

Investor Presentation

January 2025



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# INVESTMENT HIGHLIGHTS: DRIVING THE INTERSECTION OF MED TECH AND CONSUMER DEVICES

# FDA Approval with First Mover Advantage

4Q'24 announcement of 510(k) clearance for EvieMED Ring pulse oximeter.

## Multiple B2B Opportunities, Engaged Strategic Pipeline

FDA clearance unlocks B2B partnerships for condition management and clinical trials. Progress includes strategic seed investment by Tier 1 Med Device company.



# Smart Rings are the New "It" Form Factor

Global wearable market estimated to reach \$145B in 2027. Smart ring adoption growing rapidly, yet only 1 million smart rings sold in 2024.

### **DTC Tailwind**

Expanded Evie Ring D2C launch campaign in 3Q'24. Additional feature upgrades in progress for 4Q'24 and 2025, including EvieAI virtual wellness assistant and Android app.

# Proprietary RF Technology Could Address "Holy Grails"

In Fall 2023, MOVE clinical prototype achieved accuracy commensurate with FDA requirements for blood pressure monitoring. Analyzing data from November 2024 follow-on clinical trial.



## **STATEGIC MILESTONES – 18 MONTHS**

Drive D2C Adoption of Evie Ring

Q3/Q4 2024

510(k) Clearance Secured; Launch EvieMED B2B

Q4 2024



Continue Advanced Research for New Analytes

2024-2025

Perfect mmWave RF **Tech for Blood Pressure Solution** 

2025









Establish distribution framework for medical device launch

Build API support for data sharing

Continue clinical evaluations and data analytics to enhance system accuracy and performance for new analytes

"Bolt on" FDA submissions, going forward, given foundational 510(k) clearance for EvieMED

- Continued focus on successful clinical trials and algorithm development
- Build and test wearable form factor, drive towards commercial prototype
- Refine RF system-on-chip for commercial opportunity

Improved ring functionality Celebrity brand ambassador

Influencer campaign

Media blitz

Best In class customer service



### **NEWS AND UPDATES – JANUARY 2025**



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#### D<sub>2</sub>C

- EvieAl virtual wellness assistant launched at CES in Jan. 2025 – first mover advantage in wearables.
- Brand partnership with influencer and digital creator Heidi D'Amelio in full swing.
- Android app available for 2024 holiday season.
- Evie Ring back in stock 9.17.24.

#### B<sub>2</sub>B

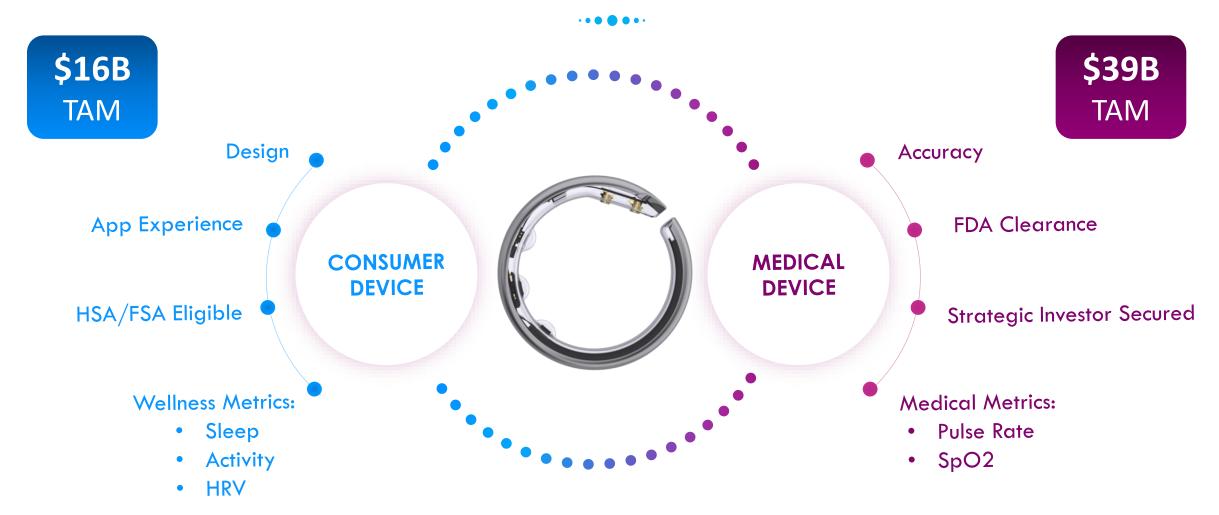
- FDA 510(k) clearance for the EvieMED Ring's pulse oximetry feature announced 12.2.24.
- Continued progress made with B2B commercial opportunities that could leverage EvieMED – including a global pharmaceutical company, clinical research organization (CRO) and large payor.

