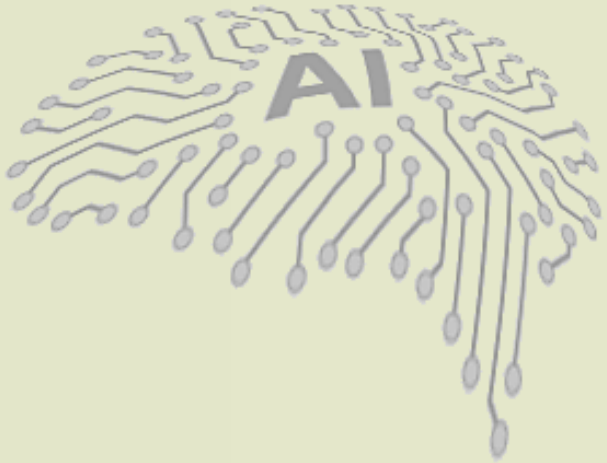


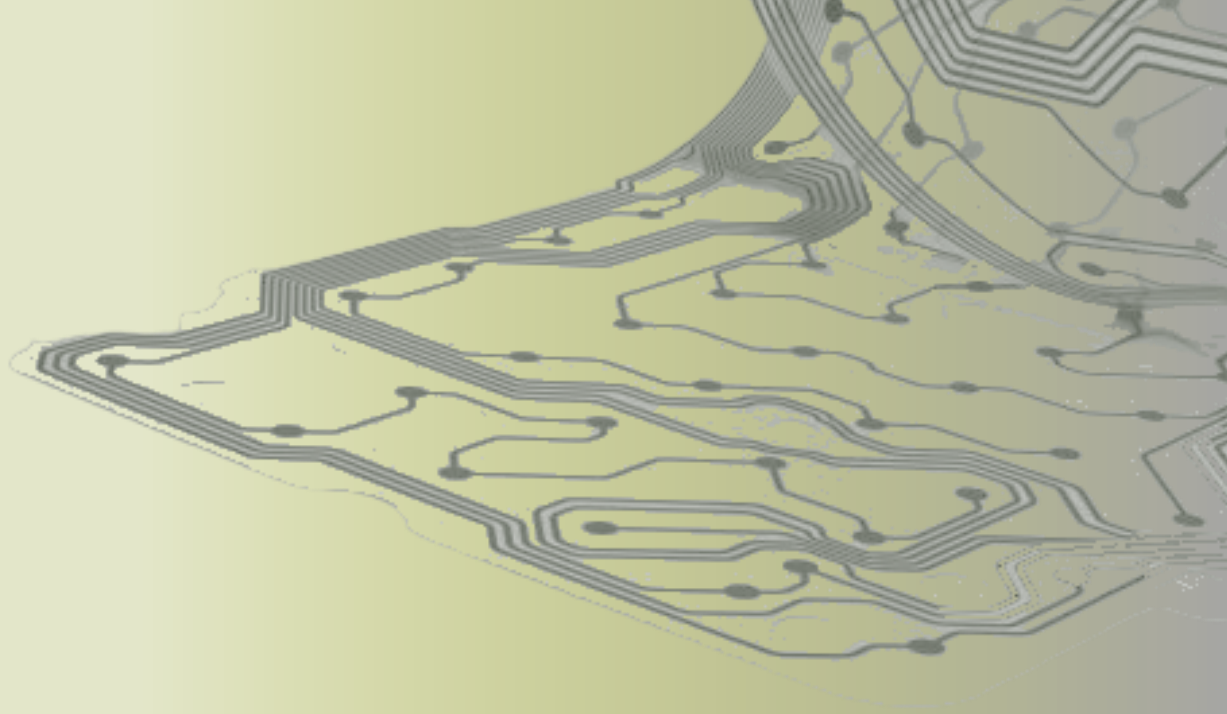

***Stretchable Electronics & AI end-to-end solutions to digitize the physical world in a non-intrusive way***

Sensing·Tex

# Pitch Information Deck

**July 2023**

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## Sensing Tex, S.L.

**Sensing Tex** is a deep tech company with a strong team of experienced profiles providing Large Area Stretchable Electronics and AI analytics

# Agenda

# 01 COMPANY OVERVIEW

The company´s aim is to democratize the use of **Soft Stretchable Electronics** to collect raw data processed by Artificial Intelligence (AI) Software that will help **unleash the potential of the Internet of Things (IoT)**

**Large Area Stretchable Circuits**

**Strechable Printed Devices**

**IoT Sensor Platform & Hubs**

**Data Analytics**

**Artificial Intelligence**

**Software Platforms**

# COMPANY OVERVIEW

## IoT Sensors & AI data analysis based on Stretchable Electronics Technology

### At a glance

- Barcelona & Toronto
- Founded in 2010
- Stretchable Electronics and AI IoT Technology
- Existing Client base & long-term partnerships
- 1 of the top 10 most innovative companies by W2NYC Global Industry Challenge
- Intellectual property portfolio (Patents, trademarks, designs, Industrial Secrets,…)

### Solutions

- Sensing Mat (HW)
- Sensing Wear (HW)
- Sensing Health (SW)
- Sensing Suit (SW)

### Main applications

- Hospital Care: Pressure Injury & Fall prevention
- Home care: Fall & Wander prevention
- Podiatry and Rehabilitation
- Automotive Seats
- People Mobility in Spaces

# COMPANY OVERVIEW

## History timeline

**2010** — Company foundation

**2011 – 2016** — IP (Patents, Brands, registration of designs, etc…)

**2017** — Hardware R&D (3M € total investment) and start of commercialization

**2018** — Hardware platform sales 4x vs previous year

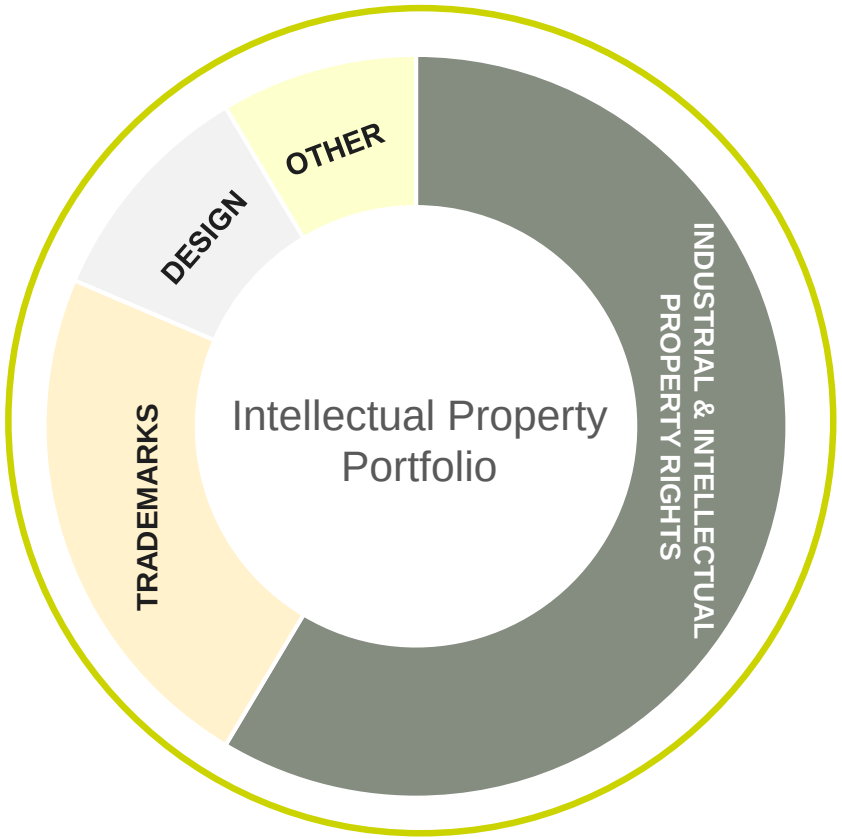
**2018 – 2021** — Software R&D

**2021 – 2022** — Software launched
- Sensing Health
- Sensing Suit

**2022** — Expansion to North America

# COMPANY OVERVIEW

## Intellectual Property Portfolio




**Patent 01: A large area extensible pressure sensor for textile surfaces**

- Status: Granted in 2013
- Registered: Europe and United States

**Patent 02: Piezoresistive textile sensor and system for detecting the heart and/or respiratory rate**

- Status: Granted in 2014
- Registered: Europe and United States

**3 previous patents issued and a portfolio of other 10+ patentable inventions**

SENSING TEX HARDWARE

**Copyright:**

- Intellectual Property Rights for each Software Package

**Patents:**

- 2 software patentable inventions linked to our hardware for healthcare

**Trade secrets**

SENSING TEX SOFTWARE

**Trademarks**

- Brands: Sensing Tex, Sensing Health
- Registered: Europe, United States & Canada. International trademarks with potential for an extension

**Design**

- Design Registration of the Product Sheets by Post Legal Certification & Content Time Stamp International Legal software

**Other**

- Domains, manufacturing agreements, supplier agreements..
- There is a possibility to activate a Patent Box regime that offers a reduced tax rate on income generated from patents

# COMPANY OVERVIEW

## Recognition & Awards

### Technology

HIBRI4.0

W2NYC
GLOBAL INDUSTRY CHALLENGE

### Platform

eHealth week

SMARTX
EUROPEAN SMART TEXTILES ACCELERATOR

BIND4.0
STARTUP!
BASQUE INDUSTRY 4.0
ACCELERATOR PROGRAM

### Business plan

epuap EUROPEAN PRESSURE ULCER ADVISORY PANEL

enisa FINANCIADA POR ENISA

MINISTERIO DE INDUSTRIA, ENERGIA Y TURISMO


Certificate delivered by the European Commission, as the institution managing Horizon 2020, the EU Framework Programme for Research and Innovation 2014-2020

The project proposal 888864, Sensing Health

Sensing Health Services Ecosystem of our Sensing Mat Platform to provide Preventive Care of Bedridden and Low Mobility Patients

Submitted under the Horizon 2020's SME instrument phase 1 call H2020-EIC-SMEInst-2018-2020 (H2020-SMEInst-2018-2020-1) of 5 September 2019 in the area of EIC-SMEInst-2018-2020

SME instrument by SENSING TEX SL

following evaluation by an international panel of independent experts

WAS SCORED AS A HIGH-QUALITY PROJECT PROPOSAL IN A HIGHLY COMPETITIVE EVALUATION PROCESS*

This proposal is recommended for funding by other sources since Horizon 2020 resources available for this specific Call were already allocated following a competitive ranking.

