Visionsoftware

Advisor Pitch

2022

Visionsoftware

- Serious implants accident in France lead to a worldwide change
- We have taken these new Regulations as the basis for our Company products
- We have tested our vision with major manufactures around the world

The Founder
-Søren Bilsøe

- Cand Scient Søren Bilsøe from Copenhagen University has a strong background in software developer combined with CTO experience from companies like HP, XEROS and others.
- Søren founded several companies with success and Visionsoftware was started nine years ago and he is the architect behind all the system offered.
- Has a large network around the world in both the technologies there are being used and to important key parsons in the healthcare area.
- Has attended several local as well as international courses in business management as well in strategy and performance.

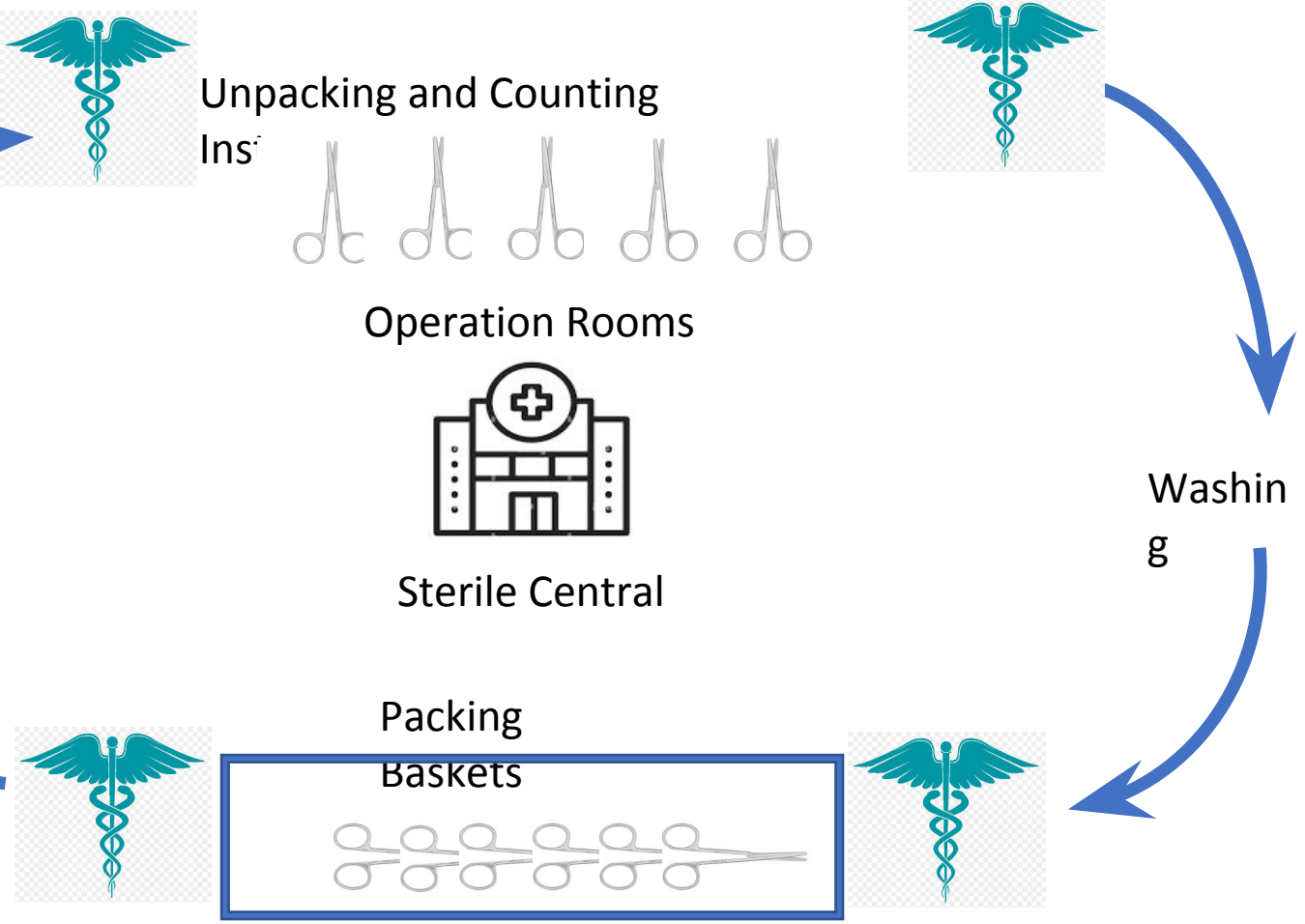
