

Patient and Clinician. Connected.

Investor presentation  
February 2025



Why invest in Grasp ↓





# Patient and Clinician. Connected.

Global opportunity





# 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

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Forskingsrådet

### Pilot Helse

Grasp awarded Pilot Health framework worth NOK 35 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

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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.

<p>1</p> <p>Technology readiness</p>	<p>2</p> <p>Competence</p>	<p>3</p> <p>Market trend*</p>	<p>4</p> <p>Impact</p>	<p>5</p> <p>Traction</p>	<p>6</p> <p>Attractive timing</p>
<p>Our platform is at Technology Readiness Level 9, validated by rigorous R&amp;D and successful real-world applications, showcasing a ready-to-scale solution.</p>	<p>Guided by seasoned professionals with extensive experience in healthcare, underpinned by a strong, interdisciplinary team.</p>	<p>Digital health market projected to reach \$193B in 2024, growing at 9.2% annually—Grasp is positioned to engage with this growth.</p>	<p>Grasp's solutions have demonstrated positive outcomes for patients and increased efficiency for healthcare providers, contributing to improved community health.</p>	<p>With Grasp Aware's successful launch in 42 Norwegian dental clinics, our market presence is solidifying, and we're primed for expansion.</p>	<p>With a pre-money valuation of 49 MNOK, investors stand to benefit from forecasted valuation increases in our imminent growth phase.</p>

\* 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. Oddal**  
Chief Executive Officer  
MSc



**Per Øvstein Oddal**  
Chief Medical Officer  
MD



**Allan Junae Hvidal**  
Chief Operatina Officer  
MSc



**Pawel Błachut**  
Hardware Lead  
MSc



**Tomasz Brzozowski**  
Software 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



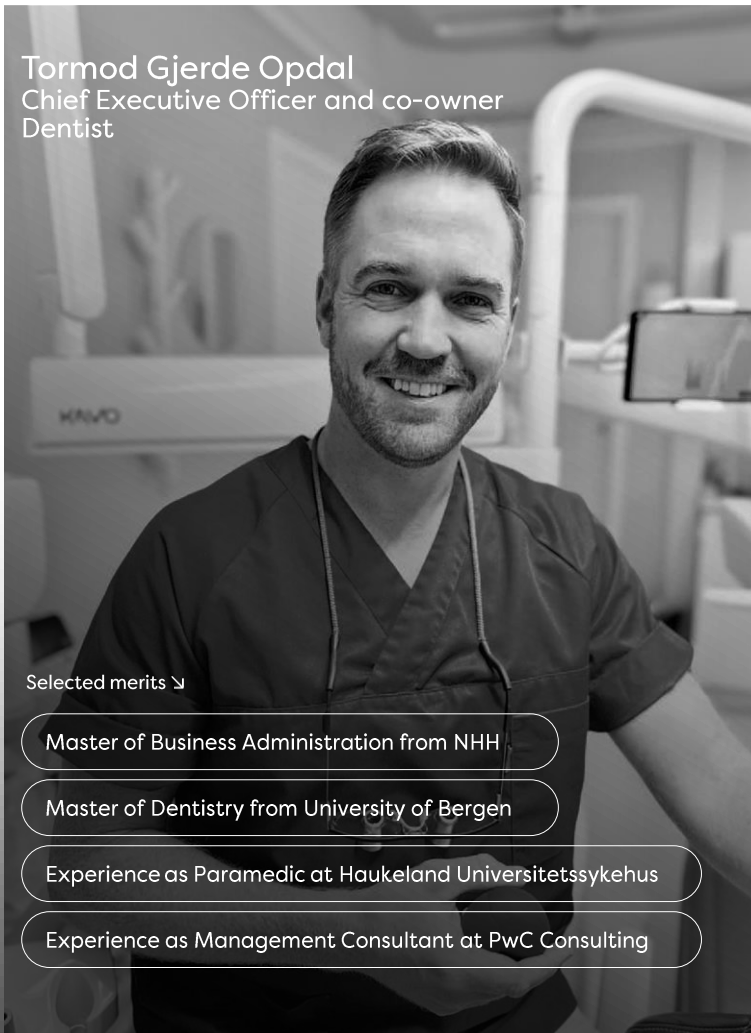
**Richard Watson**  
Consultant  
Concentra AI, USA  
MD



