Nexstim.
Personalised depression treatment.

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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® 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® system is CE marked in Europe for the treatment of stroke, major depression and chronic neuropathic pain.

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# Nexstim – personalised transcranial magnetic stimulation



Unique and Proprietary Technology

 Commercial-stage med tech company with a unique, proprietary navigated neurostimulation 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 160 systems (e.g. Mayo Clinic, MD Anderson, Karolinska, Charite)

Competitive Advantage in an Attractive Market

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

Experienced Management
Team

Management team highly experienced in commercialisation of medical devices

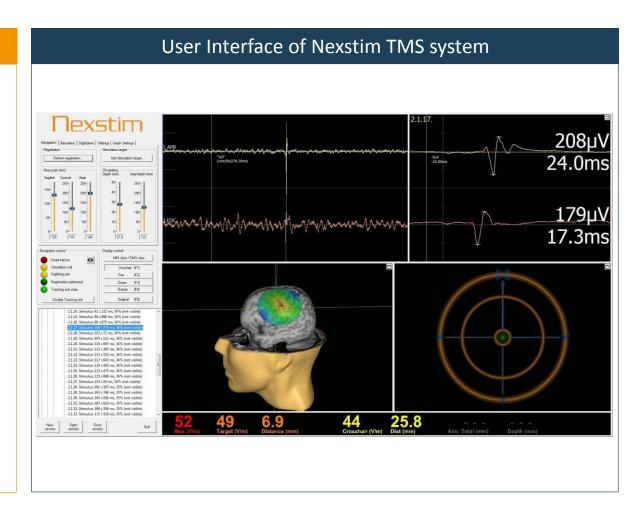


# Nextsim's TMS system differentiated by E-Field Navigation



#### Leading transcranial magnetic stimulation technology

- Nexstim's device facilitates highly accurate pre-surgical mapping
  - Unique e-field induced modelling
  - 3D MRI visualisation and stereotactic navigation
  - Measurement of Electromyography response
- ...and promises improved efficacy in therapeutic applications
  - Highly accurate targeting
  - Precise dosing
  - Repeatable over multiple treatment sessions





# Unique navigated TMS system for diagnostic and therapeutic applications

Use	Application	Europe	US	Commercial Status
Diagnostic – Navigated Brain Stimulation (NBS)	Pre-surgical mapping	CE marked	FDA approved	Installed base of over 160 systems
Therapeutic – Navigated Brain Therapy (NBT®)	Depression	CE marked	FDA approved	Multiple systems installed in the EU & US
	Chronic pain	CE marked	Phase II clinical trials evaluated	Multiple systems installed in the EU

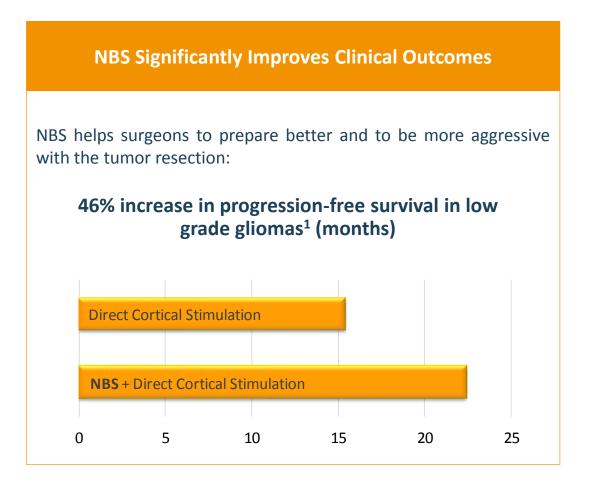


# **Navigated Brain Stimulation**

Proprietary technology enabling substantial increase in progressionfree survival in brain cancer surgery, commercially validated

# Nexstim's NBS is the only available pre-surgical mapping technology





World-leading Centers Rely on Nexstim's Pre-surgical Mapping Technology NBS

Selected institutions out of the 160 ones currently using Nexstim's technology

























"In nTMS makes surgery safer, the resection rates are higher and—in the end—the outcomes are better."

