

Revolutionizing Perioperative Care.



Senzime develops precision-based patient monitoring solutions that drive a global paradigm shift in perioperative patient safety.

Our portfolio, powered by proprietary smart algorithms, generates enhanced insights to safeguard every patient's journey, from anesthesia to recovery.

Q2 summary 2024



This is Senzime

- **World-class technology** used for precision-based monitoring of neuromuscular function to drive patient safety and reduce drug costs
- **In the midst of a market paradigm shift driving rapid growth**, with commercial operations in over 30 markets and strong investor backing
- **Catalyzed by new clinical guidelines** in US and EU recommending Senzime's type of technology



Senzime Q2 2024: Rapid growth continues

"Strong growth in the US market, we're gaining market shares and our technology is increasingly being established as the new clinical standard in operating rooms around the world"

14,9

Million SEK in sales.

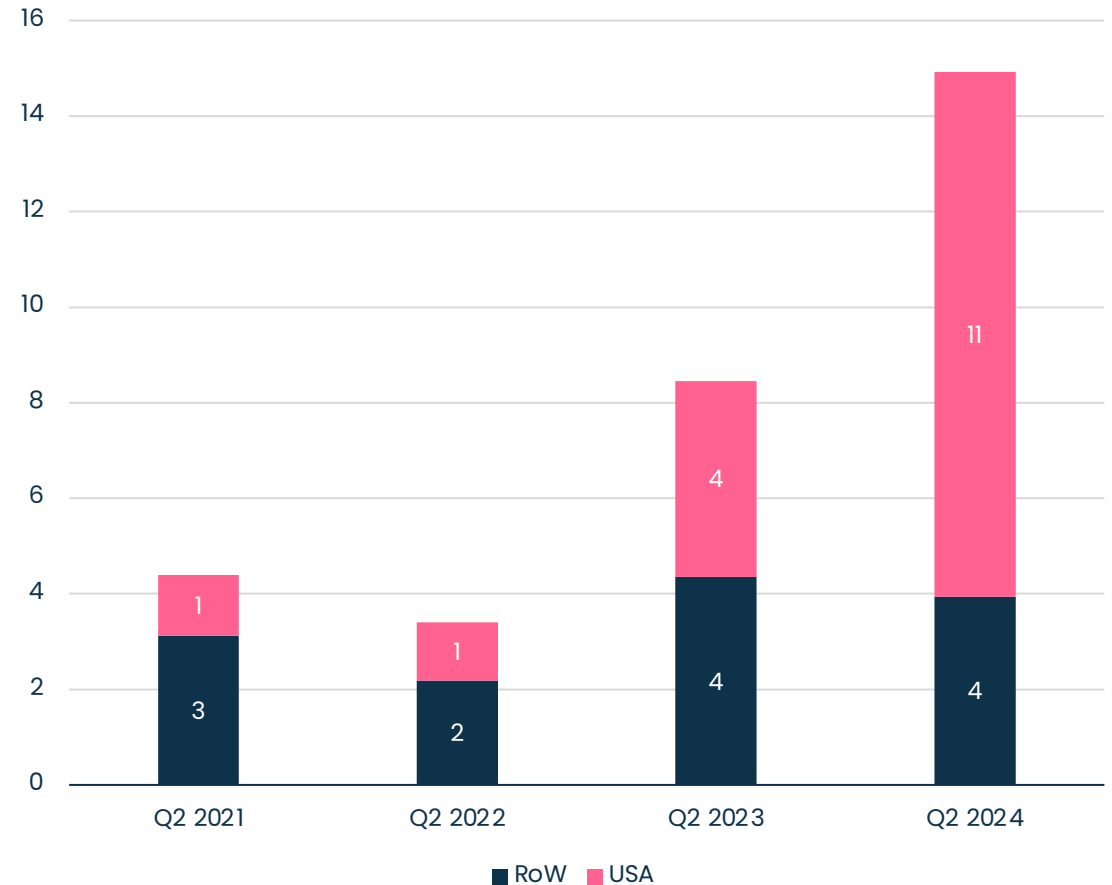
76%

Total sales growth vs. Q2 2023.

