



A Kalaari Capital Initiative

No Ceiling Stories



Dr. Geetha Manjunath
Founder, CEO & CTO,
NIRAMAI



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From building India's first supercomputer to creating transformative health tech, Geetha is one of **India's top deep-tech innovators**.

Geetha **founded NIRAMAI Health Analytix** - an AI-powered, non-invasive, radiation-free breast cancer screening tool.

- ✔ What began as personal grief evolved into a global solution.
- ✔ A research prototype became a startup with a lasting impact.





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A curious kid. A dreamer with tools.

Raised in Bengaluru, Geetha was encouraged by her father to question, repair, and explore.

That early curiosity set the foundation for a future built on problem-solving and purpose.





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Father's advice that shaped a future.

In the mid-1980s, she ranked 12th in the state of Karnataka in engineering and 15th in the medical CET.

Despite pressure to choose medicine, her heart was set on engineering.

With her father's unwavering support, she chose it — and earned a state gold medal.





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A coder before coding was cool.

During her years at IISc in the late '80s, she was often the only woman in the room — but always the one ready to lead.

- ✔ Earned a PhD in Computer Science, specializing in AI and data mining.
- ✔ Built a four-node parallel computer as a final-year project — her first taste of real-world innovation.
- ✔ Pursued management education at the Kellogg School of Management, Chicago.





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Breaking ground in tech.

In 1990s, Geetha worked at C-DAC, contributing to India's first commercial supercomputer.

She spent 17 years at HP Labs and later became Lab Director for AI at Xerox Research India.

But soon, tech and life would collide in ways she couldn't ignore.





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When healthcare met heartbreak.

In 2015, when Geetha was researching AI in healthcare, two close family members — both under 45 — were diagnosed with late-stage breast cancer.

Their loss moved her deeply.

Shocked by the preventability of the disease if detected early, she felt compelled to take action.

“In India, someone dies of breast cancer every 6 minutes. Why am I solving anything else?”





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A side project with life-saving potential.

Existing screenings were expensive, painful, and ineffective for younger women.

She believed there had to be a better way.

While still at Xerox, **Geetha began experimenting with a new idea:** Using thermal imaging and machine learning to detect breast cancer at an early stage.





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In July 2016, she took the leap.

After 10 months of research, the project was shut down at Xerox. Geetha quit her job and chose to go all in.

She founded NIRAMAI with then co-founder Nidhi Mathur, building a solution that was:

- ✓ Non-invasive
- ✓ Radiation-free
- ✓ Privacy-aware
- ✓ Portable
- ✓ Affordable
- ✓ Effective for all ages



