



**Soft sensor technology
for smart wearables in
healthcare and sports**



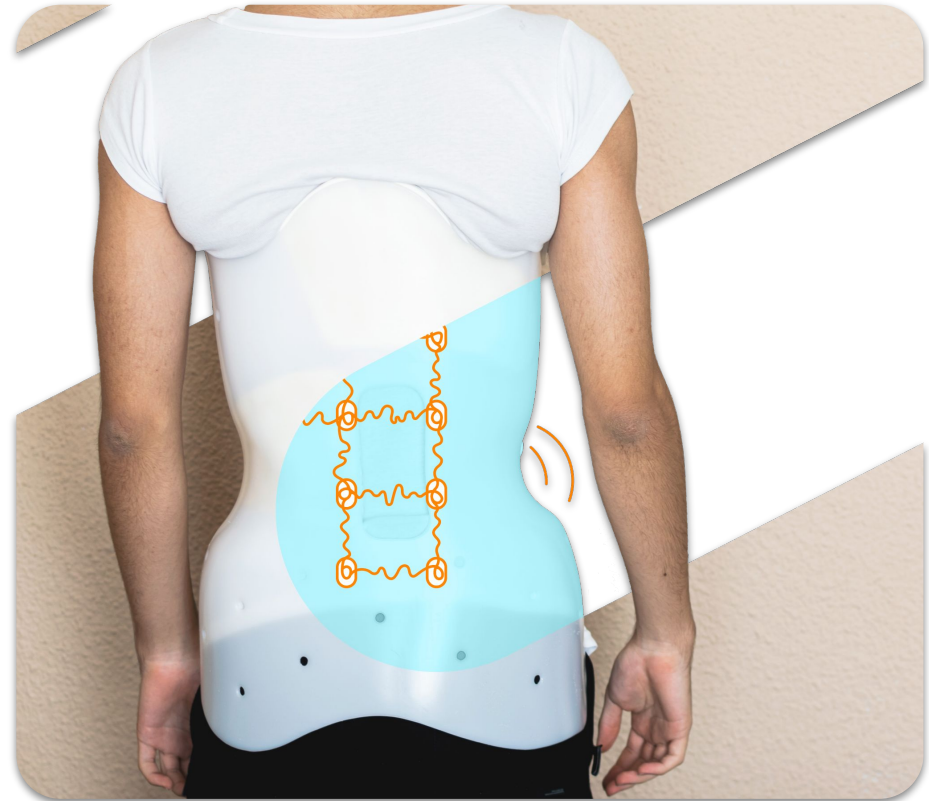
Mission&Vision: sendance is on its way to be a market leader for providing smart wearable sensor and data solutions

Mission

Providing a human-centric **innovative soft sensor technology** that enables wearable device manufacturers to **improve** their customers' **quality of life** with **objective data** for device fit, usage and functionality as well as health and activity parameters.

Vision

Becoming the **preferred B2B provider** of sensor technology and data solutions for wearable device manufacturers **worldwide** in order to improve the quality of more than one million lives.



Founding story&company development: a deep-tech B2B company founded to improve people's quality of life by enabling valuable data

Founding story

- founded in March 2021
- as spin-off from JKU LIT Soft materials Lab
- supported by Tech2b, FFG, AWS and EIT

Company development

- 20+ employees with top-level engineers
- headquarter in Linz with in-house production
- € 2.5 m funding secured



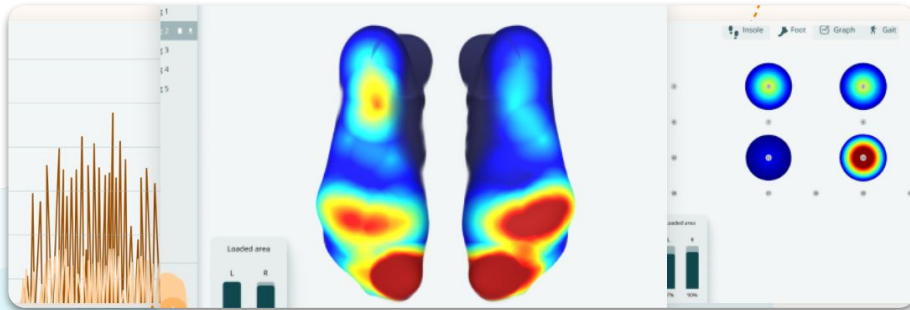
Value of sensor data: human body data derived from smart wearables enables new data-based services but is challenging to gather

Benefits of services based on human body data are huge...

