

# Observe Medical

**Company presentation with trading update**

**25 March 2026**  
**Jørgen Mann, CEO**

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## Strategic Vision

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**Strategic Vision:**

# Nordic Medtech Platform – with global reach

Scalable and profitable growth, product development, regulatory performance and effective manufacturing

## Proprietary products

Commercialisation and portfolio development of proprietary products

## Platform for innovative Nordic ecosystem

Start-ups with limited access to commercial, regulatory and manufacturing competencies and capacity



Patient welfare



Health economics



Data accuracy

# Observe Medical

## Nordic medtech company with global reach

### Strong Medtech Portfolio



### Scalable Platform

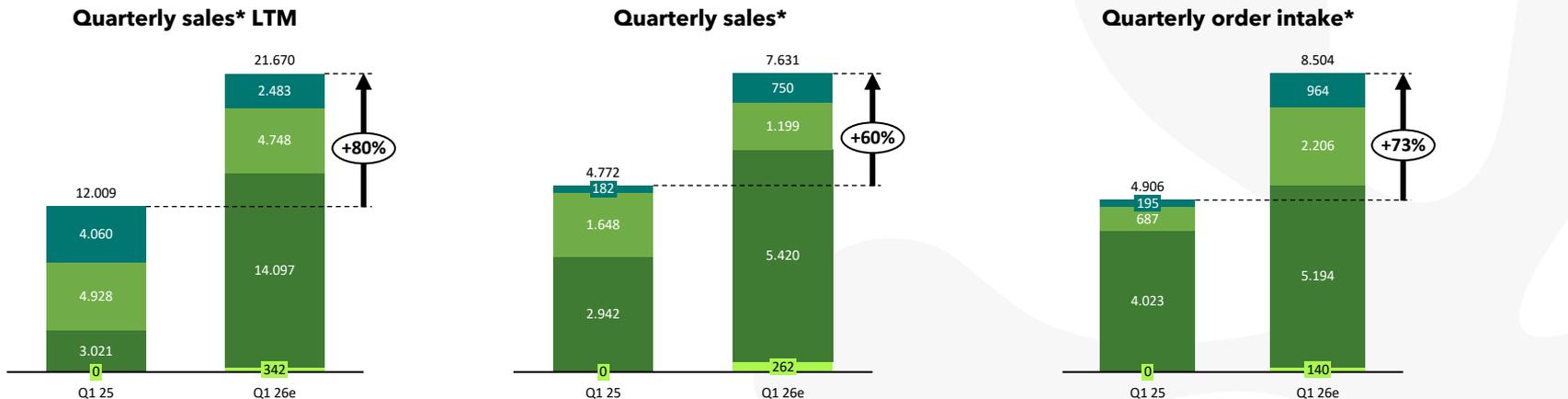


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## TRADING UPDATE

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# Gaining momentum into 2026



- On track - still not satisfied with speed. Improving activity and momentum into 2026
- UnoMeter™ Safeti™ Plus driving strong quarterly LTM sales performance, up 80% YoY
- Q1 sales estimated at ~7.6m (incl. March estimate), up 60% YoY
- Continued focus on strengthening order intake and market penetration



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## **PRODUCT DEVELOPMENT AND ROADMAP**

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# UnoMeter™ Safeti™ Max with successful clinical study, ready for commercial launch

- In-Vitro **clinical study** successfully completed on external accredited laboratory - ambitious objectives on claims have been met
- Publication of **clinical claims** in preparation with external clinical team
- **CE Certification** achieved
- **UnoSafeCoat™** Trademark registered
- 3 existing patents +1 additional patent pending
- Fast-track penetration of current ~670 mNOK market - **confirmation of key Sippi® value**



# Taking the position as the global leader for high end innovative Urine Output Measurement solutions

Recapture the market through UnoMeter family of products

Upsell Sippi and Safeti Max to existing clients at higher price points and better margins

Expand portfolio to allow access to full market potential



UnoMeter™ 500



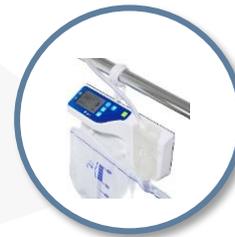
Abdo-Pressure™



UnoMeter™ Safeti™ Plus



UnoMeter™ Safeti™ Max with patented infection control technology



UnoMeter™/ Sippi®



UnoMeter™ Safeti™ Max - **US design** with patented infection control technology

2023-2024

Q1 2026

2027

# Expanding market potential UnoMeter™ A4, A6 and UnoMeter™ 400



- Adding a portfolio with a market potential of NOK 1.6-1.8bn.
- Increased offering and leverage to our distributors
- Capitalizing on the UnoMeter™ brand position
- Potential platform for UnoSafeCoat™ technology
- Prepare further geographical expansion by adding US style UnoMeter™

