



Johan Raneke
Chief Sales Officer





Legal or illegal?

Go or no go?



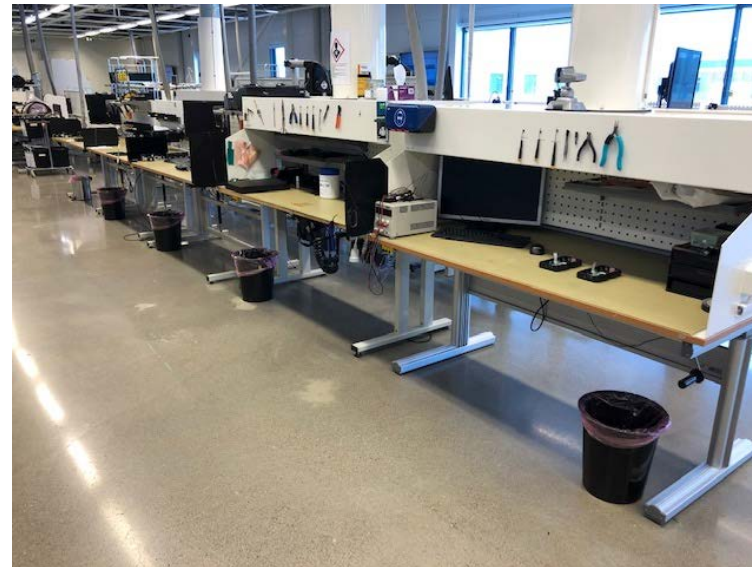


Border police in Malmö, Sweden with Serstech 100 Indicator



- Founded in 2006
- HQ in Lund, Sweden
- Listed at Nasdaq First North Growth Market
- Rapid growth since 2015 – ranked 28 of 500 in Europe*
- Fully focused on handheld Raman **solutions**
- All production in Sweden
- Close Cooperations
 - Swedish Police, National Forensics Center
 - Swedish Defense Research Agency (FOI)
 - Lund University
 - Several other organizations globally to develop libraries
- Strong board of directors, including
 - Former Supreme Commander of Swedish armed forces
 - One of the top entrepreneurs in Sweden. Founder of several billion-Euro companies
 - Financial advisor to the richest family of Denmark (Maersk)

Production in Sweden



Service commitment

- Serstech provides the best customer service in the industry
 - This is based on the feedback we receive from customers and partners
 - Contact information to the commercial team on all product brochures and web page
- Phone support during office hours
- Email support within 24 hours
- Updates of software, firmware and libraries several times per year
 - Example: we add another 25 fentanyl variants in Q2 update
 - All updates are included for free
- Upon request, we add new substances to our libraries quickly and easily

Product and Technology commitment

- Our top priority is always quality – we deliver what we promise!
- Serstech has a large R&D team and continues expansion by 50% this year
- We have inhouse experts in
 - Optical design
 - Mechanical engineering
 - Electrical and electronic engineering
 - Software development
- We do all development inhouse, to maintain highest possible expertise level
 - We have narcotics permit, and our own laboratory and chemists
- We work with Swedish Police and Swedish Defense Research Agency (FOI)
 - Cooperation with several national narcotics police organizations to develop narcotics libraries
- Product and library updates several times per year
 - Included for free for all customers

Main potential users

■ The Serstech 100 Indicator is making the every-day work safer, easier and more efficient for:

- First responders / HazMat teams
- Police / Bomb squads / Antinarcotics
- Prison authorities
- Forensic lab
- Customs / Border control
- Fire departments
- Rescue and safety teams
- CBRNE teams
- Events control & security
- Reference labs (Military & Civil)
- Pharmaceutical companies
- Industrial and chemical companies
- Environmental protection agencies





