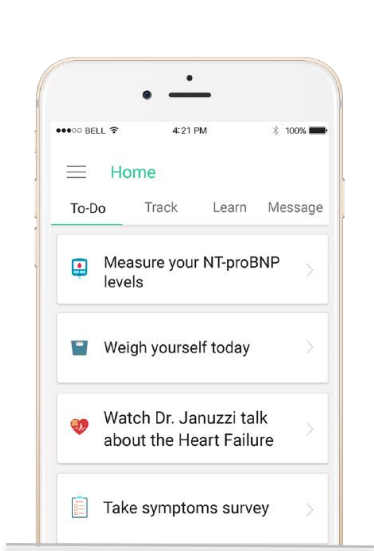


NT-proBNP MONITORING CAN PREDICT DECOMPENSATION DAYS IN ADVANCE

We are the world's first handheld fingerstick NT-proBNP monitoring device

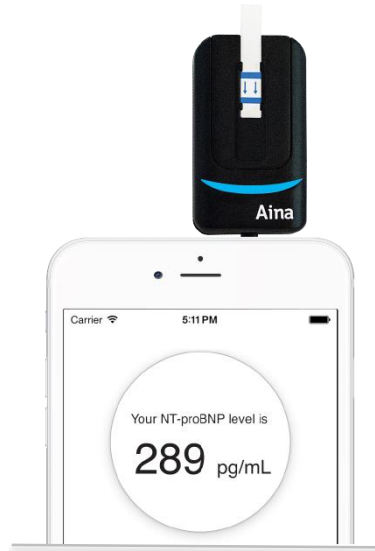


## PATIENT SELF MONITORING + HOME VISIT PROGRAM



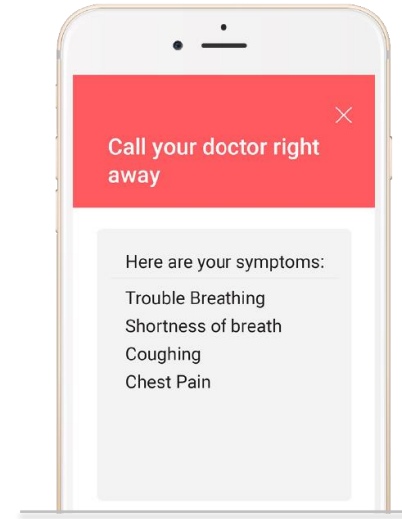
### DAILY CHECKLIST

Using Aina App, patient receives personalized daily checklist with a set of tasks, lessons and tips.



### TEST NT-PROBNP

Checklist prompts the patient to check NT-proBNP using the Aina Device.



### CALL DOCTOR

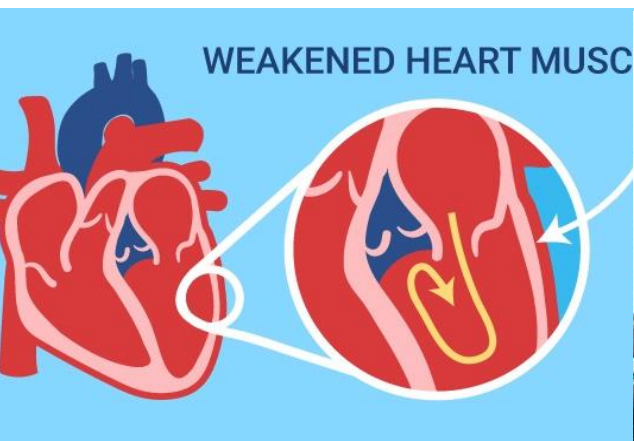
Patient is prompted to take a symptom survey and if needed, contact his or her doctor immediately.



### THERAPY CHANGE

Physician instructs the nurse to increase the diuretic dosage of the patient to prevent further decompensation.

**HABITS HEART: 6-WEEK CURRICULUM BASED ON HEART FAILURE SOCIETY OF AMERICA AND MGH SUPPORT**



**LEARNING ABOUT HEART FAILURE  
MANAGEMENT**

- Know your heart
- Managing HF symptoms
- Importance of tracking weight and symptoms

**TAKING CARE OF  
YOURSELF**

- Low sodium diet , eating out
- Taking the right medicine
- Exercise and lifestyle changes

**MANAGING EMOTIONAL AND  
SOCIAL SUPPORT**







- Managing feelings
- Tips for family and friends

**SUSTAINING EFFECTIVE  
MANAGEMENT**

- Heart rhythm problems
- Advanced care
- Clinical trials

GROWING TEST MENU

NINE CURRENT TESTS

	<b>HbA1c</b>	DIABETES	WHO standard for diagnosis and monitoring
	<b>Creatinine</b>	KIDNEY	Among top 5 tests ordered in hospitals as baseline for kidney function
	<b>NT-proBNP</b>	HEART FAILURE	Predicts Outcomes in Heart Failure, shift of 25% is prognostic
	<b>Blood Glucose</b>	DIABETES	Standard test needed for all patients with diabetes
	<b>Lipid Profile X 4</b>	HEART	Needed every quarter along with HbA1c
	<b>Hemoglobin</b>	ANEMIA	Marker for anemia as well as a complementary test with HbA1c

