

Patient and Clinician. Connected.

Investor presentation
April 2024



Why invest in Grasp ↓



Clinicians rely on information from patients to make accurate clinical decisions

Communication gaps between clinicians and patients leads to less accurate clinical decisions

Patients frequently fail to engage in managing their health outcomes due to a lack of proper engagement and education.

If follow-up and support aren't personalized, patients will feel disconnected from their healthcare management.



At a glance



Grasp at a glance

Digital Health Tech firm connecting clients and clinicians through innovative technology.

Our solutions are developed in partnership with ultimate clients and leading health professionals

Hours invested in technological solution

25 000

Countries with patents registered

16

Products launched

1

Products in pipeline

2

Focus areas

Real-time tracking of patient data

Remote monitoring and treatment

AI-driven health treatment

Selected partners





MAJOR MILESTONES

Partners



Forskingsrådet

Pilot Helse

Grasp awarded Pilot Health framework worth NOK 25 million. Project period 2022 – 2025

- Research and develop **remote patient monitoring** solution, focusing on post operative treatment
- Research and develop **live symptom assessment** solution for adults and children, focusing on dental treatment



Haukeland University Hospital



Kvam herad

Dental clinics in Norway

Grasp Aware for dentists

Grasp Aware launched in November 2023

UiB Odontologen

- **Implement** real-time communication solution for patients and dentists, facilitating immediate feedback and comfort adjustment
 - **Commercialize** live symptom assessment solution for adults and children
-

Concentra AI

Grasp post operative AI in USA

Agreement with Concentra AI on using Grasp Device in combination with AI software

- **Partner with Concentra AI** to leverage analytics for personalized patient care and improve post operative outcomes
- **Integrate AI' with Grasp's hardware** for more accurate and efficient post-operative monitoring, aiming to reduce recovery times and complications



Why invest in Grasp

Well-positioned to capture attractive opportunities in the fast-growing digital health market.

1		2		3		4	
Scalable technology with international potential		Fast growing market opportunity*		Attractive product pipeline with financial and social impact		Multi-disciplined team of 9 professionals	
Countries with patents registered	Hours invested in development of technical platform	CAGR until 2028	Market opportunity in 2028 terms	Products launching 2023-2025	Projected annual revenue in 2027	Average team experience in number of years	Years of medical / tech. development experience
16	25 000	9.2%	\$275bn	2	\$10M	21	86/48

* [Digital Health – Worldwide, Statista 2023](#)



Our team

Experienced and multi-disciplined team

Team fast facts
(excl. BoD)

→

Average years of
professional experience
per team member

21

Discipline

Years of collective experience

Medical		86
Technology Development		48
Business development		36
Consulting		15

Group management & Business development



**Inavald
Grindheim**
Chief Executive
Officer
MSc



**Tormod
G. Ovdal**
Chief Commercial
Officer
MSc



**Per Øvstein
Ovdal**
Chief Medical
Officer
MD



**Erlend
Solbera**
Chief Operation
Officer
MSc



**Tomasz
Brzozowski**
Software
Lead
MSc



**Paweł
Błachut**
Hardware
Lead
MSc

Board of Directors



**Stener
Kvinnsland**
Chairman
MD PhD



**Gry Hege
Ahlaren**
Board
member
MSc



**Lars Henrik
Østevold**
Board
member
BSc



**Janiche
B. Heltne**
Board
member
MSc



**Torbjørn
Gielsvik**
Board
member
MSc

Collaborative partners



Richard Watson
Consultant
Concentra AI, USA
MD



Dan Stoller
Regulatory Consultant
Cenith Consulting
MSc



**Gerd
Kvale**
Safe Choice Clinic
Professor



**Erik
Sjøfteland**
Safe Choice Clinic
MD PhD



Tormod Gjerde Opdal
Chief Commercial Officer and co-owner
Dentist



Selected merits ▾

Master of Business Administration from NHH

Master of Dentistry from University of Bergen

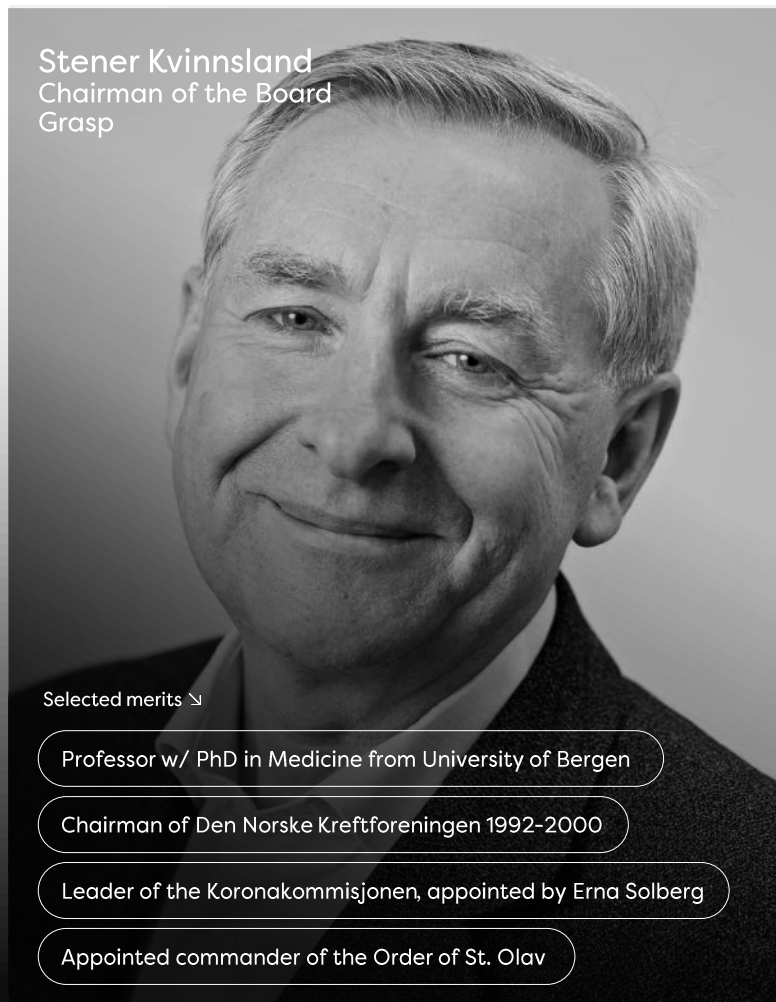
Experience as Paramedic at Haukeland Universitetssykehus

