

Patient and Clinician. Connected.

Investor presentation
September 2024



Why invest in Grasp ↓

Patient and Clinician.
Connected.



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	5	6
Technology readiness	Competence	Market trend*	Impact	Traction	Attractive timing
Our platform is at Technology Readiness Level 9, validated by rigorous R&D and successful real-world applications, showcasing a ready-to-scale solution.	Guided by seasoned professionals with extensive experience in healthcare, underpinned by a strong, interdisciplinary team.	Digital health market projected to reach \$193B in 2024, growing at 9.2% annually—Grasp is positioned to engage with this growth.	Grasp's solutions have demonstrated positive outcomes for patients and increased efficiency for healthcare providers, contributing to improved community health.	With Grasp Aware's successful launch in 20 Norwegian dental clinics, our market presence is solidifying, and we're primed for expansion.	With a pre-money valuation of 49 MNOK, investors stand to benefit from forecasted valuation increases in our imminent growth phase.

* [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



Tormod G. Oodal
Chief Operation Officer
MSc



Per Øvstein Oodal
Chief Medical Officer
MD



Tomasz Brzozowski
Software Lead
MSc



Paweł Błachut
Hardware Lead
MSc

Board of Directors



Stener Kvinnsland
Chairman
MD PhD



Gunnar Amundsen
Board member
MSc



Lars Henrik Østevold
Board member
BSc



Janiche B. Heltne
Board member
MSc



Torbjørn Gielsvik
Board member
MSc



Jøraen A. Nilsen
Board member
MSc

Collaborative partners



Richard Watson
Consultant
Concentra AI, USA
MD



Dan Stoller
Regulatory Consultant
Cenit Consulting
MSc

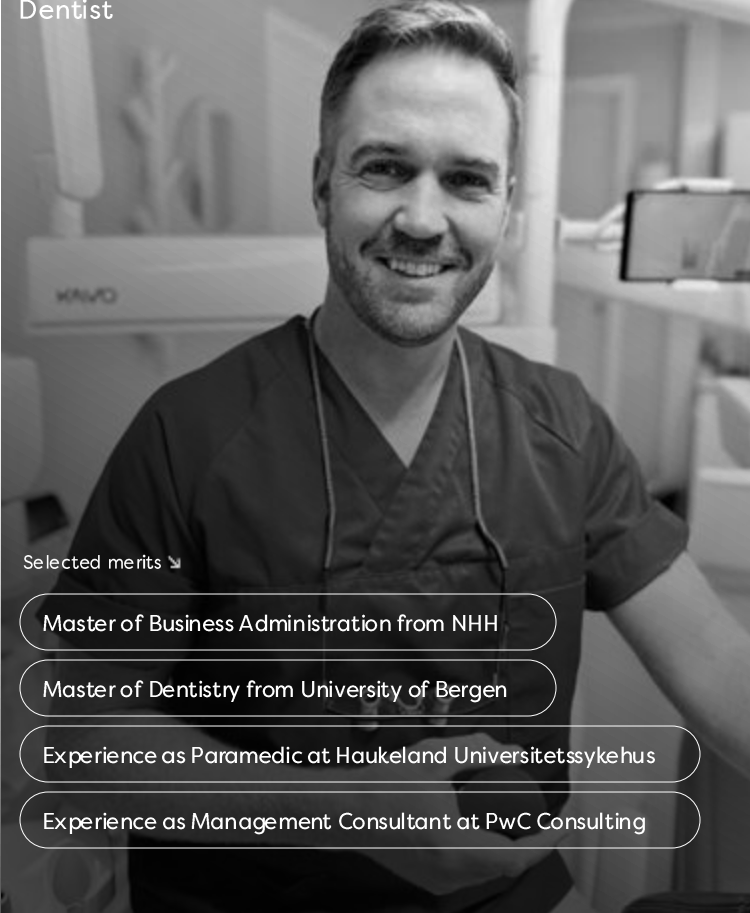


Gerd Kvale
Safe Choice Clinic
Professor



Erik Sjøteland
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

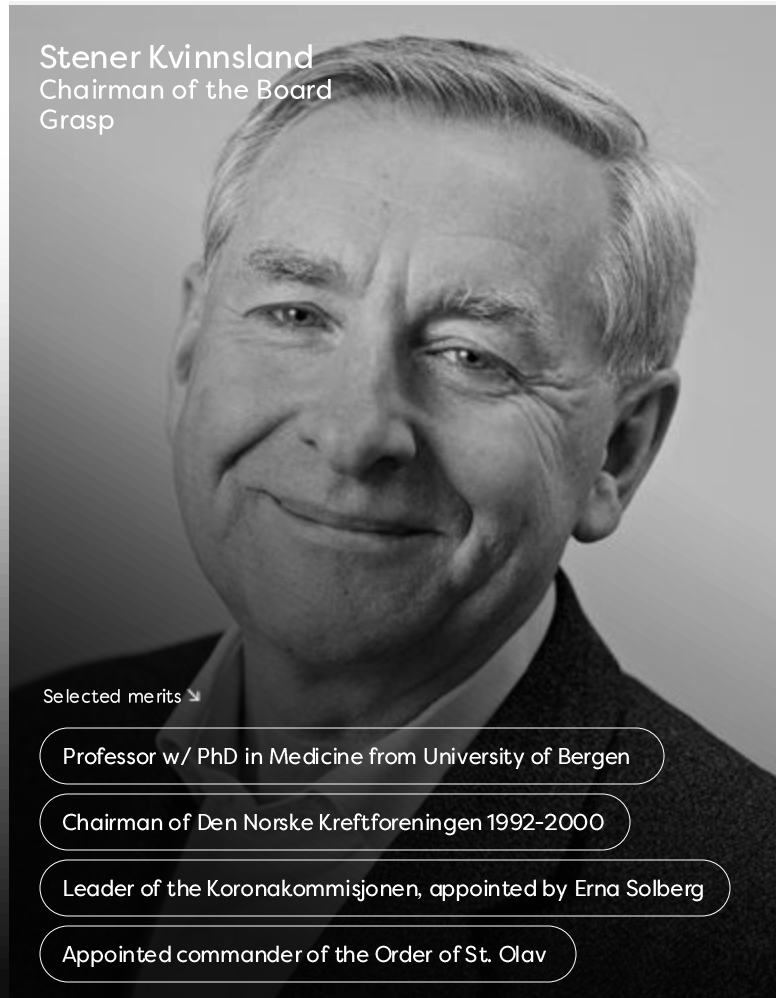
Experience as Paramedic at Haukeland Universitetssykehus

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



Technology

Introducing Grasp.

