



# On-the-spot Pap and HPV test collection and interpretation

Sample collection, analysis, and medical interpretation in approximately 30 minutes.

**No two-week wait. No second appointment.**

\*Already used by 13 paying clinics, in real clinical settings.





# A preventable Cancer. A system too slow to prevent It.

**16 vs 6**

Romania's cervical cancer mortality is nearly 3x the EU average.

**2.5M+**

tests performed every year, yet too many women remain outside the screening system.

**<50%**

screening coverage across parts of CEE leaves millions at risk of late detection.

**1 in 4**

women in Romania screen regularly for a cancer that is largely preventable.

**1,900+**

women die every year in Romania from a disease that can be detected early.

**critical gap**

Too few cytologists, too many women at risk.



## The Provider Burden

- **7-14 days** waiting for lab results,
- **1 extra appointment** per patient,
- **Higher operating costs** and **manual coordination**,
- **Limited screening capacity** and growing backlogs,
- **Patients lost to follow-up** and lower retention,
- **Weak market differentiation** in a faster-care market.



One visit. One result. One clinical decision.

01

### **Collect**

Pap and HPV sample collected in the clinic by physician.

**telemicroscopy-based screening platform**

02

### **Digitize & Analyze\***

For clinics using CLARA, the sample does not need to be sent to an external laboratory. It is analyzed on-site, directly in the clinic, during the same consultation.

**medical device + platform + AI**

03

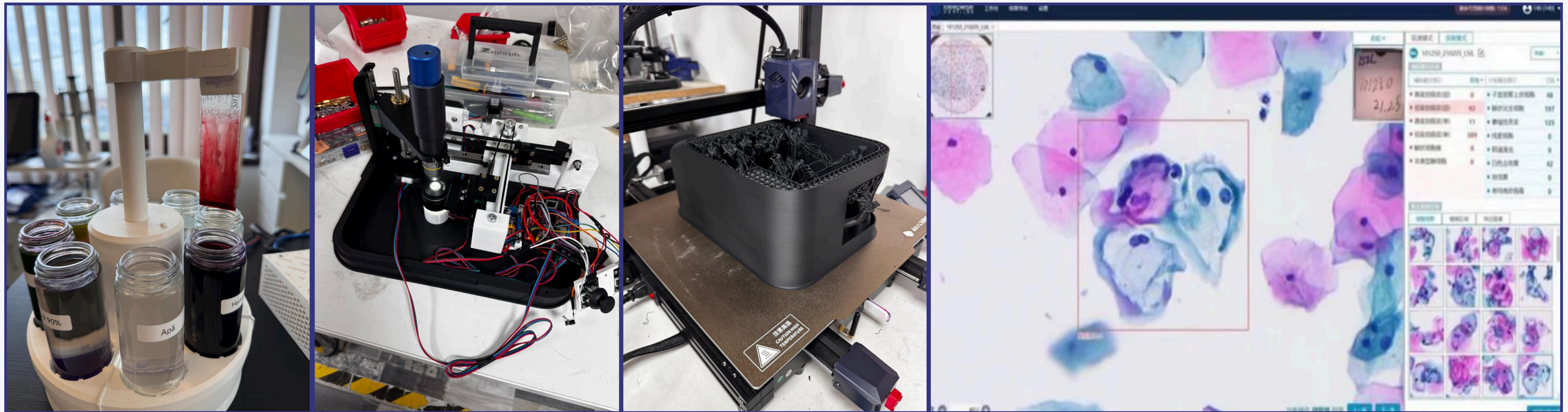
### **Interpret & Decide\***

Medical interpretation and next-step decision within the same consultation.

**physician + AI triage**

\*Key differentiators and competitive advantage

**One integrated workflow. No external lab delay.  
No second appointment.**



Certainty in a single visit

# Who Buys, Uses, and Benefits

01

## Buyers

Private & public clinics, hospitals and healthcare networks, diagnostic laboratories, insurers and screening programs via NGOs.

02

## Clinical users

Gynecologists, cytologists, pathologists, laboratory technicians.

03

## Beneficiaries

Women seeking faster and more convenient screening.





# Market potential we are exploring

If CLARA captures its initial **2027 SOM**, this translates into a **~€15M revenue opportunity**, driven by **245k tests processed in Romania and Poland** only.

**Early focus:** Romania, Poland, Moldova, and Serbia, followed by expansion across CEE.

**TAM** **~€25B global market** women's cancer screening & diagnostics

**SAM** **€150–200M annually** CEE market, approx. 2.1M tests/year

**SOM** **~€15M by 2027** 245k tests processed via CLARA in RO + PL

# Monetization and Conversion

B2B / B2B2C



**Hardware  
leasing model**

**Smart Device**

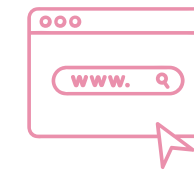
Revenue generated through the direct rental of CLARA devices to hospitals, clinics, and diagnostic centers.



**Recurring revenue  
per test**

**AI SaaS**

Clinics pay a subscription + software fee for each test processed and interpreted through the CLARA platform.



**Subscription-based solutions for  
clinics and insurers**

**Telehealth & White-  
Label Services**

Remote specialist support, telemicroscopy services, and white-label screening programs designed to improve access, reduce diagnostic delays, & lower insurers' loss ratios.