Experience as Management Consultant at PwC Consulting

Grasp

Exceptional people

Stener Kvinnsland
Chairman of the Board
Grasp



Selected merits ▾

Professor w/ PhD in Medicine from University of Bergen

Chairman of Den Norske Kreftforeningen 1992-2000

Leader of the Koronakommisjonen, appointed by Erna Solberg

Appointed commander of the Order of St. Olav

Richard Watson
Partner, USA



Selected merits ▾

Medical doctor w/ own practice for 35 years

Extensive track record of building Med Tech companies

Numerous peer-reviewed publications

Lead inventor on over 100 patents



Grasp

Technology

Introducing Grasp.

Capturing subjective patient data



In real time

Low Medium Hard

● ● ●



iOS / Android



Marked



Charged by USB

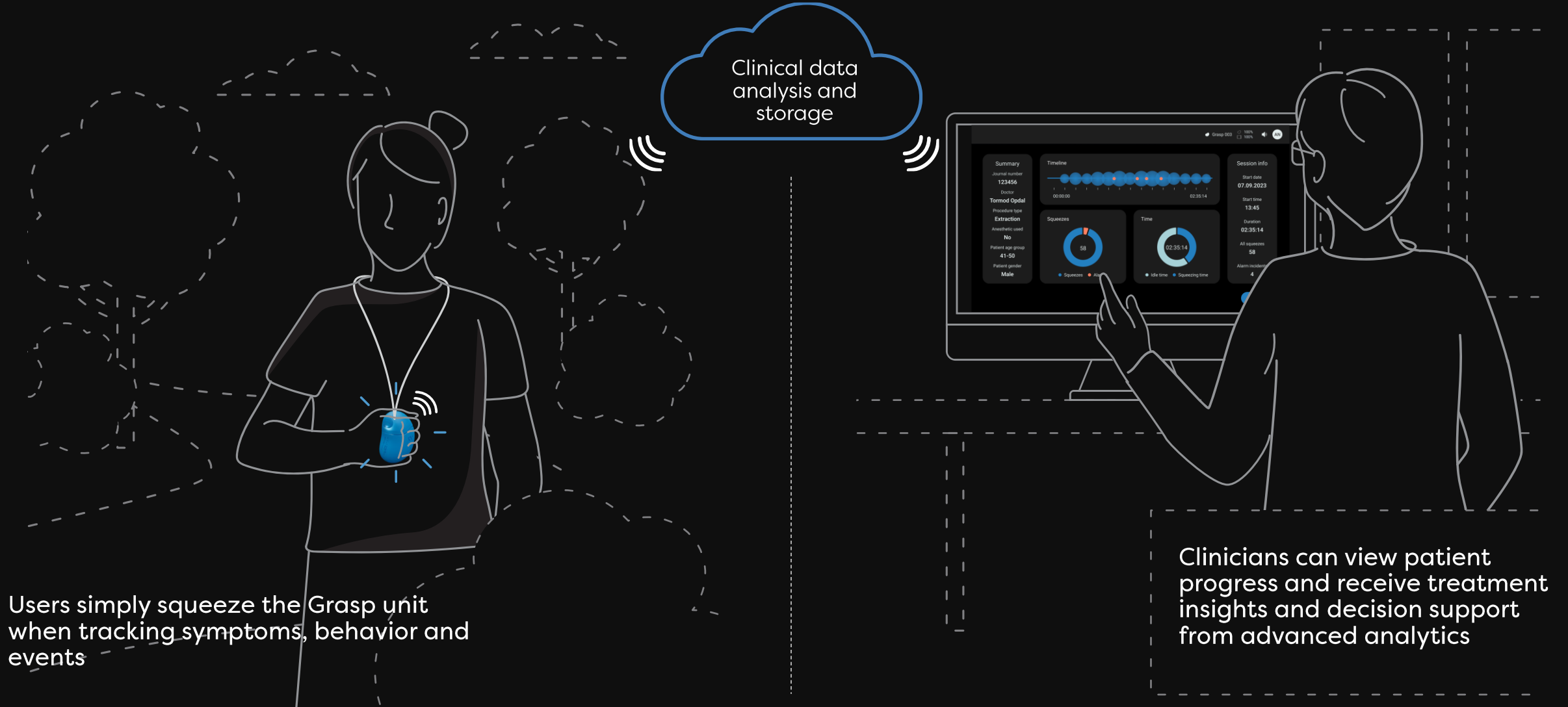


Bluetooth

60

Days battery life in standby mode

Grasp transforms patient experiences into actionable treatment insights



The Grasp ecosystem consists of multiple interfaces and applications, making it a flexible and powerful tool for all stakeholders

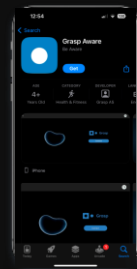
Patient



- Real-time registration
- Progression overview
- Notifications and alarms
- Communication with clinician

