A world free of postoperative complications.

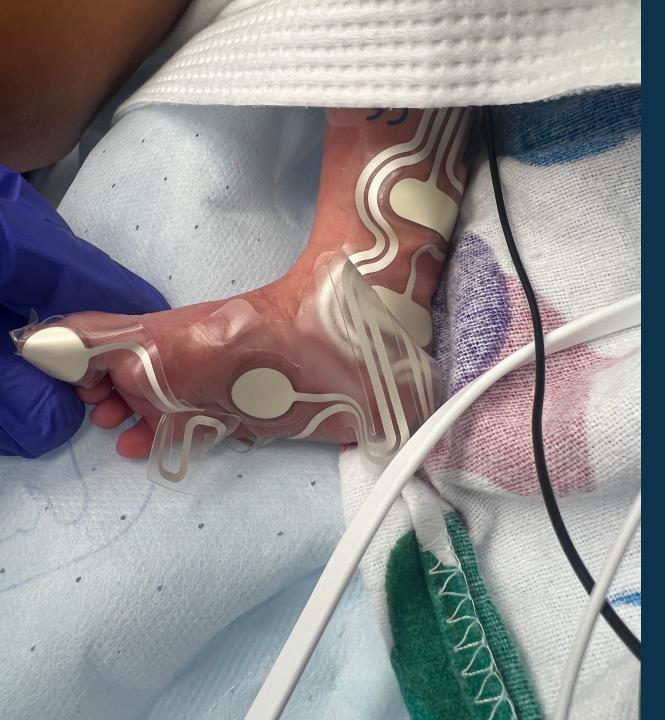
Precision-based patient monitoring.

Senzime delivers advanced monitoring solutions that are at the forefront of precision-based care. Our portfolio, powered by proprietary smart algorithms, equips anesthesia providers with real-time data and insights, facilitating informed decisions and elevating patient care standards.

Q4 and 2023 summary.







This is Senzime.

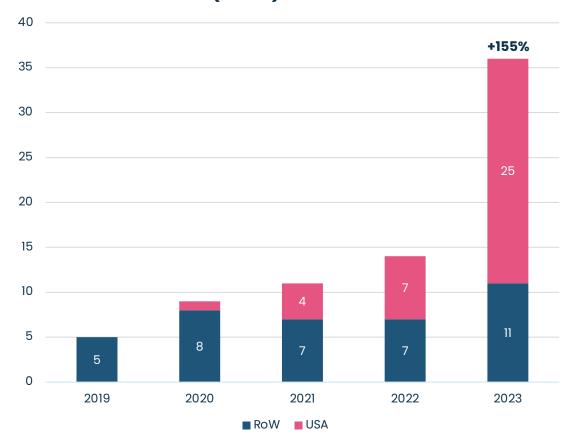
- Senzime is a global medical technology company driving a digital and clinical shift within patient monitoring addressing over 100 million patients and a market valued >40 billion SEK.
- Our solutions enable precision-based patient monitoring to help optimize drug doses and eliminate post-operative complications
- Our leagey is based on extensive research at Mayo Clinic, Harvard and Mass General Hospital, and our solutions are compliant with new clinical guidelines in US, Europe and many other countries.
- Commercial infrastructure in over 30 countries including subsidiaries in US and Germany, as well as license, distribution and commercial partnerships.
- ...And we're one of the fastest growing medical device companies on Nasdaq Stockholm backed by long-term committed investors and run by a world-class team.



Senzime 2023: Commercial Breakthrough

- Net sales in 2023 reached SEK 35.8 m (14.0). Overall growth 155%, monitors +143% and disposables +166%
- Growth mainly driven by major hospital wins in the US market and recurring sales of disposable sensors
- Product mix and production efficiencies strengthened gross margin up to 69.8% (62.0%)
- Commercial and production teams ramped-up to meet demand by new EU and US clinical guidelines
- Secured long-term funding via shares issues raising SEK 265 million from long-term investors

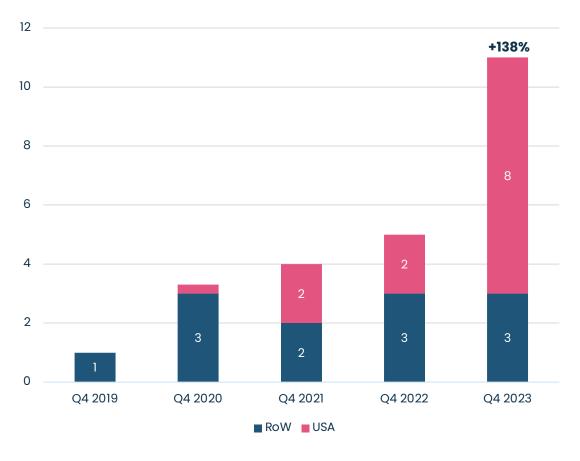
Total revenues 2023 (MSEK)



