

# Nexstim



## Nexstim - Personalized Brain Diagnostics and Therapy

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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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# Content of the Presentation

- Nexstim story
- Megatrends that support our growth
- Business and products
- Business update and financial key figures
- Strategic objectives

# Nexstim Story

Nexstim is a Finnish, globally operating medical technology company.

## MISSION

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

## VISION

Our innovations create a possibility for a better life.

With our technological know-how, we set a new standard for the treatment of challenging brain diseases and disorders.

## VALUES

Science and clinical evidence

Financial success

Passion and commitment

Ethics and responsibility



# Megatrends that Support our Growth

Nexstim's unique proprietary neuronavigated TMS-technology for both diagnostic and therapy applications.

## Aging population

- Population aging and a significant decline in the working-age and able population in Western countries
- Brain diseases increase with aging

## Technological development in healthcare

- Technological developments and active research enable wider and new applications in the treatment of challenging brain diseases and disorders

## Healthcare cost pressures

- The need for more effective and faster rehabilitation



# Our Business and Products

Business	System	Commercial Status	Application	Europe	United States
<b>Diagnostics Business</b>	<b>NBS (Navigated Brain Stimulation)</b>	Over 210 systems sold	Pre-surgical mapping	CE marked	FDA approved
<b>Therapy Business</b>	<b>NBT® (Navigated Brain Therapy)</b>	Over 50 systems incl. therapy software	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



# Nexstim Business Summary 2021

- Nexstim's historically best full year measured by net sales, operating result and result for the review period
- First positive Result for the Period in H2 2021 in the history of the company
- Business has continued to grow fast despite changes in the operating environment caused by the COVID-19 pandemic
- System sales were EUR 3.7M (2020: EUR 1.7M), an increase of 113.0%. Recurring revenue accounted for EUR 2.7M (2020: EUR 2.4M), an increase of 13.1%.
- 2021 was the **Company's best reported full year** to date
  - Net sales = EUR 6.4M (2020: EUR 4.1M), an increase of 55.5%
  - Operating result = EUR -1.5M (2020: EUR -3.3M), a 56.4% decrease in loss
- Diagnostics Business (NBS) net sales grew by 71.4% in 2021 to EUR 3.7M (2020: EUR 2.2M) and the Therapy Business (NBT®) net sales grew by 37.9% in 2021 amounting to EUR 2.7M (2020: EUR 2.0M)
- During the spring, a successful rights issue was arranged, which was oversubscribed and a total of EUR 6.6M in new capital was raised
- Nexstim agreed on a strategic investment in the service company of a Californian clinic (PNC Management, LLC), which provides treatment for patients with depression. The value of the investment is around EUR 0.5 million.
- In February 2022 Nexstim agreed with Magnus Medical on a technology licensing agreement, est. total value EUR 17M

# Nexstim Key Strategic Objectives 2022

- 1 Continued profitable net sales growth, leading into our first operating profit-making financial year, while also minimizing future capital needs
- 2 Expansion of Nexstim's network of exclusive neuroscience center partner clinics, especially in the United States

**Future outlook:** The Company expects its revenue to continue to grow during year 2022 and the operating result for the year to be positive.





# Thank you!