167%

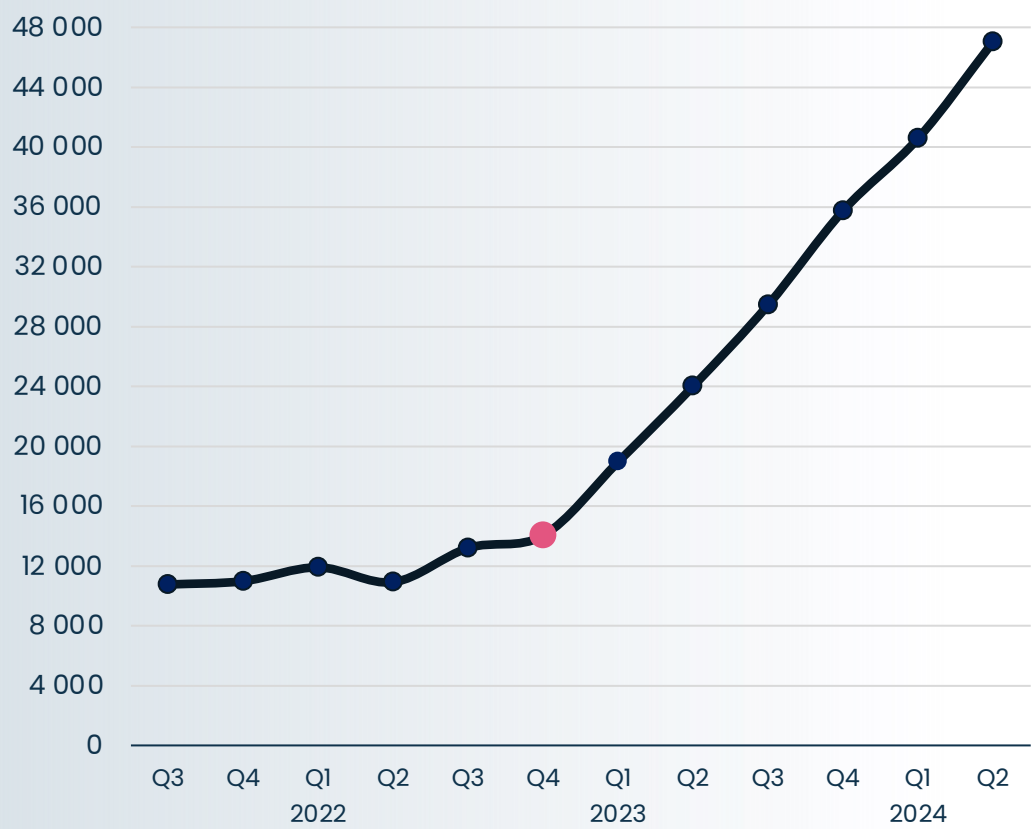
US market sales growth vs. Q2 2023.

Q2 revenues (MSEK)

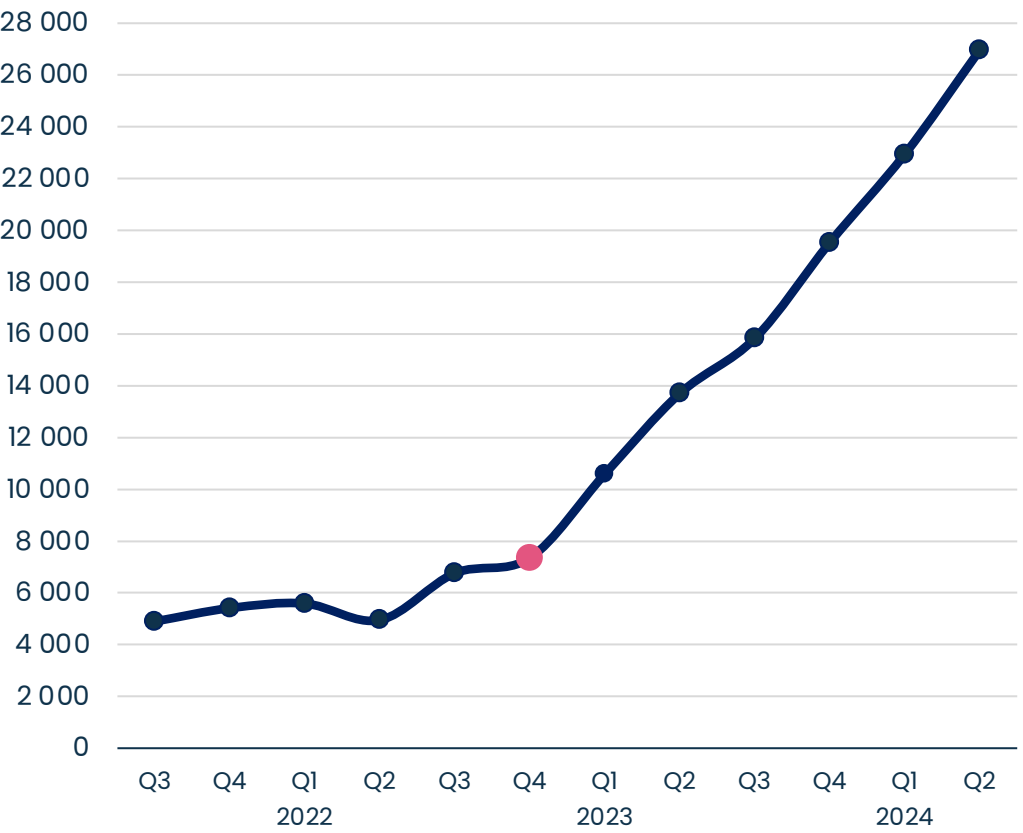


We continue to be the fastest growing medical device company on Nasdaq Stockholm

Net sales rolling-12 months (kSEK)