Capturing subjective patient data



In real time

Low Medium Hard

● ● ●



Marked

FDA

Registered, Class II

MDR

Approved, Class I



Charged by USB



iOS / Android

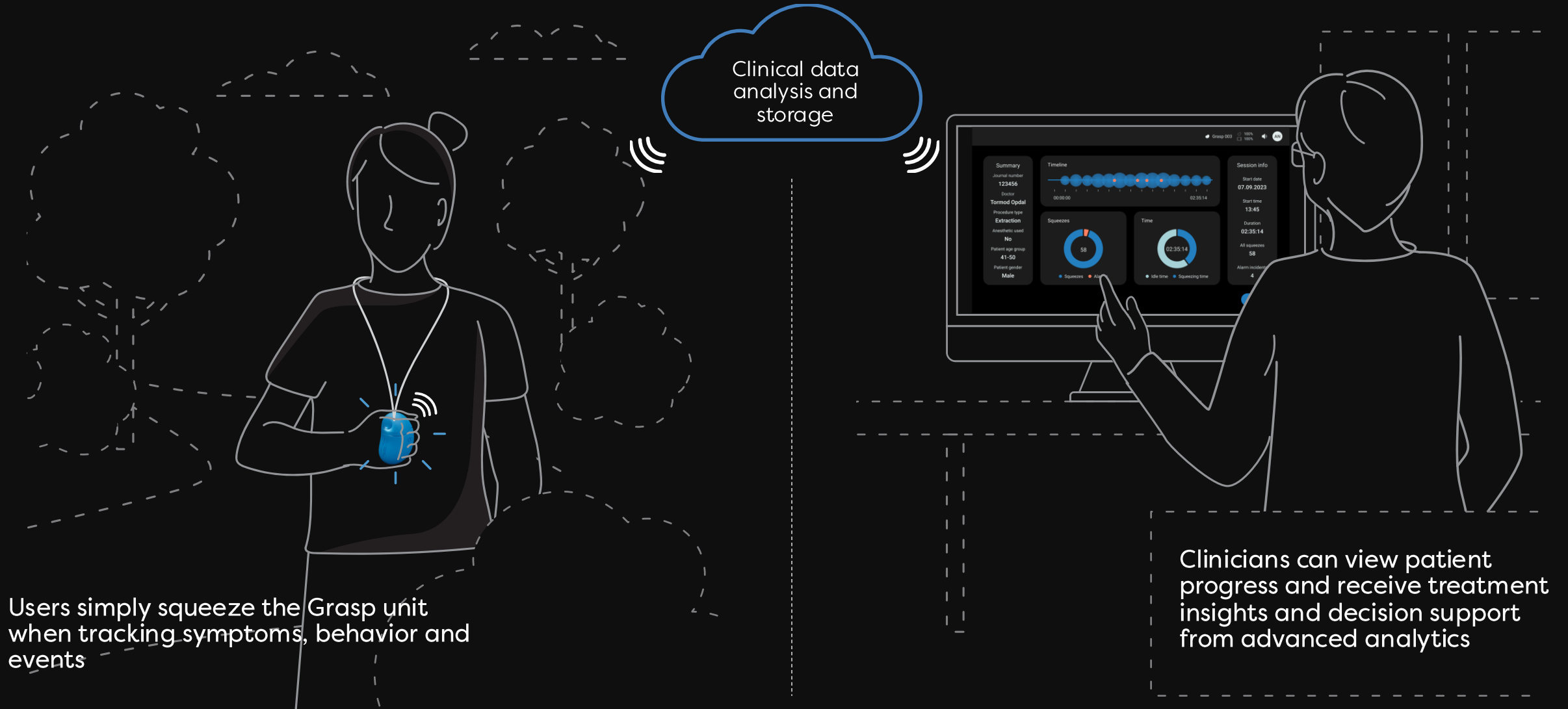


Bluetooth

60

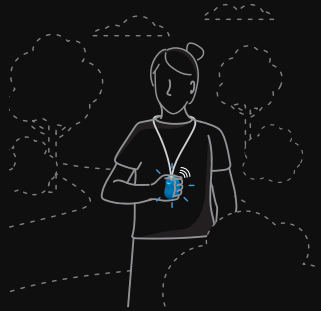
Days battery life in standby mode

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

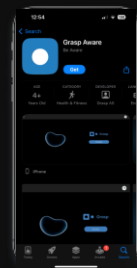
Patient



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

Ecosystem

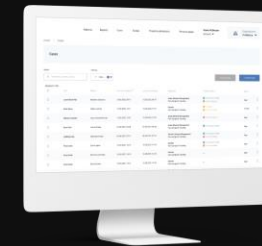
Treatment Module - Grasp Aware App



Grasp
User App

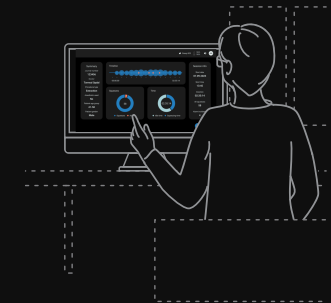


Grasp



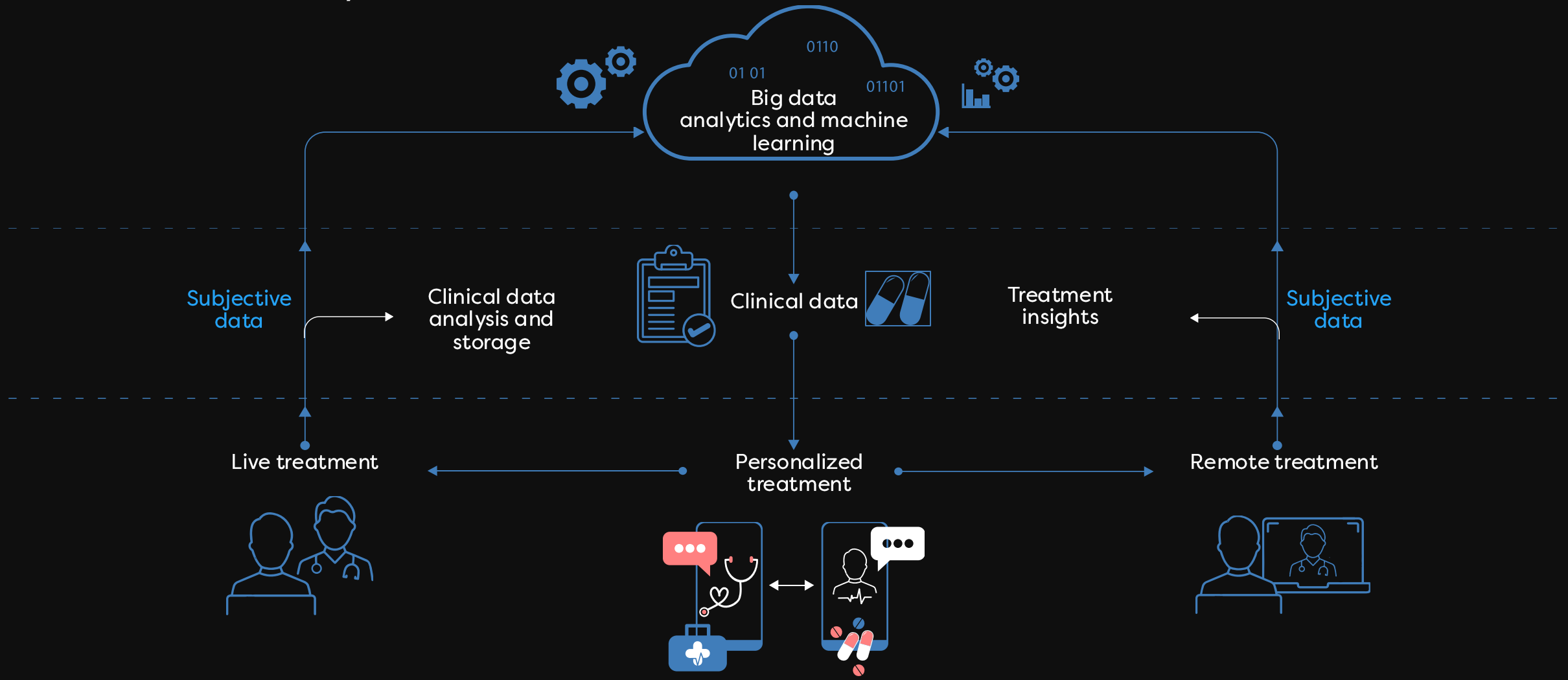
Analytics -
Grasp Insight

Clinician



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

Data collection and analysis





Intellectual property protections



Existing protections:

- The Grasp Device is CE marked and Medical Device Approved in the EU
- FDA medical device registration for the Grasp Device in USA
- FDA medical device registration for the Grasp Aware in USA
- The Grasp Device is patent protected and validated in 16 European countries
- The Grasp Device is design patented in Norway and EU
- Grasp is trademark registered in Norway and EU



Planned protections:

- Trademark registration for Grasp Aware in USA (2025)
- Design patent in for Grasp Device US (2025)
- FDA medical device certification for the Concentra AI software in USA (2025)



Risk Management



Information security
GDPR
Personal safety



Financial



Sustainability



Reputation



Product

Our tools for exercising risk management are:

- Clear definition of roles and responsibilities
- Risk management activities are integrated in processes
- Common methods, tools and decision criteria
- Arenas and systems for assessment, communication and reporting of risk in the company

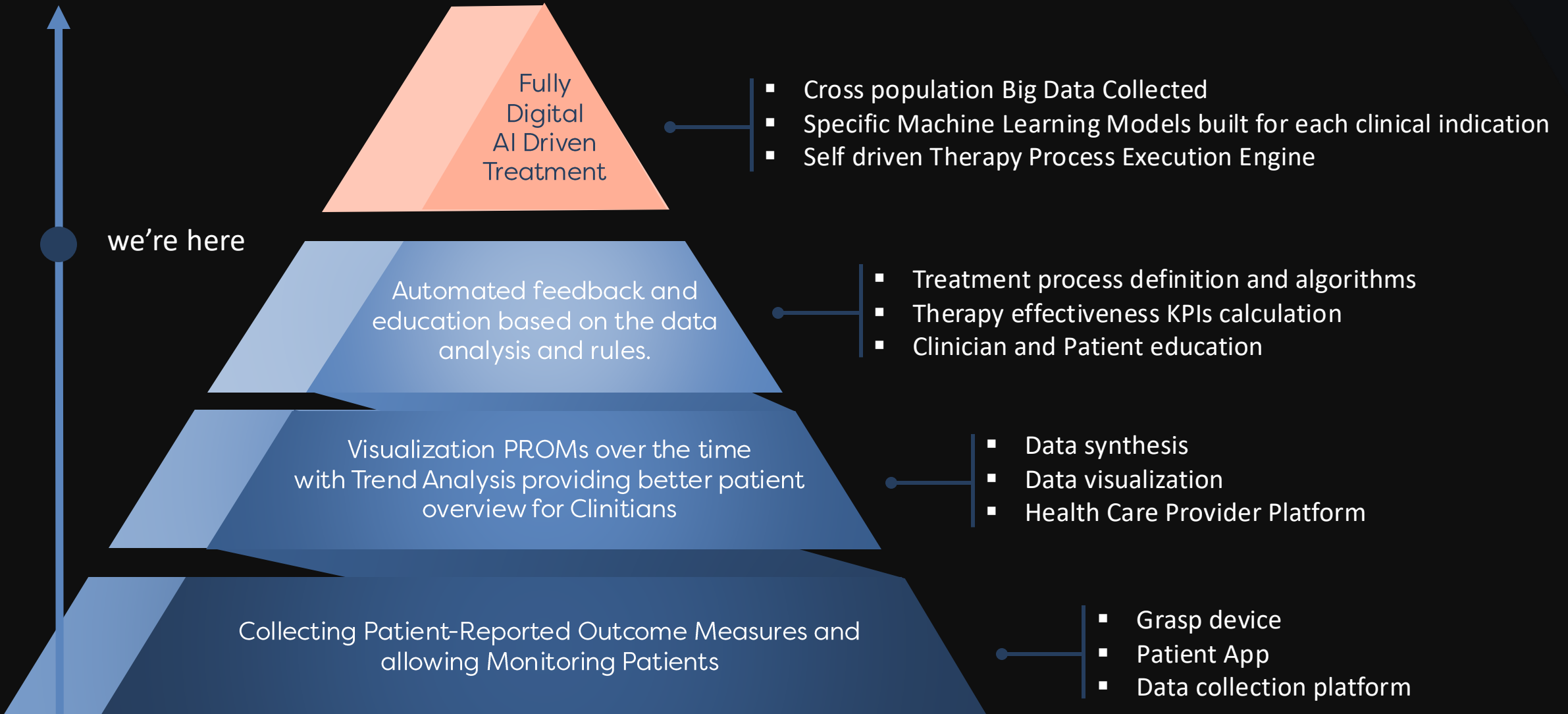
Our approach to risk management is based on the following standards:

- ISO 14971 - Medical devices — Application of risk management to medical devices
- ISO 13485 - Medical devices QMS — Requirements for regulatory purposes
- ISO 27001 - Information security management
- ISO 31000 – Risk Management
- Normen: The code of conduct for Information Security and privacy in the health and care sector