Ecosystem

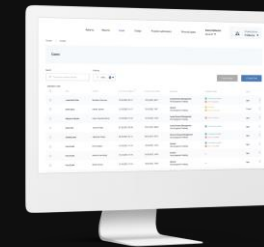
Treatment Module - Grasp Aware App



Grasp
User App

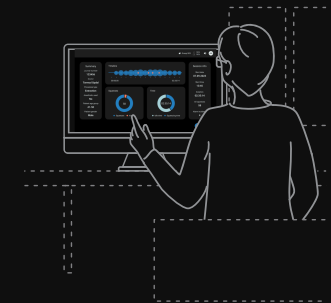


Grasp



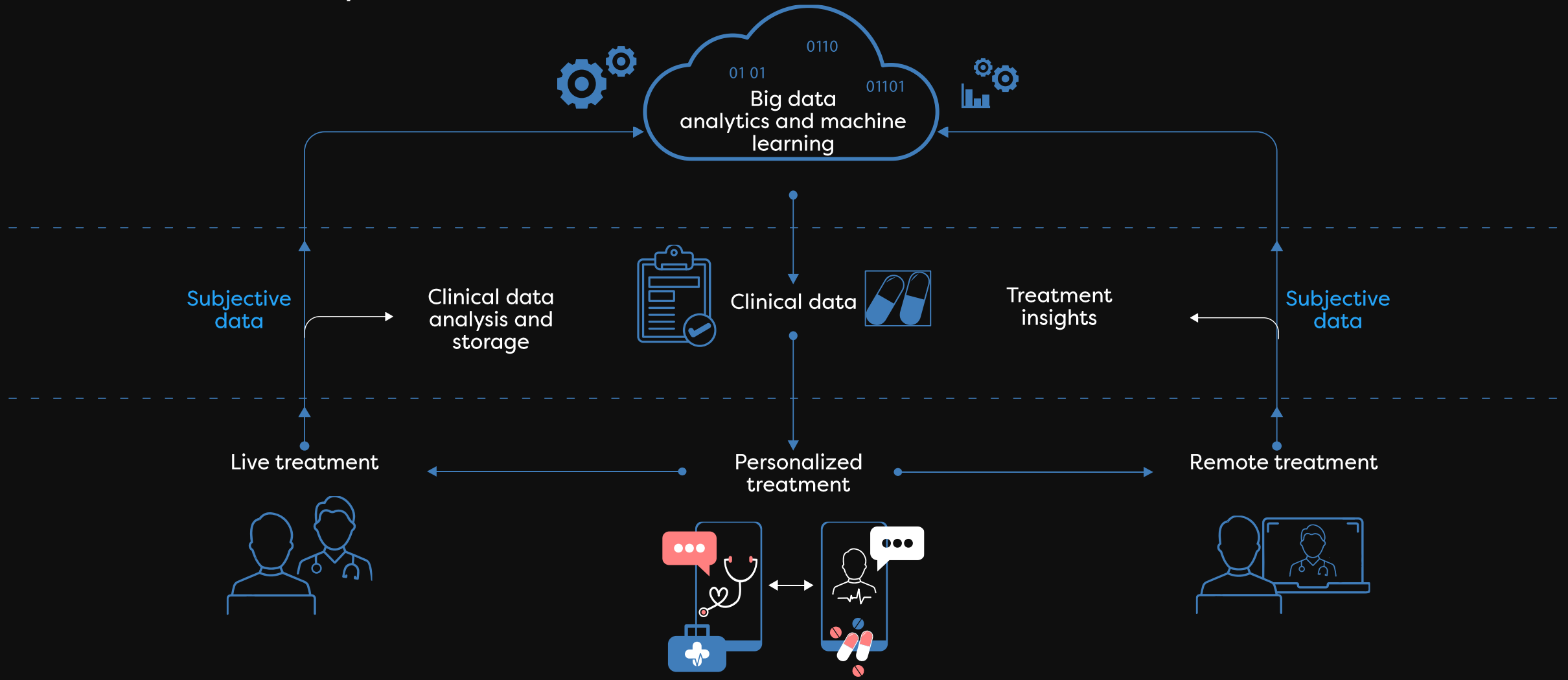
Analytics -
Grasp Insight

Clinician



- Real-time monitoring
- Visual data presentation
- Pattern and trend analysis
- Data-driven treatment support
- Communication with patient