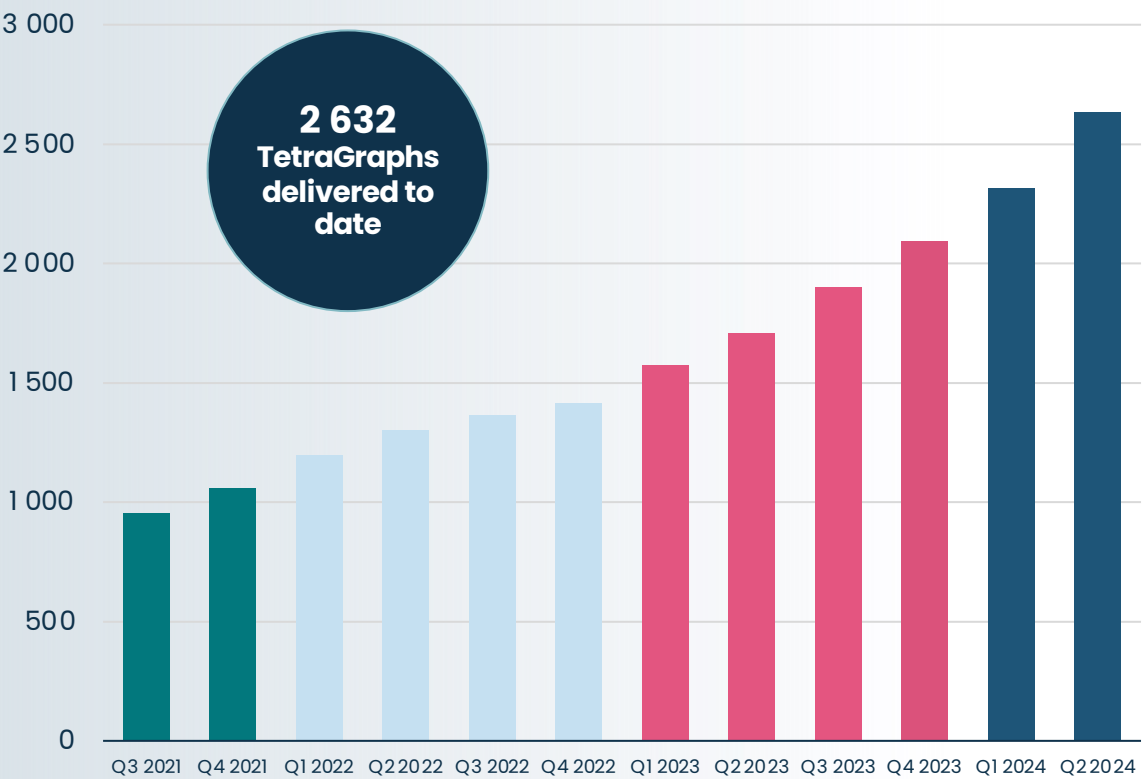


Sales of TetraSens, rolling-12 months (kSEK)

