

Observe Medical

Company presentation with trading update

26 June 2026
Jørgen Mann, CEO

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STRATEGIC VISION

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/Scale-ups to use commercial, regulatory and manufacturing competencies and capacity



Patient welfare



Health economics



Data accuracy

Observe Medical

Nordic Medtech company with global reach

Strong Medtech Portfolio | Unometer™ Family



Scalable Platform



Manufacturing



Product Development



Sales & Distribution



Quality & Regulatory

Taking the position as global leader....

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



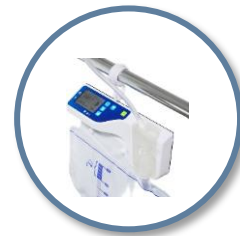
Abdo-Pressure™



UnoMeter™ Safeti™ Plus



UnoMeter™ Safeti™ Max with patented infection control technology



UnoMeter™/ Sippi®



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

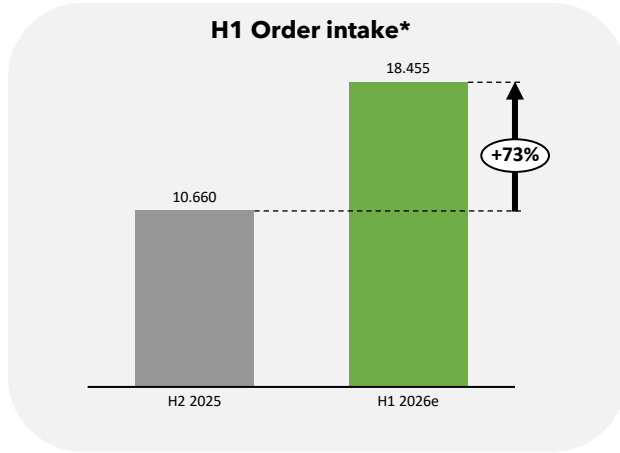
2023-2024

Q1 2026

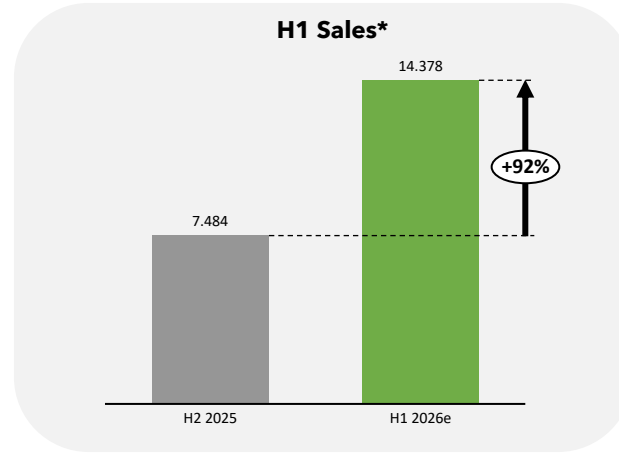
2027

TRADING UPDATE

H1 2026 Trading Update: On track on order intake and sales



Market penetration and expanding portfolio is driving strong growth in order intake



