

Induct AS

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Company presentation



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OUR VISION

To become the **global operating system** for **care pathways**, helping healthcare systems deliver better **outcomes** through connected workflows, clinical intelligence and data-driven care.

Investment highlight

1

Established SaaS foundation

Stable recurring revenue from stand-alone products

- ~200 public-sector customers
- Subscription-based ARR
- Mature products with measurable customer value

2

Proven technology ready to scale

Highly scalable care pathway technology

- Scalable across diseases
- Scalable across geographies
- Approved to manage patient data

3

Validated care pathway module

Deployed in NHS England for Severe Asthma

- Severe asthma module live at Portsmouth NHS Trust
- Expansion planned to additional NHS sites
- Strategic collaboration with leading clinicians

4

Positioned for the next growth phase

Focused organisation with a clear strategic direction

- Company reset completed
- AI-driven enhancements to core products
- Clear roadmap toward higher ARR and international expansion

Company reset completed | Streamlined organisation | Healthy balance sheet | Platform gross margin of >90% | Highly scalable technologies

Core products and Commercial models

Care pathways

Structured and streamlined treatment workflows, ensuring faster, more coordinated, and higher-quality care for more patients.

.....

- Annual subscription model
- Consulting revenues
- Data warehouse subscription revenues
- Add-ons and Change Requests
- Multi-disease potential
- Global market potential

→ **Key revenue driver**

Grant finders

Our grant portals make it easier to find funding opportunities for municipalities and the voluntary sector – supporting local growth and thriving communities.

.....

- Annual subscription model
- Consulting revenues
- AI development pipeline

→ **Revenue increase**

Innovation management

Our innovation solutions help organisations turn ideas into measurable outcomes.

.....

- Annual subscription model
- Consulting revenues
- Strong Norwegian healthcare presence

→ **Legacy solution**



Care Pathways

CHALLENGES

- > Monolithic EHR systems with generic usability and costly upgrades
- > Need for multi-disciplinary care models for an ageing population with comorbidities
- > Pressure to deliver better patient outcomes while managing limited resources
- > AI-driven healthcare to cover workforce shortages and rising healthcare costs
- > Home-based treatment to handle resource constraints and deliver on patient wishes
- > Delivery of targeted precision biologic medicines with fewer side effects

OUTCOMES DELIVERED

- ✔ **Clinical outcomes**
Accurate diagnosis | Personalised treatment | Reduced hospitalisation | Consistent best-practice care | Structured high-quality data
- ✔ **Operational efficiency**
Reduced administrative burden | Streamlined referrals | Resource efficiencies | Multidisciplinary collaboration | Home-based treatment | Reduced cost
- ✔ **Patient experience**
Faster access to biologic medication | Higher quality of life | Empowerment | Reduced need for hospital treatment

Care Pathways

MARKET POTENTIAL

Care pathways sit within the fast-growing care management and healthcare SaaS market.

The narrow pathway opportunity is already a multi-billion-dollar market, while the broader care orchestration category is estimated at ~\$17B today and projected to exceed ~\$60B within the next decade.

Growth is driven by regulatory mandates and demonstrable cost savings. With a CAGR above 15%, it is one of healthcare's most compelling B2B opportunities.



Care Pathways

1

One hospital, one pathway



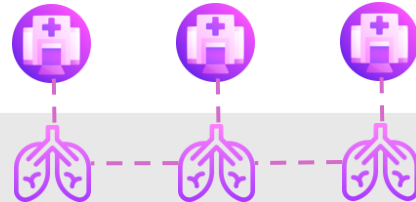
Hospital patient group

Care pathway
+ pathway record

Standardised workflow
Quality standard compliance

2

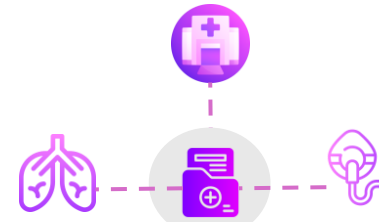
Several hospitals, one pathway



Best-practice workflow
Quality standard compliance
Seamless referrals and data sharing

3

One hospital, several pathways



Master patient record

Standardised workflow
Quality standard compliance

Patient participation



Data reporting
Treatment plans
Home care feedback
Clinical dialogue

Clinical data warehouse

Anonymised patient data across pathways – for i.e. data analysis, R&D, and clinical trials.

Master Data Management

Covering every hospital in every geographic area, for every pathway. High-grade data quality and data integrity = AI-readiness.

Clinical Validation



“Induct will radically improve how clinical teams care for patients with severe asthma in Portsmouth – better data quality, referrals, and faster access to information for decisions.”