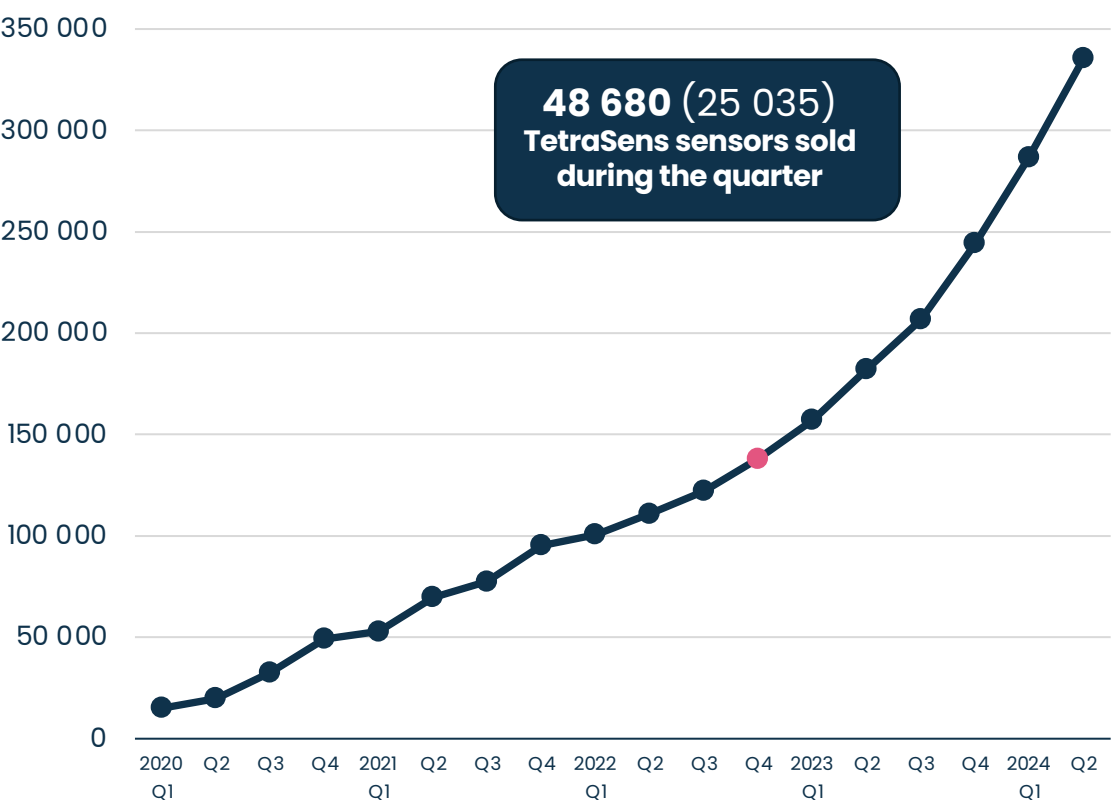


Installed base of monitors grows, drives sales of disposable sensors

Total delivered base of TetraGraph-systems¹



Shipped TetraSens disposable sensors (accumulated units)

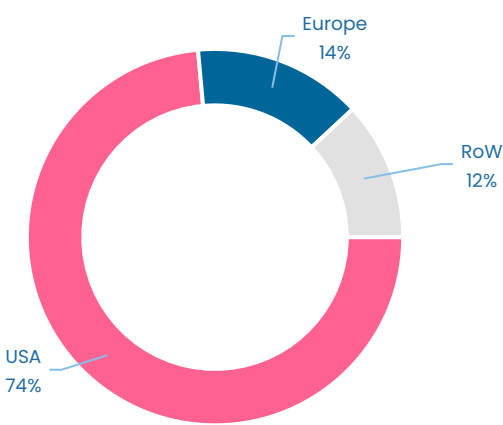


Note: 1) Includes monitors sold through direct and distributor sales, Fukuda and monitors placed at customer sites;
Source: Company information.

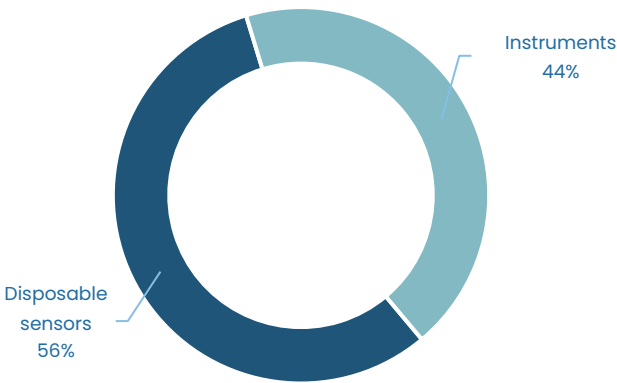
Senzime Q2 2024: Split of sales

Q2 2024 (kSEK)	Reported			Currency adjusted
	2024	2023	Growth	Growth
USA	10 973	4 108	167%	163%
Devices /other	5 189	1 160	347%	341%
Disposables	5 784	2 948	96%	93%
Europe	2 167	2 216	-2%	-2%
Devices /other	549	1 175	-53%	-53%
Disposables	1 618	1 041	55%	54%
RoW	1 778	2 138	-17%	-16%
Devices /other	767	1 737	-56%	-54%
Disposables	1 011	401	152%	149%
Total	14 917	8 462	76%	76%
Devices /other	6 505	4 072	60%	61%
Disposables	8 412	4 390	92%	89%

Split net sales per region (Q2)



Split net sales per products (Q2)



TetraGraph customer (hospital) growth

Number of active hospital accounts, end of period*



* Excludes accounts in smaller distribution markets.

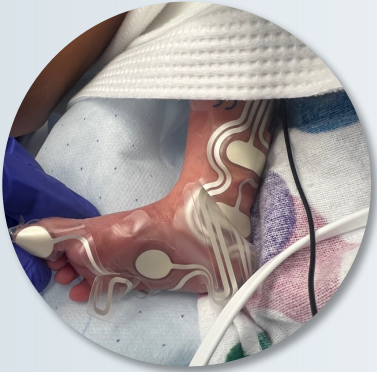


40
New hospitals
in Q2 2024

>370
hospitals
in total

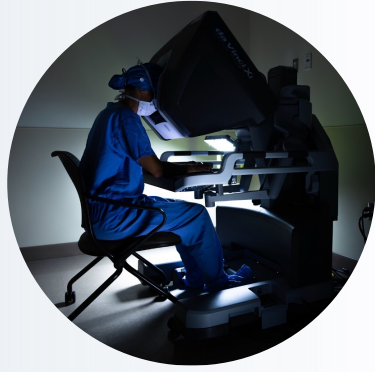


Q2 Highlights



Safeguarding Kids

Senzime secures contracts with multiple top-rated US pediatric hospitals



Robotic Surgery wins

Senzime secures contracts within Robotic Surgery at the Highest Ranked Hospital System in the US market



