



Uro Bionics

Small sensor – big impact

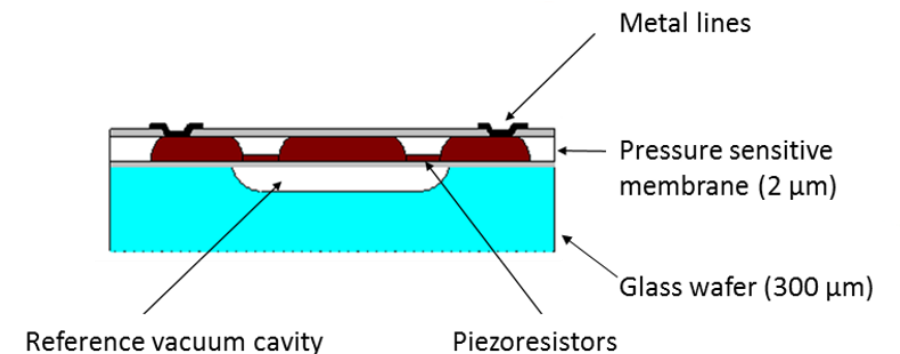
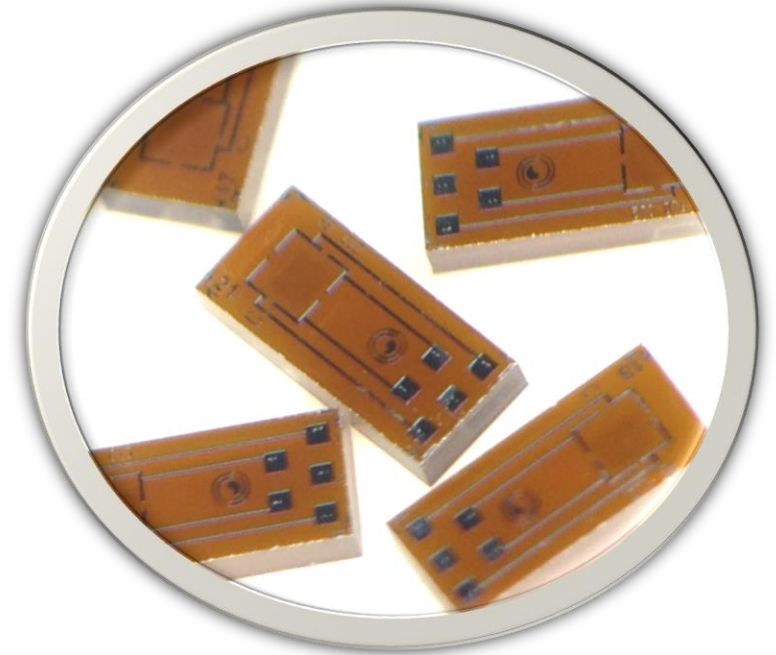
March 2020

Introducing world class
pressure sensor system



Sensor elements made by micro and nanotechnology

- The diaphragm deflects under pressure
- The resistivity of the piezoresistors changes during bending and is measured as a voltage signal
- Specialized design with piezoresistors protected against biofouling





Enormous need for new solutions:

~400 millions suffering from urinary incontinence

Voiding problems increasing

- Aging population
- Increasing incidents of diabetes
- Increasing incidents of obesity

“If urinary incontinence were a country, it would be the third largest in the world!”

Economist Intelligence Unit

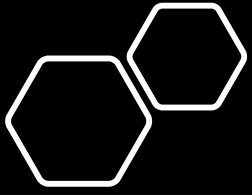
Our vision: Improving lives for millions suffering from incontinence



Game changing procedure

- Patient comfort
- Simplified procedures
- 24h physiological monitoring
- No initial investment in equipment
- Significant cost savings