Corina Crețu, Commissioner for Regional Policy

Carlos Moedas, Commissioner for Research Science and Innovation

Brussels, 09/10/2019

V PREMIO PYME DEL AÑO BARCELONA 2021

COMPANY OVERVIEW

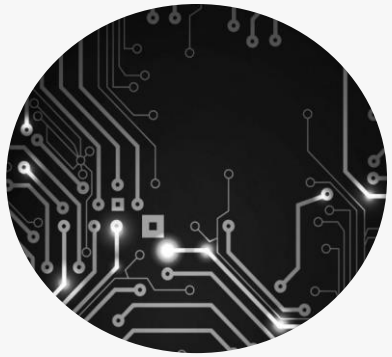
Commercial Traction

# Proven customer success with leading players across Health and Mobility segments

# 02 TECHNOLOGY

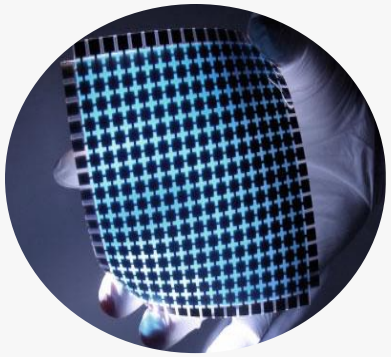
# TECHNOLOGY
## Value Chain

*From Stretchable Electronics to Artificial Intelligence*



### Stretchable Circuits

Emerging technology that allows to create devices with the ability to conform to nonplanar and deformable dynamic surfaces

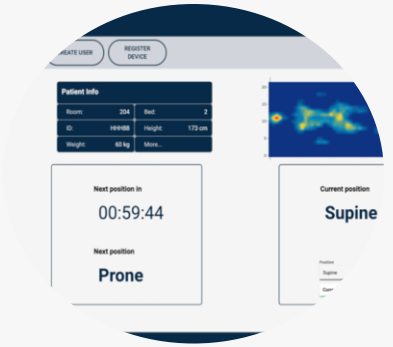


### Fully Printed Devices

A flexible, stretchable and elastic device such as pressure sensing, moisture sensing, etc…is obtained

### IoT Hardware Platforms

A powerful platform that collects sensor data transforming products into IoT enabled devices




### Software & AI

The software leverages sensor data and applies AI techniques to analyse the data

# TECHNOLOGY

## Stretchable Electronics & AI

The patented technology based on Large Area Printed Electronics, allows Sensing Tex to customize devices up to 3×2 meters in Rapport Printing mode and increase by R2R (roll to roll) or S2S (sheet to sheet) modular configurations

Stretchable Circuits technology allows to create double side, multi-layer circuits, fully printed devices and/or footprints for cold soldering

Any device can be built on stretchable substrate to allow the development of a wide range of solutions requiring flexibility

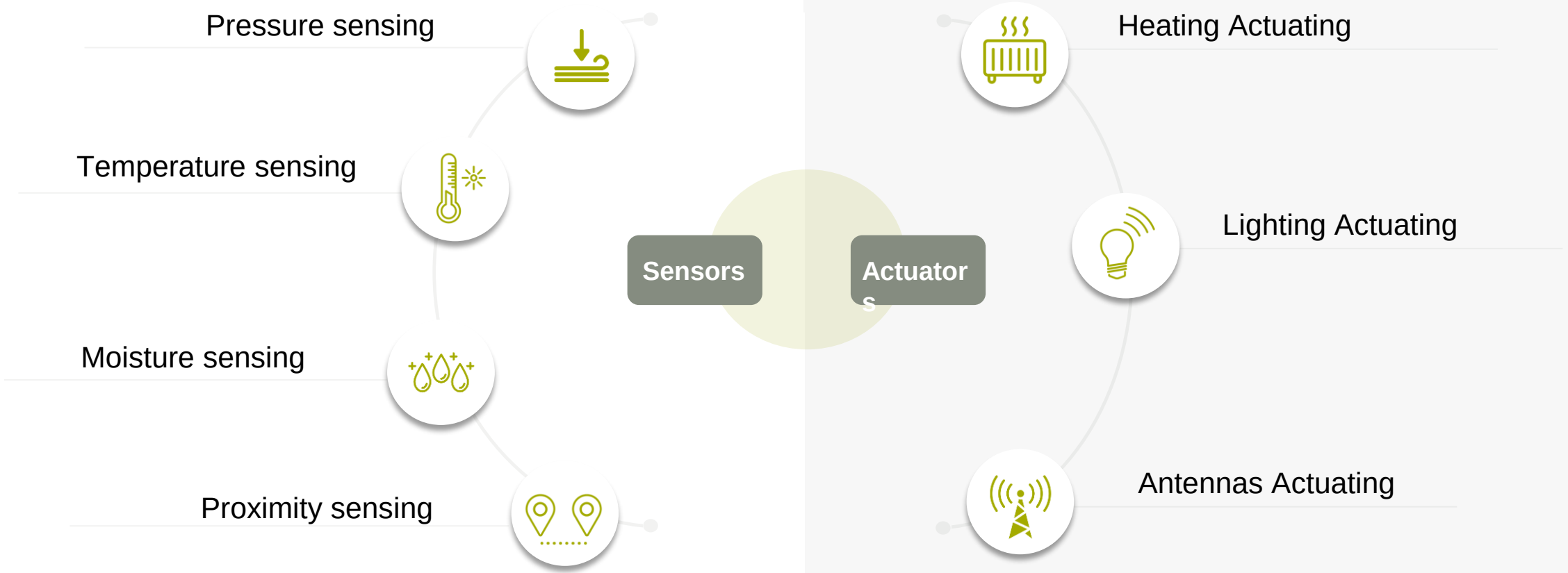
The manufacturing methodology applied by Sensing Tex reduces the impact in cost in later stages

The technology has been approved by DNSH (EU sustainability principle) as it is based on Advanced Additive Manufacturing (Technology 5.0)

# TECHNOLOGY

## Fully Printed Devices

*Sensing tex creates sensors and actuators based on Stretchable Electronics technology to integrate them in products enabling IoT*



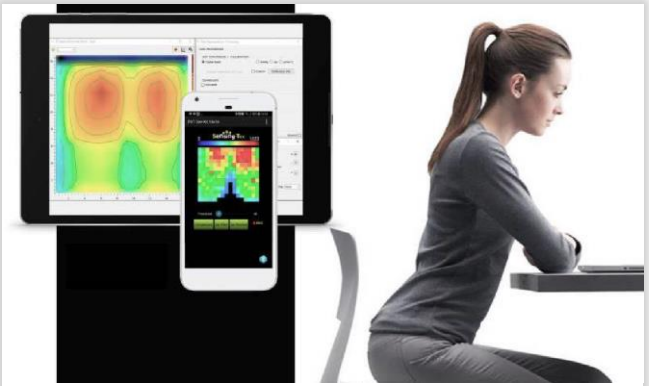
# TECHNOLOGY

## IoT Hardware platforms – Sensing Mat

*The platforms allow the user to measure pressure from different stand points: Movement analysis, postural detection and biosignals Tracking among other magnitudes*

### Bedding Mats

Large Full Bed Area or partial areas specially designed to track different bed-based activities. It includes Mattress mat and Sleep mat products



### Seating Mats

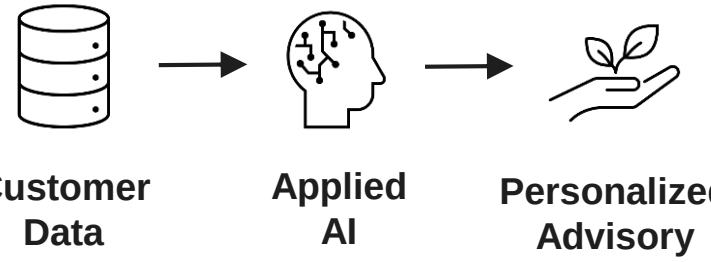
Performed by a textile matrix sensor that gathers the pressure maps of users when seating or pressing on it

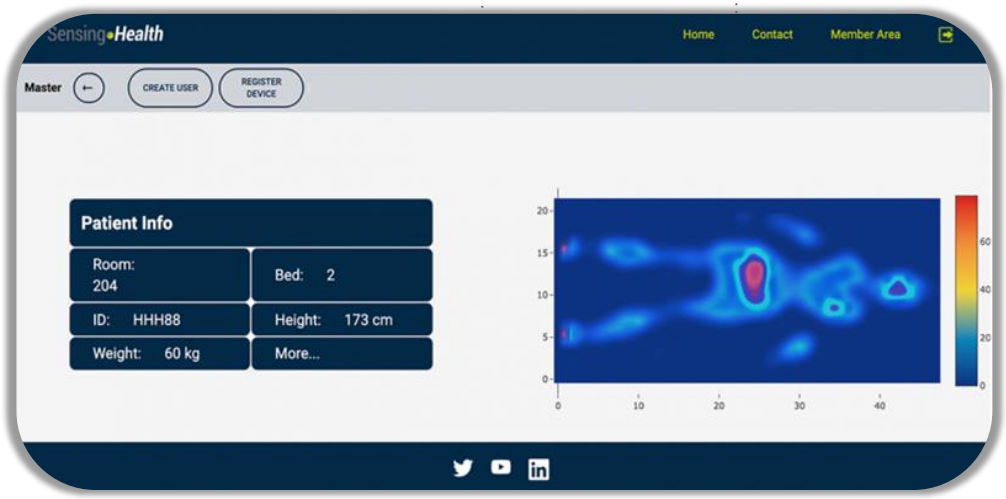

### Flooring Mats

Developed to take advantage of the collected pressure mapping on the floor, either stand-alone carpets or tiles-based solutions for permanent flooring

# TECHNOLOGY
## Software & AI

- **Edge And Cloud** computing software solution based on the latest algorithms developed thanks to the raw data provided by sensors IoT and **using latest IT technologies of Computer Vision, machine learning and AI**




**01.**

**Data is collected from IoT sensors that measure the distribution of pressure exerted by an individual´s body on a surface**

**02.**

**The AI algorithms analyse the collected pressure mapping sensor data to identify patterns, trends, and specific characteristics related to the user's posture, pressure distribution, and comfort levels**

**03.**

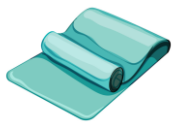
**Once the data analysis is complete, the software provides personalized advisory recommendations based on the insights gained**

# Sensing tex solutions are powered by 3 main elements

Data is captured by a set of sensors that can be seamlessly integrated in any device (Bedding mats, seating mats…)

The Sensing Hub is the smart Edge Computing solution designed to provide data analytics and interpretation at the edge. The Sensing Hub connects to one or more hardware devices and embeds the developed software solutions

A complete software solution powered by latest AI, Machine Learning and Computer Vision. The software is capable of giving positioning information based on data captured by hardware devices