#### **CLINICAL RESEARCH**

In November 2024, Movano
 Health executed another
 cuffless blood pressure
 clinical study with a smaller,
 more commercially viable
 device. The new prototype
 features 12 additional
 mmWave antennas,
 delivering enhanced data
 collection.



# TARGETING LARGE CONSUMER & MEDICAL TECHNOLOGY MARKETS





## **EVIE PRODUCT & TECHNOLOGY OVERVIEW**

#### **CONTEMPORARY SMART RING**



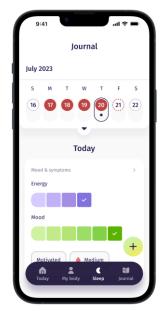


#### PERSONALIZED APP EXPERIENCE



















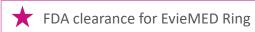




## **HOW EVIE STACKS UP**

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	Steps & Activity	Sleep & Sleep Stages	Pulse Rate	SpO2	Skin Temp.	Menstrual Cycle	Mood Logging	Personal Insights	Form Factor/ Design	Price
evie			*	*					Open Ring Design & Portable Charger	\$269 No sub
WI-1001 <sup>2</sup>				<b>*</b>					Screenless Bands	\$20/month with 1-year commit
ŌURA				*					Closed Ring	\$349-\$499 & \$6/month sub
••• fitbit				*					Bands and Watches	\$99-\$299





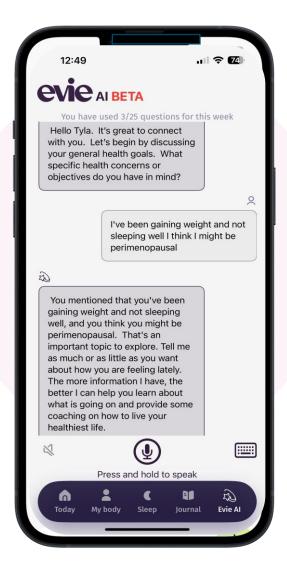


<sup>\*</sup>Fitbit, Whoop, and Oura devices deliver nighttime readings only. Evie offers on demand Spot Check function.



## Launch of EvieAl Delivers Significant Competitive Advantage

CES Announce drove +100M Media Impressions, a 21% Increase in Organic Search and 24% Increase in Site Traffic



EvieAI is the first wearable based virtual wellness assistant trained exclusively with data from medical journals. This new feature enables Evie users to answer health questions quickly, reliably and securely through the App.

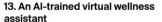


This smart ring is rolling out an AI chatbot trained on medical journals



At CES 2025, Movano says it's rolling out EvieAl, a chatbot for its Evie Ring that's trained only on medical journals that promises 99...

# CES 2025: The 22 most impressive products you don't want to miss







Tech Advisor

Evie smart ring free software upgrade uses AI to answer your biggest health questions



Movano Health has introduced a new AI assistant for the Evie smart ring that will answer your health questions.



Movano Health Unveils EvieAl: First Medical Journal-Trained Al Assistant for Smart Ring



Movano launches EvieAl beta for Evie Ring, offering personalized health insights powered by 100000+ medical journals.

