HEALTH-AI

Personalised Digital HealthCare, Post-Transplant

IUK-VC Presentation

Q4 2026 EUR5

COMMERCIAL IN CONFIDENCE

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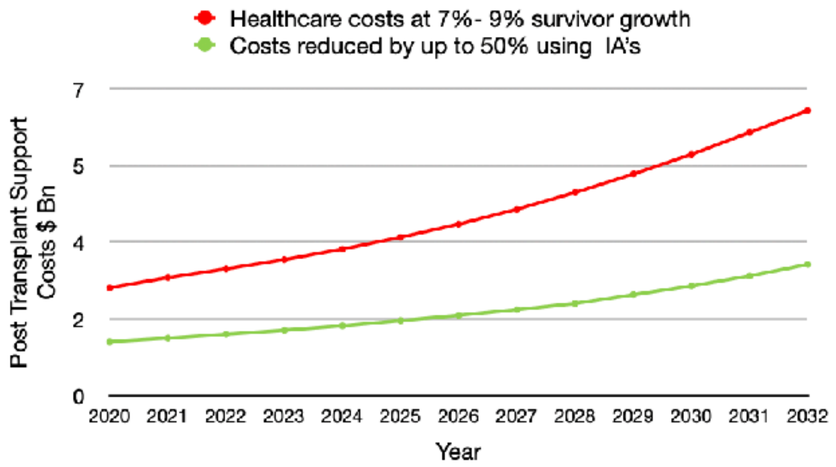
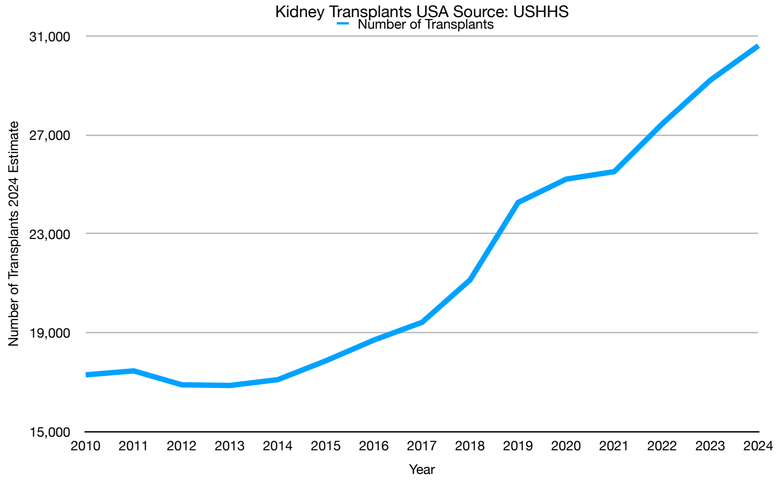
1. HEALTH-AI: THE PROBLEM WE SOLVE

CKD – CHRONIC KIDNEY DISEASE, is the ninth most prevalent disease worldwide and occurs mostly beyond 40 years

Leslie, our founder, was diagnosed with CKD in 2016 and had a life saving kidney transplant in 2018. From this experience came the realisation that supporting transplanted patients is disproportionally expensive.

As more patients are transplanted and live longer, kidney and liver support costs are spiralling. Health authorities are unable to cope and looking for support solutions that are community based. Instead patients will need to be supported digitally by friends, family and their community.





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2. HEALTH-AI: OUR PRODUCTS AND HOW THEY SOLVE A CRISIS

Every year over 100,000 CKD* sufferers worldwide, who have a life saving kidney transplant, can have access to our DAs. This number is increasing by at least 9% pa* and will likely double within the next 8 years.

HEALTH-AI'S DIGITAL ASSISTANTS (DA) HELP IMPROVE THE LIVES OF TRANSPLANTED PATIENTS AND SIMPLIFY THE WORK OF DOCTORS. THEY ALSO AIM TO TAME THE SPIRALLING COST OF A LIFETIME'S ONGOING POST TRANSPLANT SUPPORT.

TrackMyTac® is Health-AI's first Digital Assistant providing complete digital support for transplanted kidney and liver patients and their doctors.

