

A world free of postoperative complications.

Innovative patient monitoring solutions

Senzime develops and markets a leading portfolio of patient monitoring systems powered by state-of-the-art algorithms that drive a clinical and digital paradigm shift to improve patient safety.

BioStock 2023.





This is Senzime.

- 1 **A global medical technology company** driving innovation and a digital technology shift within monitoring – addressing over 100 million patients and a market valued >40 billion SEK.
- 2 **Developer and producer of algorithm-powered monitoring** solutions with recurring use of proprietary disposable sensors to help eliminate respiratory complications following anesthesia, with legacy from Mayo Clinic and Harvard / Mass General Hosp.
- 3 **Commercial infrastructure in over 30 countries** including subsidiaries in US and Germany as well as license, distribution and commercial partnerships.
- 4 **Strong focus on environmental sustainability** as the only stand-alone neuromuscular provider committed to United Nations Global Compact and with ISO 14001 certification.
- 5 **Supported by broad clinical guidelines**, run by a world-class team, and backed by long-term committed investors with a NASDAQ Stockholm Main Market listing.

Securing every patient's right to breathe safely again after surgery.

The TetraGraph® system is used during surgery to accurately monitor the patient's level of neuromuscular blockade. This helps anaesthesiologists secure the right dose of neuromuscular blocking drugs and their antagonists, as well as indicate when it is safe to allow patients to breathe on their own.

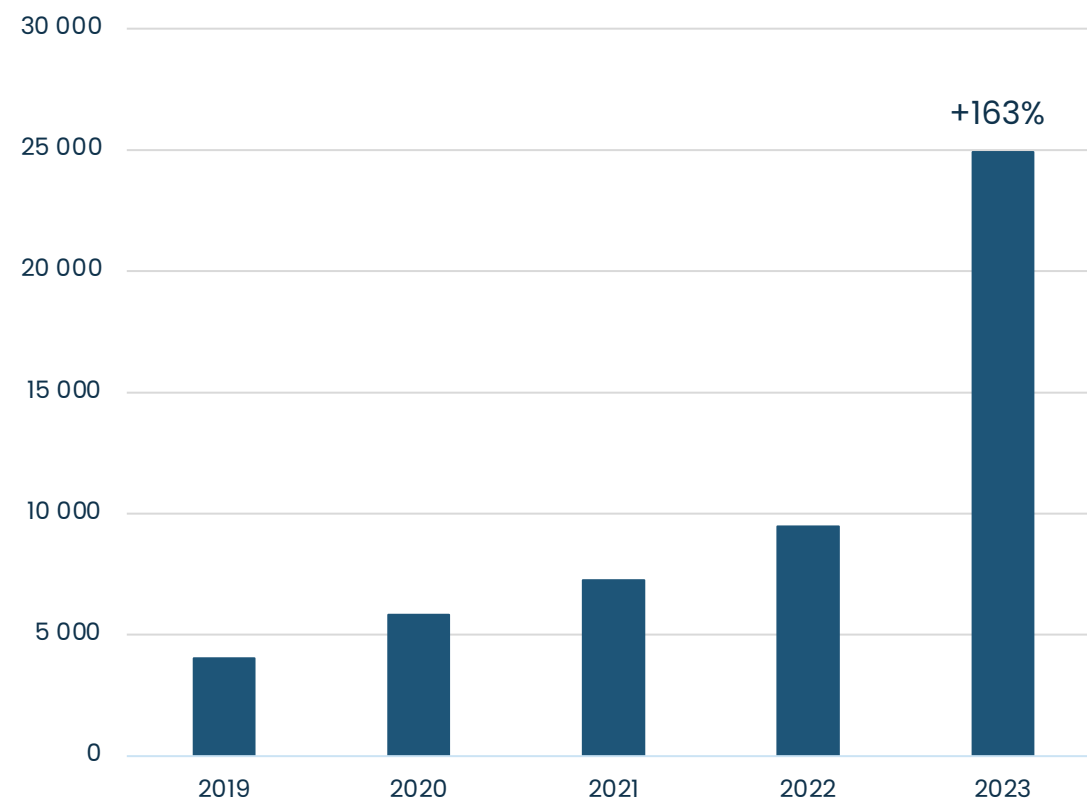
The TetraGraph system is based on 40+ years of scientific research and clinical care under the leadership of Professor Sorin Brull of Mayo Clinic and Yale, and through collaborations with leading international academic centers.



Senzime's rapid growth rate continues in Q3 2023

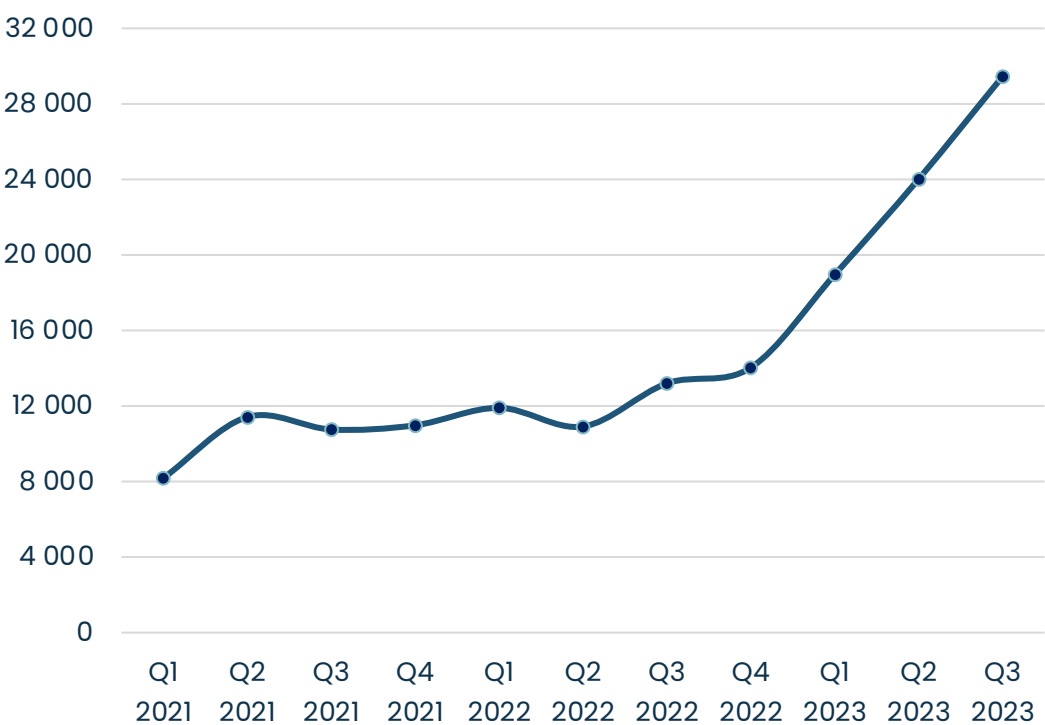
- 1 Net sales for Q3 reached SEK 9.2 m (3.7).** Overall growth 146%, monitors 275% and disposables 84%
- 2 Growth driven by major hospital wins in the US market** and recurring sales of disposable sensors
- 3 Product mix and production efficiencies** strengthened YTD gross margin to 69.3% (60.5% YTD '22)
- 4 Ramping up production** to meet demand resulting from new EU and US clinical guidelines
- 5 Secured long-term funding** via two direct shares issues raising SEK 173 million from long-term investors

