



REMEDY
HEALTH

Using 3D Printing Technology to Personalise the
Health & Wellness Market

SXSW

2021

Melissa Snover
CEO/ FOUNDER

Background



2010
Launched
World's First
Vegan Allergen
Free
Gummy Range



2014
Sold Goody
Good Stuff to
Cloetta PLC



2015
Launched
World's First
FDA/FSA CS
3D Food Printer



2018
100,000 Hours
20,000 Tests
18m R&D



May 2019
REM3DY
Launched

Our Leadership



Helen Rawji
Head of Marketing

An accomplished online marketing guru with 10 years experience taking brands from ZERO to £1m a month in sales. Has been instrumental in successfully building the Nourished Business from the ground up and delivered 100% ROAS and 30% MoM Growth for past 9 months.



Ben Adams
Chief Financial Officer

ACA qualified finance professional with 15+ years experience. Skilled in Commercial and Managerial Finance, FP&A, reporting and driving process improvements, including ERP optimisation. Degree in Physics from University of York.



Melissa Snover
Founder & CEO

Life-long entrepreneur, visionary and trendsetter in the world of food technology. 15+ years experience in the creation of global consumer brands including exit for 8 figures.



Martyn Catchpole
Chief Technology Officer

Tech Inventor & Experienced developer of new manufacturing techniques. Has 6 years+ experience as a top level 3D printer designer and engineer. Has multiple patented designs under his portfolio. Winner of several Design Innovation Accolades.



Amit Sabley
Head of Operations

15+ Years Operations & SCM Experience Across Manufacturing, E-Commerce & Hyper Local (Online Grocery). Was Head Of Operations at D'Decor worlds largest Home Furnishing Manufacturing Company Masters of Business IT.



Kimberly-Clark

Deloitte.



Katjes

Cloetta



The University of Nottingham

D'ECOR[®]
Live beautiful



RAC



University of Colorado Boulder



PEPSICO



Our Disruptive Solutions

We have developed the first FDA/FSA compliant full stack 3D printer systems for consumables

Our Hybrid Manufacturing Model

Traditional Process

- Large Runs
- No flexibility
- No variation



Our Process

- Full personalisation
- Less wastage
- Just In Time
- Variant volumes
- Scalable

Our Products

- Personalised to customer
- Superior quality & efficacy
- Rapid new product iterations
- Sustainable packaging and delivery methods



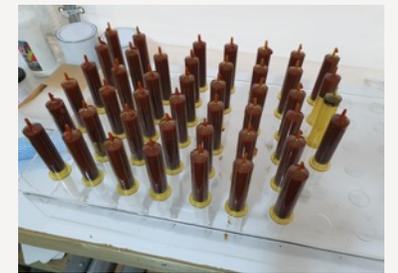
Our In-house design / build team

- Bespoke food safe 3D printers
- Medical Technology
- Formulations and 3D printable foodstuffs



Our Formulations

- Patented 3D printable
- Contain active ingredients for delivery
- Shelf stable



Patents & IP

6

Years of Development

5

Hardware Patents

4

Process Patents

3

Material Patents

2

Proprietary Algorithms

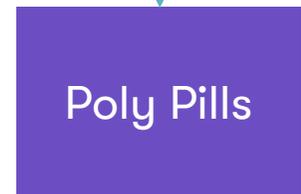
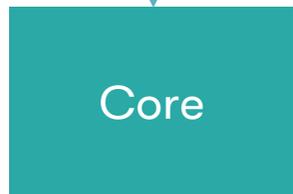
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Proprietary TPS Operating System