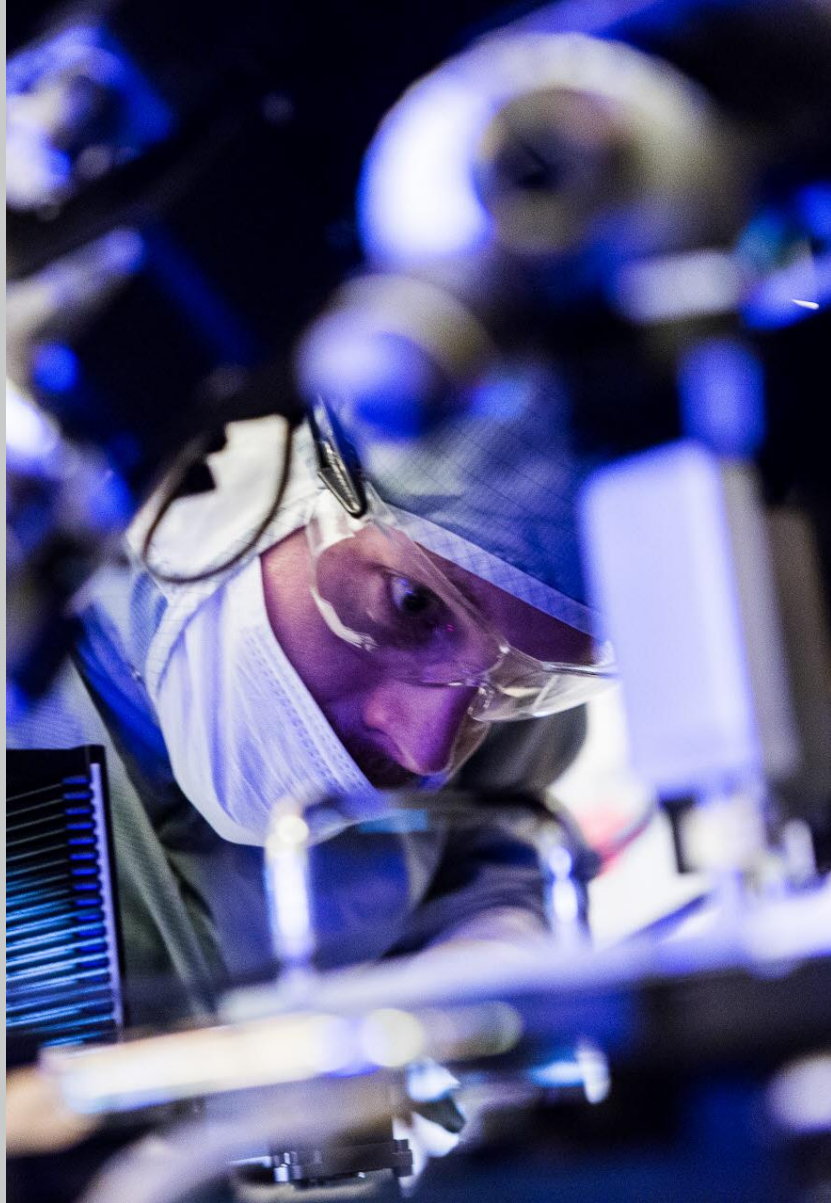




Bladder solution already tested in humans

- Initial findings:
 - No complications reported by patients
 - Simplified procedure confirmed
 - Sensor responds immediately to minor changes in bladder pressure