Total revenues Q1-Q3 (kSEK)

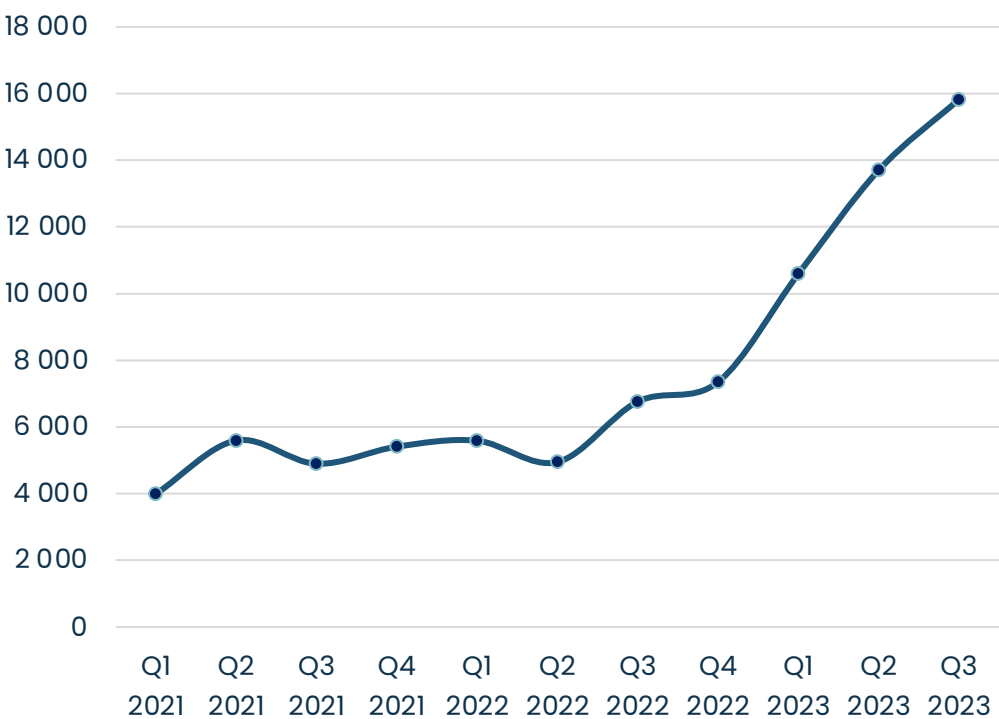


Strong sales of disposable sensors drives rapid growth rate and margins

Net sales rolling-12 months (kSEK)

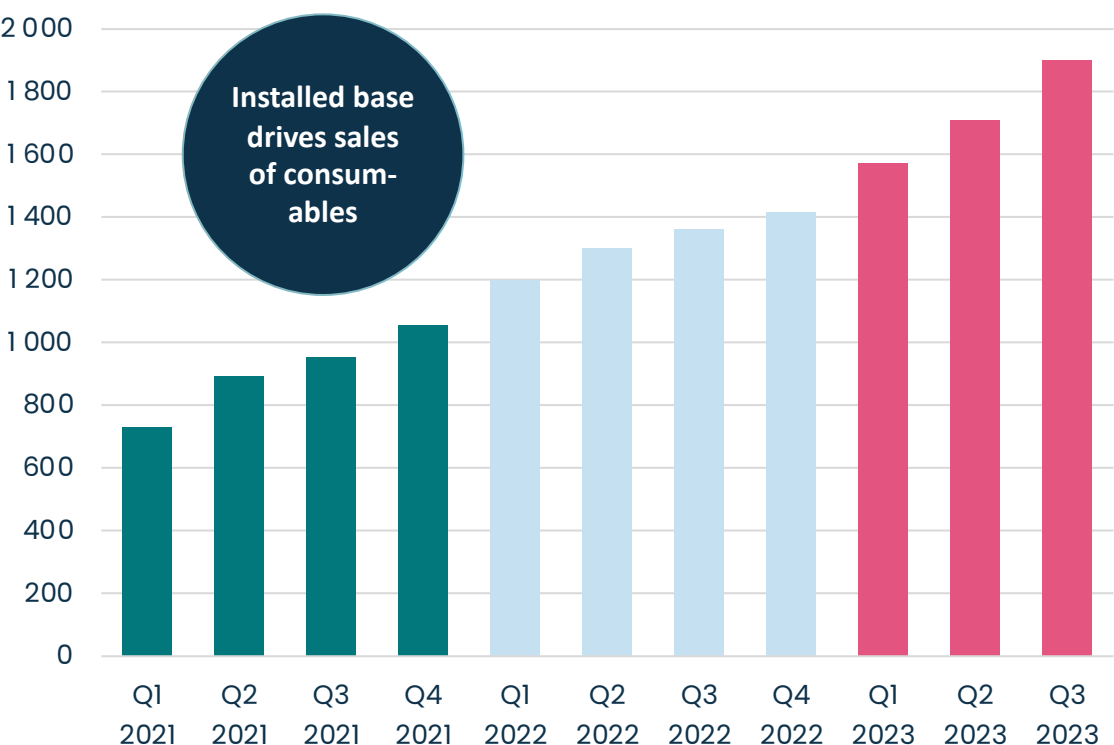


Sales of TetraSens consumables, rolling-12 months (kSEK)

