



# Nexstim as an investment **Personalized brain diagnostics and therapy**

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Redeye Medtech & Diagnostics Seminar | Stockholm | 28 September 2021

**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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# Content of the Presentation

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

# 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 190 systems sold	Pre-surgical mapping	CE marked	FDA approved
<b>Therapy Business</b>	<b>NBT® (Navigated Brain Therapy)</b>	Over 30 systems in use	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



# Key Strategic Objectives for Year 2021

## – execution is progressing

1

Focus on achieving profitable revenue growth and strict management of operating expenses

2

Report first results from the two new pilot studies in treating severe depression and/or chronic pain patients with accelerated therapy treatment protocols and seek to move towards further trials with increased numbers of patients

3

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

4

Patient data registry of over 200 completed treatment sessions of depression patients



# Why Invest in Nexstim? 1/2

1

## NEXSTIM IS A MEDICAL TECHNOLOGY GROWTH COMPANY IN A DEFENSIVE INDUSTRY

Nexstim is a Finnish, globally operating medical technology company.

We focus on diagnostic and therapy applications for challenging brain diseases and disorders.

2

## UNIQUE SCALABLE TECHNOLOGY PLATFORM

Our neuronavigated TMS technology enables accurate brain mapping and treatment of patients with challenging brain diseases and disorders.

Our technology platform scales to a variety of applications where accuracy and repeatability are required.

3

## COMMERCIAL PRODUCT PORTFOLIO IN A STRONGLY REGULATED INDUSTRY

We operate in a highly regulated business environment with strong competitive entry barriers.

Our systems are approved by key authorities.

Our systems have been sold to more than 220 hospitals and clinics around the world.

Stanford & Harvard (USA), Karolinska (SWE), Charité (GER) and all Finnish university hospitals use our technology.

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## MEGATRENDS SUPPORT OUR GROWTH

We work to improve treatment outcomes for severe brain diseases and disorders.

As we age, brain diseases increase, and societies have a need for more effective and faster rehabilitation.

Technological developments enable new forms of treatment in the treatment of mental health and chronic pain, among other things.

# Why Invest in Nexstim? 2/2

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## FOCUS IN THE LONG-TERM SHAREHOLDER VALUE

Nexstim is an investment opportunity due to increased operational efficiency and improved economy.

Successful scaling of the technology platform:

- Two strong business areas.
- From 2018, we built a therapy business alongside the diagnostics business.

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## RECURRING REVENUE SUPPORTS OUR GROWTH

Our business is built on a solid base and our systems have key regulatory approvals.

Our recurring revenue is growing, which creates stability and a new kind of predictability for us.

Our goal is financial success and minimizing future capital needs - we want to develop and evolve.

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## STRONG ORGANIZATION AND COMMITTED TEAM OF EXPERTS

Our Board and management team have extensive experience in the industry and strong evidence of both research and business development.

We are a desired employer among the experts in our industry.

# Nexstim Business Summary H1 2021

- Nexstim's historically best first half measured by net sales, operating result and result for the review period
- Our business has adapted very well to the changes in the operating environment caused by the COVID-19 pandemic
  - **7 new NBS Systems** sold and delivered during the review period
  - Total of **5 new NBT® Systems sold** to clinics in North America and Europe, across multiple sites, for the treatment of MDD
- System sales were EUR 1.6M (2020 H1: EUR 0.6M), an increase of 186.6%. Recurring revenue accounted for EUR 1.4M (2020 H1: EUR 1.1M), an increase of 29.3%.
- 2021 H1 was the **Company's best reported half** to date
  - Net sales = EUR 3.0M (2020 H1: EUR 1.6M), an increase of 83.3%
  - Operating result = EUR -0.9M (2020 H1: EUR -1.8M), a 50.8% decrease in loss
- Diagnostics Business (NBS) net sales grew by 96.1% in 2021 H1 to EUR 1.8M (2020 H1: EUR 0.9M) and the Therapy Business (NBT®) net sales grew by 67.3% in 2021 H1 amounting to EUR 1.2M (2020 H1: EUR 0.7M)
- During the spring, a successful rights issue was arranged, which was oversubscribed and a total of EUR 6.6M in new capital was raised
- The strategy updated by Nexstim during the review period for 2021-2024 focuses on profitable growth in the Diagnostics and Therapy business

# Thank you!