Collaboration with world class manufacturers established






- Sensor element design
- Flexible PCB (flexprint)
- Protection of surface

Solid IPR position

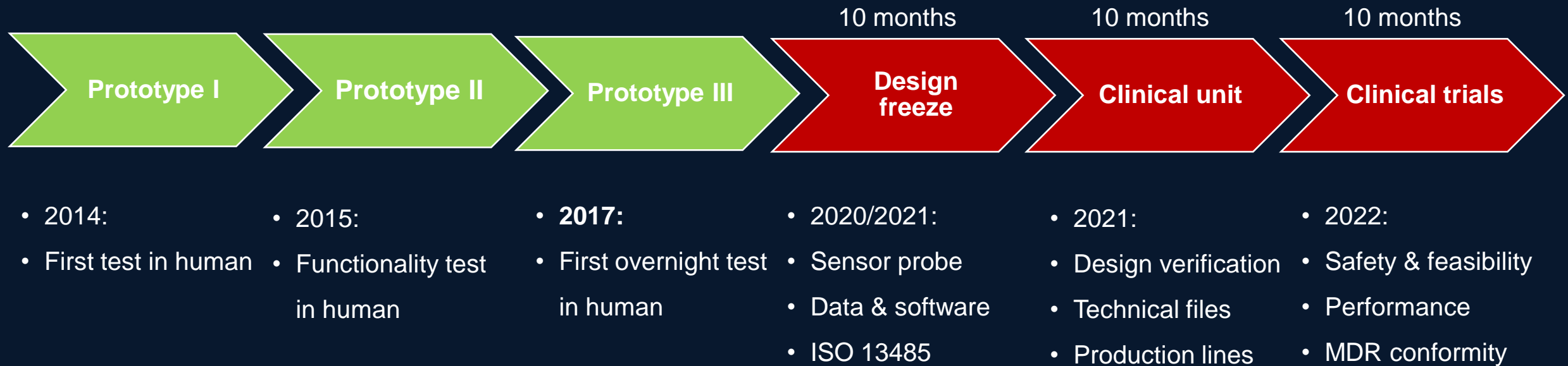
- License agreement with SINTEF ensuring exclusive rights
- Pressure monitoring system
 - Expected expiry 2034
 - Active in Japan (JP 6480440)
 - Pending in Europe, USA, Canada, India, China, Korea
- Sensor assembly
 - Expected expiry 2034
 - Pending in Europe, USA, Canada, Korea and Japan



Strong third party validation

 sensors	<ul style="list-style-type: none">• R&D published in reputable peer-reviewed scientific journals
 The Research Council of Norway	<ul style="list-style-type: none">• Received NOK 12.2 millions in grants
 sme <small>small and medium entrepreneurs of europe</small>	<ul style="list-style-type: none">• Received “Seal of Excellence”• Potentially EUR 2.5 million in grants
 uniklinik balgrist <small>KOMPETENZ IN BEWEGUNG</small>	<ul style="list-style-type: none">• Letter of interest signed with world leading clinical research institution
 DNB	<ul style="list-style-type: none">• Finalist DNB Nordic Healthcare Prize in 2019 & 2018

Wired: Market launch 30 months after funding



NOK 80 million in funding needs next 3 years – maybe less depending on strategic partnership

NOK 12.2 mill
already granted
from The Research
Council of Norway

NOK mill	Year 1	Year 2	Year 3
Design freeze & final prototype	16.6	18.2	15
Clinical trials	0.6	5.7	5.8
R & D	4.5	7.2	5.7
IPR & sales	2.6	4.5	5.1
Total	24.3	35.6	31.6

Marked potential Norway

Sales	NOK 54 mill
Gross profit	NOK 9 mill

Wired device:

Market potential: Annually bladder examinations

• Norway:	9 000
• Europe:	900 000
• USA:	600 000
• Rest of the world:	500 000
• Total:	2 000 000

