



DERMSPECTRA - AI

SKIN INSIGHT FROM A SINGLE PHOTO.

Presented by Radu-Ionuț COSTIN



TODAY'S AGENDA

01 THE PROBLEM

02 VISION

03 WHY NOW

04 OUR SOLUTION

05 PRODUCT EXPERIENCE

06 MARKET OPPORTUNITY

07 BUSINESS MODEL

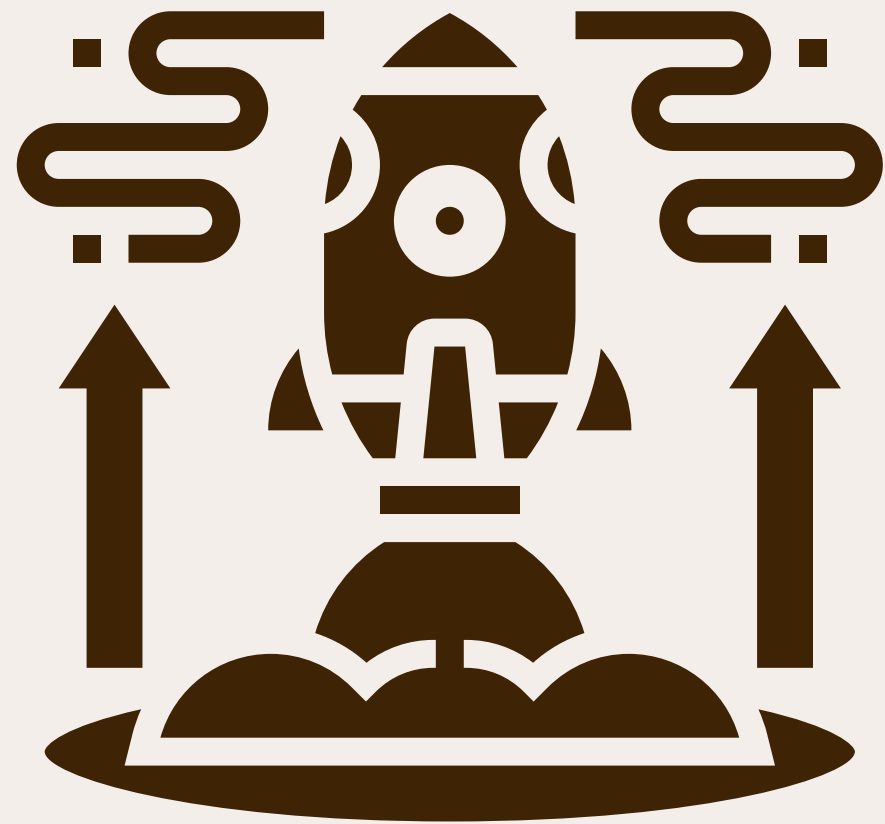
08 COMPETITION & MOAT

09 TRACTION & VALIDATION

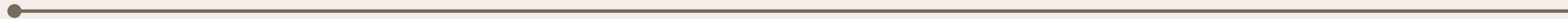
10 USE OF FUNDS

THE PROBLEM

PEOPLE NOTICE SKIN CHANGES, BUT OFTEN DON'T KNOW WHEN TO ACT.



- A small skin change is easy to ignore, but with **over 1.5 million** skin cancer cases diagnosed each year, knowing when to act matters.
- Dermatology appointments can be slow, expensive, or difficult to access. Waiting times to see a dermatologist in Europe typically range from **3 to 12 weeks**.
- Skin photos stay in the gallery, without comparison, reminders, or follow-up.
- **There is No simple, AI-guided way to monitor visible skin changes over time.**

