



# Optimizing inhaled therapies



*“The most effective drugs mean nothing if not delivered correctly”*



@VisionHealth

We develop innovative, patient-centric digital health solutions that target more efficient inhaled drug delivery, leading to better clinical outcomes & patient quality of life.

Our Kata® product redefines adherence and disease management with real-time intervention and data analytics

# WHY KATA®?

Kata® ensures better clinical outcome for patients by efficient inhaled drug delivery



De-risk your clinical program and your commercial launch  
&  
Deliver patient insights in real-time from the patient's home

# THE MOST EFFECTIVE DRUG IN THE WORLD ONLY PROVIDES FULL BENEFITS IF DELIVERED CORRECTLY

Patients need to use inhaler devices correctly:

**The Washington Post**  
*Democracy Dies in Darkness*

## Are you taking your meds wrong? Many patients make these common mistakes.



Advice by [Trisha Pasricha, MD](#)  
Contributing columnist

February 19, 2024 at 6:00 a.m. EST

- **Using your inhalers incorrectly.** Around 9 out of 10 people using metered-dose inhalers, commonly prescribed for asthma or chronic obstructive pulmonary disease, err in their technique – such as failing to fire the canister entirely or not holding their breath long enough. At your next visit, show your doctor how you use it just to make sure.

Inhalation is not easy:



*It can be hard to use MDIs correctly. Even when using the best technique, you may only get 25% of what comes out of the MDI into your lungs. This amount is often still enough to treat your lung condition. However, most people have such difficulty using an MDI that they get even less than 15% from each puff.*

Adv Ther (2019) 36:2547–2557  
<https://doi.org/10.1007/s12325-019-01066-6>

COMMENTARY

**Understanding Dry Powder Inhalers: Key Technical and Patient Preference Attributes**

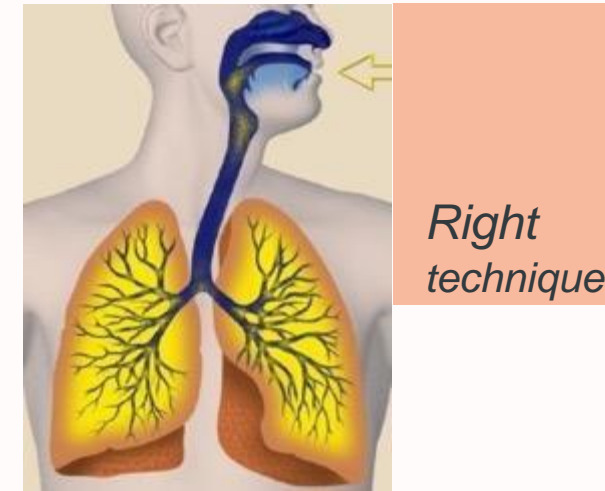
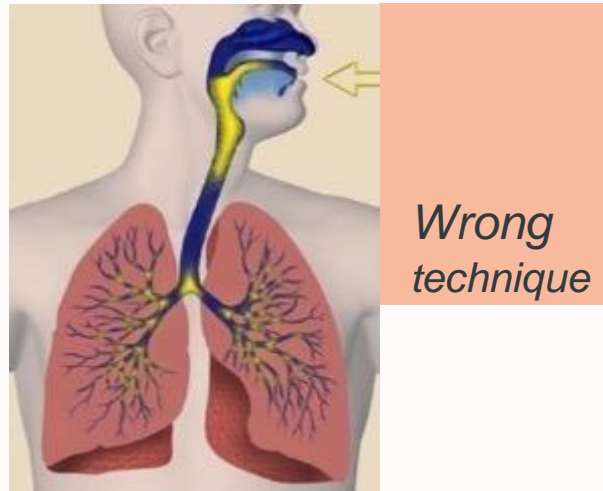
Mark L. Levy · Will Carroll · José L. Izquierdo Alonso · Claus Keller · Federico Lavorini · Lauri Lehtimäki

available for use. However, poor adherence and incompetence with the device remain as frequent problems in inhalation therapy. Most patients are able to use nebulisers and



Inhaled therapies can be highly effective but have inherent challenges affecting adherence.

