



MEDIXBOT.com

Ali Lazim, CEO

Msc. in AI, Software Engineer, and
Scientific Researcher in Biotech/Biomed

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MEDI BOT

A Deeptech Startup in Biotech, Biomed & Healthcare

“A Metabolic 3D Healthcare for Diabetes”

iPanCREAs - Smart Wearable Artificial iPanCREAs

(A “Smart Hybrid Closed Loop System”);

- **iCGM**; Continuous Glucose Monitoring
- **iPAP**; insulin Patch Auto Pumps, and
- **NoType.AI**; AI/ML Smart Monitoring & Treatment Algorithm
- **Smart Hybrid App**; for healthcare, telemedicine, engagement, etc.

- *Hybrid App: One App(source code) for Native iOS & Android Apps, PWA(Progressive Web App) for Desktop and Mobile Web Apps.*

- *The "i" word in "iPanCREAs", "iCGM" and "iPAP" stands for intelligence, internet(online), integrated, individual, immediate notification, immune response, in vivo, and intensive care.*

Problems - Fuel search for solution

- **Pain & Uncomfort:** from finger pricks and insulin injections
- **Diet:** Lack of personalized diet program and confusing dietary restrictions
- **Body health:** Lack of personalized workout program
- **Self-care:** Children need assistance
- **Accessibility** issues at our sweet spot region
- **Affordability:** High cost of diabetes management
- **Use base:** Diabetes affects millions globally with rapid increase rate



The two enemies
of human happiness
are pain and
boredom.

Arthur Schopenhauer



Middle-East & North Africa

73
million

adults living with diabetes

1 in 3
adults

with diabetes are undiagnosed.

796
thousand

deaths due to diabetes in 2021

Statistics



"There is nothing more beautiful than someone who goes out of their way to make life beautiful for others."
Mandy Hale

Diabetes Worldwide

537
million

adults are living with diabetes

3 in 4
adults with diabetes

live in low- and middle-income countries

6.7
million

deaths due to diabetes in 2021



Supported by:

- Viatec VC, Canada
- KOSGEB, Turkey
- MoH, Turkey
- MoH, Iraq

Team Up - The MEDIXBOT's Non-Secret Recipe >>

3 Offices;

- WeWork USA
- TechnoPark, TUR
- Skopje, MK

4 Labs;

- Biomedical
- Biochemical
- Mechatronics
- AI/ML Training Servers Farm

Founding, Researching and Management Team



Jonathan Makomo,
CTO, MEDIXBOT
MSc Mechatronics



Ali Lazim, CEO and Founder
Cofounder of SAASPASS (exit),
MSc in AI, BSc in CS



Nur Lazim,
Team Leader, MEDIXBOT
BSc Dietetics



Prof.Dr. Mehmet Recep BOZKURT
Biotech Eng., Sakarya Univ.,
Biotech Advisor



Prof.Dr. Gülnur ARABACI
Chemistry/Biotech Eng. SK
Univ., Chemistry/Biotech Advisor



Sami Hamdan Al-Saedi,
MD Medical Devices Advisor,
BSc. Medicine



James Nyamhondoro,
MD Healthcare Advisor,
Chronic Diseases expert



Prof.Dr. Mustafa Zahid YILDIZ
Mechatronic Eng., SK Univ.,
Mechatronic/Biomed Advisor



John A. Mauldin, Business Dev.
Manager, BSc. in Business,
Biz Dev Manager, SAASPASS