12

Patents in total

Our Business



Vast Potential for Future Developments

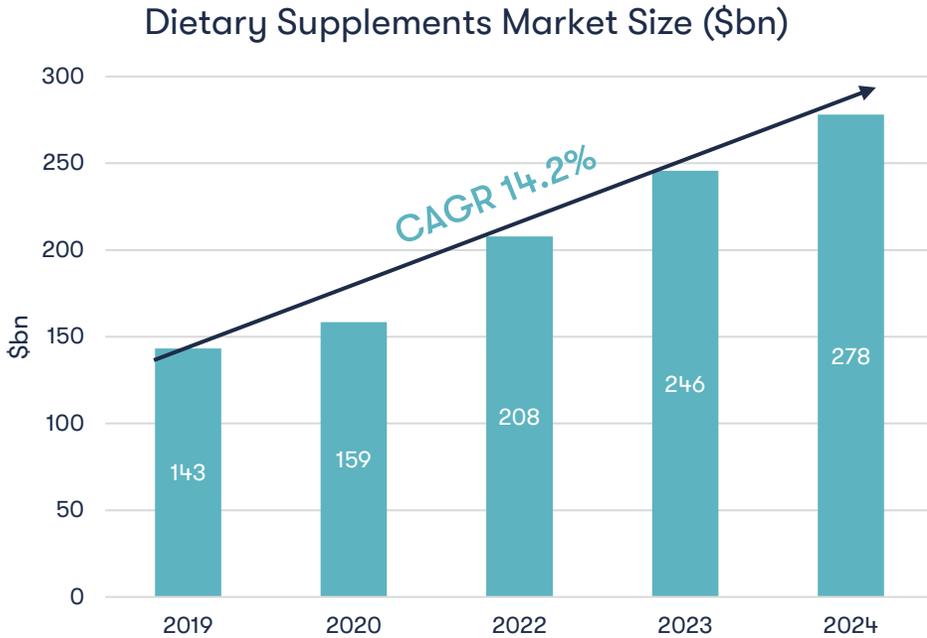


Our Market Opportunity

Supplements (\$159bn p.a.) and Prescription drugs (\$905bn p.a.) are the most exciting and immediate opportunities where our technology and IP can be applied for huge impact and financial growth.

NOURISHED

Personalised Supplements



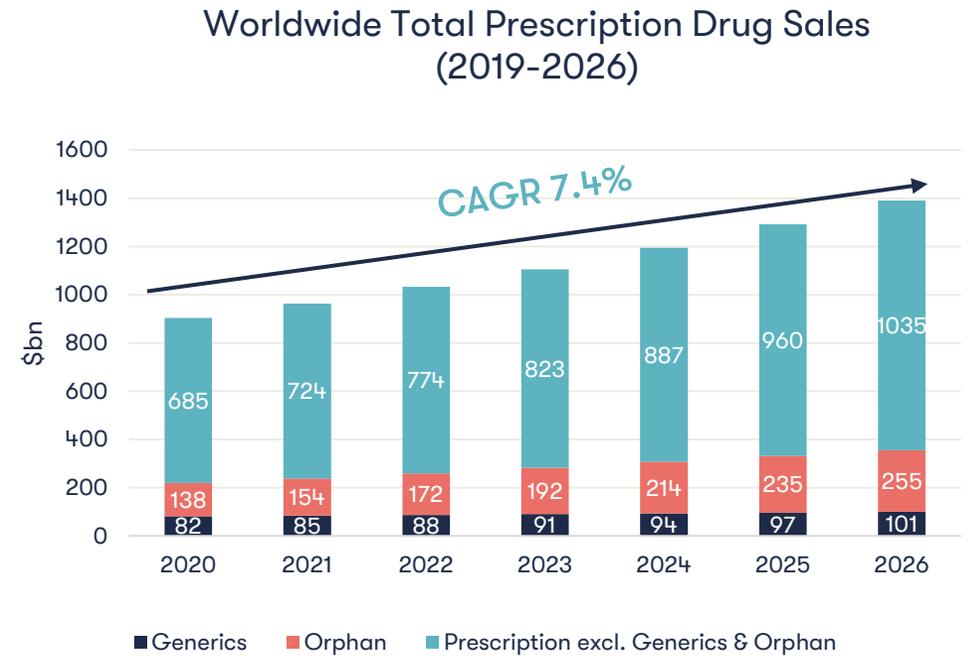
Source – PitchBook Data

Nearly **half of all supplements** sold in 2018 were in a non-pill format, Sales of **Gummy supplements** have **doubled** in the last five years.
SOURCE – NEWHOPE