# THE MOST EFFECTIVE DRUG IN THE WORLD ONLY PROVIDES FULL BENEFITS IF DELIVERED CORRECTLY



Inhalation is not easy:

- Patients need time-consuming device education
- 50% of inhalations deliver no dose due to incorrect device use,
- Patients inhale at home without supervision & do not receive the full benefit of therapy,
- Results in risk for good clinical outcome

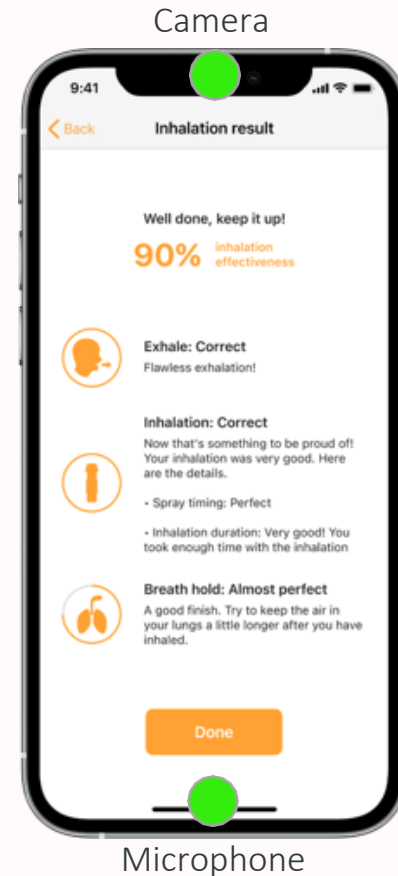
Patients need to use inhaler devices correctly:

- Shorter & more direct way to patient education
- Right inhalation ensures optimal dose,
- Monitors patients' inhalation and symptoms between visits
- Correct inhalation and metrics can stabilize patients and delay stepping up therapy