Biomedical Engineering

2 Fulltime Eng.

1 Contractor Eng.

1 Interns

Biochemical and Material Engineering

1 Fulltime Engineer

1 Contractor Eng.

1 Interns

Mechatronic, Mechanical, and Embedded Systems

2 Fulltime Eng.

1 Contractor Eng.

1 Interns

AI/ML and Data Science

3 Fulltime Engineer

1 Contractor Eng.

2 Interns

Software Engineering, and DevOps

4 Fulltime Engineer

2 Contractor Eng.

2 Interns

Concept/Product Design and 3D Design

1 Fulltime Engineer

1 Contractor Engineer

1 Interns

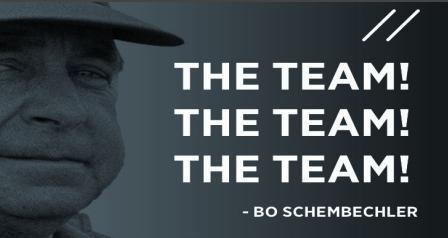
Full-time Engineer **13**

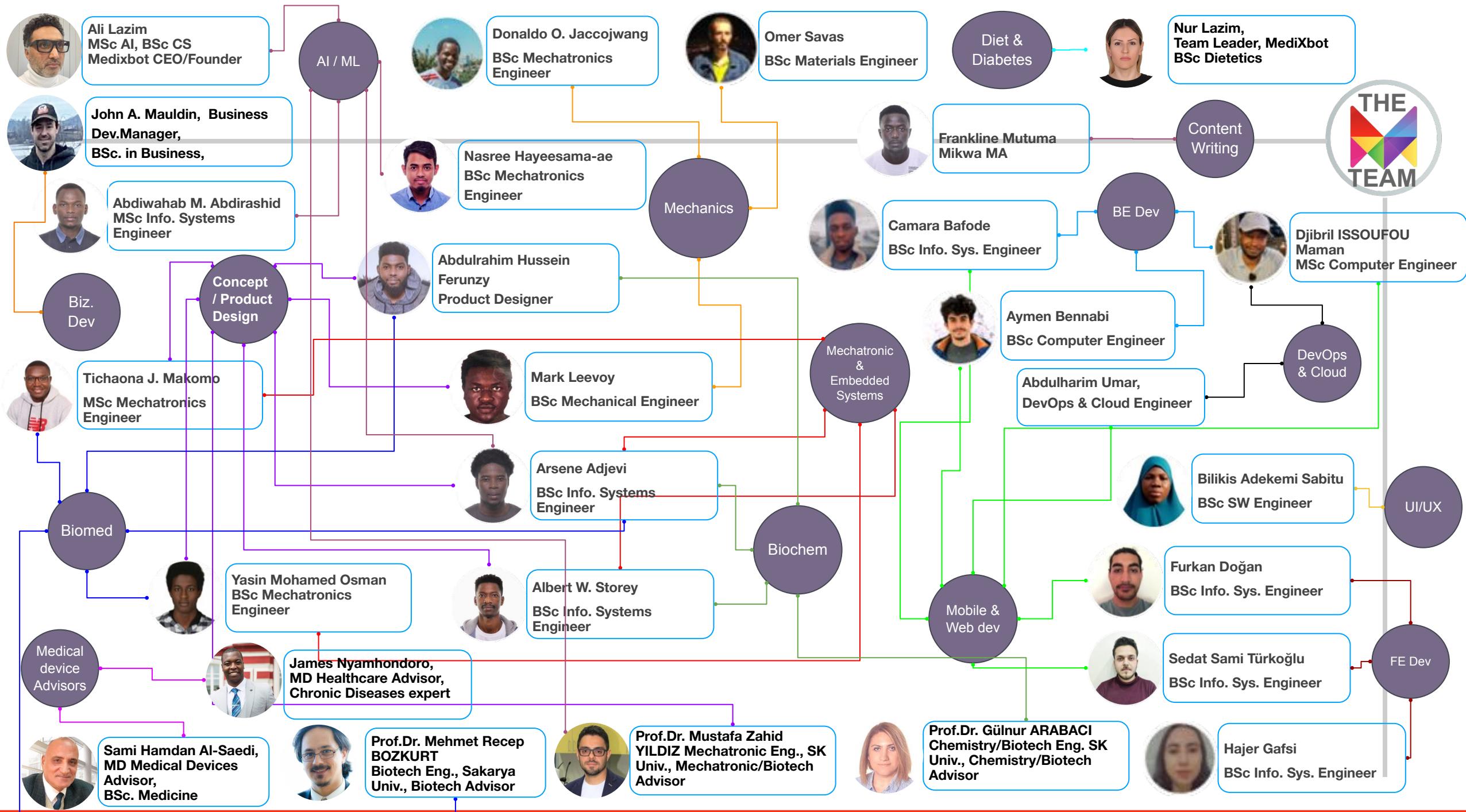
Prof. Researchers **3**

Contractor Eng. **7**

Phys. Medical Experts **2**

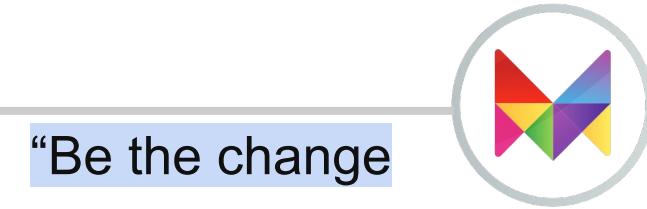
Part-time Interns **8**





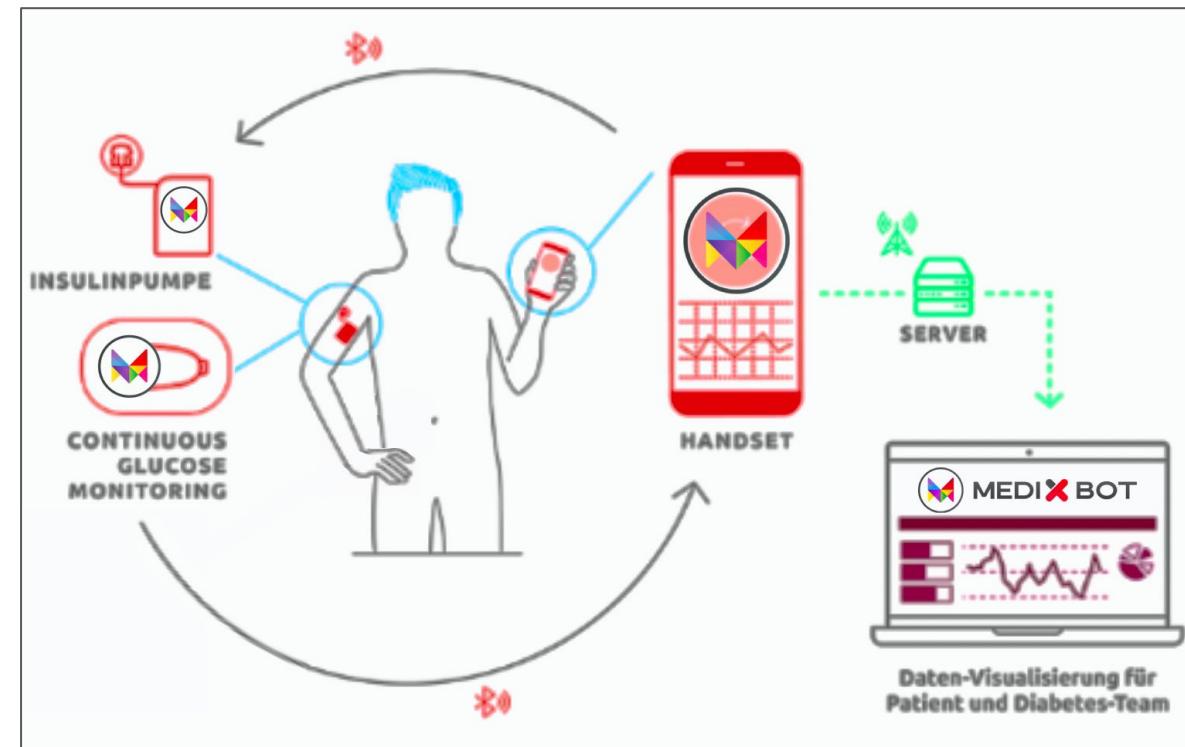
The Idea - Full-stack Diabetic Management Solution