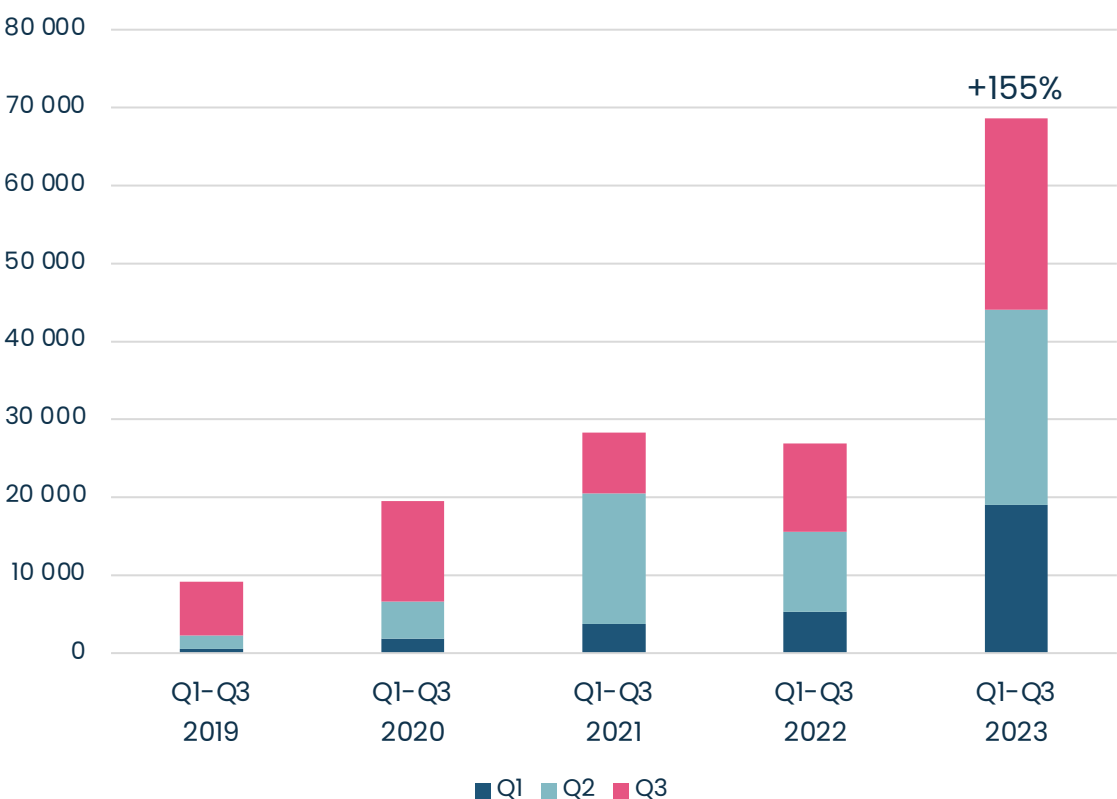


Installed base of monitors grows, drives sales of disposable sensors

Shipped base of TetraGraph systems¹



Shipped TetraSens disposable sensors Q1-Q3 (units)



Note: 1) Includes monitors sold through direct and distributor sales, Fukuda and monitors placed at customer sites;
Source: Company information.

Major hospital system wins on US West Coast

1 **Leading university hospital system in California** orders 70 TetraGraph monitors to be installed over a 9-month period. Initial order value approx. SEK 1.5 m expected annual recurring revenues of SEK >3 m per year in full use.

2 **Top-10 nationwide rated California-based hospital system** orders 110 TetraGraph monitor. initial order value amounts to approximately SEK 2.75 m with expected annual recurring revenues of SEK >5 m per year in full use

3 **Leading US Integrated Delivery Network (IDN)** contract serving several million members mainly on the US West Coast. Estimating full installation to reach close to 300 TetraGraph systems when fully deployed with potential of SEK >10 m in recurring revenues when fully deployed and in use.



Why leading hospitals choose the TetraGraph System for neuromuscular monitoring

1

TRUSTED VENDOR

Senzime is the only company in the portable EMG-space that is publicly traded, has over 40 years of R&D legacy, sprung out of Mayo Clinic, and with sustainable in-house production.

2

LEADING SOLUTION PROVIDER

The TetraGraph is powered by a 5th generation proprietary EMG-algorithm for maximum accuracy. Auto-calibration, And broad EMR connectivity, and a broad portfolio of disposable sensors.