# HOW DO WE REACH BETTER DELIVERY AND BETTER CLINICAL OUTCOMES?

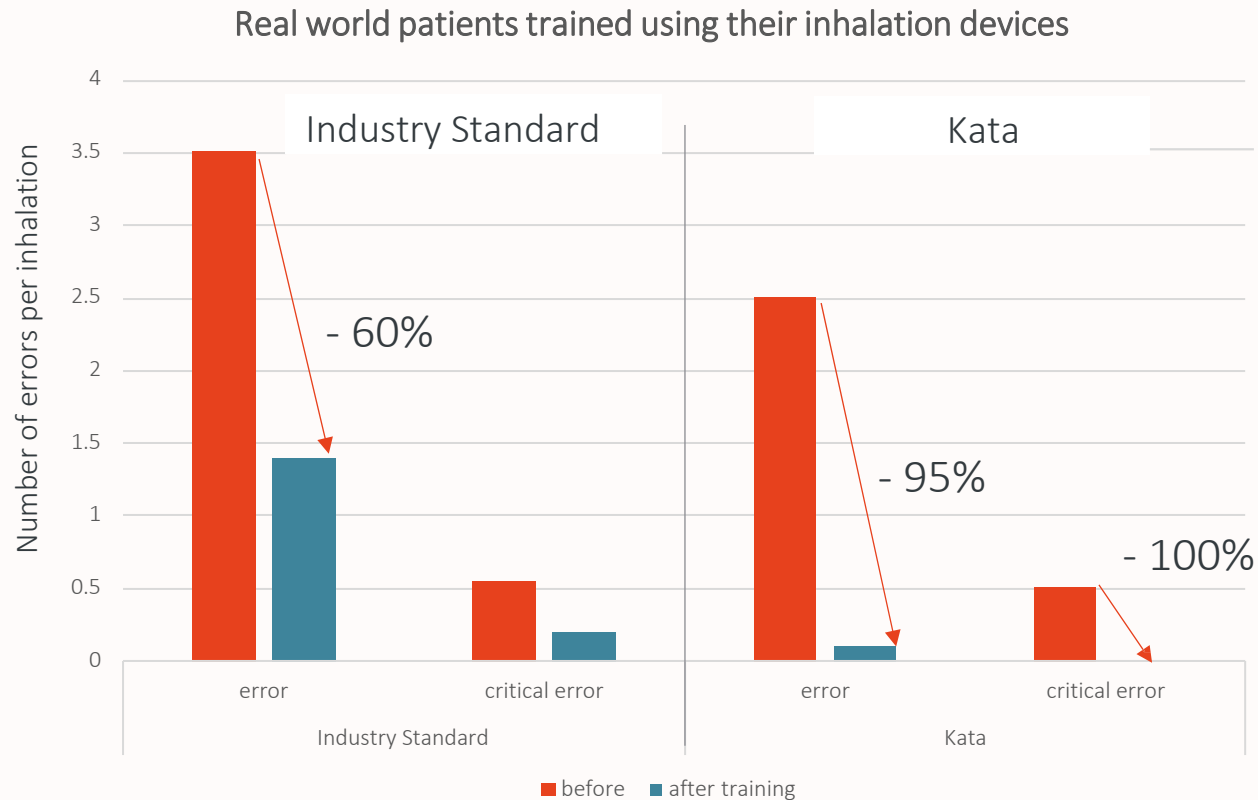


Video demonstration of Kata® -  
YouTube link: <https://youtu.be/HC34qo8pK3g>



- > Real-time inhalation coach & animated guidance for any inhaler.
- > Video and auditory sensors measure quality of inhalation and correct dose delivery to the lungs.
- > Stops inhaler misuse and poor inhalation.
- > Maximizes therapy outcome & delivers patient insights.

# KATA SHOWS A PROVEN BENEFIT IN REDUCING INHALATION ERRORS



Our data shows:

Training is good, coaching is better.

Using Kata

- > Handling errors down to 0.1 error per inhalation.
- > Critical errors down to 0 errors per inhalation

Melani et al. *Respiratory medicine* vol. 106,5 (2012): 668-76.  
Windisch et al. *PloS one* vol. 13,10. 2018

Industry standard: training by nurses and videos  
Critical error: no dose delivered when using inhaler



Kata shows outstanding efficacy compared to traditional methods in the field.  
Example: without Kata®, half of the inhalations deliver no dose.

# DISEASE MANAGEMENT - BEYOND INHALATION TRAINING



Current Status



14 000 downloads



Available on IOS and Android



1500 active users in Germany



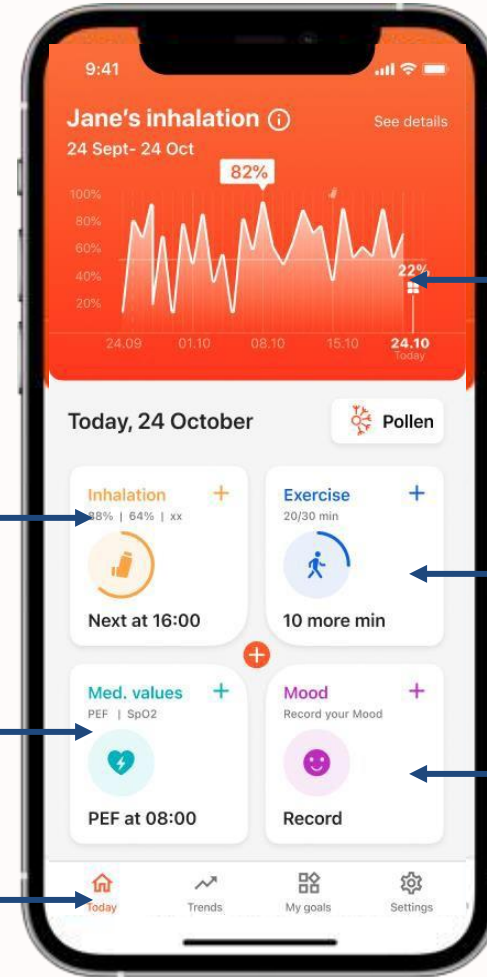
FDA Class 1 and CE Class IIa (MDR) & ISMS ISO 27001

Kata® can be customized to every inhaler and disease with simple software adjustments