Senzime Q4 2023: Accelerated Growth Rate

- Net sales for Q4 reached SEK 10.9 m (4.6). Overall growth 138%, monitors 162% and disposables 126%
- Strong growth in US market with net sales increasing more than four-fold to SEK 8.3 m (1.8 m) by new hospital wins and recurring disposable sales
- Utilization rate of TetraGraph monitors continues to increase to new levels (4.8 per week for Key Accounts)
- Product mix and production efficiencies strengthened Q4 gross margin to 70.8% (65.3%)
- Trading of Senzimes share (SNZZF) commences on OTCQX markets in New York

Q4 revenues (MSEK)





Installed base of monitors grows, drives sales of disposable sensors

Shipped base of TetraGraph systems¹



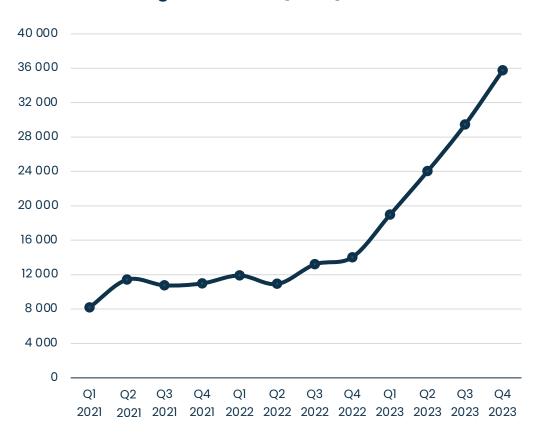
Shipped TetraSens disposable sensors 2023 (units)



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

Strong sales of disposable sensors drives rapid growth rate and margins

Net sales rolling-12 months (kSEK)

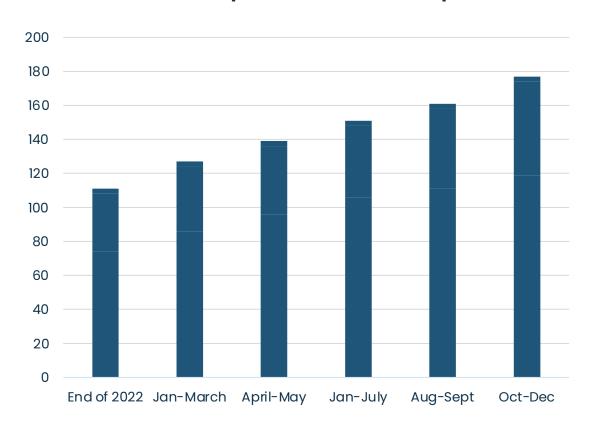


Sales of TetraSens, rolling-12 months (kSEK)



TetraGraph customer (hospital) growth 2023

Number of active hospital accounts, end of period*

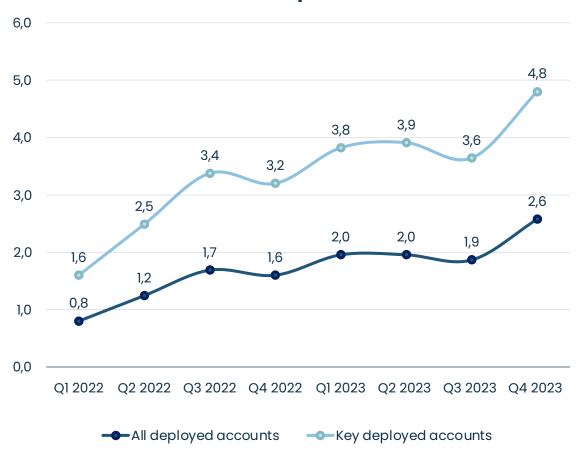


^{*} Excludes accounts in Japan, South Korea and smaller distribution markets.