Data collection and analysis





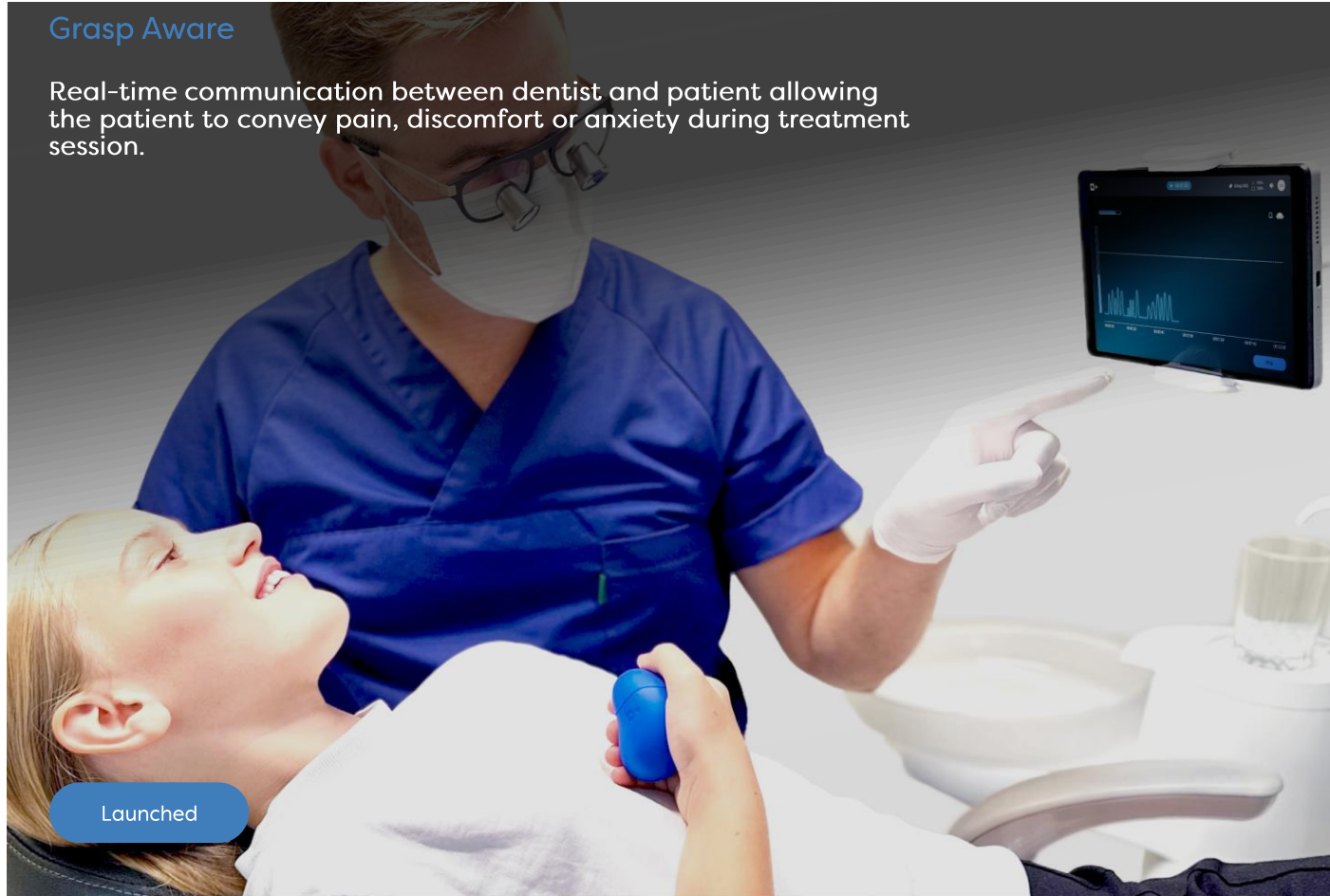
Products



Products & Market Opportunities

Grasp Aware

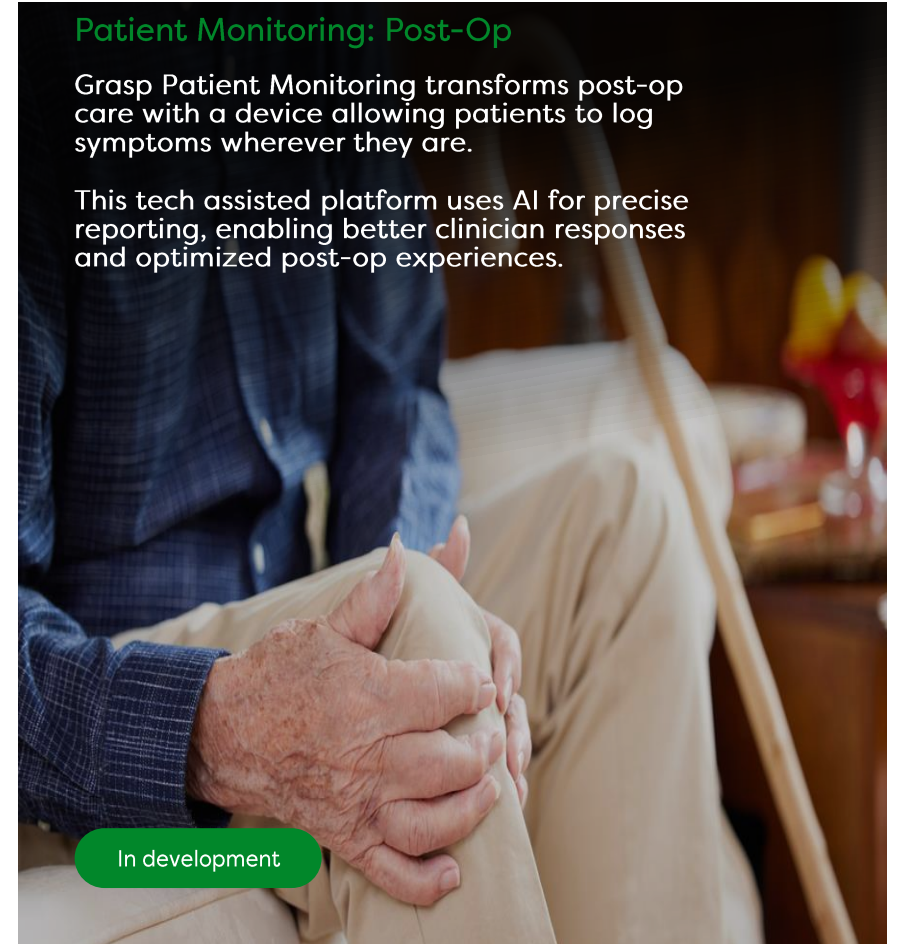
Real-time communication between dentist and patient allowing the patient to convey pain, discomfort or anxiety during treatment session.



Patient Monitoring: Post-Op

Grasp Patient Monitoring transforms post-op care with a device allowing patients to log symptoms wherever they are.

This tech assisted platform uses AI for precise reporting, enabling better clinician responses and optimized post-op experiences.





Grasp Aware

Launched Q4.2023

Grasp Aware

Real-time monitoring and communication solution

Connecting patient and dentist

Control and communication are core values when visiting the dentist. We can all relate to the difficulty of communicating and the lack of control during dental treatment. For some patients, this leads to avoiding visits to the dentist.

Grasp connects patients and dentists, provides safe and effective care, and ultimately increases patient compliance over time.

Norwegians afraid of going to the dentist, and do so less often than they should *

1M_(1/5 person)

Norwegians not going to dentist at all due to fear or anxiety *

250k

* [Norsk tannhelseforsikring](#)



Grasp Aware

Launched Q4.2023

Grasp Aware

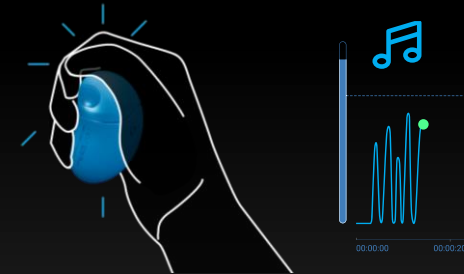
How does it work?