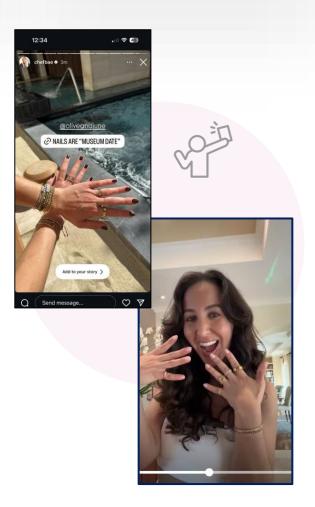


## **D2C BUSINESS DRIVERS**

BRAND AMBASSADOR
HEIDI D'AMELIO



# INFLUENCER AND UGC CAMPAIGN



#### **MEDIA BLITZ**

Tech and Consumer Press Tour

**Updated Product Reviews** 

**Holiday Gift Guides** 





# CUSTOMER ENGAGEMENT AND OUTREACH

150K Lead List

**Newsletter Series** 

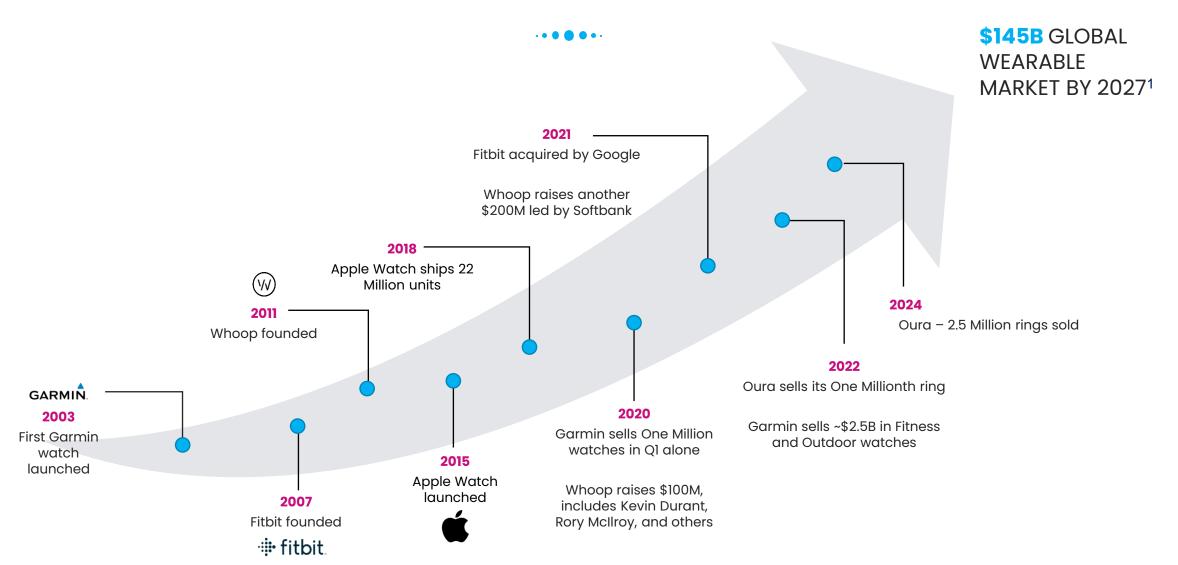
Ongoing Blog Content







## WEARABLE MARKET GROWING EXPONENTIALLY





## **WOMEN'S HEALTH FOCUS: IT'S ABOUT TIME**

\$44B

2023 US Market Size: Women's Health<sup>1</sup>

\$100M

White House Investment in Women's Health<sup>2</sup>

1000+

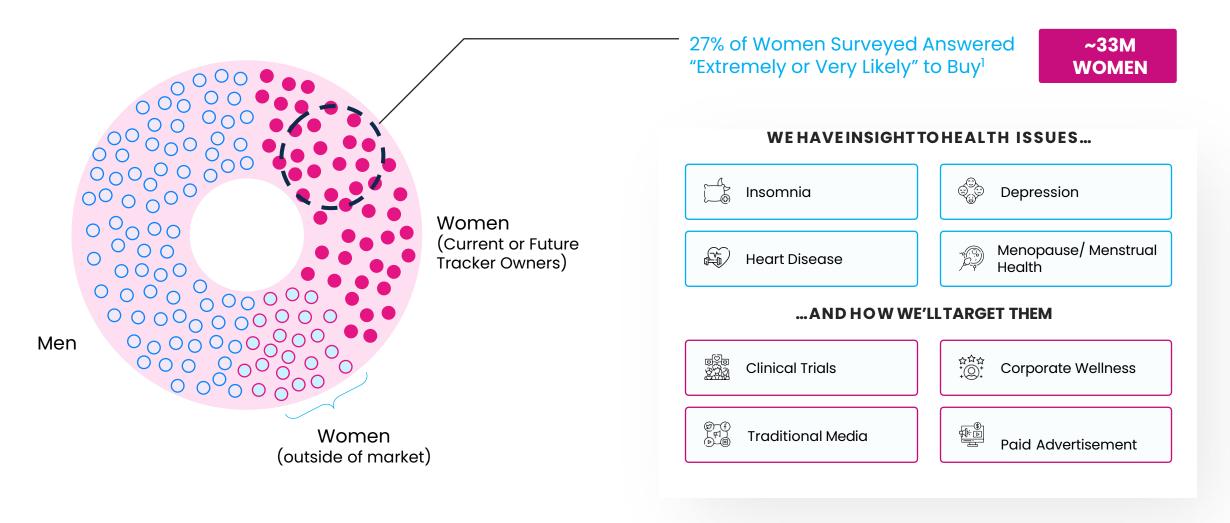
Women interviewed to design Evie

https://www.grandviewresearch.com/industry-analysis/womens-health-market
 https://www.whitehouse.gov/briefing-room/speeches-remarks/2024/02/21/remarks-as-prepared-for-delivery-by-firstlady-jill-biden-to-announce-the-100-million-arpa-h-sprint-for-womens-health/



