



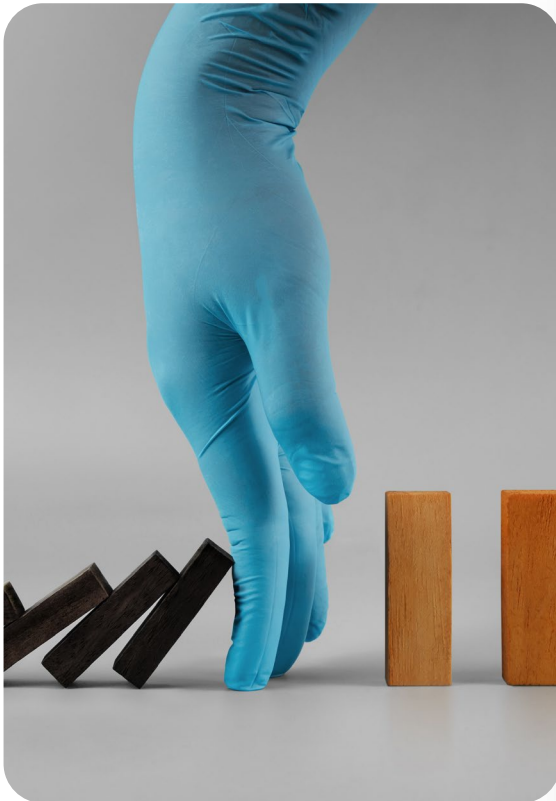


End-to-end Management of your
Sterilization Processes



-  Ansana's **mission** is to improve patient safety, and to make healthcare more sustainable and affordable
-  Ansana's **vision** is to become the standard in sterilization process management and control in healthcare

Every year **310 million surgeries** are performed globally, requiring >1 billion sterile surgical instrument sets. Guaranteeing service levels to the Operating Room becomes increasingly challenging



Patient risk

- ▲ Surgical Site Infections (SSIs) affect yearly > **3 million patients** in Europe and USA¹
- ▲ Studies allocate **22%** of SSIs to surgical instrument reprocessing²