**Dan Stoller**  
Regulatory Consultant  
Cenit Consultina  
MSc



**Tormod Gjerde Opdal**  
Chief Executive Officer and co-owner  
Dentist



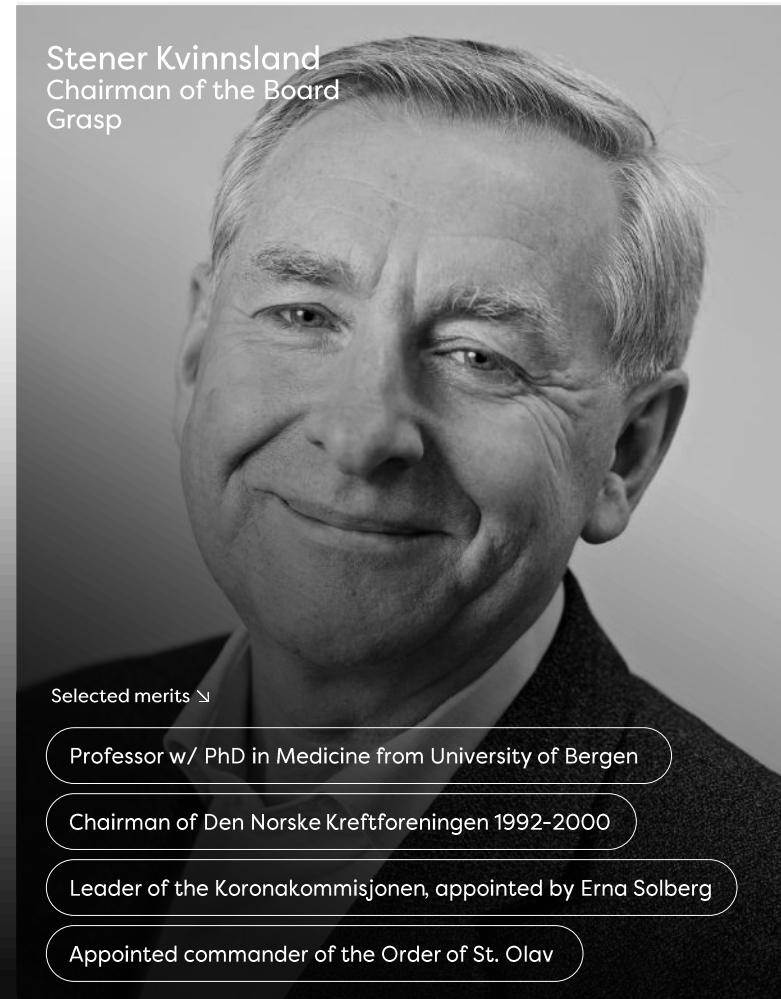
Selected merits ▾

- 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



# 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

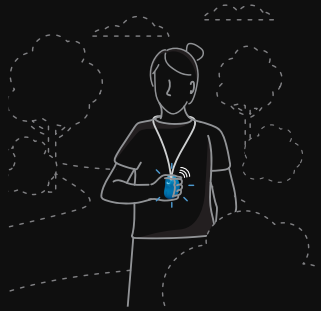
# Technology

# 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

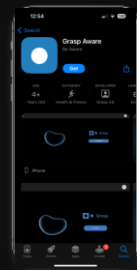
## Patient



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