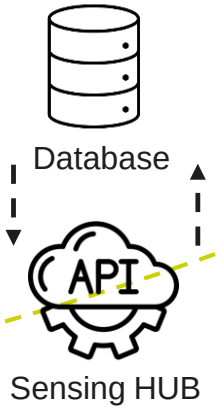


Flooring Mats

Bedding Mats

Seating Mats

Sensing HUB




Sensing HUB

**HARDWARE** | **HUB** | **SOFTWARE**

END TO END SOLUTION

# 03 APPLICATIONS

03.1 Sensing Health (Hospital, Wheelchair, Home Care)

03.2 Sensing Mobility (Automotive, People)

03.3 Other applications

## The Problem

### Low mobility patients are subject to pressure injuries, falls and wandering

**7 M** patients per year suffer pressure injuries globally[1]

Pressure injuries treatments represent a huge cost for hospitals ($6,1 billion[2] market in 2022)

**2%** of hospitalized patients fall at least once during their stay[3]

**60%** wheelchair patients suffer from pressure injuries in their lifetime[4]

Increasing AGEING POPULATION

More prone to accidents and hazards

**Sensing Health at Hospital**

**Sensing Health Wheelchair**

**Sensing Health at Home**

[1] *Source: Padula WV, Pronovost PJ, Makic MBF, Wald HL, Moran D, Mishra MK, Meltzer DO. Value of hospital resources for effective pressure injury prevention: a cost-effectiveness analysis*

[2] *Source: National Library of Medicine*

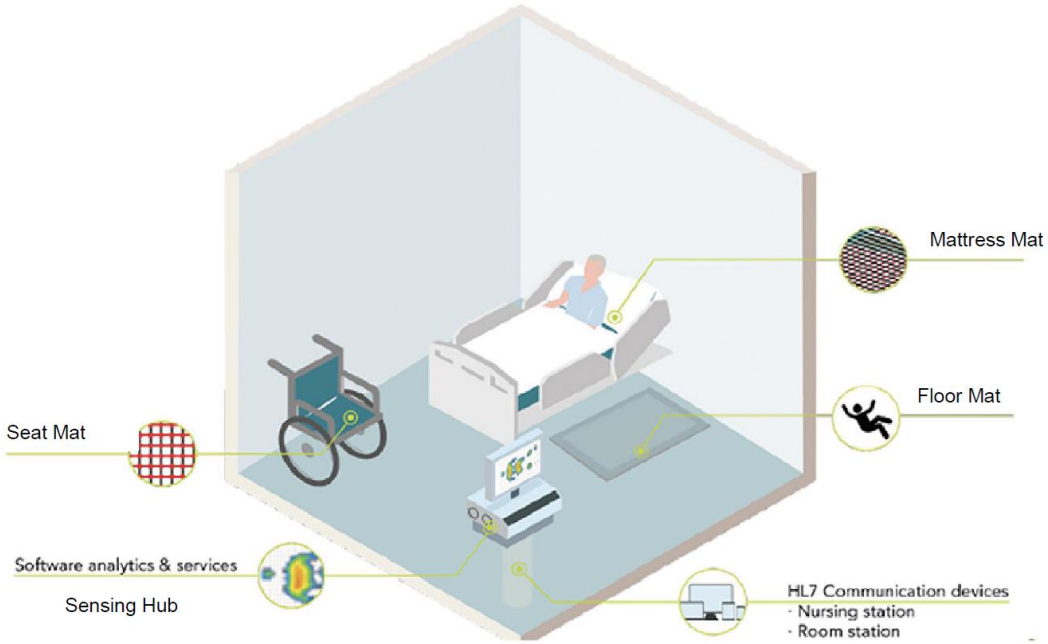
[3] *Source: Skyquest*

[4] *Source: Stockton and Parker study*

# APPLICATIONS | SENSING HEALTH AT HOSPITAL

## The Solution

Proactive and non-invasive solution to monitor patients, detect problems and alert healthcare practitioners providing insightful information




**Monitors numerous beds in real time non-invasively**

- ✓ Postural tracking
- ✓ Actigraphy micro & macro
- ✓ Breathing rate
- ✓ Pressure distribution and hot spots

**Alerts nurses when required**

- ✓ Repositioning
- ✓ Movement analysis

**Improves human decision by relying on machine learning to detect problems**

**Integrates with any system in place from complex hospital or care homes software**

# The solution offers significant cost savings for customers and a better life for patients

Number of patient falls

REDUCED by

47%

Number of pressure ulcers

REDUCED by

75%

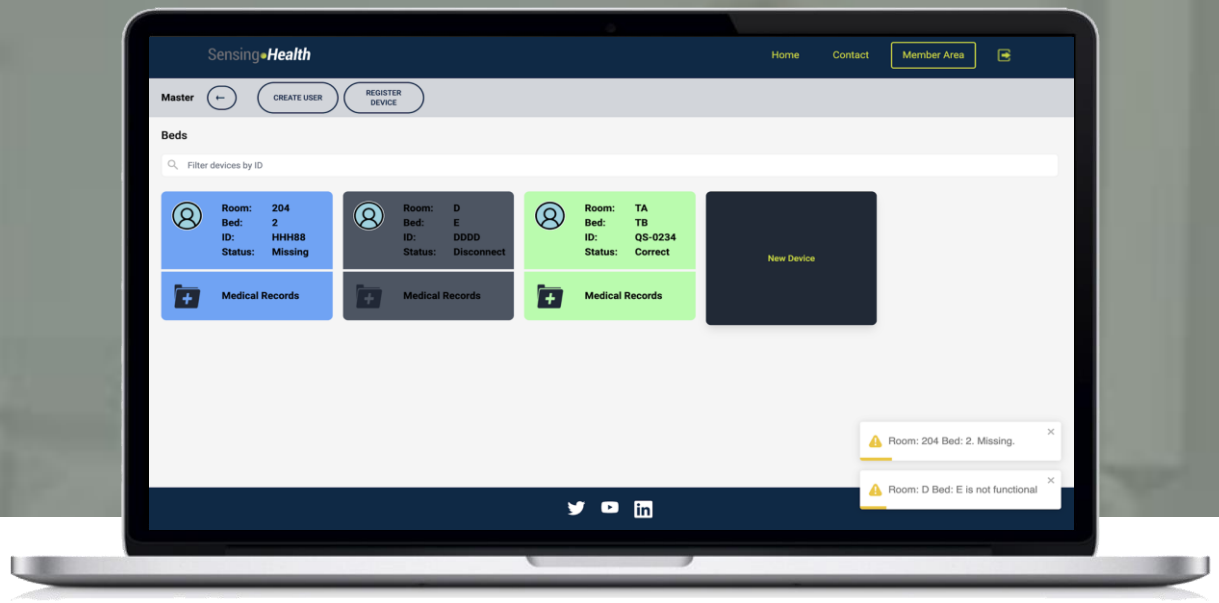
Yearly cost per hospital bed

REDUCED by

75%

# APPLICATIONS | SENSING HEALTH AT HOSPITAL

## Sensing Health Software




- Simple web-based interface **displaying the status of every patient bed** and sending alerts to healthcare practitioners
- Proactive contact-free monitoring solution designed to help businesses provide a better data-driven care
- Customization services to fit operational policies and needs of every hospital or healthcare center

# APPLICATIONS | SENSING HEALTH AT WHEELCHAIR

## Wheelchair Solution and APP interface

**Seating Mat hardware**

- ✓ Pressure Sensing
- ✓ Customizable sensors

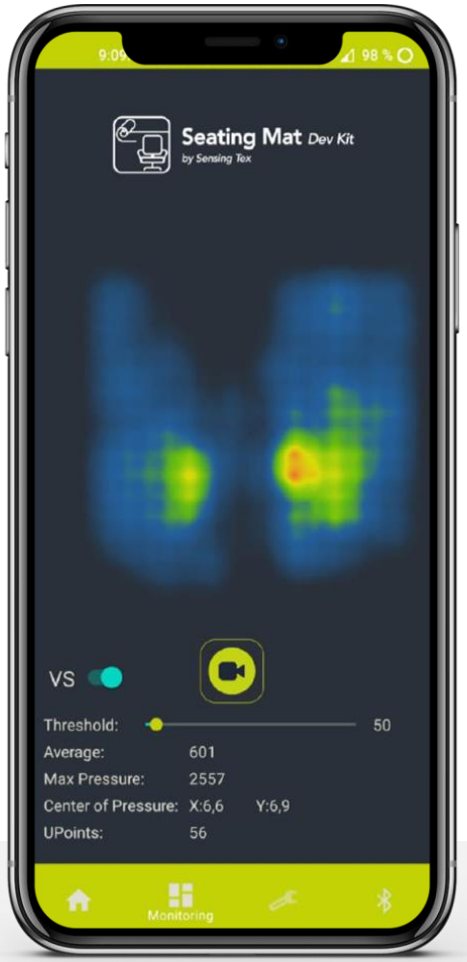
+

**Integration on wheelchair**

- ✓ Data logger: ADC, I2C, BLE
- ✓ Customizable Data logger
- ✓ Customizable integration of hardware

**Interface at the edge**

- Set the parameters and thresholds
- Visualize pressure maps
- Get recommendations to correct sitting postures
- Customizable interface to fit different requirements



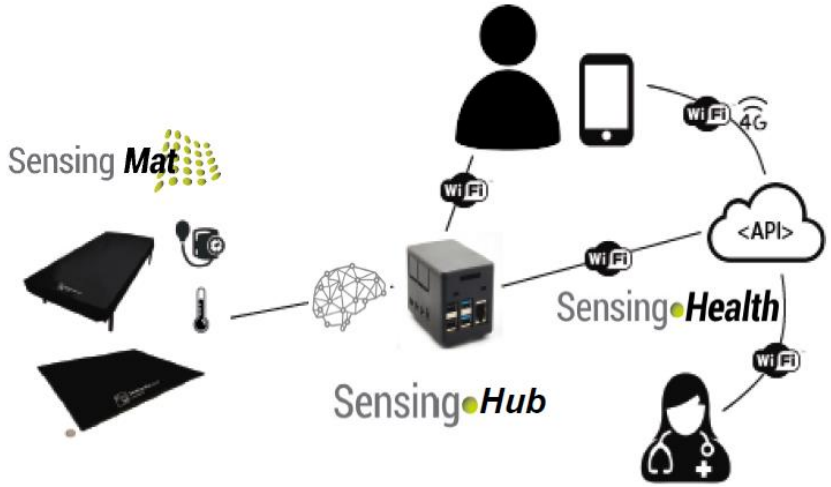

**Proactive solution that monitors seating, detects hotspots and informs patients or caregivers locally and remotely**

# APPLICATIONS | SENSING HEALTH AT HOME

## Edge & Cloud solution using non-invasive smart textiles & activity trackers

- Sensing Health at Home is **aimed at the home care & assisted living industry**
- It is a € 4.81 billion market [1] (2021) and is projected to reach €11.22 billion by 2031, growing at a CAGR of 8.8% from 2022 to 2031
- Future growth fuelled by increasing ageing population, shortage of in-home caregiving and a rising demand for personalized healthcare in developed countries