Bernhard Meyer, MD, Professor & Chair, Department of Neurosurgery, Technical University of Munich<sup>2</sup>

<sup>1)</sup> Dietmar Frey, Peter Vajkoczy, and Thomas Picht (2014) Navigated transcranial magnetic stimulation improves the treatment outcome in patients with brain tumors in motor eloquent locations; 2) company website



# **Navigated Brain Therapy®**



## **NBT®** - personalised method of treatment



# Max e-field stimulation response DLPFC Dorso Lateral Pre-frontal Cortex –

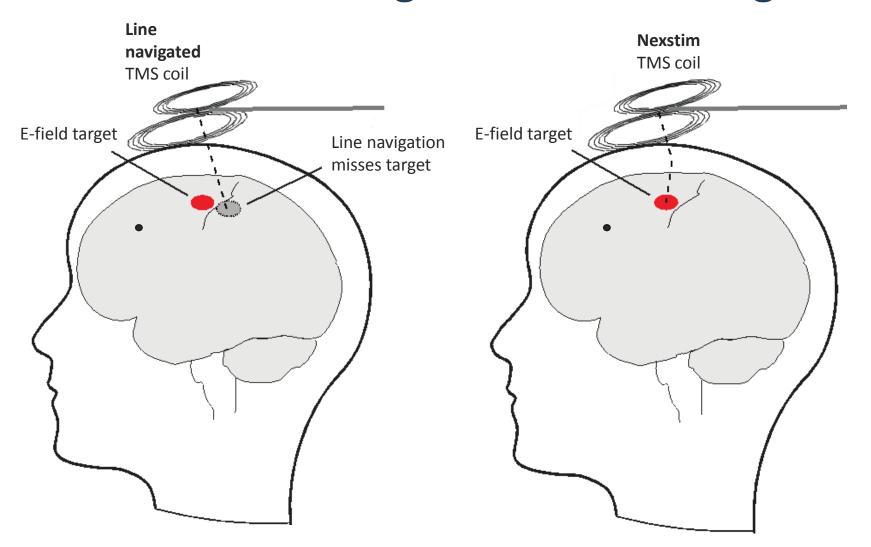
#### **Process:**

- Map the motor cortex:
- e-field modeling ensures navigation accuracy
- The point of Max stimulation response is measured through EMG (hot spot)
- Establish motor threshold (MT) at hot spot
- ➤ Depression: 10Hz stimulation pulses at 120%MT
- ➤ Pain: 10 Hz stimulation pulses at 80-100%MT

(depression target)

## **Nexstim E-field navigation vs. line navigation**





- Line navigation is inaccurate as it doesn't account for the distortion caused by bone and brain matter
- Nexstim's E-field navigation accounts for that distortion
- Non-navigated TMS hits the Dorso Lateral Pre Frontal Cortex in just 30% of cases vs. 100% for Nexstim NBT®



# **Navigated Brain Therapy® in Depression**

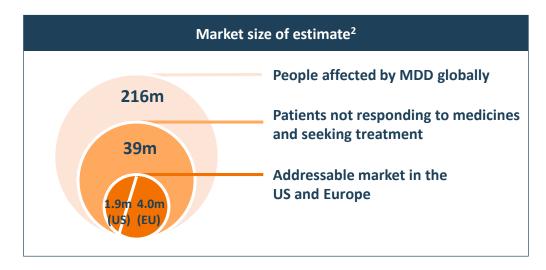


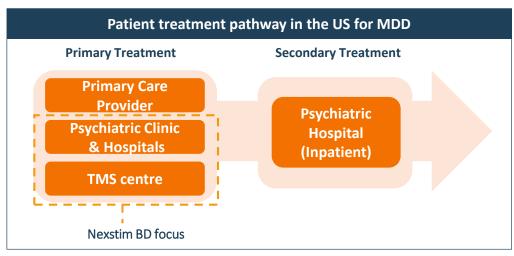
## **NBT**<sup>®</sup> for Depression



#### **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 40 billion<sup>2</sup>
- Reimbursement for TMS is already available in US and EU markets
- Successful US commercial launch of NBT in depression in May 2018, with multiple systems delivered to customers