- Increasing safety and effectiveness of devices
- Enabling preventive healthcare applications
- Verifying good fit and increase adherence

...but hard sensors are difficult to integrate in devices conforming to the soft human body

- ✗ Sensor technology conforming to the human body and following its movement is technologically tricky
- ✗ Custom electronics and software development takes 2 years+ and €500k+
- ✗ €100k+ in tooling and setup costs for production



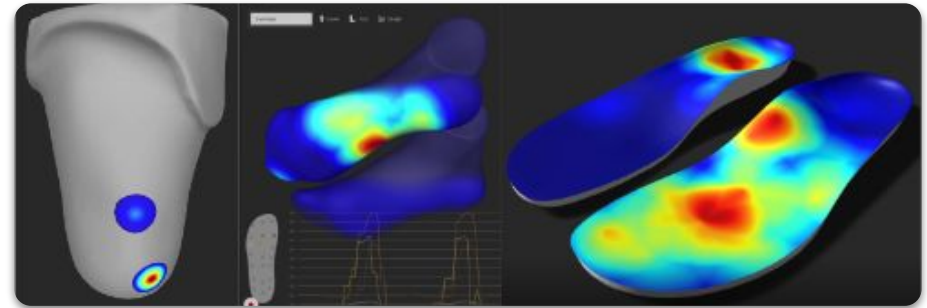
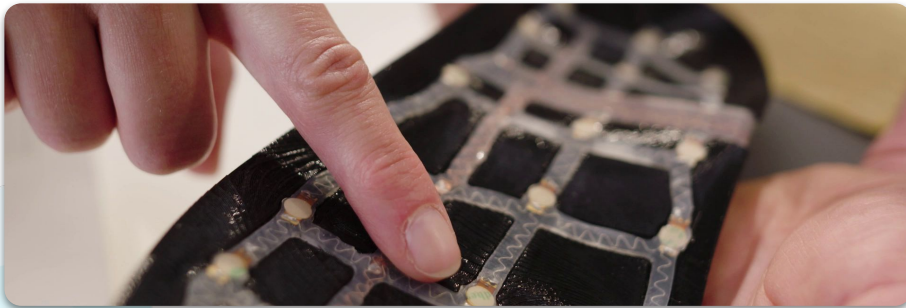
Technology: Versatile, patent protected sensor technology and data solutions turn our customers products into smart wearable devices

Put sensors in unlikely places - at scale

- 3 worldwide patent applications, 2 granted in AT
- Unique sensor integration concept enables Smart Product-as-a-Service covering development, production and operation of Smart Wearables
- Only concept on market to integrate a variety of sensors in 3d-printed, foam and textile devices

Data as needed - Smart Product-as-a-Service

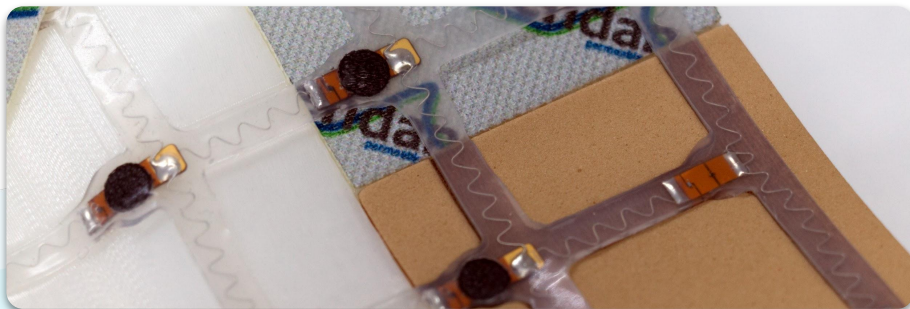
- Design module for quick and simple development
- Manages data from sensors in devices, offers visualisation, analysis and API
- Cloud service conforming to MDR, FCC and GDPR standards



sendance-grid: a tailor-made multi-sensor network - from first prototype to large batch-to-batch production