- Product architecture is similar to the Sensing Health at Hospital solution
- Latest Computer Vision, AI and Machine Learning applied to pressure maps on textiles sensors for new services
- Open platform solution that allows to integrate more sensors/services from third parties




[1] *Source: Allied Market Research*

# 03 APPLICATIONS

03.1 Sensing Health (Hospital, Wheelchair, Home Care)

03.2 Sensing Mobility (Automotive, People)

03.3 Other applications

# Sensing Tex mobility solutions aim to cover the need for non-intrusive monitoring that respects individuals' privacy

## SAFETY

Sensors can be integrated into car seats, seatbelts, and other parts of the vehicle to provide **real-time monitoring** of a driver's vital signs and alertness level

## COMFORT

Pressure sensors can be used to assess the distribution of pressure points on seats, allowing for the **optimization of seat design and cushioning**

## CROWD MANAGEMENT

In crowded areas such as airports, stations, or event venues, pressure floor mats can provide valuable insights into crowd density and flow. This information can be used to **optimize space utilization or implement crowd control measures**

## TRAFFIC ANALYTICS

Pressure sensor-equipped floor mats can collect data on foot traffic patterns, dwell times, and movement trends. This information can be analysed to **gain valuable insights into customer behaviour or optimize space layout**

# APPLICATIONS | SENSING MOBILITY

## Automotive Seating Solution

**Seating Mat hardware**

- ✓ Pressure Sensing (TRL-9)
- ✓ Customizable sensors

+

**Integration on automobile seat**

PRESSURE MAPS >> RAW DATA >> DATA ANALYTICS >> INFORMATION

BIOSIGNALS TRACKING

POSTURAL DETECTION

MOVEMENT ANALYSIS

## Features

**Seating analysis**
Analyses pressure distribution for assessing seating posture and comfort

**Breath analysis**
Detects breath patterns through pressure changes to provide insights into respiration rate

**Sleep detection**
Determines if the occupant is in a sleeping state, potentially alerting the driver or triggering safety measures

**User identification**
Identifies and recognizes individual users of the seat, allowing for personalized settings and features based on each user's preferences

**Occupant detection**
Detects the presence and position of occupants for safety and convenience features

**Anonymous ID Recognition**
Assigns anonymous IDs to occupants for individual tracking and analysis while preserving their privacy

# APPLICATIONS | SENSING MOBILITY

## People Traffic Solution

### Traffic Mat hardware

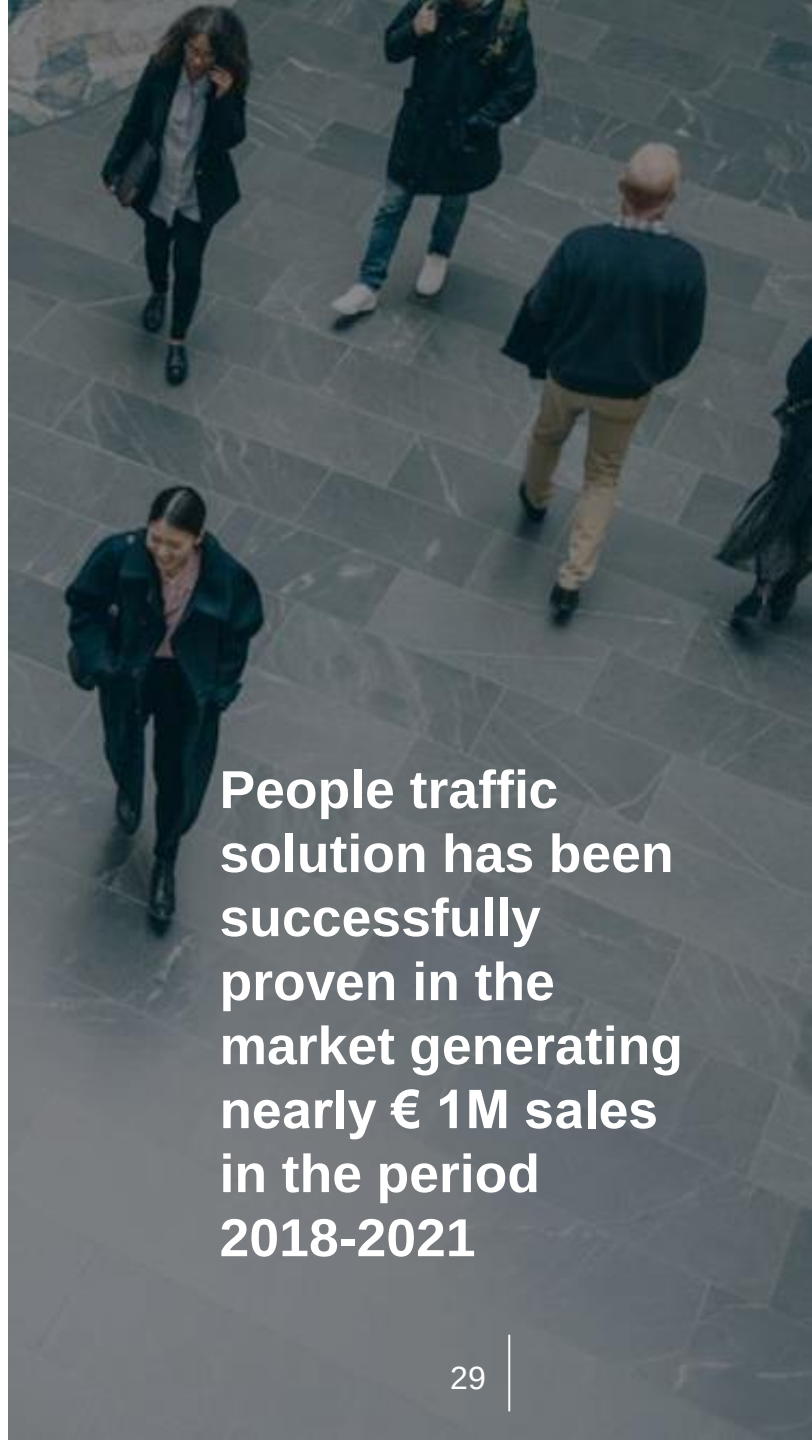
### Sensing Suit software


01.

The Traffic Mat, based on the Sensing Mat Platform by Sensing Tex, is developed to leverage the collected pressure mapping on the floor and apply latest AI to recognize patterns such as step counting, gait analysis, people traffic counting among other magnitudes relevant for space management

02.

This relevant information is then displayed in the Software provided. The customer may use insights to take the most appropriate decisions to enable or improve their facility, store, event or public transport space use. The system may be integrated with any other software at the Edge or at the Cloud Level



**People traffic solution has been successfully proven in the market generating nearly € 1M sales in the period 2018-2021**

# 03 APPLICATIONS

03.1 Sensing Health (Hospital, Wheelchair, Home Care)

03.2 Sensing Mobility (Automotive, People)

03.3 Other applications

# APPLICATIONS | OTHER

## Other potential applications

Additionally to Health and Mobility, Sensing Tex solutions have potential applications in other attractive industries

**SPORTS**

**WELLNESS**

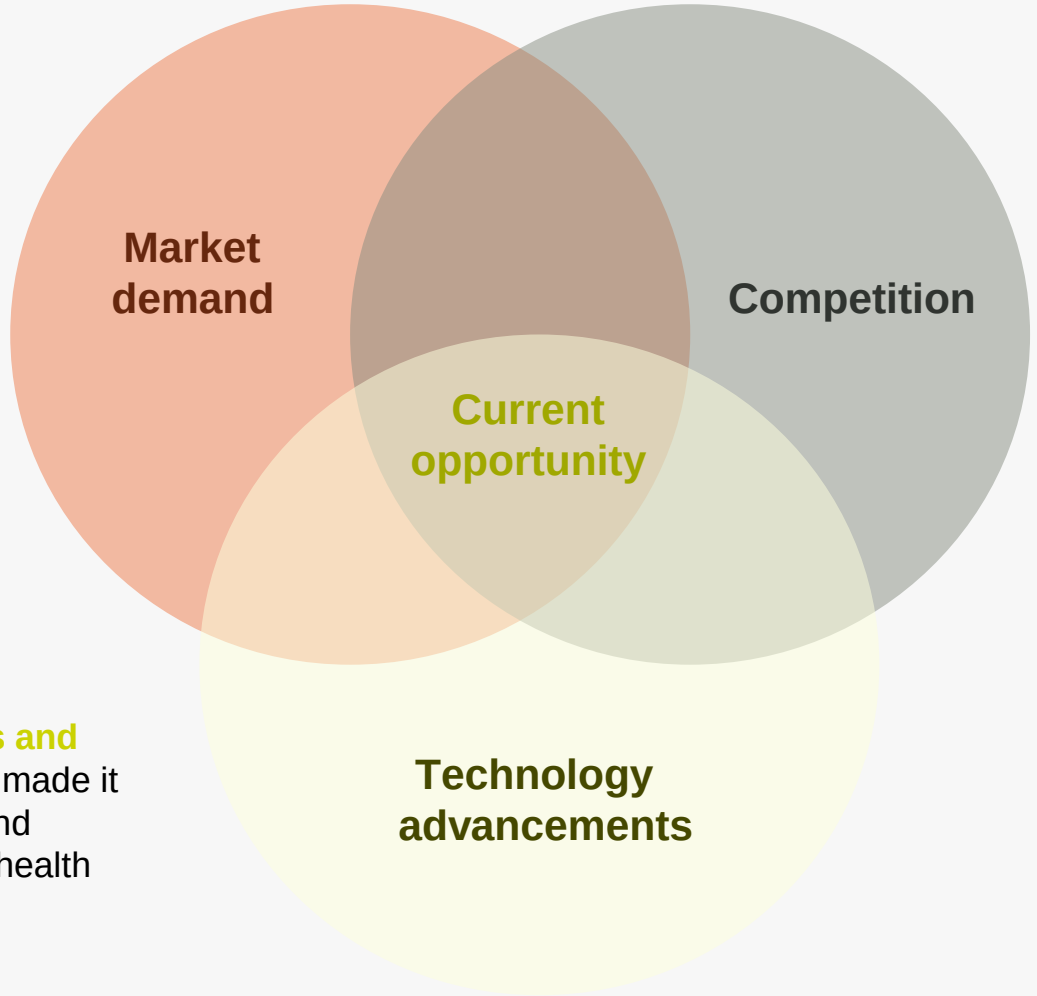
**RETAIL**

# 04 MARKET OPPORTUNITY

# MARKET OPPORTUNITY

## Perfect timing to adopt Stretchable Electronics & AI

The global market for smart textiles is **expected to grow significantly over the next few years**, driven by increasing interest in wearable technology and advancements in sensor technology