3

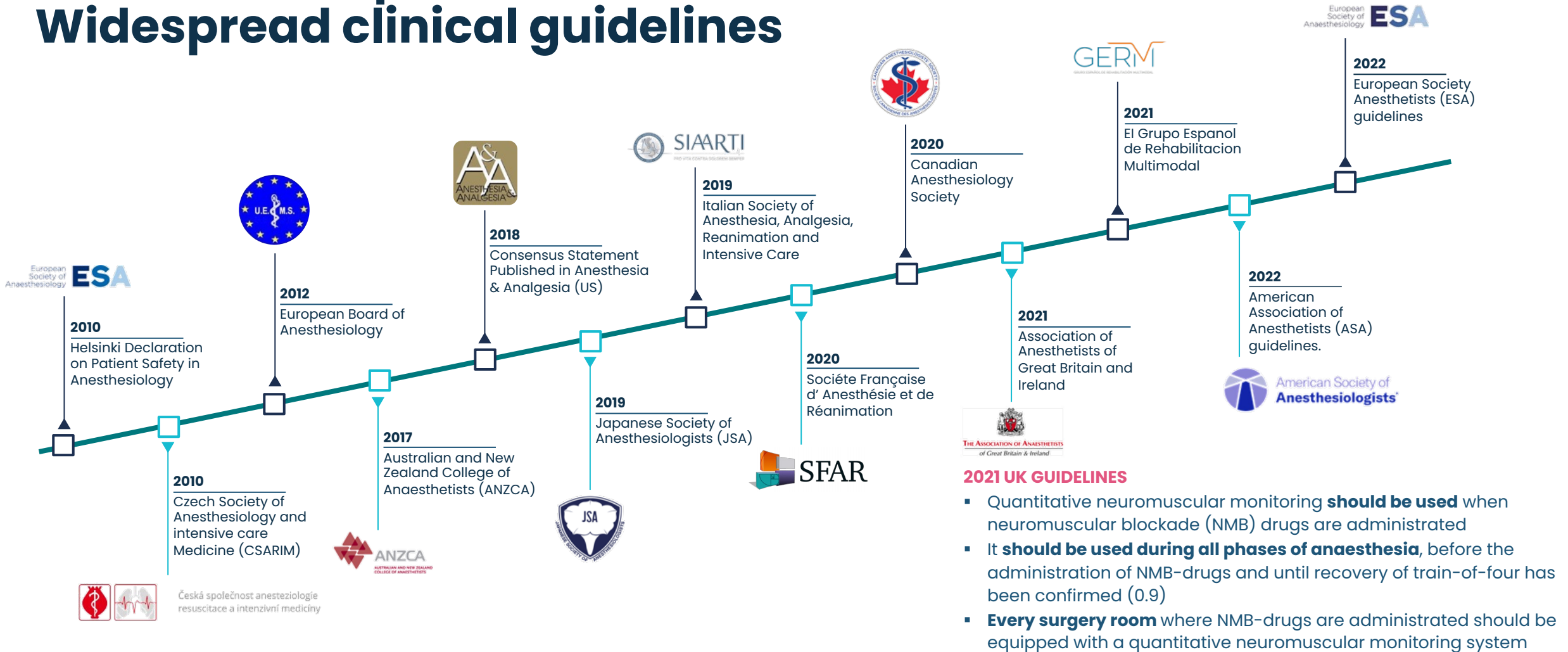
COMMERCIAL EXCELLENCE

Senzime's commercial and clinical teams ensure successful large scale hospital deployments. Senzime has impressive reference installations and key opinion leader support.

“Helping the anesthesiologist secure the right dose of paralytics and indicate when its safe for the patient to breathe again.”



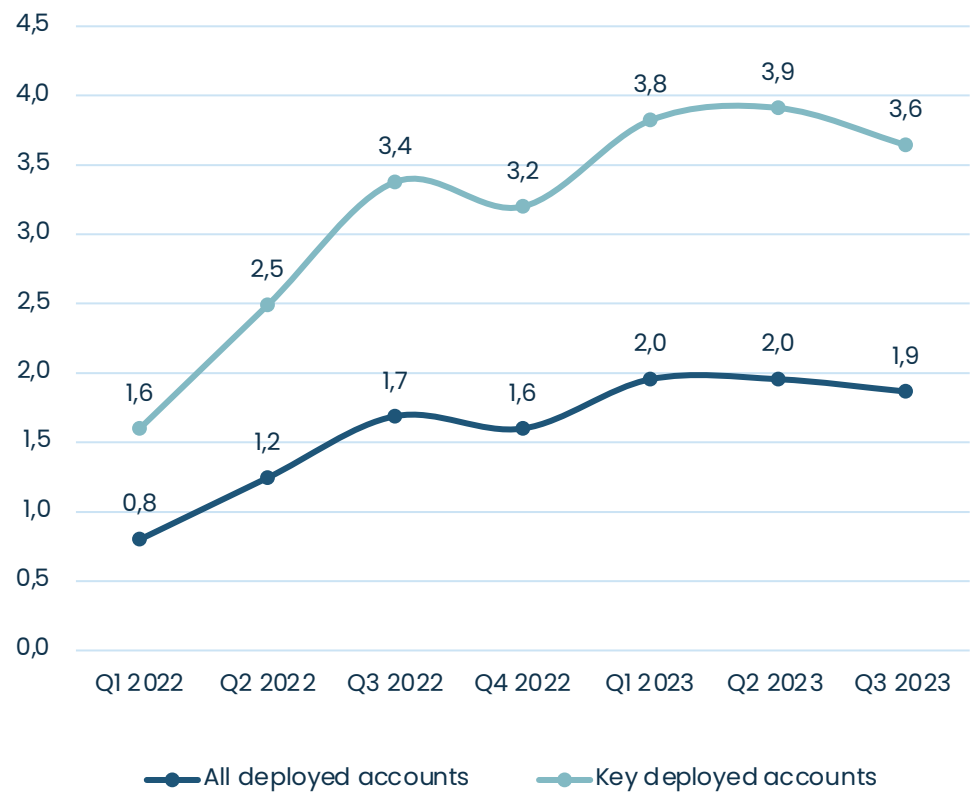
The inflection point: Widespread clinical guidelines