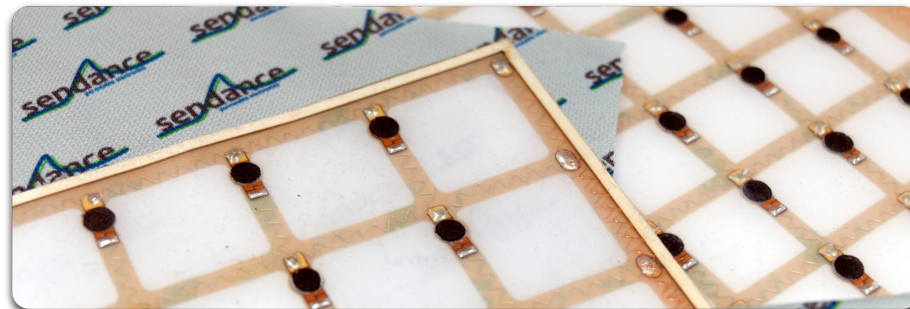
Unique sensor networks tailor-made to realize the product visions of our customers

- Ultimate design freedom: choose sensor position and type - co-create with our design experts
- Mix different sensor types: pressure, temperature, position, acceleration / angular velocity (IMU)
- Seamless integration into our customers materials: ranging from 3D printed materials to textiles



From first prototype to provider of large-scale series product

- Test immediately: First functional prototype with data visualization is ready within weeks
- Product development: small-batches allow usability studies and iterative changes until final design is set
- Production ready: scale according to your needs - from mass personalization to large-series run



Value proposition: sendance offers a Smart Product-as-a-Service platform that enables our customers a 6x faster market entry

① Development

Design platform
2 weeks and €1.5k per
prototype generation

② Production

Additive Manufacturing
Compact Machine
Readiness in days
No setup costs

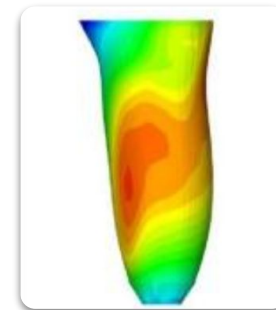
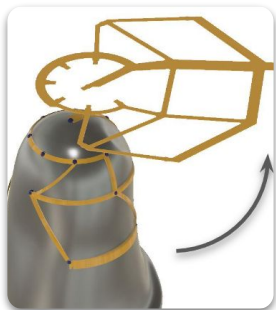
③ Operation

Digital twin of device
IoT connectivity
Data management
Smart API

Device
concept

sendance-cloud digital workflow

**Services
based on
human body
data**



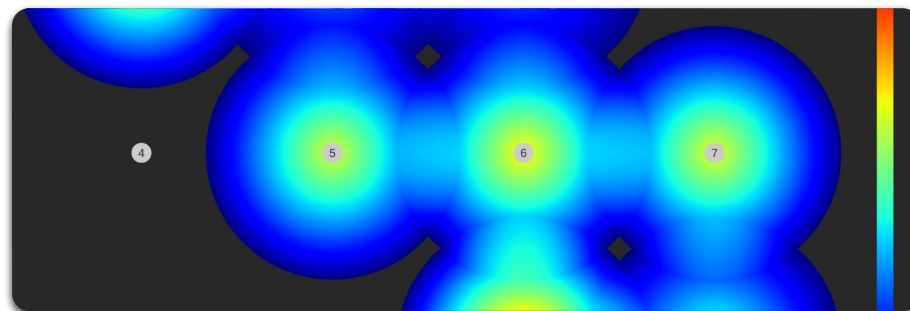
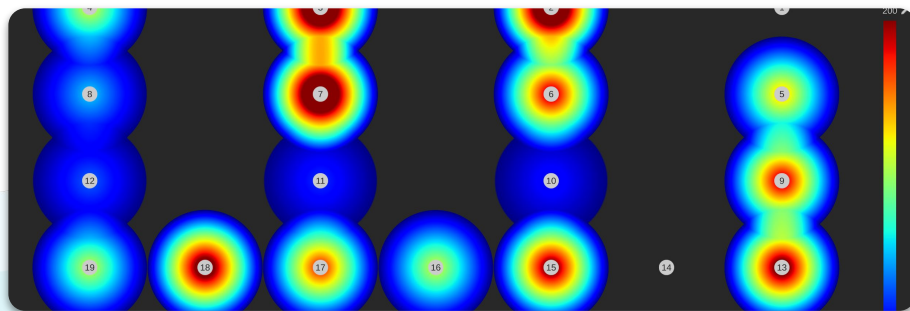
sendance-cloud: sensor data prepared in the way needed to get the most value out of the data

