



# DiabSense

Detect Early. Treat Early. Prevent Forever.

**Creating Impact to  
Save Over 50 Million  
Lives...**

[www.diabsense.com](http://www.diabsense.com)





# PROBLEM & THE MARKET INFO.



**700M**  
in deep diabetic  
globally



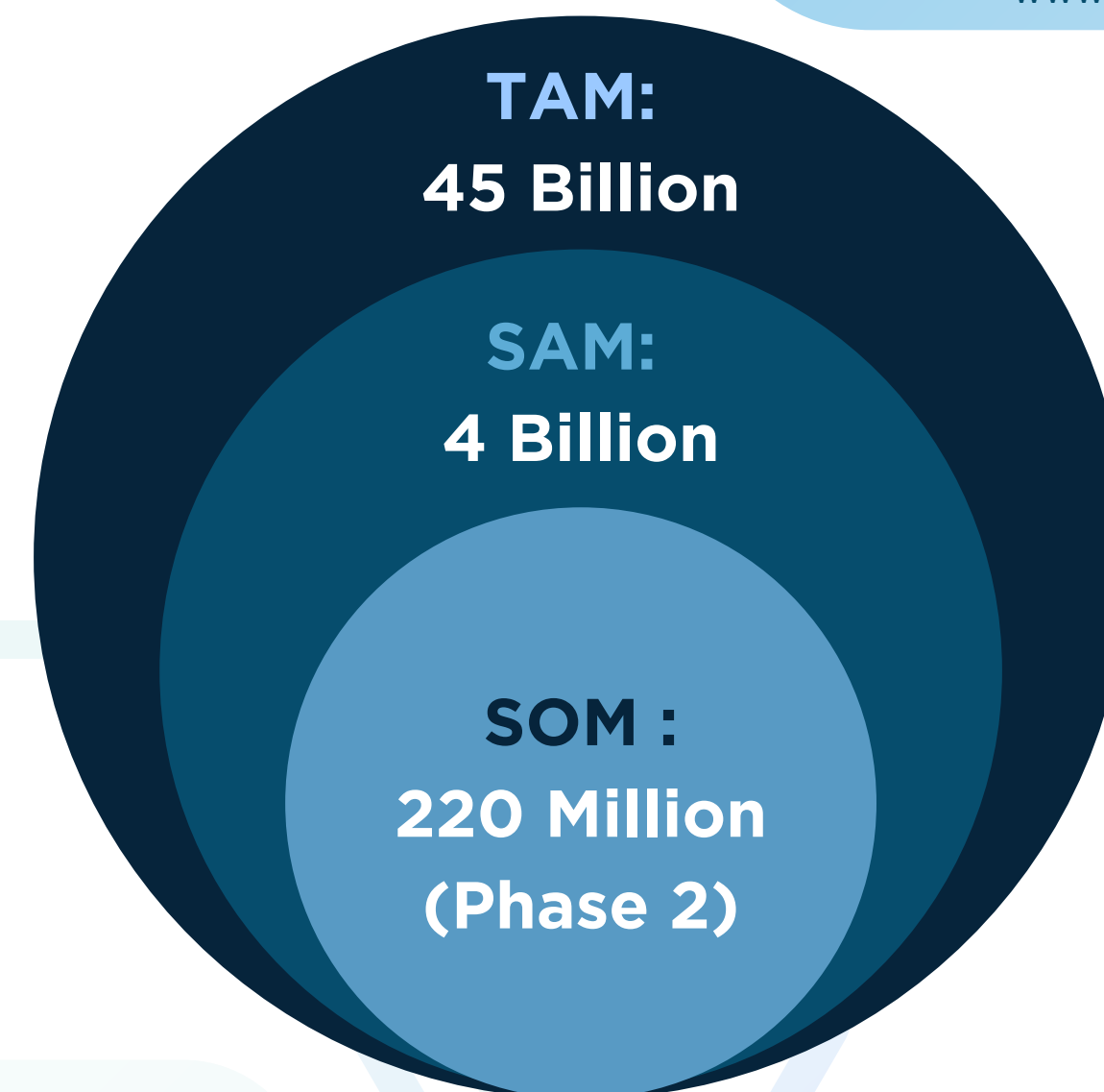
**45M**  
of them develop foot  
ulcers annually