Chewable vitamins are now the **No. 1** way adults in America age 35 and younger consume supplements, SOURCE – MINTEL

SCRIPTED

Personalised Medicine



Source – EvaluatePharma, June 2020

> \$1tn
Total Annual Opportunity

NOURISHED

VITAMINS. PERSONALISED. 3D PRINTED.

Tailored for You, Powered by Science.

All of your daily vitamins & nutrients
conveniently 3D printed into a tasty
fruity, gummy stack.

START THE ASSESSMENT



Plastic-free



Sugar-free



Vegan

www.get-nourished.com

Olivia's
Nourished



CHROMIUM

TART CHERRY

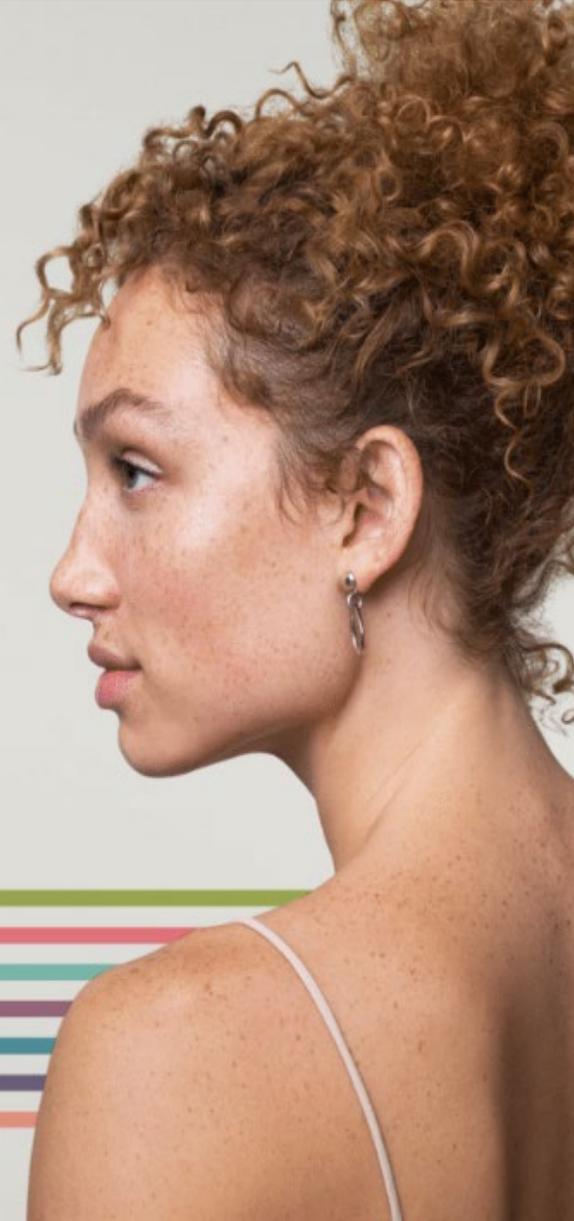
GLUCOSAMINE

VITAMIN E

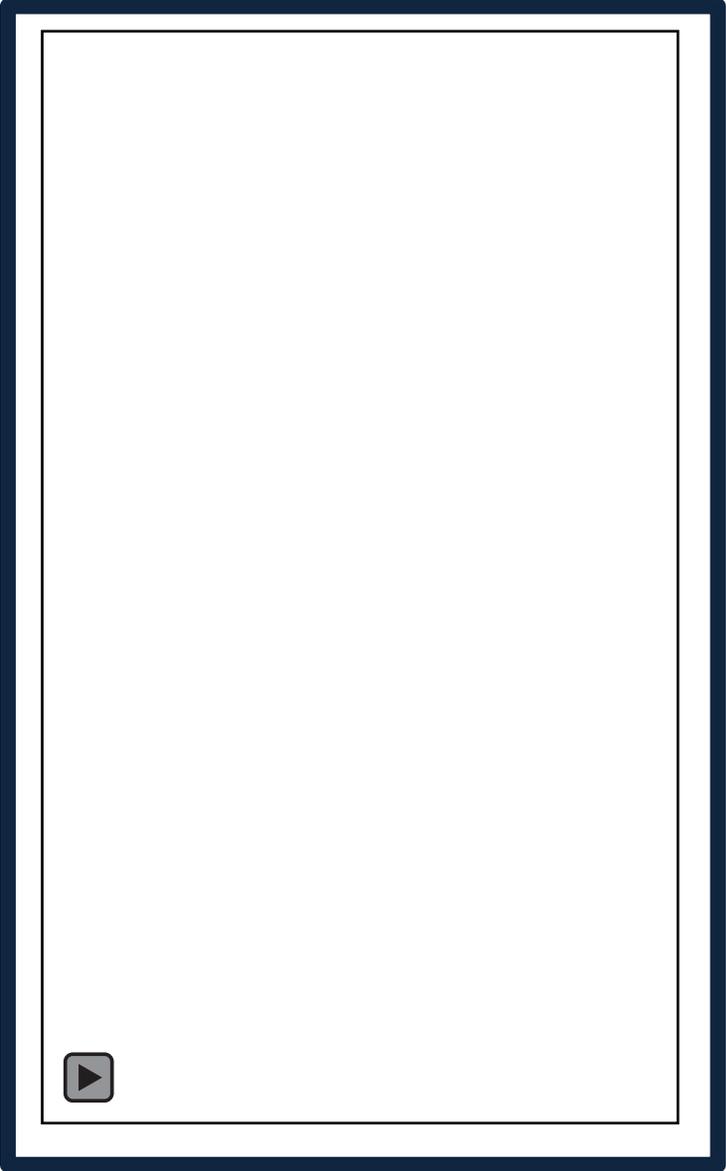
ZINC

GREEN FOODS

VITAMIN A