# Our 6-months journey: where we stand today

## 13 Clinics

Active customers, live clinical network across 9 cities

## 10 Devices Built

Deployment-ready hardware

## Validated Prototype

AI pilot datasets developed

## Recurring Revenue

Monthly, volume-based model

## Real Clinical Use

Pap and HPV integrated workflow

## Multidisciplinary Team

Medical, technical and operational expertise

## Clinical study



CLARA clinical validation study, comparing its results with conventional microscopy

## EU & WHO Aligned

Supporting cervical cancer elimination goals

**+400**

Deliver a clinically validated test to patients within 6-months.

# What is next and what we are looking for ...

## Scale product, team and operations

- Expand our **engineering, AI, clinical, regulatory**, and **commercial** capabilities,
- **Increase production capacity** beyond the current stage,
- Strengthen **quality systems, clinical validation**, and **market readiness**.

## Funding & Investment

- Prepare for investment and identify suitable funding opportunities,
- Advance **CE Mark** and **patent processes** and **ISO**,
- **Accelerate regulatory approval and international growth**,
- **Scale the end-to-end platform: hardware, AI, and telehealth**,
- Address a market with more than 2.5M annual tests in CEE.

## Business Partners & Early Adopters

- Partner with **NGOs & healthcare networks advocating** for the cause,
- Sell to more **hospitals, clinics, laboratories**,
- Collaborate with **distributors, insurers, and screening programs**,
- Develop **informative marketing and educational initiatives**, **strengthen HCP engagement**, and **organize & participate** in relevant conferences and industry events.



# Competition exists, but the need for innovation remains

Company / solution	Category	Cervical cytology specific	AI-assisted triage	Integrated hardware	Clinic / point-of-care fit	Same-visit workflow	Main limitation versus CLARA
<b>CLARA</b>	Integrated point-of-care platform	✓	✓	✓	<b>High</b>	<b>Designed for it</b>	-
<b>Hologic Genius Digital Diagnostics</b>	Integrated digital cytology system	✓	✓	✓	Low–Medium	No	Designed primarily for laboratory cytology workflows and the ThinPrep ecosystem.
<b>Techcyte SureView</b>	Cervical cytology AI software and workflow	✓	✓	Partner-dependent	Low–Medium	No	Requires compatible slide preparation, scanning infrastructure, and trained laboratory specialists.
<b>Roche cervical portfolio</b>	HPV testing, biomarkers and laboratory diagnostics	✓	Partial	✓	Low	No	Broad laboratory portfolio rather than an in-clinic, single-visit cytology workflow.
<b>Leica Aperio GT 450 DX</b>	High-throughput digital pathology scanner	No	No native cervical AI	✓	Low	No	Built for centralized, high-volume pathology departments; software and AI must be added separately.
<b>Philips IntelliSite</b>	Digital pathology imaging and management	No	Partner / platform AI	✓	Low	No	Focused on digital histopathology infrastructure, not cervical cytology at the point of care.
<b>Paige AI</b>	Diagnostic pathology AI software	No	✓	No	Low	No	AI focused mainly on prostate, breast, and gastrointestinal histopathology; requires external scanners and digital infrastructure.

# Committed to Change.



**Dr. Claudiu Ștefan Mirescu**  
Co-founder, Medical & Tech



**Dr. Ștefan Vâju**  
Co-founder, Business & Sales



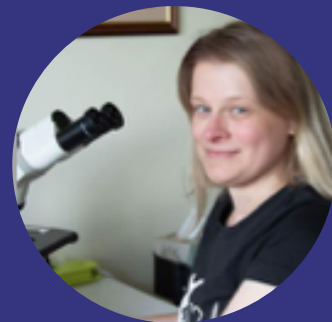
**Tudor Scripor**  
Co-founder, Innovation Officer



# The Minds Behind the Mission



**Rebeca Popa**  
Executive Manager



**Dr. Silvia Spânu**  
Pathologist



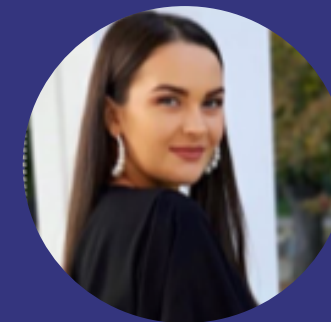
**Dr. Silvana Apostol**  
Pathologist



**Dr. Tiberiu Ballok**  
Pathologist



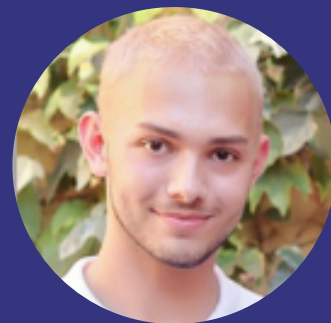
**Dr. Lăcrămioara Grigore**  
Pathologist



**Chyntia Tilici**  
Biologist



**Andreea Barbu**  
Biologist



**Alin Balteș**  
Biotechnology



**Cristina Bucătaru**  
IT Specialist



**Alexandru Ivan**  
IT Specialist



**Vlad Bucureșcu**  
Robotlab



**Cosmin Manolescu**  
Robotlab



# We save lives. Let's connect!

We are committed to collaborating with partners and clients to advance innovation in cervical cancer screening, improve access to Pap and HPV testing, and ultimately help save lives.

[contact@clara-health.care](mailto:contact@clara-health.care)  
[clara-health.care](http://clara-health.care)