Utilization rate driven by leading hospital accounts

Utilization rate, TetraSens use per week¹







Spotlight: US market

Utilization rate US-market























































Spotlight US market: Selected 2023 key wins

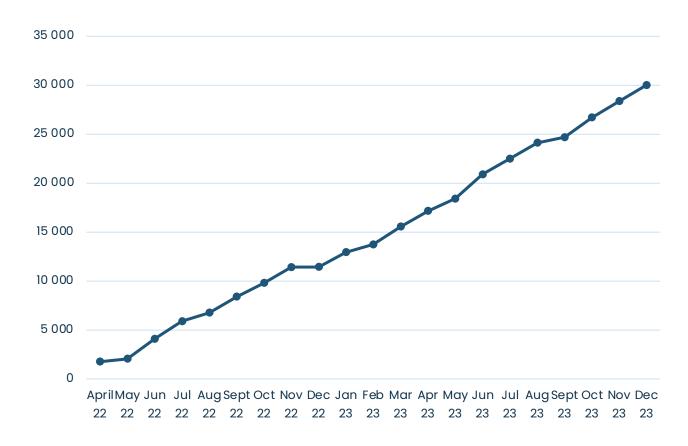
- Leading US Integrated Delivery Network (IDN)
 contract serving several million members mainly on the US West
 Coast. Estimating full installation to reach close to
 300 TetraGraph systems when fully deployed with potential of
 SEK >10 m in recurring revenues when fully deployed and in use.
- Top-10 nationwide rated California-based hospital system orders 110 TetraGraph monitors with initial order value of approximately SEK 2.75 m with expected annual recurring revenues of SEK >5 m per year in full use.
- Leading US paediatric hospital, deploys TetraGraph for monitoring children and is expected to generate annual sales greater than 2 million SEK when fully implemented.
- 3 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.

- Major New York metropolitan area-based university hospital group orders an initial 36 TetraGraph systems with additional orders in pipeline for 2024. Potential of 50,000 patients per year.
 - Top-10 ranked US East Coastbased university hospital system signs contract with potential to reach 20,000 patients per year when monitors are in full use. Initial deliveries commence immediately.

The financials of a large US customer win - example

- Larger clinical account with 65 TetraGraphs in use.
- Clinical protocol in place to run TetraGraph on all patients with paralytic agents.
- Took 3-4 months to reach a high utilization rate when activated.
- Each active TetraGraph is currently used
 >5x per week, generating sensor sales of SEK 50,000 per monitor and year.
- Since start in April/May 2022, we have invoiced over 6.5 MSEK, with a 12-month consumable run-rate of ground 3.5 MSEK.

Accumulated orders of sensors, US hospital





Why leading hospitals choose the TetraGraph system

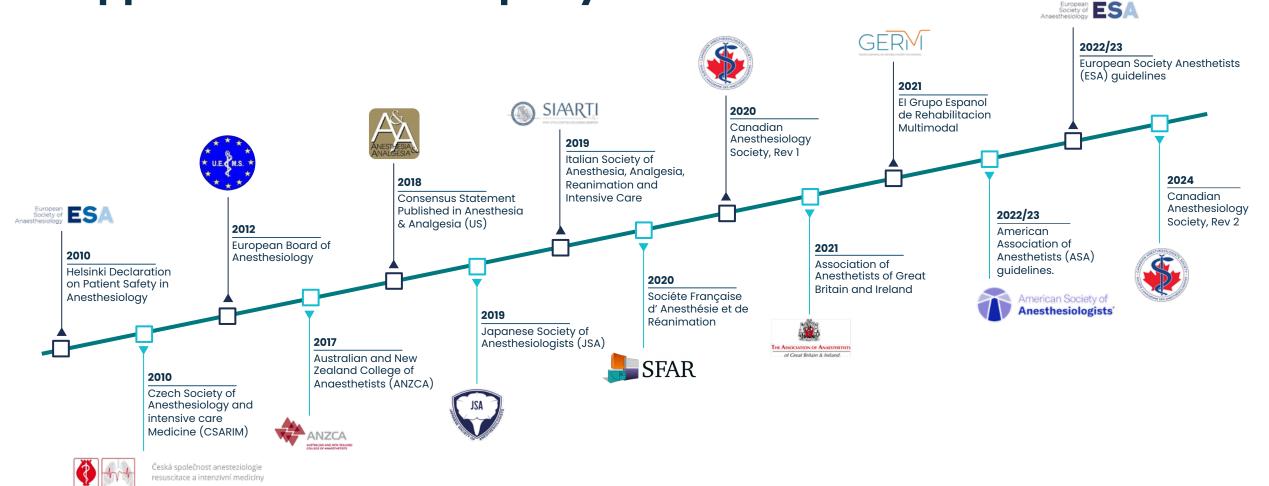
- The TetraGraph is powered by a 5th generation proprietary EMG-algorithm for maximum accuracy, EMR connectivity, and with the most extensive portfolio of disposable sensors.
- 2 COMMERCIAL EXCELLENCE

 Experienced commercial and clinical teams ensure successful large scale hospital deployments, incl. impressive reference installations and key opinion leader support.
- 3 TRUSTED PARTNER

 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.



