



## **Fiona Karet**

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# Step 1: 'sounds like a good idea.....'



**Listening to frustrated patients with low potassium in my clinic.....**

And using my own experience of 49 years with diabetes....

# Potassium testing is not yet possible outside of hospital

Potassium is currently measured only via venous blood draw and laboratory analysis  
There is no approved home test



**Delays in results and treatment**



**Avoidable hospital admissions**



**Stress, worry, inconvenience**



**Risk of sudden death in major patient group**

Step 1: 'sounds like a good idea.....'

Step 2: find the right collaborator, and grant(s).....



Listening to frustrated patients with low potassium in my clinic.....

And using my own experience of 49 years with diabetes....

Dr Tanya Hutter, then a Cambridge nanochemist

Kidney Research UK pilot followed by project grant

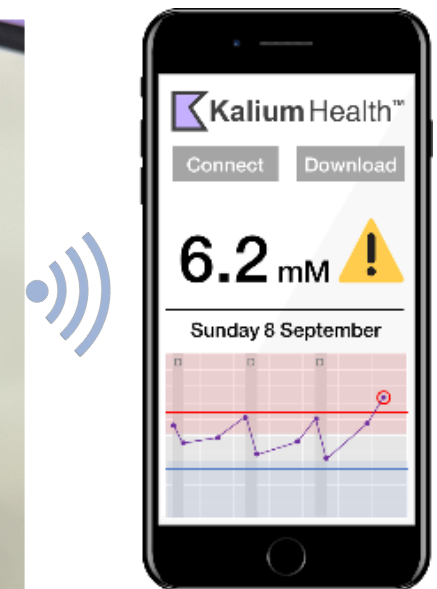
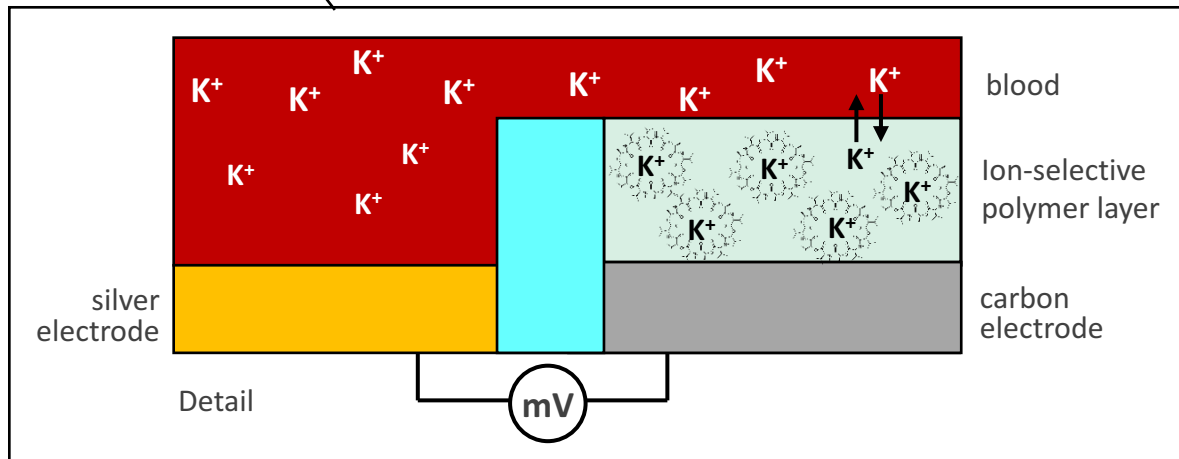
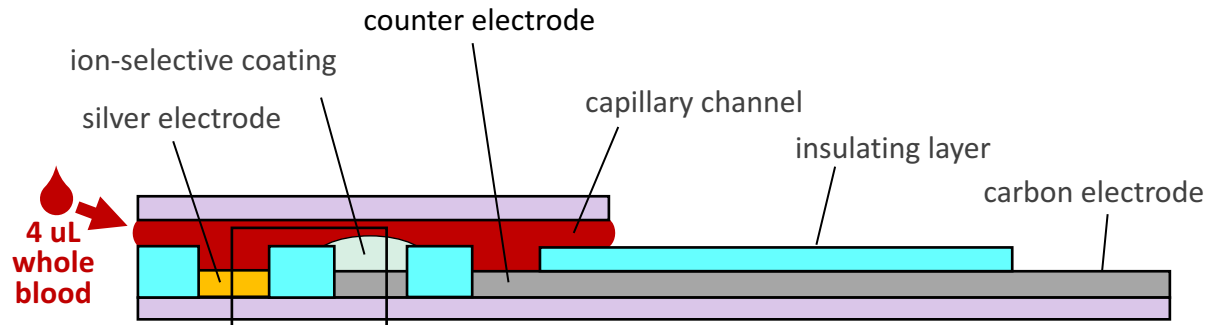