Utilization rate driven by leading hospital accounts



Utilization rate, TetraSens use per week¹



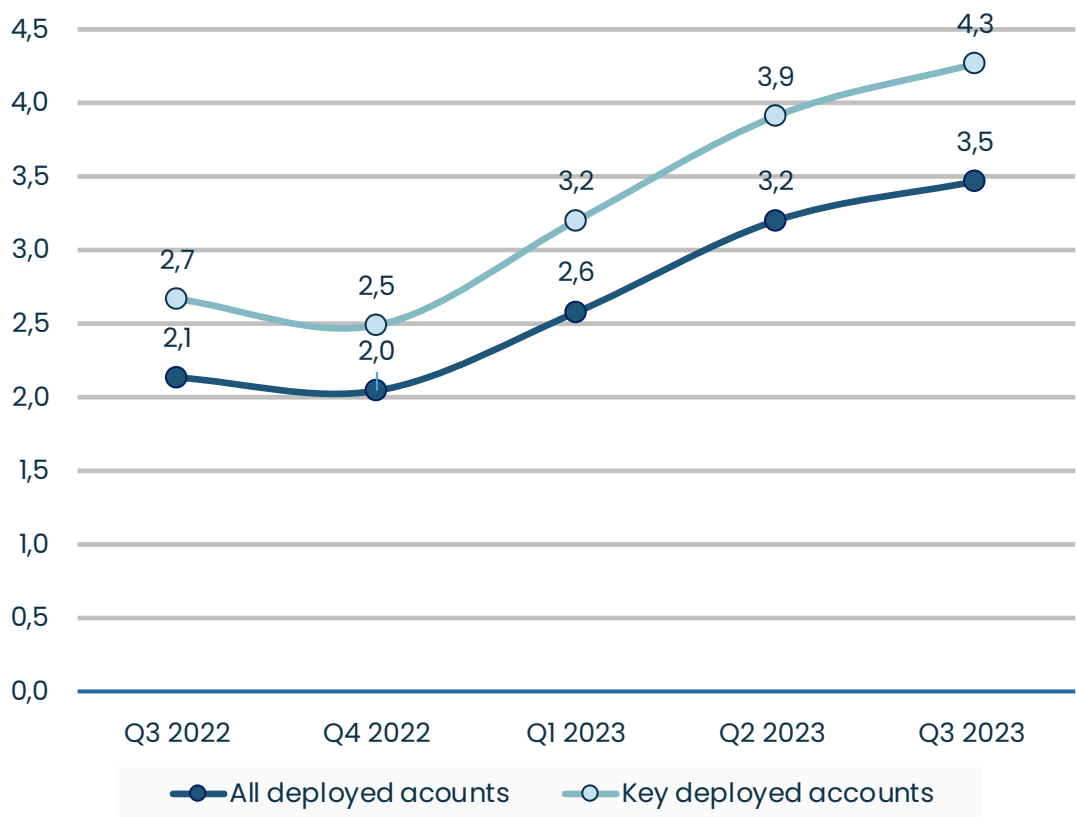
Selected US key accounts



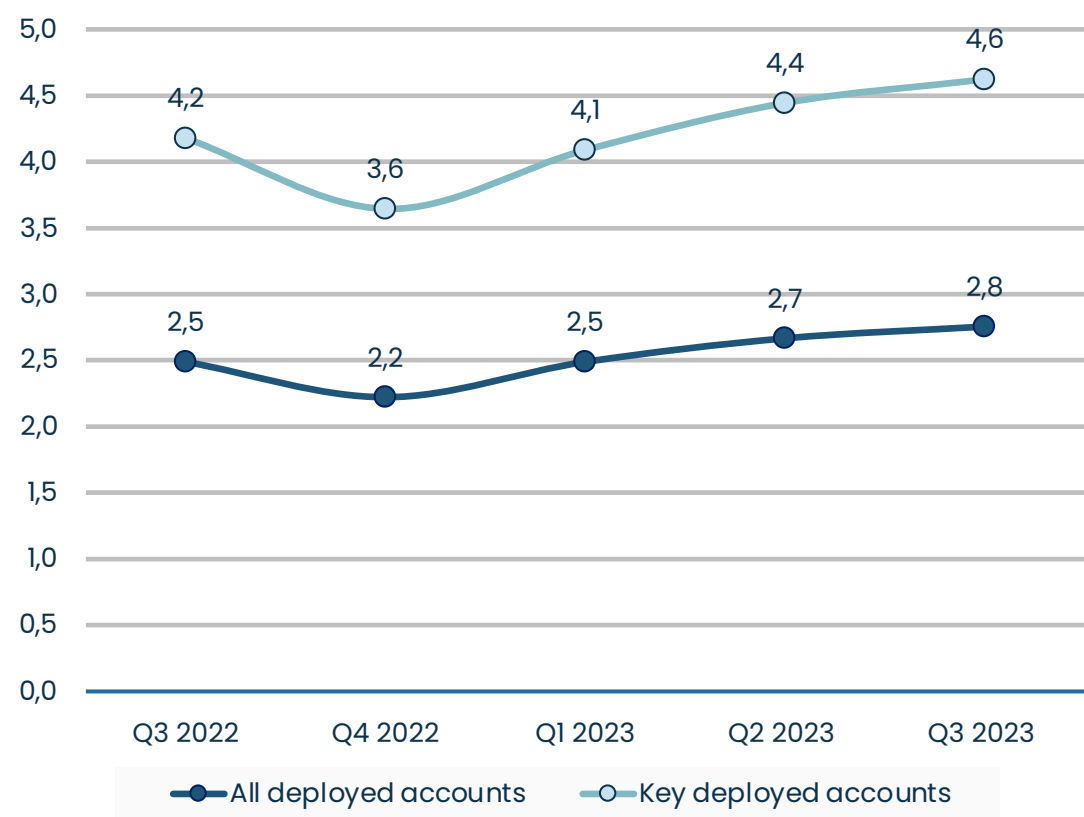
1. Calculated based on number of TetraSens electrodes shipped divided by installed base of TetraGraph monitors, in focus markets (US, Germany and EU distributors). The figure refers to the number of TetraSens per TetraGraph monitor per week, calculated on 45 working weeks per year. "All deployed accounts" refers to all accounts in focus markets with installed TetraGraphs, and "Key deployed accounts" refers to key accounts in focus markets. (