1



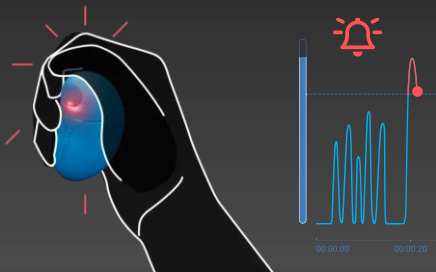
The dentist gives the Grasp device to the patient to hold during treatment. By squeezing it, patients can easily communicate with the dentist.

2



By squeezing the Grasp, patients trigger auditory and visual feedback that communicates to their dentist that they are doing fine.

3



A firm squeeze and hold triggers a stop signal, notifying the dentist through a change in sound and visual feedback. The dentist will then pause to assess the patient's condition.

4



After the treatment, the patient will receive a report that enhances their understanding and equips them for better self-care.



Grasp Aware

Launched November 2023

Grasp Aware Business plan and sales projections

Revenue model

Target Customer Dental clinics - B2B

Target Geography Norway

Solution
Grasp device
Grasp Aware App
Grasp Insight Software
Tablet (iPad or Samsung Tablet)
Installation and training
Support

Pricing
Standard – NOK 1 499 p/m
Enterprise – NOK 1 999 p/m



Market opportunity

Number of dentists
Source: Eurostat, American Dental Association

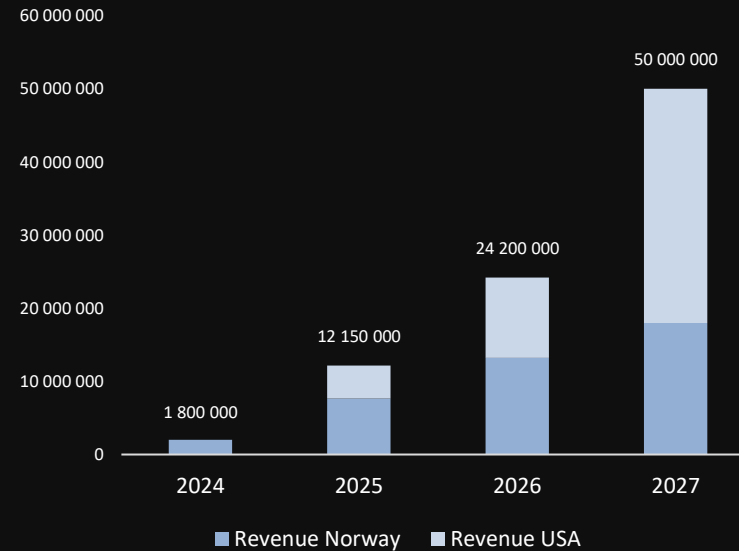


Segments

Private
Large and medium dental clinic chains

Public
Clinics for patients who have trauma from torture, abuse, or diagnosed with odontophobia (TOO). There are around 40 clinics dedicated to TOO in Norway.

Revenue projections 2024 - 2026 in NOK



Projected number of solutions sold 2024-2027

Number of solutions	2024	2025	2026	2027
Norway	310	850	1 100	1 200
USA	0	500	1 000	2 500
Total	310	1 350	2 100	3 700