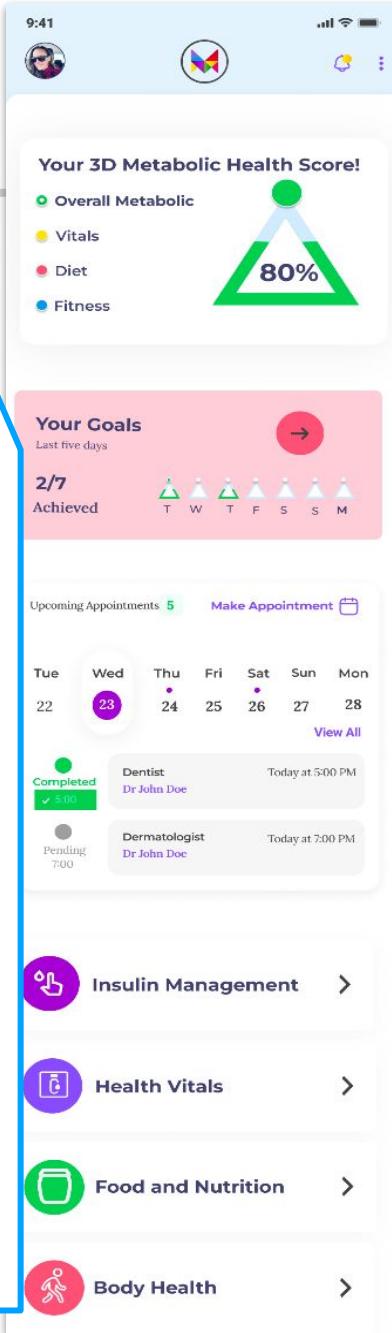
- A more effective full-stack diabetic management solution
- Targets type-1 & type-2 diabetes
- Sweet spot: Turkey, Iraq and MENA
- Smart(AI/ML) algorithm works with;
 - Monitors the three main tenets;
 - Sugar levels/health vitals,
 - food/drink, and
 - fitness.
 - Predict/decide;
 - Treatment: Insulin delivery system
 - A personalized diet program
 - A personalized workout program
- Affordable & accessible for all
- User-friendly with mobile app



“Be the change
you wish to see in
the world.”

Mahatma Gandhi





MEDIXBOT Solution: Metabolic 3 Dimensional Healthcare for Diabetics

Working MVP

Dimension 1: Glucose level

Continuous glucose level vitals from the builtin iCGM or the separate standalone integrated (bluetooth) one

Working MVP

Dimension 2: Carbs

AI/ML based food/carbs monitoring; recognition and calculating

Working MVP

Dimension 3: Carbs Consuming

AI/ML based body health and fitness monitoring to calculate the consumed carbs

NoType.AI Smart Insulin Dosage Calculation Algorithm

Working MVP

"A ship in the harbor is safe, but that is not what ships are built for"

Smart Mobile and Smartwatch Apps:

1) Smart Insulin Delivery System

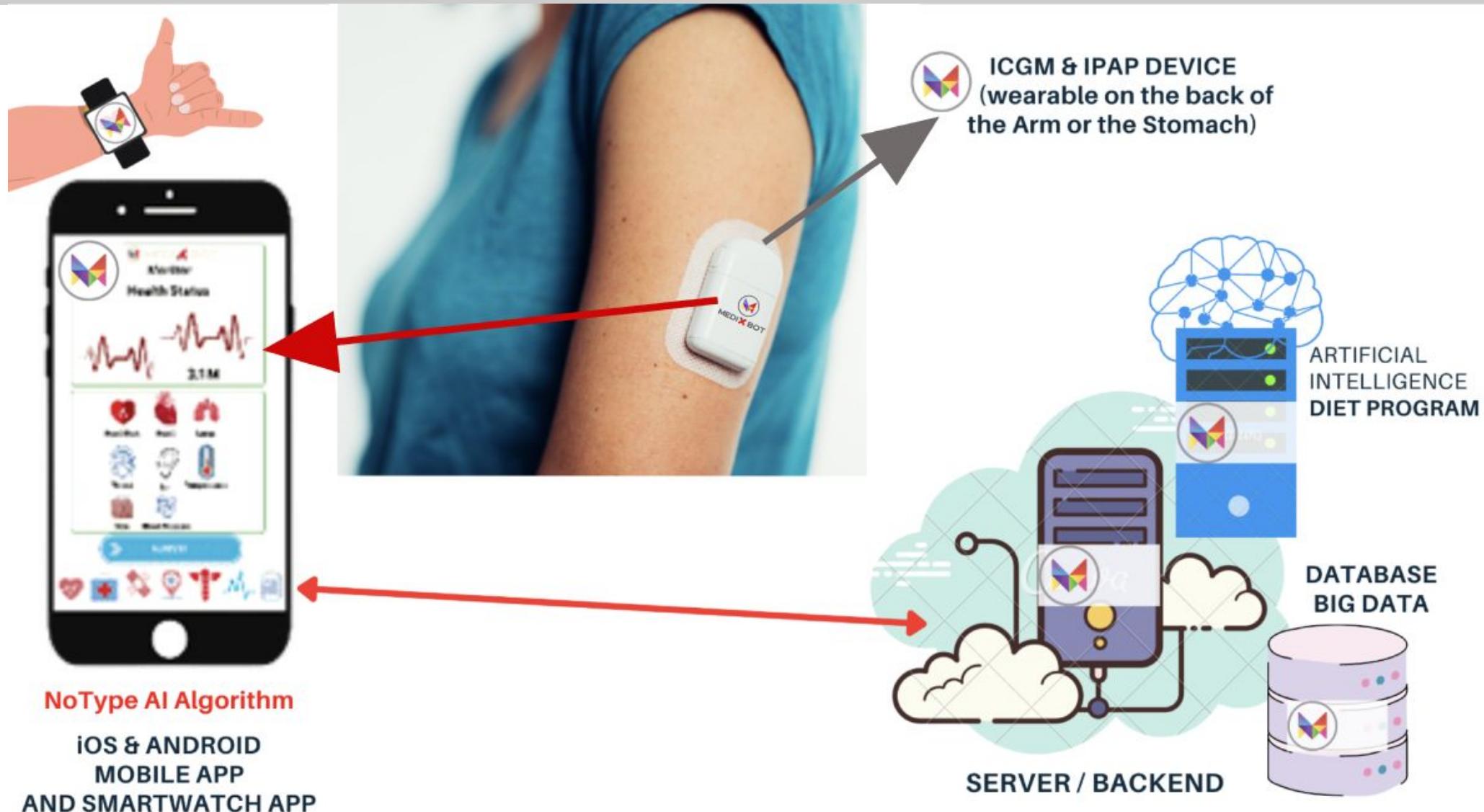
2) Smart Personalized Diet Program

3) Smart personalized workout Program

Other value added services:

- Telemedicine, connect you with your doctor
- Gamification
- Notification center
- Smart Virtual Assistant
- Other HealthCare as a Services(HCaaS)

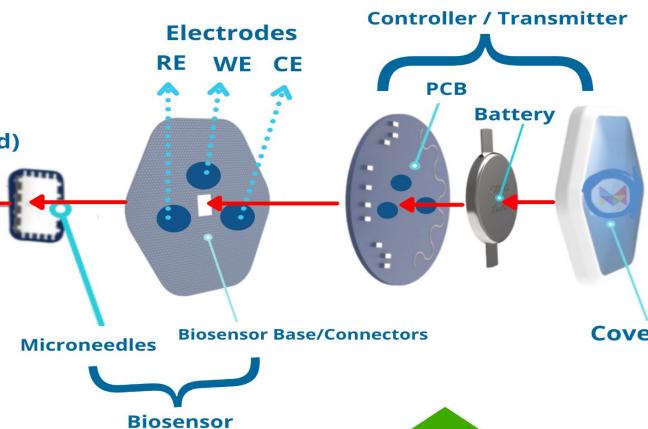
The Solution - MEDIXBOT PanCREAs: Smart Hybrid Closed Loop



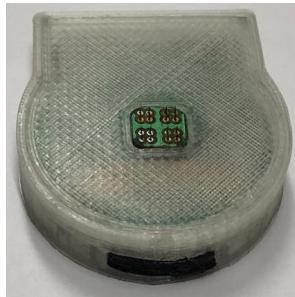
Devices - Standalone CGM, and Closed Loop (CGM + Auto Insulin Pump)

iCGM - Continuous Glucose Monitoring(CGM):

(Minimally invasive)



