# - occuity

Occuity is set to revolutionise the way in which some of the world's most prevalent chronic diseases are detected and managed. Our devices work by safely shining a low power beam of light into the eye, collecting and analysing the return signal. They are unlike anything else currently on the market.

# Overview

Occuity have developed a novel, globally patented non-contacting technology that is able to accurately detect changes in the eye and thereby derive information not only about a patient's ocular health, but also about their broader wellbeing, particularly where this relates to chronic, life changing conditions. Occuity is developing its disruptive technology into a range of handheld devices aimed at some of the major healthcare challenges of our time such as Diabetes and Alzheimer's disease. Due to the size of the market, we are particularly interested in addressing diabetes by developing products that will enable earlier diagnosis of the

condition and deliver non-contacting, pain-free glucose monitoring.

## Overview

- Medtech Device Developer with disruptive non-contact handheld technology platform addressing markets worth tens of billions USD.
- First products aimed at Ophthalmology market due for release later this year. Clinical Trials scheduled for June 2022.

# **Commercial Traction**

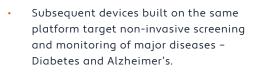
- Multiple commercial partnerships in discussion with major players in the Optometry/Ophthalmology sector regarding orders worth circa £100m.
- Technology licensing agreement in discussion with global Optometry/ Ophtalmology OEM for use of patented technology in combined devices.

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- In discussion with mobile phone manufacturer regarding Glucose Monitor Technology
- The Team

50+ Years in Optics
100+ Years in MedTech
400+ Patents

Multiple Successful Raises and Exits



Technology covered by 15 international patents, more in draft.



- Contract terms agreed and ready to be signed with 10 distributors. Further in progress. First 500 product sales close to being committed.
- Grants of £1.5m won to progress several of the devices under development. Further grant applications are in process.







### ISSUER Occuity Ltd SECTOR Medical Instrumentation FOUNDED 6 Sept 2019 HEADQUARTERS Reading, UK

#### **KEY STATS**

Patents: 15+ Headcount: 35+ Market Opportunity: \$35bn

#### ROUND DETAILS

Target: c.£3m Pre-Money Value: £24m Share Price: £24

Shares: Ordinary (EIS) or Preference

#### **REGISTERED IN**

United Kingdom REGISTERED NO. 12192959

#### REGISTERED OFFICE

27 Old Gloucester St. London United Kingdom WC1N 3AX occuity

# Financials

- Projecting £610k revenue in 2022, £5.2M in 2023, £31.5M in 2024 rising to £435M in 2027.
- Strong Margins Gross margins c.75%, net profit margins c.45%.

| Condensed P&L              | 2020  | 2021    | 2022    | 2023    | 2024    | 2025    | 2026     | 2027     |
|----------------------------|-------|---------|---------|---------|---------|---------|----------|----------|
| (£'000)                    | Act   | Act     | Est     | BM      | BM      | BM      | BM       | BM       |
| Revenue                    | -     | -       | 610     | 5,191   | 31,491  | 94,674  | 206,846  | 435,522  |
| Total Cost of Sales        | -     | 7       | 275     | 2,003   | 8,631   | 22,969  | 49,284   | 91,252   |
| Gross Margin               | -     | (7)     | 334     | 3,188   | 22,860  | 71,705  | 157,561  | 344,270  |
| %                          | 0%    | -       | 55%     | 61%     | 73%     | 76%     | 76%      | 79%      |
| Total Operating Expenses   | 865   | 2,018   | 3,248   | 8,486   | 16,453  | 27,042  | 51,986   | 105,720  |
| %                          | 0%    | -       | 533%    | 163%    | 52%     | 29%     | 25%      | 24%      |
| Total Operating Profit     | (865) | (2,025) | (2,913) | (5,298) | 6,407   | 44,663  | 105,575  | 238,550  |
| %                          | 0%    | -       | -478%   | -102%   | 20%     | 47%     | 51%      | 55%      |
| Tax & Interest & Other I/E | 209   | 156     | 515     | 1,069   | (1,160) | (6,471) | (17,382) | (39,163) |
| Net Profit                 | (656) | (1,869) | (2,399) | (4,230) | 5,247   | 38,192  | 88,193   | 199,387  |
| %                          | 0%    | -       | -       | -       | 17%     | 40%     | 43%      | 46%      |

## **Current Raise**

- Raise at £24 per share. Pre-money valuation of c.£24m.
- Shares available as either Ordinary (EIS) or Preference Shares with 1 x distribution preference on exit value up to £48 per share, phasing out linearly to £72 per share after which no distribution preference will apply.
- EIS STATUS: Advanced assurance requested (previous rounds approved)

## **Contact Us & Further information**

A full Investment Memorandum is available. To express your interest and view this document, please visit our website or email us. Visit www.occuity.com/investors Email investment@occuity.com

FULL INVESTOR INFO >

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