



# TRANSFORMING NON-INVASIVE MEDICAL DIAGNOSTICS

Investor Presentation September 2022

### Disclosure

#### FREE WRITING PROSPECTUS

Filed pursuant to Rule 433 of the Securities Act of 1933, as amended. This Free Writing Prospectus related to the proposed Initial Public Offering of shares of common stock of Know Labs ("KNWN" or the "Company"), which are being registered on a Registration Statement on form S-1 (the "Registration Statement"). The Registration Statement has not yet been declared effective. Before you invest, you should read the prospectus in the Registration Statement (including the Risk Factors described therein) and other documents KNWN has filed with the United States Securities and Exchange Commission ("SEC") for more complete information about KNWN and the proposed offering. You may get these documents for free by visiting Edgar on the SEC web site at www.sec.gov. Alternatively, KNWN and any underwriter or dealer participating in the offering will arrange to send you the prospectus if you request it by calling Boustead Securities, LLC at 949.502.4408 or by email at offerings@boustead1828.com or standard mail at Boustead Securities, LLC. Attri Equity Capital Markets, 6 Venture, Suite 395, Irvine, CA 92618, USA.

This document contains Forward-Looking Statements. In addition, from time to time, we or our representatives may make forward-looking statements or orally or in writing. We base these Forward-Looking Statements on our expectations and projections about future events, which we derive from the information currently available to us. Such forward-looking statements relate to future events or our future performance and projections, our growth in revenue and earnings; and our business prospects and opportunities. You can identify forward-looking statements by those that are not historical in nature, particularly those that use terminology such as "may," "should," "expects," "anticipates," "contemplates," "estimates," "believes," "plans," "projected," "predicts," "potential," or "hopes" or the negative of these or similar terms. In evaluating these forward-looking statements, you should consider various factors, including; our ability to change the direction of the company; our ability to keep pace with new technology and changing market needs; and the competitive environment of our business. These and other factors may cause our actual results to differ materially from any forward-looking events discussed in this document and other statements made from time to time by us or our representatives, may not occur, and actual events and results may differ materially and are subject to risks, uncertainties and assumptions, the forward-looking events discussed in this document and other statements made from time to time by us or our representatives might not occur. See offering documents for further risks and disclosures. Past performance is not indicative of future results. There is now guarantee that any specific outcome will be achieved. Investments may be speculative, illiquid and there is a total risks of loss.

#### Form CRS/Reg BI disclaimer:

Boustead Securities, LLC is registered with the SEC as a broker-dealer and is a member of the Financial Industry Regulatory Authority (FINRA) and the Securities Investor Protection Corporation (SIPC). Brokerage and Investment Advisory Services and Fees differ and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at investor.gov/crs, which also provides educational materials about broker-dealers, investment advisers, and investions, When we provide you with a recommendation, we have to act in your best interest and not put our interests ahead of yours. At the same time, the way we make money creates a conflict with your interests. Please strive to understand and ask us about these conflicts because they can affect the recommendations we provide you. There are many risks involved with investing. For Boustead Securities customers and clients, please see our regulation best interest relationship guide on the form CRS Reg BI page on our website at https://www.boustead1828.com/form-crs-reg-bi-Please also carefully review and verify the accuracy of the information you provide us on account applications, subscription documents and others. © 2022.

Know Labs' Technology is in development, and there is no assurance that the development will have a successful outcome. Past performance is not indicative of future results. There is no guarantee that any specific objective will be achieved.

### Risk Factors

Recent unease regarding the aforementioned goo-political considerations and increasing inflation has caused the United States and worldwide national securities markets to have undergone unprecedented stress due to the uncertainties of regarding the economy and the resulting reactions and outcomes of governments, businesses, and the general population. These uncertainties have resulted in declines in all markets sectors, increases in volumes due to flight to safety and governmental actions to support the markets. As a result, until economic outlook has stabilized, the markets may not be available to the Company for purposes of raising required capital. Should we not be able to obtain financing when required, in the amounts necessary to execute on our plans in full, or on terms which are economically feasible, we may be unable to sustain the necessary capital to pursue our strategic plan and may have to reduce the planned future growth and/or scope of our operations.