**9M**  
Amputations occur due  
to foot ulcers annually



**5M**  
Deaths resulting from foot  
ulcers and amputations



**TAM:**  $45M \times 2680 + 45M/30 \times (5000 + 100 \times 12 \times 5)$  USD = 360 Billion USD

**SAM:** (10% addressable market) = 36 Billion USD

**SOM:** 220 Million in 2038 (As per the go-to-market analysis in focused markets by end of Phase 2)

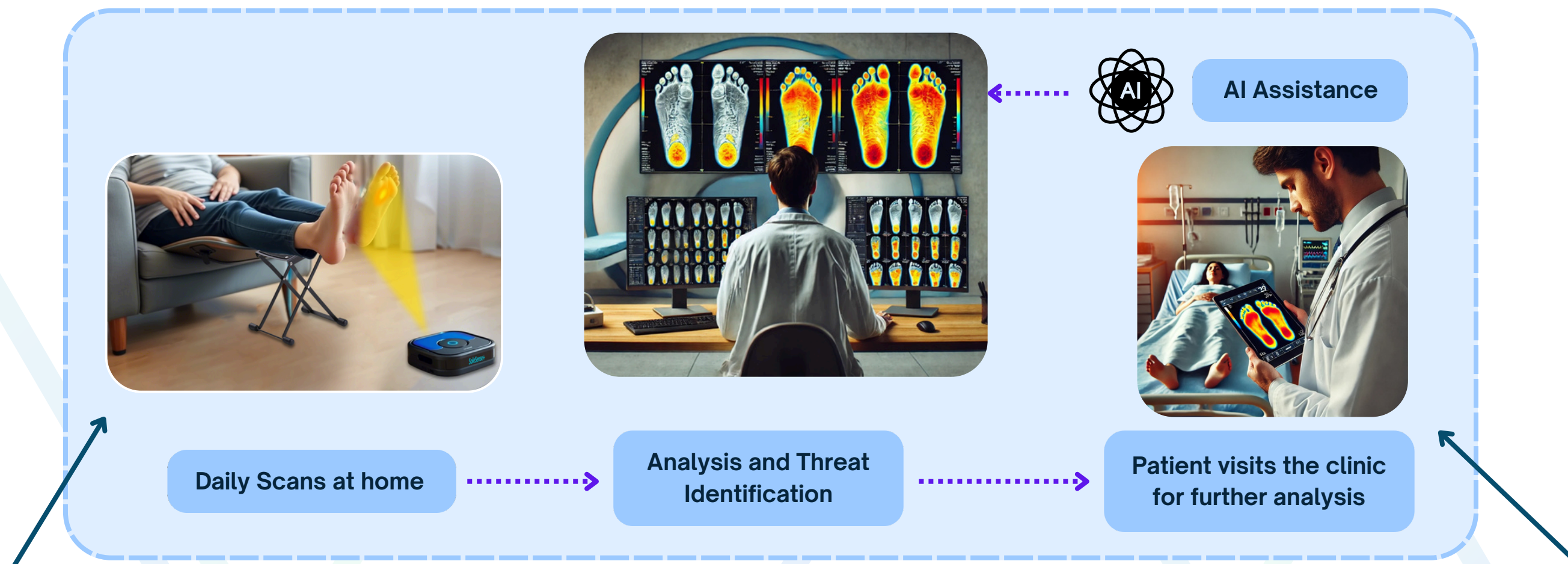
Obtainable profit EBITA (2038) = SOM x 20% = 44 Million USD

Valuation in 2038 (EBITA \* 12) = 528 Million USD - (15.8M @ 3% share at return)

IRR on investment = 30.3% (24X in 12 years)

# THE SOLUTION

FootScan Home / FootScan Pro



## FootScan Home



Household Scanner



Class I Predicative Device

Our solution consists of two medical devices with AI backend.

**FootScan Home** device scans patient's feet every day using thermal and visual cameras, and automatically send the captured images to a diagnosis center.

At analytical center, medical professionals with AI assistance will identify foot ulcer risks, and notify the patient to go to the assigned clinic immediately.

At Clinic, vascular surgeons / doctors will use our **FootScan Pro** solution to analyze patients in depth, and access all patient imaging history through **FootScan Pro**.

## FootScan Pro



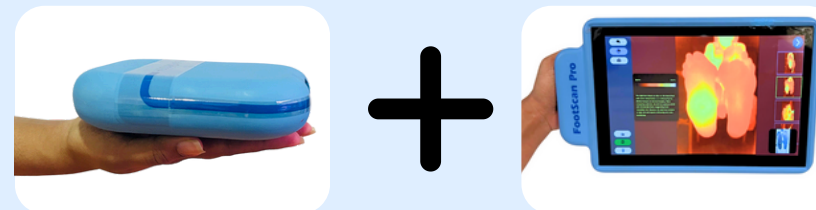
Clinical Scanner



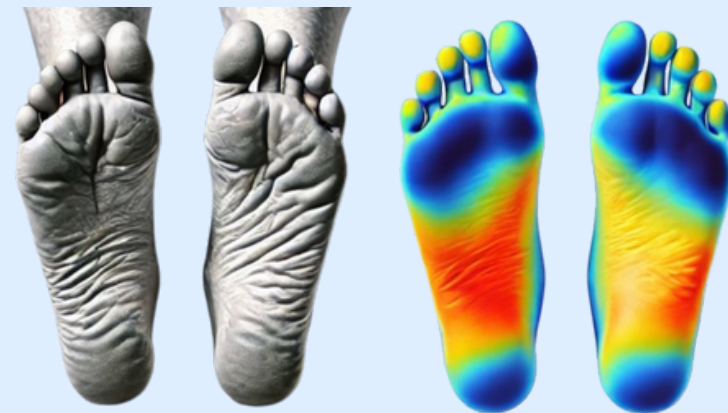
Class I Predicative Device



## HARDWARE



- Get **Thermal** and **Visual** images - FootScan Home and FootScan Pro
- Daily scans at home and regular at clinics - connected through cloud