# Low-cost, miniaturised sensing technology

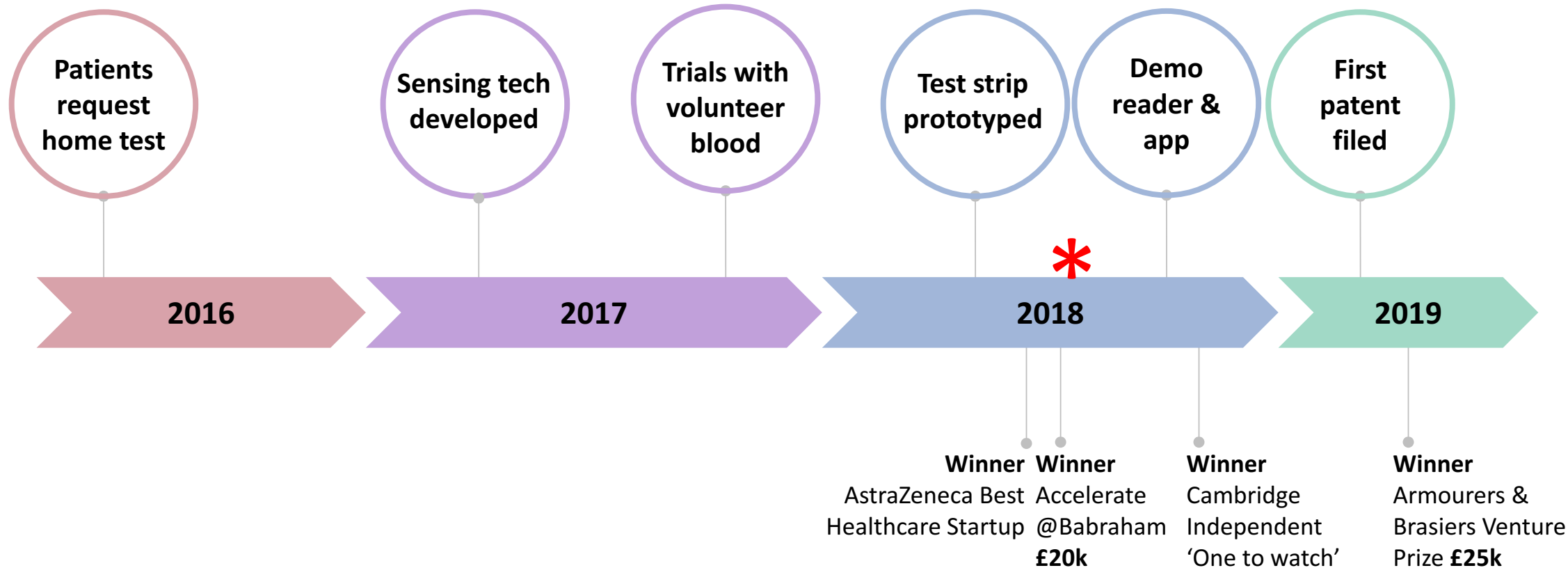
Faster results

Improved accuracy

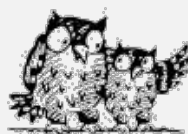
Patent filed



# Step 3: time your spin out....

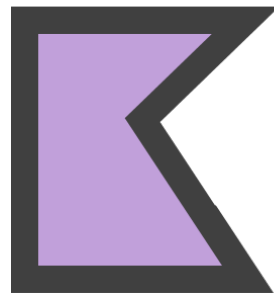


£237k academic grant funding



Addenbrooke's Kidney Patients Association





# Kalium Health<sup>TM</sup>

Personalised electrolyte monitoring

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🌐 [www.kaliumhealth.com](http://www.kaliumhealth.com)