Journey towards fully automated AI driven treatment

Revolutionizing healthcare delivery





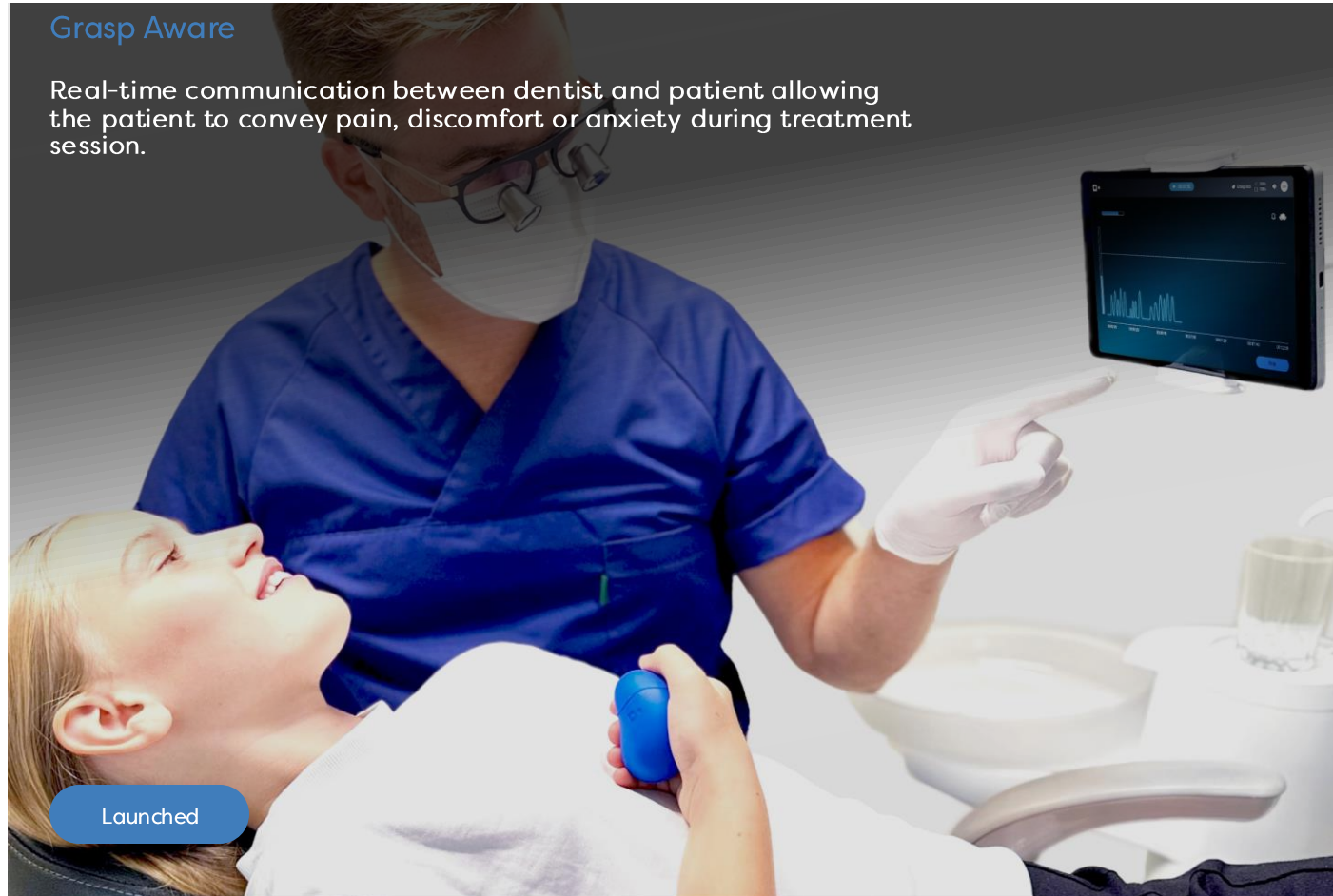
Products



Products & Market Opportunities

Grasp Aware

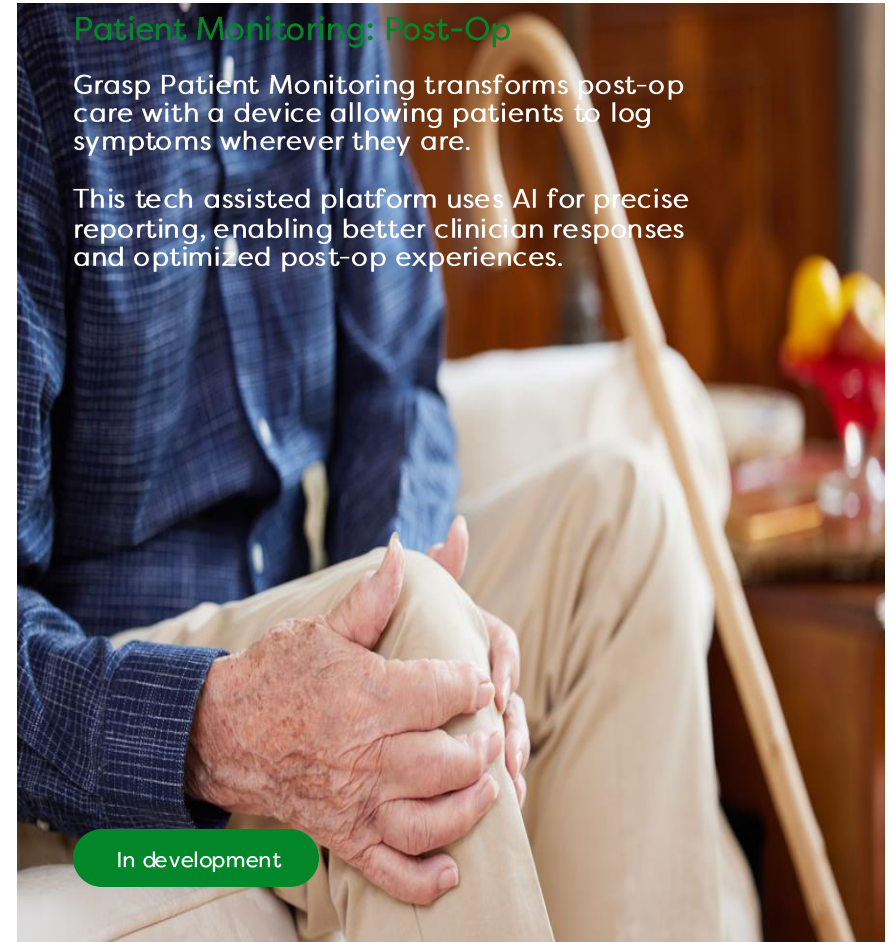
Real-time communication between dentist and patient allowing the patient to convey pain, discomfort or anxiety during treatment session.



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](#)

Business case

- **Simplified regulation:** A less complex regulatory environment speeds up market entry.
- **Market potential:** A transparent market dominated by private practices with a high willingness to pay.
- **Clear value demonstration:** Ease of proving value through measurable improvements in patient care.
- **Expansion platform:** Early successes in dentistry establish credibility for scaling into broader healthcare markets.



Grasp Aware

Launched Q4.2023

Grasp Aware

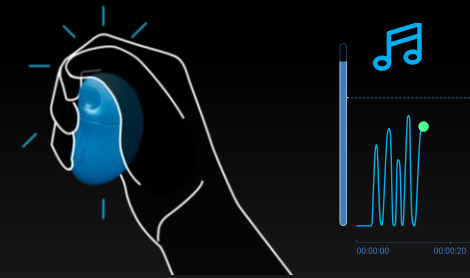
How does it work?

1



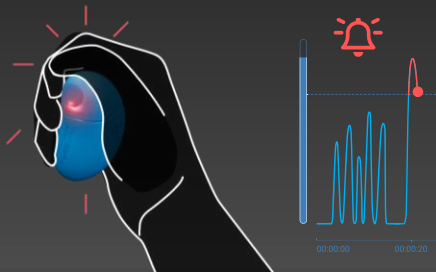
The dentist gives the Grasp device to the patient to hold during treatment. By squeezing it, patients can easily communicate with the dentist.