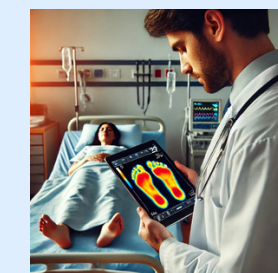
## DATA BACKEND

- Process and optimize images
- Enhance key features of images
- Stack and compare with history
- AI based diagnosis of household images in V2



## CLINICIAN PORTAL

- Through web and FootScan Pro
- Comprehensive patient history
- AI assisted analysis and diagnostics (AI implemented in V2)
- Meaningful matrices to improve decision making and patient care



## CENTRAL PORTAL

Visualizations for the monitoring station, including ,

- Feature highlights
- Thermal / Visual image overlay
- History / timeline overlay

Patient selection and alert to patient caretakers / hospitals for further inspection





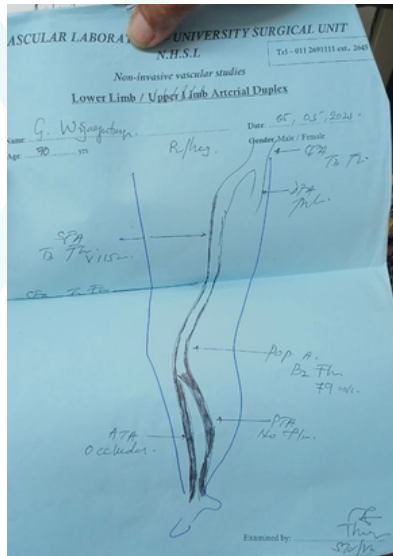
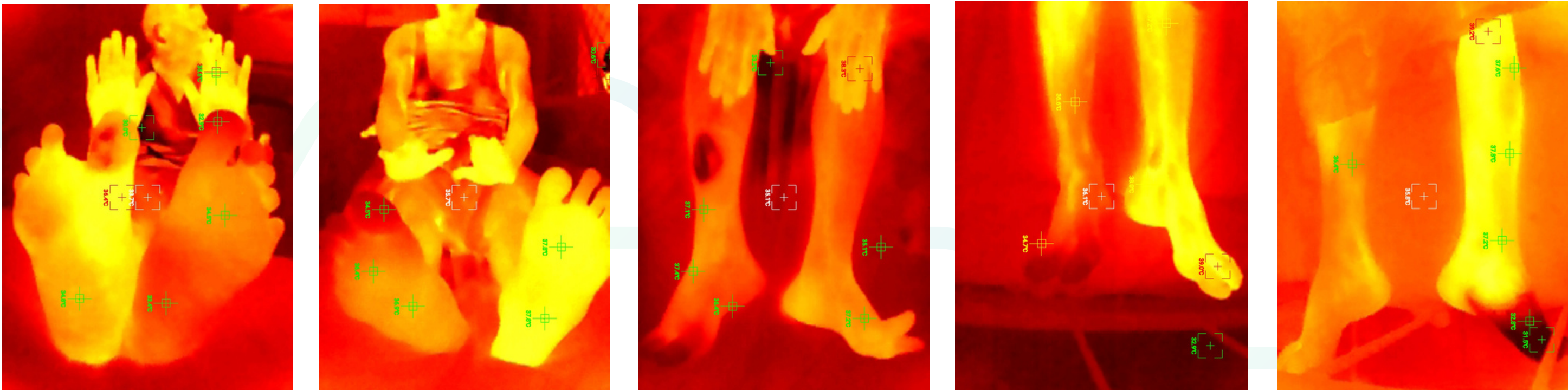


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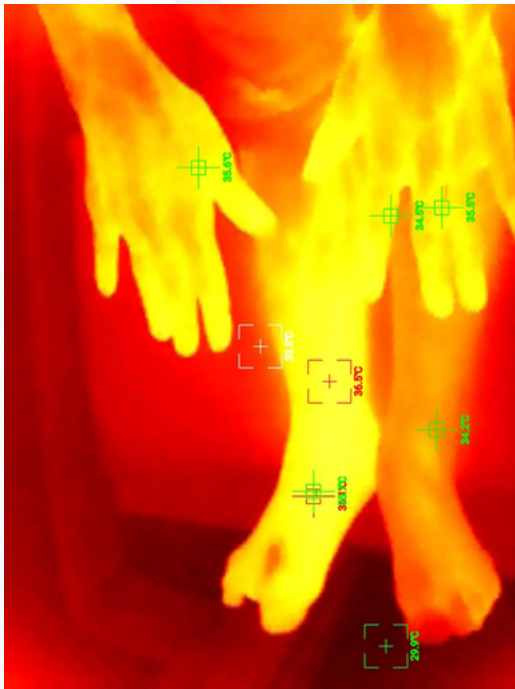