Grasp Aware

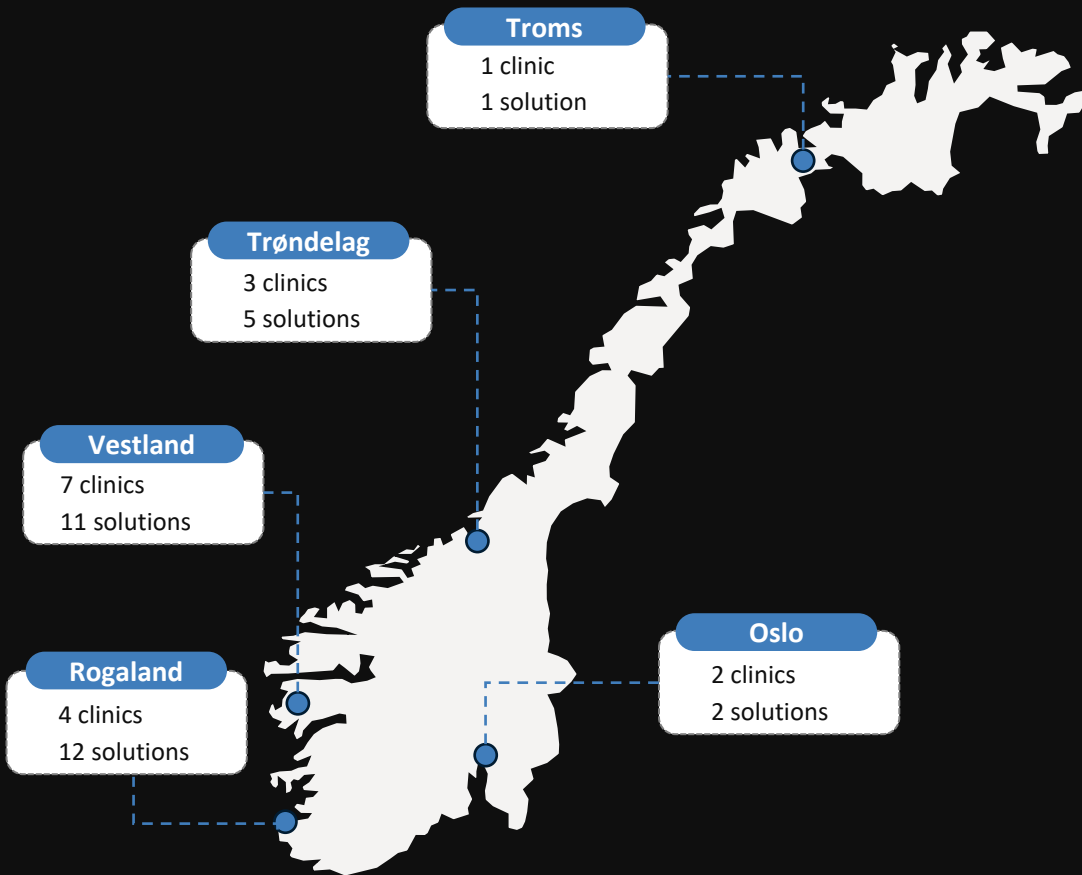
Launched November 2023

Grasp Aware

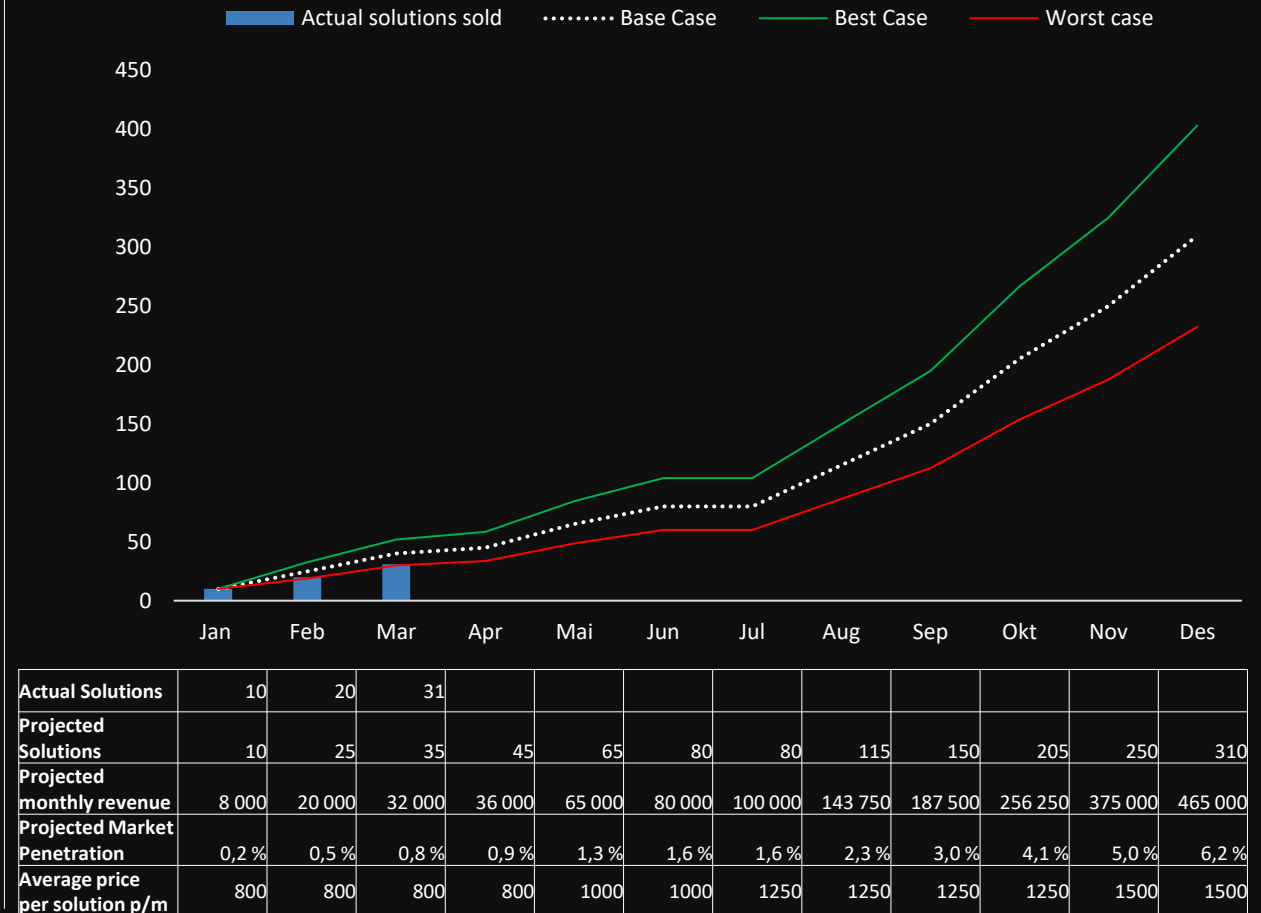
Sales traction and projection for 2024

17 clinics

31 solutions installed



Actual Solutions vs Projected Solutions 2024





Remote Patient
Monitoring

In development

Remote Patient Monitoring

Post-Operative Settings: Joint replacement surgeries

Connecting patient and clinician

Modern medicine has made leaps and bounds in joint replacement surgery, allowing millions to regain mobility and live pain-free lives.

However, a critical aspect of recovery – the post-operative care – still presents challenges. Miscommunication or underreporting of pain levels can lead to complications, decreased patient satisfaction, and even prolonged recovery times.

Number of joint replacement surgeries performed annually in the USA

1.25M

Average cost of joint replacement surgeries

\$45 000

Number of patients that annually experience a complication after a joint replacement surgery

250k

Number of patients that experience serious complications and require additional surgery or hospitalization

25k



Remote Patient
Monitoring

In development

Remote Patient Monitoring

Post-Operative Settings: Joint replacement surgeries

Project Overview

Segment	Patient/Provider Solution for Orthopedic Post-Operative Communication
Customer	Hospitals, Ambulatory Surgery Centers
Geography	North America
Grasp OS	Partnership with Concentra AI
Grasp role	Co-owner, Hardware vendor
Status	Development, piloting, preparing for launch - 2025

About the product

A communication tool for doctors and patients that supplies

For patients:

- A general source of information about the post op period
- Guidance on signs that may indicate the need to return to the hospital/ED
- A constant communication with their provider

For providers:

- A real time window into the patient's post op condition
- Metrics to focus on the patient's recovery journey
- Communication channels that integrate with the patient's tools

Value proposition

My Connect Post-Op is a hardware + software solution that leverages a clinically conversant AI to enable providers to identify patient needs and take action during intervention windows prior to re-admittance.