Market Need for Technological Change

Three Industrial Pillars for Change

- There is a New EU law – Medical Device Regulation which came into force 26 May 2021 – same law in US (UDI) and around the world
- Hospitals are now legally required to control their medical equipment
- The main EU and US manufacturers need to have a competitive advantage against producers from very price competitive countries like Pakistan and China

This is how we Solve it… Tracking Equipment's

Regulatory Compliance

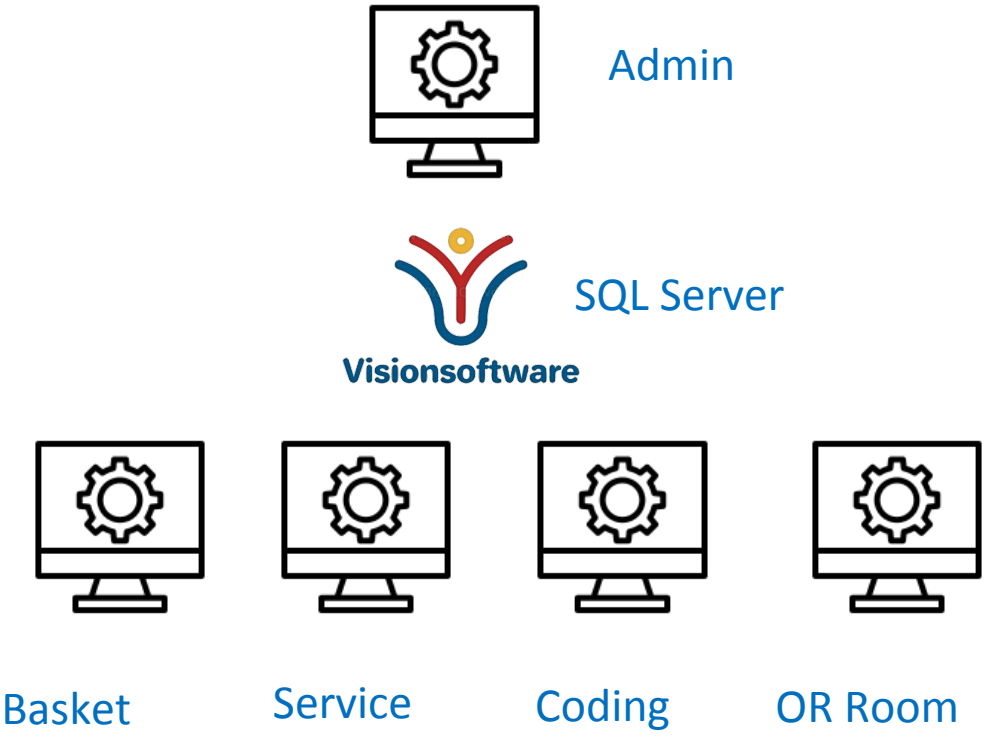


- Register all Equipment
- Trace all Equipment
- Prevent RSI (Retained Equipment)
- Developing an Equipment maintenance plan
- Ensure right Equipment packed for each operation
- Saving significant time in preparing for operations

Hospitals need to track medical equipment, but they lack the technology to properly do it

The lack of tracking leads to:

