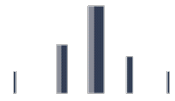


Nexstim

Nexstim - Personalized Brain Diagnostics and Therapy

Mikko Karvinen | CEO | Nexstim Plc
Joonas Juokslahti | CFO | Nexstim Plc
H2 2024 & FY 2024 Financial Results
Webinar, 27 February 2025





STRATEGY PERIOD

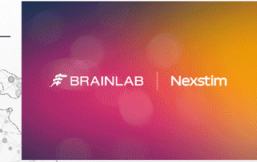
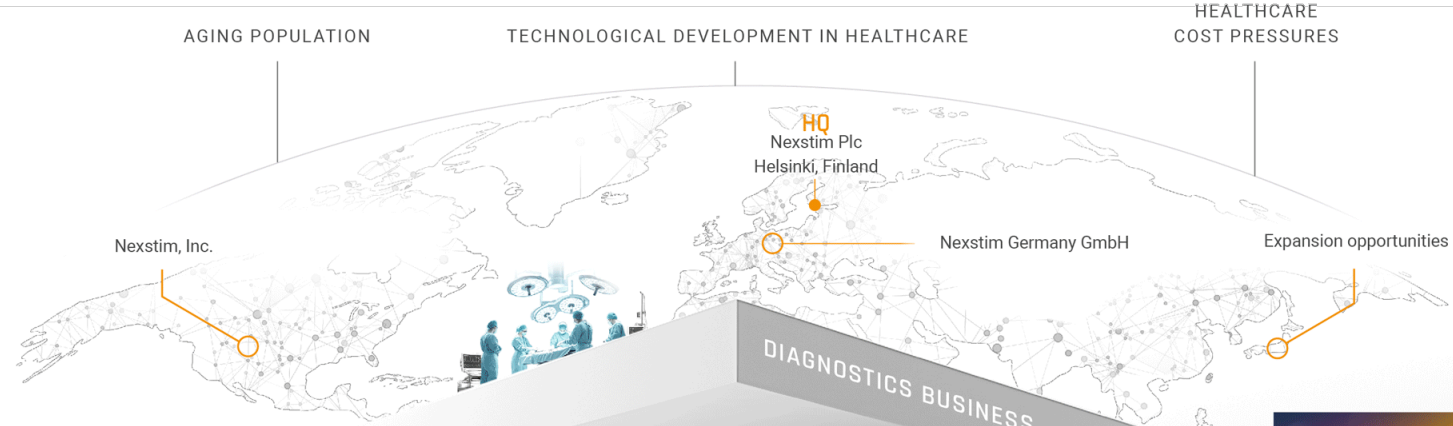
2025-
2028

Continued development of competitive system and service offering in approved indications (Depression & Chronic Pain). Expansion into possible new indications and market opportunities.



Further expansion and operational excellency through existing partnership clinics while actively monitoring new effective treatment methods.

MEGATRENDS



System and service sales volume increase through a successful Brainlab partnership bridging neurosurgery, neurophysiology and neuroscience.

Sales to leading research hospitals and clinics to continue supporting our customers on the forefront in technological and clinical development.



OUR MISSION

We enable personalized and effective therapies and diagnostics for challenging brain diseases and disorders.

Our innovations create a possibility for a better life.



OUR VISION: WITH OUR TECHNOLOGICAL KNOW-HOW AND SUPERIOR SERVICES,

we ensure the best treatments for our patients,

deliver the greatest value for our customer hospitals, clinics and business partners,

and long-term growth in shareholder value for our investors.