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 1999 p/m



Market opportunity

Number of dentists
Source: Eurostat, American Dental Association

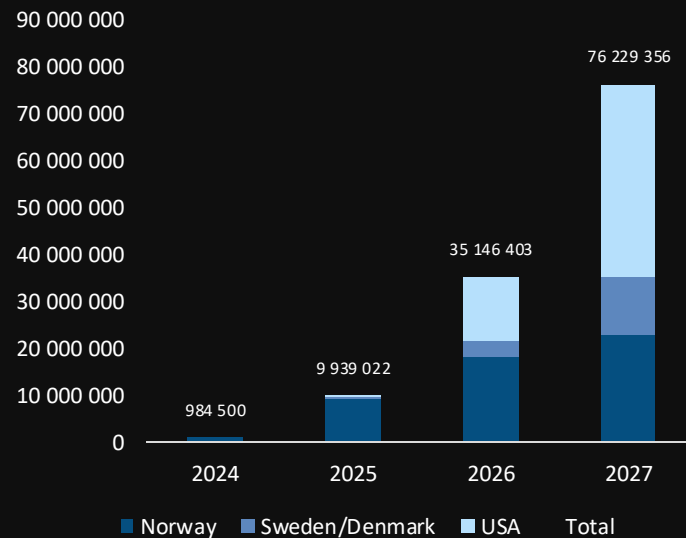


Segments

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.

Tytuł wykresu



Projected number of solutions sold 2024-2027

Number of solutions	2024	2025	2026	2027
Norway	200	710	930	1150
Sweden/Denmark	0	70	300	850
USA	0	100	1125	2750
Total	200	880	2 355	4 750



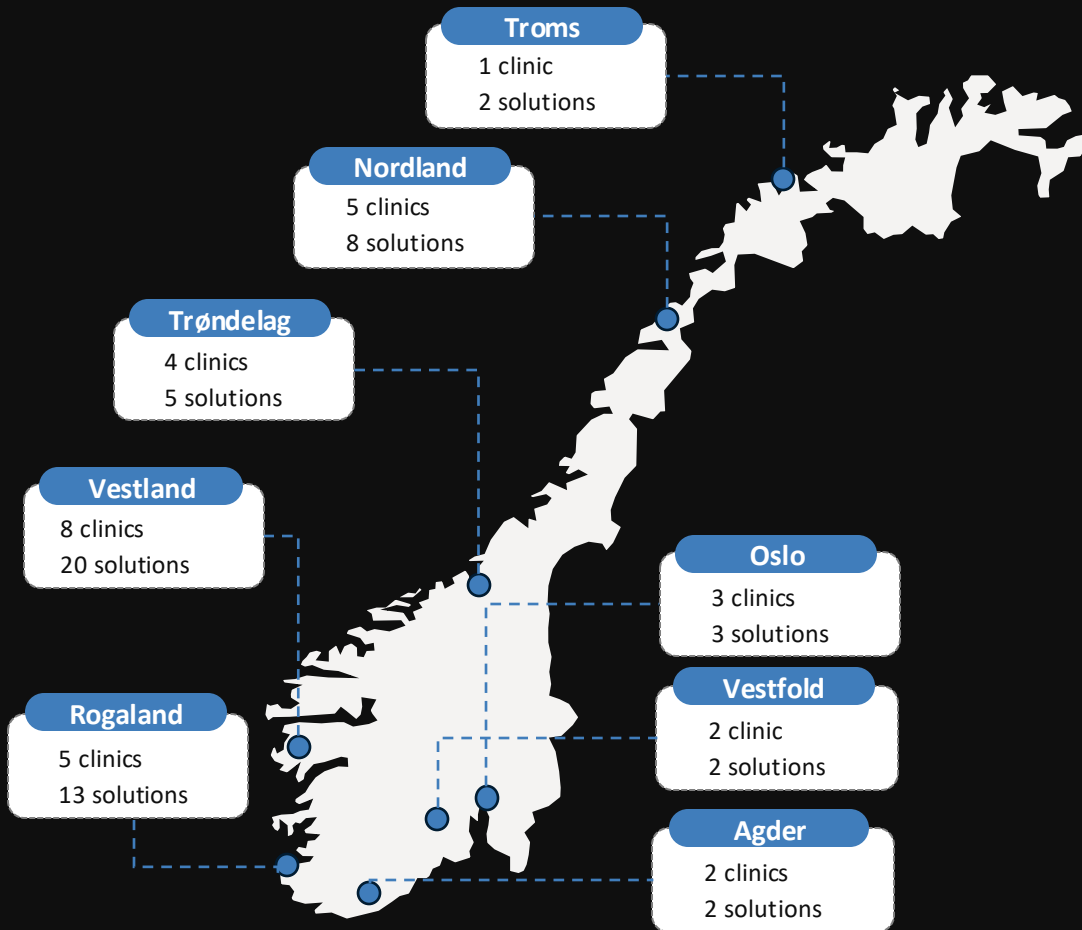
Grasp Aware

Launched November 2023

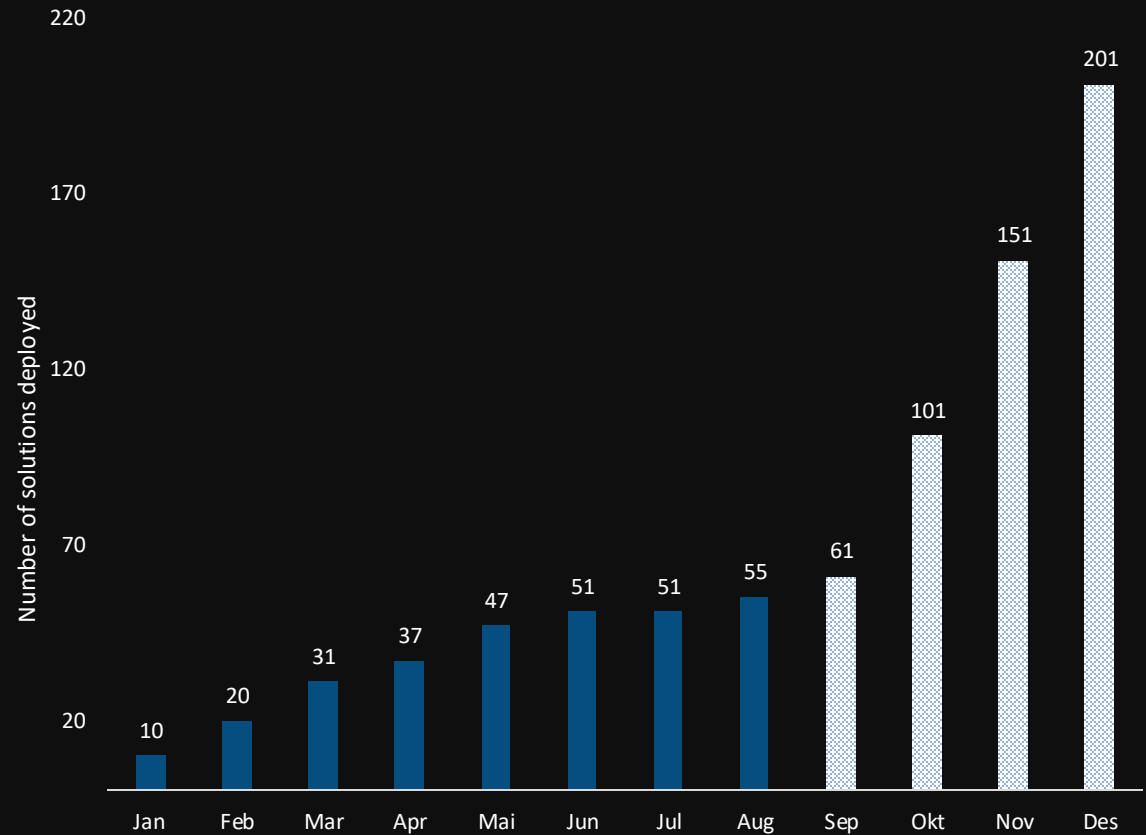
Grasp Aware Sales traction and projection for 2024