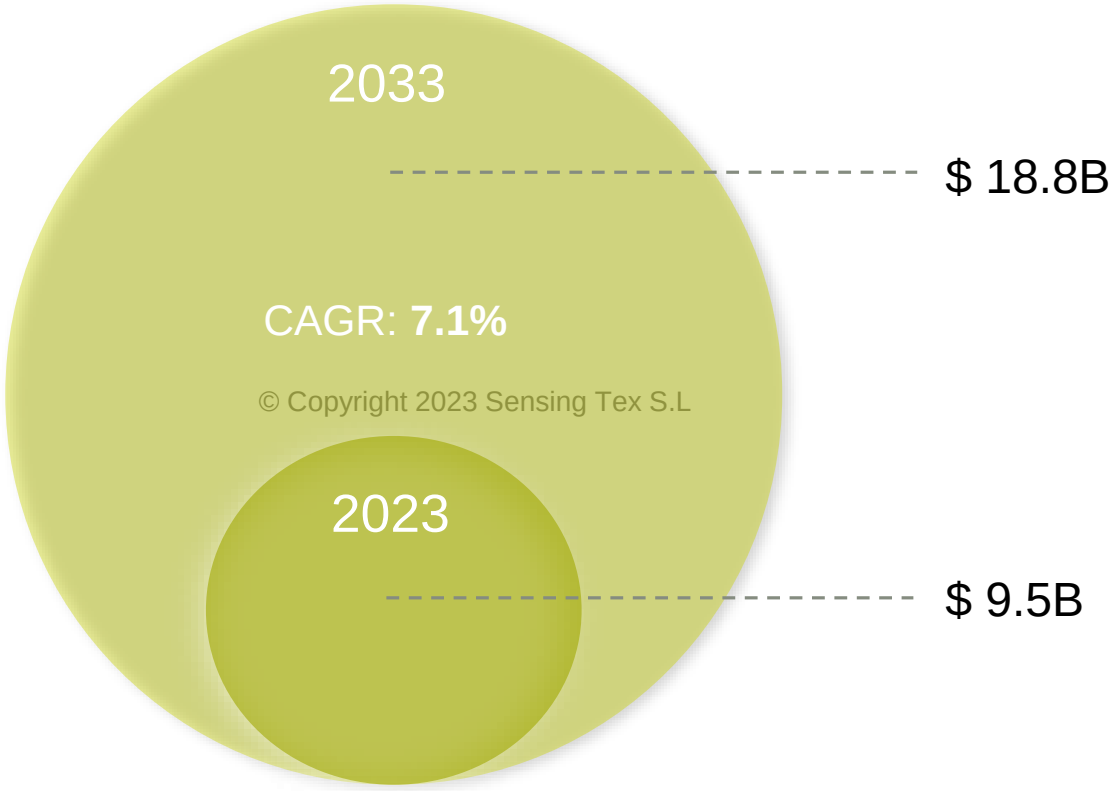

Opportunity of being a first mover to become reference point in a rising industry

**The development of new sensors and other wearable technologies** has made it possible to collect more accurate and comprehensive data on a people's health and mobility

# MARKET OPPORTUNITY

## Printed & Flexible Sensors market size

### TAM (Printed & Flexible Sensors)[1]




[1] *Source: Future Market Insights*

## KEY GROWTH DRIVERS

IoT

**Increasing adoption of Internet of Things**
As IoT technology continues to expand through various industries, the demand for sensors that can seamlessly integrate into IoT devices is rising

**Digitalization of the Healthcare Industry**
The introduction of agile procedures, seamless techniques, and digital technologies in the Healthcare sector has forced industry players to shift their focus towards advanced and smart sensor technology

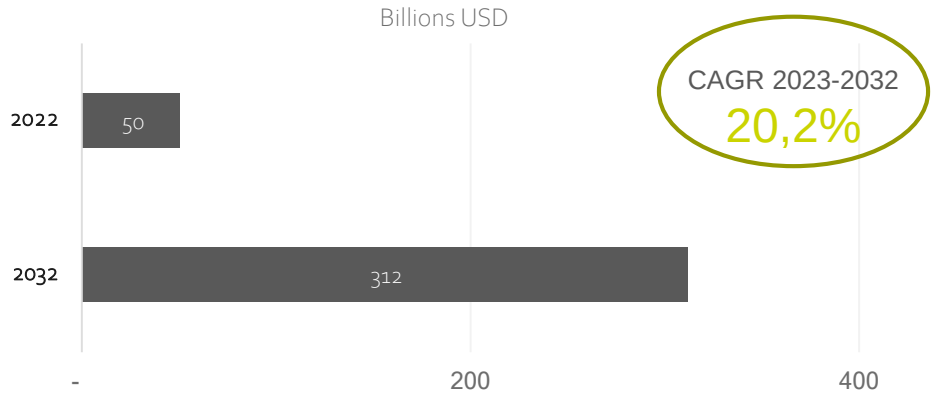
AI

**Artificial Intelligence**
The rising demand for printed and flexible sensors can be attributed to their data collection capabilities, high sensitivity, adaptability to different form factors, and cost-effectiveness. These features make them an excellent option for integrating AI-driven technologies into various industries and applications

# MARKET OPPORTUNITY

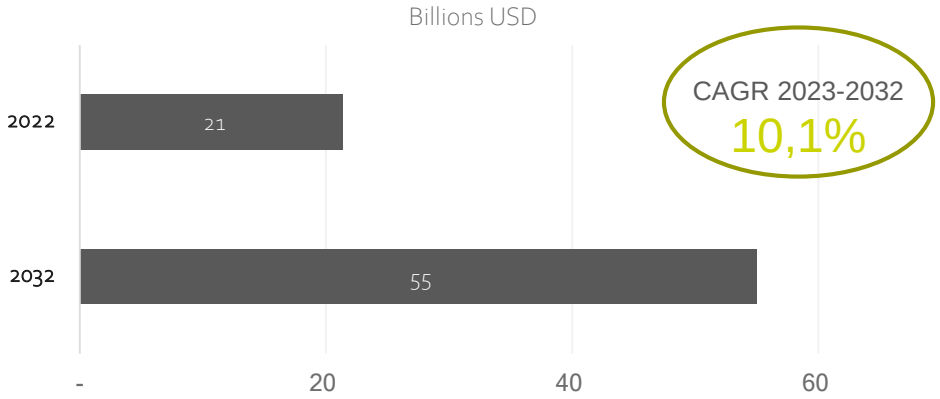
## Health & Automotive market size

**Health Sensors Market Size 2022-2032**[1]




- North America (highest revenue share)
- Asia (highest growth)

**Automotive Sensors Market Size 2022-2032**[2]




- Europe 24.4% Revenue Share
- APAC 48.6% Revenue Share

[1] *Source: Acumen research and consulting*

[2] *Source: GlobeNewswire*

# 05 COMPETITION SENSING MAT & SENSING HEALTH

# COMPETITION

## Competitive advantage vs other key players

| | Sensing Tex | Tekscan | BodiTrak2 | BeBop Sensors | XSENSOR |
|---|---|---|---|---|---|
| **Deep Tech Hardware** | ✓ | ✗ | ✓ | ✗ | ✓ |
| **Open Hardware to plug other sensors** | ✓ | ✓ | ✗ | ✓ | ✗ |
| **Patented Hardware technology** | ✓ | ✓ | ✓ | ✓ | ✓ |
| **Stretchable electronics technology 3.0** | ✓ | ✗ | ✓ | ✗ | ✓ |
| **AI applied** | ✓ | ✗ | ✗ | ✗ | ✗ |
| **Software solution** | ✓ | ✓ | ✓ | ✗ | ✗ |

# 06 TEAM

# TEAM

Experienced team with deep expertise in textile engineering, stretchable electronics & IoT

## Miguel Ridao

Co-founder & CEO

- Co-founder of three companies in the field of engineering
- 17 years' experience in Textile and Electronic  technology

## Luis Gomez

Co-founder & CTO

- CTO Punto Roma Group (2005-2010)
- >20 years' experience in Textile and Electronic  technology

**Jose Manuel Abel**

Chief Strategy Officer

**Francisco Rivas**

Hardware Director

**Martín Piqueras**

Software Director

# 07 INVESTMENT HIGHLIGHTS

# INVESTMENT HIGHLIGHTS

The Company is looking for a new partner owner to support commercial expansion and help accelerate future growth

## Transaction background

- The Company has developed soft stretchable electronic solutions to collect and process relevant data for mitigating major challenges within healthcare and mobility industries, among others
- Significant traction has been achieved to date with little marketing investment or sales capabilities which demonstrates future potential
- Main shareholders and founders have decided to explore the opportunity of partnering with A STRATEGIC COMPANY that can leverage the solutions and contribute to commercial deployment and further accelerate growth globally
- The founders are highly experienced and motivated to bring the Company to the next level and contribute to the scale of the business

## Scope of transaction

The transaction perimeter includes the Company as a whole, although licensing agreements for some certain solutions might be considered according to the buyer's business strategy fit.

**Disruptive technology with many potential applications**
The platform and its configuration allows to develop new product applications based on pressure measurements

**End-to-end solution**
It offers a hardware & software solution based on each client's needs and requirements. It is possible to integrate hardware platforms with third party software or with third party sensors

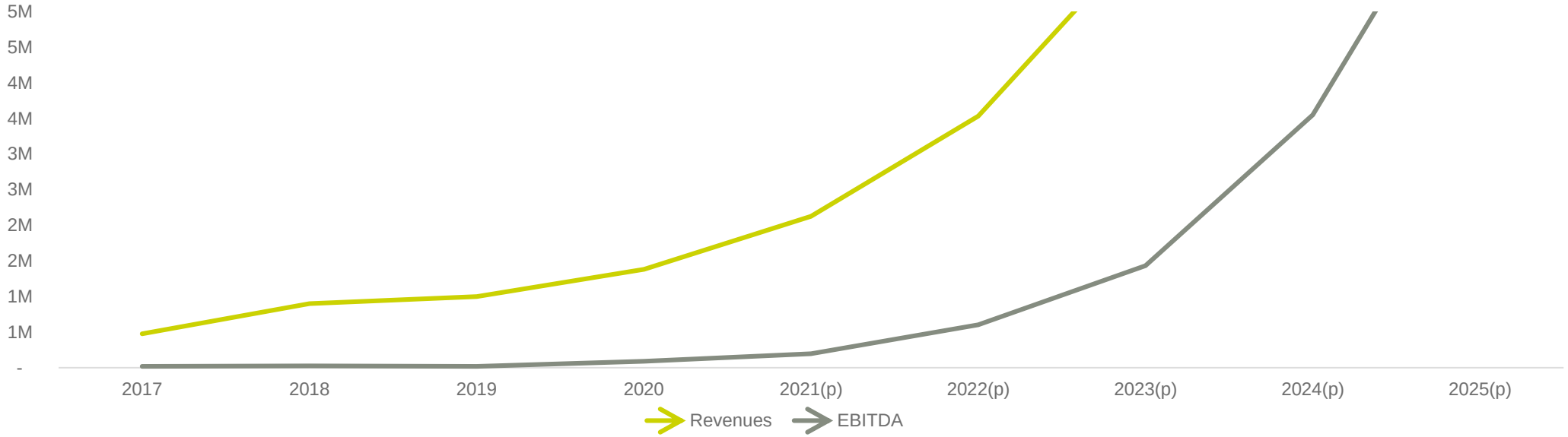
**Latest AI & ML applied**
By applying machine learning algorithms, the Company is able to provide data that will reduce health issues like falls and pressure injuries