- Our Digital Assistants enable patients to capture and analyse their own health data. They also provide AI-based coaching, guidance and help to regularise dose taking, in a personalised setting

- Now that we've made TrackMyTac (TMT) available on laptops, desktops and most mobiles, we're looking to extend patient digital support and mentoring to friends, family and their wider community, in line with the UK NHS's 2025 strategy to Digitise, Connect and Transform

* Source: Statista 2025

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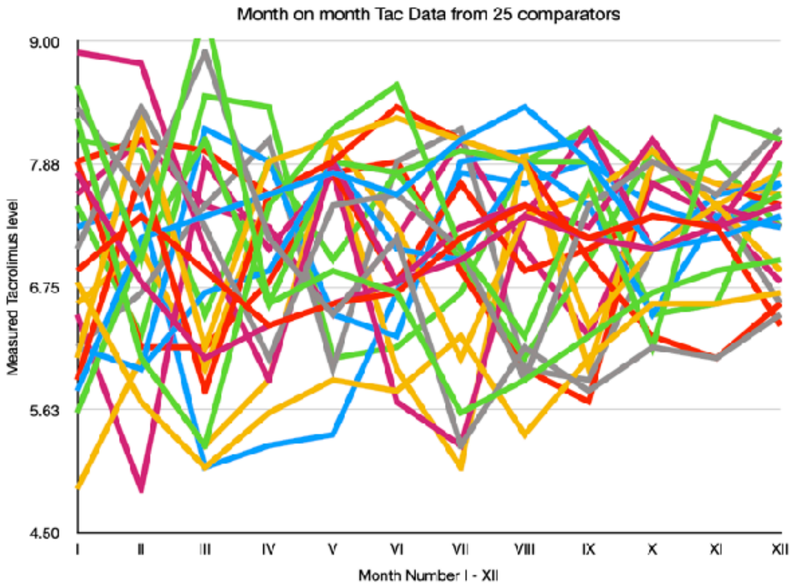
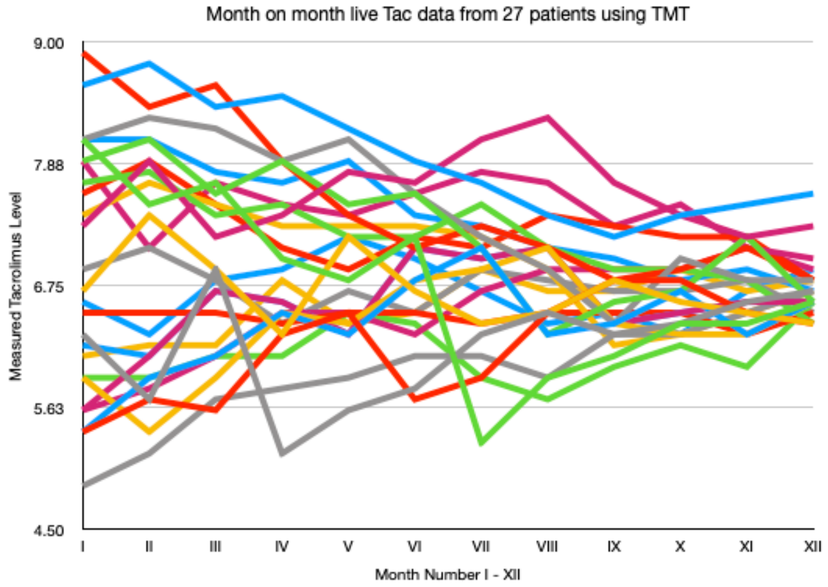
Health-AI
Personalised Digital Healthcare
POST TRANSPLANT

Have Life, Be Healthy

3. HEALTH-AI: ALL OUR DA'S INCORPORATE OUR PATENTED TECHNOLOGY



Comparison group shows 48% lower Tac variability after 1 year



Group using TMT shows 76% lower Tac level variability after 1 year

OUR PATENTED TECHNOLOGY USES AI TO BETTER MANAGE TRANSPLANTED PATIENT DRUG DOSING AND ENSURE THAT MEASURED DRUG LEVELS STAY ON TRACK

OUR PATENT IS RECOGNISED IN THE UK, WAS PUBLISHED IN JULY FOR EUROPE AND IS IN PROCESS IN THE (EXPENSIVE!) USA.