# PRE-CLINICAL TESTING HIGHLIGHTS

40+ patients analyzed at NHSL



**From our FootScan Pro device**  
Blood circulation issue detected  
↓  
Doppler scan proved the issue  
↓  
Angioplasty scheduled



Please excuse us for the graphic content in this slide



# USP & COMPETITOR ANALYSIS

## Un-met Needs

- **Full foot scan (not only sole area) at home:** Achieved by using moving robot
- **Connectivity with assigned doctor:** Achieved through household and clinical devices combined
- **Analytical tool for vascular surgeons** - A brand new concept for better early diagnosis of vascular deceases
- **Patent Applications** - 3 unique patents
- Medical Research paper - on progress



FEATURE	DIABSENSE	Podimetrics	Thermidas / MolecuLight
Comprehensive solution for household and clinical combined	✓	✗	✗
Full foot scan at home	✓	Sole area only	✗
High-res. Thermal and visual imaging combined	✓ 23,000 pix / sqft	✗ 900 pix / sqft	✓ >25,000 pix / sqft
Clinicians get access to daily household scanning	✓	✓	✗
Blood circulation issues detection and classification	✓	✗	✓

## Competitor Landscape

### Main Competitor Podimetrics



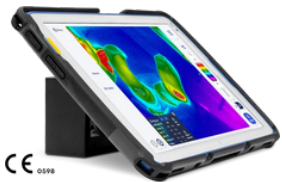
Launched in 2023, US market only, fast growing company

### Alternative: Custom Footwear



Commonly used alternative for ulcer prevention

### Clinical Scanners



Thermidas



MolecuLight



# STAKEHOLDERS



## HOSPITALS

- Remote patient care
- Add a new dimension to wound classification



## INSURANCE

- Reduce insurance claims (hospitalizations & amputations)



## PATIENTS

- Avoid Hospitalization and Amputations



## DOCTORS

- Can manage larger patient pool
- Increased diagnosis effectiveness

### Customers

### Consumers

## Purchase Decision Flow - **FootScan Home**

**Patient Cured and discharged from hospital / High threat patient identified**



**Remote Monitor / Foot Protection Requirement identified**



**FootScan Home Prescribed**



**Custom protective shoes Prescribed (5 Mil. annually)**



**New device Reimbursed by insurance OR Hospital lends a device**



# LAUNCH MARKETS AND DATA

			FootScan Home - Household Scanner			Annul Prescribable Patient / Doctor Ratio	FootScan Pro - Clinical Analyzer	
Phase	Country	Footwear Sales / year	SOM (30% of pot. custo.)	SOM (Mil. USD) Annual	ROI for insurance co.		SOM (# of custo. - Hospitals/ clinics)	SOM (Mil. USD) - Annual
Phase 1 2030 launch	Netherlands (CE)	25,000	2,500	4.2M	246%	14:1	303	2.1M
	Belgium (CE)	16,000	1,800	2.7M	259%	7:1	356	2.0M
	UAE (FDA)	15,000	5,500	6.6M	100%	<b>41:1</b>	133	0.9M
	Singapore (FDA)	27,000	3,750	5.1M	<b>335%</b>	28:1	133	1.0M
Phase 1 country sale - 3 years		<b>66,000</b>	13,550	<b>18.6M</b>			<b>925</b>	<b>6.0M</b>
Phase 1 countries by 2038			<b>25,700</b>	<b>65.8M</b>				<b>7.5M</b>
Phase 2 2033 launch	USA - 4 <sup>th</sup> year	900,000	18,000	36M	<b>417%</b>	15:1	3,611	18M
	Germany	205,000	12,000	24M	251%	10:1	2,593	6M
	UK	102,500	8,000	14M	256%	<b>32:1</b>	664	4M
	Denmark	20,000	5,500	45M	<b>526%</b>	3:1	840	2.5M
Phase 2 countries by 2038		<b>1,227,500</b>	<b>43,500</b>	<b>119M</b>			<b>7,708</b>	<b>30.5M</b>
Phase 1 + 2 (by 9th year - end 2038)			<b>69,200</b>	<b>185M</b>				<b>38M</b>