## Ecosystem

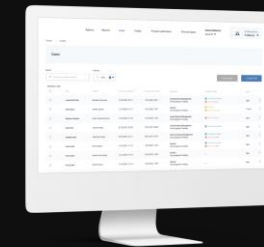
### Treatment Module - Grasp Aware App



Grasp  
User App

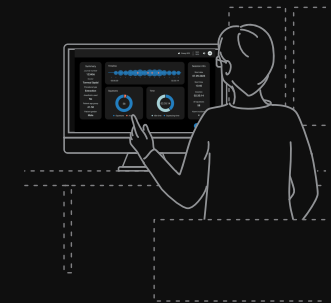


Grasp



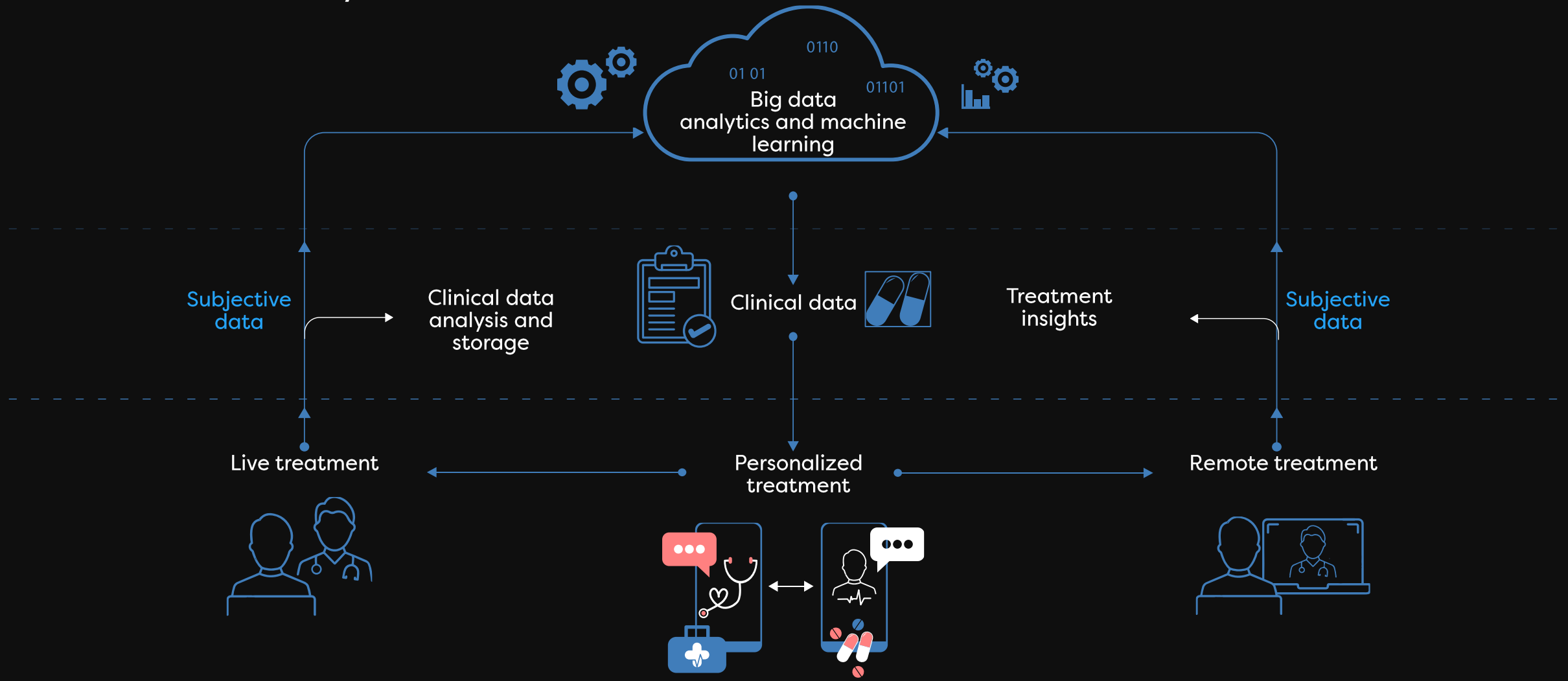
Analytics -  
Grasp Insight

## 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

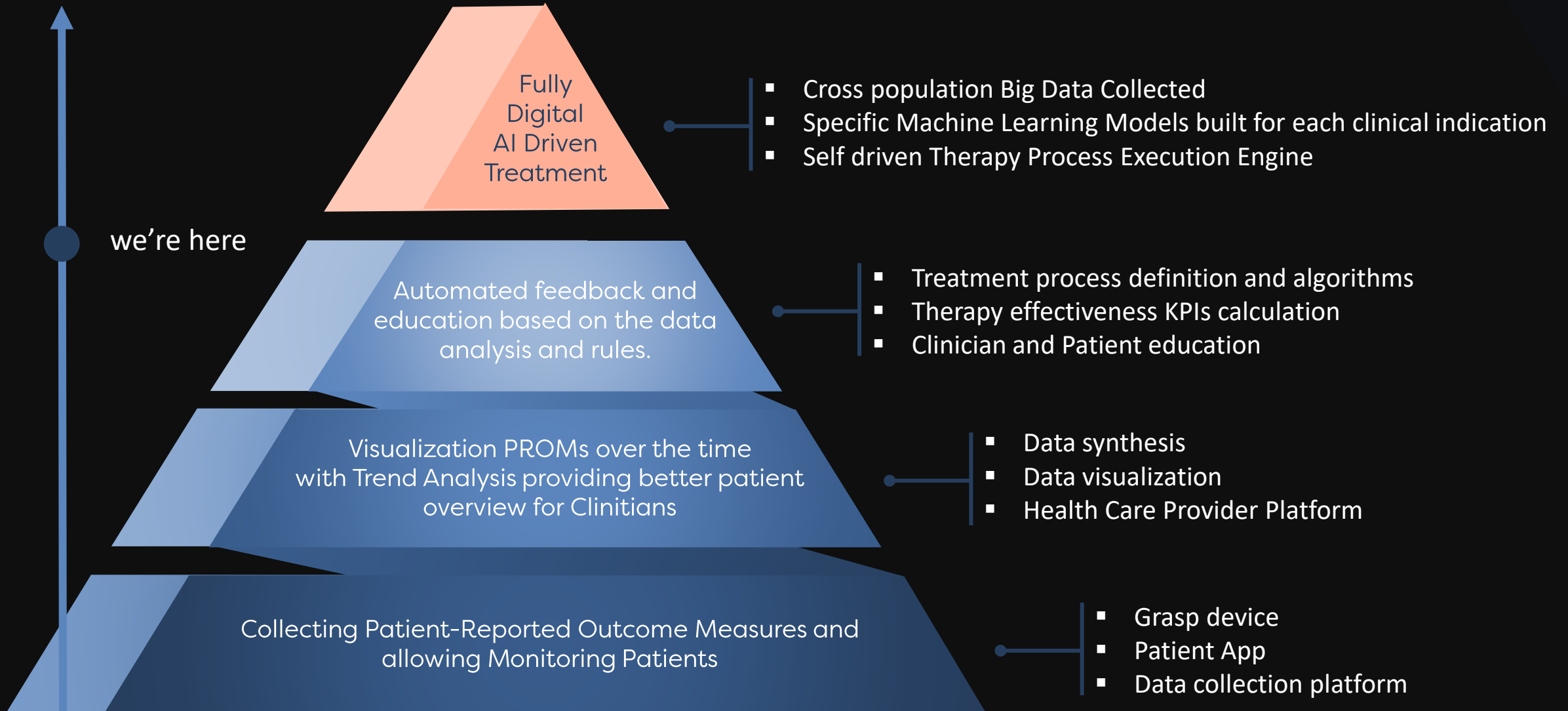
## Our approach to risk management is based on the following standards:

- 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

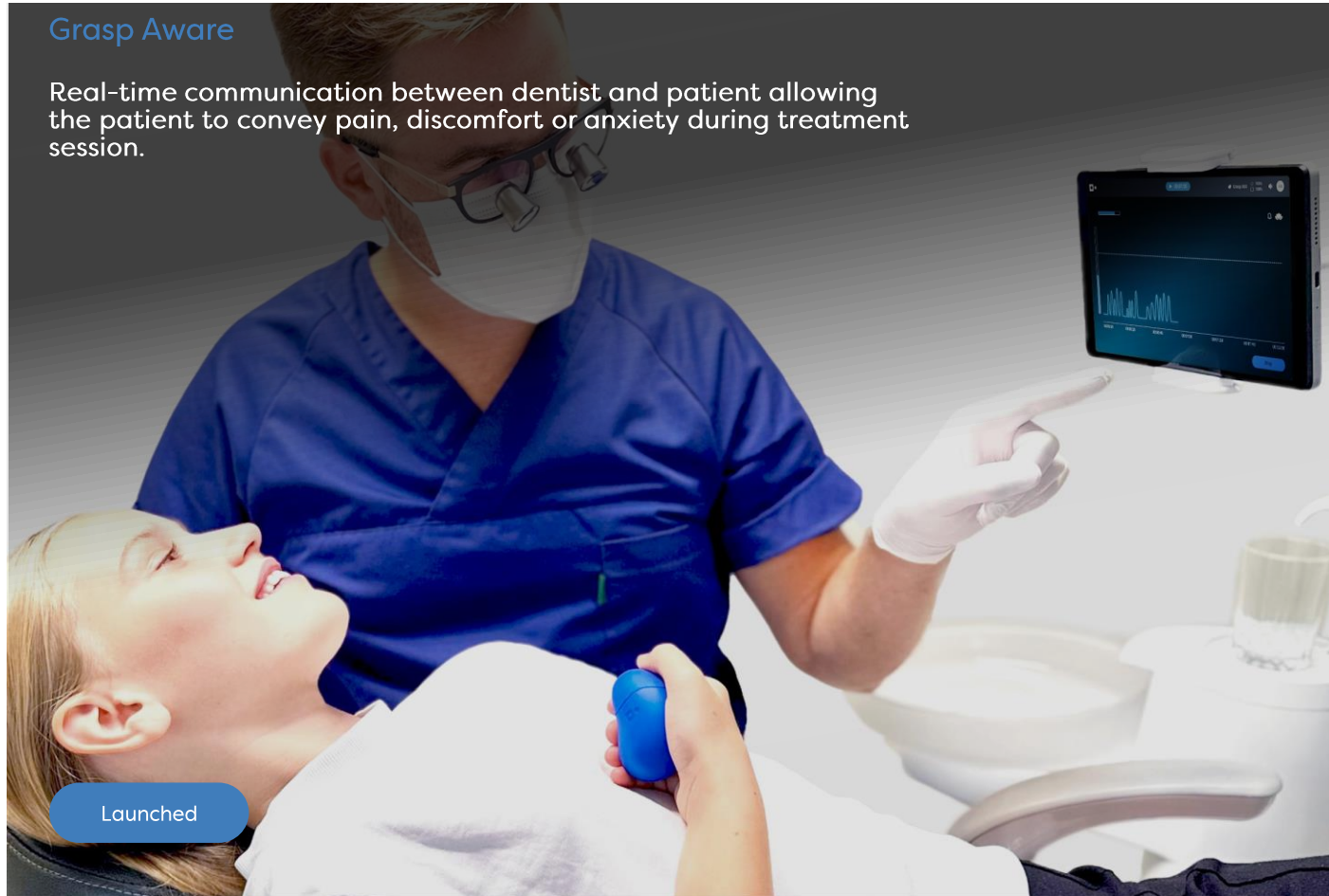
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## Products & Market Opportunities