OUR VALUES

Science and clinical evidence

Financial success

Passion and commitment

Ethics and Responsibility



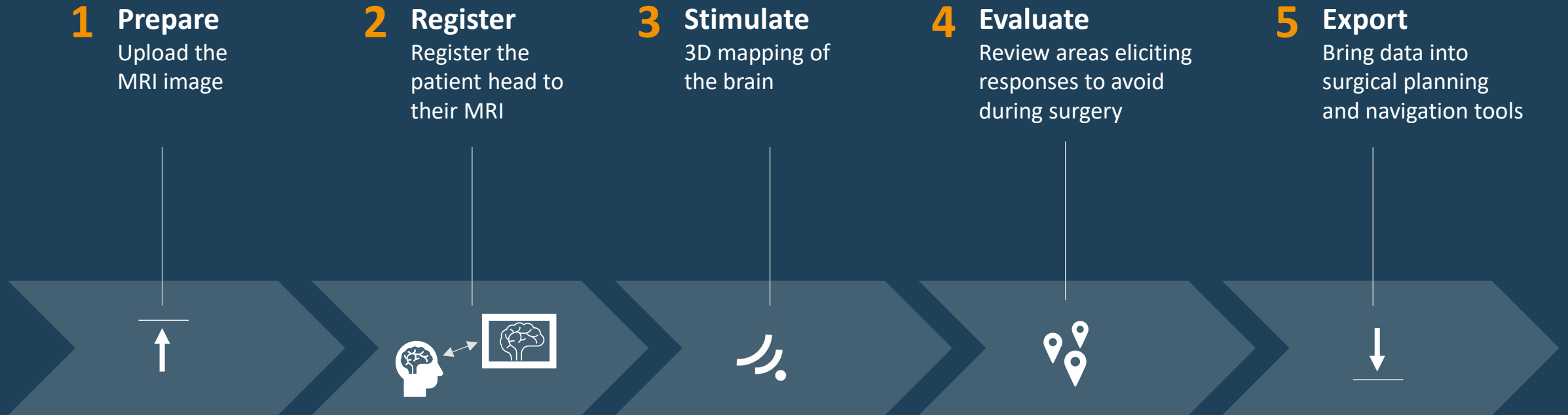
BRAINLAB

Nexstim

Nexstim and Brainlab have started a collaboration by signing a development and distributorship cooperation agreement. Nexstim has created a world-leading non-invasive brain mapping technology based on navigated transcranial magnetic stimulation. Together, the two companies will develop new solutions and improved workflows in the neurosurgery field.

Non-invasive brain motor mapping in 20 minutes

Nexstim



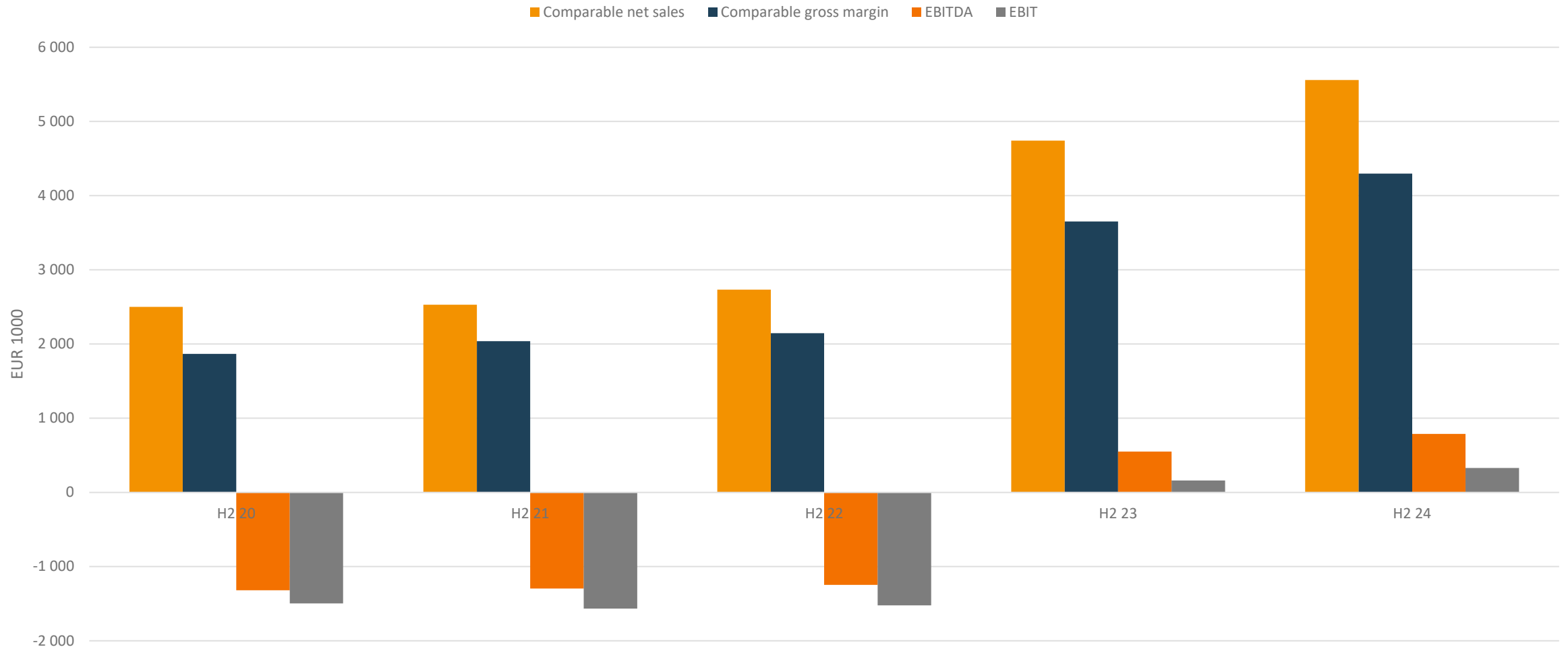
Our Business and Products

Business	System	Commercial Status	Application	Europe	United States
Diagnostics Business	NBS 5 (Navigated Brain Stimulation)	Over 240 systems sold	Pre-surgical mapping	CE marked	FDA approved
Therapy Business	NBT® & NBS 6 (Navigated Brain Therapy)	Over 100 systems incl. therapy software	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



