



JONDETECH CEO LETTER – JULY 2025

Since taking over as CEO of JonDeTech a few weeks ago, my focus has been to continue the company's journey: to take our technology into the marketplace and accelerate sales, commercialize our unique sensors, and build strong partnerships for future growth.

Over the past few months, we have taken several important steps forward. In our latest press release, we announced an initial order for the sensor element JIRS30 from CHOIS, a South Korean medtech company developing and manufacturing skin patches (hospital plasters) for temperature monitoring in hospitals. The order refers to a modular solution that simplifies the integration of our sensor technology into consumer-facing products – an important step toward scaling up sales.

In a previous press release, we announced a critical technical breakthrough in our manufacturing process: we completed a JEDEC qualification for the sensor element JIRS30 according to the JEDEC JESD94B standard. This breakthrough strengthens our delivery capabilities and our position as a technology supplier. The product has now formally achieved commercial status and is available for volume deliveries to customer projects within heat flux and infrared temperature measurement.

Furthermore, JonDeTech has initiated the development of a new product, JIRS30D, a digital component consisting of JIRS30 and an ASIC. This product is part of the commercialization of JonDeTech's unique sensor technology and will represent a key milestone in the company's offering of a broadened and modular product portfolio.

Unlike traditional discrete sensor components, JIRS30D will be a complete digital sensor solution. The product will simplify integration for customers and enable faster time-to-market for temperature measurement applications in consumer electronics, wearables, and manufacturing industries. Our plan is to build on two pillars: consumer products and industrial applications (process quality, building technology, battery monitoring for EVs, etc.).

We continue to work closely with our customers and partners to get feedback from their tests and evaluations of our technology – something I look forward to updating you shareholders about. During my first weeks, I have focused on talking to and getting to know colleagues, customers, partners, and shareholders. I am very pleased that my predecessor as CEO, Leif Borg, has chosen to remain with the company as COO, responsible for quality, sourcing, and supply. This allows him to hand over to me “on the go,” and his deep expertise and history with JonDeTech are invaluable. I couldn't have asked for a better start!

We have held my first QBR (Quarterly Business Review) with all of JonDeTech's roughly 20 sales reps and distributors, and we are having interesting discussions with end customers about integrating our technology into their products. Our focus is to sign our first order this fall, with work currently ongoing in markets such as Korea, Japan, China, India, Turkey, and Europe.



A leadership workshop was also held in mid-June. The agenda covered both short-term operational decisions – including welcoming a new colleague in August and optimizing logistics – as well as discussions about the future product portfolio and long-term strategies.

To continue making JonDeTech easier to buy from, we now have three evaluation kits (EVKs) for our products, and we are also listed on DigiKey, the world's largest online distributor of electronic components, making it easy to order our products globally. As for my background, it is rooted in international sales and business development from several technology companies (Texas Instruments, Neonode, Linear Technology, among others), and my plan for JonDeTech is clear:

- Accelerate the launch of ready-made applications together with partners.
- Establish more commercial pilot projects with the goal of converting these into serial deliveries and volume sales.
- Build a scalable business ecosystem around our sensor technology, continuing to evaluate and collaborate with new partners, especially focusing on Europe (with a special emphasis on Germany), as well as Japan and the USA.

We have also strengthened our technical capabilities with the hiring of a new development engineer who will join at the beginning of August.

I look forward to keeping you all updated on our progress. JonDeTech has a unique patented technology, and we have come far in developing our products – now the time has come to truly bring them to market.

Kind regards,

Jonas Wærn

CEO

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About JonDeTech

JonDeTech is a supplier of sensor technology. The company markets a portfolio of IR sensor elements based on proprietary nanotechnology as well as silicon-MEMS. The nano elements are extremely thin, made of flexible plastic, and can be produced in high volumes at low cost, which enables a wide range of applications, such as temperature and heat flow measurements, presence detection, and gas detection.

The company is listed on NGM Nordic SME.



Attachments

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