Working Prototype



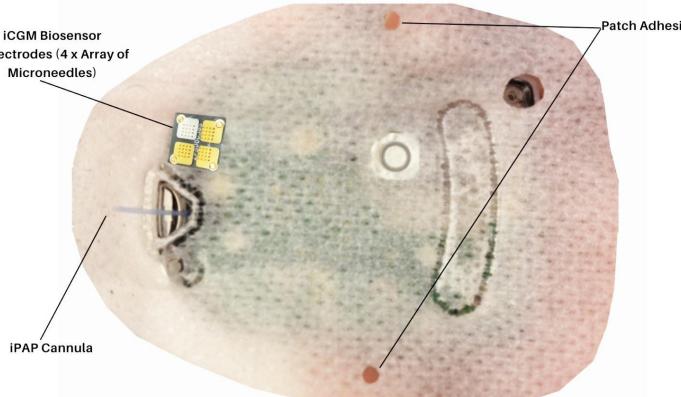
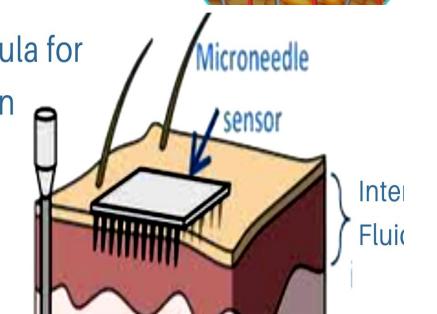
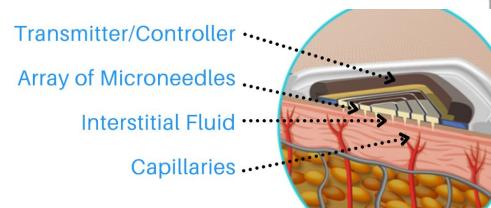
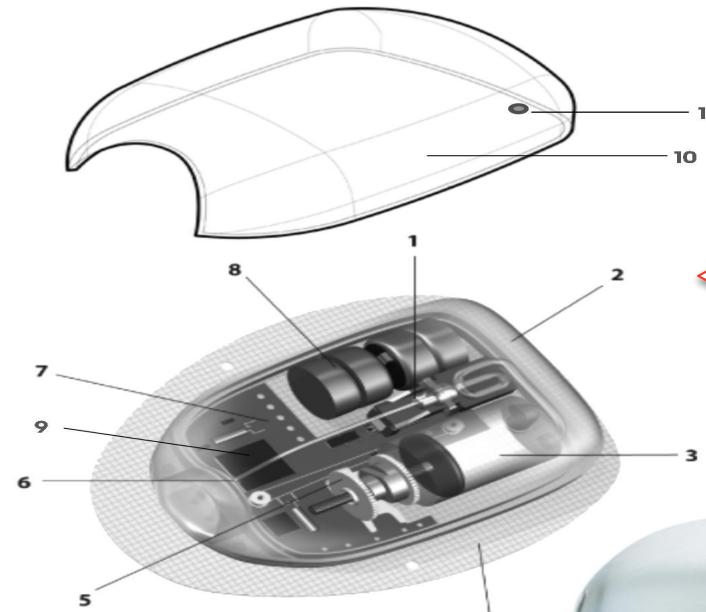
Continuous Glucose Monitoring



iPAP: insulin Patch Auto Pump, and iCGM



Prototype
Under
Development



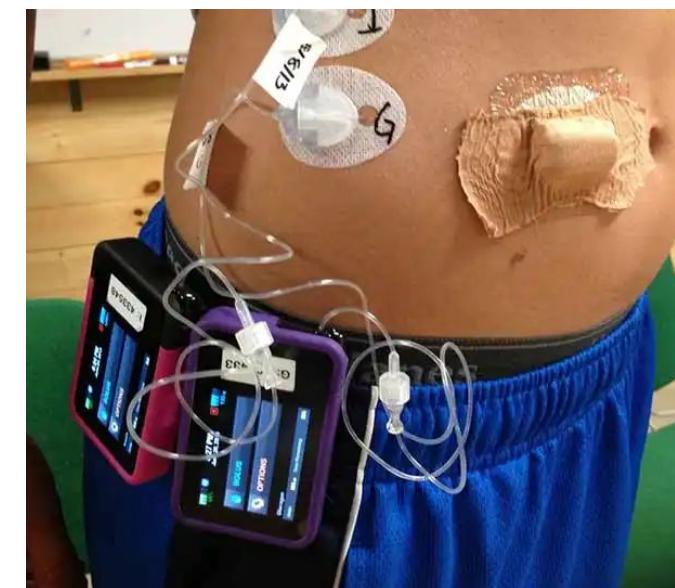
Underlying Magic / Our Secret Sauce

“Remember why
you started.”