- Nexstim continued profitable growth and signed significant partnerships
 - In line with our main strategic objective, we have continued to focus on profitable revenue growth and our sales forecast for 2025 looks promising
 - With the increase in net sales and gross margin, we also achieved a positive development in EBITDA for the full year, which was positive for the first time by EUR 0.3 (-0.5) million excluding non-recurring license income.
- Nexstim Plc and Brainlab AG started a collaboration by entering into a development and distribution collaboration agreement and agreeing to an equity investment of up to EUR 5.1 million in Nexstim
- We are also continuing negotiations with our partner Sinaptica for a definitive agreement with the aim of enabling them to further explore Alzheimer's treatment
- System sales were EUR 3.6M (2023 H2: EUR 3.0M), with an increase of 19.5%. Recurring net sales were EUR 2.0M (2023 H2: EUR 1.8M), with an increase of 13.3%.
 - Net sales = EUR 5.6M (2023 H2: EUR 4.7M), increase of 17.2%
 - EBITDA = EUR 0.8M (2023 H2: EUR 0.6M)
 - Operating result = EUR 0.3M (2023 H2: EUR 0.2M)
 - Profit for the period = EUR 0.1M (2023 H2: EUR 0.1M)
 - Cash flow from operating activities = EUR 1.2M (2023 H2: EUR -0.9M)
- Diagnostics Business net sales were EUR 3.0M (2023 H2: EUR 3.0M), increase of 1.2%
- Therapy Business net sales were EUR 2.6M (2023 H2: EUR 1.8M), increase of 43.6%

Nexstim Financial Development H2 2020-2024 (k€)



Nexstim Group Key Financials H2 & Full Year 2024

EUR in thousands	7-12/2024 6 months	7-12/2023 6 months	Change-%	1-12/2024 12 months	1-12/2023 12 months	Change-%
Net Sales	5,559	4,743	17.2 %	8,735	7,246	20.5 %
Comparable net sales	5,559	4,743	17.7 %	8,735	7,246	20.5 %
Gross margin	4,298	3,653	17.7 %	6,901	5,645	22.3 %
Gross margin-%	77.3 %	77.0 %		79.0 %	77.9 %	
Personnel expenses	-2,502	-2,164	15.6 %	-4,784	-4,429	8.0 %
Other operating expenses	-1,784	-1,608	11.0 %	-3,347	-3,092	8.2 %
Operating profit	329	159	106.4 %	-535	-1,228	-56.4 %
Result for the review period	56	115	-51.4 %	-892	-1,328	-32.8 %
Cash flows from operating activities	1,181	-914		1,881	-2,269	
Cash in hand and at banks	3,864	1,455	165.7 %	3,864	1,455	165.7 %
Total equity	3,700	2,836	30.4 %	3,700	2,836	30.4 %
Equity ratio (%)	31.2 %	31.5 %		31.2 %	31.5 %	

- **Comparable** **8.7M€ +21 %**
- System sales 4.8M€ +17 %
- Recurring 3.9M€ +25 %
- Diagnostic 4.5M€ +6 %
- Therapy 4.2M€ +42 %

- R&D 2.2M€ +0 %
- S&M 3.6M€ +11 %
- Admin 2.3M€ +13 %
- **OPEX total** **8.1M€ +8 %**

The increase in Admin expenses was mainly due to partnership negotiation expenses (+0.24M€)