### Grasp Aware

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

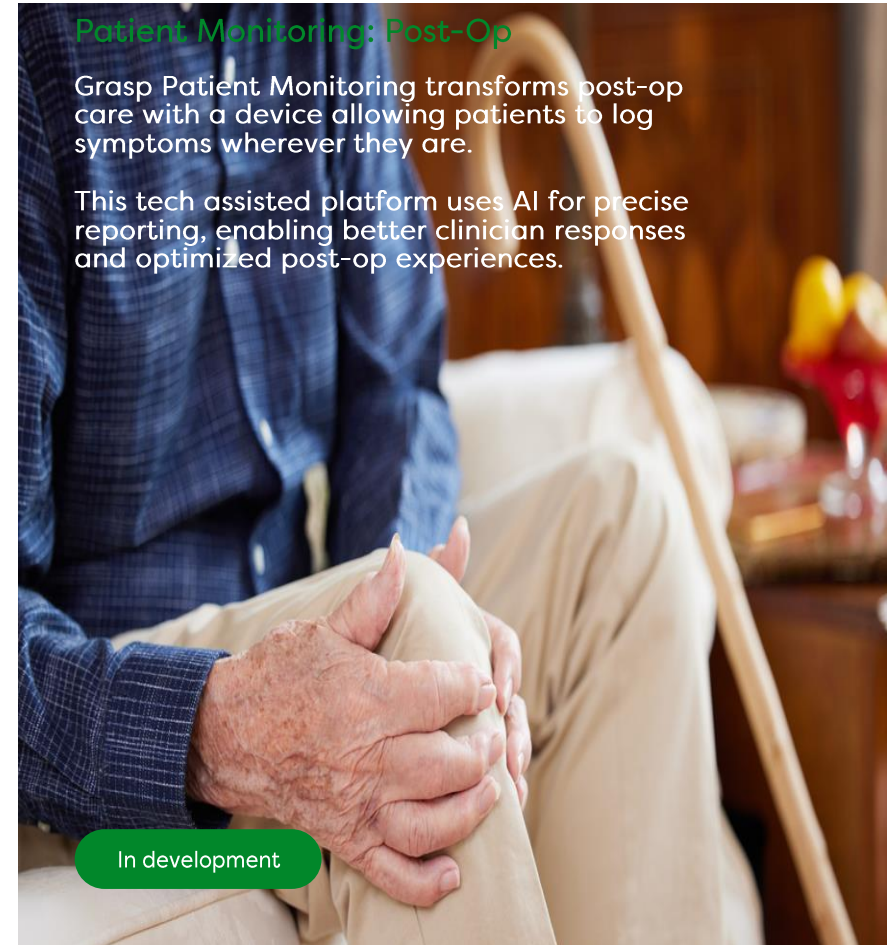


Launched

### 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.



In development



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

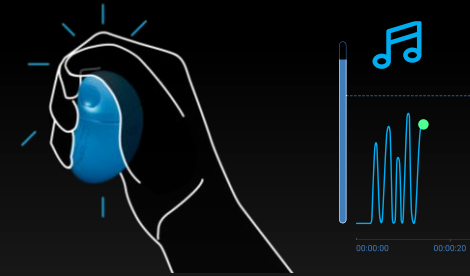
### How does it work?

1



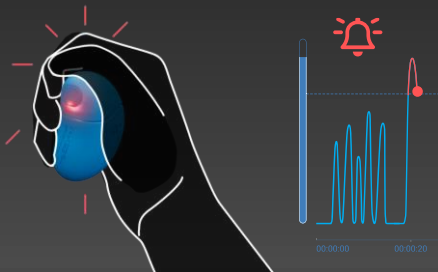
The dentist gives the Grasp device to the patient to hold during treatment. By squeezing it, patients can easily communicate with the dentist.

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

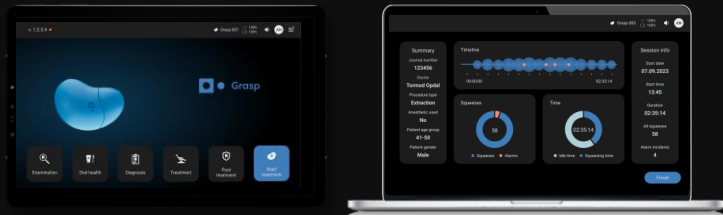
## Revenue model

Target Customer Dental clinics - B2B

Target Geography Norway

Solution  
Grasp device  
Grasp Aware App  
Grasp Insight Software  
Tablet (iPad)  
Holder and speaker  
Installation and training  
Support