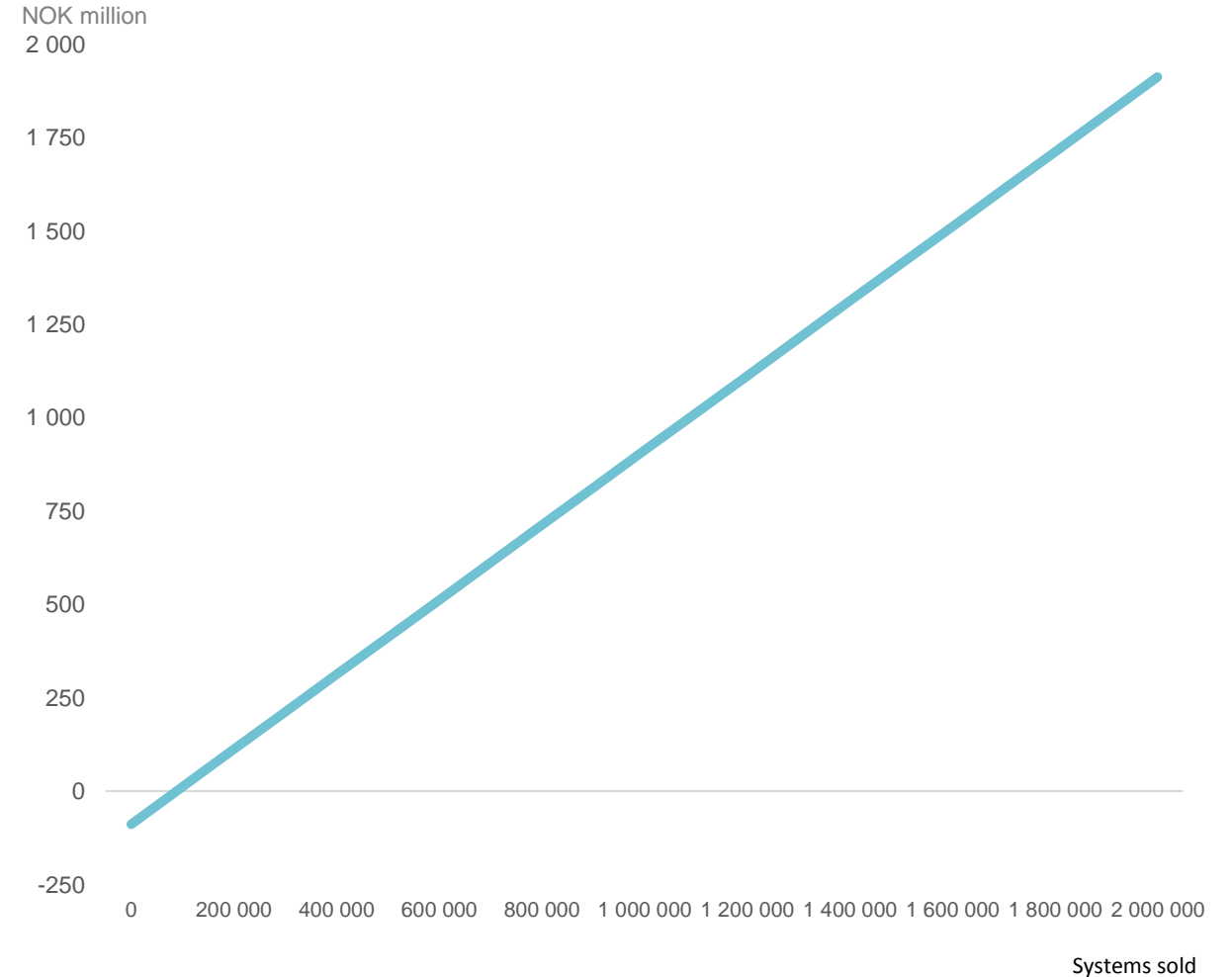
Potential to increase market significantly

- Easy to use
- No specialised facilities necessary
- No initial investment in equipment needed

Value potential - wired

- Price per system: NOK 6 000
- COGS NOK 2 600
- Distribution costs 40% of revenue
- Break even 87 000 systems sold

