



# Nexstim. Personalised depression treatment.

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Nexstim Plc Corporate Presentation, Redeye Life Science Day 2020, Stockholm,  
26 November 2020

**Nexstim**

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Nexstim's NBS System is cleared by the FDA for assessment of the motor and speech cortices for pre-procedural planning. Nexstim has launched its NBT<sup>®</sup> system in the US for the treatment of Major Depressive Disorder (MDD) following clearance from the FDA for marketing and commercial distribution for this indication. The NBT<sup>®</sup> system is CE marked in Europe for the treatment of major depression and chronic neuropathic pain.

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**Nexstim has a unique proprietary neuronavigated TMS technology that delivers best in class mapping and treatment for patients with brain diseases and disorders.**

**We are well positioned to a disruptive shift in depression treatment and therapy delivery.**

**With improving economics, driven by record revenue and increasing operational efficiencies, Nexstim is a unique investment opportunity.**

# Personalised Transcranial Magnetic Stimulation (TMS)

## SmartFocus® Technology with a Highly Sophisticated 3D Navigation

### Unique & Proprietary Technology

- Commercial-stage med tech company with a unique, proprietary navigated neuro-stimulation technology for diagnostic and therapeutic applications

### World Leading Centers Rely on Nexstim Device

- Diagnostic application well established with compelling clinical data and global installed base of 170 systems (e.g. Mayo Clinic, MD Anderson, Karolinska, Charite)

### Competitive Advantage in an Attractive Market

- Nexstim's navigation technology promises improved efficacy of TMS depression treatment
- TMS treatment of depression is covered by US Medicare and is rapidly gaining traction as treatment modality

### Well Positioned for Future Development

- Therapy system and IP well support the new current 3 min Theta Burst Protocol (iTBS) and potential accelerated iTBS treatment protocols



# Proprietary Navigated TMS System

Only TMS technology with ability to take the uniqueness of a patient’s brain into consideration for therapeutic and diagnostic applications

Use	System	Application	Europe	US	Commercial Status
Therapeutic	Navigated Brain Therapy (NBT®)	Depression	CE marked	FDA approved with existing reimbursement	Multiple systems installed globally
		Chronic pain	CE marked	Additional clinical trials evaluated	Multiple systems installed in Europe
Diagnostic	Navigated Brain Stimulation (NBS)	Pre-surgical mapping	CE marked	FDA approved	Installed base of over 170 systems globally

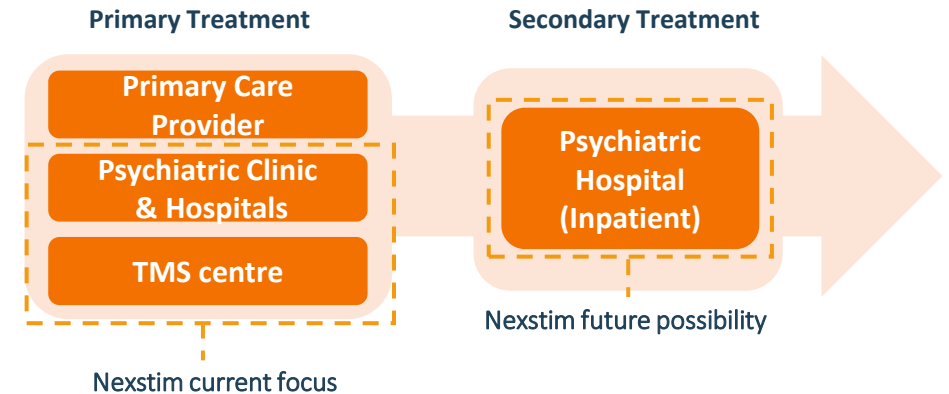
## Nexstim depression business opportunity

- Major depressive disorder affects 2-5% of the population in developed countries<sup>1</sup>
- Existing psychotherapy and pharmacological treatment options are suboptimal
- Addressable market for NBT treatment of depression of 6 million patients represents a total treatment value of over EUR 40B<sup>2</sup>
- Reimbursement for TMS is already available in US and some EU markets
- 2020 H1 NBT revenue EUR 0.7M (18% Growth)
- Active installed base of 28 NBT therapy systems at end of June 2020 in clinics and hospitals globally
- Nexstim has in September 2020 started a pilot study in treating severe depression patients with accelerated iTBS therapy treatment protocols