Increasing TetraGraph utilization rate in direct key markets

Utilization rate US-market

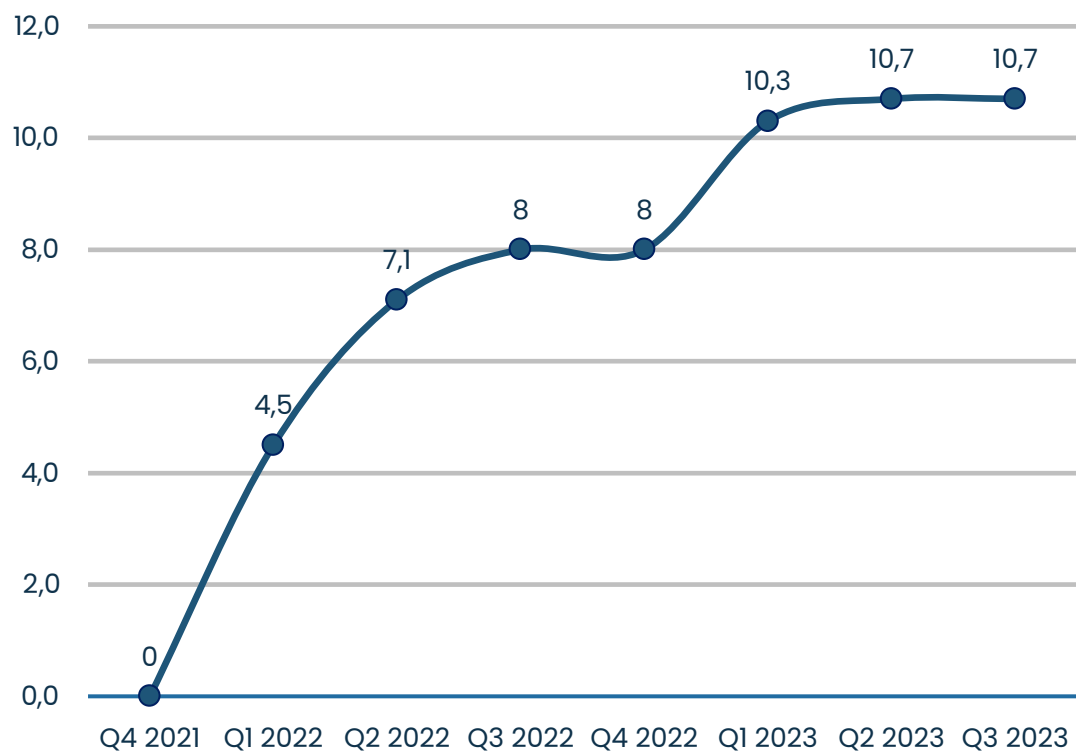


Utilization rate German-market



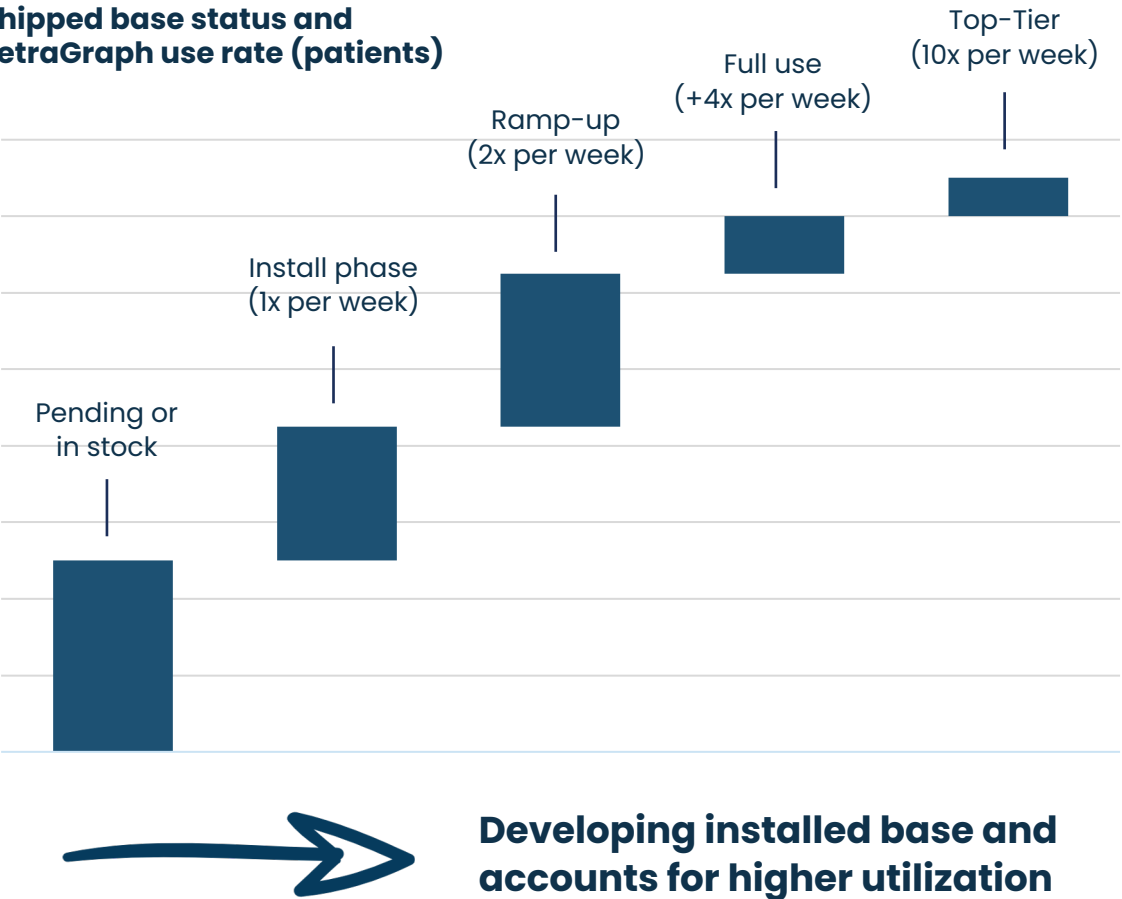
Proven high TetraGraph utilization rate in Germany

Leading German robotic surgical centre.
TetraSens usage per TetraGraph and week.

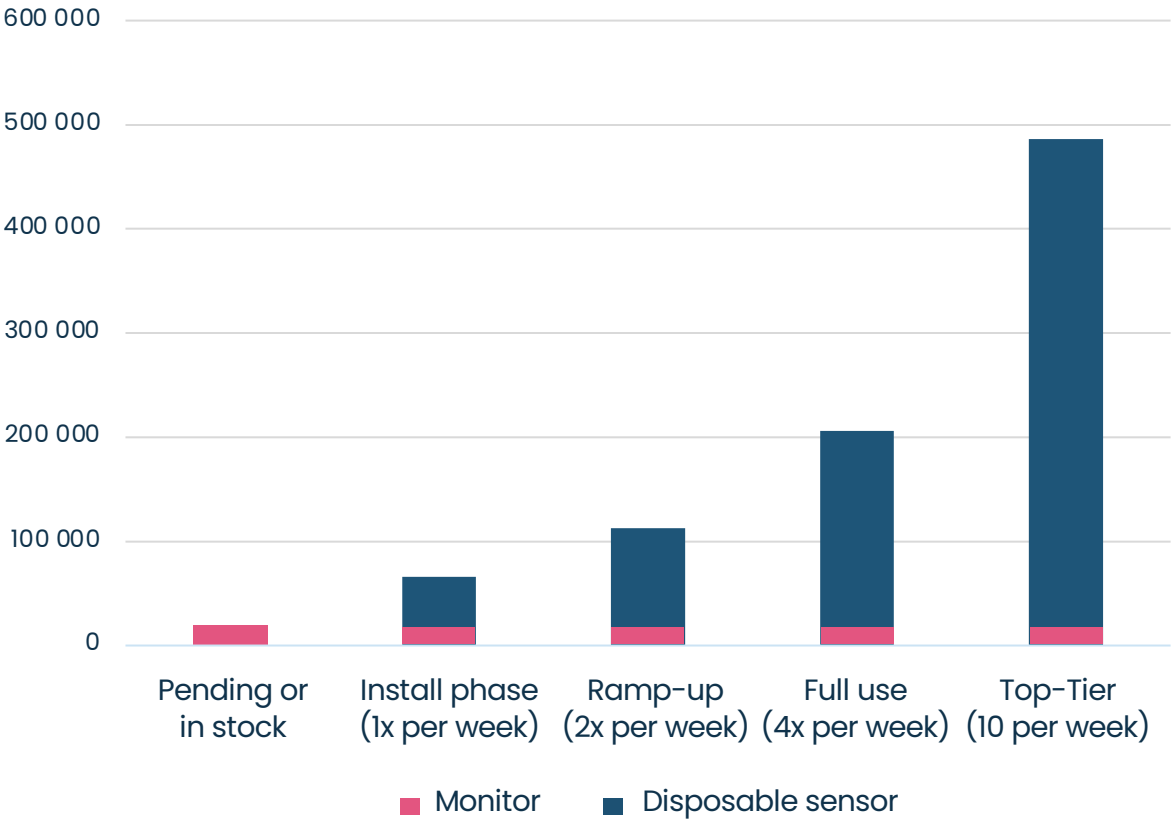


Creating value from the installed base of TetraGraphs

Shipped base status and TetraGraph use rate (patients)