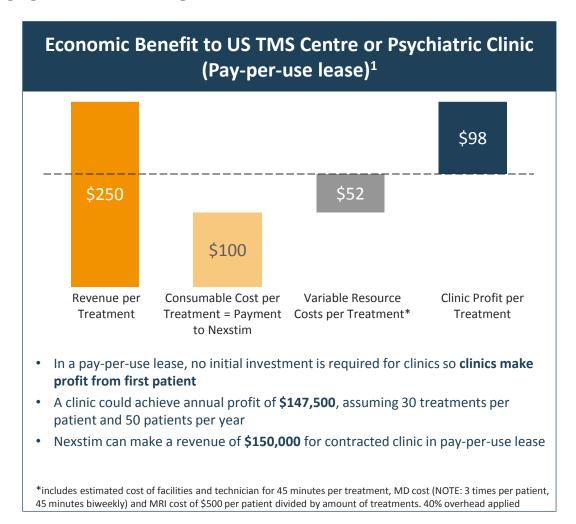
1) Vos, T., et al. (2016) Global, regional, and national incidence, prevalence, and years lived with disability for 310 diseases and injuries, 1990–2015: a systematic analysis for the Global Burden of Disease Study 2015; 2) PMSI Consulting analysis and estimates

# Existing reimbursement for depression treatment and private pay represent compelling opportunity in the US



#### **Commercialisation approach**

- Most major commercial payers now reimburse TMS treatment for depression in the US and 100% Medicare coverage
  - There are CPT codes available for both therapeutic repetitive TMS treatment and subsequent delivery and management per session
- Key target groups are TMS centres and high volume psychiatric clinics and hospitals
- Business model targets a high annual revenue stream per system with high utilization rates
- The company offers compelling pricing options and programs for customers
  - Pay-per-use Lease
  - Monthly Unlimited Use Lease
  - Capital Sale + Headtracker Sales + Service Contract



<sup>1)</sup> Company analysis and estimate

# NBT® geographic focus for depression in the US





**NORTHEAST STATES<sup>2</sup>** 

**Population: 67 Million Practices using TMS: 196** 

Group Psychiatric: 22

Solo Psychiatric: 32

Other: 22

Our new Nexstim machine is an incredible upgrade in precision. We have a significant amount of patient interest and several started. Excited to have some single case results soon. 77

Island Psychiatry, Long Island<sup>1</sup>

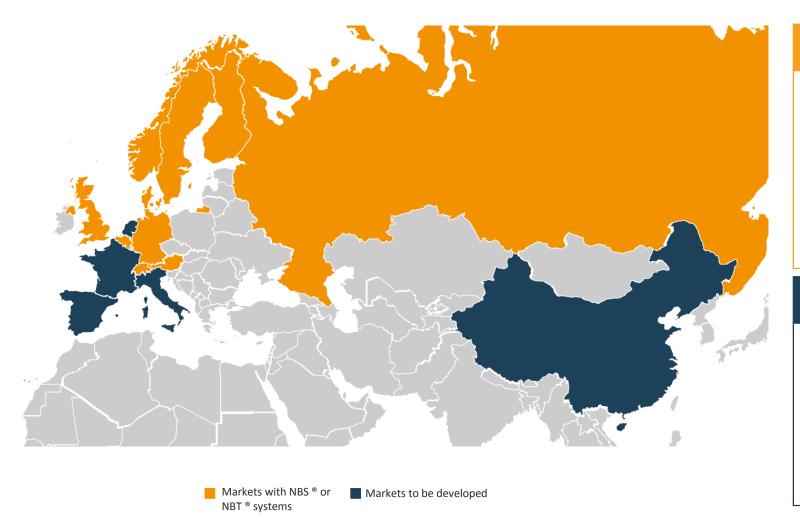
1) Company twitter; 2) PMSI Consulting analysis and estimates; Company management estimate