R&D PIPELINE

ALT / AST

- Liver
  - > 20% global prevalence of liver disease
  - > 75% in diabetics

Na+, K+

- Metabolism
  - Part of Basic Metabolic Panel, risk stratification for heart disease, kidney failure

## OPEN AINA

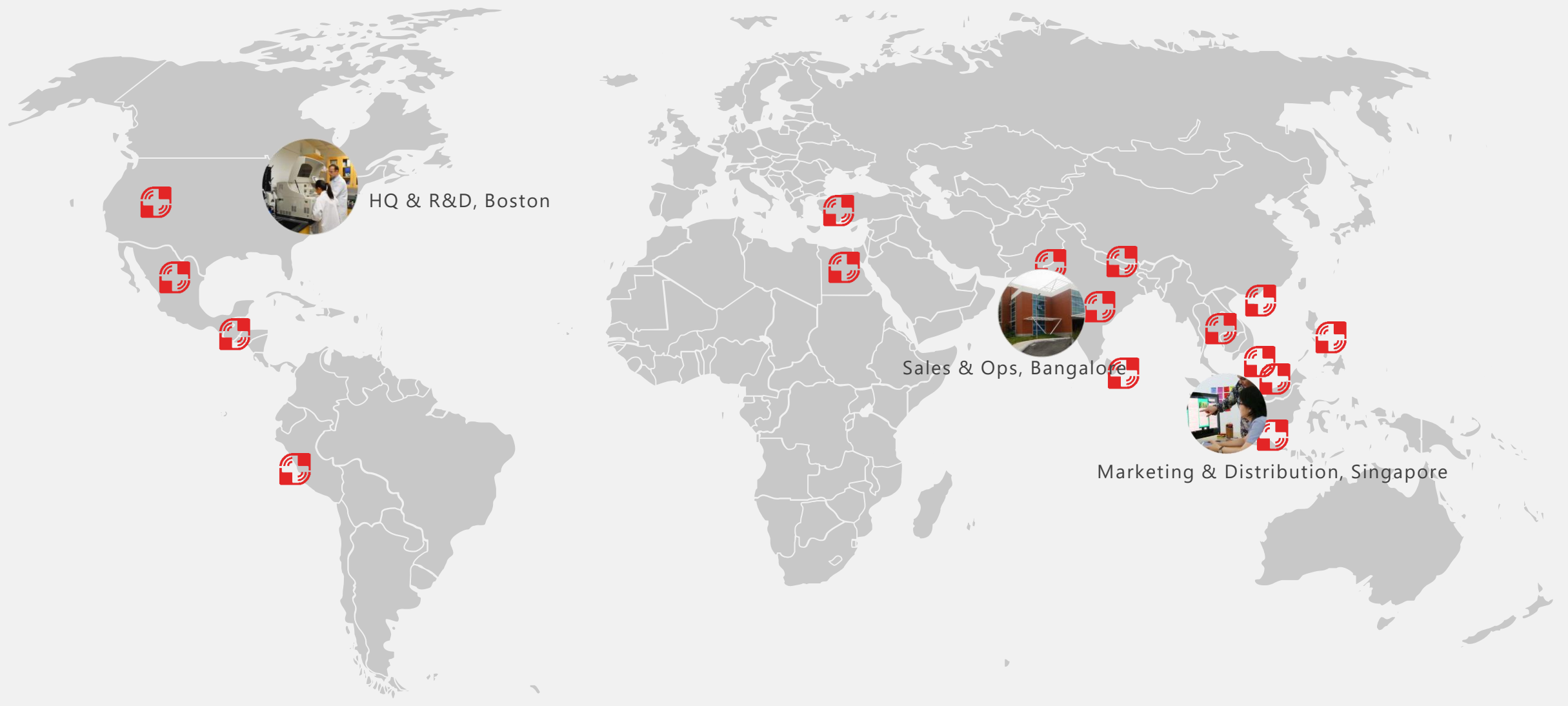


Cervical Cancer Screening  
Virus Detection

Hematology  
Nutrient Content in Food

Dental Health  
Salivary Diagnostics

High Sensitivity Malaria Detection  
Immunoassay Signal Amplification



HQ & R&D, Boston

Sales & Ops, Bangalore

Marketing & Distribution, Singapore

Commercial and distribution partners



TÜVRheinland®  
Precisely Right.