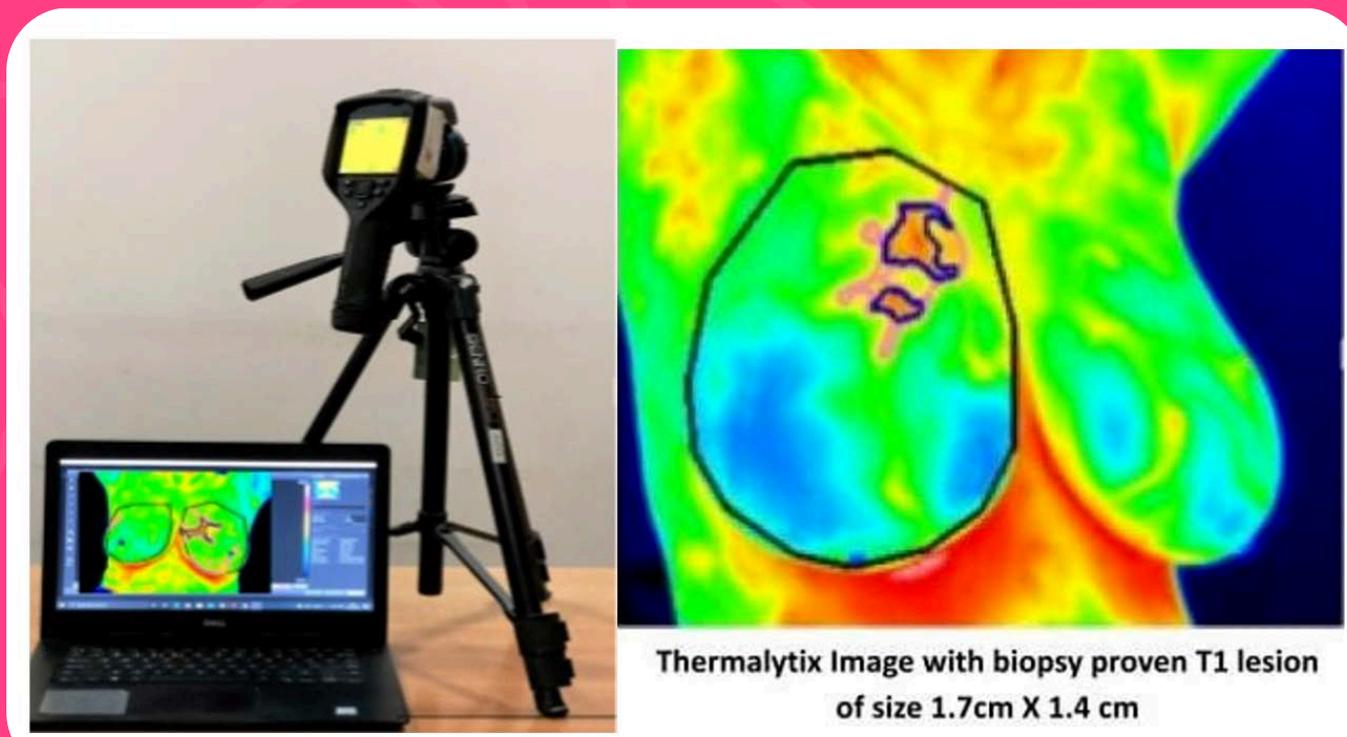


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Pioneering innovation: Thermalytix™ — the core of NIRAMAI.

A proprietary AI-powered breast cancer screening technology that:

- Analyzes **400,000+ temperature points** on the chest to detect breast cancer.
- **30% more accurate** than traditional methods.
- **Costs** just **20%** of standard tests.
- Non-invasive, radiation-free, privacy-first.



Thermalytix Image with biopsy proven T1 lesion
of size 1.7cm X 1.4 cm



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By 2018, the impact was real.

- Clinical trials with India's top hospitals.
- Commercial rollout begins.
- 60,000+ women screened by 2022.
- Adopted in 100+ hospitals and diagnostic centers.
- Used across India and Kenya.





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And the world took notice.

- CE Mark (Europe).
- US FDA 510(k) clearance for SMILE-100 (2023).
- Pilots in UAE, Europe, and USA.
- Impacted 2.5 lakh women in 22 countries.
- 39 global patents, including 15 US patents.
- Backed by \$ 14.7 M+ in funding, including the Bill & Melinda Gates Foundation.





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Accolades kept coming.

- 🏆 Forbes India: Top 20 Self-Made Women (2020).
- 🏆 World Bank Women's HealthTech Award (2022).
- 🏆 National Startup Award (2020).
- 🏆 Accenture Vahini Innovator of the Year (2020).
- 🏆 Addressed the UN General Assembly (2023), advocating for early screening and women-led innovation.



Dr. Geetha Manjunath
Addresses the United
Nations General Assembly



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Beyond breast cancer.

Since 2021, NIRAMAI has expanded its platform to detect:

- Parasitic infections.
- Respiratory illnesses, including COVID-19.
- Low-resource diagnostic use cases in underserved regions.

Goal: Make preventive healthcare a global norm, not a luxury.