#### We need additional financing to support our technology development and ongoing operations, pay our debts and maintain ownership of our intellectual properties.

We are currently operating at a loas. We believe that our cash on hand will be sufficient to fund our operations through June 30, 2023. We may need additional financing to implement our business plan and to service our ongoing operations, pay our current debts (described below) and maintain ownership of our intellectual property. There can be no assurance that we will be able to secure any needed funding, or that if such funding is available, the terms or conditions would be acceptable to us. If we are unable to obtain additional financing when it is needed, we will need to restructure our operations, and of credited late or a postion of our business. We are each exheign additional, capital through a combination of private golder, equity offerings, debt financings and strategic collaborations. Debt financings are distinged in a strategic collaboration. Debt financings are distinged in a strategic collaboration of the control of the strategic collaborations. Debt financings and strategic collaborations. Debt financings are distinged on a strategic collaboration. Debt financings are distinged on a strategic collaboration and the strategic collabo

#### We have a history of operating losses and there can be no assurance that we can achieve or maintain profitability

We have experienced net losses since inception. As of March 31, 2022, we had an accumulated deficit of \$92,823,851 and net losses in the amount of \$25,360,213, and \$13,562,641 for the years ended September 30, 2021 and 2020, respectively, and \$11,497,357 and \$10,672,949 for the six months ended March 31, 2022 and 2021, respectively.

There can be no assurance that we will achieve or maintain profitability if we achieve profitability in the future, we may not be able to sustain profitability in subsequent periods. Failure to become and remain profitable would impair our ability to sustain operations and adversely affect the price of our common stock and our ability to raise captal. Our operating expense may increase as we spend resources on growing our business, and if our revenue does not correspondingly increase, our operating results and financial condition will surfer. Our Knew Labs, Particle, and all Mind businesses have profusced minimal revenues and may not produced minimal not be relocated or increasing and requires us to relocate or discinness. You must controlled our prospections. You must controlled our prospections. You must controlled our businesses and prospects in light of the risks and difficulties we will encounter as business with an early-stage technology in a new and rapidly evolving industry. We may not be able to successfully address these risks and difficulties, which could significantly harm our business, operating results and financial condition.

If we are not successful entering into appropriate collaboration arrangements or recruiting sales and marketing personnel or in building a sales and marketing infrastructure, we will have difficulty successfully commercializing our technology, which would adversely affect our business, open results and financial condition. We may not be able to enter into collaboration agramments on terms acceptable to us or at all. in addition, even if we enter into such relationships, we may have limited or no control over the sales, marketing and distribution activities of these third parties. If we elect to establish in a sales and marketing personnel as asks and marketing personnel asks and marketing personnel. Factors that may inhibit our afforts to commercialize technology without strategic partners or licensees include:

- the clack of complementary products to be offered by sales personnel, which may put us at a competitive disadrantage relative to companies with more extensive product lines, and
- uniforement outs and expenses associated with circumstage and marketing personnel.

- the clack of complementary products to be offered by sales personnel, which may put us at a competitive disadrantage relative to companies with more extensive product lines, and

#### Government regulatory approval may be necessary before some of our products can be sold and there is no assurance such approval will be granted.

Our technology may have a number of potential applications in fields of use which will require prior governmental regulatory approval before the technology can be introduced to the marketplace. For example, we are explaining the use of our technology for certain medical adjuncatic applications in the monitoring of blood glucose. There is no assurance that we will be successful in developing glucose monitoring medical applications of our technology. If we were to be successful in developing glucose monitoring medical applications of our technology, and in the properties of the prope

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Issuer	Know Labs, Inc. ("The Company")	
Exchange & Ticker	NYSE Reserved Symbol: KNW (Current symbol: KNWN)	
Common Shares Outstanding Prior to the Completion of this Uplist	43,826,781	
Common Shares Offered by the Company	3,000,000	
Common Shares Outstanding Immediately after the Opening	46,826,781 shares of common stock (or 47,276,781 shares if the underwriters exercise the over-allotment option in full).	
Offering Price	\$2.00	
Use of Proceeds	Research and Development     Sales and Marketing     General and Administrative     Capital Investments     Working Capital     General Corporate Purposes	
Lead Underwriter	Boustead Securities, LLC	
Issuer's Legal Counsel	Bevilacqua, PLLC	
Underwriter's Legal Counsel	ArentFox Schiff, LLP	
Auditor	BPM, LLP	
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# Company Overview and Investment Highlights