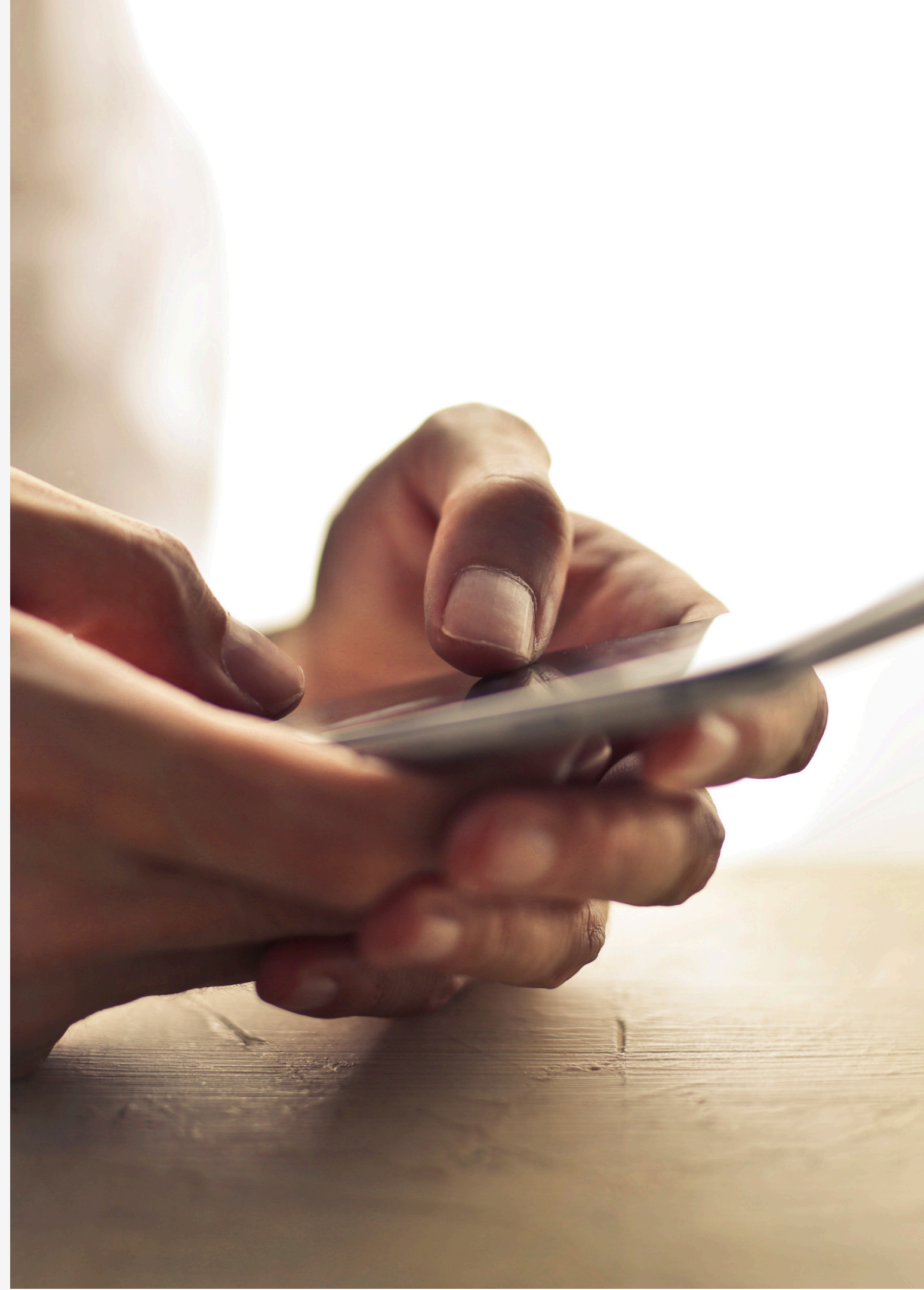


VISION

**MAKING SKIN MONITORING AS SIMPLE AS
TAKING A PHOTO.**

DermSpectra AI helps users scan skin concerns from their smartphone, receive clear AI-powered guidance, and monitor visible changes over time, creating a safer bridge between everyday uncertainty and dermatological care.

SCAN. ANALYZE. MONITOR. ACT.



WHY NOW

THE TIMING IS RIGHT FOR AI-POWERED SKIN MONITORING.

SMARTPHONES

High-quality phone cameras make skin image capture simple and accessible.

01

AI VISION

Computer vision can analyze visible skin patterns faster and at scale.

02

DIGITAL HEALTH

Users are increasingly open to remote and preventive health tools.

03

THE SHIFT

Skin monitoring is moving from reactive visits to proactive tracking.

04



OUR SOLUTION

DERMSPECTRA AI TURNS A SKIN PHOTO INTO A GUIDED MONITORING EXPERIENCE.



GUIDED SKIN CAPTURE

Users take a clear photo of a skin concern directly from their smartphone, with simple guidance for better image quality.



AI RISK ASSESSMENT

The app analyzes visible skin patterns, checks image quality, and provides a clear risk-oriented result with next-step guidance.



CONTINUOUS MONITORING

Each scan is saved to a personal timeline, allowing users to compare changes over time and follow up when needed.