30 clinics

55 solutions



Current deployed solutions and short-term projection





Grasp Aware

Launched November 2023

Grasp Aware

Some of our valuable customers



Oris Harstad



Tannlege Marit Danielsen



Visdommen
Tannlegesenter



Product Timeline 2025 – Grasp Aware

Product vision

1

**Seamless
Communication**

2

**Personalized
Care**

3

**Advanced
Analytics**

4

**Actionable
Insights**

5

**Patient
Empowerment**

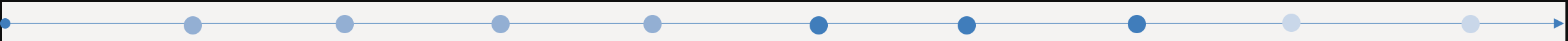
Activity	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Localization Adjustments for public sector customers	■		●									
Patient Empowerment Integration with 3 rd party content provider (Ferrule Media)	■			●								
Localization Adjustments and localization for the US market			■			●						
Seamless Communication Integration with external journal system								■				●
Advanced Analytics Implementation of advanced data analytics and AI								■				●



Grasp Aware Market timeline

Grasp Aware

Launched November 2023



Q4.2023

Grasp Aware Version 1.0

Q1.2024

Market introduction in Norway

Q2.2024

Market introduction in Norway

Q3.2024

Research Grasp Aware for children

Q4.2024

Scaling in Norway

Market Introduction Plan for USA

Q1.2025

Publication of research

Piloting and localization of

Q2.2025

Distribution agreement in Norway

Establish USA entity

Q3.2025

Launch Sweden and Denmark

Establish USA organization

Q4.2025

Regional launch in USA

Norway

Dental Module Piloted and Finalized

25 solutions deployed

Focus on quality and customer feedback

50 solutions deployed

Focus on customer success

100 solutions deployed

Focus on upselling

200 solutions deployed

Focus on research and resources in sales

350 solutions deployed

Focus on distributors and dental chains

500 solutions deployed

Focus on public customers

600 solutions deployed

Focus on Sweden and Denmark

700 solutions deployed

USA

Grasp Device registered as FDA Class II medical device

Grasp Aware registered as FDA Class II medical device

Screen and contact potential pilot partners and distributors

Pilots at selected clinics and attend to fares

Funding secured

Establish sales and distribution organization

100 solutions deployed



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

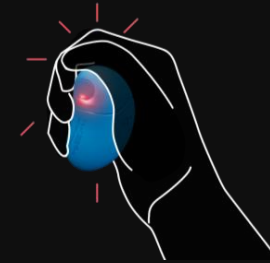
How does it work?

1



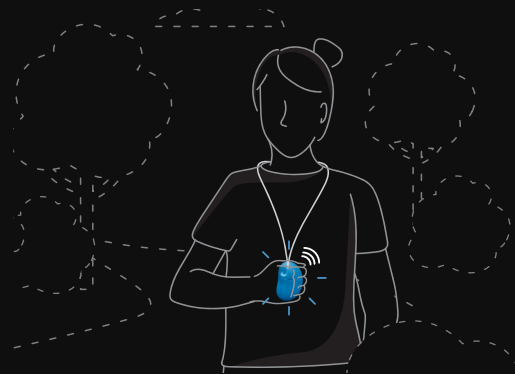
Following a joint replacement surgery, our patient begins the recovery under hospital care.

2



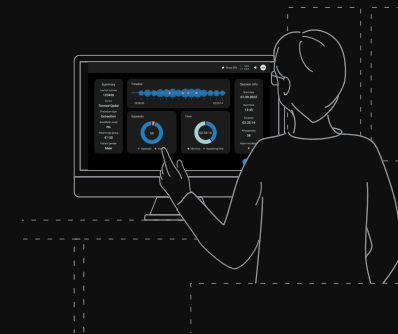
Before discharge, our patient receives the Grasp device, equipped with guidance for tracking symptoms, ensuring a continuum of care beyond the hospital walls.

3



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

4



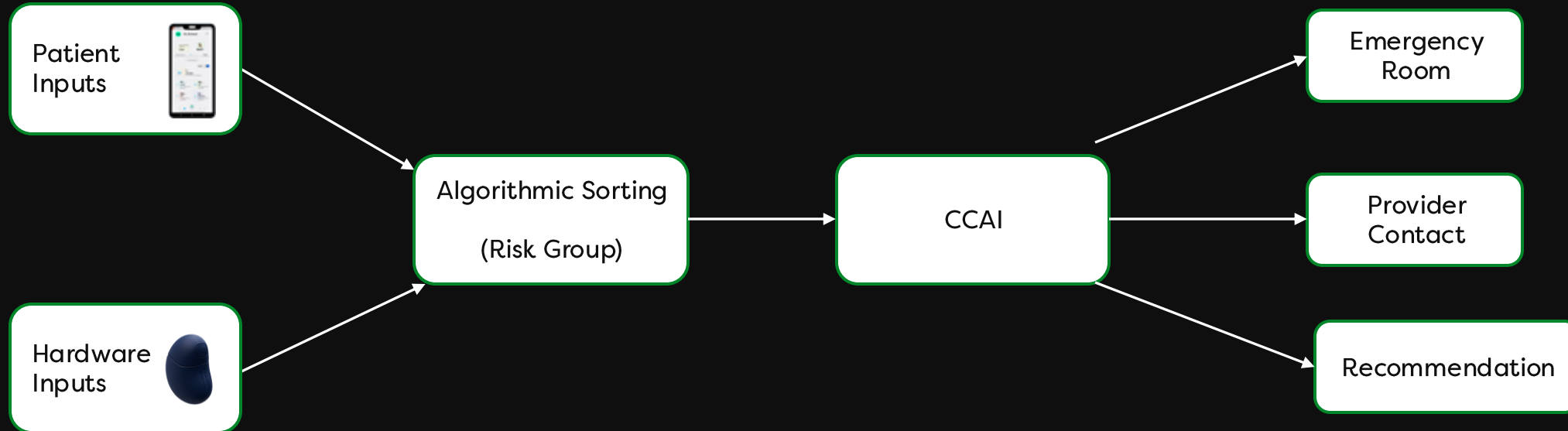
Software analytics engine processes health data in real-time, equipping providers with actionable insights to tailor post-operative care for each patient's unique journey.

Remote Patient
Monitoring

In development

My Connect Post-Op

How does it work?