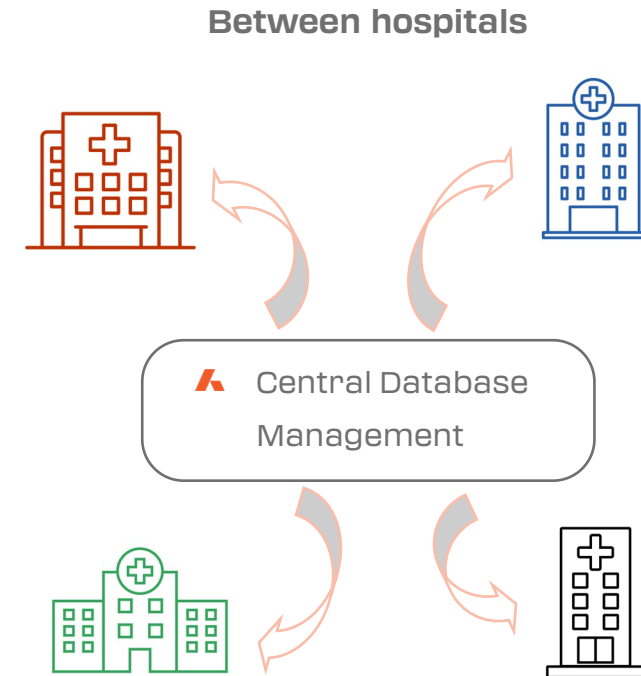
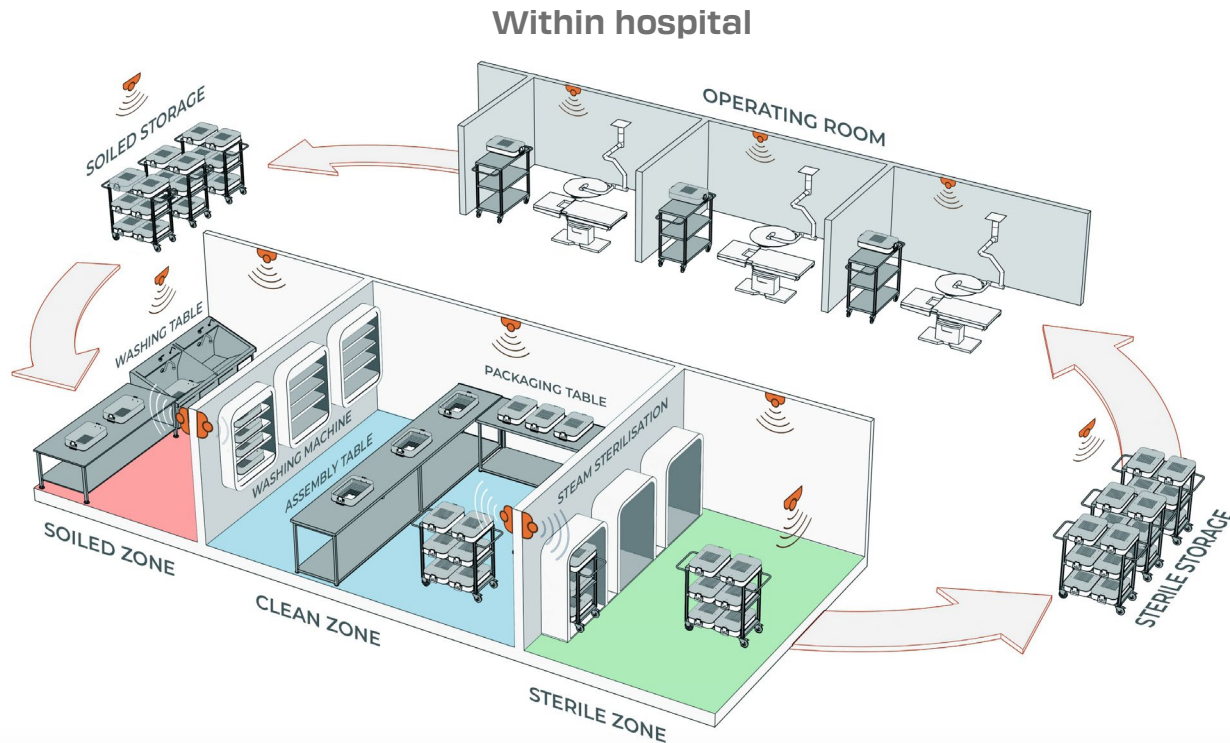
Process & labor

- ▲ Hospitals and medical device companies carry huge inventory of surgical Instruments⁴
- ▲ Operating Room service disruptions generate very high costs⁵
- ▲ Challenge to identify, train & retain talent

Waste & carbon footprint

- ▲ Only in the USA, every year 115 mio kg plastic waste is generated because of consumables used in sterilization processes³

Ansana's solution manages the end-to-end reprocessing flow, thereby guaranteeing instrument sterility, eliminating consumables, and optimizing the process



Smart device



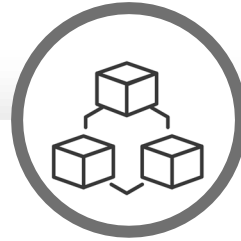
- Real-time Location Tracking
- Process Parameter Measurement
- Data exchange, capture & processing

Ansana is ...



Smart Device

- Real-time location tracking
- Process parameter measurement
- Data exchange



Data Modules

- Quality release
- Planning & scheduling
- OR service management
- Inventory optimization
- Capacity bottleneck management
- Human resource management
- ...






