# ALRT

### Smarter Diabetes Management

#### Stock Ticker: ALRTF

### **Investor Presentation**

November 2022

### **Forward Looking Statement**

Legal disclosure

CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING INFORMATION: This presentation includes certain "forward-looking statements" as defined under applicable securities legislation. All information and statements contained herein that are not clearly historical in nature constitute forward-looking statements and information, and the words "anticipate", "estimate", "believe", "continue", "could", "expect", "intend", "plan", "postulates", "predict", "will", "may" or similar expressions suggesting future conditions or events, or the negative of these terms, are generally intended to identify forward-looking information. Forward-looking statements are necessarily based upon a number of estimates and assumptions that, while considered reasonable, are subject to known and unknown risks, uncertainties, and other factors which may cause the actual results and future events to differ materially from those expressed or implied by such forward-looking statements. Such risks include all risks and uncertainties expressed in the cautionary statements and risk factors in the annual report on Form 10-K and other filings of ALRT with the SEC. There can be no assurance that such statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The forward-looking statements included in this presentation are made as of the date hereof. ALRT disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

### **Meet ALRT**

Transforming diabetes care

#### **Mission**

To assist patients and healthcare professionals in improving diabetes outcomes and quality of care, while reducing complications and containing costs.

#### Human Health

We address adherence to care with active patient management based on predictive A1C, and save healthcare professionals time with automated insulin dose suggests and organized usable data.

#### **Animal Health**

The GluCurve Pet CGM is the first and only Continuous Glucose Monitor (CGM) for diabetic pets. Offering sophisticated patient management software with automated glucose curves to veterinarians.

### Milestones

#### Completed

Pilot & clinical trials in the US, Canada, and Singapore
FDA Cleared Insulin Dose Adjustment
Patent pending Predictive A1C Feature
FDA cleared BGM platform
GluCurve web portal and apps
GluCurve Pet CGM non- inferiority study

Singapore redomicile

#### In Progress

GluCurve Pet CGM manufacturing agreement
GluCurve Pet CGM distribution agreement
GluCurve Pet CGM commercial launch (Q4 2022)
Human CGM development
CES, VMX, GluCurve marketing
GluCurve KOL reviews

ALR<sup>1</sup>

### **Diabetes Monitoring Systems**

### BGM vs CGM

#### **Blood Glucose Meter (BGM)**

- Blood is placed on test strip and inserted into a glucose meter to display glucose levels
- Humans use a lancet to draw blood from finger, pets typically require a syringe and must be done by a veterinarian
- Few data points with no reliable data tracking



ALR'



#### **Continuous Glucose Monitor (CGM)**

- Consists of a small adhesive pad holding an electrode sensor coated with enzymes that detect glucose levels from interstitial fluid. Incorporates a transmitter that sends the glucose data wirelessly to a mobile device via Bluetooth.
- Depending on model, CGMs work for 10-14 days capturing glucose levels every 1-5 minutes
- Provides large amounts of glucose readings (data) to better manage care
- Convenient, effortless, and considered by many to be the future of diabetes monitoring.

### **ALRT Divisions**

Animal & Human





### The GluCurve Pet CGM

Revolutionizing diabetes management

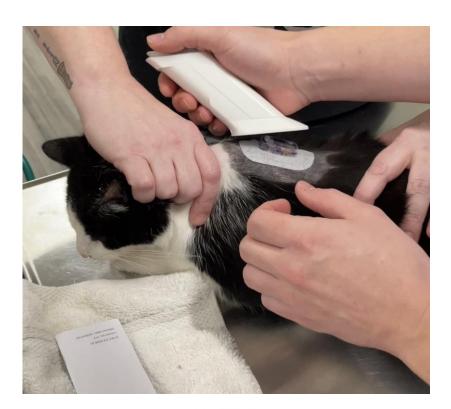
- Hardware
  - Up to 14-day sensor life
  - Glucose readings every 3 minutes
  - 1 year shelf life
  - Bluetooth communicates between CGM and mobile app

#### Software

- iOS and Android mobile app for pet owners
- Web based platform for veterinarians

#### GluCurve Platform Features

- Large scale Patient Management software
- Compares/overlays daily glucose curves
- Insulin dose calculators
- Insulin guidelines
- Provides remote care
- Insulin prescription tracking







### **Animal Health Opportunity**

Anticipated to become the new standard of care

The current way of monitoring glucose levels in pets

#### In-clinic Blood Glucose Curve

- Labor Intensive
  - Blood is drawn from vein of pet via syringe
  - Takes 2+ members of clinic staff
  - Blood is drawn every 2 hours for 10-12 hours
  - Must record, plot, and interpret data manually

#### Inaccurate

- Pets experience high levels of stress making glucose readings inaccurate
- 6-7 glucose readings in a clinical setting, 2-hour gaps between readings miss highs/lows

#### High Cost

- \$100-\$300+ depending on blood draw fees, housing fees, and appointment fees
- Not financially favorable to clinic due to time and effort involved