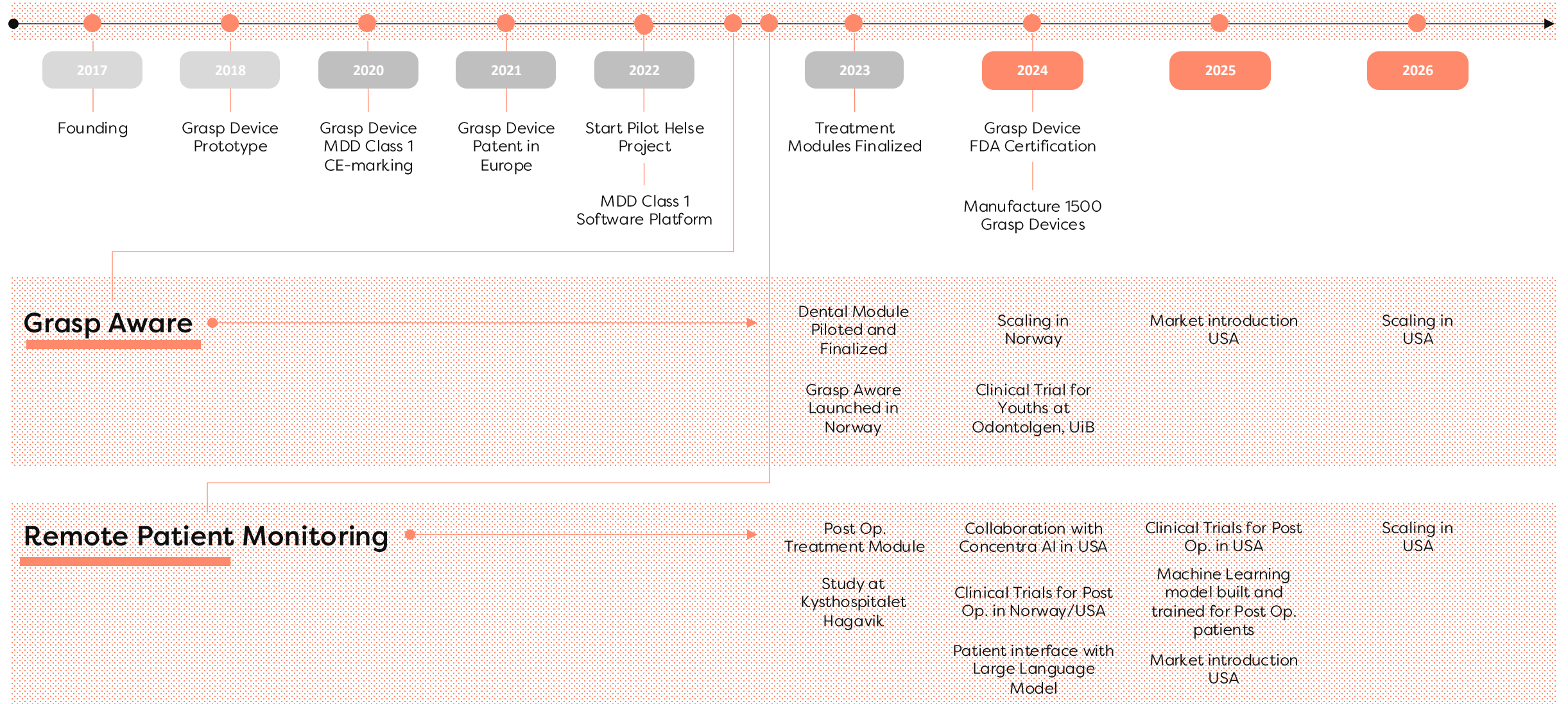




Investment



Timeline





Traction

Strategic shift
from development
to commercial
traction

Pilots conducted

13

Pilot users

6

Events captured

160 000

Patients treated
using Grasp Aware

250

Grasp Aware customers

25

Selected partners

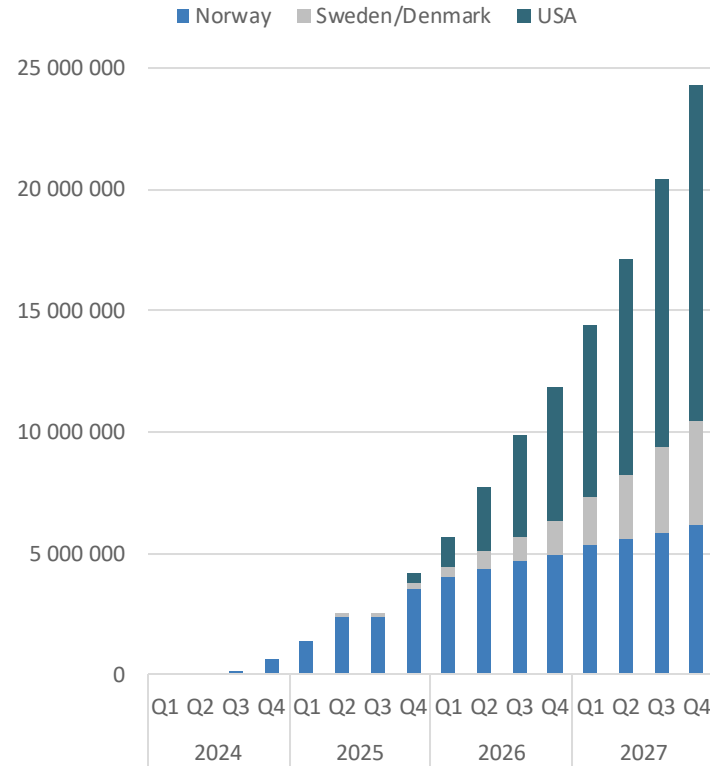




Financial projections: 2024 to 2027

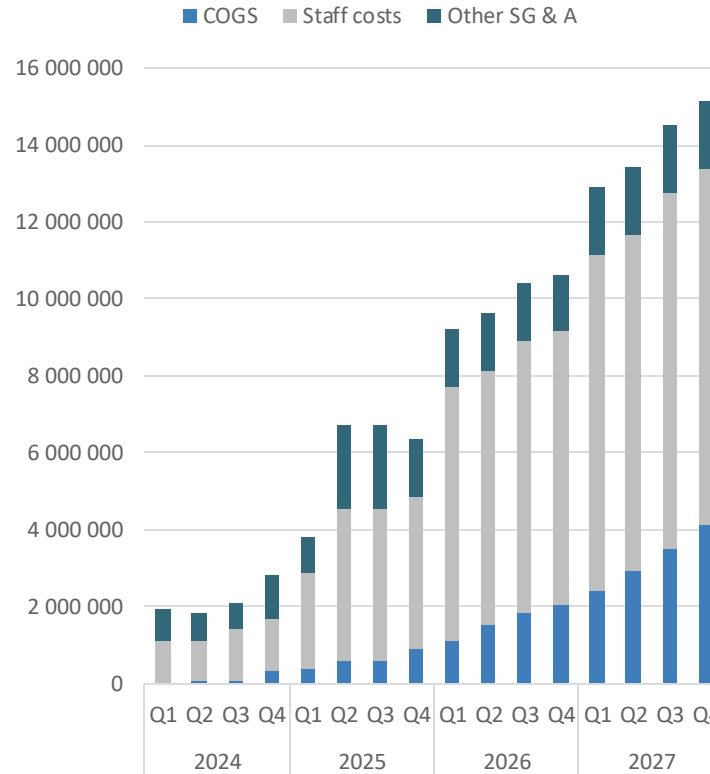
Quarterly Revenue from 2024 to 2027

NOK



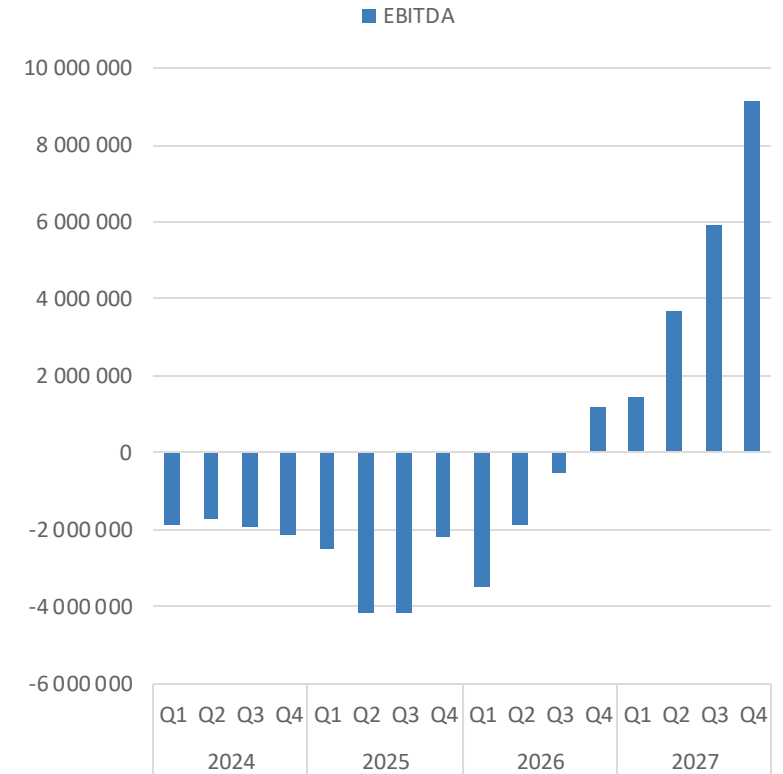
Quarterly Costs from 2024 to 2027

NOK



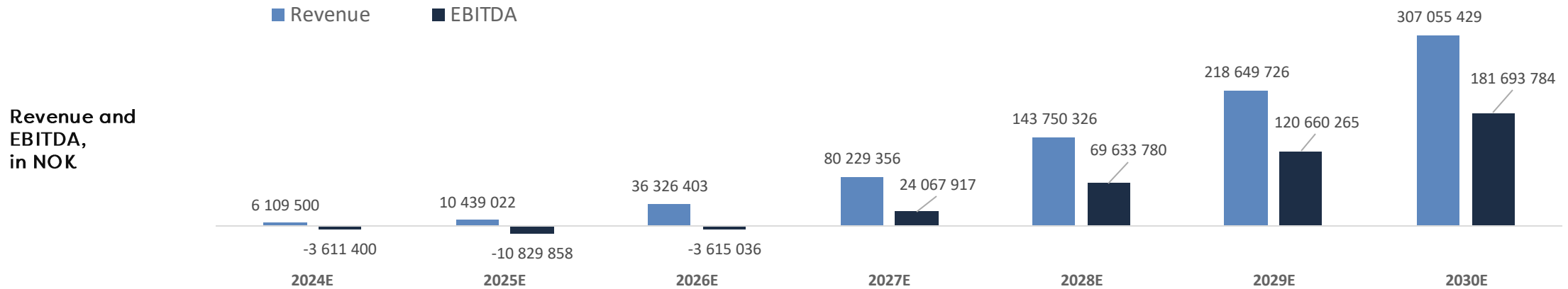
Quarterly EBITDA from 2024 to 2027

NOK





Value proposition and growth trajectory





Objectives and investment highlights

Objectives

Q4 2024 – Q2 2025

Grasp Aware

Sell 500 Grasp Aware solutions to dental clinics in Norway

Grasp Aware

Research publication Grasp Aware for children in collaboration with UiB

Grasp Aware

Plan and finance introduction of Grasp Aware in USA

RPM

Manufacture and deliver 1000 Grasp devices to Concentra AI

RPM

Clinical trial of Grasp and AI in post operative setting

We are currently raising equity and loan funding

Equity capital, Investors

5m

Loan funding, Innovation Norway




3.9m

Securing runway until

Q2 2025



Multiple application areas and market opportunities

Opportunity	Situation	Key drivers