Public tender winner

Senzime Wins Another Major US Veterans Affairs contract in Public Tender process



GPO Contract

Senzime signs its first GPO contract with major US Hospital System as sole source supplier



New European patent

Protection the unique noise cancelling features of the system. The IP portfolio is approaching 100 patents.

Secured Contract with the Most Prestigious and Highest Ranked Children's Hospital in the US

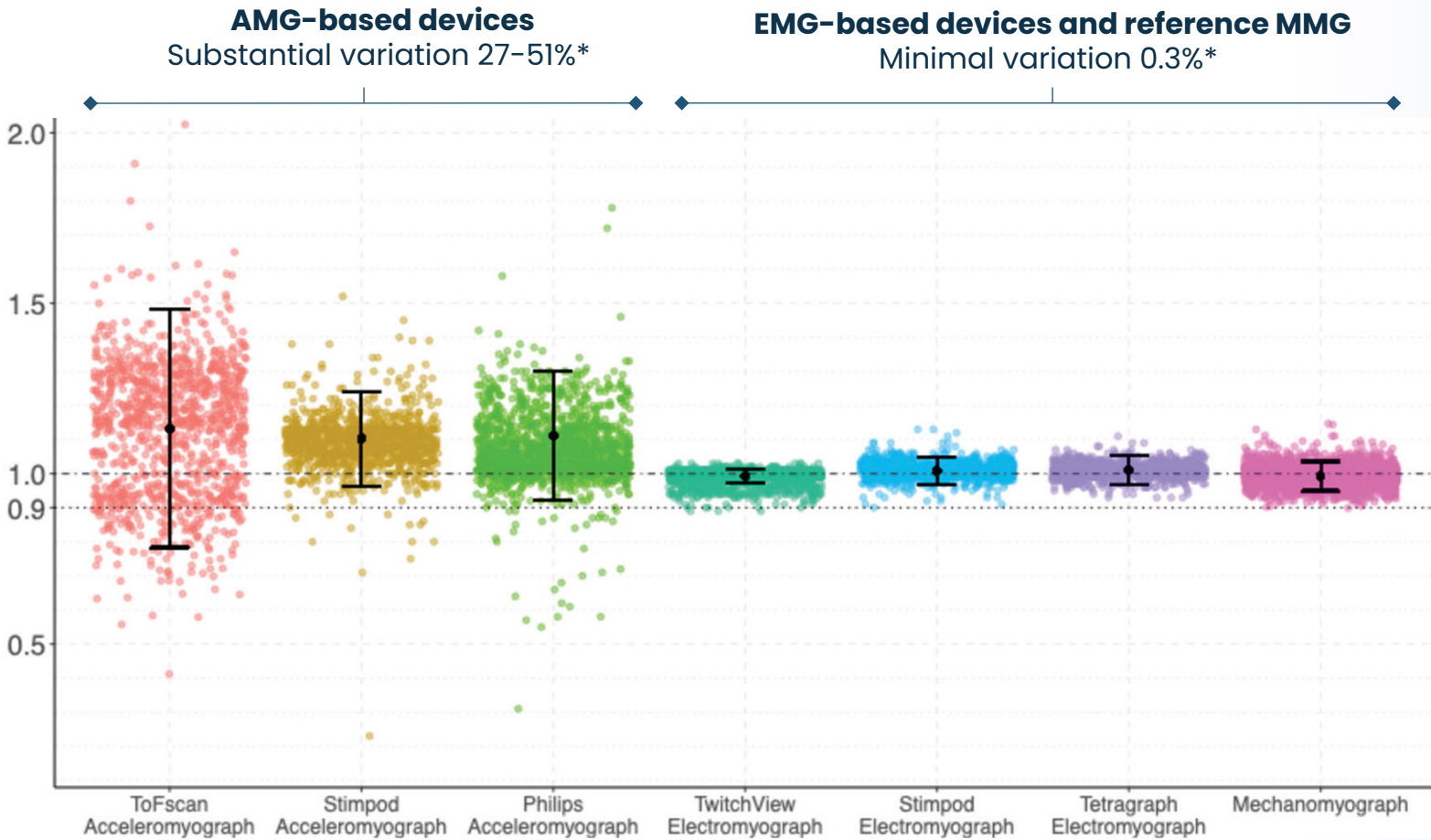
Followed a comprehensive competitive evaluation and once fully implemented, the TetraGraph system will be utilized in over 40 operating rooms.