Prof. Anoop Chauhan

Chief Research Officer & Consultant Respiratory Physician, Portsmouth Hospitals University NHS Trust & Isle of Wight NHS Trust



“Our collaboration with Induct has been invaluable. We now have a tailored system that improves outcomes for our patients, and a system that is envied by colleagues who have the same challenges and needs as we do.”

Prof. Thomas Brown

Deputy Chief Research Officer, Consultant Respiratory Physician, and Severe Asthma Service Lead at Portsmouth Hospitals University NHS Trust & Isle of Wight NHS Trust

200.000 patients
in the UK have the
life-threatening
severe asthma diagnosis

NOK 14,7 bln
Conservative estimate on
the annual cost of asthma
for the NHS
(UK)

46.000 patients
in the UK waiting for biological
asthma medication

NOK 73 bln
Value of the global market for
biological asthma medication
(annual growth ~12,5%)

Grant platforms and innovation management – existing ARR supporting future initiatives

Grant platforms (Tilskuddsportaler)

– Proven SaaS platform for securing funding opportunities

Thousands of funding opportunities are available to municipalities, NGOs, charities and associations. Finding the right opportunities, however, can be time-consuming and difficult.

Induct's Grant Platforms simplify this process by matching users with relevant funding and increasing the likelihood of securing funding.

Next step: Scaling the platform through AI, automation and improved funding intelligence.

 **+20x ROI**
Customer return

 **~40%**
Norwegian municipalities
as customers

Innovation management

– SaaS solution for turning ideas into measurable results

Organisations generate valuable ideas every day, but many never progress beyond the planning stage.

Induct's Innovation Management platform helps organisations identify challenges, capture and prioritise ideas, develop innovations and track outcomes. The result is a more structured approach to turning ideas into measurable improvements.

 **NOK 72m**
Saved in 3 years by Aalborg
University Hospital

 **200 innovations**
Scaled across Norwegian
Healthcare Trusts yearly

 **Market leader**
Since 2007

 **NOK ~14m**
ARR 2025

 **~200**
Public-sector
customers

 **90%**
recurring subscription
revenue

Care Pathways

3 YEAR PLAN – securing a solid market position

Care Pathways

- Vertical market dominance within respiratory diseases in the UK.
- Starting with the roll-out of the Severe Asthma pathway across the UK, and expanding into related disease areas, such as COPD.
- Geographical market expansion into Northern Europe with a focus on highly digital healthcare systems.
- Subscription revenue from the clinical data warehouse containing structured real-world pathway data.

Grant Portals (NOR & SWE)

- Platform upgrade with automated data scraping, data management, grant matching, and AI application drafts.
- Adjusted business model in Sweden (B2B and B2C)

MILESTONE ESTIMATES

H2 2026

- > ARR subscription – Portsmouth
- > RTP* funding secured
- > New severe asthma deployments completed

H1 2027

- > Continue Severe Asthma roll-out in England to 3–5 new networks (18–30+ hospitals)

H2 2027

- > Expand Severe Asthma into new UK country
- > Expand into new care pathways
- > Clinical Data Warehouse revenues secured

Growth & Use of Proceeds

GROWTH ESTIMATES

The company targets strong revenue growth in the coming years, with revenues expected to approximately double in both 2027 and 2028.

The company expects to maintain a high growth trajectory as market position strengthens and expansion continues across additional care pathways and geographic markets.

The grant finder portfolio is also expected to contribute positively to revenue growth within the next 6–9 months, supported by product development and commercial scaling.

Growth will be driven by a combination of strategic partnerships within healthcare systems and increased direct commercial engagement with end customers.

USE OF PROCEEDS

The company will invest in the following areas in the short term:

- > Sales and marketing
- > Product management
- > Project management
- > Technical development and AI

The proceeds from the offering are expected to provide the company with adequate working capital to support the planned initiatives for at least 12 months.

Organisation

Chief Executive Officer
Synnøve Jacobsen

Chief Product Officer
tbd

Customer Success
Knut Raastad

Product Manager Health
Alf Martin Johansen

Content Grants
Nina Øvrum

Product Manager Grants
tbd

Implementation Manager Health
tbd

Chief Sales and Marketing Officer
tbd

Sales & KA Health
tbd

Sales & KA Grants
Jørn Lundberg

Marketing
tbd

Chief Technology Officer
Ignacio Orteu

Scrum Master
Xavier Ramirez

QA & Testing
Oliver Tuschling

Full-stack dev Health
Aleix Marti

Front-end dev Health
Enric Mur

Full stack dev Health
tbd

Full stack dev Grants
tbd

Chief Financial Officer (interim)
Eli Cathrine Disch

Accounting Manager & HR
Linn Riisa

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