Solo Psychiatric: 8

Other: 3

# Nexstim Brain Therapy - Commercialization and Go-To Market Approach – Europe & Asia





#### **Actions on established markets**

- Strong distributor organization
- Cross-selling NBS with NBT®
- Five university hospitals in Finland using a Nexstim system for both depression and pain treatments
- Patient registry established
- Strong KOL network

#### Markets to be developed

- Hong Kong distributor appointed and delivery of the first depression therapy system
- Chinese partner candidates currently being evaluated
- France, Netherlands, Italy and Spain targeted with distributors



# Navigated Brain Therapy® in Neuropathic Pain

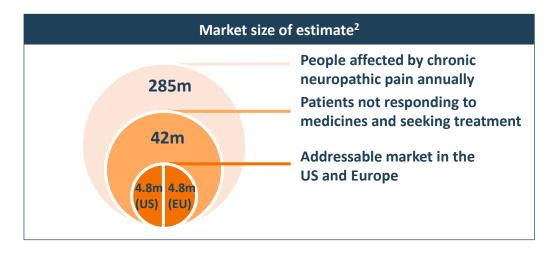


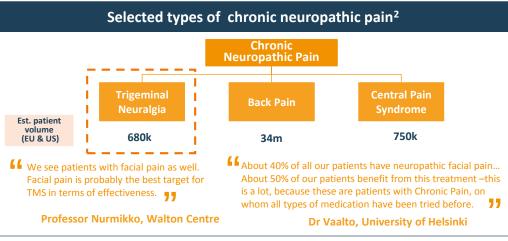
## **NBT®** for Chronic Neuropathic Pain



#### Nexstim neuropathic pain business opportunity

- There are about 10 million addressable neuropathic pain patients in the US and Europe<sup>1</sup>
- 40-50% of neuropathic pain patients are without effective pain relief
- Study conducted by The Walton Centre, UK stated that 44% of patients undergoing NBT therapy reported clinically meaningful pain relief of at least 3 weeks' duration
- The Walton Centre is currently conducting a follow up study to measure the long term pain relief
- First TMS entrant into the chronic neuropathic pain with multiple hospitals in Europe using a Nexstim system for pain treatment including three University hospitals in Finland
- Nexstim is evaluating possible clinical trials for chronic neuropathic pain





1) Global Industry Analysts; Yawn, Barbara P. et al. (2009) The Prevalence of Neuropathic Pain: Clinical Evaluation Compared with Screening Tools in a Community Population; Fayaz A, Croft P, Langford RM, et al. (2016) Prevalence of chronic pain in the UK: a systematic review and meta-analysis of population studies; 2) PMSI Consulting analysis, expert interview and estimates

# **Key Performance Indicators**



EUR in thousands	FY 2018 12 months	FY 2017 12 months
Net sales	2,672.1	2,645.3
Personnel expenses	-3,937.5	-3,334.7
Depreciation and amortisation	-424.0	-341.3
Other operating expenses	-3,985.9	-4,118.1
Profit/ -Loss for the period	-6,154.3	-7,327.9
Earnings per share (EUR)*	-1.93	-2.77
Cash flows from operating activities	-6,192.5	-5,402.9
Cash in hand and at banks	7,175.2	8,473.6
Total equity	-294.3	5,520.8
Equity ratio (%)	-0.98	52.77
Number of shares in the end of the period (pcs)*	3,253,751	3,105,786
Average number of shares during the period (pcs)*	3,187,487	2,649,232
Diluted number of shares in the end of the period (pcs)* Diluted average number of shares during the period	4,431,575	4,431,575
(pcs)*	4,577,627	3,822,547

<sup>\*</sup>The number of shares has been adjusted to take account the effect of the reverse share split on 26 November 2018, where the number of shares was decreased 30-fold.

# **Nexstim Rights Issue 2019**

### **Nexstim**

#### Use of proceeds

The Offering is expected to support the growth and operational strategy of the Company. Nexstim expects to use the net proceeds from the Offering mainly to fund the marketing and similar commercialization efforts for increasing the sales of the Company's NBT System in the depression treatment.