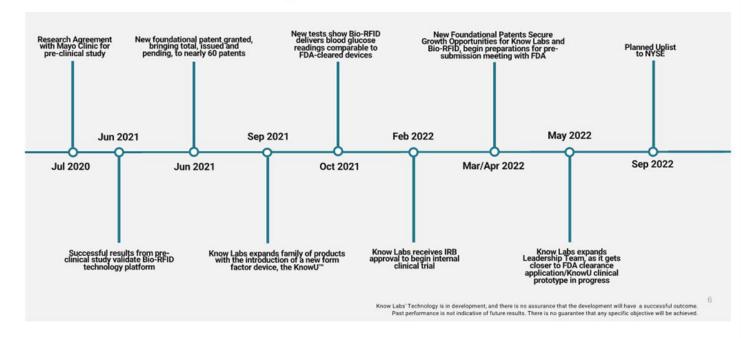
- · Know Labs is transforming medical diagnostics and plans to launch the first truly non-invasive FDA cleared blood glucose monitoring device.
- · Its proprietary diagnostic technology platform, Bio-RFID™, uses radio waves to identify and measure what is going on inside the body
  - Latest IRB Trials: https://youtu.be/LnYng Ppq8g
  - Form factor agnostic: can be integrated into a variety of wearable, mobile or bench-top form factors
- Pain-free: no needles nor invasive transmitters poking the skin
- No consumables: aims to be 3x-5x less expensive than current options
- AI-Powered algorithms: cutting-edge AI will be powering accurate predictive diagnosis (>95%)
- 100+ potential applications, beyond blood glucose monitoring
- Know Labs plans to offer medical-grade and cost-effective solutions for people with type 1 and type 2 diabetes, people with pre-diabetes, and people with no diabetes but interested in monitoring their blood glucose levels via 2 products:
  - KnowU™: on-demand and on-the-go spot glucose monitoring device
  - UBand™: wearable continuous glucose monitoring device
- Dexcom, the leading player in the continuous glucose monitoring market and the most appropriate benchmark for Know Labs, has a market cap ~355 times larger than Know Labs as of July 2022.
- Following FDA clearance, Know Labs plans to expand Bio-RFID to other medical diagnostic applications, including detecting and measuring levels
  of ketones, alcohol, metabolized drugs or other substances in the body.

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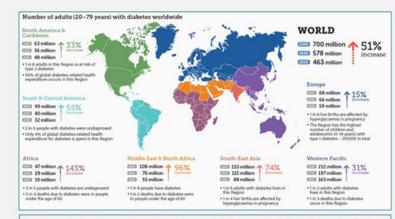


# Timeline and Project Milestones





# Primary Opportunity: Diabetes and Pre-Diabetes



Self-monitoring blood glucose devices market is expected to be close to \$40B by 2027, driven by increasing diabetic population base, rising adoption of unhealthy dietary habits and increasing number of obese people.

Global Glucose
Mońitoring Device
>\$20 Billion
CAGR 20-30 ~10%

Global CGM
>\$10 Billion

KNOW
LABS

Projections typically don't include prediabetes, which are estimated to impact 30%-35% of global population

Source: IDF DIABETES ATLAS 9th edition 2019; Blood Glucose Monitoring Devices Market Size, Share & Trends (Research and Markets); Continuous Glucose Monitoring Device Market Size, Share & Trends Analysis (Grand View Res

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## Know Labs' Efficient and Affordable Solutions

### **Completely Non-Invasive**

No finger sticks or expensive CGMs like Dexcom G6, Abbott Free Style Libre or Medtronic Guardian







Know Labs Devices will connect to its smartphone App via Bluetooth and will be available on both the App Store and Google Play