Medication frequency/dosage & Inhalation score

Clinical value & medical questionnaires

Trends, setting, knowledges



Inhalation adherence graph

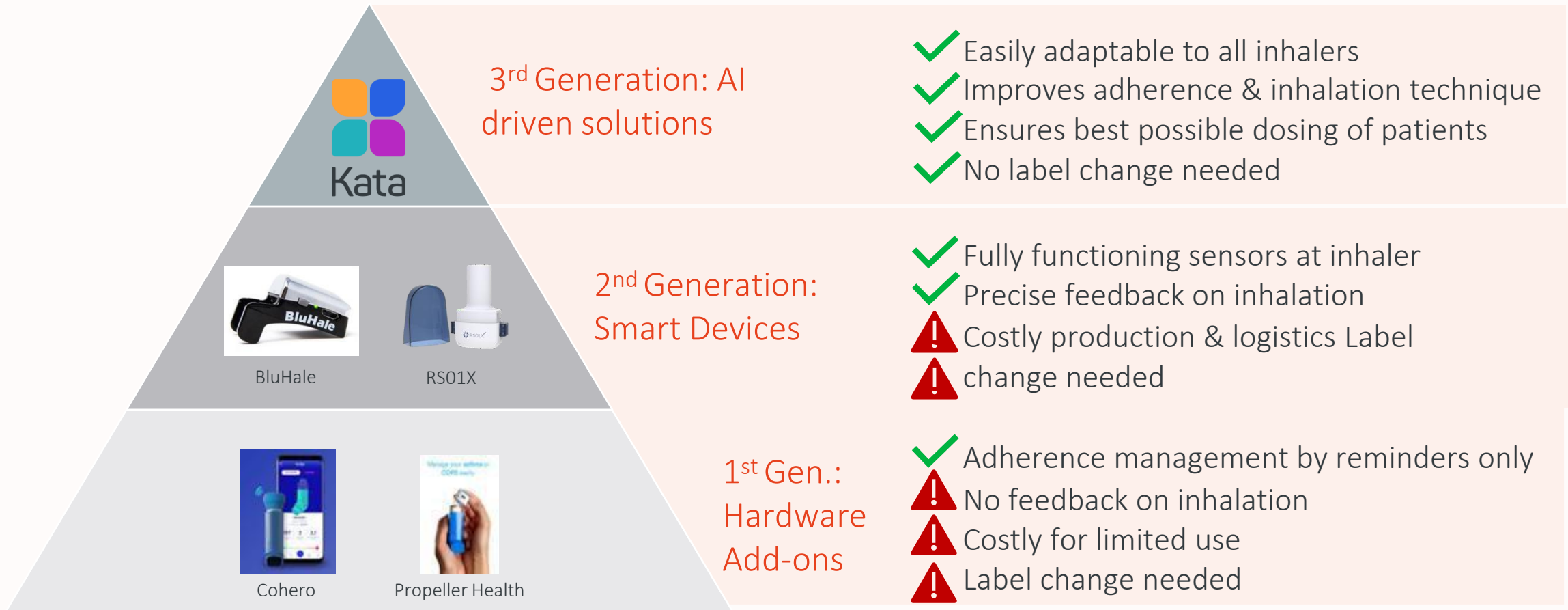
Exercise module (coming soon)

Mood score & comments

Kata offers many remote patient monitoring features which can be shared with HCPs and patient portals



# KATA<sup>®</sup> OFFERS A UNIQUE DIGITAL SOLUTION FOR INHALED THERAPEUTICS



# OUR COMPANY AND FOUNDERS

Dr. Sabine Häussermann  
*Chief Executive Officer,  
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Philipp Kroneberg  
*Chief Operating Officer, Co-Founder  
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Business Officer  
Boston, USA*

Hannes Wetscher  
*Chief Finance Officer  
Munich, Germany*



30 years in respiratory drug delivery, digital health & clinical trial design



20 years in BD in respiratory medicine & in market access of telemedicine



30 years in healthcare as commercial lead; marketing & market access



30 years in healthcare as finance lead; CFO of startups

## THE COMPANY

- > Startup in digital therapeutics, Privately held
- > Founded 2017 in Munich, Germany
- > Established team with strong background in pharma, med-tech and software engineering, deep development & market-access know-how in digital health



Together, we have vast experience in pharma, med-tech market-access know-how in digital health.

# OUR REFERENCES



Certified

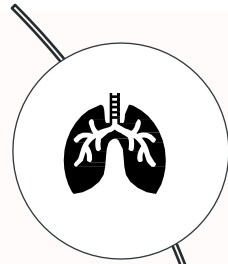


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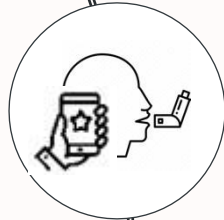


Largest German Public Health Insurance

# SUMMARY



Poor inhaler technique and poor adherence lead to poor clinical outcome, caused by low/no drug deposition.



With Kata® the target drug dose is delivered at every inhalation with personalized, real-time coaching.



Katas AI algorithm can be easily adapted to each inhaler. Kata offers many other remote patient monitoring features.



Together we can help patients achieve better outcomes by providing a more direct disease management option and empower them.



The Kata® App ensures the intended drug dose delivery to the lungs, optimizes patient education, tracks patient reported outcomes & insights for home-inhaled therapies.

WE LOOK FORWARD TO HEARING FROM YOU

Digital therapeutics changes the way we deliver healthcare to patients.

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