Market penetration continues and drives strong sales growth

Continued progress in India

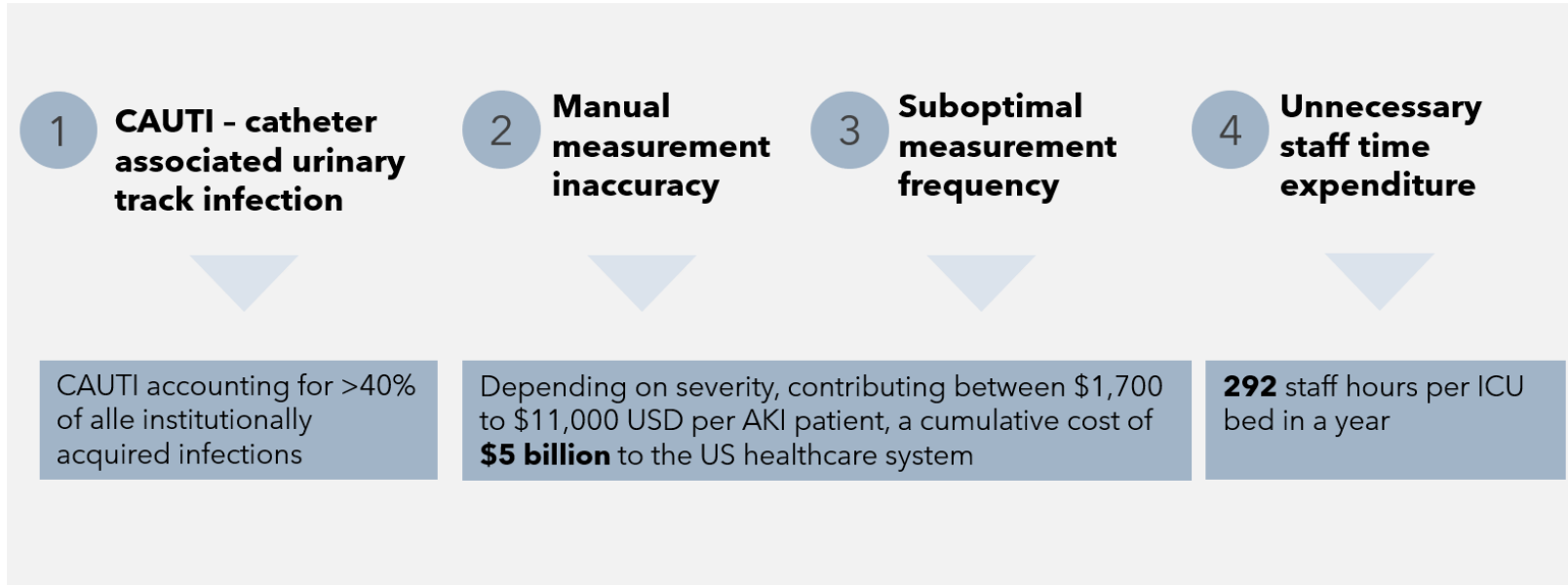
- Strong historic performance of UnoMeter™ Products has left a strong brand position
- 3 orders received – including an UnoMeter™ Safeti™ Max order



Country details: India represents one of the largest and fastest-growing healthcare markets worldwide and is projected to grow at a compound annual growth rate (CAGR) of 15–18%, with forecasts estimating the country's healthcare market could reach USD 50 billion by 2030.

LAUNCH OF UNOMETER™ SAFETI™ MAX AND PORTFOLIO DEVELOPMENT

The unmet challenges in intensive care



UnoMeter™ Safeti™ Max – first innovation in 20 years

- In-Vitro **clinical study** successfully completed on external accredited laboratory – ambitious objectives on claims have been met
- **CE Certification** achieved
- **UnoSafeCoat™** Trademark registered
- **3 existing patents** +1 additional patent pending



Abstract conclusion – foundation for clinical leadership and performance

UnoMeter Safeti Max provided a **100% effective barrier** against the swarming motility and **retrograde migration** of *P. mirabilis* for 14 days. This silicone oil technology represents a significant advancement in "closed" urinary drainage design, offering a **robust solution to prevent bacteria and biofilm-mediated ascending infections**.

Authors: Professor Jan Van Der Linden and MD, PhD Martin Slettengren



Publication of Clinical Performance

Accepted for publication and presentation

- **Abstract** has been sent for publication on International Continence Society.
- **Article** has been sent for publication in Journal of Hospital infection. Acceptance expected in June/July
- **Authors:**
 - Jan Van Der Linden, Professor Emeritus
 - Martin Slettengren, PhD, Specialist in Anesthesiology and Intensive Care
 - Both from Karolinska University Hospital in Stockholm



UnoMeter™ Safeti™ Max delivers on key challenges



Infection Prevention

- Having a 100% barrier reduces the risk of intra-luminal CAUTI – equivalent to potential **savings of up to €80.391/€70 EUR** per urimeter based on 1000 patients
- Improved patient outcomes
- Freeing up hospital beds

Savings of up to €80.391/€70 EUR



Optimised Nursing

- 24% fewer urimeter exchanges will release of 75 hours of nursing time pr. 1000 patients
- Maintaining unimpeded flow will free up further nurse resources – delivered by effective design double lumen tube, double NRV and high performance filter technology

Release of 75 hrs of nursing time



Sustainability impact

- Reduction in waste of 24% or approx 432.000 kg based on full European conversion to a 14 day system
- Reduction of approximately 51.000 boxes being transported from manufacturer to hospitals