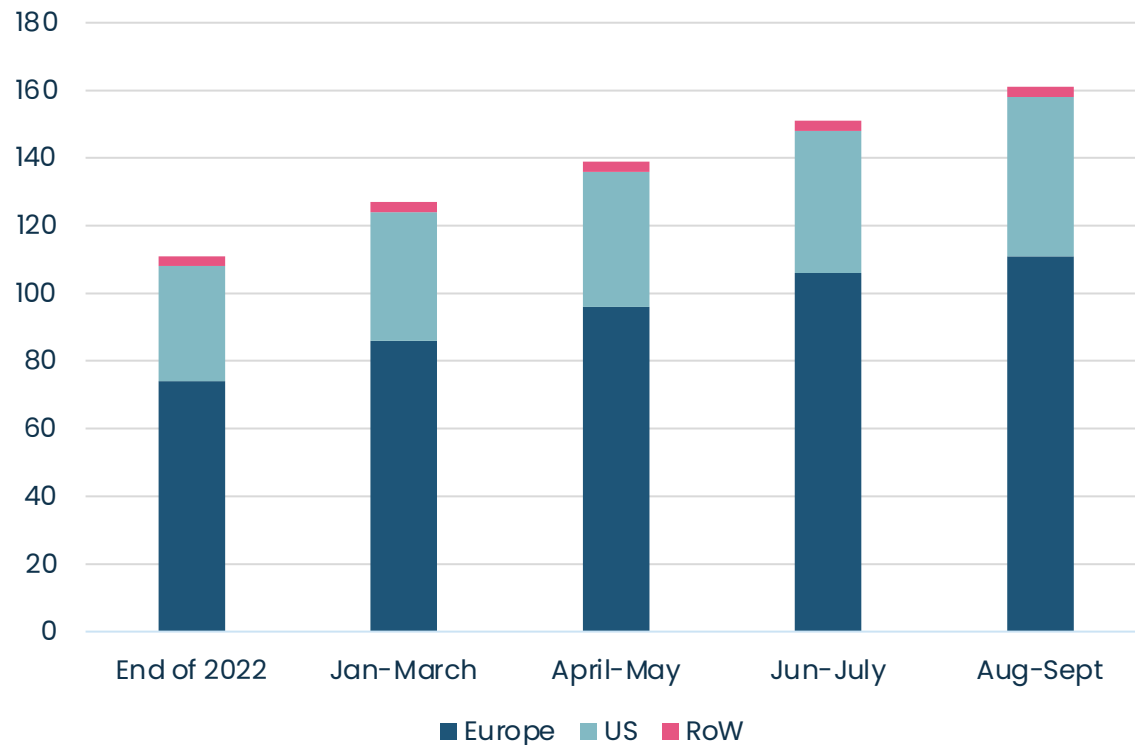


5-y LTV per TetraGraph and utilization rate US (SEK)



TetraGraph customer (hospital) growth 2023

Number of active hospital accounts, end of period*

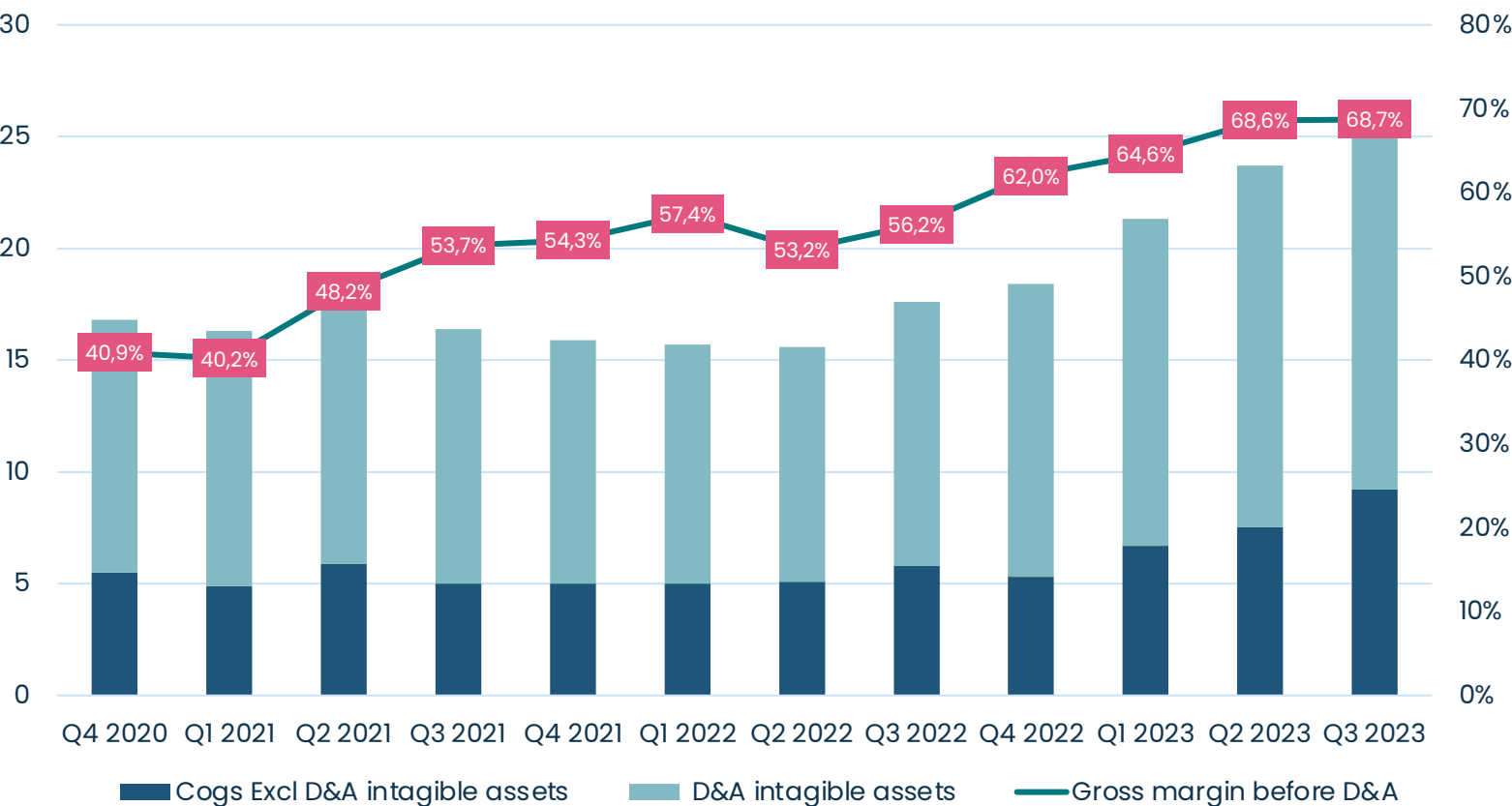


* Excludes accounts in Japan, South Korea and smaller distribution markets.