- Real-time symptom tracking on-the-go with the portable Grasp device.
- Simplified patient and clinician communication via a specialized conversational Large Language Model interface.
- Personalized care through AI-powered analysis and treatment insights.

Team



Per Øystein
Opdal
Product
Manager
Grasp

Research team
Pilot Helse
Haukeland University
Hospital

Richard
Watson
CEO
Concentra AI

Software
Development Team
USA

Objectives 2024

- Conduct feasibility study at Kysthospitalet Hagavik (started Nov. 2023)
- Manufacture and deliver 1 000 Grasp devices for use in 4 clinical trials
- Conduct clinical trial in Norway in collaboration with Haukeland University Hospital and Concentra AI
- Plan and conduct three clinical trials in USA in collaboration with Concentra AI



Remote Patient
Monitoring

In development

Remote Patient Monitoring

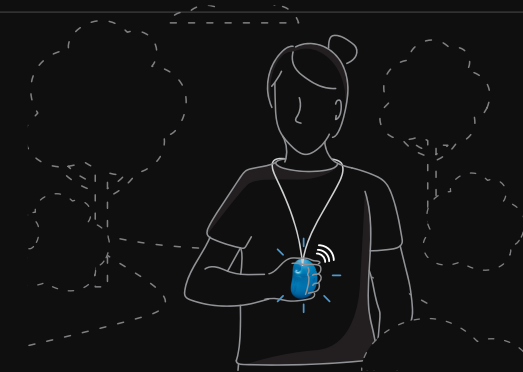
How does it work?

1



Following a joint replacement surgery, our patient begins the recovery under hospital care.

3



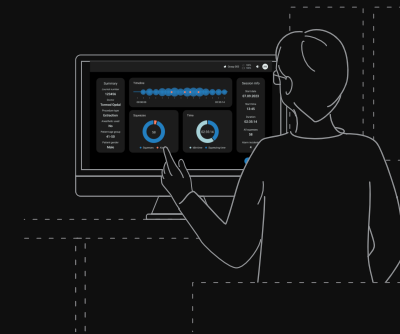
At home, our patient manages recovery with Grasp, tracking pain levels and providing health updates effortlessly, ensuring peace of mind in real-time.

2



Before discharge, our patient receives the Grasp device, equipped with guidance for tracking symptoms, ensuring a continuum of care beyond the hospital walls.

4



Software analytics engine processes health data in real-time, equipping providers with actionable insights to tailor post-operative care for each patient's unique journey.



Investment



Grasp growth journey

Grasp is currently entering the commercialization phase. Our ambition is clear – we are heading towards becoming a global leader in digital healthcare.



We are now here

Phase 1
2017-2019
Concept

Technology Readiness Level	3
Regions	Norway
Headcount	3
Valuation	MNOK 15

Phase 2
2019-2023
Development

Technology Readiness Level	8
Pilot users	500
#Grasp's shipped	300
Trials	11
Regions	Norway
Headcount	11
Valuation	MNOK 77

Phase 3
2024-2026
Commercialization

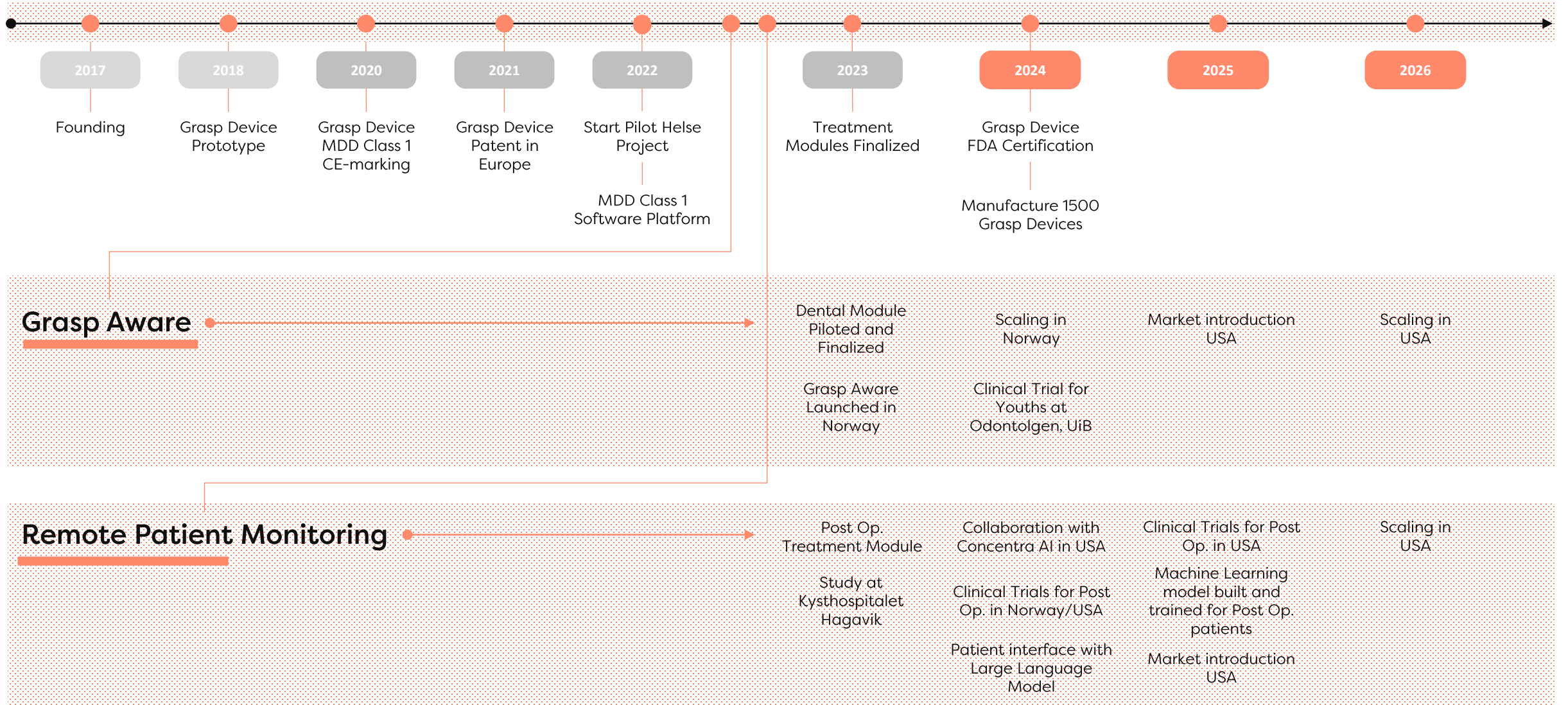
Technology Readiness Level	9
ARR	MNOK 65
Active users	4 500
#Grasp's shipped	6 000
Trials	17 (+6)
Regions	Nordics, US
Headcount	20
Valuation	MNOK 432