Services

- Process optimization projects
- Technology implementation
- Real-time monitoring & trouble shooting
- Predictive maintenance & continuous optimization

Ansana's unique value proposition brings solutions to the key problem owners in hospitals

Ansana's main benefits

- | | | |
|--|--|---|
|  Patient Safety
Surgical Site Infection reduction |  Cost Efficiency
Operating Room service improvement
Surgical instrument inventory reduction
Capacity increase |  Sustainability
Elimination of consumables
Sterilization cycle optimization |
|--|--|---|



Hospital administration

- ▲ Branding: patient safety & sustainability
- ▲ Total cost of ownership decrease
- ▲ Employee satisfaction & retention increase



Operating Room complex

- ▲ Real-time location & status sets
- ▲ On time, in full & guaranteed quality of sets
- ▲ No OR delays or cancellations
- ▲ Surgical Site Infections risk reduction
- ▲ Instrument asset base reduction



Central Sterile Service Department

- ▲ No more looking for sets
- ▲ Predictable process execution
- ▲ Full parametric release
- ▲ Manual handling reduction
- ▲ Capacity increase

Ansana demonstrates a strong interest from potential customers and exit candidates

Potential customers



Hospitals



Sterilization
service provider



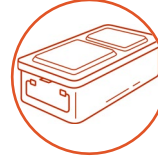
Exit candidates



Equipment
manufacturers






-  Total solution offering
-  Quality assurance
-  IT-platform integration



Sterilization
container provider





-  Total solution offering
-  Efficiency gains
-  Quality assurance



Instrument
providers





-  Instrument lifetime management
-  Instrument quality assurance

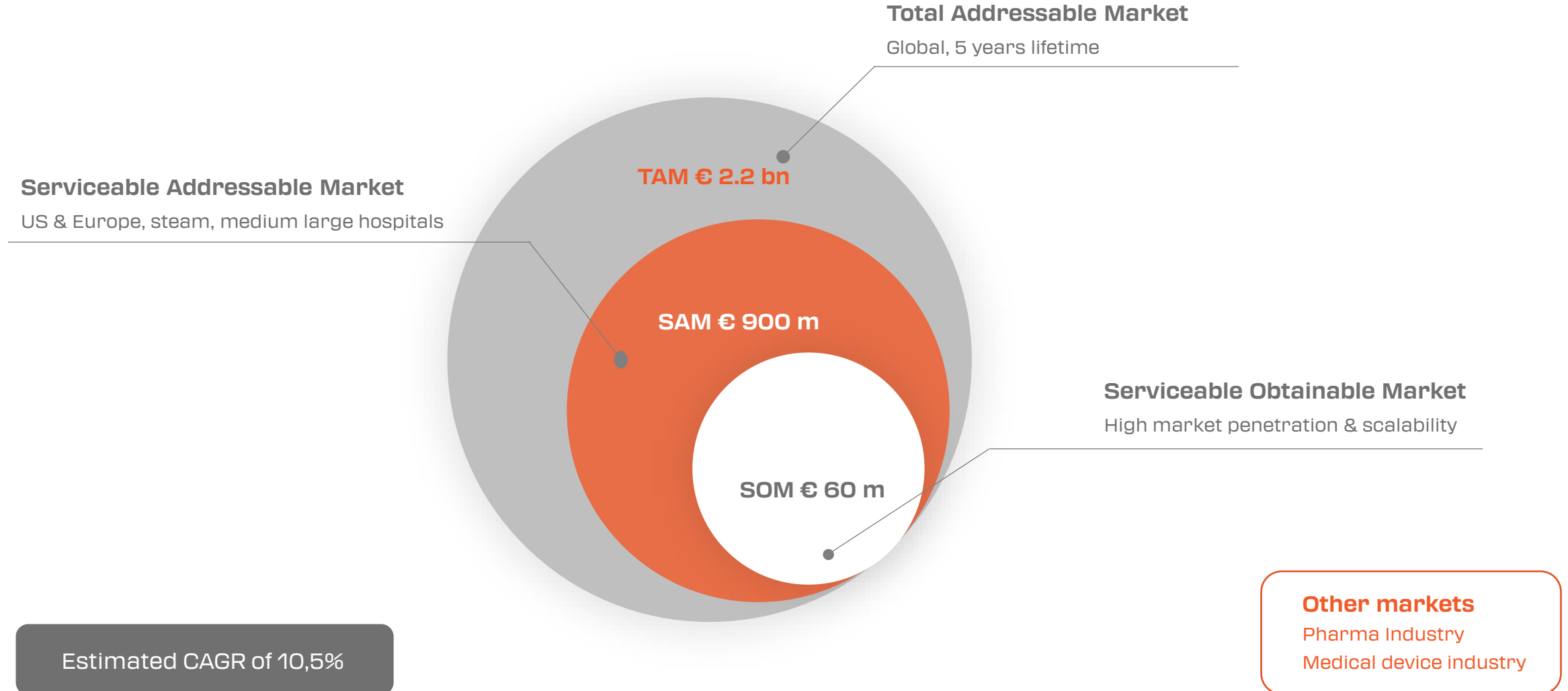


Implant
providers



-  Expensive loaner set management
-  Multi-campus tracking

Ansana will initially target the **Healthcare Facilities** market of € 2.2 bn



Ansana's go-to-market strategy assures fast access and adoption



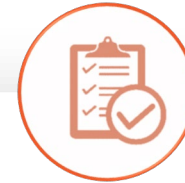
Marketing & Access

- Ansana Specialized **conferences**
- Ansana Establish **collaborations**
- Ansana Implement **Pilot Projects** in EU & US



Commercial

- Ansana Direct sales for **pilot & early projects**
- Ansana Sales / distribution partnerships for **scalability**
- Ansana Service partnerships



Regulatory

- Ansana **ISO 13485** Quality Management System
- Ansana Regulatory Clearance for class II device **in US & EU**



IP

- Ansana **Exclusive license** on global portfolio of 38 patents by Stryker Corporation