# The UnoMeter™ family - Stengthening our market offering



UnoMeter™ 500



UnoMeter™ Safeti™ Plus



UnoMeter™ Safeti™ Max



UnoMeter™ 400



UnoMeter™  
Abdo-Pressure™



UnoMeter™ A6



UnoMeter™ A4

- Increasing addressable market value from NOK ~670m to NOK ~2.6bn.
- Strengthening our strategic position
- Managing price pressure through innovation
- Prepare further geographical expansion
- Further strengthening our position as global leader in Urine Output Measurement

# UnoMeter™ Sippi® – next generation technology

- Meeting the challenge in Intensive Care:



- Clinical study on **UnoSafeCoat™** (prev. SippCoat™) technology has confirmed Sippi's clinical potential
- CE certified**
- Market demand and potential remains unchanged** – increased interest from distributors
- Bring to market when UnoMeter™ portfolio has sufficient commercial traction to act as launch platform
- Market size estimated to NOK 4bn** with a full conversion from manual to digital solution

**We have expanded the addressable global market from NOK ~670m to ~2.6bn**

**Sippi® to expand market to ~5bn**



**Market value with UnoMeter™ Sippi® fully implemented  
NOK 5+ bn**



**Value of current market manual systems OM Design NOK ~670m**



**Value of market - manual systems and closed system bags  
NOK ~2.6bn**

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## **Operational Capacity to Deliver**

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# Increasing Operational Capacity to Execute



After rightsizing the organisation and corporate structure - we are now building our capacity to execute on our commercial strategy

- Sales Director, responsible for sales through existing and new distributors
- Product Manager, responsible for Clinical communication and training

With increasing portfolio we will be focusing on improving our setup, increasing our capacity and competencies within production planning, warehousing and logistics

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## Summary

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Global distribution with a network of distributors established in 46 countries

27

Highly qualified & relevant distributors globally

→7

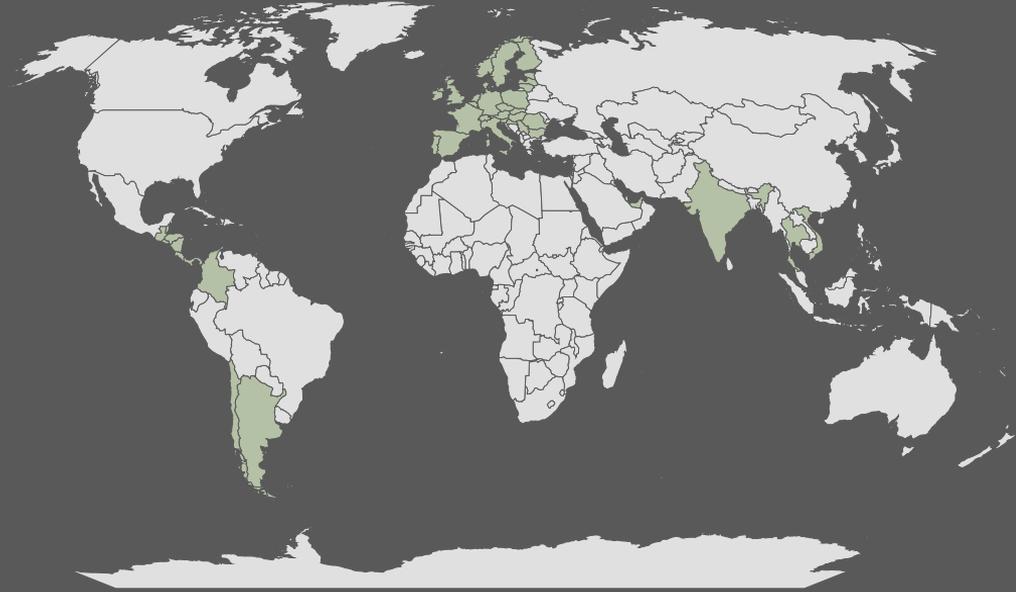
Strategically expanded product portfolio from 3 to 7 products

2.6bn

Total addressable market – from NOK ~670m to ~2.6bn

80%  
growth

LTM YoY quarterly sales. Growth in quarterly order intake of 73% and quarterly sales of 60% YoY





280 ml/h



Σ

4225 ml

118 ml



**observe**  
medical