### Commercialization Pricing Targets

Under \$1K per year

#### Critical Development Steps

- Clinical Prototype
- · FDA Pre-submission Meeting
- Multi-Site Clinical Trials
- FDA Breakthrough Designation
- FDA De Novo Pathway and Clearance (within 150 review days from application)

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KnowU & UBand	Finger Sticks	Dexcom G6	Abbott Free Style	New & "Rumors"
Spot & Continuous	Spot-check	Continuous	Continuous	Spot or Continuous
100% Non-Invasive	Invasive	Minimally-Invasive	Minimally-Invasive	Non-Invasive
Average annual cost <\$1k cost >\$4k		Average annual cost >\$3.5k	Average annual cost >\$2k	NA

Source: IDF DIABETES ATLAS 9th edition 2019; Market Study Report, LLC - Global continuous glucose monitor (CGM) market; FioMarkets - Global Non-Invasive Continuous Glucose Monitor Market Insights; Companies websites

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# **Executive Leadership**





Ron Erickson Founder/Chairman

Former Chairman and CEO of eCharge Corporation, Chairman and Co-Founder of Blue Frog Mobile, Chairman and CEO of Global Tel Resources, and Chairman and CEO of Egghead Software



Phil Bosua Chief Executive Officer

Former Founder and CEO of LIFX, inventor of the world's first smart light bulb, and VP of Consumer Products at Soraa, the world's leading developer of solid-state lighting technology



James Anderson, M.D. Chief Medical Officer

Former Chief Medical Leader, Diabetes and Endocrinology at Eli Lilly, Chief of Medicine at the US Army Medical Research Institute for Infectious Diseases, Director at Generex, and Medical Director at Catapult



Pete Conley CFO and SVP II

34+ years of corporate finance and equity capital markets experience, more than \$5B in equity transactions, and over 20 years of specialization in strategic IP analysis, IP development, and IP monetization. Serves as Senior Managing Director and Head of Intellectual Property Banking at Boustead Securities.



Leo Trautwein Chief Marketing Officer

20+ years of experience in corporate strategy, marketing, and e-commerce, having led multiple P&Ls and initiatives for Rivian Automotive, as well as Fortune 500 companies, including Jarden Corporation and Vista Outdoor.



Steven Kent Chief Product Officer

10+ years of experience as an inventor, entrepreneur, and leader in medical and health-focused consumer systems. Most recently served as Head of Health Partnerships and Corporate Strategy at Oura. Founder and CEO of Invicta Medical, a medical technology company focused on sleep apnea treatment.



King Takee SVP SW Engineering

20+ years of experience creating software for technology and healthcare companies. King leads Know Labs' software engineering, artificial intelligence, and machine learning activities.

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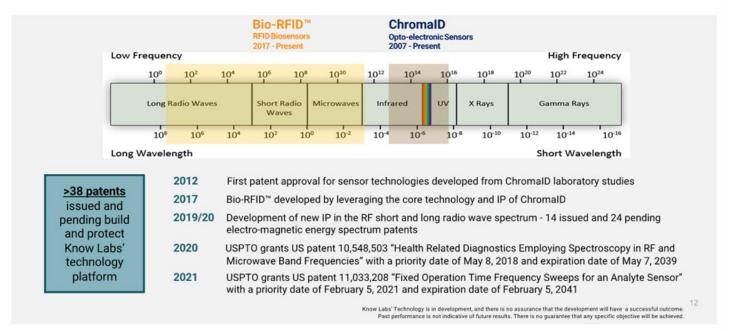


# **Board of Directors**

Ron Erickson	Founder and Chairman	Previously Chairman and CEO of eCharge Corporation, Chairman and Co-founder of Blue Frog Mobile, Chairman and CEO of GlobalTel Resources, and Chairman and CEO of Egghead Software.	
Phil Bosua	CEO and Director	Previously Founder and CEO of LIFX Inc.; inventor of the world's first smart light bulb, and VP of Consumer Products at Soraa, the world's leading developer of solid-state lighting technology.	
Jon Pepper	Director	Previously Partner and Owner at Pepcom, Inc., the leader in technology showcase events. Previously founded Digital Focus newsletter, former technology journalist columnist whose work appeared in The New York Times, Fortune, PC Magazine, ar other publications.	
William Owens	Director	Executive Cháirman at Red Bison Advisory Group, former Cháirman of Century Link Telecom, and former Vice Cháirman, US Jóint Chiefs of Staff.	
Ichiro Takesako	Director	President of M2M Technologies, Inc. and At Signal, Inc. and General Manager of Business Development at Sumitomo Precision Products Co., Ltd.	