## **EVIE US MARKET TAM & COMPOSITION**





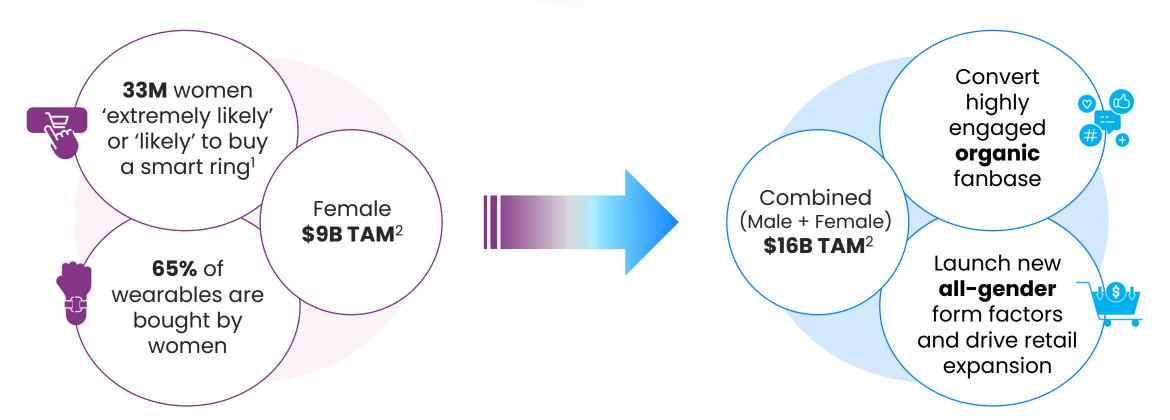


## **EVIE RING D2C OPPORTUNITY**

STRATEGIC LAUNCH PLAN FOCUSES ON ENGAGED AUDIENCE MOST LIKELY TO PURCHASE



GROWTH PLAN LEVERAGES ORGANIC CONVERSION,
RETAIL EXPANSION AND NEW FORM FACTORS



- 1. Based on US Population 2023, women ages 18+ extremely or very likely to buy
- 2. Company analysis



### **KEY EVIE RING DIFFERENTIATORS**

...



#### Sleek, Smart, Comfortable Hardware

- Open ring design offers comfortable fit
- Rated most aesthetically pleasing smart ring (Wall Street Journal)
- · Compact, portable recharging case



### **Novel App Design**

- Seamlessly tracks key biometric data including menstrual cycle, mood, energy
- Personalized activity and performance goals
- Industry first Daily Summary dynamically displays daily progress



### **AI-Driven Insights**

 Identifies correlations, patterns and trends across different vital signs, menstrual health, mood, energy, sleep and activity in longitudinal data



#### 매 중 🔳

#### RHR & sleep



#### Balancing rest and RHR

Hello Stacy, we've noticed a bit of a pattern: you've been getting less sleep and have had a slight increase in your resting heart rate (RHR). This link between less sleep and elevated RHR is a natural reaction—in fact, it's your body signaling a need for more downtime.

We know getting enough sleep can be challenging, but when you can, aim to catch up on your rest. While many people wind down by watching TV or browsing social media, being exposed to screens can actually be quite detrimental in preparing your body for good sleep. The American Heart Association recommends choosing calming pre-sleep activities, away from digital distractions. But if you must check your devices, they suggests dimming your screens.

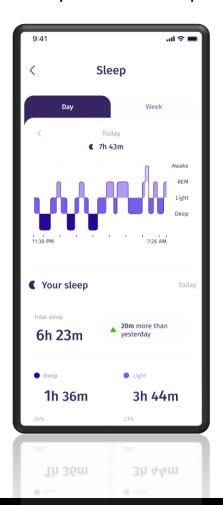
Got it



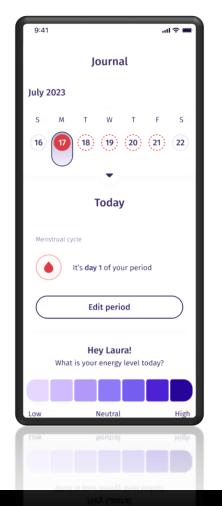
## **EVIE APP INSIGHTS EXPERIENCE**



# Passively collected body data on sleep



# Logged symptom + cycle data



# Educational insight based on her experience





## **EVIE MED: STRONG B2B PROPOSITION**

FDA 510(k) clearance announced 12.2.24 for EvieMED Ring



First mover advantage: FDA-cleared option for enterprises





New distribution channel

Attractive margin profile on B2B sales





First B2B investment + several beta programs underway



## SIGNIFICANT NETWORK OF B2B PARTNERS ESTABLISHED

# **Strategic Investor**

Strategic investment from a tier 1 medical device company in April 2024 \$24M financing