24% reduction of waste



health-economic impact

- 24% reduction in number of urimeters used – going from 7 to 14 day systems
- Savings of up to 80.391 pr. 1000 patients due to less infections
- 24% less urimeter installation will save approximately 75 nursing hours pr. 1000 patients

24% reduction in urimeters used

Conclusion: By combining infection prevention, workflow efficiency, and sustainability, UnoMeter™ Safeti™ Max supports improved patient outcomes and more efficient use of healthcare resources

UnoMeter™ Safeti™ Max



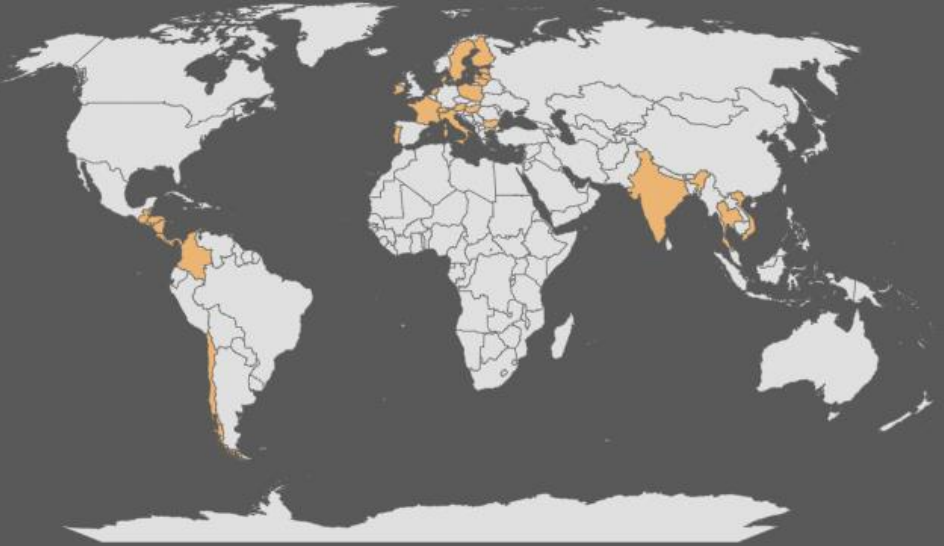
Distributors covering 28 countries has placed orders



First deliveries to distributors in week starting 29 June 2026



High volume deliveries to distributors starting September 2026



UnoMeter™ Safeti™ Max – Clinical leadership backed by an AI powered digital engine

CLINICAL POSITIONING

Clinical leadership converts market interest into measurable commercial traction

- Safeti Max positions Observe Medical as the clinical authority in urine output monitoring - not just a supplier
- Digital & AI-powered clinical content, evidence, and digital engagement turn passive interest into qualified leads across all markets

DIGITAL DRIVING MARKET PENETRATION

LinkedIn, AI intelligence, and an integrated digital platform turns reach into top-line growth

- Digital channels including LinkedIn deliver Safeti Max to clinical audiences at scale - creating increased pipeline.
- AI and digital intelligence identify, qualify, and nurture leads - giving a visible, trackable path from interest to closed order

