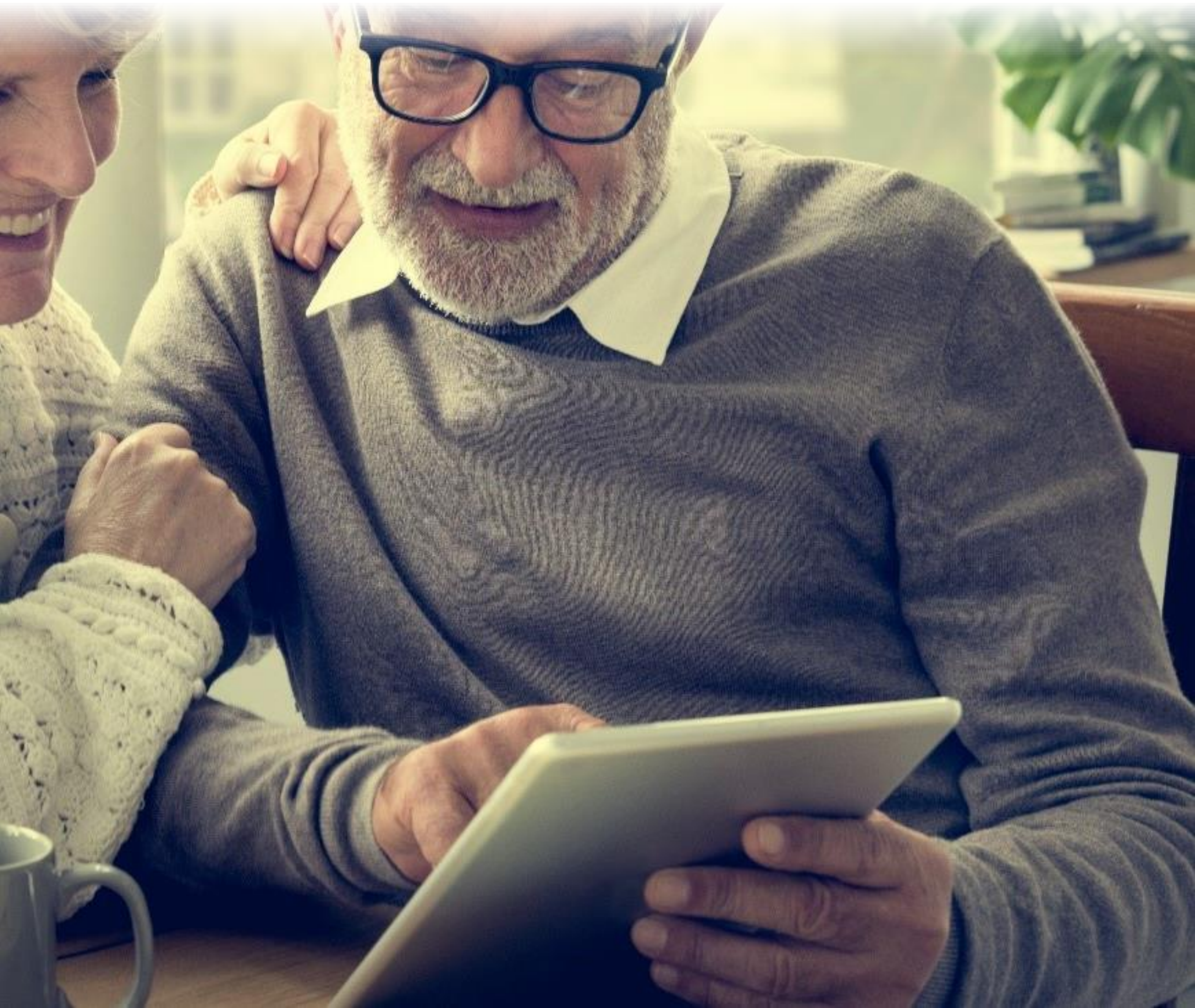
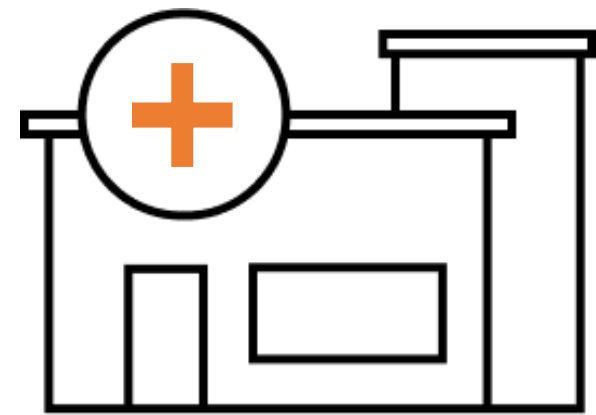


GERAS SOLUTIONS



Do you also know someone that suffers from dementia?