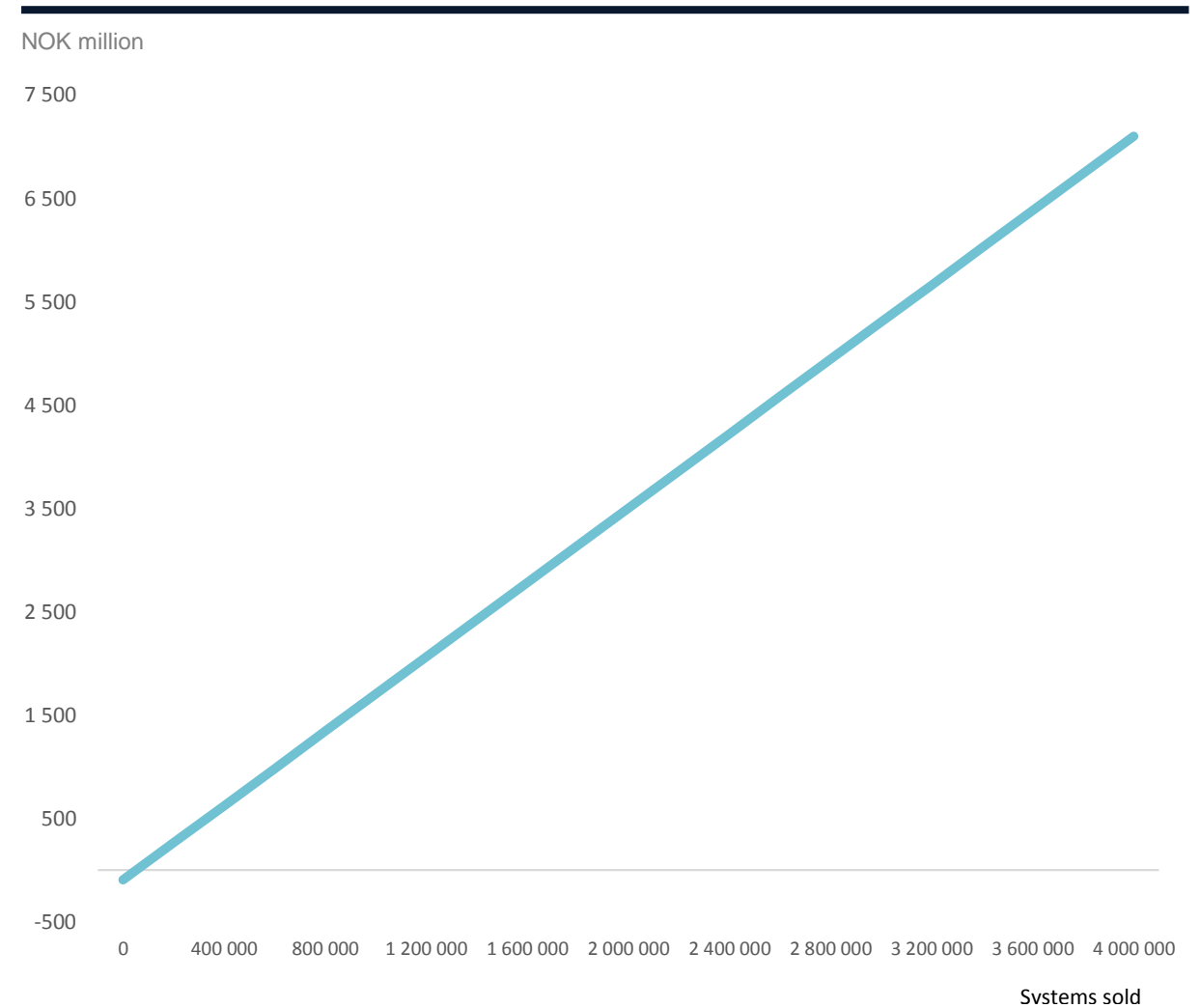
Operating profit wired vs market penetration



Value potential – wireless

- ~ 400 million with incontinence
- Price per system: NOK 10 000
 - COGS NOK 4 200
 - Distribution costs 40 % of revenue
- Break even 54 000 systems sold

Operating profit wireless vs market penetration



Strong team with complementary expertise to bring technology forward



Universitätsklinik
Balgrist



Ingelin Clausen
CEO & CTO

Leading expert on
microsystems and nano
technology



Thomas Glott
CMO

Leading clinical expert in
urodynamics



Knut Ølstad
CFO

Rated among top
financial analysts in
Norway





International Neuro-Urology Society:

“We are not aware of any similar solution available in the market today”

*Prof. Dr med Thomas Kessler
Treasurer International Neuro-Urology Society*



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www.urobionics.com

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