The UnoMeter™ family - Stengthening our market offering



UnoMeter™ 500



UnoMeter™ Safeti™ Plus



UnoMeter™ Safeti™ Max



UnoMeter™ 400



UnoMeter™
Abdo-Pressure™



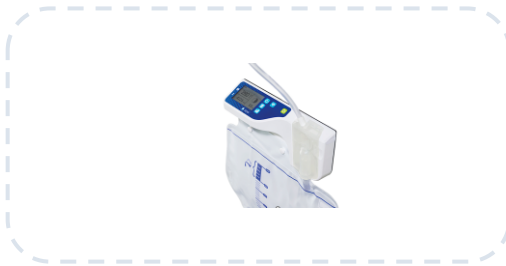
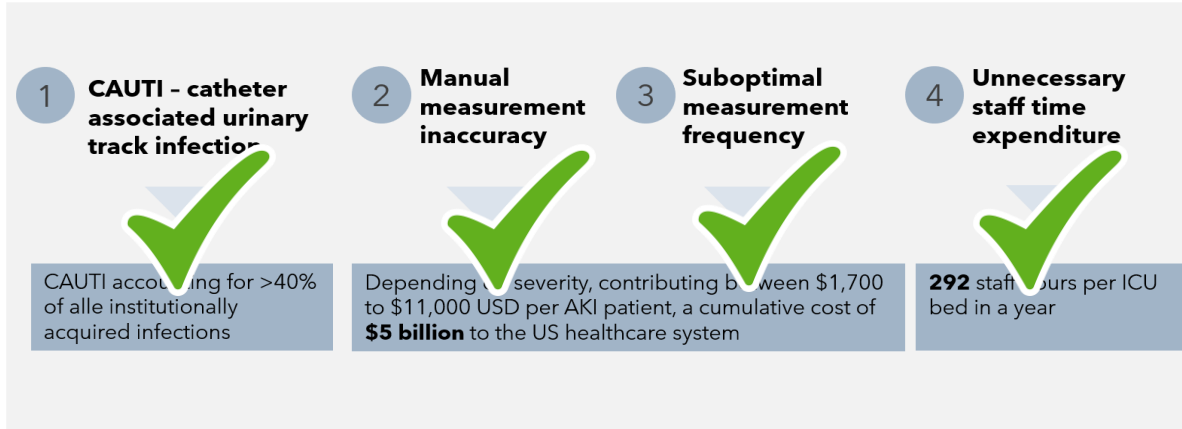
UnoMeter™ A6



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

Building a bridge to Sippi - the next generation



- Delivering on all unmet challenges
- Automation of one of the last manual tasks in ICU
- Building on already proven UnoSafeCoat™ Technology
- Building on clinical leadership capabilities across value chain
- Digitization of ICU facilitates data monitoring, transfer and integration

We are reaching out to an addressable global market value of NOK ~2.6bn

Sippi® to expand market value to NOK ~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**

IMPROVED OPERATIONAL CAPACITY TO EXECUTE

Improved Operational Capacity to Execute



Business Development Director
Torben Sandgren



Sales Director, ME & SEA
Arun Kesavan



Sales Director, Europe, SA
Dorthe Jensen

SUMMARY

46

Global distribution with a network of distributors established in 46 countries

28

Distributors covering 28 countries has placed orders for UnoMeter™ Safeti™ Max

27

Highly qualified & relevant distributors globally

→7

Strategically expanded product portfolio from 3 to 7 products

2.6bn

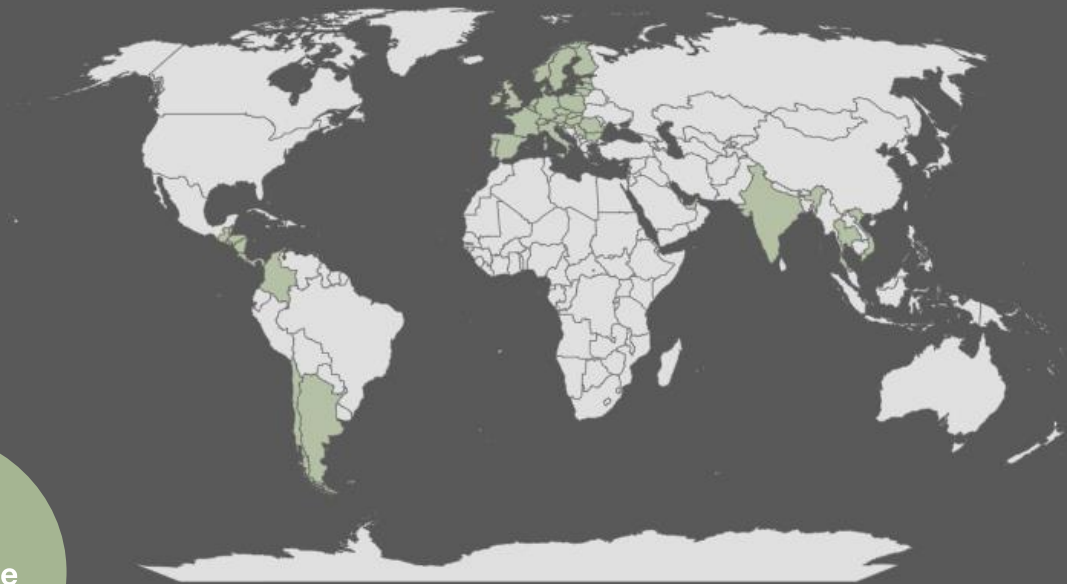
Total addressable market NOK ~2.6bn

73%
growth

Growth in order intake last half year

92%
growth

Growth in sales of 92% last half year





observe
medical