

Senzime's first sales team in the USA in place

Press release: Uppsala, October 13, 2020. Senzime AB (publ) today announces that the company's American subsidiary - with the recruitment of the sixth employee - has reached the first established level of commercial org development in the US, as decided by the Board of Directors.

In April, Senzime carried out a direct issue of SEK 75 million to accelerate the expansion in several markets, with an emphasis on the USA.

Senzime's US subsidiary, Senzime Inc, has gradually expanded during the year and has now completed its first stage of commercial development, with the hiring of direct sales reps and a National Clinical Manager. Agreements have also been entered into with two top American distributors to supplement the direct sales efforts. The American operations are led by Chris Estes, who has a leadership background with a variety of leading medical device companies, including more recently with Medtronic.

" There is a strong value and message in that we attract cutting-edge expertise from leading, global companies such as Medtronic, Masimo and Stryker. We have now established the first commercial team with the task to deliver on our high growth ambitions in the US. Together with our two American distributors, we have now laid the foundation for reaching out to most of the larger hospitals in the country.", says Pia Renaudin, Senzime CEO

TetraGraph is a unique digital system that measures the presence and depth of neuromuscular blockade to enable the doctor to determine the correct drug dosage and assess when the patient is ready to breathe on their own without the risk of complications. 6 out of 10 patients suffer from residual neuromuscular blockade after the breathing tube has been taken out. The complications and risks are many, but they can be avoided with good monitoring. Trials of TetraGraph are currently underway in several states, where more hospitals are seeking modern, digital and patient-safe solutions to monitor patients under neuromuscular anesthesia. In addition to the US, Senzime has launched sales of TetraGraph in Europe, Japan, Korea and Australia.

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TO THE EDITORS

About Senzime

Senzime develops and markets systems, driven by unique algorithms and sensors, to follow patients' nervous systems and electrical impulses – before, during and after surgery. The company's solution is called TetraGraph, a medical technology system that digitally and continuously measures the degree of neuromuscular blockade in the patient. The goal is improved clinical precision and simplified management in healthcare. By preventing complications and enabling healthcare professionals to follow health care guidelines and drug recommendations, TetraGraph contributes to shorter hospitalizations and lower health care costs – in a world where everyone wakes up safely after surgery. The vision is a world without narcotics-related complications. Senzime operates in growing markets that in Europe and the United States are valued in excess of SEK 10 billion. The company's shares are listed on Nasdaq First North Growth Market (ticker SEZI). FNCA Sweden AB, +46 (0)8-528 00 399, info@fnca.se, is Certified Adviser for Senzime. www.senzime.com