Customer References



Coast Guard
USA



CIA
USA



Prison and Police
Indonesia



DEA
Philippines



Customs
Ireland



Korean
National Police Agency



Singapore
Central Narcotics Bureau



Royal Thai Navy



Australian Coast Guard



World Customs Organization



United Nations

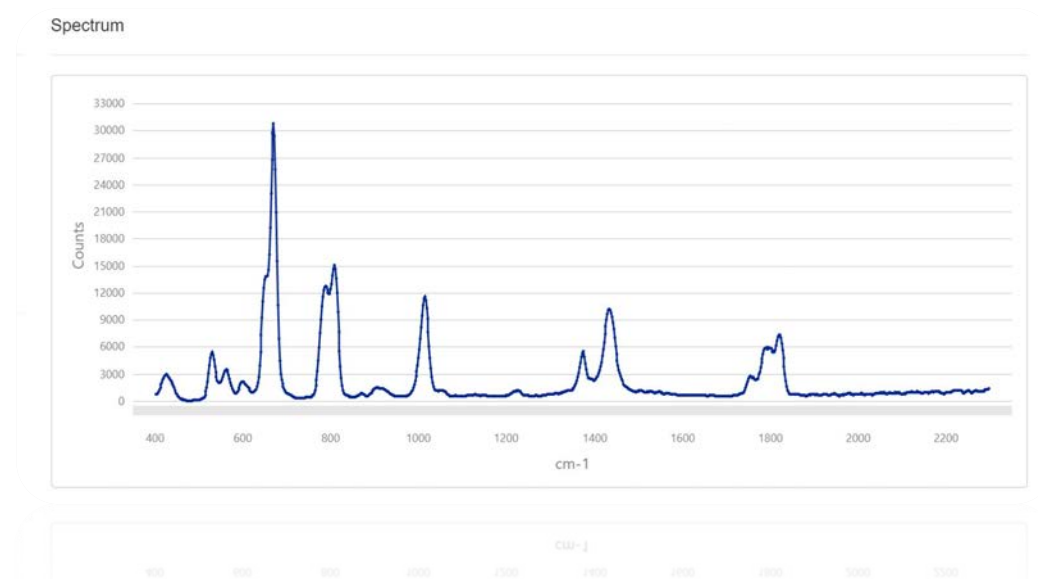
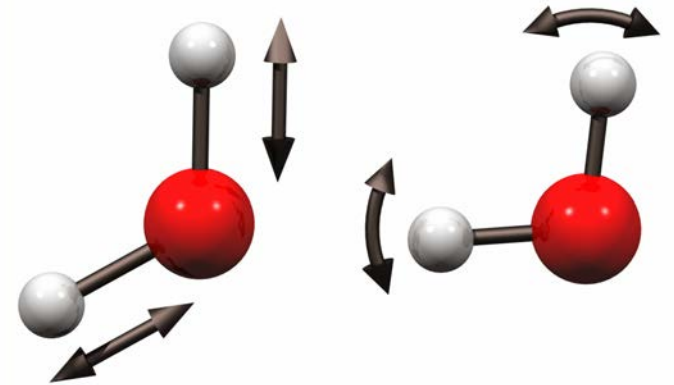
Handheld identification made easy

- The Most Cost-Effective Raman Solutions
- All-in-one solution with one instrument for all types of chemicals
- Identify any solid or liquid chemical substance in seconds.
- Samples does not need to be removed from its container and will not be destroyed or tampered with by the analysis.
- No consumables, no factory calibration, no maintenance cost
- Updates of software and substance libraries included
- Training done in hours



Raman spectroscopy

- A laser adds energy to the sample
- The molecules start to vibrate
- Vibrational signals are sent back to the instrument
- The instrument reads the spectrum (fingerprint) of the sample
- The spectrum is matched against reference libraries



Our Solution

Handheld Raman instruments

100 Indicator/Indicator+



Arx/Arx+



PC Software ChemDash 2.0



SERS-kit



Libraries





Serstech Arx

Simplicity. Speed. Precision.

- Announced in April 2020
- Deliveries start in Q1 2021
- Autofocus (patented)
- New algorithms
- New user interface
- Quick Scan™
- Wifi, USB-C, better screen, battery, etc
- Smaller and lighter – 600g
- Barcode scanner

Serstech Rental

■ Low cost, full value

- Everything you need is included; substance libraries, perpetual warranty, prioritized service, insurance, training and updates. Rent it for a short period for full flexibility or for a longer one at even lower cost. Change plan or return the instruments when your needs change.

■ Enhance your capabilities fast

- The world changes fast and you often need to rise to new challenges. Renting your high-tech tools allows you to adapt and improve from one day to the next. We keep units in stock and can ship immediately.

■ Full flexibility, low risk

- With Serstech Rental, you are virtually risk-free. If you don't use the instrument, return it. If you need another instrument, it will be shipped within days. If you break the instrument, we'll ship a replacement.

Benefits for End Customers

Included in Rental

- Flexible return
- Full warranty
- Fully configured with libraries
- Service level agreement – full support
- Fast delivery
- Life cycle management – New unit after 3 years/5 years
- Theft Protection
- Free Software and Firmware updates/upgrades

Benefits

- Low product risk
- Try before you buy
- Libraries for all applications
- Less maintenance cost
- No upfront investment
- Less financial risk
- No public tender
- Short lead time: Delivery within weeks
- Always latest hardware and software

Serstech Rental

Rental bundles

Serstech Indicator 100

- Serstech 100 Indicator
- Narcotics Library
- Explosives library
- Hazardious Chemicals library
- Pharmaceutical Library
- ChemDash Pro

Serstech Arx

- Serstech Arx
- Narcotics Library
- Explosives library
- Hazardious Chemicals library
- Pharmaceutical Library
- ChemDash Pro

Serstech Arx+

- Serstech Arx+
- Pharmaceutical Library
- ChemDash Pro+

Rental options

■ Flexible

- Perfect for shorter needs or for "Try and buy/rent" scenario
- Only 3 months commitment

■ 36 Months

- Perfect if you want a new instrument every 3 years
- Always modern equipment in hands of the operational staff

■ 60 Months

- Perfect for longer needs and easy to budget
- Achieve a lot of values within the rental concept

Why Serstech



Complete offering



Made in Sweden



References



Thank you for listening!

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