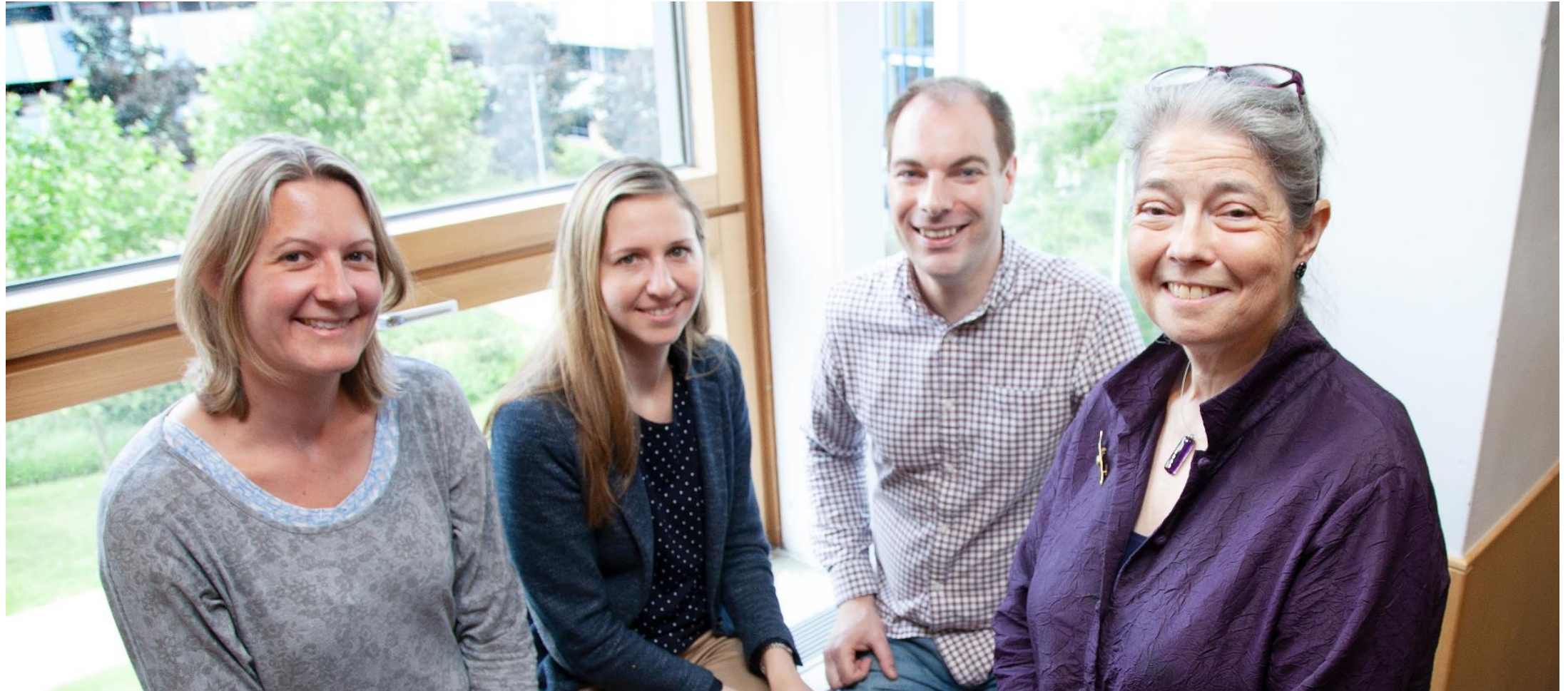
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**Liz Norgett, CSO**

**Tanya Hutter, CTO**

**Tom Collings, CEO**

**Fiona Karet, CMO**



**Our mission: empower patients, improve care pathways, save healthcare costs and lives**



## Considerations

Training (inc. pitching)

Money

Staff recruitment

Advisers

Comms: internal and external

Premises

Networking

## Worries

Money

Milestones

Impostor syndrome

Energy and 'Real' job

Thinking laterally

Pandemics etc...

## Thanks

Colleagues

Patients

Board and Advisers

Funders and investors

Family

(FDA + ?)

# Support from our future customers

Daily enquiries from patients and clinicians

“

I would be able to detect rising potassium levels and treat them before it got to the stage of needing to go to hospital - which currently happens about once a fortnight

It would be really beneficial to know my daughter's levels while at home. She had severe episodes which resulted in 18 hospital admits in 2017



I'm in emergency at least 5 times a month - this would be a godsend”

Patients

“

I'm very interested for personal use as well as professional. I work as a GP in Sweden

I am interested in this for myself... and for our patients as I work with cancer and heart patients at a hospital

Where can I purchase this kit and be a distributor? I am a dietitian”



Clinicians