Our Method



Health



Lifestyle

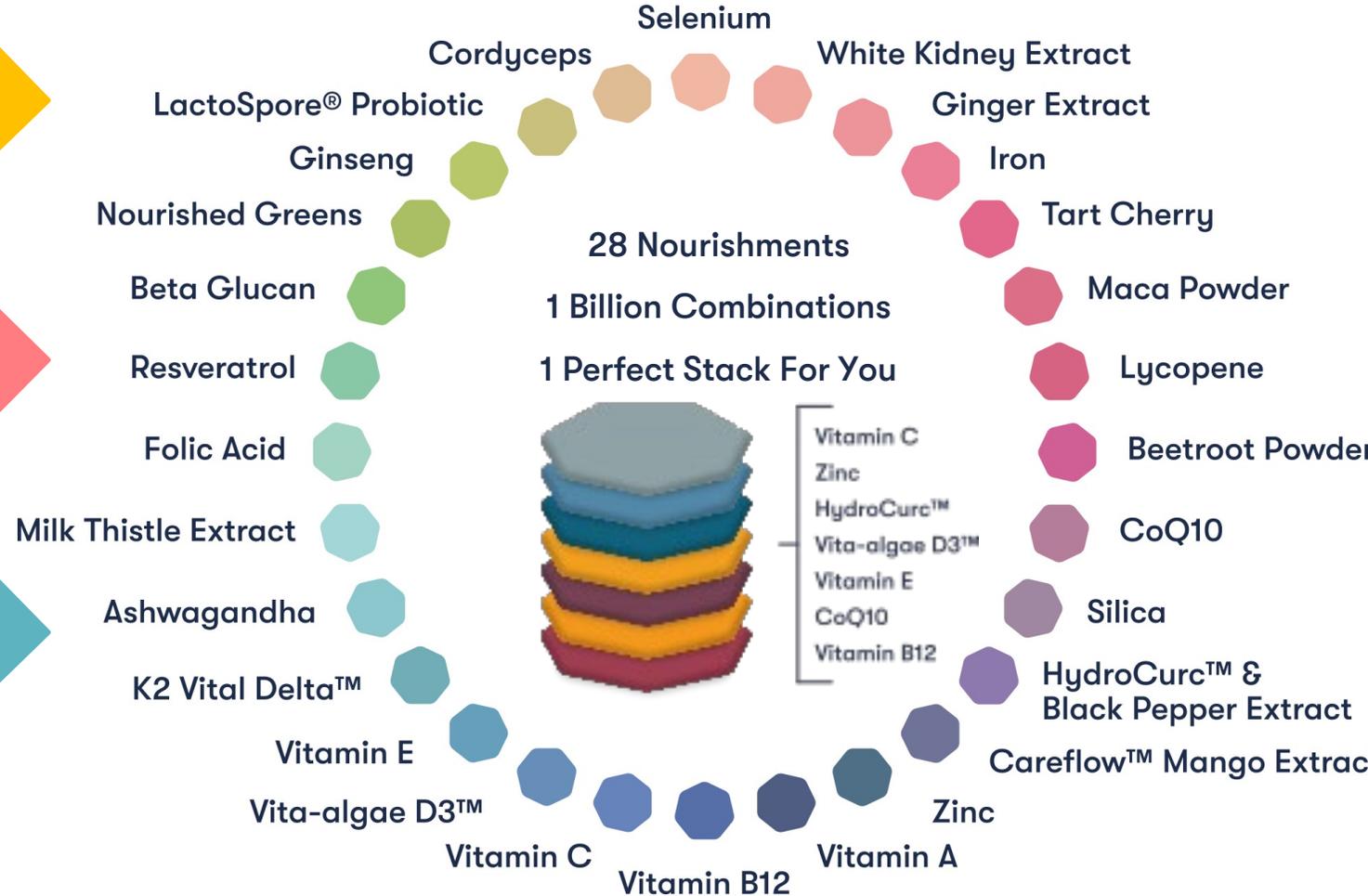


Goals



NOURISHED

Vitamins. Personalised. 3D Printed.



Our Capability

Dual Site (Birmingham, UK)

Full Stack Production & Development Facilities



REMEDY
HEALTH

Site 1:

- Commercial Offices
- NPD Lab/ Formulations Development
- Nourished Food Production Facility
- Raw Material Storage (FOOD)
- Outbound Shipment & Logistics
- QC Department

Site 2:

- Prototyping & Hardware Development
- Production Machine Building Centre
- 3D Printer Lab
- Non Food Storage
- R&D / TECH TEAM BASE



30,000 Sqr Ft
100% Owned Assets
Building Site 3 NOW

Our Product



Plastic-free



Sugar-free



Vegan



Easy & convenient



Tasty & enjoyable



Less wastage



99.5% efficacy



70% Higher absorption



Rapid iterations

NOURISHED

Our Customer Feedback

NOURISHED

1000+

Customer reviews



The UK's highest rated vitamin product.

4.8 /5
Product rating

4.7 /5
Customer rating

Gold
Trusted
Service
Award



2020 feefo



'Amazing quality'

Absolutely wonderful and amazing company. Excellent customer support service especially thank you to Heidi. I really love this idea that the packaging is compostable and thank you to this company for caring about the environment. The vitamins are like candies, they are just the best, I feel so energetic, happy and healthy.