# CUSTOM DIABETIC SHOE MARKET

## Directly related to FootScan Home

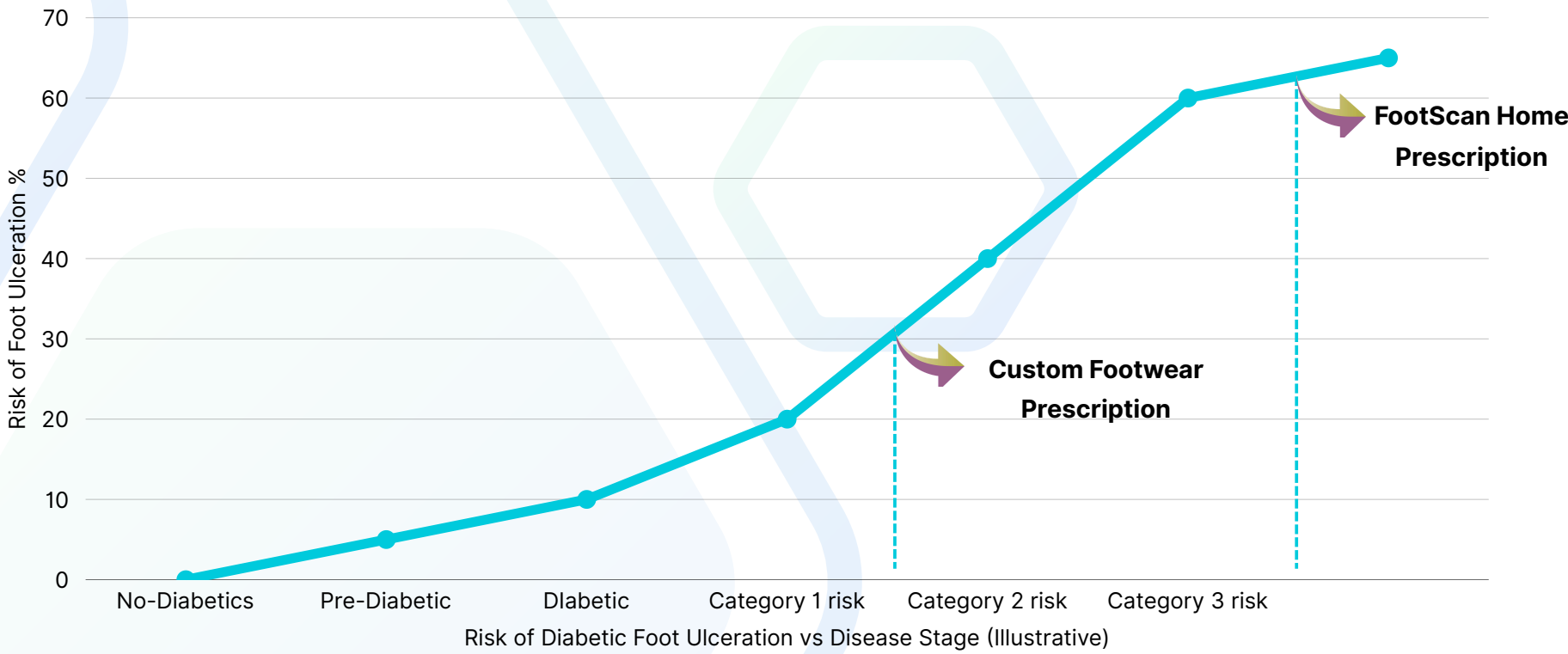
Unified Delivery – Prevention Vs. Detection

- Prescribed by same doctor at same clinical encounter
- Same touch points
- Same consumer base
- Same reimbursement model
- Designed for distinct clinical goals

Foot Risk Category	Shoe Prescription	FootScan Home Prescription
0 - no risk	No	No
1 out of 3	Insole	No
2 out of 3	Shoe	No
All 3 risks	Shoe	May be
All 3 + amputation	Shoe	Yes