## Market size estimate<sup>2</sup> (patients)



## Patient treatment pathway in the US for MDD



1) Vos, T., et al. (2016) Global, regional, and national incidence, prevalence, and years lived with disability for 310 diseases and injuries, 1990–2015: a systematic analysis for the Global Burden of Disease Study 2015;

2) PMSI Consulting analysis and estimates

# Nexstim Business Update H1 2020

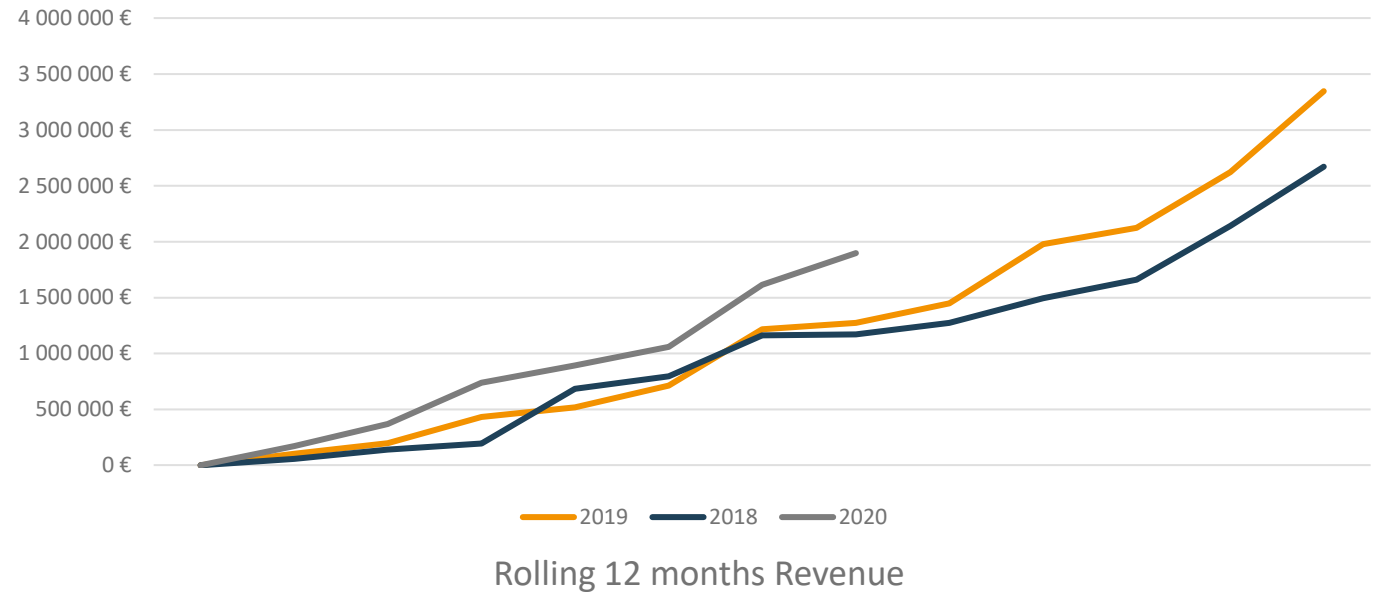
- Focused on minimizing the effect of COVID-19 pandemic as well as updating Company strategy
- Strong progress considering the difficult business environment
  - **Four new NBS systems sold** (three in the US and one in Europe)
  - Total of **five new NBT® systems installed** to clinics in the US and Europe, across multiple sites, for the treatment of MDD
- 2020 H1 was historically the **Company's best first half** to date
  - Total net sales = EUR 1.6M (2019 H1: EUR 1.2M)
  - Operating result = EUR -1.8 million (2019 H1: EUR -3.4M)
  - Result for the period = EUR -1.2M (2019 H1: EUR -3.7M)
- NBS net sales grew by 47% in 2020 H1 to EUR 0.9M (2019 H1: EUR 0.6M) and the NBT® net sales grew by 18% in 2020 H1 amounting to EUR 0.7M (2019 H1: EUR 0.6M)
- The successful rights issue executed in the spring was oversubscribed and raised a total of **EUR 2.2M of new equity**
- Business Finland decided on a partial debt cancellation of three R&D loans granted for stroke rehabilitation including accrued interests (**total of EUR 0.9 million of loan capital will not be collected**)