'Love these little gummy stacks'

Can't fault these vitamins. Have been using them for a few months now and really notice a difference... Better than anything you can buy in a shop, and you can adjust your stack slightly each month.



'Went out of their way'

The customer service at Nourished are amazing! They got back to me super quick with solutions and went out their way to make sure that I was a happy customer! Really happy with the service. Really genuine staff, quick and efficient! Would definitely recommend!



'Brilliant'

I bought these and I'm glad I did, very happy with them and would buy again. Since having these I feel like my own self, I love how they are made and they taste very nice, I also like it how it's personalised for me, would recommend to friends and family.

Our Disruptive Advantage

NOURISHED

Advantages of 3D Printing

Reacting to market trends & customer feedback in real time

Rapid product iterations

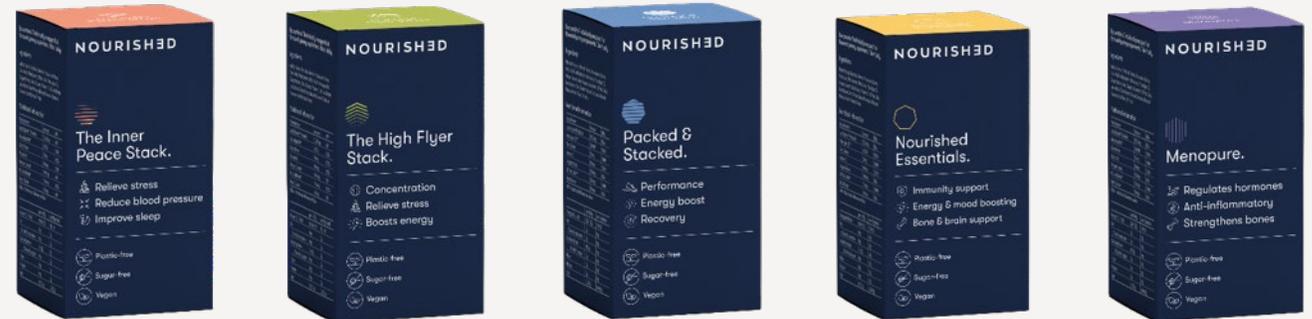
Can introduce new ingredient options in as little as 10 days

Ability to do fast 'Limited Edition', branded & influencer collabs

New product creation in 2-3 weeks



Custom Blends on Demand



The advantages of our proprietary 3D printing tech uniquely position us to react to market demand in real time and do collaborations instantly.



Unlimited Custom Blends on demand to react to trends



Due to our deep vertical integration, we can develop and test new blends on the fly, enabling superior targeting of all supplements sub-market segments.

Traditional Manufacturing Can't Compete

Our Mission

SCRIPTED

3D Printed Medicine – Curative Solutions

Problem

Incorrect Dosing



Wastage



Difficult & Unpleasant for Patients to Swallow



Unable to Control Dispersion Rate



Too Many Different Medications



Drug Burn Rates Affect People Differently



Solution

Personalized dosages for age, body & treatment regime = Perfect dose every time & faster patient recovery.

Printing only the exact required dosage each time = ZERO WASTE:
No drugs needing to be stored, no loss of efficacy as they age.

Delicious chewable vegan hydrocolloid encapsulation means easy swallowing and more enjoyment for patients.

Encapsulation to control absorption rates for different drugs & conditions. Important for time release drugs such as cancer treatments.

Combinations of various drugs can be made in single capsules making it possible to reduce complication & increase adherence.

DNA customized burn rate drugs can be created for each patient = Highest level of personalization.

Scripted's 3 Tier Patented Technology Stack can solve all these problems & more!

Coming 2022

Our Go to Market Strategy



1000+
5 STAR
Customer
Reviews

6000+
Customers
in under
12 months

30-50%
M-o-M
Growth

As the pandemic and global landscape develops we continually reassess our plans and have multiple alternative pivot plans which we can activate if we are unable to go to the USA etc or otherwise



Thank you.

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