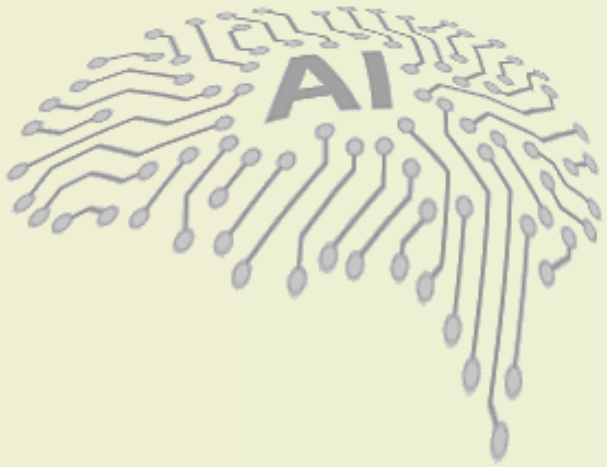
**Presence in Europe and North America**
The company recently started operations in Toronto (CA) and is now strategically positioned in the market to capture full growth potential

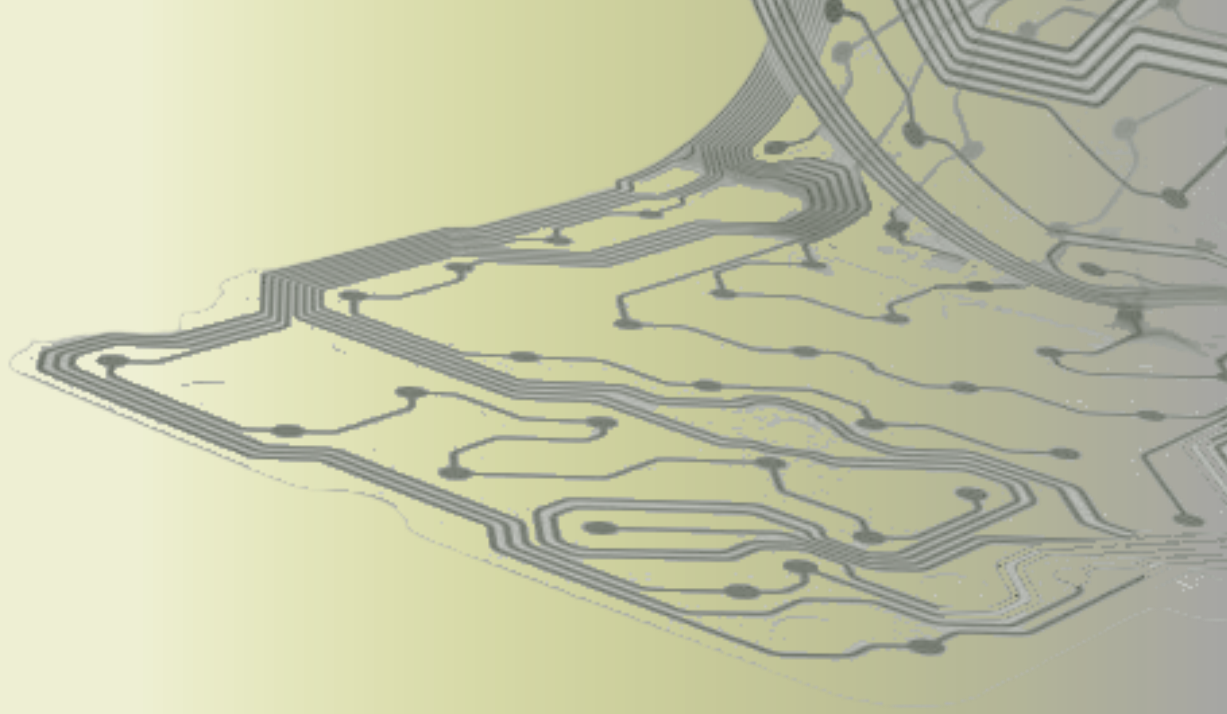
**Competitive advantage vs other key players**
The company has the ability to print six different layers, defect-free, over the entire area (2m x 3m) at a high resolution of 1mm. The deployment of extensible pressure sensors in large textile areas is patent protected

**Already invoiced key international players**
The company has built relationships with some of the main players within Health and Mobility industries

# PROJECTIONS





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# APPENDIX: SENSING HEALTH HOSPITAL PLATFORM

# TWO OF THE PROBLEMS

**€40Bn+ Problem**
**only US**

67% DUE TO PRESSURE INJURIES

33% DUE TO HOSPITAL FALLS

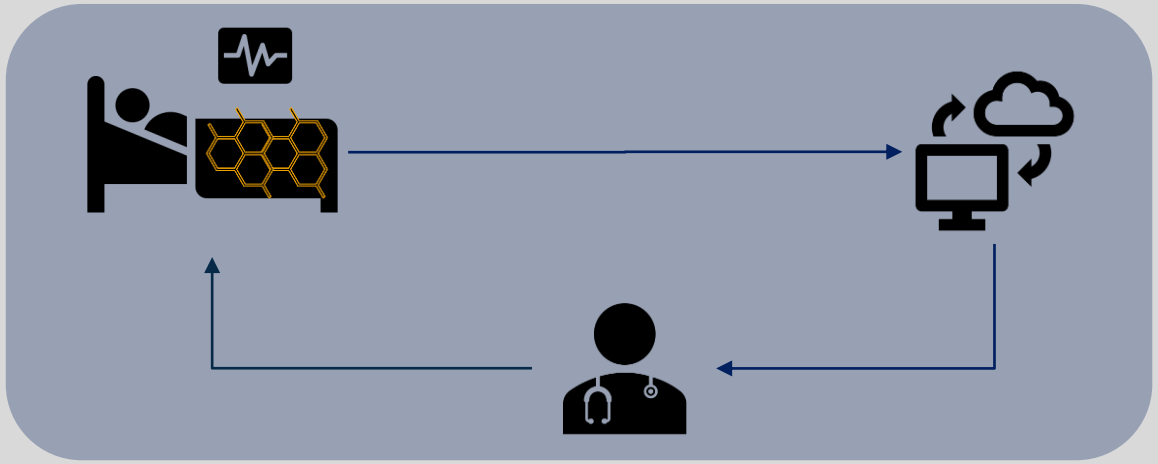
HOSPITALS

INSURANCE PROVIDERS

HEALTHCARE SYSTEMS

- LONGER HOSPITAL STAYS
- REPUTATION DAMAGE
- DRAIN OF RESOURCES
- REDUCED LIFE QUALITY/ LIFESPAN
- +17,000 LAWSUITS YEARLY
- AND MORE INDIRECT COSTS...