Phase 4
2026-2030
Scale-up

ARR	MNOK 500
Active users	115 000
#Grasp's shipped	75 000
Trials	17 (+0)
Regions	Nordics, EU, US
Headcount	100
Valuation	MNOK 2500



Timeline





Traction

Strategic shift
from development
to commercial
traction

Pilots conducted

13

Pilot users

614

Events captured

152 253

Patients treated
using Grasp Aware

150

Grasp Aware customers

11

Selected partners





Objectives and investment highlights

Objectives 2024

Concentra AI

Manufacture and deliver 1000 Grasp devices to Concentra AI

Pilot Helse

Clinical trial for Grasp and AI in post op. setting

Grasp Aware

Sell 310 Grasp Aware solutions to dental clinics in Norway

Grasp Aware

Plan market introduction of Grasp Aware in USA

We are currently looking for investments to achieve our ambitions

Total proceeds in NOK

5m

Share price in NOK




483.15

Implied pre-money valuation in NOK

49.2m



Breaking down value across core assets

Asset	Methodology	Situation	Assumptions	Key drivers	Valuation in MNOK			
					Current	2024 EOY	2025 EOY	2026 EOY
 <p>Grasp Aware Real-time monitoring and communication solution for dental clinics</p>	Revenue valuation based on comparable market multiples	<ul style="list-style-type: none"> Launched in Q4 2023 31 Grasp Aware solutions rolled out to 17 unique dental clinics Back log of clinics that want to test and adopt the solution 	<p>Revenue projection</p> <ul style="list-style-type: none"> 2024: MNOK 1.8 in ARR 2025: MNOK 12 in ARR 2026: MNOK 24 in ARR <p>Valuation multiple for SaaS companies:</p> <p>7.5 x ARR (Annual Recurring Revenue)</p>	<p>Sales to new clinics in Norway</p> <p>Sales to new clinics in USA (2025)</p> <p>Upselling to existing clinics</p> <p>Market</p> <ul style="list-style-type: none"> 5 000 dentists in Norway 200 000 dentists in USA 	3	14	90	180
 <p>Remote Patient Monitoring Partnership with Concentra AI</p>	Equity stake valuation	<ul style="list-style-type: none"> Partnership agreement signed with Concentra AI in March 2024 Grasp to deliver 1 000 Grasp devices for use in US pilots Grasp to conduct clinical trial in Norway, Q3 2024 Grasp compensated 10% stock ownership in Concentra AI 	<p>Concentra AI currently raising equity from US investors on a valuation of \$ 20 million</p> <p>Projected valuation (EOY)</p> <ul style="list-style-type: none"> 2024: \$40 million 2025: \$75 million 2026: \$120 million <p>Exit planned in 2026</p>	<p>Stock appreciation</p> <p>Strategic collaboration</p> <p>Sale of Grasp devices</p> <p>Market</p> <ul style="list-style-type: none"> 1.25 million joint replacement surgeries in USA annually 	22	44	82	132
 <p>R&D: Future applications Chronic and preventive care Telehealth Mental health Elderly care Pediatric care Clinical research</p>	Cost-based valuation	<ul style="list-style-type: none"> Grasp device CE-marked, patented and regulated as class 1 medical device in EU (MDR) and North America (FDA) Flexible software platform that easily can be tailored new medical indications Conducted 13 pilots on various indications 	<p>Total of 50 MNOK in R&D investments from inception until today</p> <p>Soft funding contract with The Research Council in Norway, valued at 24 MNOK from 2022-2025</p>	<ul style="list-style-type: none"> Technological innovations New products Proof of product effectiveness through clinical trials Higher medical device classification 	74	80	100	120
Estimated company value					99	138	272	432



116 shareholders

Total shares 101 735

Granted options 8 457

Current valuation NOK 49.2 million

Shareholders

Shareholder	Shares	Ownership
Grasp Eiecompagnie AS	30 000	29.5%
Futurum Utvikling AS	13 741	13.5%
Chambers Bay AS	9 459	9.3%
Hauge Medtech Invest AS	5 217	5.1%
Maximum Holding AS	4 631	4.6%
Prosjektkonsult AS	3 873	3.8%
Dentalmed AS	3 125	3.2%
P H Opdal AS	2 622	2.6%
Örn AS	2 326	2.3%
Gil Invest AS	1 649	1.6%
Subtotal top 10 shareholders	76 733	75.4%
Other shareholders (94 shareholders)	25 002	24.6%
Total all shareholders	101 735	100%

As of March 21 2024 - Pending registration in Foretaksregisteret

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Thank you!