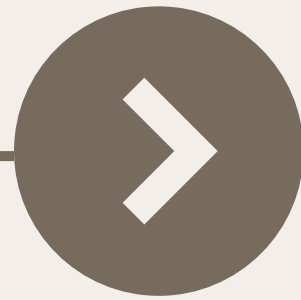
PRODUCT EXPERIENCE

A GUIDED EXPERIENCE BUILT FOR EVERYDAY USERS.



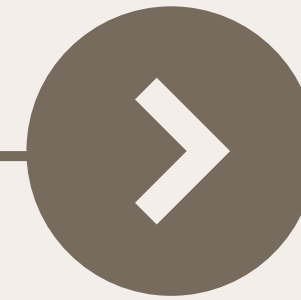
CAPTURE

Take a guided photo of a mole, rash, acne, irritation, spot, or other skin concern.



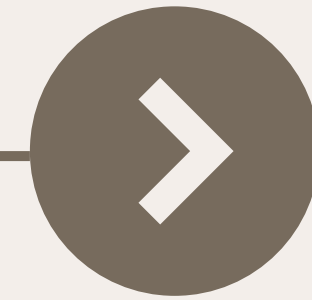
IDENTIFY

DermSpectra AI suggests possible skin conditions, with confidence levels and visual indicators.



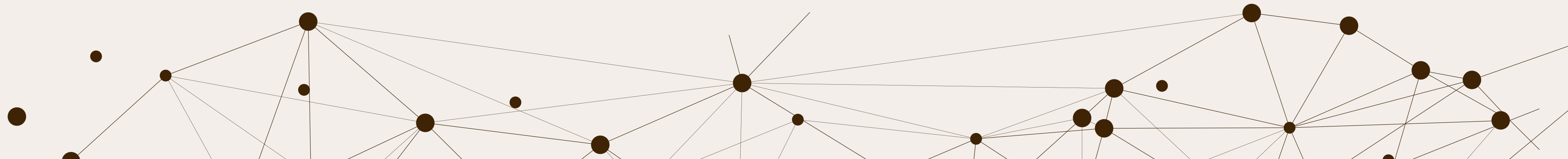
GUIDE

Users receive a clear action plan: self-care steps, warning signs, urgency level, and when to see a dermatologist.



MONITOR

The app tracks progress over time, compares follow-up photos, and alerts users when visible changes require attention.

