

Newsletter December 18, 2025

VibroSense continues its international market establishment

During the fall of 2025, the company has accelerated its international launch of the medical device product VibroSense Meter®II. Significant progress has been made on several fronts, from contacts with potential distributors to research within the prioritized segments, diabetes, oncology and occupational healthcare.

The company has updated its strategy for Europe and Asia and adjusted its business model to better meet new market demands and needs. In Asia, the company is investing in distributors and in Europe, the focus is on selling to end customers and research projects.

An extensive market research has been initiated with the support of AI-based systems for lead generation and identification of potential customers. In a short time, the company has built up a large database of contacts, which resulted in a large number of customer meetings during the autumn.

Asia

The company's distributor UMCare in China is working on preparations for the launch in the Chinese market. Deliveries and commercial launch are expected to take place during the spring, in line with previous communications from the company.

In parallel with China, VibroSense continues to strengthen its international presence in Hong Kong and Singapore. For these markets, the strategy is to work through distributors supported by end-customer processing using AI-based systems.

Interest has been received from several potential distributors and the company's Key The Account Manager in China is now working to select suitable candidates. The goal is to enter into an agreement with at least one new distributor in the spring of 2026. Hong Kong is not included in the agreement with UMCare, which means that this market can be worked on by other distributors.

Europe

In Europe, VibroSense has strengthened its marketing efforts through more targeted communication and closer dialogue with clinical and academic stakeholders. The work aims to increase awareness of the VibroSense Meter®II and identify new collaborations in both the clinic and research.

The company has also initiated new clinical collaborations. In the Canary Islands, the VibroSense Meter® II is being used in a clinical study focusing on chemotherapy-induced peripheral neuropathy. In Ireland, a clinical evaluation is being conducted in type 2 diabetes in a specialized care setting, with the aim of assessing the clinical relevance and potential future use of the method .

In addition to these activities, VibroSense is involved in several research and study initiatives in Europe, including in oncology and diabetes. The projects are conducted in collaboration with academic and clinical stakeholders in Sweden, Switzerland and the UK. More information about ongoing research projects will be presented in a separate newsletter in early 2026.

In the UK, VibroSense has been accepted into the Health Innovation network, which helps companies with new innovations connect with relevant stakeholders in the health sector, including the NHS. In spring 2026, VibroSense will be supported by the [Health Innovation North East Cumbria network](#) .

As part of the continued marketing work, VibroSense CEO Toni Speidel will give a presentation at the [Transmedac conference](#) in Dresden (January 21, 2026) where the company will have the opportunity to further strengthen its visibility towards relevant players in the clinic, research and industry.

Financial position

The company has a stable financial position, and cash is estimated to last more than 12 months.

The ongoing launch is currently assessed to be able to continue at an unabated pace without the need for additional financing.

For more information, please contact:

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***“The new Gold Standard for reliable
detection of nerve damage”***

About VibroSense Dynamics AB (publ)

VibroSense Dynamics AB (publ) develops and sells medical devices and services to facilitate diagnosis of nerve damage in the hands and feet. The method is based on measuring and quantifying the ability to perceive vibrations applied to the skin at multiple frequencies. The company's customers include diabetes clinics, occupational health providers, hospitals, primary care centers, and researchers.

Our vision that the company's products shall become a standard tool in all neurological examinations, to detect early signs of sensory changes so that patients and healthcare providers can take preventive action to avoid, reduce, or delay the onset of nerve damage in the hands and feet.