In particular, Nexstim intends to use the proceeds of the Offering and the Offer Warrants to:

- Develop and grow its sales and marketing organization by hiring new personnel particularly in the US market
- → Finance its NBT System purchases
- → Repayments of existing loans of the Company
- → Evaluate new clinical trials in the area of chronic neuropathic pain
- → Finance its R&D and other working capital needs
- → General corporate purposes

Please see all the terms and conditions of the Offering on Prospectus published on <a href="https://www.nexstim.com/investors/rights-issue-2019">www.nexstim.com/investors/rights-issue-2019</a>

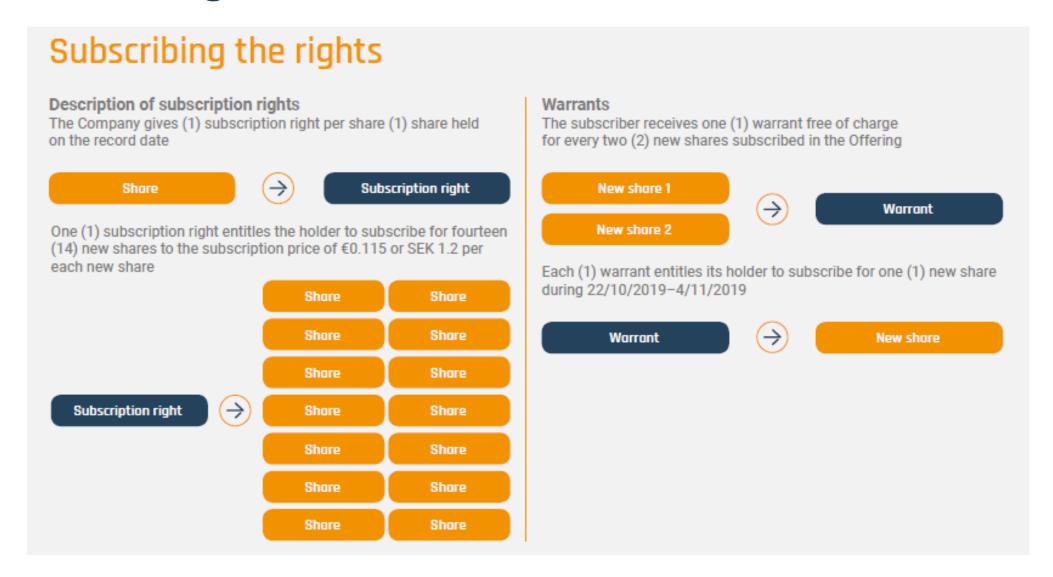
Summary of the Offering	
Number of shares:	Maximum of 45,552,444
Size of Offering:	€5.2m or SEK 54.7m
Subscription price:	€0.115 or SEK 1.2
Underwriting commitments:	20.6 per cent of the offering
Subscription rights:	One (1) share entitles the holder to subscribe for fourteen (14) new shares
Pre-money market capitalisation:	€3.6m
Trading period for subscription rights:	2 Apr – 18 Apr 2019
Trading period for temporary shares:	2 Apr – 7 May 2019
The Subscription Period for the offering Sweden:	2 Apr – 24 Apr 2019
The Subscription Period for the offering Finland:	2 Apr – 26 Apr 2019
Announcement of outcome of the offering:	2 May 2019
Warrants:	Two (2) subscribed shares in the Offering entitles the subscriber for one (1) warrant free of charge
Warrants subscription period:	22 Oct – 4 Nov 2019
Subscription price with warrants:	Determined by the VWAP 2) of the Company's share on First North Finland between 7 Oct - 18 Oct 2019, with and applied discount of 25 per cent. The subscription price is, however, at least €0.115 per share.

**Public Presentation Nexstim Plc** 



## **Nexstim Rights Issue 2019**





## **Business summary**



- Only TMS system to provide accurate, personalised targeting of key areas of treatment
- Commercially validated in pre-surgical mapping with systems installed in more than 160 hospitals
- First installations for depression in multiple sites across three continents
- 4 Focused strategy for commercial roll out of depression systems in the US



# Thank you!