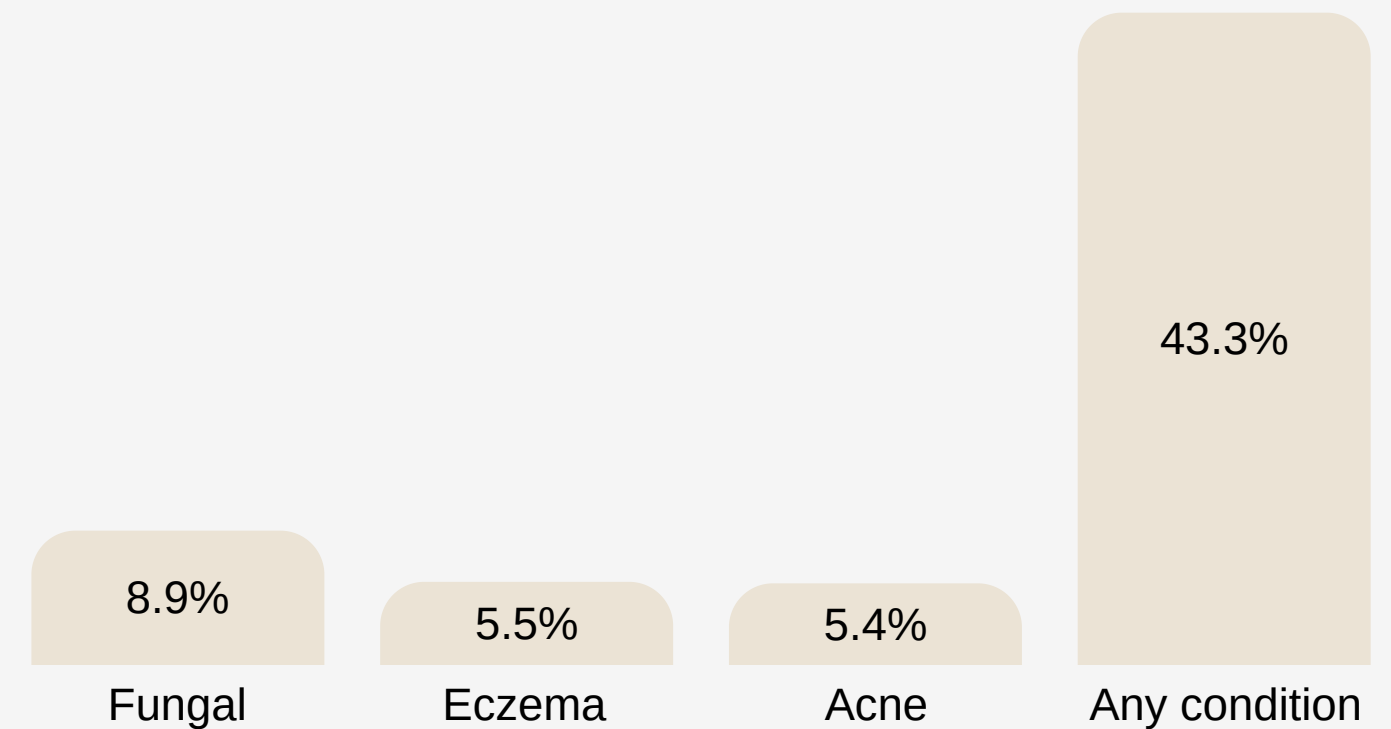


MARKET OPPORTUNITY

A COMMON HEALTH CONCERN WITH A CLEAR SHIFT TOWARD DIGITAL CARE.

people affected globally	1.8B
teledermatology market 2024	\$14.99B
projected market by 2030	\$41.08B
avg. dermatology wait time	34 days
skin disease cases by 2030	<4.8

Skin concerns are common. The opportunity is guided AI monitoring, structured follow-up, and faster access to dermatological care.



European adults reporting skin conditions in the past 12 months

BUSINESS MODEL

	B2C FREE	B2C PREMIUM	B2B / PARTNERS
ACCESS	Free mobile app	Monthly / yearly subscription	Teledermatology partnerships
FEATURES	Limited AI scans. Possible skin condition suggestion. Basic AI guidance. Simple scan history.	Advanced AI analysis. Personalized next-step guidance. Unlimited scans. Full timeline. Exportable reports.	AI-assisted patient triage and case preparation.
VALUE	Makes skin monitoring accessible. Builds trust with early users.	Creates recurring revenue. Keeps users engaged through monitoring.	Adds medical credibility and higher-value revenue.
GROWTH ROLE	Drives adoption and validates demand.	Converts active users into paying users.	Expands the model toward clinics and professional care.

COMPETITION

● Google, Chatbots and online articles create anxiety or false reassurance.

● Skincare apps focus mostly on appearance, acne, or routines.

● AI skin analysis tools often provide a one-time result.

● Teledermatology platforms connect users with doctors, but usually after the concern appears.

OUR MOAT

● Clear AI-guided steps, not random information.

● Medical-oriented skin monitoring focused on visible changes.

● Continuous tracking before, between, and after consultations.

● Personal skin timeline with follow-up scans and change detection.

TRACTION & VALIDATION

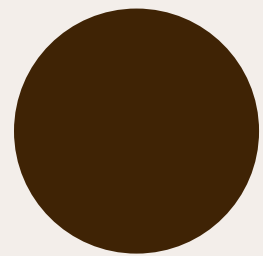
DermSpectra AI is at the beginning of its development journey, with the current focus on validating the problem, defining the MVP, and preparing the first prototype for real-user testing.



The problem has been identified: users often notice skin changes but do not know when they should take action.



The MVP will focus on guided photo capture, AI-based guidance, scan history, and visible-change monitoring.



The next step is to test the prototype with early users and collect dermatology feedback before launch.



USE OF FUNDS

The funding will support the development of DermSpectra AI from an early concept into a functional MVP, while validating the AI approach, testing the product with real users, and preparing it for a responsible first launch.

PRODUCT & ENGINEERING

45%

Mobile app, guided capture, accounts, scan history.

AI DEVELOPMENT & VALIDATION

25%

Image analysis, quality checks, risk workflow.

MEDICAL & LEGAL GUIDANCE

15%

Dermatology, privacy, and regulatory feedback.

USER TESTING

15%

Prototype tests, user feedback, early launch prep.



THANK YOU

FOR YOUR TIME AND ATTENTION

