



Sensors for Medicine & Science, Inc.

(Selected Slides)

UBS Warburg

Global Life Sciences Conference

October 8, 2002



SMSI Value Attributes

- Experienced Entrepreneurial Management
- Novel Technology
- Targeting Large Market Opportunities
- Growing Intellectual Property Portfolio
- Risk Reduced – Fundamental Technical Issues Addressed
- Resources to Complete Clinical Development



An Experienced Team

- M. James Barrett, Ph.D. – Chairman
- Marc R. Schneebaum – President/CEO
- Anthony W. Czarnik, Ph.D. – CSO
- Arthur E. Colvin – Senior Scientist
- Orly Mishan – Director, Business Development
- Collaboration with JHU-APL



Financial History

- SMSI Founded in 1997
- Premier Venture Capital Investors
- \$45 M Venture Funding
- \$1 M Grant - Juvenile Diabetes Foundation
- Generating Product Revenue



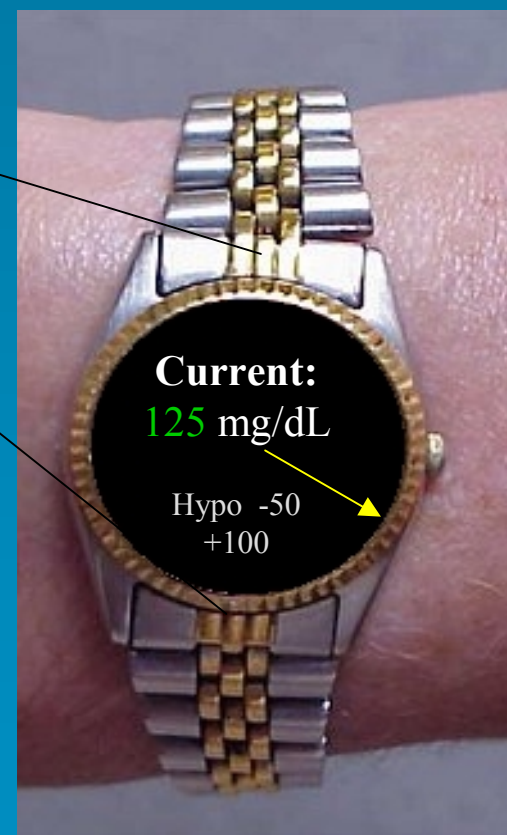
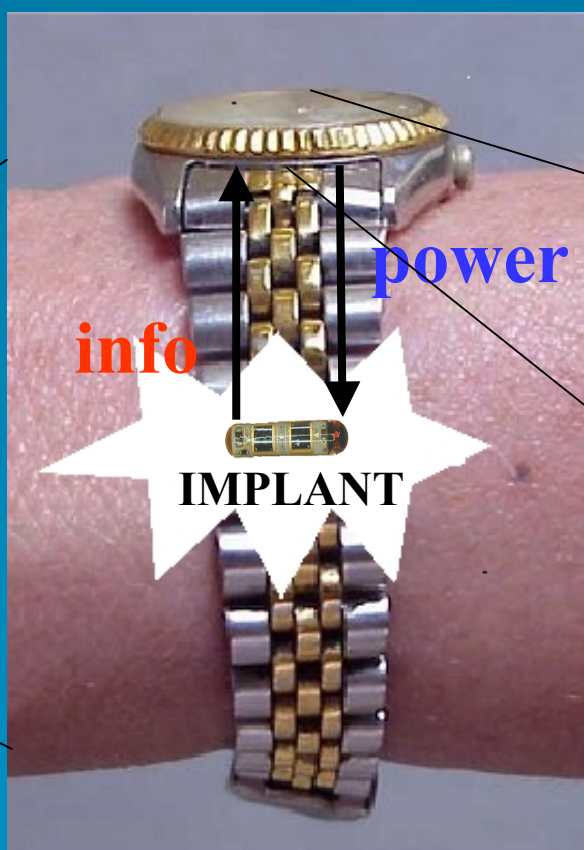
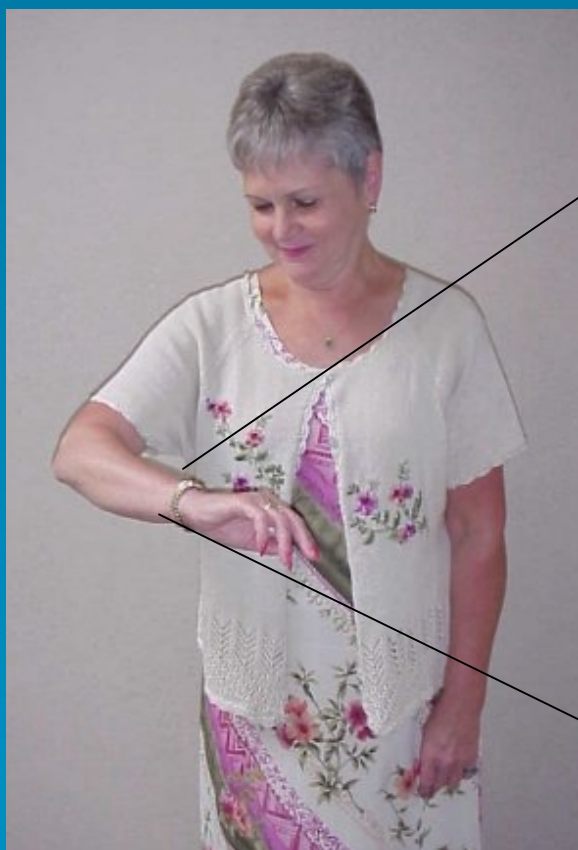
Value Proposition