Most of us have some relation to Alzheimer's or other diseases that cause dementia. Detection at an early stage is difficult and most are hence missing out on critical treatment and care. The consequence is unnecessary suffering for both patients and relatives.



- Poor patient access
- Low quality and capability
- Resource restraints
- Low effectiveness

+50 million

Individuals are affected by dementia globally

75%

never get a correct
diagnose and treatment

60
billion SEK/year

2x cancer
3x cardiovascular



Total cost to society in Sweden
– Socialstyrelsen 2019

New treatment for Alzheimer's – Breakthrough brings enormous pressure on healthcare

The results from the study is a gamechanger showing progression of Alzheimer's disease were significantly slowed down the in the early stages of the disease*. The study meets primary and all key secondary endpoints with high statistical significance. Estimated market release 2024.

"The introduction of disease modifying treatments will give new hope to patients suffering from Alzheimer's disease.

Early detection via digital cognitive tests and blood-based biomarkers will be instrumental, and all actors that can provide a new way to improve quality, efficiency and patient access has an important role to play"

Gunilla Oswald, CEO at BioArctic about Geras Solutions

Success of experimental Alzheimer's drug hailed as 'historic moment'

Study shows cognition in early-stage patients on lecanemab declines by 27% less than those on placebo



ADD TO MY LIBRARY FOLLOW NEWS COMMENTS SHARE

Finally: Big Win on All Outcomes for Lecanemab in Phase 3 Topline Results

New hope as Alzheimer's drug slows memory decline in phase 3 trial

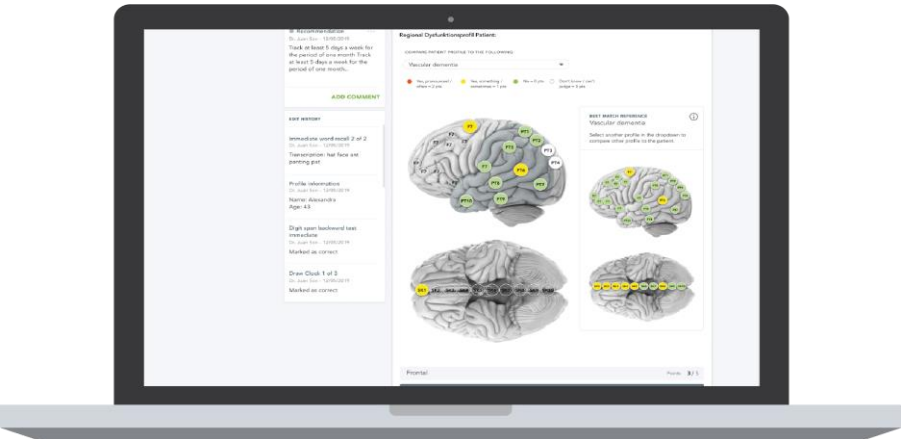
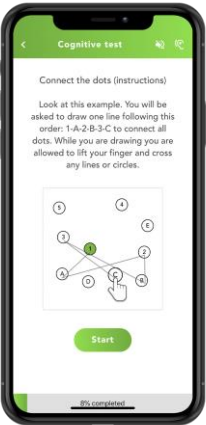
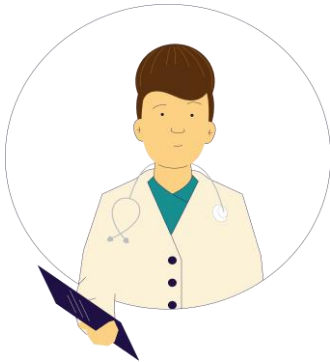

28 September 2022



**A Study to Confirm Safety and Efficacy of Lecanemab in Participants With Early Alzheimer's Disease (Clarity AD) September 28, 2022*

We drive necessary change by digitalization of dementia assessments

"With digital support, we drastically shorten the time of the cognitive investigation process and at the same time gain access to a significantly better material for decision-making" - Göran Hagman, Neuropsychologist, Karolinska University Hospital



Self-administrated

AI-supported results

✓ Anamnesis, screening for differential diagnostics, cognitive tests and relatives' assessment of symptom development