# More Agreements Expected

Post 510(k) clearance, more partners in the funnel set to engage

## **Beta Testing Underway**

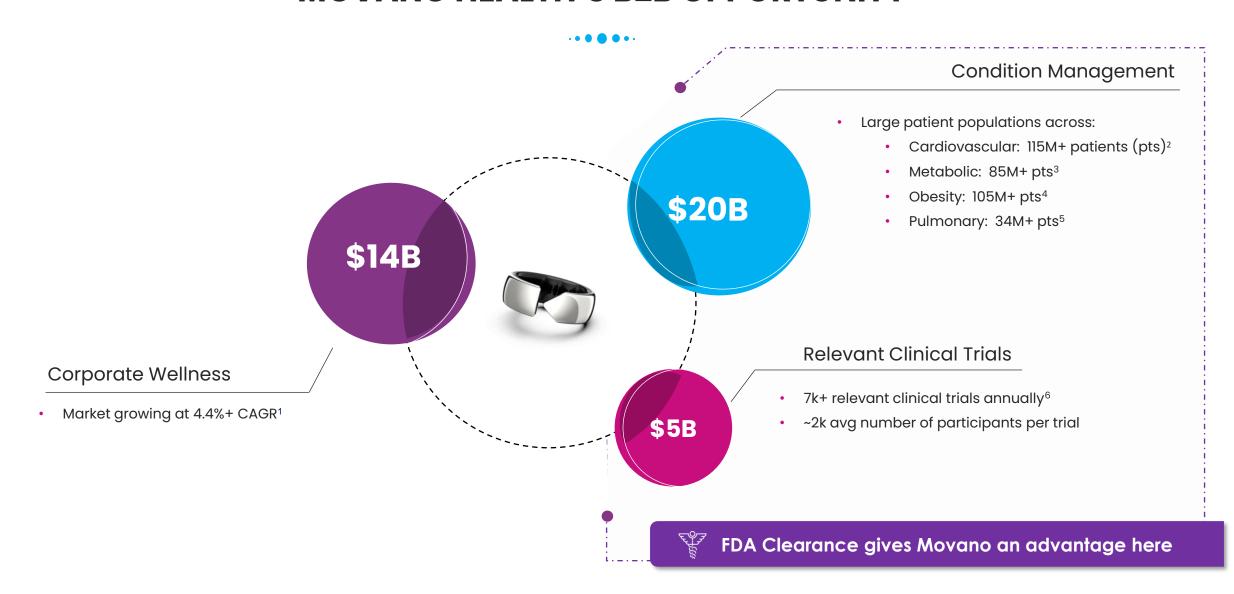
Several Fortune 100 and 500 partners actively testing EvieMED device and app