# THE SOLUTION



FIRST PHASE

87% LESS PRESSURE ULCERS

47% LESS HOSPITAL FALLS

SECOND PHASE

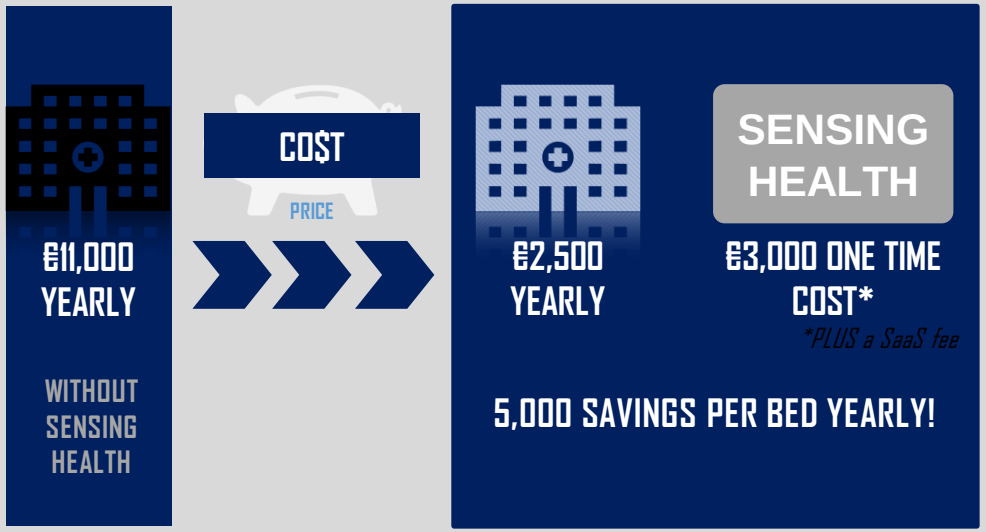
€BILLIONS IN SAVINGS

A PROACTIVE SOLUTION THAT MONITOR PATIENTS, DETECT PROBLEMS & INFORM HEALTHCARE PRACTITIONERS

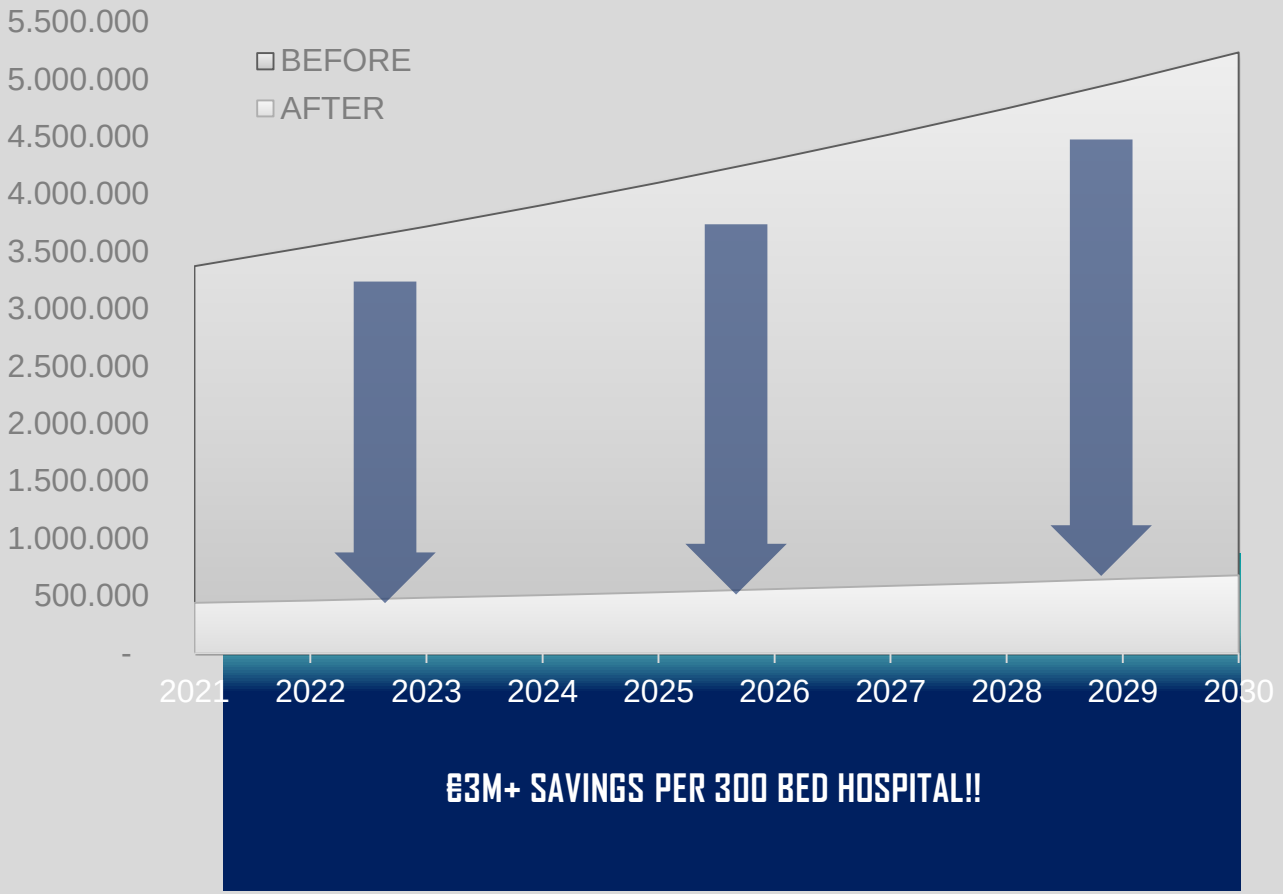
# VALUE PROPOSITION – CASE STUDY

## YEAR COST PER BED

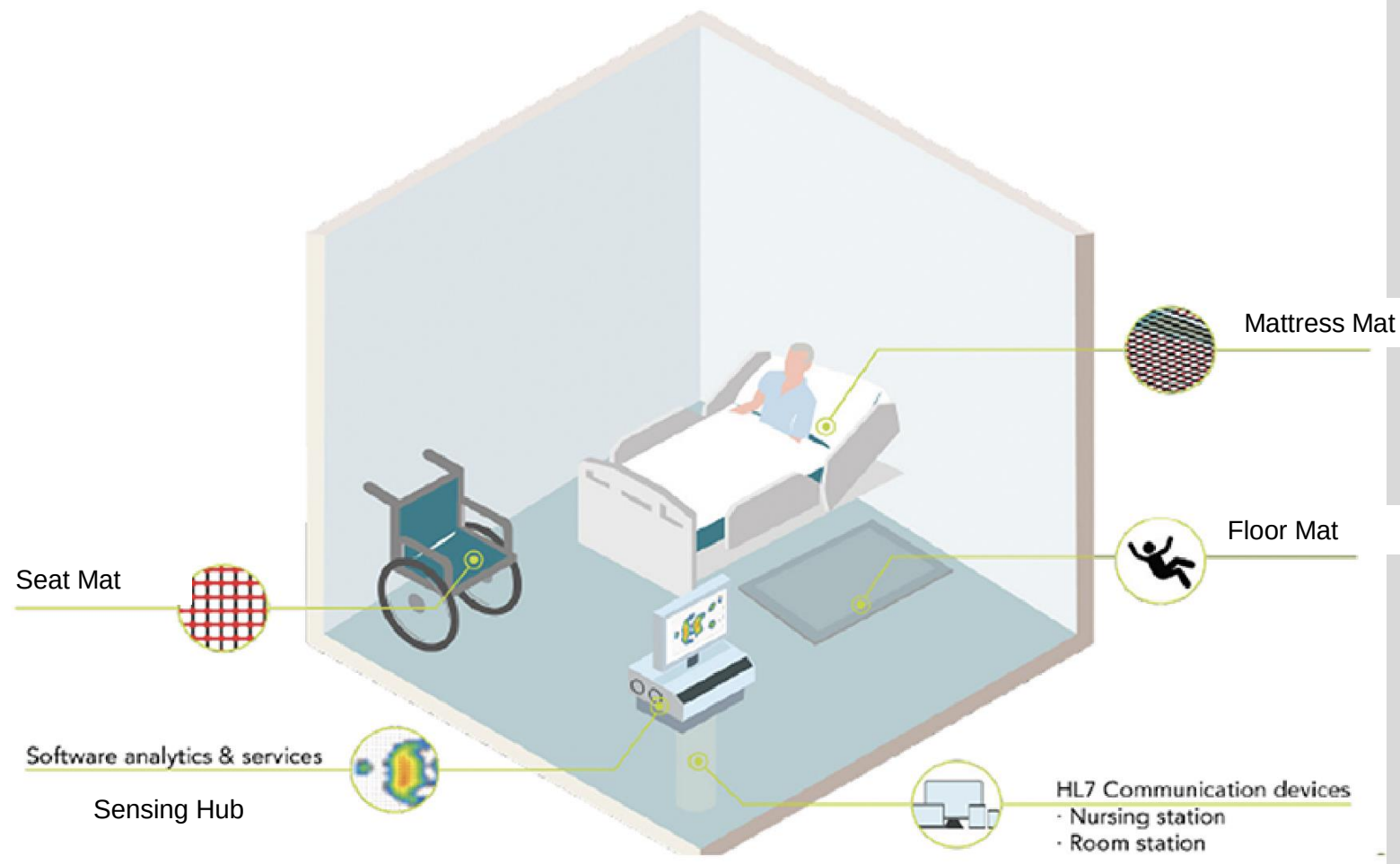
PRESSURE INJURIES COST HOSPITALS **€11k/BED YEARLY** (EU AVERAGE) EXCLUDING INDIRECT COSTS. **SENSING HEALTH CAN REDUCE THESE COSTS BY 75%!**




## YEARLY COST PER 300 BED HOSPITAL



# THE PRODUCT & SERVICE




MONITORS MANY BEDS IN REAL TIME NON INVASIVELY

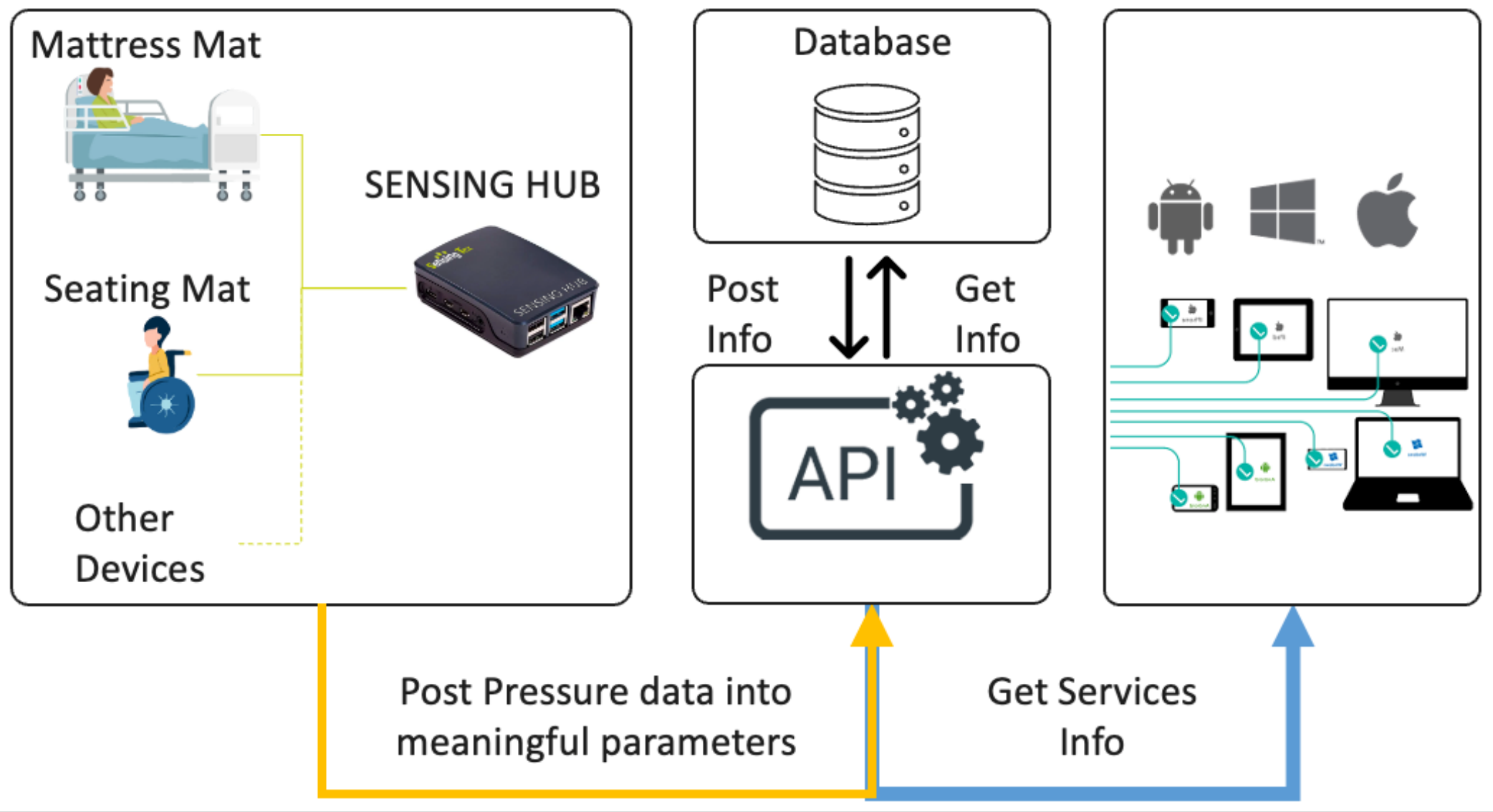
- POSTURAL TRACKING (NOW)
- UPOINTS (PRESSURE DISTRIBUTION & HOT SPOTS, BONE AREA DETECTION) future updates
- ACTIGRAPHY MICRO & MACRO – SLEEP – Future updates
- RESPIRATORY RATE – future updates
- OTHER SENSORS

ALERTS NURSES WHEN REQUIRED (REPOSITIONING REMVOE PRESSURE, MOVEMENT ANALYSIS)