"This contract once again validates our position as the market leading solution for quantitative train-of-four monitoring across patients of all ages. The US market for quantitative monitoring is rapidly expanding, and we are excited to be the leader in this field."

G.W. Hamilton, US Commercial Vice President of Senzime.



EMG-technology proves to be superior to AMG in accuracy and precision



* Percentage of all train-of-four ratios that were outside range of 0.9 and 1.1

Accuracy and Precision of Three Acceleromyographs, Three Electromyographs, and a Mechanomyograph Measuring the Train-of-four (TOF) Ratio

Prospective study in 28 patients undergoing general anesthesia with no neuromuscular blockade



Aim: Compare quantitative neuromuscular acceleromyography and electromyography monitors to standard TOF mechanomyography

Acceleromyograph monitors produced overshoot in TOF ratio (estimated means, 1.10–1.13)



- Normalization improved estimated mean (0.97–1.0) but not variability (SD, 0.06–0.17)



Electromyograph and mechanomyograph monitors produced minimal overshoot (estimated means, 0.99–1.01) and substantially less variation (SDs, 0.01–0.02)

- Acceleromyograph monitors produced overshoot and substantial variability that could be clinically significant
- Electromyograph monitors performed most similar to the gold standard mechanomyograph with minimal overshoot and variability

Wedemeyer Z, et al. ANESTHESIOLOGY, 2024.



ANESTHESIOLOGY

Trusted Evidence: Discovery to Practice®

Copyright © 2024 American Society of Anesthesiologists. All Rights Reserved.

Quantitative neuromuscular monitoring proves once again it eliminates residual blockade and is cost-effective

ANESTHESIA
&
ANALGESIA



FEATURED ARTICLES: ORIGINAL CLINICAL RESEARCH REPORT

Management of Muscle Relaxation With Rocuronium and Reversal With Neostigmine or Sugammadex Guided by Quantitative Neuromuscular Monitoring

Thilen, Stephan R. MD, MS^{*}; Sherpa, James R. MD[†]; James, Adrienne M. BS^{*}; Cain, Kevin C. PhD[‡]; Treggiari, Miriam M. MD, MPH, PhD[§]; Bhananker, Sanjay M. MBBS, MD, FRCA^{*}

[Author Information](#)

Anesthesia & Analgesia 139(3):p 536-544, September 2024. | DOI:
10.1213/ANE.00000000000006511

Two key conclusions

- The US study with 189 patients showed that use of quantitative neuromuscular monitoring and reversal drug resulted in **0% occurrence** of post-operative residual block
- Using quantitative neuromuscular monitoring **saved 70% of the cost** of sugammadex (reversal drug) as compared to not using quantitative monitoring.

New European Guidelines in Process: Monitoring Neuromuscular Blockade in Paediatric Patients

The task force's goal is to present the guidelines during the ESAIC Congress in Presentation in Lisbon 2025.

A Afshari, G Bonatti, N Disma, T Engelhardt, A Fuchs, T Fuchs-Buder, T Hansen, O Karam, J Karlsson, J Kaufmann, M Kleine-Brüggeney, A Lusardi, T Riva, CS Romero, J-P Salaün, V Saldien, M Scavenius, D Schmartz, R Saynhalat, L Van Linthout, J Vendt, F Veyckemans, R Vieiria, B von Ungern-Sternber.