- *Time pressure – counting handling surgical equipment*
- *Insufficient infection control and prevent a retained surgical item (RSI) which is defined as a never-event*
- *Loss of equipment higher than necessary*
- *Healthcare expenses rise – excess equipment*
- *No usage history on hospital equipment*
- *Acting according to regulatory which is mandatory*



OUR SOLUTION IS UNIQUE

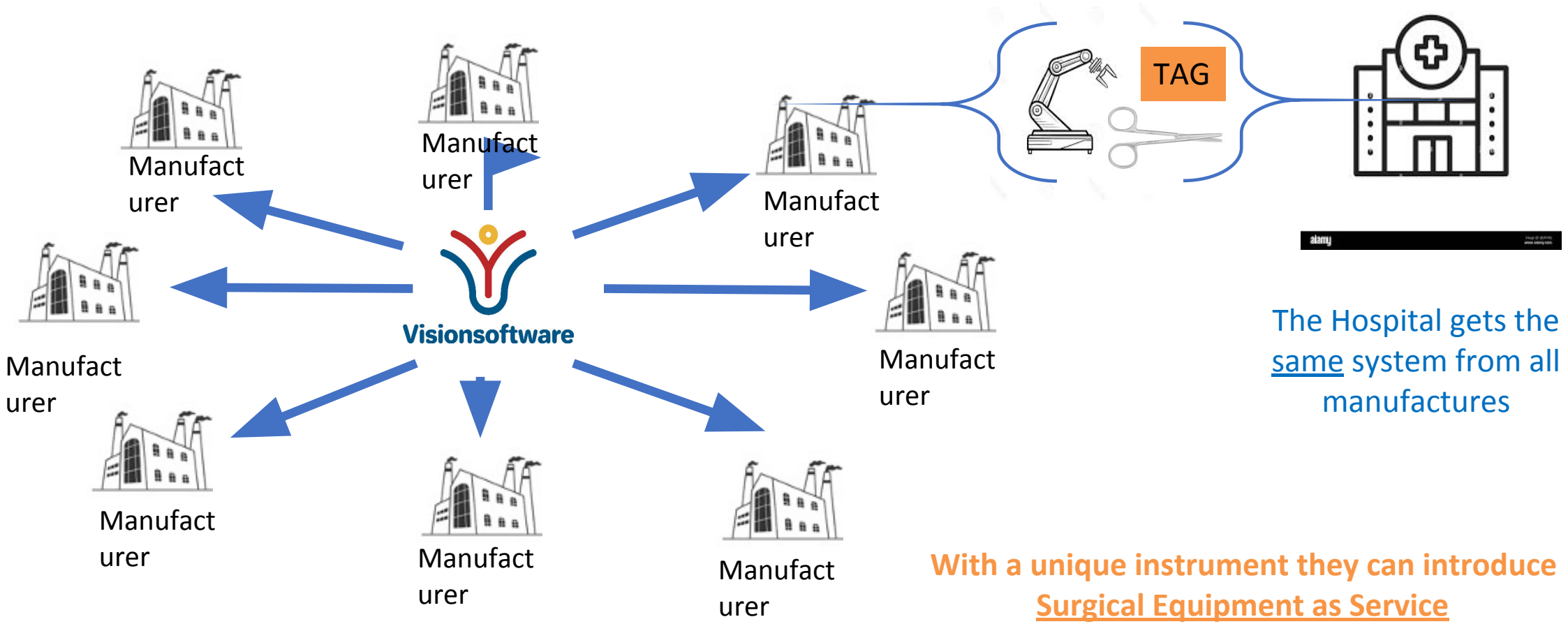
- Our solution which is **revolutionary**
- CE marking is kept, and design integrity is maintained.
- Our solution can as the only one on the market be used on both Metal and Plastic.
- The Tag is specially designed impede the surgical integrity of the equipment.