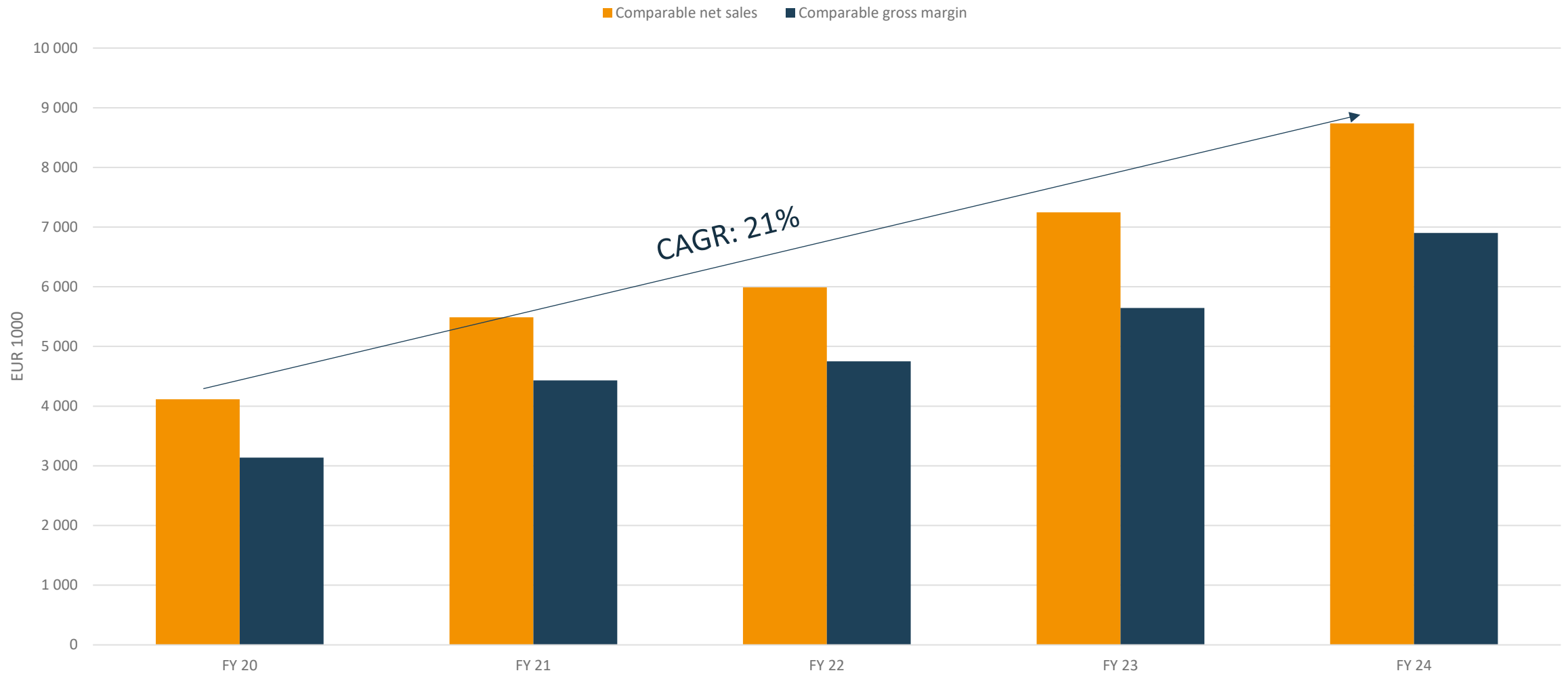
Full year EBITDA (0.3M€) turned positive for the first time in the comparable business

- Operating loss (-0.5M€) decreased by 56 %

- Cash Balance 3.9M€ +166 %
- Sales Receivables 3.9M€ +39 %

Future outlook for year 2025: The company estimates its net sales to grow and operating result to improve.

Comparable Net Sales and Gross Margin 2020-2024



Nexstim Key Strategic Objectives 2025

1

Profitable Growth

Increase net sales and improve operating result for the financial year while minimizing future capital requirements

2

Strategic Partnerships

Successfully supporting the long-term collaboration between Nexstim and Brainlab and expanding the network of other partners and clinics primarily in the US

3

Technology leadership

Launching the new NBS 6 diagnostics system in key markets, enabling ease-of-use and future add-on modules in the same system

Future outlook for year 2025: The company estimates its net sales to grow and operating result to improve.



NBS 6 – future of the Nexstim system

Commercialization of the new product generation is an essential part of Nexstim's 2025-2028 strategy period



- The NBS 6 is a new combined system that has been built on Nexstim's unique, clinically established technology.
- The modular product design allows for an expansion of system capabilities over time.
- The new solution creates long-term value for Nexstim's customers and investors.

Responding to customer demand

The NBS 6 software has been developed in collaboration with Nexstim's customers, ensuring the best possible level of usability. The new combined system responds to the great customer demand for systems that allow the delivery of both diagnostic and therapeutic applications.

Thank you!

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Nexstim’s Diagnostics Business focuses on commercialization of the Navigated Brain Stimulation (NBS) system. The NBS System 5 is the only FDA cleared and CE marked navigated TMS system for pre-surgical mapping of the speech and motor cortices of the brain. Nexstim’s Therapy Business markets and sells the NBS System 6 which is FDA cleared for marketing and commercial distribution for the treatment of major depressive disorder (MDD) in the United States. In Europe, the NBS 6 system is CE marked for the treatment of major depression and chronic neuropathic pain.

FORWARD-LOOKING STATEMENTS

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