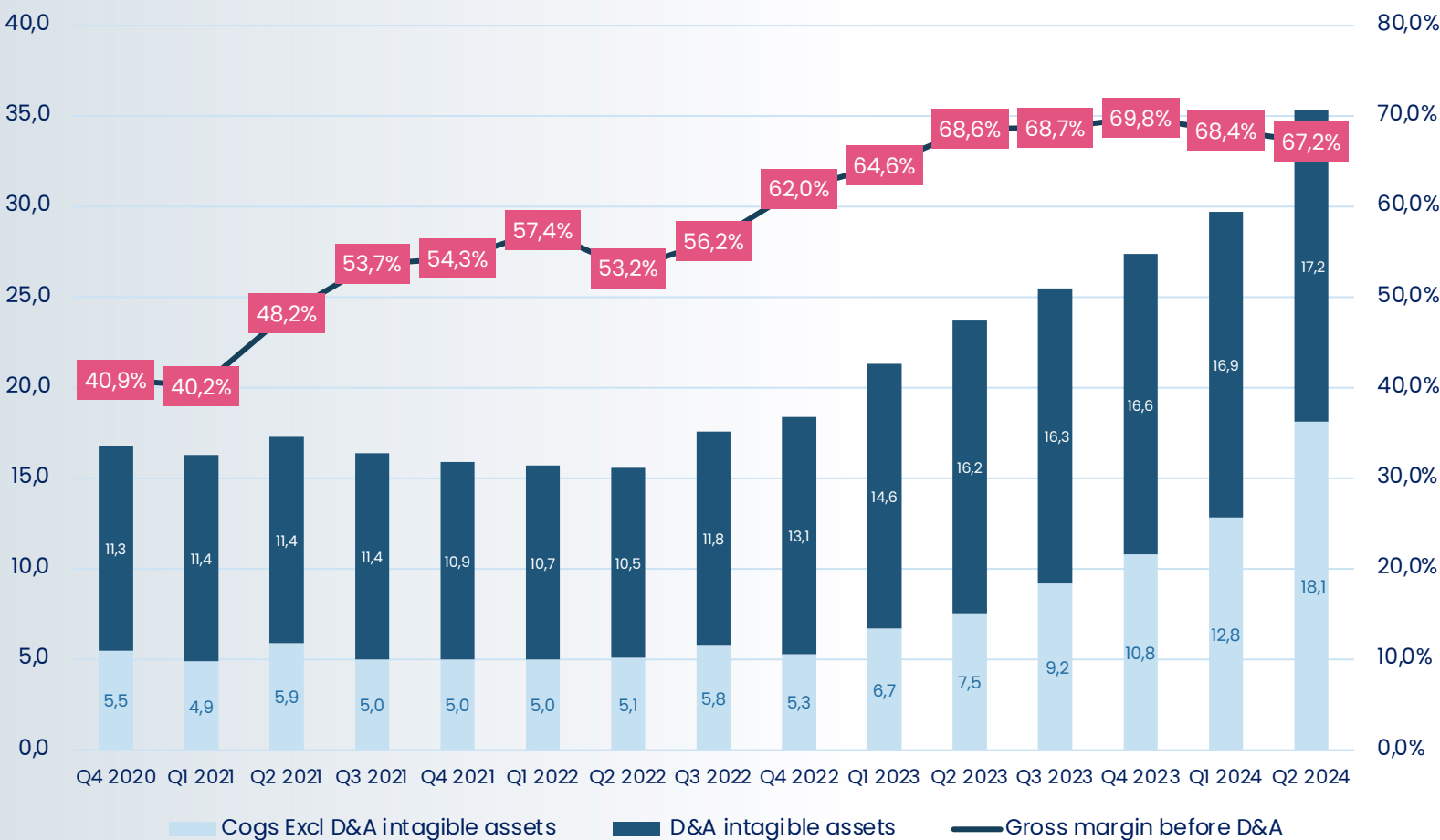


European Society of
Anaesthesiology and
Intensive Care



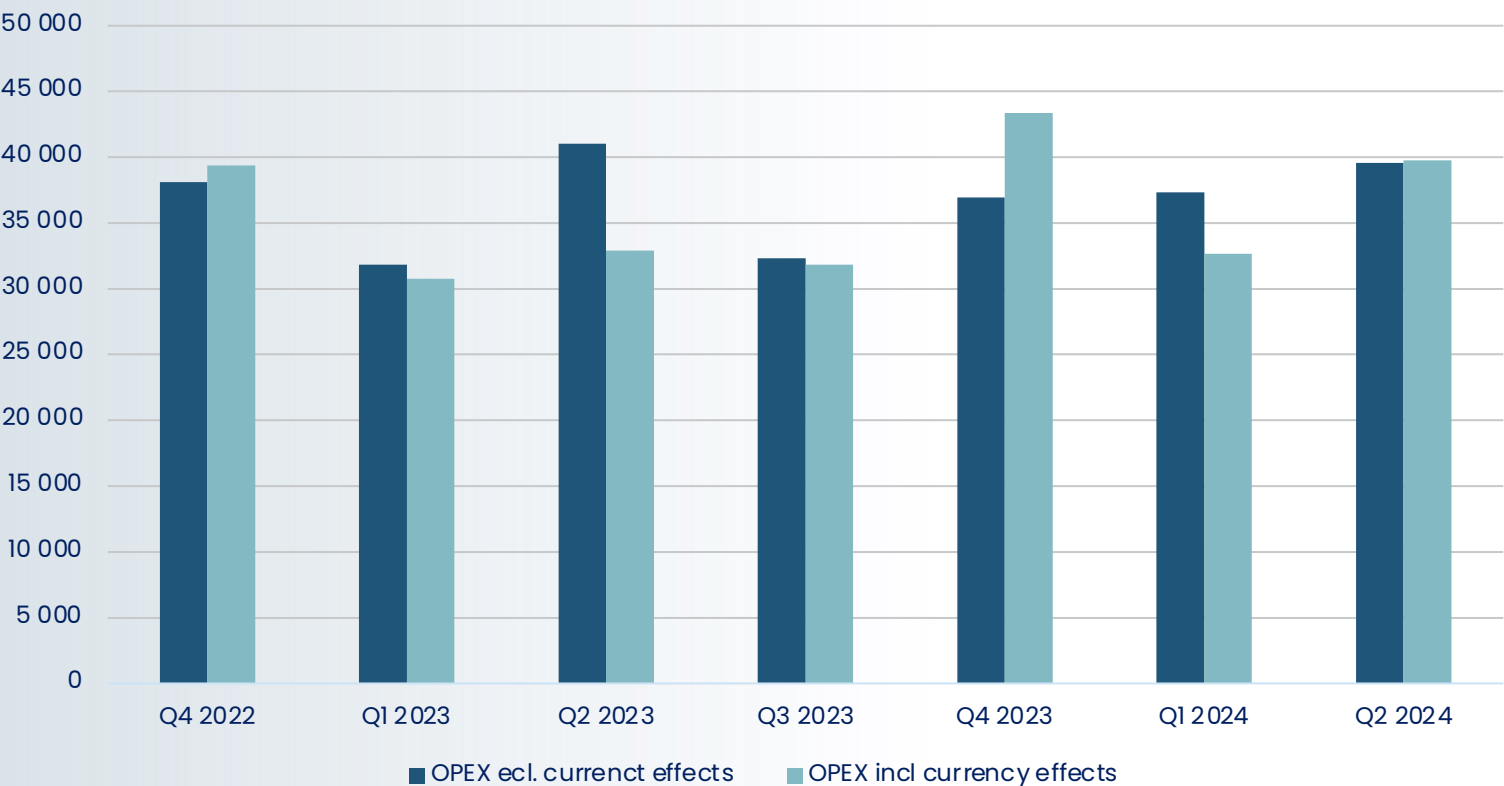
Growth and product market mix affects Gross Margin during quarter