OUR SOLUTION

- Our solution consists of a tracking device and software that fulfills tracking requirements of hospital equipment.
- We attach specially designed tags to most of the hospital's medical equipment -- Unique process.
- We have a customized epoxy with a coating that has been rigorously tested to withstand the hospitals environment – autoclave / washing.
- For manufacturers of equipment, we have developed a robot to attach the tags. We need a robot due to precision placement and minimize the labor cost.

1. Our solution fulfills regulatory requirements MDR that hospitals need for compliance (think of GDPR).
2. A two-level solution approach: one at the manufacturing level and another at hospital level for equipment tracking.
3. Benefits for hospitals:
   - Faster data retrieval.
   - Hospitals can check out the instruments they need for a surgery in a few seconds.

Visionsoftware is a perfect Partner



The Hospital gets the same system from all manufactures

With a unique instrument they can introduce Surgical Equipment as Service

TOTAL ADDRESSABLE MARKET (TAM)

Number of hospitals in Europe – approx. 11.000
Number of hospitals in USA – approx. 6.300

17.300 hospitals

Number of instruments per hospital in average: 400.000 units*

Estimated tracking cost per instrument = EUR 1,0 > Total 6.920 MEUR

CAGR is estimated at 18-20%
With the adoption of UDI (US) and MDR (EU) legislation the growth rates could be higher

*

The Danish "Rigshospitalet" is in international context a medium size hospital, has 1.2 m instruments

THE VISIONSOFTWARE REVENUE MODEL

- System installation
- Software
- Tags
- Annual service License

Sales will be done to market leaders in hospital equipment as well as important distributors.

Hospitals will only be indirectly customers and therefore the sales force will have a very different focus on customers than a traditional sales forces.

Surgical Instruments as Service™ – Our Solution is ready for this

The TEAM

- Would like to build a very agile and flat organization
- Already 3 great team players ready
  - Jacqueline Nuwame - Great management skills and knowledge in EU Law's
  - Nynne Engelsen - Great knowledge in Lean and Marketing
  - Søren Andersen - A true IT guru
  - Adrian Coward – Former CEO Steris knows everyone in the industry
- Are Ready for US market – John Buhler has done it several times with small companies

Budget in Euro

- 2022 H2 Getting the basis ready and proof of concept
- 2023 H1 Testing and approving the hardware to read and configure the PUF on the Equipment – Consultant is getting the approved for the market.
- 2023 H2 Delivery of the Robot for attachment of tag on different equipment
- 2024 H1Gearing the organization up for market penetration on greater scale

	2022 H2	2023 H1	2023 H2	2024 H1
Sales		100.000 €	400.000 €	700.000 €
Equipment		80.000 €	90.000 €	200.000 €
Software	50.000 €	50.000 €	50.000 €	100.000 €
Material	100.000 €	100.000 €	100.000 €	100.000 €
Consultants		20.000 €	300.000 €	
Salaries	100.000 €	100.000 €	200.000 €	300.000 €
	300.000 €	**600.000 €**	**1.100.000 €**	**800.000 €**

What are we looking for

- We are looking for an advisor with startup and scaleup experience.
- Background from tech and interest in Healthcare
- Are ready to scale and look outside EU

Summary

- We are asking for 2.5 MDKK
- We got a full-blown system that is ready for roll out
- There is a New EU (& US) law that is demanding such a system
- Our solution is **revolutionary** in the market – let's us prove it
- We have contact to all the major customers

It’s a field which is growing and having high attention

Leading fields of technology – global

Top 10

	2018	Change
1 Medical technology	13,795	5.0%
2 Digital communication	11,940	0.7%
3 Computer technology	11,718	3.3%
4 Electrical machinery, apparatus, energy	10,722	4.7%
5 Transport	9,039	5.9%
6 Measurement	8,744	9.3%
7 Pharmacauticals	7,441	13.9%
8 Biotechnology	6,742	12.1%
9 Other special machines	6,379	10.9%
10 Organic fine chemistry	6,233	-3.6%