Unknown



- A seamless closed-loop integrated CGM and Insulin Pump (Instead of the DIY of competitors)
- Full stack diabetes healthcare
- Innovated Autonomous healthcare for diabetes
- Our patented microneedles technology and lightweight miniaturized devices
- Our Product is cheaper and greener(only MN needs to be replaced)
- Our User Acquisitions at the start will be very low
- A MONOPOLY with a sustainable growth in Turkey and MENA



Traction and Milestones



Research & Development:

- Ideation & Concept Dev.
- iCGM Working Prototype
- iPAP Prototype Dev In-progress
- iPanCREAs Prototype Dev In-progress
- NoType Algorithm MVP
- Mobile App MVP

2023

2019

Development & MVPs/Waiting List Launch:

- iPAP Working Prototype
 - iPanCREAs Working Prototype
 - Microneedles and Devices
- Manufacturing R&D
- NoType Algorithm V1 Release
 - Mobile/Smartwatch Apps V1 Release
 - Testing and CE Mark for the 3 devices

2024

2025

Commercialize and Marketing:

- Production and launch of CGM, Insulin Pump and the Mobile/Smartwatch Apps

Additional features:

- Launch more feature for the Apps and the Artificial Pancreas
- Next Medical Devices

"If you don't have big dreams and goals,
you'll end up working for someone that
does."

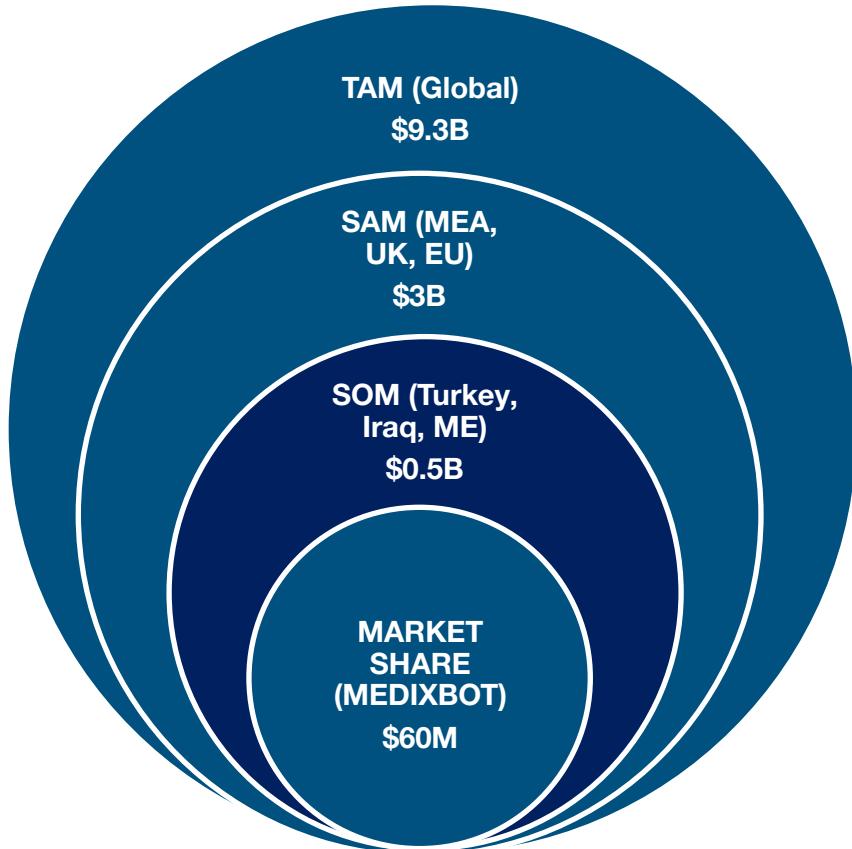
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Market Size



CGM and Insulin Pump for Diabetes



With Viatec/Canada and our Advisors we:

- Finalized our Playbook, approved by Viatec
- User Persona/PIF (Patients-In-Focus): Diabetes
- Sweet Spot: Turkey Iraq, and MENA
- Fill 4 Patent applications

Numbers and References:

- [Abbott Laboratories](#) and [Dexcom](#) are the leaders in the **CGM market**, which hit **\$5.1 billion** in revenue in 2021 and is expected to reach **\$13.2 billion** by 2028, according to [Vantage Market Research](#).
- The Global **Insulin Pump Market** is valued at **USD 4.20 billion** in 2021 and is projected to reach a value of **USD 10.18 billion** by 2028 at a CAGR of 15.90% over the forecast period 2022-2028. (Ref: [Vantage Market Research](#))