The SMSI Implanted Glucose Monitor:

- Uniquely Meets Key Unmet Medical Needs
- Addresses One of the Largest & Fastest Growing Markets
- Offers a Protected, Sustainable Competitive Advantage
- Provides a Highly Competitive Cost Structure



Integrated Glucose Monitoring System Concept





Current Products vs. SMSI Target

	SMSI Glucose Monitor	Current Glucose Monitors
Accurate/Precise	<input checked="" type="checkbox"/>	No
Painless Monitoring	<input checked="" type="checkbox"/>	No
Non-Invasive	Annual Insertion	Invasive ~Daily
Continuous	<input checked="" type="checkbox"/>	No
- <i>Rapid Response time</i>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
- <i>Reproducible</i>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
No patient intervention	<input checked="" type="checkbox"/>	No
Small/Unobtrusive	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Easy to Use	<input checked="" type="checkbox"/>	No
Low Cost/Manufacturable	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Enables Improved Therapy	Significant	Limited

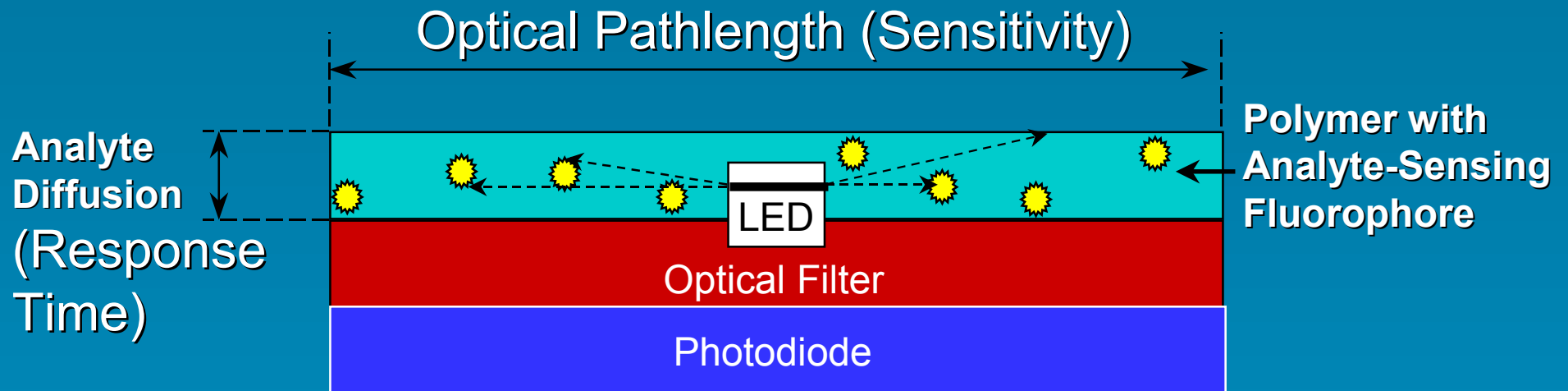


Technology Overview

- Fundamental Concepts
- Product Performance



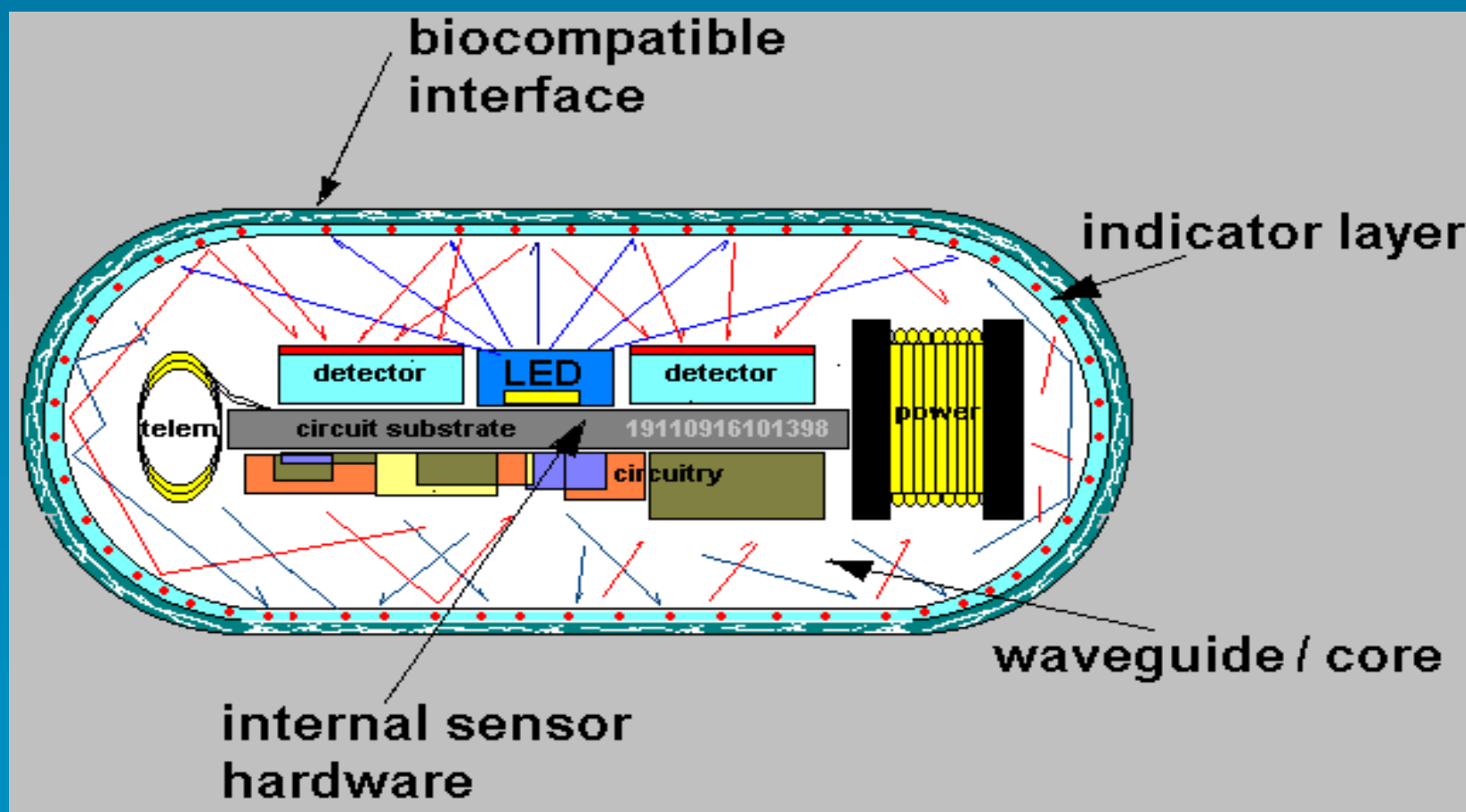
SMSI Solution: Solid State Microfluorimeter