### Our solution for monitoring glucose levels in pets

#### The GluCurve™ Pet CGM

**ALR1** 

#### Effortless

- Applied in minutes and pet is sent home
- Glucose readings captured automatically every 3 minutes for up to 14 days
- Data is securely sent to web platform where it's analyzed and organized for ease of use by veterinarian

#### Accurate

 Readings recorded in a home environment – stress free results (no elevated glucose levels) showing daily activities, feeding, and insulin injections

#### Low Cost

- Sold directly to veterinarians to stock in-clinic and upcharge to cover expenses / create profit
- Cheaper for pet owner then most in-clinic blood glucose curves

### **Market Research**

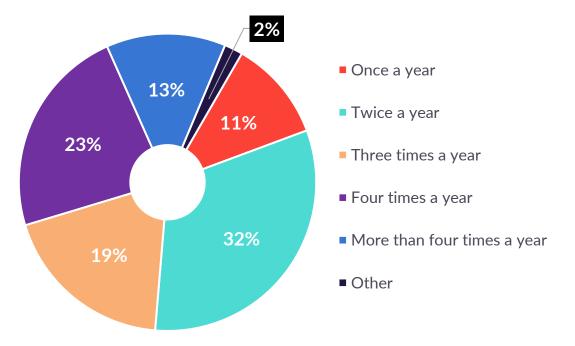
#### Conducted by SmartPharma, April 2021

#### Highlights

- 97% of veterinarians surveyed said they would use The GluCurve Pet CGM
- 2+ GluCurve Pet CGM's are needed initially for newly diagnosed diabetic pets
- On average, 3 GluCurve Pet CGM's would be used per year for monitoring current diabetic pets
- Use rate expected to grow due to low cost, ease of use, and accuracy of data

#### How Often Doctors of Veterinary Medicine (DVMs) See Pets for Diabetes Mellitus (DM)

ALR



### **Market Size**



#### Estimated US pet population (2021)

- Dogs 89.7 million x 0.36% diabetic rate\* = 322,920
- Cats 95.6 million x 0.58% diabetic rate\*\* = 554,480
- Total 877,400 diabetic dogs and cats in the USA

#### Estimated EU pet population (2020)

- Dogs 90 million x 0.36% diabetic rate\* = 324,000
- Cats 110 million x 0.58% diabetic rate\*\* = 638,000
- Total 962,000 diabetic dogs and cats in Europe.

#### **Estimated Total:**

1,839,400 diabetic pets in the US & EU 1-2 million in "rest of world" markets 2.8M-3.8M globally

#### Cats approx. 0.58% or 1 in 175

\*O'Neill, D G et al. "Epidemiology of Diabetes Mellitus among 193,435 Cats Attending Primary-Care Veterinary Practices in England." Journal of veterinary internal medicine vol. 30,4 (2016): 964-72. doi:10.1111/jvim.14365

#### Dogs approx. 0.36 or 1 in 300

**\*\***Yoon, Samuel et al. "Epidemiological study of dogs with diabetes mellitus attending primary care veterinary clinics in Australia." The Veterinary record vol. 187,3 (2020): e22. doi:10.1136/vr.105467

### **ALRT Divisions**

Animal & Human



### 1. Animal Health 2. Human Health

I

### The Diabetes Challenge

Current methods

The problem with current diabetes management can be summarized in two words:

### **Clinical Inertia**

#### The failure to advance therapy on a timely basis

- A Cleveland Clinic study across 7,389 patients showed the following patients received no intensification over a years time:
  - 72% patients with A1C between 7-7.9% received no intensification
  - 53% patients with A1C between 8-8.9% received no intensification