Quality



Accessibility



Health economics

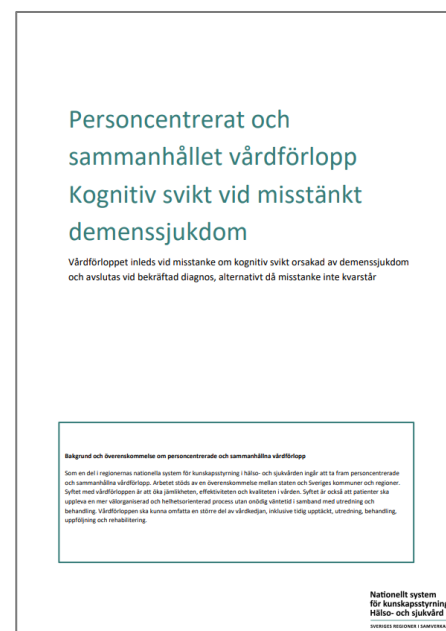
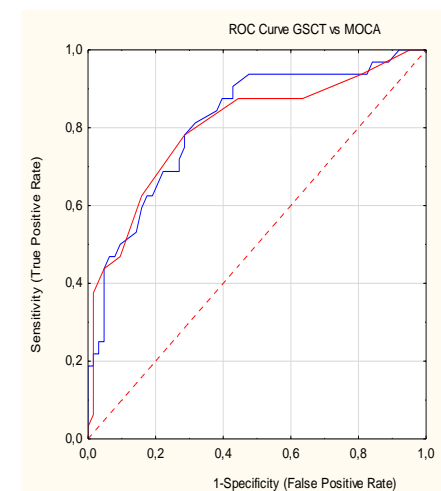


50% time saving

A new gold standard - co-created with clinicians and proven in research

Main clinical validation study has been done at Karolinska University Hospital. Results show reliability and improved diagnostical precision compared to traditional gold standard.

We are unique with a comprehensive digitalization of the assessment. Other tools with varying scientific evidence exist. They do however only perform sub-sets of the assessment, such as just a cognitive test. No one else is providing full digitalization of the clinical procedure.



Scope according to "Person-centered and cohesive care process Cognitive impairment in suspected dementia"	Path / Management
Suspicion of cognitive impairment / dementia	<ul style="list-style-type: none">Initial screening batteryAutomated in the flow
Decision point: Begin basic dementia investigation	<ul style="list-style-type: none">Automated in the flow
Symptom inventory (patient)	<ul style="list-style-type: none">Separate question battery
Symptom inventory (relative)	<ul style="list-style-type: none">Neurocognitive Symptom Survey (GIMP-QUEST)
Anamnesis	<ul style="list-style-type: none">Heredity, drugs, family, diet, exercise etc.
Mental status	<ul style="list-style-type: none">Tests: PHQ-9 and KEDS + call case-by-case
Cognitive tests	<ul style="list-style-type: none">GSKT - Further development of MoCA / MMT
Decision point: Well-founded suspicion of cognitive impairment in dementia	<ul style="list-style-type: none">Medical assessment based on the above (tot ca 15 min)
Drug review	<ul style="list-style-type: none">Journal read-out (partly also already managed above)
Laboratory test to rule out other diseases	<ul style="list-style-type: none">Referral
Somatic status	<ul style="list-style-type: none">Neurological status, balance, vision, hearing etc.
CT-brain	<ul style="list-style-type: none">Referral
EKG	<ul style="list-style-type: none">Referral
Structured assessment of functional and activity ability	<ul style="list-style-type: none">Referral to occupational therapist
Decision point: Diagnosis or on to extended dementia investigation	<ul style="list-style-type: none">Diagnose alt. further referral to specialist

Alignment to national guidelines

Experts contributing to the development of the platform



Published scientific papers

Read more at:

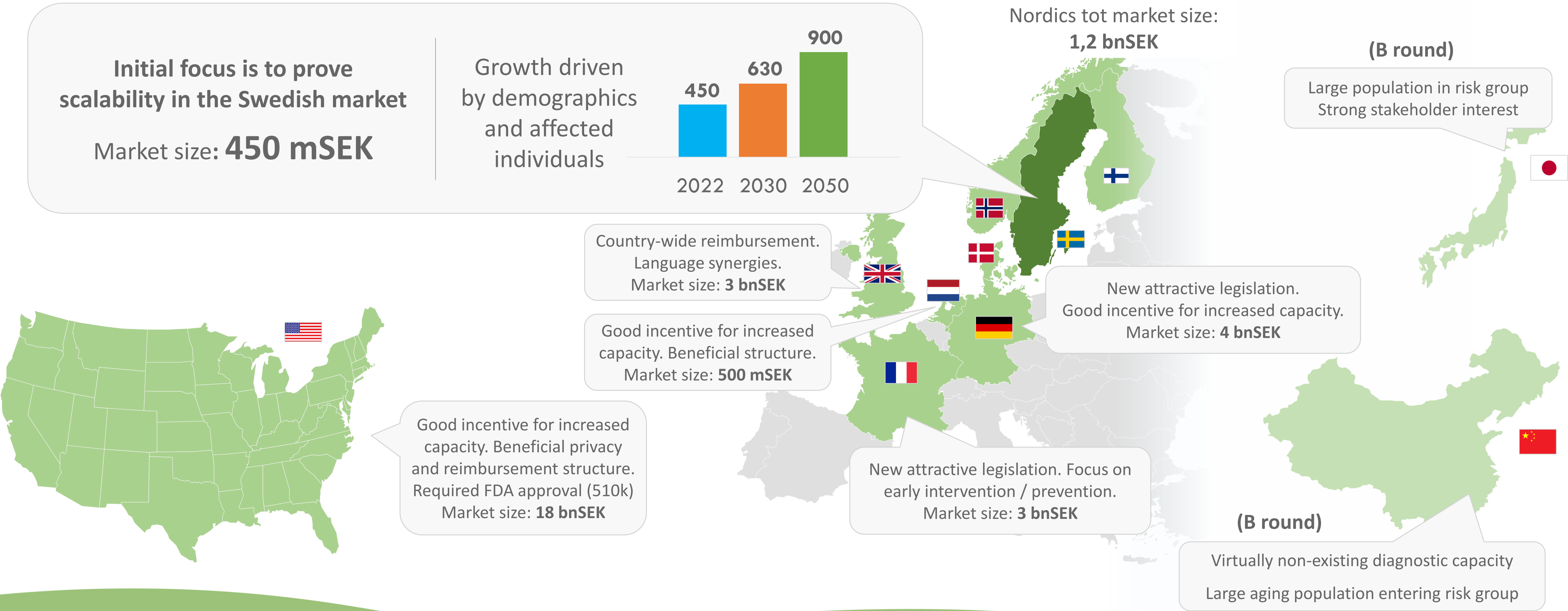
minnesmottagningen.se/forskning-evidens



Market needs are significant and growing with aging populations

25 000 new cases in Sweden per year and 150 000 patients are to be monitored on annual basis. Total need is +150 000 assessments per year as many do not lead to a diagnosis.

The digitalized procedure covers a clinical scope of work equivalent to 3000 SEK.



Enabling future of healthcare via SaaS-model and as digital healthcare provider



Platform for health care (SaaS)

Primary care and specialist care clinics use the platform to manage the assessments of their own patients



Digital healthcare provider

Direct to patient via Minnesmottagningen.se, reimbursed by the public healthcare system

+

Off-load other healthcare providers via referral

Paying customers and agreements with both private and public sector



Signed contracts
to date,
more in signing..



Price model	Fixed annual fee per clinic	20 000
	- Access to platform	
	- Training	
	- Support	
	Variable fee per assessment	600
	Potential (Sweden)	110 mSEK
	(1200 clinics and 150 000 assessments)	



Registered health care provider

Sub-contracted for public reimbursement throughout Sweden

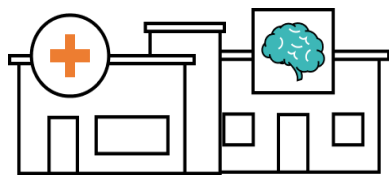
Price model	Reimbursement per assessment	1 600-2 000
	- Video call	
	- Anamnesis, cognitive test	
	- Relatives' assessment	
	- Doctor concluding assessment	
	- Referral – when in need of CT etc.	
	Potential (Sweden)	~250 mSEK
	(150 000 assessments – verified interest from homepage visitors to date is 30 000 per year)	