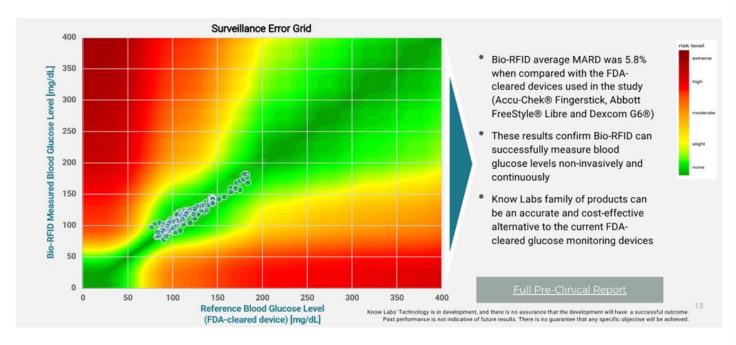


# Patent Portfolio and IP Strategy













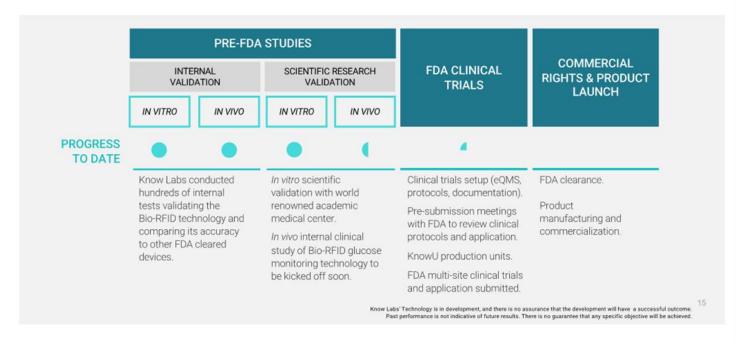
- Leading medical device/health care manufacturer headquartered in Singapore with with factories in Singapore, Indonesia, and Malaysia.
- Manufacturing partner of several prominent companies, including Philips, Medtronic, Boston Scientific, Proctor & Gamble, and Fitbit, among others
- √ FDA Registered Facility
- Meets international product certification compliance including EU Medical Device Directive 2007/47/EC, International Standards, European Standards, National Standard, and Safety and Conformity marks



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Know Labs will initially enter the diabetes Glucose Monitoring market with its non-invasive glucose monitoring portfolio and then later enter other clinical monitoring markets for continuous, non-invasive hormone, metabolite, and biomolecular monitoring.

- Monitor hormones, endocrinology components, and medication metabolites.
- Apply Bio-RFID platform technology to lifestyle analysis, clinical trials and chronic illnesses.
- Potential use cases include real time wearable medication monitoring and detection of ovulation, hormone deficiency, etc.

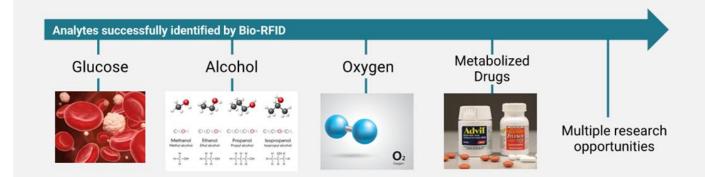
### **Market Potential**

Dexcom Glucose CGM Market cap ~\$32B (as of July 6, 2022)

Know Labs
Glucose CGM + Other applications
Market cap ~\$90M
(as of July 6, 2022)







Building upon its technology platform, Know Labs plans to continue researching other "identifiable" analytes, which should provide <u>useful and life saving information</u> to enhance the health and wellness of people around the world.