Pricing  
Standard - NOK 1798 p/m  
Enterprise - customized p/m



## Market opportunity

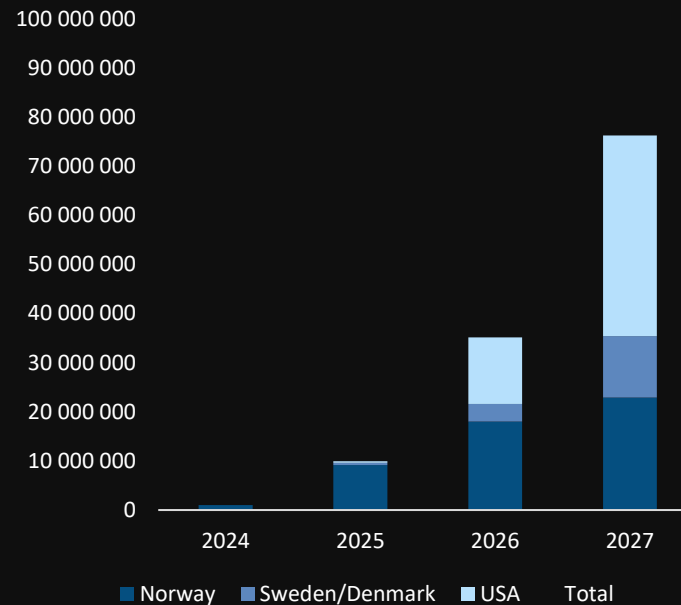
Number of dentists  
Source: Eurostat, American Dental Association



## 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.



## Projected number of new solutions sold 2024-2027

Number of solutions	2024	2025	2026	2027
Norway	100	300	400	500
Sweden/Denmark		70	300	300
USA		50	750	2 750
<b>Total</b>	<b>100</b>	<b>420</b>	<b>1 450</b>	<b>3 550</b>