Roadmap to 8000 helped patients and break-even by 2025



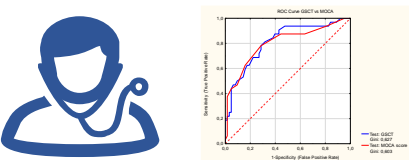
2025

Market



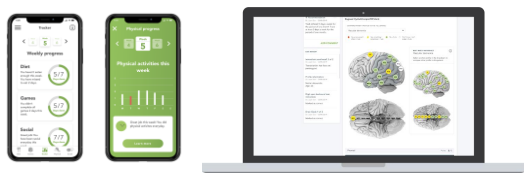
- **Sales funnel power-up** – execute B2B/B2G funnel
- **Optimized packaging** – customized packaging to clinicians, patients, relatives and gate keepers => activate stakeholder engagement
- **Digital marketing** – leverage social media, SEO etc. for customer engagement
- **Scalable sales distribution** – build partnerships to drive distribution and larger volumes
- **Internationalization prep** – analysis, stakeholder engagement and prep for international expansion

Clinical



- **Scalable clinical operations** – ability to deliver assessment direct to own patients and on referral
- **Multi cultural inclusion** – new languages and expanded capability to support all patient groups (immigrants, limited educ. etc)

Product & tech



- **UX-uplift** - improve funnel and patient adoption
- **Tech-stack future-proofing** - update for improved scalability and requested features
- **Integrations** with other healthcare systems (SITHS authentication, referrals / lab tests etc)