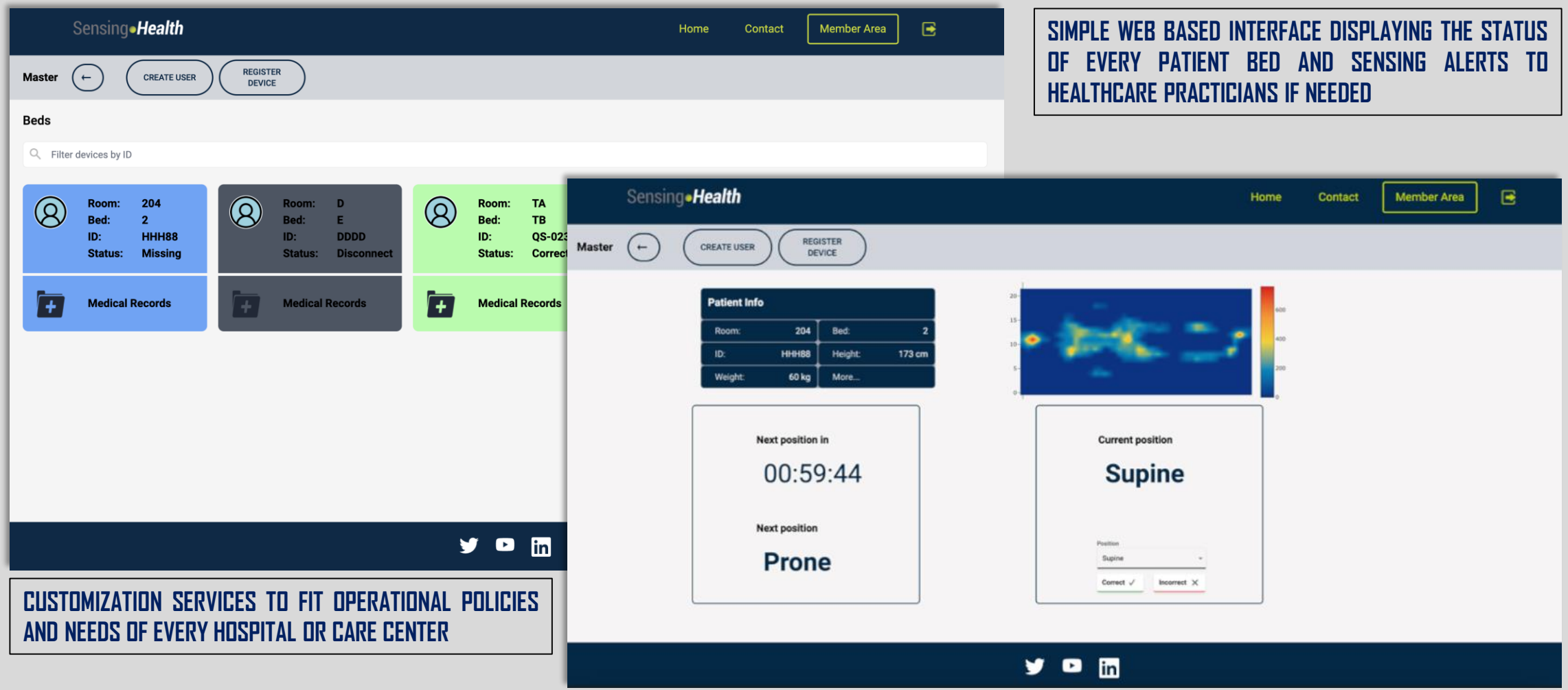
IMPROVES HUMAN DECITION BY RELYING ON MACHINE LEARNING TO DETECT PROBLEMS

INTEGRATES WITH ANY SYSTEM IN PLACE FROM COMPLEX HOSPITAL SOFTWARES TO CARE HOMES

# THE ARCHITECTURE



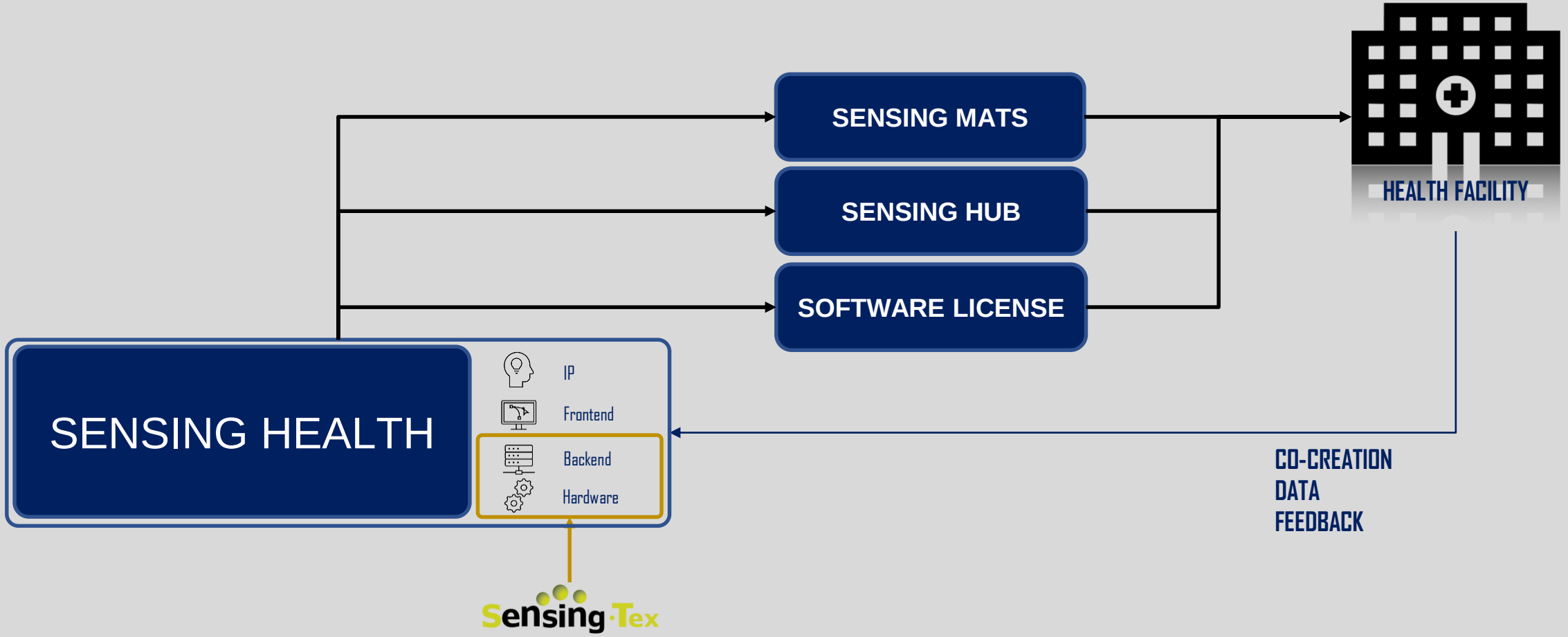
# THE INTERFACE



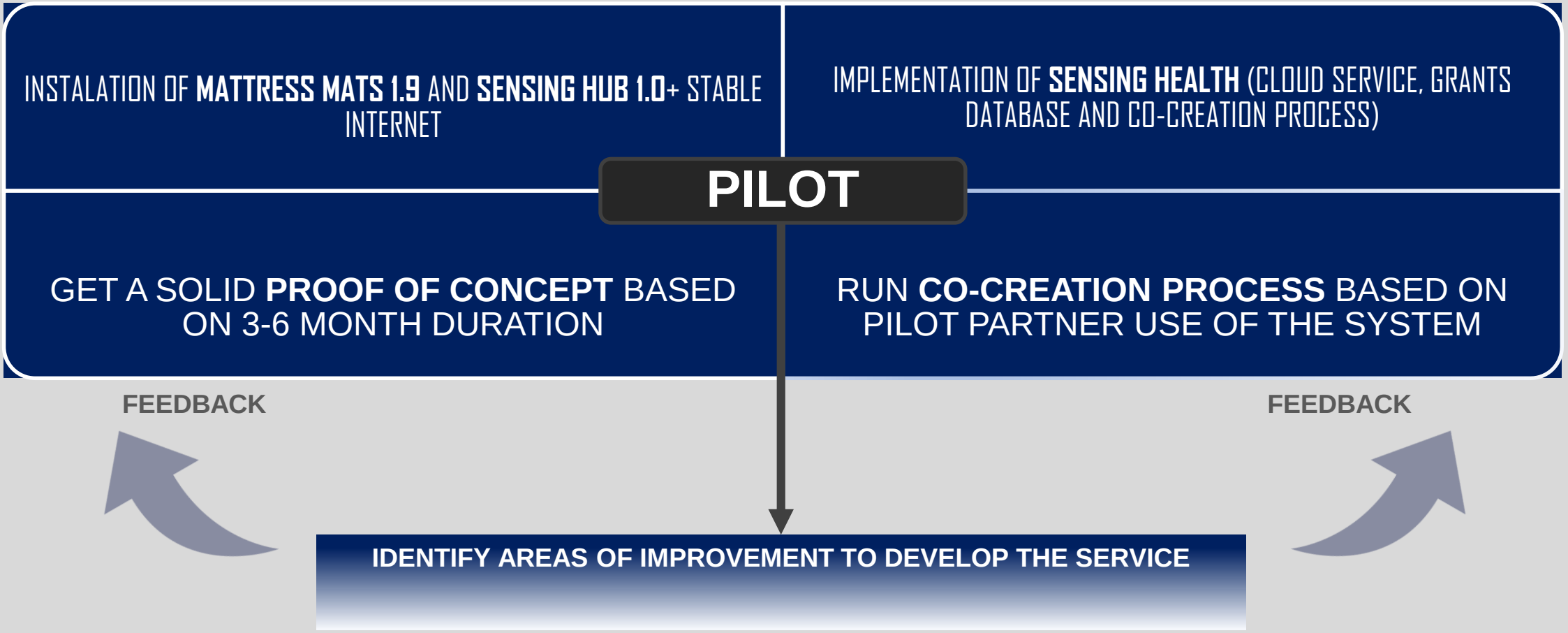

SIMPLE WEB BASED INTERFACE DISPLAYING THE STATUS OF EVERY PATIENT BED AND SENSING ALERTS TO HEALTHCARE PRACTICIANS IF NEEDED

CUSTOMIZATION SERVICES TO FIT OPERATIONAL POLICIES AND NEEDS OF EVERY HOSPITAL OR CARE CENTER

# PILOT SENSING HEALTH DEV KIT



# PILOTS


INSTALATION OF **MATTRESS MATS 1.9** AND **SENSING HUB 1.0**+ STABLE INTERNET
IMPLEMENTATION OF **SENSING HEALTH** (CLOUD SERVICE, GRANTS DATABASE AND CO-CREATION PROCESS)
PILOT
GET A SOLID **PROOF OF CONCEPT** BASED ON 3-6 MONTH DURATION
RUN **CO-CREATION PROCESS** BASED ON PILOT PARTNER USE OF THE SYSTEM
FEEDBACK
FEEDBACK
IDENTIFY AREAS OF IMPROVEMENT TO DEVELOP THE SERVICE

# BUILT WITH OPEN INNOVATION IN MIND