OUR IP ALSO INCLUDES: TRACKMYTAC® AND KIA ORA® (MOBILE TRACKMYTAC)

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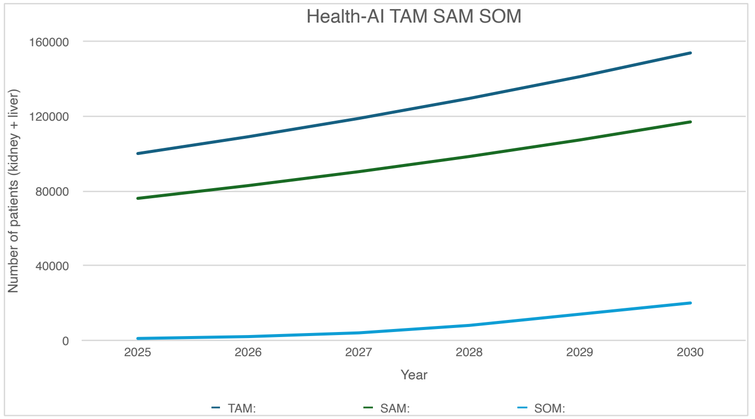
4. OUR MARKET: WORLDWIDE, OVER ONE MILLION PATIENTS STRONG AND GROWING AT 9%PA

WE MARKET TO PHYSICIANS AND THEIR ONE MILLION+ PATIENTS WHO'VE RECEIVED A NEW KIDNEY.

CURRENT TOTAL ADDRESSABLE MARKET (TAM) EXCEEDS $1 BILLION AND WITH IA LIVER SUPPORT SHOULD REACH $2.5 BILLION 5 YEARS HENCE.



* Source: Statista 2025

TAM = Total Addressable Market, SAM = Serviceable Addressable Market, SOM = Serviceable Obtainable Market

Recent legislation has made greater numbers of kidneys available for transplant, raising our expectation of market growth rates to 9% in Europe and 12% in the US, meaning that our market is beginning to show exponential growth.

Since 2022 we have a Beach Head in Southern California with c. 50 users. In the UK we are planning to provide digital support to transplanted private patients whilst we engage with the NHS

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5. HEALTH-AI: BUSINESS MODEL

PRIMARY CUSTOMERS

Health-AI's primary customers are transplanted kidney and liver patients. Excepting NHS patients, payment is subscription based. (60% - 70% of Revenues)

SECONDARY CUSTOMERS

Health-AI's secondary customers are Consultants/Nephrologists and support professionals, some of which can buy in bulk on behalf of their patients. They influence patients in making a buy decision and charge Health-AI a facilitation fee, like a digital influencer. (20% - 30% of revenues)

SALES MODEL

In addition to directly addressing our primary and secondary customers we are using digital channels including our web site (see below) and direct digital channels to nephrologists and support professionals via exhibition attendance (the largest is in Houston, Texas) and direct digital marketing.

EXISTING TRACTION

We have c. 50 primary customers in Southern California and we are looking later to establish a permanent presence in what is becoming a progressive market in providing a home for digitally based patient support with Mentoring from friends and family and AI-based individual coaching.

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6. HEALTH-AI: OUR GTM STRATEGY & MODEL

Events	Partnerships	Medics
European Transplantation, (NEC, Birmingham June)	Relevant drug developers; other developers we support	Qualified PT Support nurses providing community care
ASN, Kidney Week (Houston/ Denver, September/October)	Businesses charged with helping transplanted patients	MD's or physicians able to recommend/support TMT
CKD International, (San Francisco, March)	Clinics supporting long term transplanted patients	Private doctors able to use TMT with their distanced patients

In the US we will be looking to establish three-way partnerships, allowing us to work with post transplant support professionals and their patients, friends and family. The aim is to unburden support professionals, allowing patients to become more independent with support from friends, family and the transplanted community.

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7. HEALTH-AI: COMPETITION

OKEIRO (FRANCE)

Okeiro SA - Provide technology to predict degree of patient/donor fit and also predict the remaining life length of a transplanted kidney.
Active at the beginning and end of the transplant cycle. Lacks our post-transplant patient focus. Has good technology but possibly running out of money after burning €14 million without gaining significant sales. In the past we have had co-operation discussions but these have not made significant progress, most probably because of Okeiro's significant debt pile. Current Okeiro revenues: c. €400,000 PA

ABBOTT LABORATORIES (ILLINOIS, US)

Abbott Laboratories Inc (ABT) - Major US-based HealthCare business, particularly strong in drugs for blood related infections and illnesses.
Targeting post-transplant area for new drugs and digital support apps. Much stronger in drugs than tech. Abbott's potential revenue model is not known, nor does it have any demonstrable product.

