

## Company Introduction

Founded in Canada	Luminor began as a research and development company in 2002, with a focus on biomarker discovery.
Employees & Offices	Employees: 3 + Outsourced services (Regulatory, Manufacturing and Distribution)Country coverage: Canada
Listed TSX. V: LMT	TSXV: LMT 52 weeks: [\$0.14-0.75]/share
Industry Subsector	Diabetes
Main products	Scout DS® diabetes screen
Other Highlights	The Luminor management team is comprised of individuals with experience in the management of biotechnology and public companies, and with proven track records in sales, marketing, business development, manufacturing, distribution and operations. The management team is complemented and supported by a board of directors with deep corporate, legal, and financial experience; a strong science and technology team of researchers, scientists, and engineers.

## Product information

### 1.1 Product Picture



### 1.2 Product Features & Advantages

Scout DS® is a ground-breaking new diabetes-screening device that uses visible light to detect and measure biomarkers present in the skin associated with pre-diabetes and type 2 diabetes. The SCOUT DS® is indicated for noninvasive screening of individuals 18 years or older who are at risk for prediabetes and/or type 2 diabetes to determine whether diagnostic testing is necessary. Prediabetes is defined as impaired glucose tolerance.

The process takes on average 90 seconds to complete. While offering equal reliability with conventional testing, the Scout DS® is faster, easier to use, and non-invasive (meaning no needles/ no blood required). In addition, there is no fasting requirement prior to testing.

The skin contains proteins with sugar molecules attached to them called Advanced Glycation End-Products (AGE's) that form as we age, but there are more of them present when we can't process blood sugars properly. These proteins fluoresce when excited by specific light waves emitted by the Scout DS® device. The Scout DS® scans a patient's skin and then generates a numerical result after running more than 200 data points through a complex and proprietary algorithm that determines a level of risk for pre-diabetes or diabetes. Individuals with elevated test result are then recommended to follow-up with their physicians for confirmatory blood testing.

### 1.3 Market Potential & Competition: China Specific

The past 30 years have witnessed significant increases in the prevalence of type 2 diabetes in China. The prevalence of diabetes in Chinese adults has increased from 0.67 per cent in 1980 to 9.4 per cent in 2014. Researchers estimate that >600 million people in CHINA live with Pre-Diabetes or Diabetes and the majority are unaware of their situation.

The problem in China is that the screening can only be done by fasting and blood test which takes time and requires the patient to come back to the hospital a week later for results. Therefore, most people don't take the test, they don't have time to wait. Most adult should be tested for pre-diabetes/diabetes once every 3 years according to medical experts.

We believe that the key to screening for diabetes is through the Hospital system in China. The hospital growth in China is amazing and currently counts about 1600 Super (Class 3A) hospital and >10,000 smaller hospitals. Each of these Super hospital see 10,000 patients per day, mostly adults.

Our analysis shows that 10-20 SCOUT DS® could be deployed per hospital which means >100,000 units in China.

- Diab-Spot by Diagnostics, distributed by Beijing ZhongliheKang Science-Technology Development Co. Ltd, is the only non-invasive competitor to Scout DS® in China.

### 1.4 Market Approval & Patent

- *SCOUT-DS® is approved for sale in Canada and 32 countries in the EU. Luminor is now pursuing distributors and sales in China, the EU, Canada, the Middle East, India and the US. SCOUT-DS® is in the pre-submission stage as a Class II device in the CFDA and in the De Novo 510K process with the US FDA.*
- *Patent coverage: Diabetes screening, CAD screening, disease detection and monitoring using fluorescence, near infrared and/or raman spectroscopy*  
*Patents issued/pending in Europe, Canada, India, Japan, China and Korea. Patents issued in U.S.*  
*Trade Secrets: Proprietary, encrypted algorithms, instrument standardization methods and materials.*

### 1.5 Customers & Application

- *In addition to our partner distributor we have 2 types of customer: Buyers/Users and Consumer. The current Buyer/Users are Consultants in Wellness Programs in Canada, Europe and Middle-East who use Scout DS® to identify individual diabetes risk; Hospital researchers who perform large population screening and/or target health Risk assessment;*

*and Pharmacy owners who want to attract and retain Diabetic and Pre-Diabetic patients in their stores*

- *The consumer is constant: adult over 45 who are not diagnosed and/or treated for high blood glucose and who have not been tested in the last 3 years. There is 432 Million diabetic people in the world and 50% of them don't know and there is an additional 1.1 billion pre-diabetics which >90% are not aware. Once they know, they can act and prevent the debilitating consequences of diabetes.*
- *Application environment (Pharmacy, Clinic, Hospital, Public Health initiative (mass screening)).*