## **Commercial Agreements in Process**

Finalizing initial B2B agreements with select commercial partners



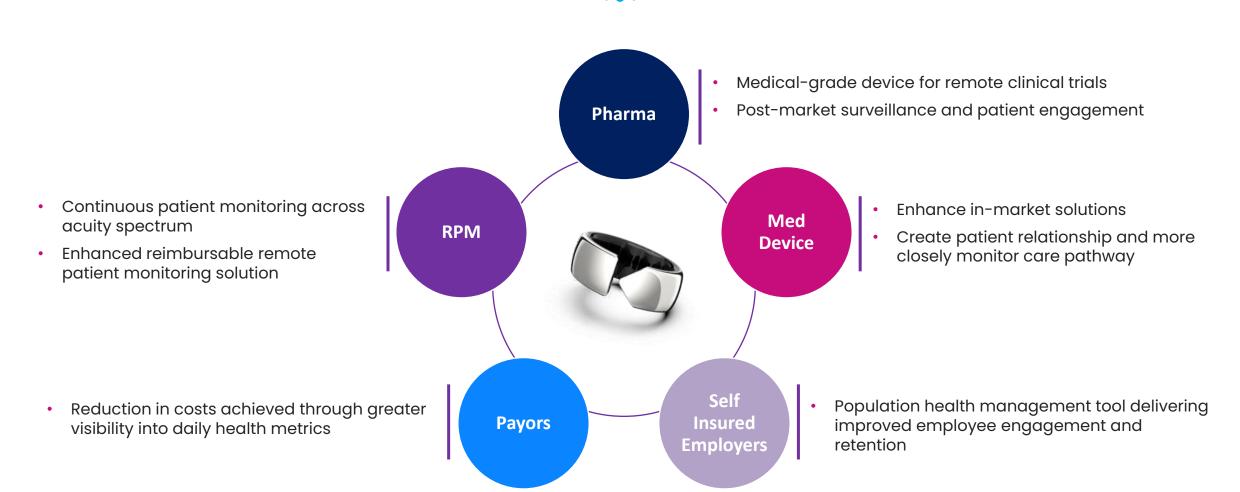
## **MOVANO HEALTH'S B2B OPPORTUNITY**





# **CURRENT B2B ENGAGEMENTS**

**ACROSS THE HEALTHCARE CONTINUUM** 





# USE CASE #1 - Pharmaceutical Companies

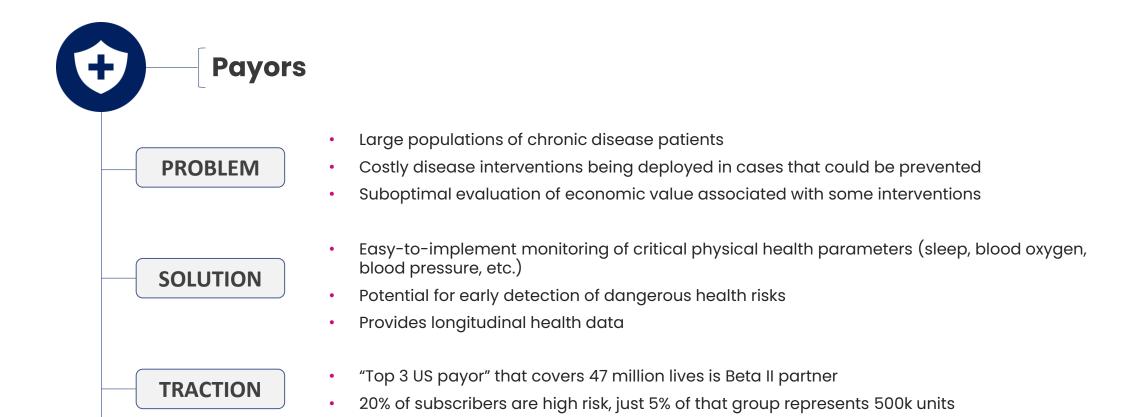


**GROWTH** 

3 near-term pharma clients in pipeline



# USE CASE #2 - Payors

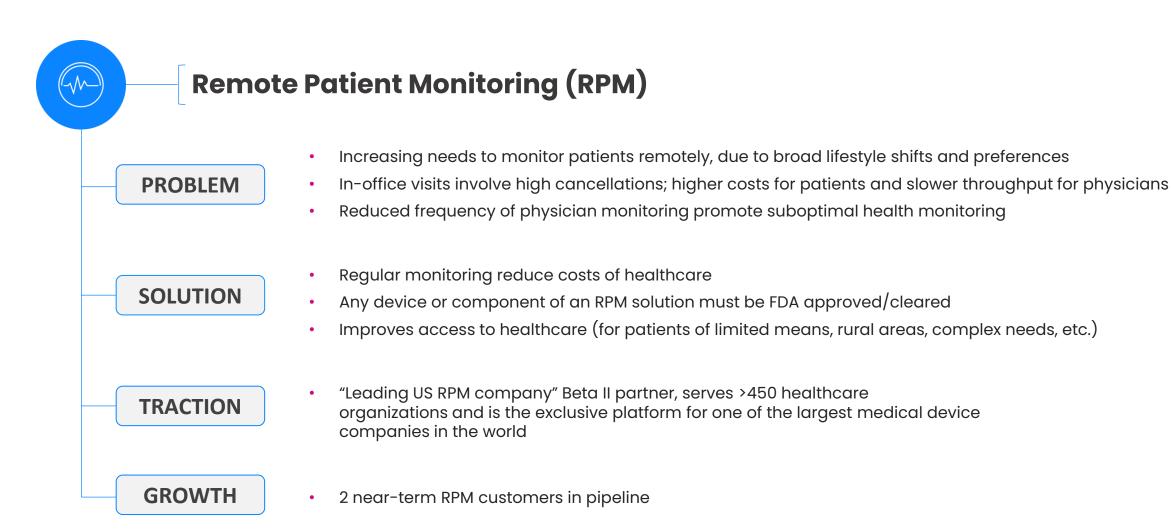


**GROWTH** 

2 near-term payor customers in pipeline

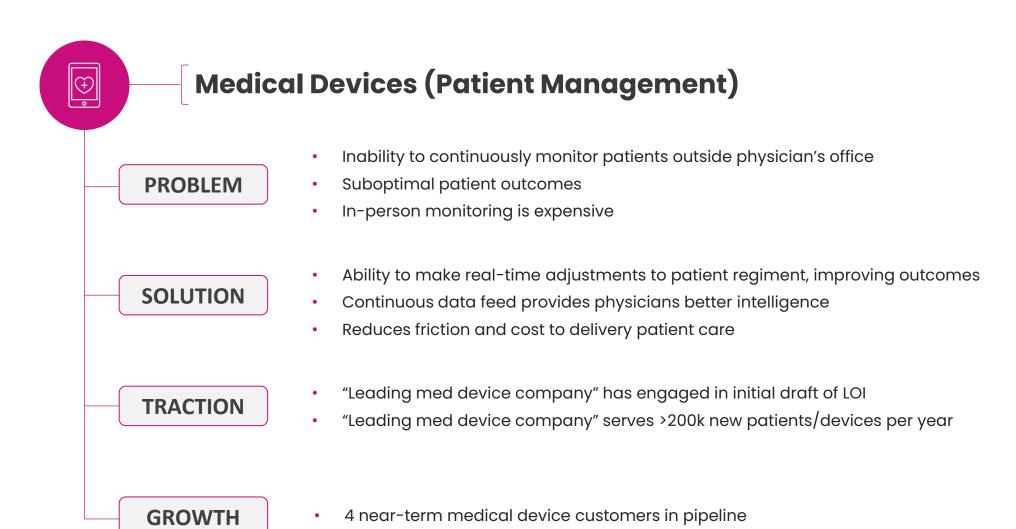


# USE CASE #3 - Remote Patient Monitoring (RPM)





# USE CASE #4 - Medical Device Patient Management





## **REMOTE PATIENT MONITORING REDUCES COSTS**





### Remote Blood Pressure Monitoring

What experts say:

**\$6,000 per patient** was saved by implementing a mobile application integrated with an Apple Watch and a Bluetooth BP cuff<sup>1</sup>

43% lower

**likelihood** of hospital readmission at 30 days <sup>1</sup>

EvieMED
Reduces
Cost to the
Healthcare
System





### Remote SpO2 Monitoring

### What experts say:

Reduced costs by \$11,472 &

improved outcomes compared to the current standard of care (0.013 QALYs gained)<sup>2</sup>

87% fewer hospitalizations

&

77% fewer deaths

among patients with access to remote pulse-ox monitoring<sup>3</sup>

National Library of Medicine
National Center for Biotechnology Information