Widespread clinical guidelines in support of the TetraGraph system

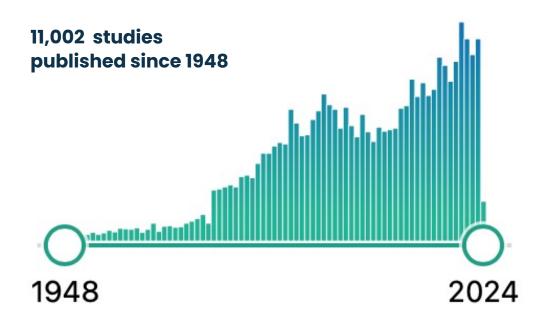


Research recap: Getting to clinical guidelines



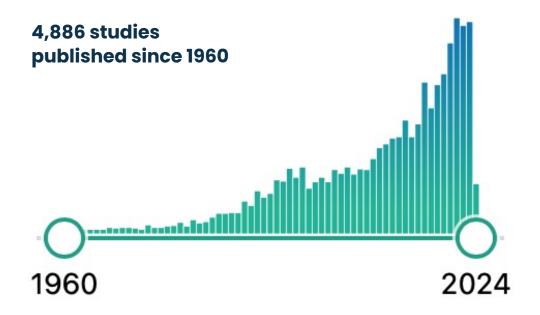
Search term:

"Neuromuscular Block"



Search term:

"Neuromuscular Monitoring"



Strengthened clinical validation data supporting the leading performance of the TetraGraph system







Validating Clinically Important Neuromuscular Monitoring Endpoints: Mechanomyography (MMG) vs. Electromyography (EMG)

- Validates the TetraGraph vs. laboratory goldstandard MMG technology at all levels of block with high accuracy
- Presented at the International Anesthesia Research Society (IARS) meeting in Denver







Validation of a convolutional neural network that reliably identifies EMG compound motor action potentials following TOF stimulation: an algorithm development experimental study

- First of its kind study and validates TetraGraph system waveforms using an Al-based neural network with an accuracy of more than 99 %.
- Published in British Journal of Anesthesia Open (BJA Open).

Introducing the most sensitive EMG-electrode

TETRASENSITIVE





手術室・ICUモニタリングの 安全性向上の為に

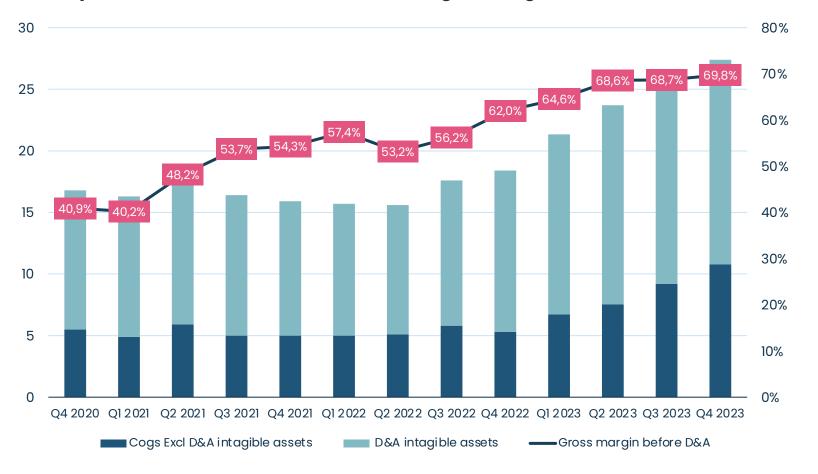
筋弛緩モニタリングの様々な測定方法が確立されている中で、本装置は筋活動電位により筋弛緩状態をモニタリングしています。

本装置は、患者の末梢神経に電気的な刺激を与えて、 その時の筋電図を検出することで、筋弛緩の程度を 把握する機器です。



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

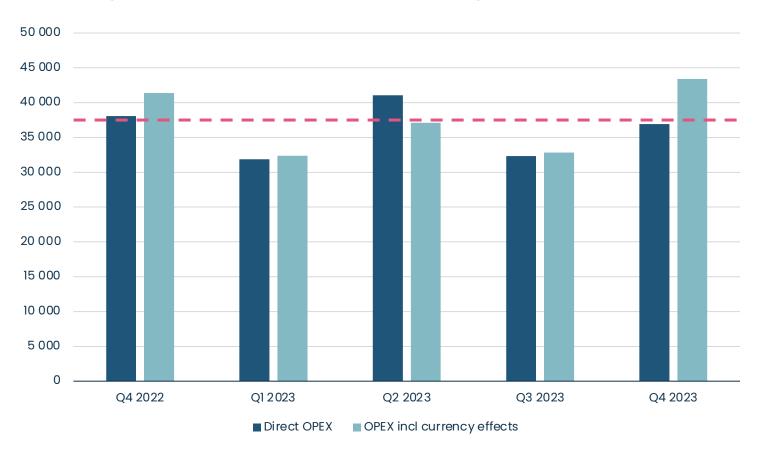
Development of COGS (MSEK) and Gross Margin rolling-12 months (%)