 <p>Grasp Aware Real-time monitoring and communication solution for dental clinics</p>	<ul style="list-style-type: none"> Launched in Q4 2023 50 Grasp Aware solutions rolled out to 30 unique dental clinics Back log of clinics that want to test and adopt the solution 	<p>Sales to new clinics in Norway Sales to new clinics in USA (2025) Upselling to existing clinics</p> <p>Market</p> <ul style="list-style-type: none"> 5 000 dentists in Norway 200 000 dentists in USA
 <p>Remote Patient Monitoring Partnership with Concentra AI</p>	<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 compensated 10% stock ownership in Concentra AI Concentra AI in process with FDA, Q3 2024 	<p>Stock appreciation Strategic collaboration with FDA approved AI Software Sale of Grasp devices</p> <p>Market</p> <ul style="list-style-type: none"> 1.25 million joint replacement surgeries in USA annually
 <p>R&D: Future applications</p> <ul style="list-style-type: none"> Chronic and preventive care Telehealth Mental health Elderly care Pediatric care Clinical research 	<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 	<ul style="list-style-type: none"> Technological innovations New products Proof of product effectiveness through clinical trials Higher medical device classification



116 shareholders

Total shares 101 735

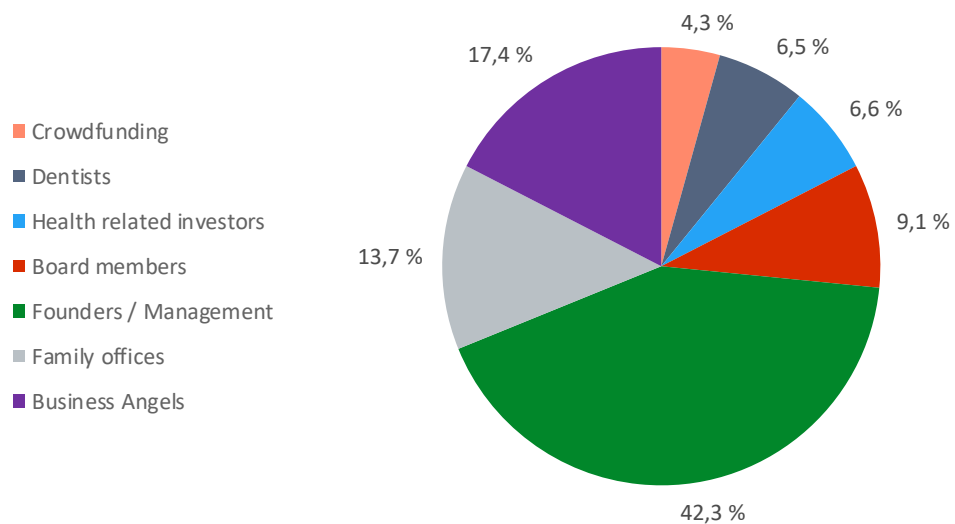
Granted options 11 502

Founders / Board owns 51,4 %

Health investors and founders own 65%

Dentists own 6,5%

Ownership per Investor Group



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%

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Thank you!