**8%**  
**CAGR**

**175M**  
**Annual Global  
Unit Sale**

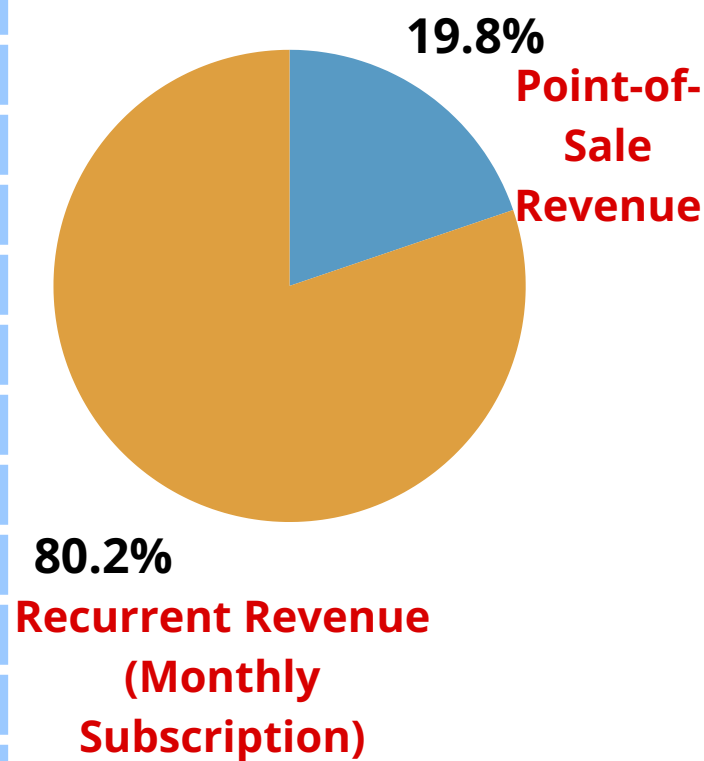


Heavy Diabetic + Blood circulation issues + Foot Deformity



# REVENUE STREAMS & GO-TO-MARKET MODELS

## Income Streams - 3~4 years from Launch



		FootScan Home - Household Scanner			FootScan Pro - Clinical Analyzer		
Launch Phase	Country	Selling price	Monthly Subscription	Target Category	Selling price	Monthly Subscription	Target Category
Phase 1 (Insurance Reimbursed)	Netherlands (CE)	1,200 Euro	65 Euro	District Nursing / Home Care	5,000 Euro	100 Euro	Specialist Care / Clinics
	Belgium (CE)	1,200 Euro	60 Euro	Primary Care / Chronic Management	5,000 Euro	100 Euro	Hospitals / Diagnostics
	UAE (FDA)	1,000 USD	75 USD	Home Care Devices	5,000 USD	100 USD	Clinics / Specialist Centers
	Singapore (FDA)	1,600 USD	100 USD	Home Care Devices	5,000 USD	150 USD	Clinics / Specialist Centers
Phase 2 (Insurance Reimbursed)	USA	2,000 USD	100 USD	Home Use / Insured Patients	7,500 USD	250 USD	Clinics / Diagnostic Labs
	UK	1,000 GBP	65 GBP	Community Nursing / Home Use	5,600 GBP	120 GBP	NHS Trusts / Clinics
	Germany	1,200 Euro	65 Euro	Household Devices	5,000 Euro	90 Euro	Clinical Analyzer
	Saudi	1,400 USD	100 USD	Home Monitoring / Retail	5,800 USD	100 USD	Hospitals / Diabetes Clinics
Over-The-Counter (NO insurance reimburse.)	India	900 USD	60 USD	Home care via Social Security Institution (SGK) or private insurers	4,000 USD	50 USD	Private clinics, diabetes hospitals, university hospitals
	Turkey	900 USD	60 USD	Chronic care programs, at-home diagnostics, health NGO projects	4,500 USD	60 USD	Diabetes centers, hospitals, government screening programs
	Brazil	900 USD	60 USD	SUS-linked home care services, elderly population at home	4,500 USD	60 USD	Private & public hospitals, diabetic risk assessment centers



# ROI CALCULATION

## The Netherlands as a Reference

### General Diabetic Statistics in Netherlands

Total Population  
**18M**



Diabetic Patients  
**5% => 896k**



At Risk Patients  
**13% => 116k**



Foot Ulcers / year  
**36k**



Amputations / year  
**7k**

### FootScan Home Target Customer Segment

Cat. 3 High Risk Patients 60%  
**12% => 14k**



Foot Ulcers / year  
**35% => 4.9k**



Amputations / year  
**24% => 1.2k**



ROI for Insurance  
**246%**

### Netherlands Go-To-Market Strategy



#### District Nursing category

- Free Rates Sector
- 65 Euro / month



#### Specialist Care category

- Max-Max Rate + 10%
- 5000 Euro point-of-Sale + 100 Euro/month support fees



# CLINICAL TRIALS AND GO-TO-MARKET EFFORTS

## Clinical Partnerships



**Dr. Thushan Goonaratne**

Consultant Vascular and transplant Surgeon and Sr. lecturer at NHSL MBBS(SL) MD(surgery) MRCS(UK) ChM RCSEd (Vascular & Endovascular)

**Pre-Clinical Testing (Ongoing)**  
NHSL, Colombo



**Dr. Gnaneshwar Atturu**

Sr. Consultant - Vascular and Endo Vascular Surgery MS, DNB, MRCS, FRCS, MCH, MBA