Grasp Aware

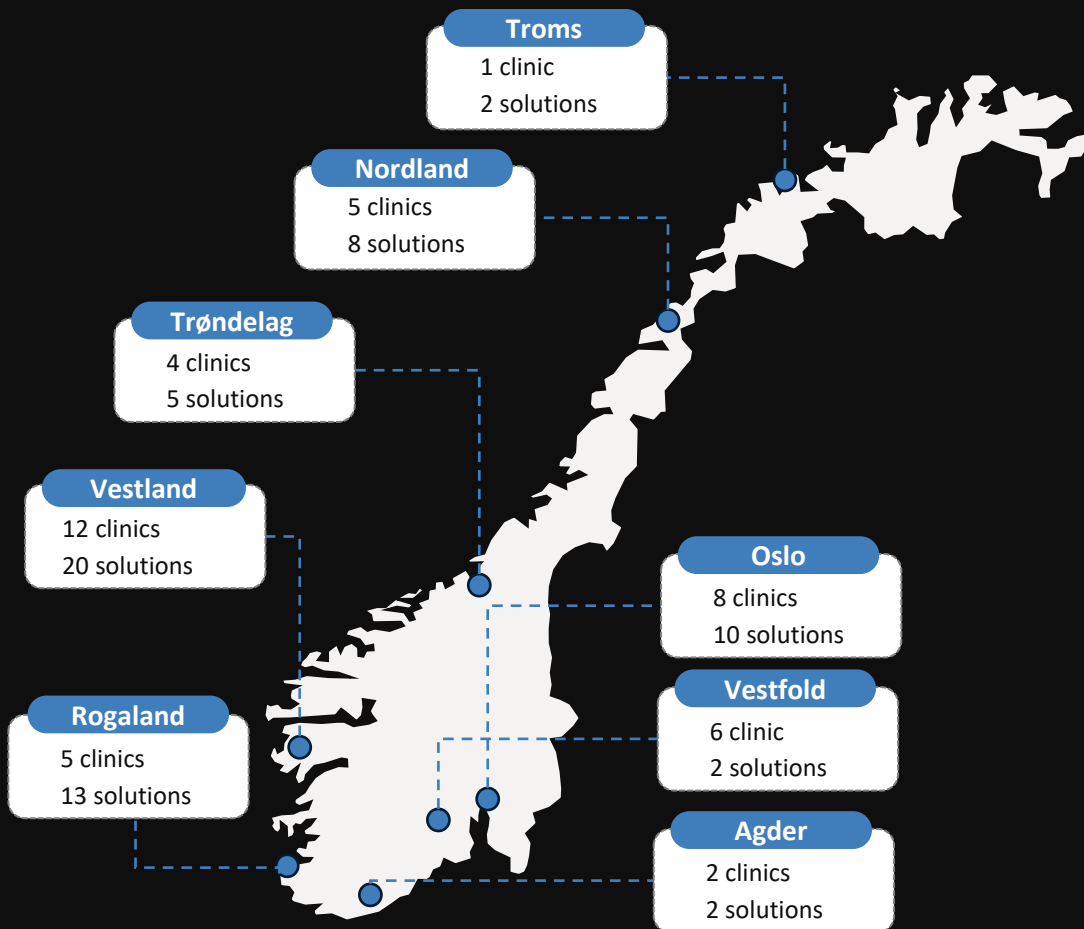
Launched November 2023

## Grasp Aware

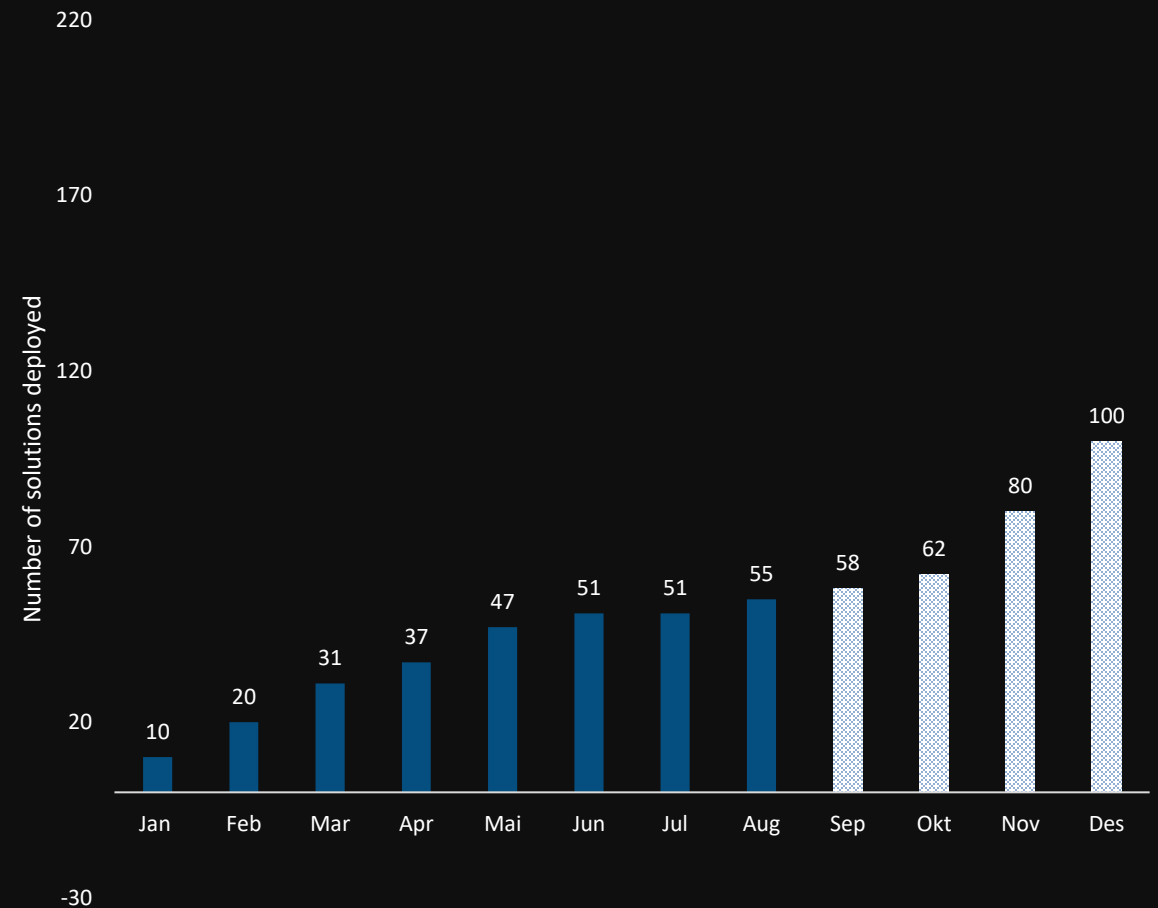
### Sales traction and projection for 2024

42 clinics

62 solutions



### Current deployed solutions and short-term projection





Grasp Aware

Launched November 2023

# Grasp Aware

## Some of our valuable customers



Oris Dental



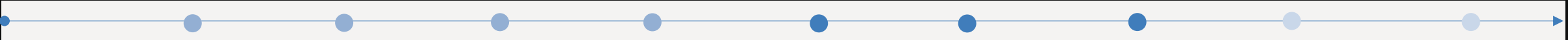
OC Tannklinikker



Grasp Aware

Launched November 2023

# Grasp Aware Market timeline



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

Distribution agreement in Norway

Q1.2025

Publication of research

Q2.2025

Scaling in Norway

Q3.2025

Market Introduction Plan for USA

Q4.2025

Launch Sweden and Denmark

## Norway

Dental Module Piloted and Finalized

25 solutions deployed

Focus on quality and customer feedback

50 solutions deployed

Focus on customer success