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



Sales growth with operating expense control

Operating expenses including currency related effects (kSEK)



Updated Market Outlook and Long/Short Guidance

1. Rapidly expanding market opportunity

Senzime estimates that the global market for EMG-based neuromuscular monitoring will grow with a steep trajectory over the next decade, as legacy AMG-based technologies are phased out and more accurate and easy-to-use EMG solutions are established as new clinical gold standard in operating rooms.

- Addressable market exceeding 100 million patients
- Target market includes more than 15,000 hospitals 160,000 operating rooms
- Globally, there are over 400,000 anesthesia workstations,
- Senzime estimates that there are approx. 80,000 AMG-based neuromuscular monitors on the market today.

2. Market leadership

Senzime's mission is to be the undisputed global market leader in the field of EMG-based quantitative neuromuscular monitoring.

3. Bold growth ambitions

Shorter-term guidance to reach revenues of 250-350 MSEK and be cash flow positive during 2026.

Longer-term (5-7 years) ambition to reach revenues exceeding SEK 1 billion

Strong investor base secures Senzime's long-term plans



Handelsbanken Fonder




As of June 30, 2024

Ten largest shareholders	Number of shares	Capital (%)
Crafoord family and the Crafoord Foundation	20,222,151	16.9
Segulah Venture AB, Segulah AB, Segulah Medical Acceleration AB	12,803,271	10.7
Handelsbanken Fonder	7,712,201	6.4
Fjärde AP-fonden	7,571,578	6.3
Fredrik Rapp	6,803,946	5.7
IBKR Financial Services	4,874,830	4.1
TIN Ny teknik	4,863,157	4.1
Pershing LLC.	4,863,863	4.1
Swedbank Robur Microcap	4,345,236	3.6
Carnegie Småbolagsfond	3,905,461	3.3
Others	41,739,829	34.9
Total number of shares	119,705,523	100.0

Concluding comments

1. **The growth journey continues** in an inflection point market with strong market demand driven by the guidelines published in 2023
2. **Our technology is being established as the new clinical standard** in operating rooms around the world
3. **US commercial team secures major commercial wins** and we are gaining market shares
4. **Strong pipeline for remainder of 2024**, Q3 started strong and more news to come.
5. **New long-term ambitions communicated** with goal to be undisputed market leader and scale to exceed billion SEK in sales.



A photograph of two surgeons in an operating room. The surgeon in the foreground is wearing a blue surgical cap and a light blue face mask, looking down. The surgeon in the background is wearing a pink surgical cap and a white face mask, also looking down. A large, bright surgical light is visible in the upper left corner, casting a strong light on the scene.

Revolutionizing perioperative care. Smart and simple.

Our mission is to safeguard every patient's journey, from anesthesia to recovery. We do this by developing user-friendly precision-based monitoring solutions, based on decades of science, that drive a perioperative digital transformation.

Our commitment propels healthcare providers to reach a new level of patient care, where every clinician is empowered, every patient assured, and the highest standards of care are not just met – they're invented.

 **SENZIME**
25 Years of Innovation