**1000-Patient Clinical Trial Scheduled at Hyderabad, India (Oct. 2025 onwards)**

## International Advisory Board (MedTech) - Go-to-market planning



**Daren Wilson**

Investor / Healthcare Innovator / Advisor, Imago Ventures



**Heidi Kakko**

Angel Investor / Advisor, Tehnopol



**Stephan Hulsbergen**

Go-To-Market Strategy Advisor BOM,NL



**Martin Gorosko**

Business Developer and Mentor, Tehnopol



**Startup Incubator**  
Estonia



**Brabant Dev. Agency**  
The Netherlands

## Insurance Company Explorations



**α.s.r.**



**Pre-clinical testing at NHSL (Sri Lanka)**

**Clinical Trials - Sri Lanka**

2026 Q1

2025 Q1

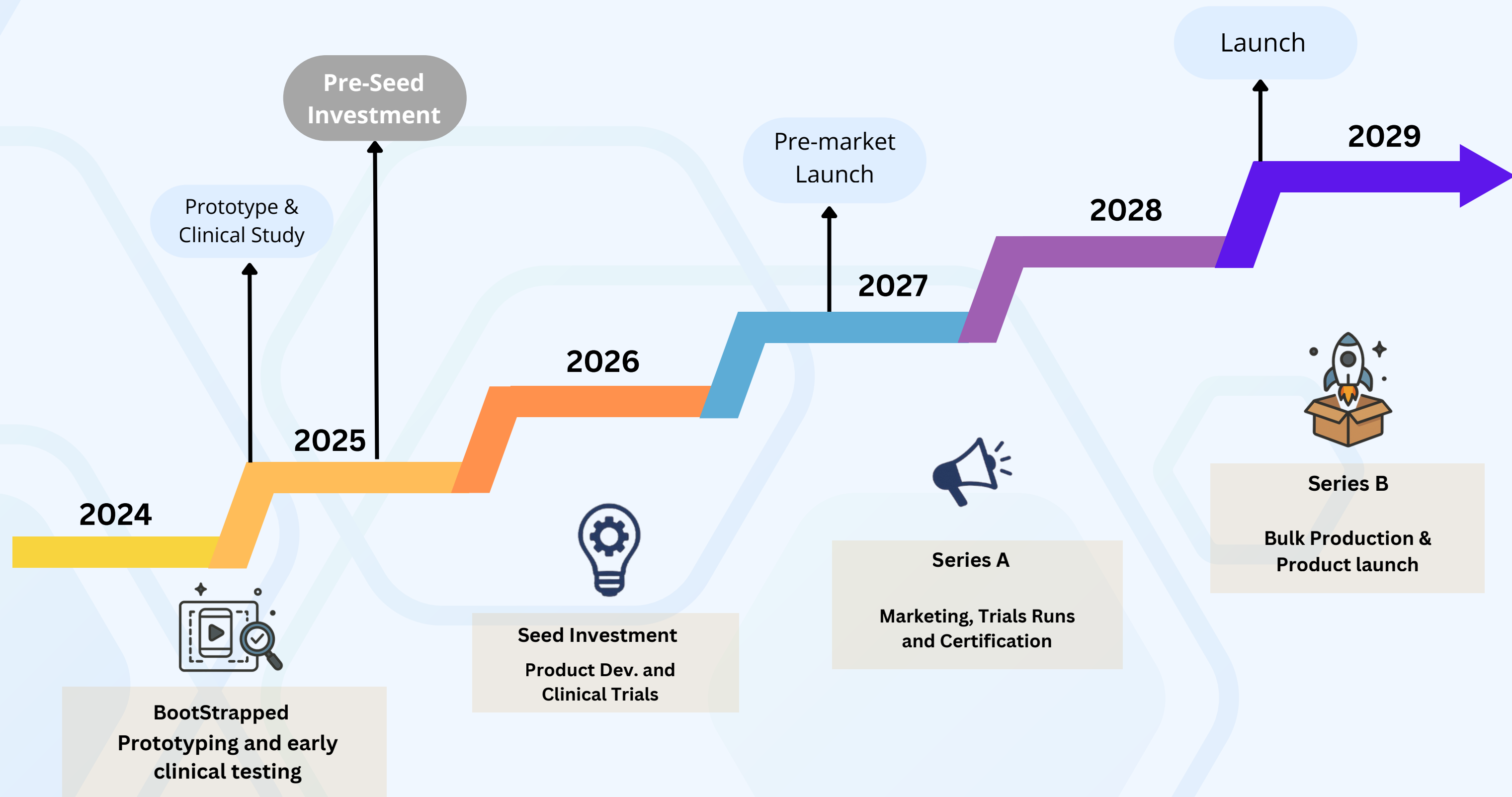
2025 Q3

2026 Q3

**1000 patient clinical trial - Hyderabad: India**

**Clinical trials - Netherlands**

# DEV. TIMELINE & FUNDING PROPOSAL





## Acquisition

Highly Probable

Large medtech companies (Philips, Medtronic etc..) will be interested in this platform as this is a first-to-market in a growing field, and directly in medical devices domain that they play well

**2029-2030**

## IPO

Probable

Attractive in stock market due to dominant position, subscription model and higher profit margin

**2033-2034**

# CORE TEAM



**Kosala  
Jayasundara**  
Founder / CEO

B.Sc. (Hons) in Engineering,  
MPhil (SL), MBA (UK)

10 years in medical  
product development  
expertise (up to FDA  
Class II) for North  
American / European  
customers

20 years of expertise in  
product development



**Prof. Shervanthi  
Homer-Vanniasinkam**  
Lead Medical Officer

BSc, MBBS, MD, FRCSEd,  
FRCS

Consultant Vascular  
Surgeon at Leeds Teaching  
Hospitals NHS Trust, the  
Founding Professor of  
Surgery at the University of  
Warwick Medical School &  
University Hospitals  
Coventry and  
Warwickshire, and  
Professor of Engineering &  
Surgery at University  
College London.



**Thusitha  
Samarasekara**  
CTO

B.Sc. (Hons) in Engineering

16 years in high-  
reliability product  
development and  
launch



**Dr. Thushan  
Goonaratne**  
Medical Officer

MBBS(SL) MD(surgery)  
MRCS(UK) ChM RCSEd  
(Vascular & Endovascular)

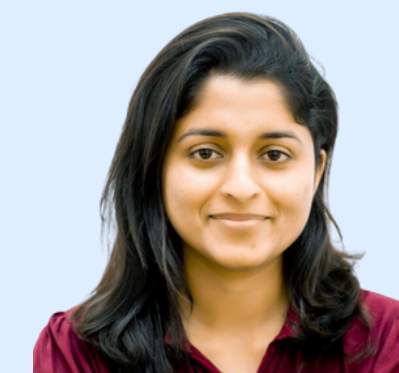
Consultant Vascular  
and transplant  
Surgeon and Senior  
lecturer at NHSL