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# THANK YOU

For further information or questions, email <a href="mailto:ask@knowlabs.co.or">ask@knowlabs.co.or</a> <a href="mailto:offerings@boustead1828.com">offerings@boustead1828.com</a>

## **APPENDIX**

Please see the following slides regarding our lab test validations and commercial product miniaturization.

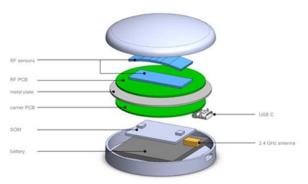


This is a 3D printed prototype of the KnowU for internal testing

## KnowU™ Product Design

The KnowU system is in development and designed to easily fit in a customer's pocket.

- The Know Labs product development team is miniaturizing the lab based system for field testing and commercialization.
- The KnowU will be wireless and able to conduct measurements in the field with ease via a companion App.



Results presented above reflect internal Company testing and might not be replicated in the future as a result of various factors not in our control. You are cautioned not to place undue reliance on the utility of the information provided as a predictor of future performance of the Company's products in development. Risks related to our product development are discussed elsewhere in this prospectus.

### KnowU Glucose Results vs Dexcom® G6

Measuring Glucose in the body is the core focus of Know Labs.

- Using the latest version of Hardware and Software, the team is building a Gold-Master Glucose dataset.
- These tests directly compare the Know Labs sensor to the Dexcom G6.
- The Dexcom G6 was chosen as the reference device because it is the industry leader in CGM accuracy.
- The tests are 3 hours long and collect Know Labs sensor data on 2,500 frequencies.
- . These tests create a high value Glucose data asset, which is essential for R&D and algorithm development.
- July 2022 internal test results demonstrate that the Know Labs sensor has equivalent correlation to the Dexcom G6.



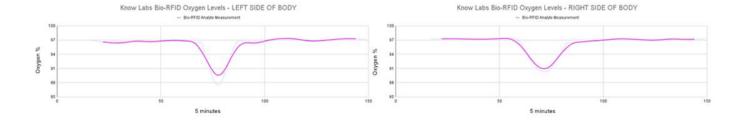
Test method: Participant rests arm on Know Labs sensor for 3 hours, while wearing a Dexcom G6. 30 minutes in, the participant drinks 35 mg fast acting glucose. Know Labs sensor data (Pink line) is compared directly to Dexcom G6 data (Orange line).

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### System Test: Measuring Oxygen in the Body

The Know Labs sensor and system is designed to measure many different analytes in the body. Measuring Oxygen is the standard hardware/software system test.

- Over the last 4 years, the team has conducted over 2,400 Oxygen tests and the technology is now performing
  equivalent to a gold standard, medical grade, SpO2 sensor.
- Oxygen tests are repeatable, reliable, and successful across a diverse set of participants.
- The graphs below are tests conducted with the Know Labs sensor.



Test method: Breathe normally for 100 seconds, hold breath for 20 seconds, resume normal breathing. Graph 1 is sensing the oxygen levels through the left arm. Graph 2 is sensing the oxygen levels through the right arm. Same biological event.

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## Multiple Locations on the Body

The Know Labs sensor is designed to work on multiple locations on the body, in any form factor.

- To demonstrate this capability, the Know Labs team conducted the standard Oxygen system test on 11 different locations on the body.
- The sensor performed with accurate and reliable results in every testing location.

#### HUMAN BODY TEST (Position 2 of 11)

#### SCORING

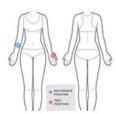
RESULTS: 4

Near identical results. An REPEATABILITY: 5

The 8 minute discovery test: HUMAN FACTORS: 5

OBSERVATIONS: No significant difference

NEXT STEPS:







(PROPRIETARY INFORMATION - DATA NOT SUPPLIED)

Test method: Breathe normally for 100 seconds, hold breath for 20 seconds, resume normal breathing. Graph 1 is sensing the oxygen levels through the left arm. Graph 2 is sensing the oxygen levels through the right arm. Same biological event.

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