- Proximity of all elements provides for optical efficiency and low power requirements.
- Entire device can be scaled down and inductively powered
- Sensitivity (signal strength) of the sensor is independent of sensor response time (analyte diffusion)

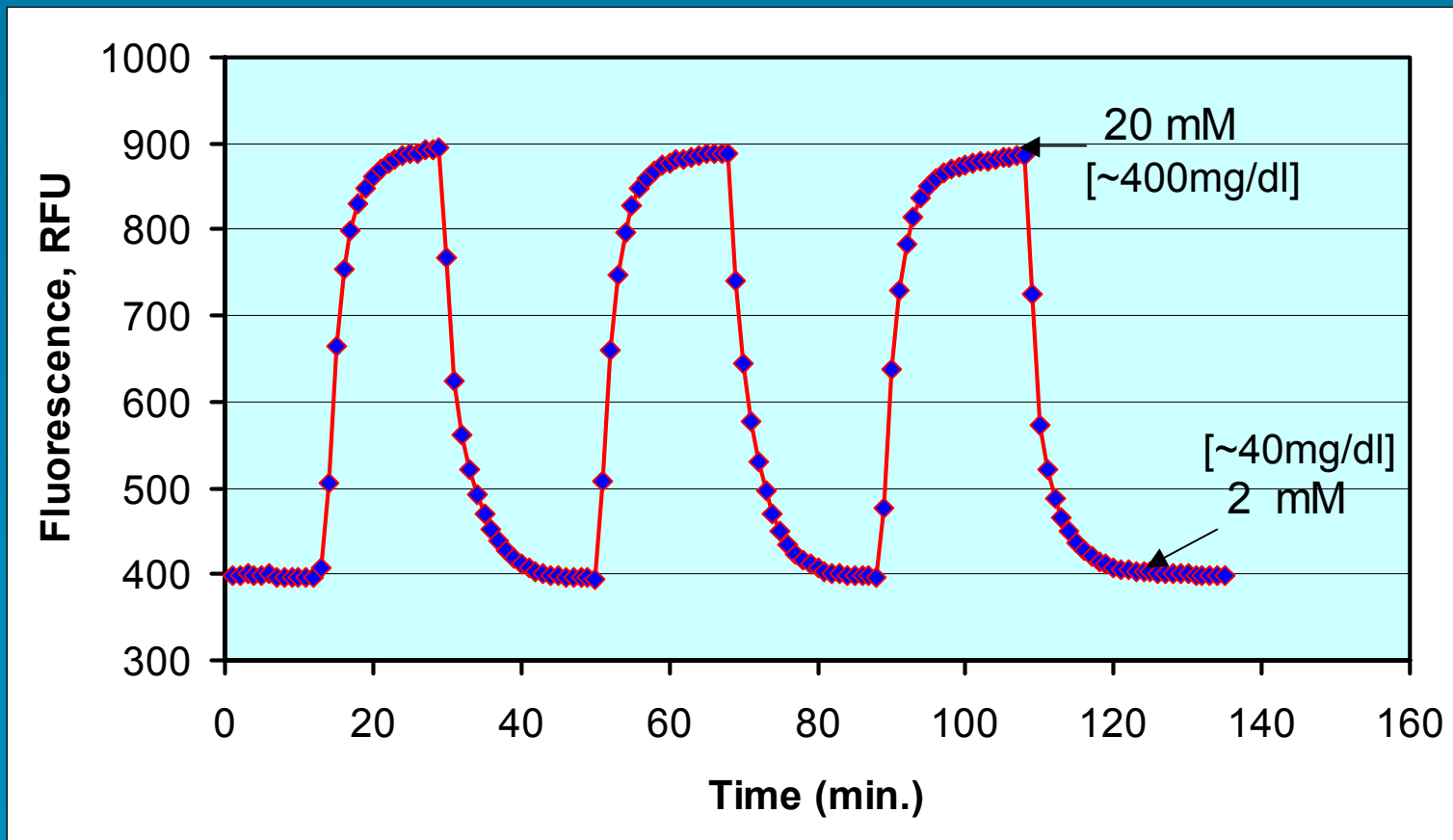


Fully Integrated “Grain” Design



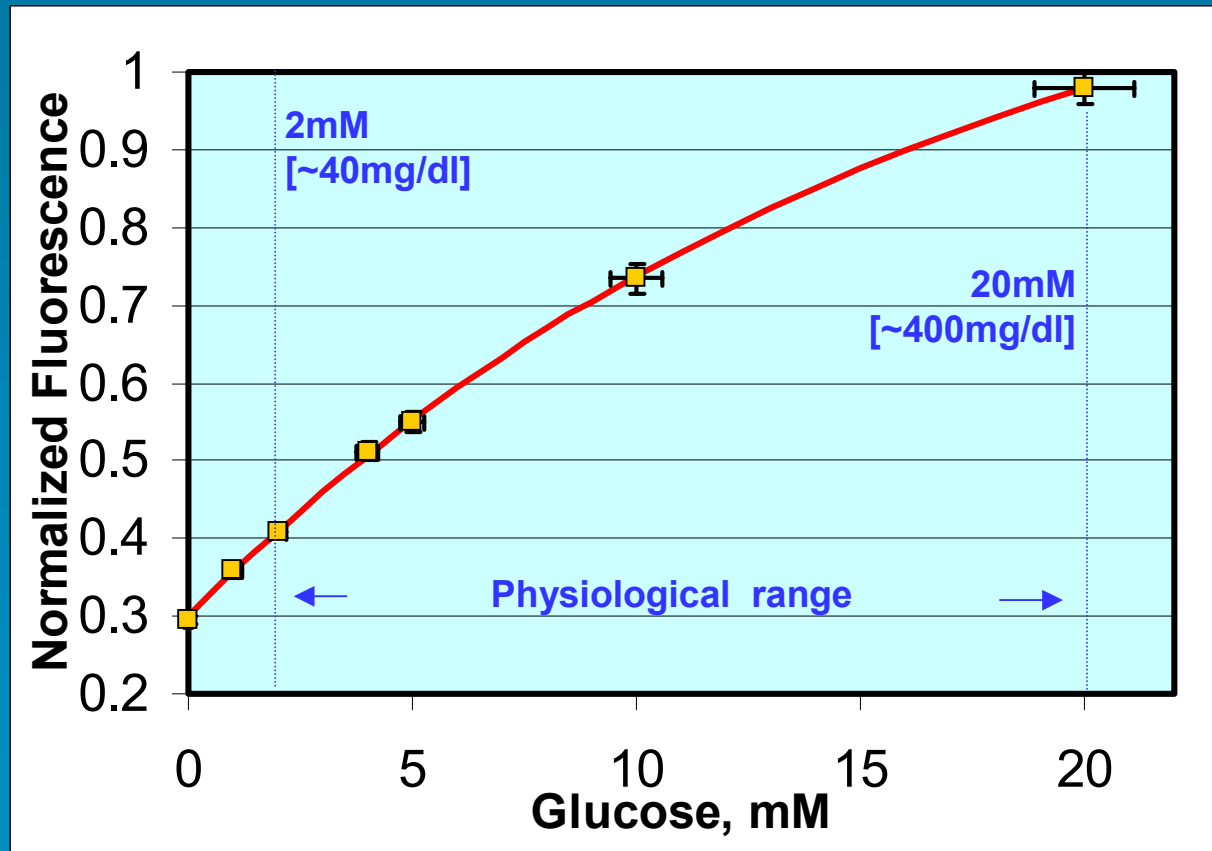


Signaling is Rapid & Reversible



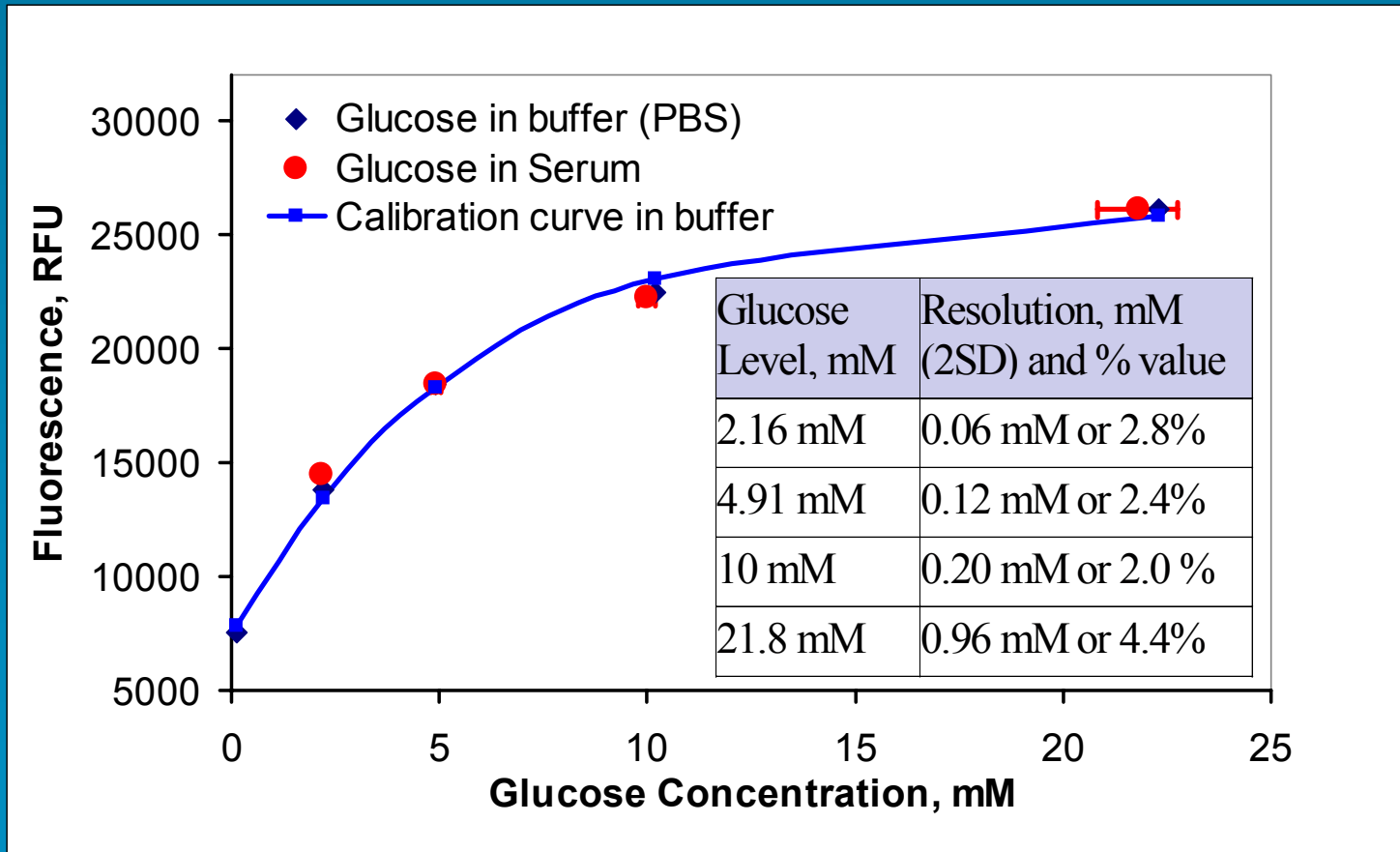


Readings are Sensitive & Precise





Measurement of Glucose in Serum vs. Buffer





Glucose Monitoring Competition

Commercialized

- > **Traditional Finger Stick / New Sample Collection Method**
 - ◆ J & J (LifeScan)
 - ◆ Roche (Boehringer Mannheim)
 - ◆ Abbott (Medisense)
 - ◆ Bayer (Miles)
 - ◆ Amira (Roche)
 - ◆ Cygnus
 - ◆ Inverness (J&J)
 - ◆ MiniMed (Medtronic)
 - ◆ Therasense

R&D

- > **New Sample Collection Method**
 - » Dexcom (implanted g.o.)
 - » MiniMed (implanted g.o.)
 - » SpectRx (Abbott)
 - » Therasense
- > **NIR (Infrared)**
 - » CME/Telemetry
 - » Sensys Medical (Instr. Met)
 - » Others (Animas, Biocontrol, Futrex, Hemadyne, etc.)



Summary

- Significant Market Opportunities
- Glucose Sensor *In Vivo* Studies in Process (Clinical Studies Planned)
- Oxygen Product at Commercialization
- Products for Other Analytes Planned
- Scalable Manufacturing Established
- > Two Dozen Patents Issued or Pending



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