Product market mix and move to in-house production drives gross margin

Development of COGS (MSEK) and Gross Margin rolling-12 months (%)



SEK 173 million raised in Q3 from long-term investors securing Senzime's growth plans

Secured long-term funding via two direct shares issues raising a total of SEK 173 million from long term investors. Cash end of Q3 amounted to SEK 69.7 million.

1

56 MSEK raised at market pricing of SEK 4.50 in August 2023 from mainly existing institutional shareholders

2

117 MSEK raised at premium price (vs. VWAP 20 days) of SEK 6.50 in September 2023 from a group of institutional investors including Segulah Medical Acceleration, Carnegie Fonder, Crafoord Foundation etc.

— As of Sept 30, 2023 —

— After 117 MSEK round is registered —

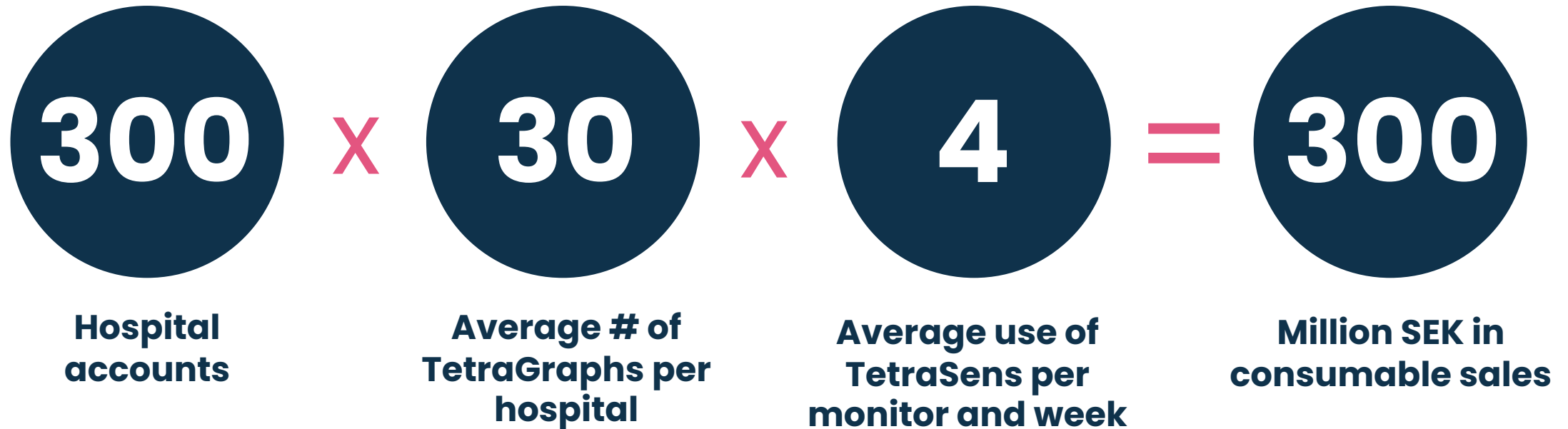
Ten largest shareholders	Number of shares	Capital (%)	Number of shares	Capital (%)
Crafoord family and Foundation	19 447 051	19,4	20 222 051	17,1
Segulah group (Venture, AB & SMA)	5 413 271	5,4	13 113 271	11,1
Handelsbanken Fonder AB	7 545 390	7,5	8 320 390	7,0
Pershing LLC.	7 204 875	7,2	7 204 875	6,1
Fjärde AP-fonden	6 371 578	6,4	7 571 578	6,4
Fredrik Rapp	3 778 946	3,8	6 803 946	5,8
IBKR Financial Services	4 934 587	4,9	4 934 587	4,2
TIN Ny teknik	4 863 157	4,9	4 863 157	4,1
Swedbank Robur Microcap	3 742 881	3,7	4 417 881	3,7
The Bank of New York	4 364 689	4,4	4 364 689	3,7
Carnegie Fonder	0	0,0	3 850 000	3,3
Others	32 456 189	32,4	32 456 189	27,5
Total number of shares	100 122 614	100,0	118 122 614	100,0

US OTCQX cross listing

- Sensime has over 10% its shares held by US based investors.
- To attract more US based investors and enable trading of the Sensime-share, an application to trade on the US based OTCQX trading platform has been submitted.
- OTCQX is a cost-effective and smart alternative to listing on Nasdaq NY or NYSE.
- Trading estimated to commence in the end of October 2023 via the ticker SNZZF.



The Senzime 300 equation



The diagram illustrates the 'Senzime 300 equation' as a multiplication of three factors to reach a total of 300. It features four dark blue circles. The first circle contains the number '300' and is labeled 'Hospital accounts'. The second circle contains the number '30' and is labeled 'Average # of TetraGraphs per hospital'. The third circle contains the number '4' and is labeled 'Average use of TetraSens per monitor and week'. These three circles are connected by red 'x' symbols. A red '=' symbol follows the third circle, leading to a fourth circle containing the number '300', which is labeled 'Million SEK in consumable sales'.

$$300 \times 30 \times 4 = 300$$

Hospital accounts

Average # of TetraGraphs per hospital

Average use of TetraSens per monitor and week

Million SEK in consumable sales

Goal is that Senzime shall maintain a market share of at least 10% in its addressed market segments and reach a long-term EBITDA margin exceeding 40%.



“We’re in the midst of a once-in-a-decade opportunity to become a global leader in algorithm-powered monitoring solutions that can help eliminate postoperative complications.”

Wrap-up messages



Strong product offerings addressing a clinical and technological large market shift



De-risked case in scale-up phase with strong US focus and supported by new clinical guidelines



Now driving up utilization of installed TetraGraph base and cost-effectively scaling in focus markets



Backed by strong long-term investors and run by a seasoned team on a mission to make significant impact for patients and shareholders.