• 44% patients with A1C  $\geq$ 9% received no intensification

						Check fo
	Clinical Inertia in T: Management: Evider Real-World Data Set https://doi.org/10.2337/dc18-0116	ice From a La		Anita D. N Todd M. F Sheldon X. Wayne W Rahul Gan Bartolome Michael W	eng, <sup>5</sup> Janine	e Ji, <sup>3</sup> x Milinovich, <sup>3</sup> Bauman, <sup>3</sup> 6 and
	Despite clinical practice guidelines that recommend frequent monitoring of Hole, (ever) 3 months) and acgressive exclas- tion of antihyperglycemic therapies until glycemic targets are reached [1,2], thei- tensification of therapy in patients with uncontrolled type 2 diabetes (T2D) is of- ten inappropriately delayed. The failure of clinicians to intensify therapy when clin- kally indicated has been termed "clinical inertia". A recently published systematic	oral antihyperglycemic dru at least 6 months prior to th This HbA <sub>2</sub> , threshold woul expected to trigger treatm cationbased on current guid records were reviewed for period following the inde changes in diabetes therap ated for evidence of "intens" increase in OAD dose, addit	e index HbA <sub>1c</sub> , d generally be nent intensifi- lelines. Patient the 6-month ex HbA <sub>1c</sub> , and by were evalu- ification" (e.g.,	1 receptor i As shown i patients ha tion in the during the HbA <sub>1c</sub> ≥7% of poor gly was the fin	agonist, or adi in Fig. 1, almo ad no evidence ir antihyperg 6 months foll 6 (≥53 mmol, vcemic control ding that ever	agon-like peptid Idition of insulin ost two-thirds of ce of intensifica glycemic therap Ilowing the inde I/mol), suggestiv al. Most alarmin n among patient n among patient
Jg	review found that the median time to treatment intensification after an Hold- measurement above target was longer than 1 year (range 03 to > 72 years(13). We have previously reported a rather high rate of clinical intentia in patients uncontrolled on metformin monother- apy(4). Treatment was not intensified early (within 6 months of metformin monotherapy failure) 138%, 33%, and 28% of patients when poor glycemic con- trol was defined as an Hoh <sub>1</sub> = 37% (=53 mmq/mg), =7.5% (=58 mmq/mg), and 28% (546 mmg/mg), respectively. Using the electronic health record system at Cleveland (Dinic (2005-2016).	10% 9% 10% 10% 10% 10% 10% 10% 10% 10	28.4 71.6 7-7.9% 5-63 menol/mol] (N = 4,577)	46.7 53.3 8-8.9% (V=13.004) (V=1,354) Index HBA1C	59.6 44.4 29% (27):mmu(not) (N = 1,443)	Intensification     ■No intensificatio
	we identified a cohort of 7,389 patients with T2D who had an HbA <sub>1c</sub> value ≥7% (≥53 mmol/mol) ("index HbA <sub>2c</sub> ") despite having been on a stable regimen of two	Figure 1—Rates of intensific among 7,389 patients with T. All patients had been using index HbA <sub>1c</sub> .	2D during a 6-mo	nth period follow	ing an HbA <sub>1c</sub> ≥7	%{≥53 mmol/mol

red. More information is available at http://www.diab etes Care Publish Ahead of Print, published online April 20, 2018

ciation. Readers may use this article as long as the work is properly cited, the use is educational and not for profi

iatric & Metabolic Institute, Cleveland Clinic, Cleveland, OF Corresponding author: Kevin M. Pantalone, pantalk@ccf.org nuary 2018 and accepted 24 March 2018.

### The ALRT Approach



Our unique diabetes management solution

#### ALRT addresses clinical inertia by:

- Shifting diabetes care from **patient self-management** to **active patient management** by the healthcare provider
- Providing artificial intelligence (AI) assisted management of large patient populations
- Patent pending **Predictive A1C** to track progression, and an FDA cleared **Insulin Dose Adjustment** feature that facilitates healthcare providers to optimize insulin dosing on a timely basis
- Providing the only available **preventive** option to contain the progression of diabetes
- Ensuring all patients receive diabetes care based on **best practice guidelines**
- Tracking performance of both patients and health care providers

#### **Reducing A1C**

- According to the CDC, "In general, every percentage drop in A1C blood test results (e.g. from 8% to 7%) can reduce the risk of microvascular complications (eye, kidney and nerve diseases) by 40%"\*
- ALRT's Diabetes Solution was shown to reduce A1C by 1.22% (from 8.8%) in clinical studies

\*2011 National Diabetes Fact Sheet, Centers for Disease Control and Prevention, Page 10, www.cdc.gov/diabetes/pubs/pdf/ndfs 2011.pdf

### **Our Process**



The ALRT Diabetes Management Solution



Mass data collection through low-cost BGM or CGM







Findings are delivered via our patient management portal directly to the healthcare provider

### The Future for ALRT Human Health



Low-cost human CGMs

#### Continuous Glucose Monitor (CGM) use rate

- According to the CDC, over 37 million Americans have diabetes, and approximately 90-95% of them have type 2 diabetes
- However, according to a 2021 market analysis by Seagrove Partners, only 2.4 million Americans used CGMs. Furthermore, as high as 70% of CGM use is by type 1 diabetics with only 3-4% of type 2 diabetics utilizing CGMs despite established benefits.

#### Why the discrepancy?

- We at ALRT believe it is primarily due to cost.
- We are working on offering a low cost CGM that will be paired with our Diabetes Solution software at a monthly price that is competitive to meter and strips (BGM).
- We are in the early stages, more information will be provided in the future

### **Objectives Timeline**



	<ul> <li>GluCurve Manufacturing Agreement</li> <li>GluCurve Distribution Agreement</li> <li>Revenue Guidance</li> </ul>	<ul> <li>GluCurve Soft Launch</li> <li>Collaboration on Suggestive Insulin Dose Feature for GluCurve</li> </ul>	<ul> <li>Consumer Electronic Show (CES) (Jan)</li> <li>Veterinary Meeting &amp; Expo (VMX) (Jan)</li> <li>Pursue NYSE American listing</li> <li>Human CGM Sample Testing</li> </ul>	
2022			2023	
	Q 4		Q 1	

Timeline and objectives are subject to change, management cannot guarantee dates or completion of objectives. For planning purposes only

## Thank you!

#### Have any questions?

For more information or investment opportunities please contact <u>ir@alrt.com</u>

# ALRT

#### Stock Ticker: ALRTF

#### **Investor Presentation**

November 2022