Ansana can rely on an experienced team and efficient partnerships

Advisory Board



Pieter Wijfels
Venture Partner



Martin Wenderoth, PhD
Finance &
Business expert



Bruno Podesser, Prof.Dr.Dr.h.c.
Heart Surgeon



Dinette Tams
RA & QA expert



Dominique Surinx
CEO &
Co-Founder



Stef Vanquickenborne
Chief Technology
Officer



Arnoud van den Berge
Chief Commercial
Officer



Management Team

Partnerships



Co-Founder



Product Development



Regulatory

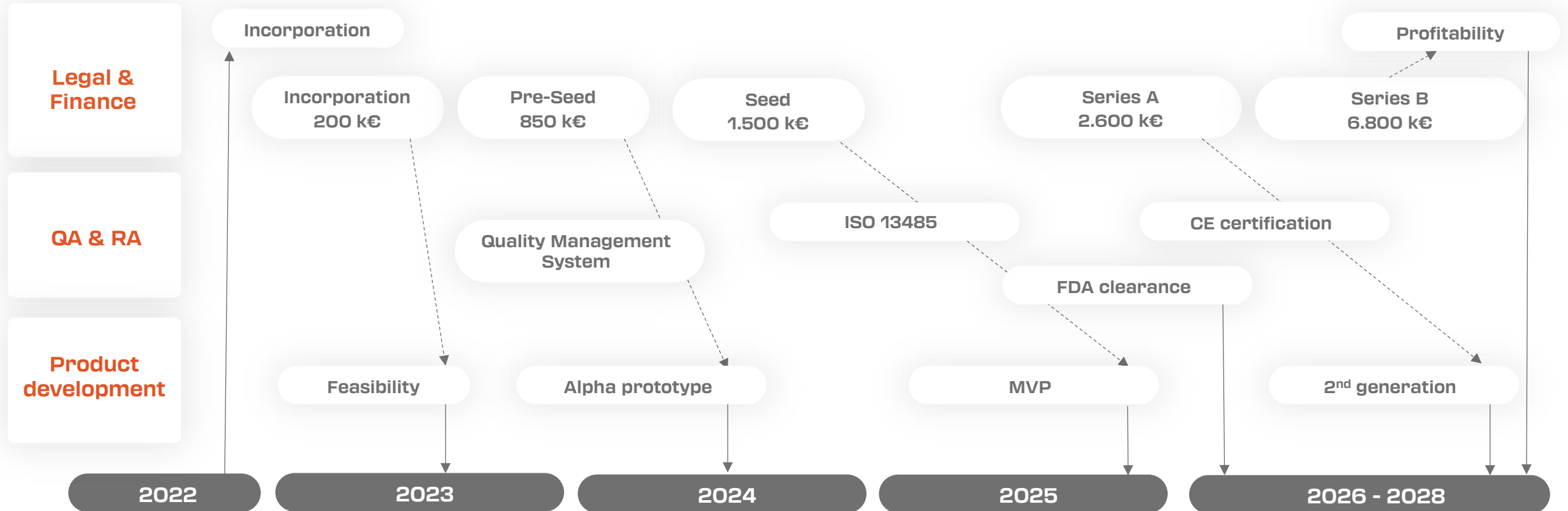


Intellectual Property

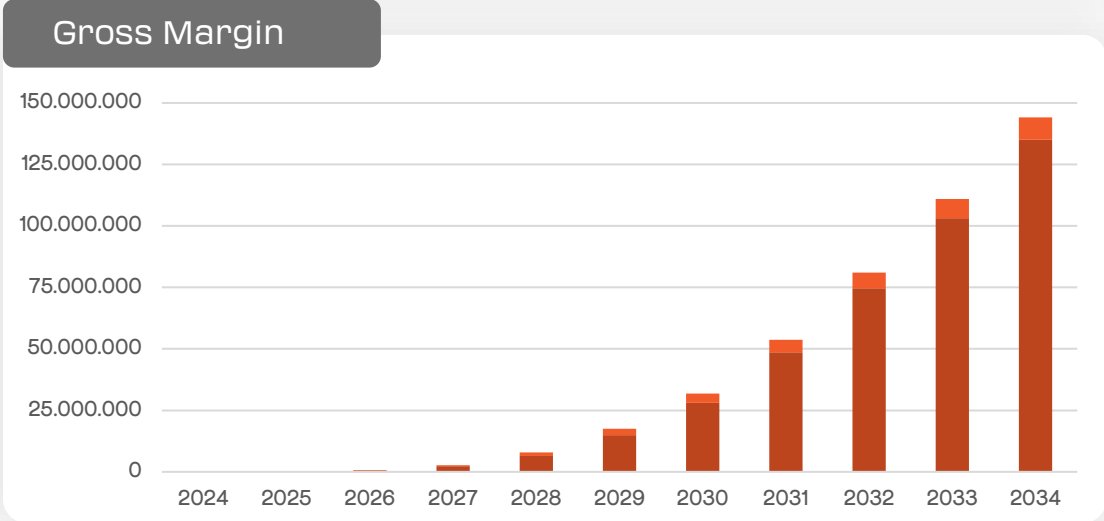
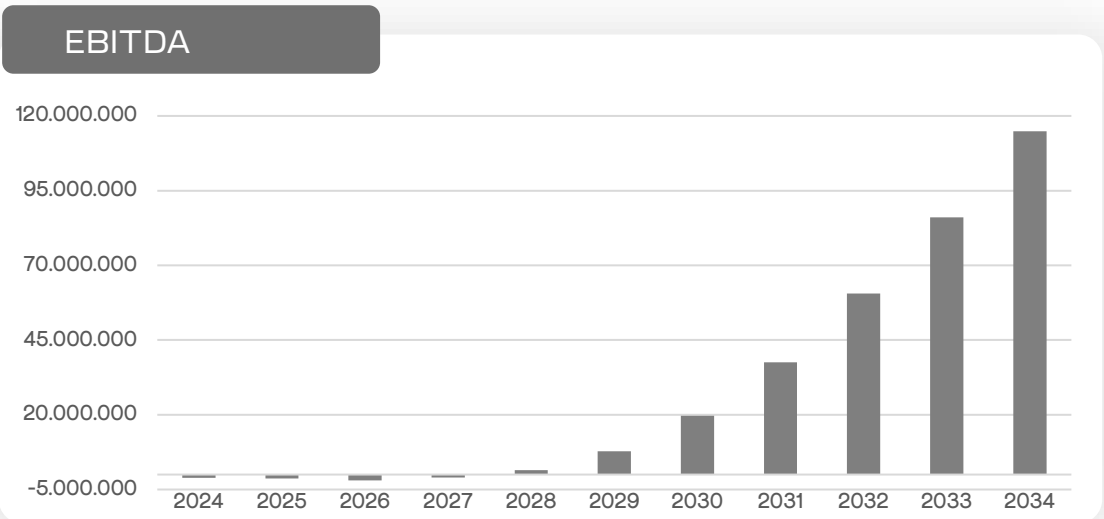
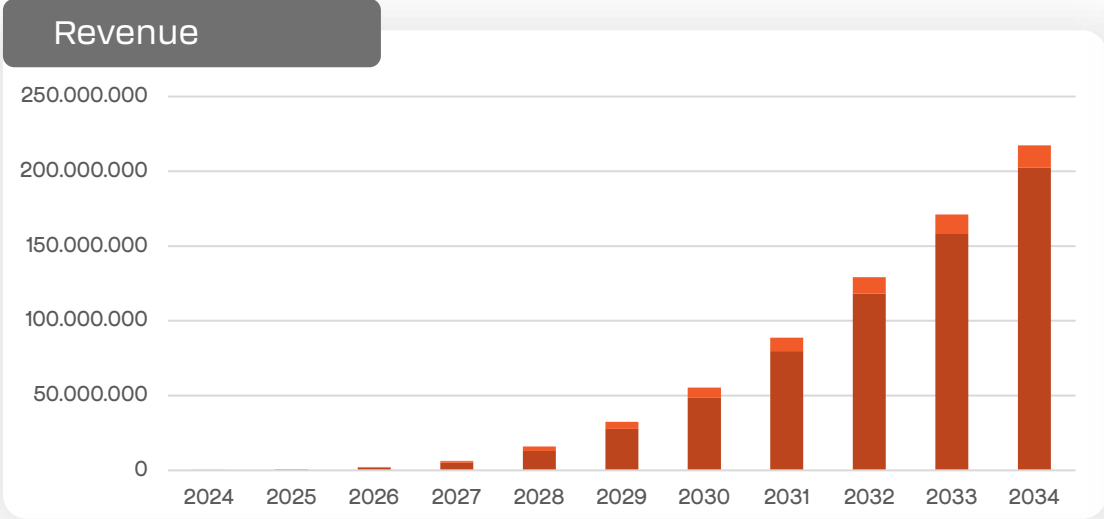


Marketing

Ansana is looking to raise € 12 M, of which € 6 M in equity, in order to bring the company to profitability



Ansana's financials forecast a fast path to revenue & profitability



Investment highlights



Large and Growing Market

€ 2,2 B total addressable market with a CAGR of 10,5%, plus potential for additional markets



Competitive Advantage

Unique and patented solution for the full flow, outperforming competition in every aspect



Strong IP Protection

Global patent portfolio with an open patent family in every major geography



Scalable Business Model with strong Finance KPI's

€ 55,4 M revenue and € 19,6 M EBITDA 5 years after market launch, with potential for fast growth



Experienced Team & Strong Partnerships




Experienced Management Team, Advisory Board with all required competencies, efficient partners



Excellent Exit Potential

Strong corporate interest and collaboration

Investment opportunity

-  Ansana is currently approaching potential investors for a total investment of **€ 1.500 K in equity funding**
-  The seed round secures sufficient funding for the testing at partner hospitals in the EU and US, for the development of a Minimal Viable Product, and for ISO 13485 certification
-  Currently € 1.000 K is committed

Thank You

Dominique Surinx

CEO & Co-Founder

Telephone: +32 479 999 809

E-mail: dominique.surinx@ansana.health

Website: <https://ansana.health>