nature reviews cardiology

- https://www.nature.com/articles/s41569-021-00522-7;
- https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8536499/
- 3. https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8536499/



# MEDICAL DEVICE POSITIONING CREATES SIGNIFICANT BARRIERS TO ENTRY IN ENTERPRISE MARKET



## To Compete With Movano Health, Companies Would Have To...



#### **Create Medical Device Infrastructure**

- Implement a Quality Management System (QMS)
- Hire medical device personnel for Quality, Regulatory, and Clinical (QRC)
- Train every employee on Standard Operating Procedures

2

#### **Pursue FDA Clearance**

- Establish clinical trials, generate all required documents
- Set up production to comply with FDA Good Manufacturing Practices

3

#### **Establish Post Market Surveillance Functions**

Ongoing QRC initiatives to track product, complaints, CAPAs

Transitioning an existing wearables operation into a medical device company would be extremely costly and take several years to execute



# MATERIAL PROGRESS WITH PROPRIETARY AND PATENTED RF TECHNOLOGY

....

Blood pressure & glucose are "holy grail" opportunities



## Why High Blood Pressure Is Known as the Silent Killer

Peter Attia, M.D., author of 'Outlive: The Science & Art of Longevity,' shares how aggressively managing your blood pressure is a key to a longer and healthier life.