Competitive Landscape - CGM & Insulin Pump

CGM/Insulin Pump Features	Abbott	Dexcom	Medtronic	MEDIXBOT
Full-stack Closed Loop Artificial Pancreas (CGM + Insulin Pump)	No	No	No	Yes
Microneedles(MN)	One Long MN	One Long MN	One Long MN	Array of MNs
Sensor life	14 days	10 days	7 days	14 days
Warm up period	12 hours	2 hours	2 hours	1 hour
Decision support AI	No	No	Yes	Yes
Alarms/Alerts	Yes	Yes	Yes	Yes
Tubing-free and Detachable Patch Pump	No	No	No	Yes
Reusable Transmitter	No	Yes	Yes	Yes
Need Reader to carry	Yes	Yes	Yes	No
Reusable applicator	No	No	No	Automatic built-in mechanism
Continuous subcutaneous insulin infusion (CSII)	No	No	No	Yes
Waterproof IPX8 and high Thermal insulator	No	No	No	Yes
Sensor calibration	Factory	Factory	2x/day	Factory
MARD Accuracy	8%	9-10%	10%	<8%
Cost	\$1780/yr	\$3630/yr	\$3950/yr	\$780/yr
“Automatic Insulin Bump”	No	No	Yes	Yes
Automatic Insulin Delivery system	No	Yes	No	Yes
FDA's iCGM Compatibility	Yes	Yes	Yes	Yes



Competitive Advantages



MEDIXBOT's approach to diabetes management is innovative, comprehensive, and personalized, with logistical and tax advantages that could make it more accessible to users;

- **Comprehensive solution:** MEDIXBOT offers an integrated solution covering blood sugar levels, food and drink intake, and fitness. This approach provides a more complete and comprehensive solution than competitors.
- **Innovative approach:** MEDIXBOT's 3D healthcare solution and smart wearable artificial pancreas are innovative and advanced, setting it apart from traditional solutions.
- **AI-Based Insulin Delivery System:** This will be the first of its kind and it will significantly differentiate MEDIXBOT from all its competitors.
- **Personalization:** MEDIXBOT's personalized diet and workout programs and telemedicine and engagement features offer users a more personalized experience than competitors.
- **Standalone CGM:** MEDIXBOT's standalone continuous glucose monitoring device offers more flexibility and convenience for users.
- **Logistic and tax advantages:** MEDIXBOT's LOIs and approval for local factories in Turkish and Iraqi markets offer logistical and tax advantages, making it more accessible and affordable.
- **A ready grant of \$300K** for building one factory in Turkey.

Business Model



B2C

- Individual direct sales from our website and shops
- Premium users; subscribers (different packages)
- Family memberships
- Subscriptions to food management and fitness separately

B2B2C

- Corporate businesses; worldwide exclusive distributors esp, in our sweet spot regions
- Partnership with Insurance companies
- Healthcare institutions deals with diabetic patients

B2G

- Direct deals with the Government Healthcare National Insurance Programs esp, in our sweet spot regions
- Partnership with Main Government Supply Companies in our Sweet Spot region

Go-to Market Strategy



Financial Projections

Seeking
investment



LOIs from the Ministry of Health in Turkey and Iraq to start planning their support for the manufacturing and sells pipelines in those countries.

BOOTSTRAP
\$200K

Friends & Family ROUND
\$250K

KOSGEB_(Turkey)
\$50K Grants
(no equity)

Viatec_(CAN)
Accelerator Program
(no equity)

of
\$1M

+\$300K Gov. Grant

Projected
2nd year 2024
Revenue

\$7.5M

Projected
3rd year 2025
Revenue

\$75M

Fundraising proceeds will be used:

- Testing and CE Mark
- Company & Employees Expenses
- Project expenses
- Manufacturing of the Artificial Pancreas
- Marketing and Distribution
- FDA approval

for a runway period of over 18 months via:

- Equity Offering: \$1M
- Government Grant: \$300K

Projection Sales: Turkey & Iraq

*Applying 20% extra tax on competitor devices

Projection Sales:

- Turkey and Iraq
- MENA
- Europe

Turkey: 10K patients * \$500/year = \$5M/year

Iraq: 5K patients * \$500/year = \$2.5M/year

Target Market Example:

105K diabetes in England will be eligible for a "hybrid closed-loop system"—cost £5,700/person/year (Link)

100K patients * £5,700/year = £570M/year (\$700M/year)

Exit Strategy

EXIT STRATEGY



Further Funding Rounds

For the next phase of expansion in the market



Merger or Acquisition

Merger with a competitor or Acquisition by a Corporation Most likely in later years



Initial Public Offer (IPO)

Building a public-ready Company

The MEDIXBOT Closed-Loop