Sales growth with operating expense control

Operating expenses (kSEK). Direct and including currency adjustments







SEK 265 million raised in 2023 from long-term investors securing Senzime's growth plans

- 92 MSEK in a rights issue raised at at SEK 7.25 in Feb 2023 from mainly existing investors and selected guarantors
- 2 56 MSEK in direct issue at market pricing of SEK 4.50 in August 2023 from mainly existing institutional shareholders
- 117 MSEK in direct issue 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.

Ten largest shareholders	Number of shares	Capital (%)
Crafoord family and the Crafoord Foundation	19,703,456	16,5
Segulah Venture AB, Segulah AB, Segulah Medical Acceleration AB	12,803,271	10,7
Handelsbanken Fonder	8,348,808	7,0
Fjärde AP-fonden	7,571,578	6,3
Fredrik Rapp	6,803,946	5,7
IBKR Financial Services	5,339,890	4,5
TIN Ny teknik	4,863,157	4,1
Pershing Llc.	4,856,682	4,1
Swedbank Robur Microcap	4,345,236	3,6
The Bank of New York	4,129,826	3,4
Others	40,939,673	34,2
Total number of shares	119,705,523	100,0



As of Dec 14, 2023 ———

US OTCQX market cross listing

- Senzime has over 10% its shares held by US based investors.
- To attract more US based investors and enable trading of the Senzime-share, it is traded on OTCQX markets since October 2023 via the ticker SNZZF.
- OTCQX is a cost-effective and smart alternative to listing on Nasdaq NY or NYSE.

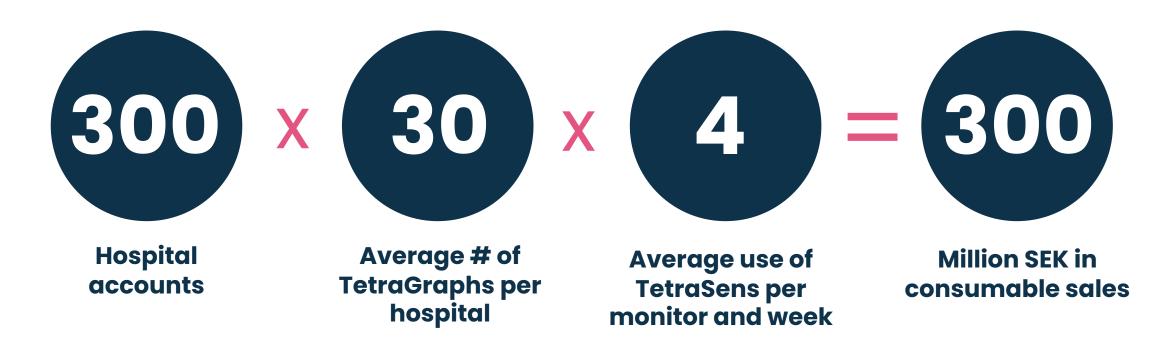


2024 US Commercial expansion

- Expansion of its US-based sales team with additional Area Territory Managers.
- Recruitment of Michael Noble as Vice President Global Marketing and joins the Executive Leadership Team.
- Relocation of US headquarters from Boston to St. Louis, to enable more rapid, cost-effective, and sustainable shipments to hospitals across the US.
- Cost-neutral expansion.



The Senzime 300 equation



Goal is that Senzime shall reach sales of around 300 MSEK in 2025, reach a market share of at least 10% in its addressed market segments and reach a long-term EBITDA margin exceeding 40%.

Wrap-up messages

- 2023 was a landmark commercial breakthrough year for Senzime.
- 2 Senzime has a leading position in a once-in-a-decade market window to capitalize on new clinical guidelines.
- Positive outlook targeting a 100 million patient market backed by long-term investors and run by a brilliant team.







Thank you.

Our mission is to safeguard every patient's journey, ensuring a complication-free experience from anesthesia to recovery.

We do this by delivering advanced monitoring solutions that are at the forefront of precision-based care. Our portfolio, powered by proprietary smart algorithms, equips anesthesia providers with real-time data and insights, facilitating informed decisions and elevating patient care standards.

philip.siberg@senzime.com