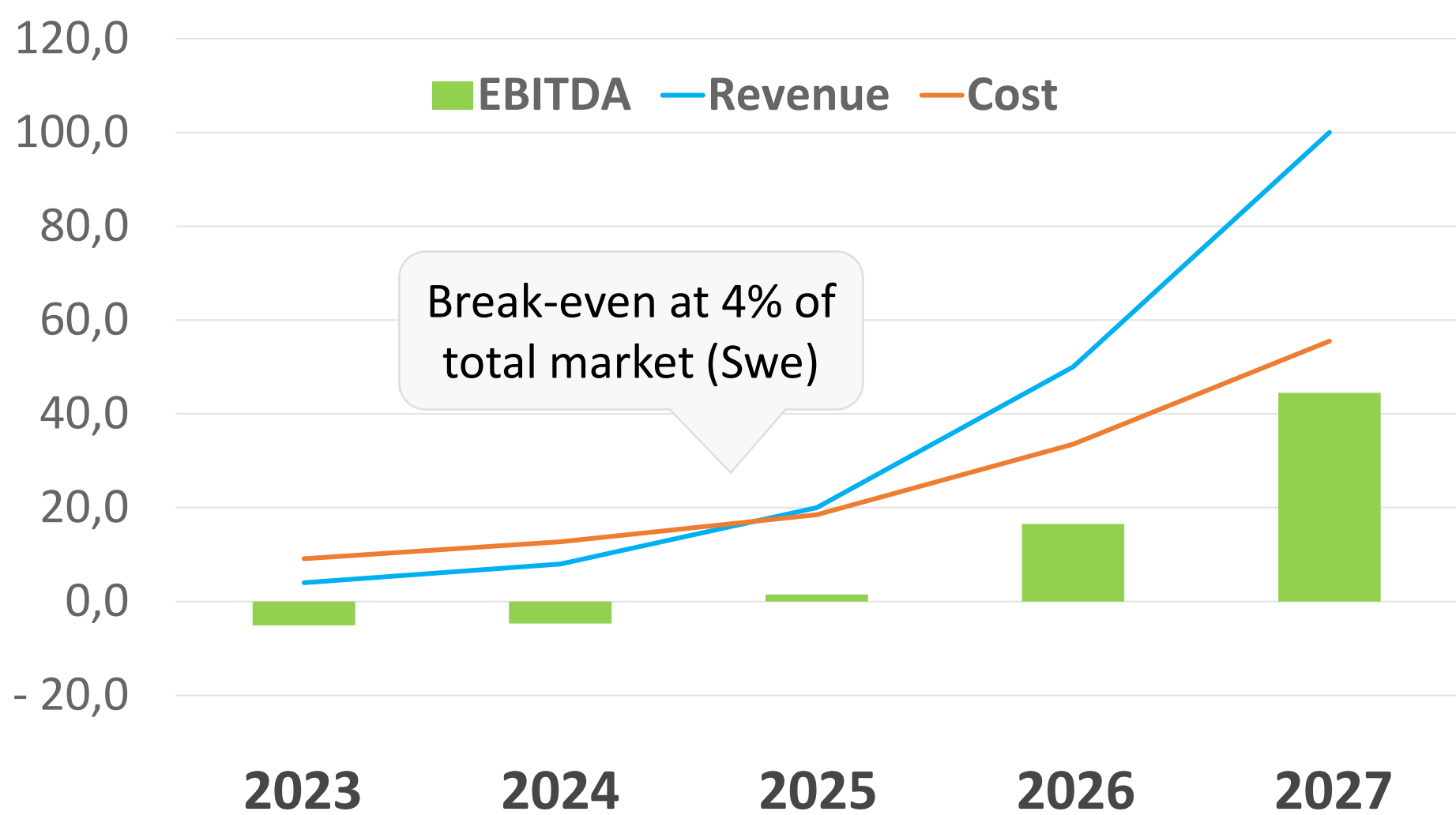
Compliance



- **CE certification uplift** - from Class I (MDD) to Class IIa (MDR) for future conformity and strengthened of market position

Plan for growth of an attractive business (Sweden as first market)

- Target revenue of 100 mSEK in 2027 equals 1/3 of total market in Sweden. Growth of 200-250% per year.
- Break-even for Sweden in 2025 with 4% market coverage
- Key drivers for revenue and cost
 - Continued sales work to drive implementation and increased adaptation with already established contacts is important for credibility, but also contributes with high margin income (SaaS)
 - Dialogues with other healthcare providers will focus on customer needs to offer both SaaS and outsourcing via referral
 - Sales and marketing direct to patients will include optimizing CAC (now 26 SEK until “download app”) but mainly increasing reach and general stakeholder engagement
 - Product development and scalability in the operations for Minnesmottagningen.se is important to ensure consistency, quality and responsiveness, beyond the main target of better gross margins. Initial focus for clinical operations is however to build organization and capacity to deliver on market needs

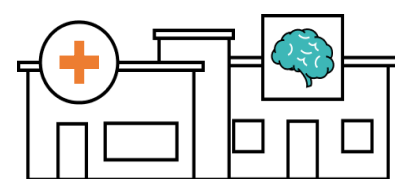


	2023	2024	2025	2026	2027
Revenue	4	8	20	50	100
Cost	9	13	19	34	56
Sales	4,0	5,0	6,0	8,0	9,0
Clinical*	1,6	3,2	8,0	20,0	40,0
Prod	3,0	4,0	4,0	5,0	6,0
Compliance	0,5	0,5	0,5	0,5	0,5
EBIDA	-5	-5	1	16	44

*driven by cost structure for direct patient contact
– i.e. the more labor-intensive delivery model

Small team with the right competencies and track record

Market



Rickard Forsman
CEO

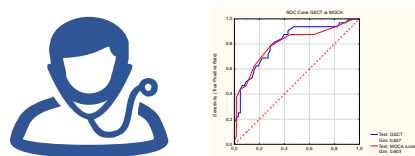
International experience from digitalization in Life Sciences. Worked with 17 of the 21 healthcare regions in Sweden as management consultant. Degree in Engineering and Economics.



Viktoria Skyman
Head of Growth

Comprehensive network and experience within healthcare from consulting and business development in eHealth and digital transformation. Degree in Physical Therapy.

Clinical



Johanna Ulfvarson

Head of Clinical Operation and Customer Success Registered nurse with comprehensive network from national nurse association as well as national innovation agency (Vinnova). PhD in medicine and associated professor at Karolinska Institutet.

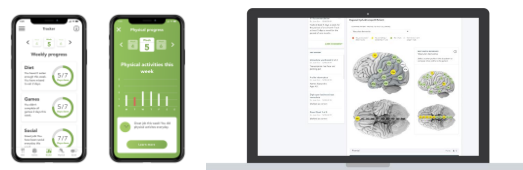
MD. PhD Johan Sundelöf*
Specialist Clinician

MD. PhD Victor Bloniecki K.*
Head of Clinical Research

MD. PhD Yvonne Freund*
Specialist Clinician

MD. Keivan Javanshiri*
Clinician

Product & tech



Adam King

Head of Tech. and Prod. Dev. Start-up experiences and award-winning Product Owner with tech background. Degree in Cognitive Science.

Yevhenii Bondarenko
Full-stack developer

Alexander Movchan*
Front-end developer

Fahima Sharegh*
Tester

**Part-time engagement*

Join us in changing the future of dementia care

- We are now raising **15 mSEK** (1,5 mEUR)
- Looking for additional owners that also can bring network and experiences that contribute to our shared vision of improving patient outcomes in dementia care
- Round closing in December
- Looking forward to share more!



Rickard Forsman

CEO

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