Why we're better: TrackMyTac is totally digital and derives monthly App revenues throughout patients' extended life length. Okeiro derives a one-off, payment at transplant and another to predict remaining transplanted organ life.

We're looking to capitalise on our current first mover advantage of patent protection and US traction to help mitigate potential competitor risk.

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8. HEALTH-AI: TRACTION

Boots on the Ground Traction

Prior to our market traction building we have engaged with potential patients in Southern California (Since 2023) and have c. 50 TrackMyTac® users that we are looking to monitise.

Patients use our product under licence by paying a nominal fee. They also have the right to trade-up to a full User licence to ensure continued access.

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9. HEALTH-AI: FORECAST PERFORMANCE (ASSUMING TOTAL £1.1 MILLION, TWO-STAGE INVESTMENT)

	Full Year £ 1:1:27-30:12:27	Full Year £ 1:1:28-30:12:28	Full Year £ 1:1:29-30:12:29	Full Year £ 1:1:30-30:12:30	Full Year £ 1:1:31-30:12:31
Revenue	300,000	850,000	1,660,000	2,997,000	5,954,000
CoS	(528,000)	(675,000)	(890,000)	(1,560,000)	(3,040,000)
Product support & development	(120,230)	(160,200)	(230,000)	(320,000)	(605,000)
RESULT	(348,230)	14,800	540,000	1,117,000	2,309,000
EBITDA £	(196,230)	170,800	646,000	1,220,000	2,441,000

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10. HEALTH-AI: OUR TEAM

TEAM

Leslie Dewhurst - CEO. Experienced technology entrepreneur. Founded ProMicro 1989, gaining Queen's Award '92; sold out to Dutch partners '99.
Technology based turnaround 2000 - 2016, mostly in Antipodes and Far East.
Altruistic Kidney Transplant 2018; Founded Health-AI 2021 onwards. Health-AI placed in FT top 100 start-ups (2025 & 2026) and Sifted European top 250 start-ups leaderboard (2025 + 2026). 35 years+ technology development/leadership experience.

Mike Karliner - Chief Tech lead. Founded a number of early tech companies, in which Leslie invested. Founding CTO Shazam, sold to Apple for a reported $400 million in 2018. Over 40 years Tech experience in leadership/ development / tech strategy.

We also work with: Patrick Cook - Python development and AWS container use; Iain Riggs, Eddie Sharples - Nephrologists
Within the forthcoming year, we expect to hire:
Contract pharmacy advisor; NHS Sales and Marketing Manager/Director; US based business manager;
European sales manager; Web and Python developer; Database and digital compliance manager; Finance Manager.

We have a succession plan in place.

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11. HEALTH-AI: OUR ASK AND USE OF FUNDS

INVESTMENT ASK = TOTAL OF £1.5 MN ON A POST MONEY VALUATION OF £9.0 MN

- Start UK user numbers build [Marketing commences Q1 27]
- Establish potential sales pipeline (UK) [Commences Q1 27 as part of marketing]
- Manage 1-year UK user study [Now working with ICHP on this]
- Complete CE-Mark award [Commences Q4 26 ends 1 March 27]
- Apply for CE- level 2(a) Mark for autonomous dosing [1Q27]
- Begin planning for UK sales and support [Q1 start. 2 sales, 1 support]
- Staff UK sales and support [Follows on. c. Q2 27]
- Commence UK Sales [Q3/ Q4 27]
- Begin research for US sales and support [Q4 27 Some work already done.]
- Apply for US CE marks [Starts Q1 27. Ends Q3 27]
- Begin planning for US (California) sales and support office [Q3 27]
- Establish US (California) sales pipeline [Commences Q4 27]
- Staff US sales and support office [Commences end Q4 27]
- Commence US sales [Starts Q1 2028]

MOST LIKELY EXIT = A PARTNER SALE, MODIFIED AIM OR A ROLL-UP

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