# THE BIG DATA OPPORTUNITY



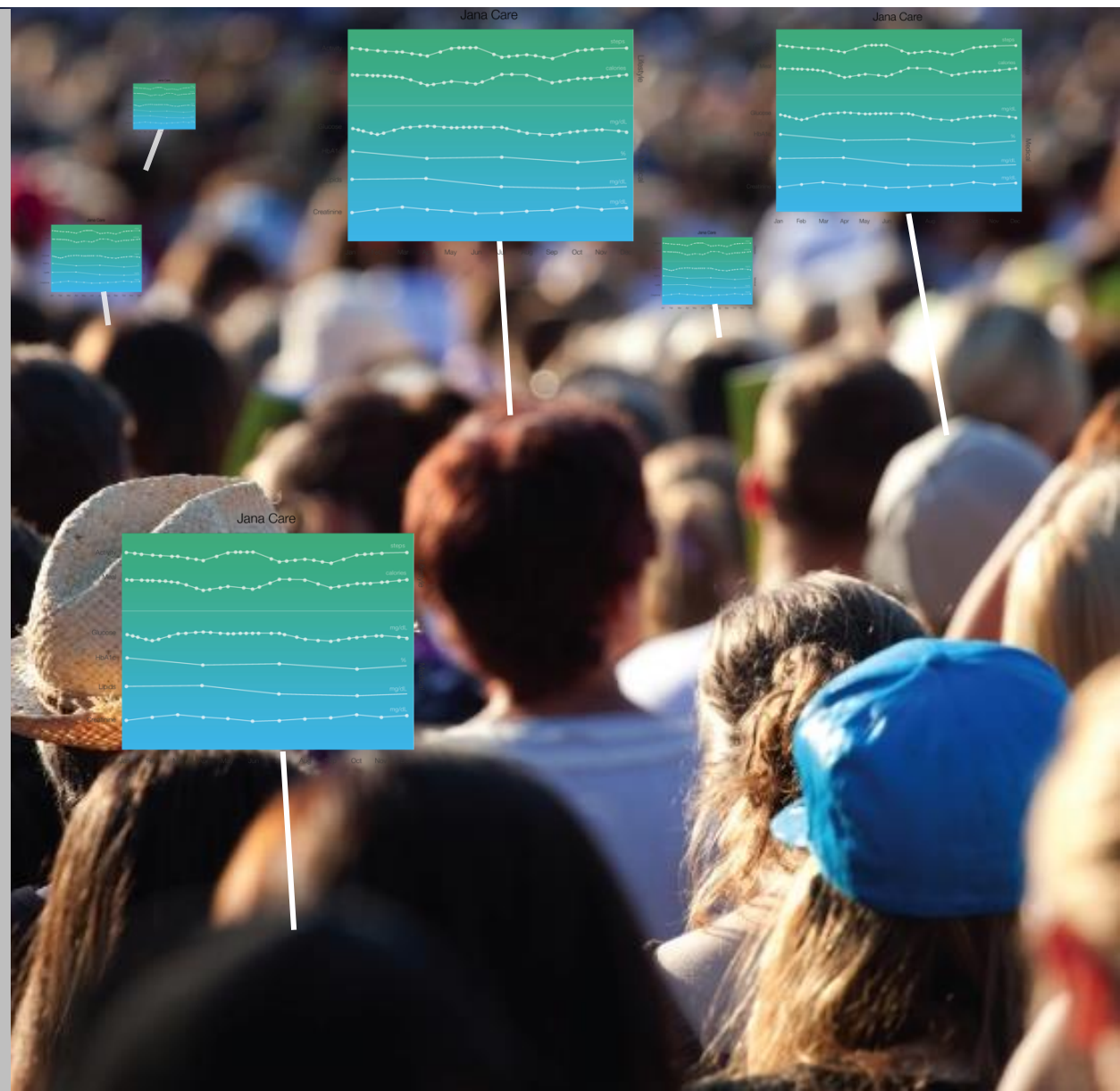
Structured longitudinal biomarker and health data



Anonymized data through clinical use-250k+ patients



Habits collects identified data from the 20% of patients who consent to personal coaching



## LEADERSHIP TEAM

Deep expertise in Engineering, Design, Biochemistry, Product Marketing & Diagnostics



**SIDHANT JENA**  
*Co-Founder, CEO*

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- Medtronic R&D
- BS and MS in Electrical Engineering from Georgia Tech
- MBA from Harvard Business School



**MICHAL DEPA**  
*Co-Founder, CTO*

---

- Researcher at MIT
- BS in Electrical Engineering from McGill University
- MS in Computer Science from MIT



**AJ KUMAR, PHD**  
*Chief Scientific Officer*

---

- Peace Corps volunteer
- Post-Doc in Whitesides Group at Harvard
- BS in Physics from Stanford PhD in Applied Physics from Harvard



**VERONICA CHEW**  
*Chief Marketing Officer*

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- GE Healthcare
- Co-founder Healint.
- BS in Industrial Engineering from University of Wisconsin-Madison
- MBA from INSEAD



**PAUL O'CONNOR**  
*Operations/Finance*

---

- 17 years as biotech/life sciences operations and finance leader
- MBA Boston University

## ADVISORY BOARD

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*Co-Founder, Professor*  
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*Assistant Director of Laboratory  
Medicine*  
Boston Children's Hospital



**RAJEN DALAL**

*Serial Life-sciences entrepreneur*  
Relia, Chiron, Guava



***"ILLNESS IS UNIVERSAL – BUT ACCESS TO HEALTH IS NOT",***

***Dr. Raj Panjabi, Last Mile Health***