60 solutions deployed

Focus on upselling

80 solutions deployed

Focus on research and resources in sales

100 solutions deployed

Focus on distributors and dental chains

150 solutions deployed

Focus on public customers

300 solutions deployed

400 solutions deployed

Focus on Sweden and Denmark

## 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





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

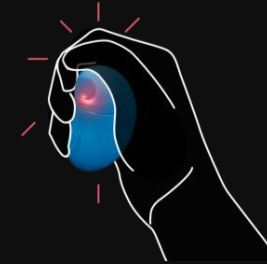
### How does it work?

1



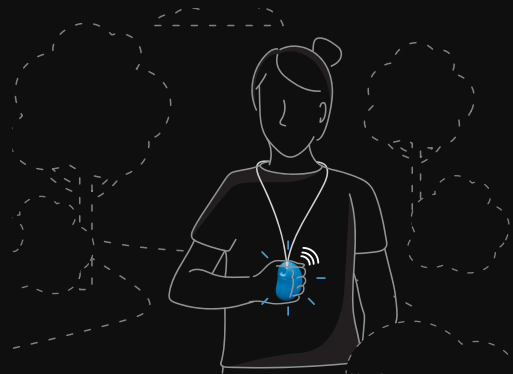
Following a joint replacement surgery, our patient begins the recovery under hospital care.

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



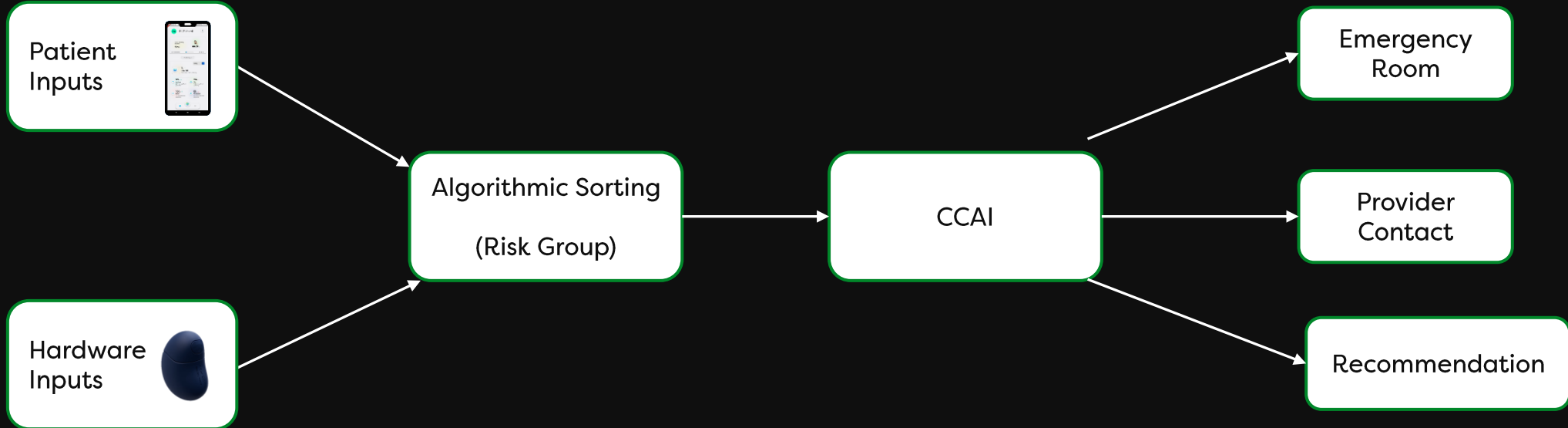
Software analytics engine processes health data in real-time, equipping providers with actionable insights to tailor post-operative care for each patient's unique journey.