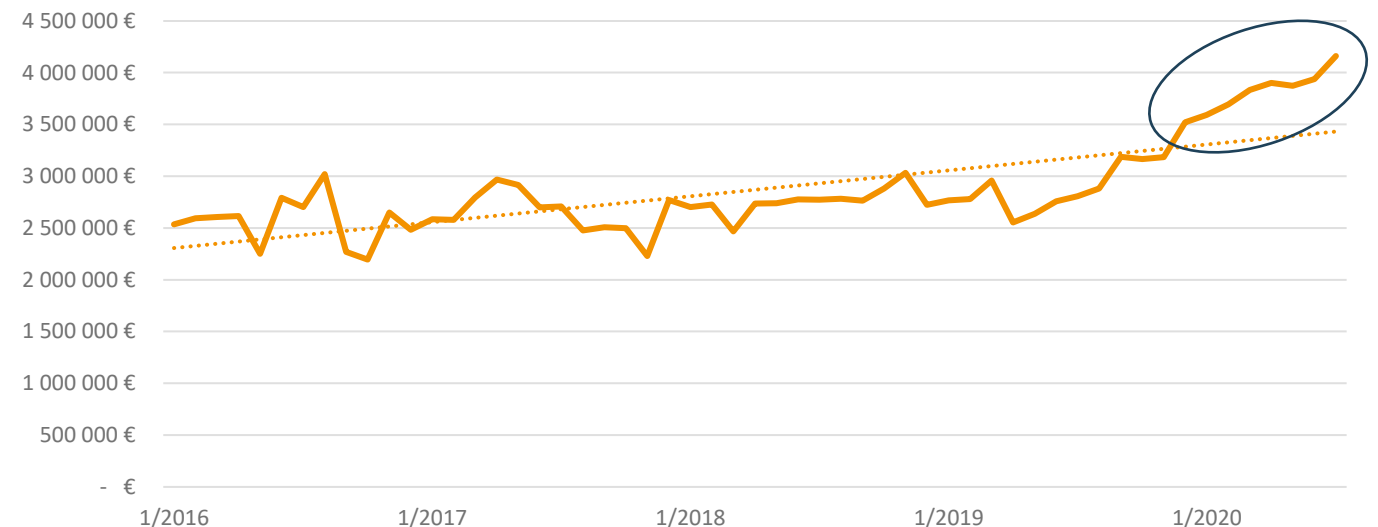
# NBT® / NBS Revenue – Existing Business

- Steadily growing business, showing all time high figures in H1 2020
- Rolling 12 months revenue has been staying well above the growing trendline through 2020
- Rolling 12 months average therapy revenue per system was approx. EUR 70k at end of June 2020
- NBT® business provides strong recurring revenue to secure and accelerate growth
- As recurring therapy revenue is representing a larger portion of the sales mix, the gross margin -% is also continuously growing
  - High gross margins at up to 95%
  - 66% of total therapy revenue during 2019
  - 100% of therapy revenue in 2020 H1
- Aiming for profitable growth through increasing recurring revenue driven by high system utilization

Cumulative YTD Total Revenue 2018-2020



Rolling 12 months Revenue



# Near-term Objectives / Milestones

1

Decrease the operating loss with focus on achieving profitable revenue growth and strict management of operating expenses. Full year 2020 net sales are estimated to increase, and operating loss is expected to decrease in comparison to year 2019

2

Started two new pilot studies in treating severe depression (Kuopio University Hospital) and chronic pain patients (Helsinki University Hospital) with accelerated iTBS therapy treatment protocols

3

Develop and execute a deeper profitable partnership business model in the key therapy markets together with valued partners

4

Patient data registry of first 108 completed MDD treatment sessions – 42% remission and 74% response rates

5

Continue developing the NBS pre-surgical mapping reimbursement process for the US and strategic partner search for the diagnostic business

6

Obtain funding to achieve the Company's strategic vision from capital markets and/or through strategic partnerships

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# Thank you!