**Tharini  
Thisakya**  
Business Dev. Lead

Bachelor of Information  
Technology

5 years of experience  
in Business analysis  
and Business  
development for  
MedTech Innovation



**Gaweshika  
Liyadipita**  
Project Management

BTech (Hons) in Science  
and Technology in  
Mechatronics

2 years of  
experience in PM in  
Medical Product  
Development Space



**Ravini  
Samarakoon**  
Clinical Manager

B.Sc. Eng (Hons) in  
Biomedical Engineering

**100+**  
Years of combined expertise



**Engineering Development Partner**

5 years in medical product development expertise (up to FDA Class II) for North American / European customers

Senior Engineering Team at Contract Design Firm (Sister Company)



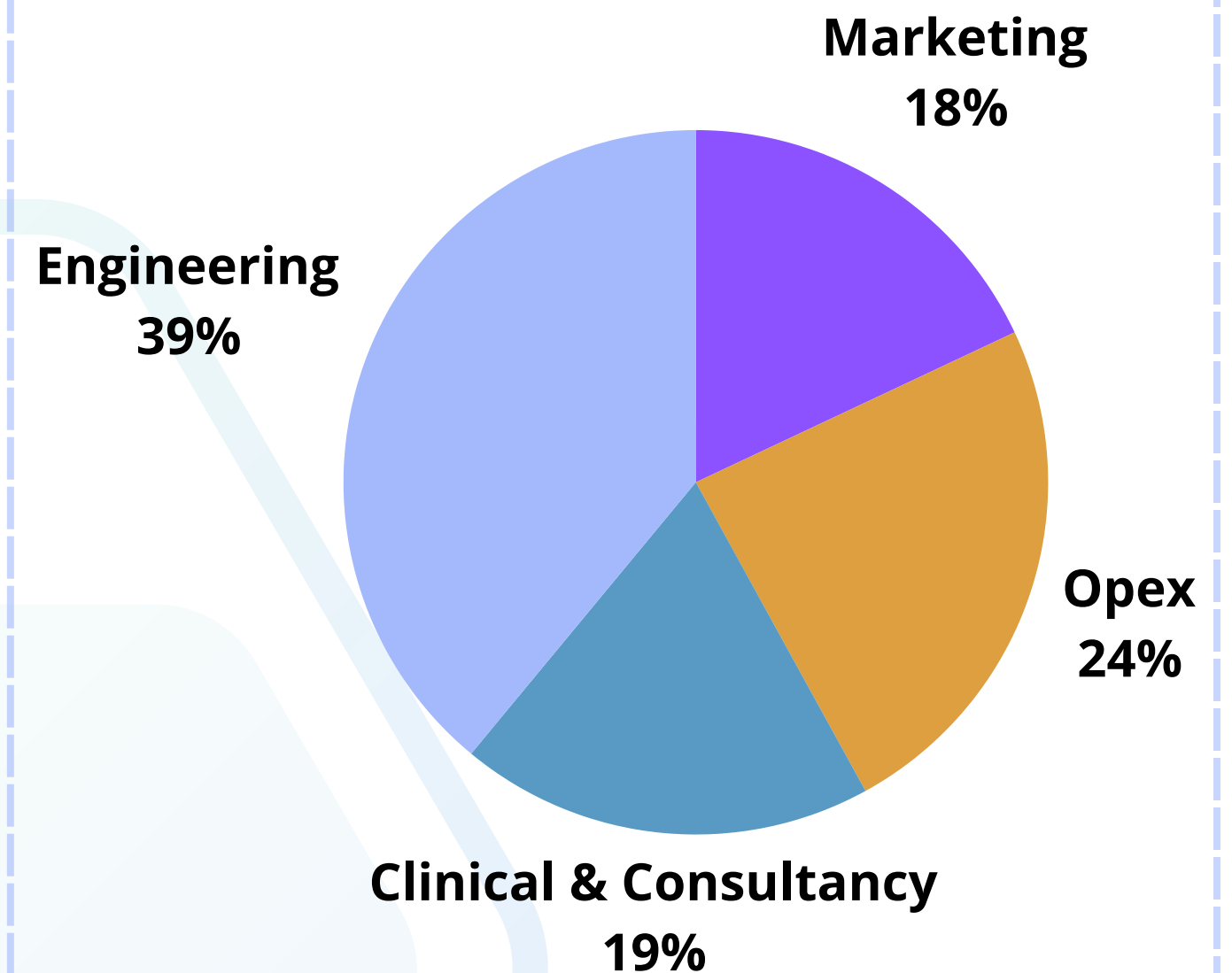


We are raising **1.6Mil** Euro for 24 months as a Seed Investment at a **10Mil** Euro Valuation.

## Funding Used For

- Product development till Certification
- Clinical trials
- Start DiabSense base in Europe (Eindhoven)
- Medical / Business consultancy
- Business development and investor relations

## Funding Used for







**Join with us,  
to save  
50 million+  
lives...!!!**



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