Remote Patient Monitoring

In development

# My Connect Post-Op

## How does it work?

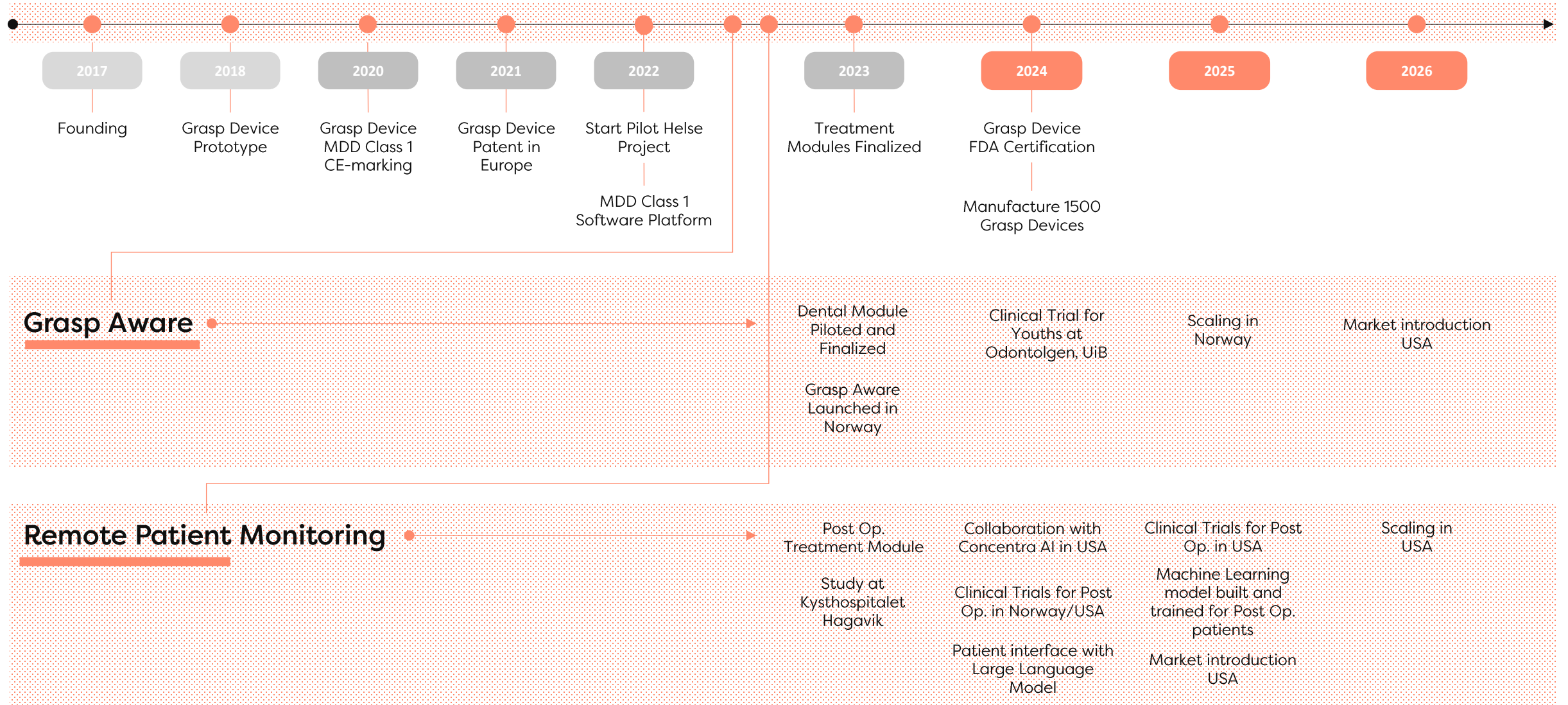




# Investment



# Timeline





## Traction

Strategic shift  
from development  
to commercial  
traction

Pilots conducted

13

Pilot users

6

Events captured

400 000

Patients treated  
using Grasp Aware

600

Grasp Aware customers

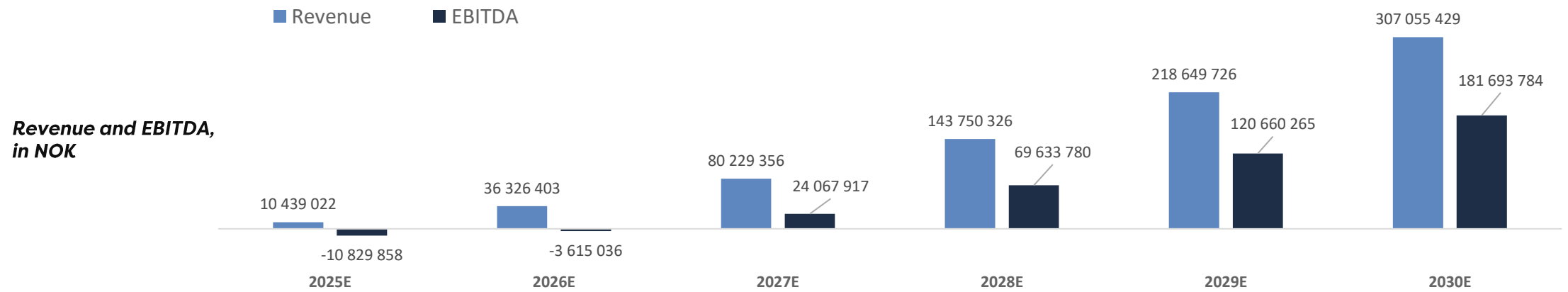
42

## Selected partners





# Value proposition and growth trajectory







## Objectives and investment highlights

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### Objectives

Q4 2024 – Q1 2026

Grasp Aware

Sell 1000  
Grasp Aware  
solutions to  
dental clinics

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Grasp Aware

Research  
publication  
Grasp Aware  
for children in  
collaboration  
with UiB

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Grasp Aware

Plan and  
financing for  
introduction  
of Grasp  
Aware in  
USA

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RPM

Manufacture  
and deliver  
1000 Grasp  
devices to  
Concentra AI

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RPM

Clinical trial  
of Grasp  
and AI in  
post operative  
setting

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We are currently  
raising equity and  
loan funding

Equity capital,  
Investors

10 m

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Loan funding,  
Innovation Norway

3.9m

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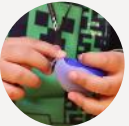
Securing  
runway until

Q1 2026

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## Multiple application areas and market opportunities

Opportunity	Situation	Key drivers
 <p><b>Grasp Aware</b> Real-time monitoring and communication solution for dental clinics</p>	<ul style="list-style-type: none"> <li>▪ Launched in Q4 2023</li> <li>▪ 62 Grasp Aware solutions rolled out to 42 unique dental clinics</li> <li>▪ Back log of clinics that want to test and adopt the solution</li> </ul>	<p>Sales to new clinics in Norway Sales to new clinics in USA (2026) Upselling to existing clinics</p> <p>Market</p> <ul style="list-style-type: none"> <li>▪ 5 000 dentists in Norway</li> <li>▪ 200 000 dentists in USA</li> </ul>
 <p><b>Remote Patient Monitoring</b> Partnership with Concentra AI</p>	<ul style="list-style-type: none"> <li>▪ Partnership agreement signed with Concentra AI in March 2024</li> <li>▪ Grasp to deliver 1 000 Grasp devices for use in US pilots</li> <li>▪ Grasp compensated 10% stock ownership in Concentra AI</li> <li>▪ Concentra AI in process with FDA, Q3 2024</li> </ul>	<p>Stock appreciation Strategic collaboration with FDA approved AI Software Sale of Grasp devices</p> <p>Market</p> <ul style="list-style-type: none"> <li>▪ 1.25 million joint replacement surgeries in USA annually</li> </ul>
 <p><b>R&amp;D: Future applications</b></p> <ul style="list-style-type: none"> <li>▪ Chronic and preventive care</li> <li>▪ Telehealth</li> <li>▪ Mental health</li> <li>▪ Elderly care</li> <li>▪ Pediatric care</li> <li>▪ Clinical research</li> </ul>	<ul style="list-style-type: none"> <li>▪ Grasp device CE-marked, patented and regulated as class 1 medical device in EU (MDR) and North America (FDA)</li> <li>▪ Flexible software platform that easily can be tailored new medical indications</li> <li>▪ Conducted 13 pilots on various indications</li> </ul>	<ul style="list-style-type: none"> <li>▪ Technological innovations</li> <li>▪ New products</li> <li>▪ Proof of product effectiveness through clinical trials</li> <li>▪ Higher medical device classification</li> </ul>



116 shareholders

Total shares 101 735

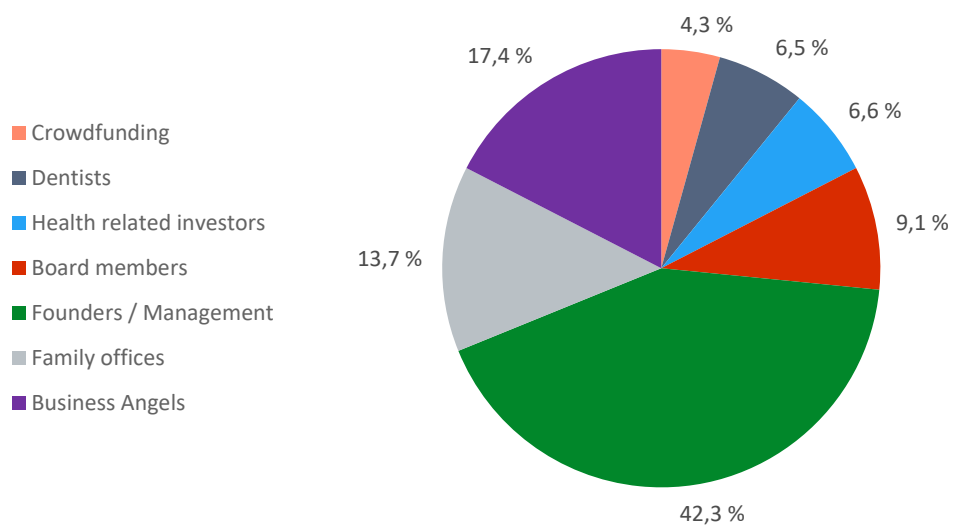
Granted options 11 502

Founders / Board owns 51,4 %

Health investors and founders own 65%

Dentists own 6,5%

Ownership per Investor Group



<i>Shareholder</i>	<i>Shares</i>	<i>Ownership</i>
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%
<b>Subtotal top 10 shareholders</b>	<b>76 733</b>	<b>75.4%</b>
<b>Other shareholders (94 shareholders)</b>	<b>25 002</b>	<b>24.6%</b>
<b>Total all shareholders</b>	<b>101 735</b>	<b>100%</b>

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February 2025

***Thank you!***