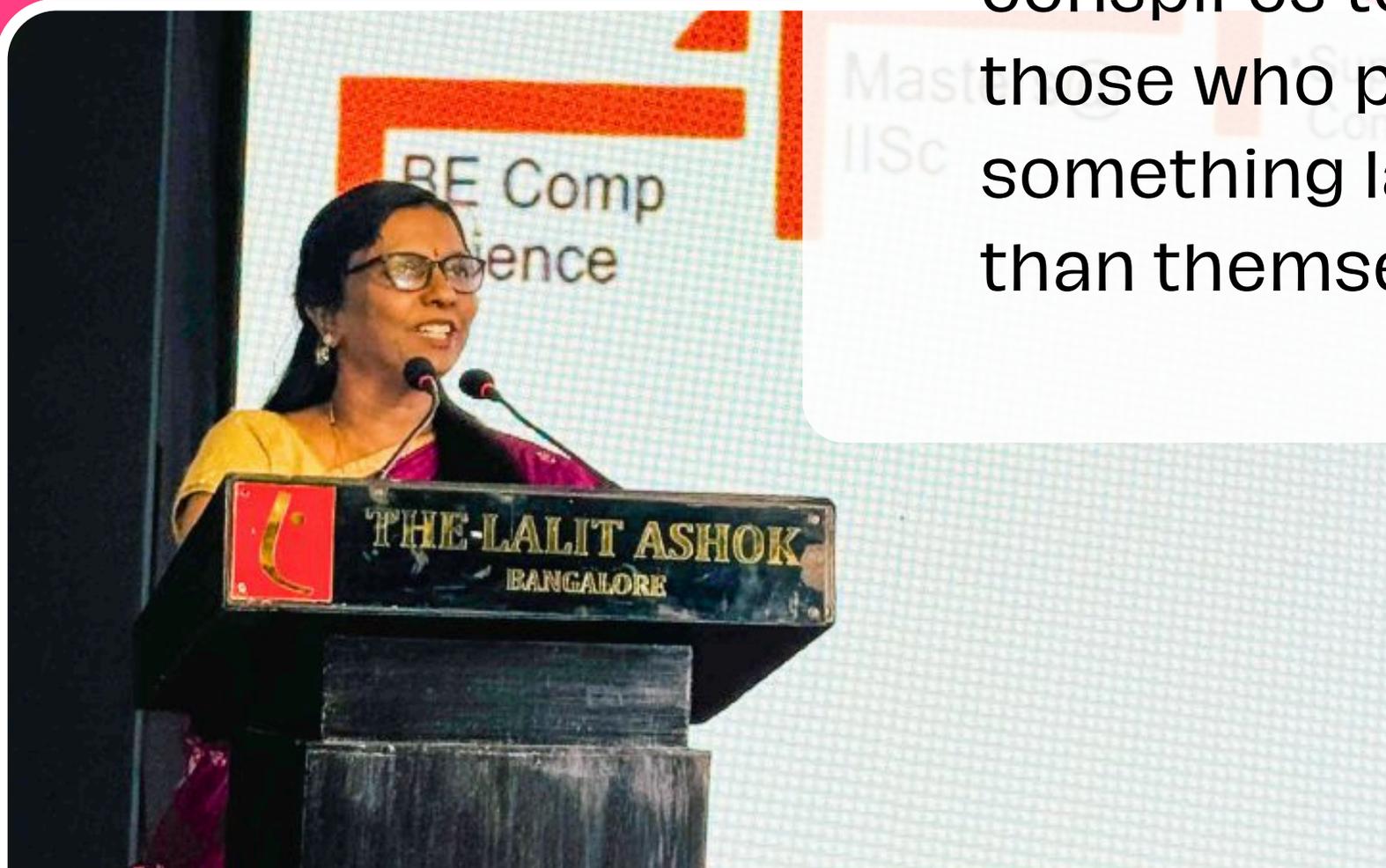




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Innovation driven by purpose and empathy.

“Walk the unbeaten path... the universe conspires to support those who pursue something larger than themselves.”



Geetha did just that and changed the future of healthtech for millions.



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Celebrating women
who break barriers
and redefine
possibilities.

Because if she can do it,
so can you.