Visualization ready to test already the first customized prototype

- Visualize instantly: heat-map, max. and avg. values
- Get tailored data for your research: raw. data export, adjustment of measurement frequency
- Get further insights: gait-analysis

Data managed according to ISO13485

- Use prepared data management system: caretakers and patients
- Tailor your sendance-cloud: Design, visualize, analyze and manage your data



Inspiration: sensor technology in O&P adding value to wearables via giving feedback on fit, functionality and compliance

Sensors in Prosthetics



Use case: leading orthotic CAD/CAM software companies use sendance smart scanning glove as input device



Orthotics production gets digital

- CAD/CAM plus 3d-printing/CNC-milling established as standard production technologies
- Tactile information and patient handling often essential, inefficient manual data input

Direct digital input of tactile information

- Smart scanning glove directly converts tactile information into CAD coordinates - surface geometry and softness
- More than +20% productivity for highly trained, scarce and expensive O&P professionals



"This is a complete gamechanger for foot orthotics.
No more plaster and tape measures..."

Director @Fußorthopädie Hohenschoen

Customer example: leading medtech company Ottobock uses sendance tech for smart prosthetic sock

Smart prosthetic sock to improve fitting process of leg prosthesis

First contact at trade show

Product prototype € 25k, partly finished

Pre-series clinical study + cloud license € 100k, under negotiation

Full series HW supplier + annual cloud license € 1.5m ARR potential



Lead phase

Pilot phase

Ramp-up phase

Series phase

05/22

10/23

08/24

03/25

Customer example: innovative sports company Tretkraft uses sendance technology bicycle insole

Smart insoles to measure and enhance sports cyclist performance

First contact at
startup event

Product prototype € 2k,
finished

Ramp-up for testimonials
€ 20k, signed contract

Full series HW supplier,
€ 500k ARR potential



Lead phase

02/22

Pilot phase

05/22

Ramp-up phase

04/24

Series phase

12/24

Team & Advisory board: Diverse and complementary founders supported by an industry and business savvy advisory board



Dr. Robert Koeppe - CEO

- 9 yrs co-founder of sensor deep-tech isiQiri, successful M&A exit, €4m+ raised, product R&D, worldwide Bizdev for €1m+ revenue
- Inventor and portfolio manager of 20+ patents
- Innovation thought leader with 50+ talks, e.g. TEDx



Dr. Yana Vereshchaga - CTO

- 15 yrs as int. researcher and lecturer in Biophysics and Medical Mechatronics
- 10+ international publications on biomechanics
- Passion for body movement, co-founded dance company, led 500+ dance & yoga classes



Dr. Daniela Wirthl - CCO

- 6 yrs project manager for international research consortia with €5m+ funding, 20+ publications in soft sensors and electronics
- 5 yrs experience as certified peer mediator
- 15 yrs active homecare of 3 elderly relatives



DI Thomas Stockinger - CFO

- 14 yrs financial controlling in city government, €10m+ annual budget
- 8 yrs industry-backed research, €1m+ funding, developed novel soft sensor technology
- Chair of a 15 member private investment club

Advisory Board



Philipp Schulte-Noelle
COO MEDIAN Clinics,
Ex-CEO Ottobock
Healthcare expert
with large network



Matthias Schmied
MedTech Advisor,
Ex-CTO GE Healthcare
Regulatory affairs and
MedTech industry expert



Simone Pies
Business Angel, Startup
Advisor
Bus. development,
impact business expert



Martin Kaltenbrunner
Professor, Head of
LIT Soft Materials Lab
World renowned scientist
in soft electronics



We are looking forward to your response

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