Commercial product in 2+ years



Proprietary RF technology de-risked



Recent BP clinical results unlock opportunity

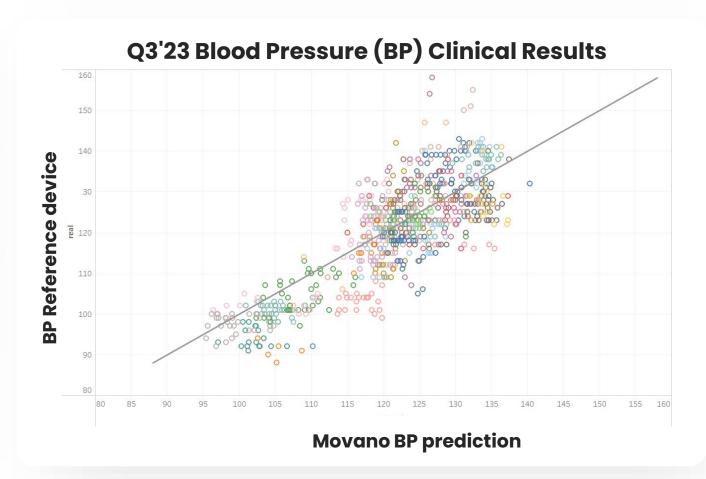
Strategic investment validates tech and opportunity



# BREAKTHROUGH IN BLOOD PRESSURE MONITORING WITH CLINICAL RESULTS IN LINE WITH AN FDA RECOGNIZED STANDARD



- Cuffless wrist worn device
- Clinical study in 43 subjects
- BP measurements at rest and under stress



<sup>&</sup>lt;sup>1</sup> Mean Absolute Difference (MAD) required per IEEE 708a-2019 standard for wearable, cuffless blood pressure measuring devices

<sup>&</sup>lt;sup>2</sup> Company's algorithm for blood pressure monitoring utilized data from its prototype system combined with the subject's demographic information and a recent blood pressure reading

# Movano Health patent summary

US: 30 Issued, 14 Pending (1 allowed)

Foreign: 2 Issued (China/Europe), 3 Pending (1 China/2 Europe) PCT: 1 Pending

## **KEY US PATENTS FALL INTO FOUR CATEGORIES**

#### **RF IC Architecture**

(2) Issued

Covers RF IC design, including multi-band mixing and conductor loss mitigation that is critical at high frequencies.

#### **Key Issued Patents:**

- •Systems for multi-band radar-based sensing (US 11,298,037)
- •Methods for multi-band radar-based sensing (US 10,874,314)

#### Ring

(3) Pending

Covers various aspects of the current Evie Ring and charger design, including the 2-piece open-ended construction, production efficiencies, and control efficiencies.

#### **Pending Patents:**

- •Finger wearable health monitoring device
- •Finger wearable devices and methods for producing finger wearable devices
- •Ring charging case



# RF-Based Health (25) Issued Monitoring (5) Pending

Covers signal processing techniques for generating high resolution pulse wave signal to determine HR, BP, BG level.

#### **Key Issued Patents:**

- •Systems for RF-based health monitoring utilizing amplitude and phase data (US 11,445,929)
- •Methods and systems for monitoring BP using stepped frequency radar with spectral agility (US 11,360,188)
- •System for monitoring a physiological parameter that involves coherently combining data from RF-based sensor system (US 11,883,132)
- •System for monitoring a health parameter of a person utilizing a pulse wave signal (US 11,786,133)

# Machine Learning Applications

(3) Issued

(6) Pending

Techniques for generating training data and training ML models for health monitoring, and techniques for utilizing ML models for health monitoring, including blood pressure and blood glucose.

#### **Key Issued Patents:**

- Methods for training a model for use in RF-based health monitoring (US 11,464,419)
- $^{ullet}$  Methods for training a model for use in radio waved based blood pressure monitoring (US 11,596,321)



# **CORPORATE SNAPSHOT (NASDAQ: MOVE)**

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**DOLLARS RAISED** \$130M\* YEAR FOUNDED 2018

**IP PORTFOLIO:** 

US 30 patents issued, 14 pending OUS 2 patents issued, 4 pending

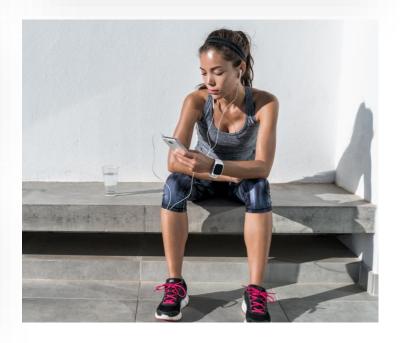
**LTM CASH BURN 9/30/24** \$23M

NUMBER OF FTES 32

**CASH AT 9/30/24** \$11.3M

**CORPORATE ENTITIES:** 

Movano Inc. dba Movano Health Movano Ireland



<sup>\*</sup> The Company is party to an At the Market Issuance Agreement with JonesTrading Institutional Services LLC. Pursuant to the terms of the Issuance Agreement, the Company may sell from time to time through the Sales Agent shares of the Company's common stock.



# **NASDAQ: MOVE**

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