## ONMRD MEDIC/L

Company Deck December 2024



### **Forward Looking Statements**

This Presentation may include statements, including the Company's financial and operational mediumterm objectives, that may be deemed to be "forward-looking statements". These forward-looking statements may be identified by the use of forward-looking terminology, including the terms " believes", " aims", " forecasts", " continues", " estimates", " plans", " projects", " anticipates", " expects", " intends", " may", " or " or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. Forward-looking statements may and often do differ materially from actual results. Any forward-looking statements reflect the Company's current view concerning future events and are subject to risks relating to future events and other risks, uncertainties, and assumptions relating to the Company's business, results of operations, financial position, liquidity, prospects, growth, or strategies. Forward-looking statements speak only as of the date they are made.

## Company Overview

### ONWARD® Medical at a Glance

#### Key Facts

- Founded in 2015
- 。~100 FTEs
- HQ in the Netherlands
- Science and Engineering Center in Switzerland
- Growing US presence
- IPO 2021; listed on Euronext
   Brussels, Amsterdam, and Paris
- Research coverage from Stifel, Bryan, Garnier & Co, KBC Securities, Degroof Petercam and Kepler Cheuvreux

#### **Technology:** 3 purpose-built neuromodulation platforms

- o **ARC**<sup>EX®</sup> delivers ARC Therapy<sup>™</sup> externally through the skin
- **ARC<sup>IM®</sup>** delivers ARC Therapy via a fully implanted system
- **ARC<sup>BCI™</sup>** pairs ARC<sup>IM</sup> with an implanted brain-computer interface to restore thoughtdriven movement via our wireless DigitalBridge<sup>™</sup>
- Innovation: 10 FDA Breakthrough Device Designations; 270+ issued patents<sup>1</sup>

#### **Clinical Success:**

- Safety and effectiveness of ARC<sup>EX</sup> Therapy for upper limb mobility<sup>2</sup> demonstrated in Up-LIFT clinical trial; results published in *Nature Medicine*, May 2024
- **Positive interim results** for ARC<sup>IM</sup> Therapy to improve blood pressure regulation
- Market Opportunity: \$20B+ / €19B+ total addressable market with limited competition
- Commercialization: ARC<sup>EX</sup> System received FDA De Novo classification and US market authorization December 2024; limited US launch planned Q1 2025 followed by full launch Q2 2025

Note: 1 EUR = 1.1 USD; FTE and patent figures as of end of Q2 2024 <sup>1</sup> Includes EP country validations

<sup>2</sup> Indication as per FDA authorization is to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive)

Received FDA authorization for ARC<sup>EX</sup> System, secured rights to BCI technology, raised EUR 50M, and recruited new Board Chairman

### **Recent Catalysts**



**FDA US market authorization** for ARC<sup>EX</sup> System received December 2024 to **improve hand sensation and strength**<sup>1</sup>; first system approved for noninvasive spinal cord stimulation for people with spinal cord injury



Secured **exclusive rights to Clinatec's WIMAGINE BCI technology**,

providing opportunity to be first to market with BCI-enabled system to restore thought-driven movement after paralysis



Welcomed former Medtronic President and Executive Committee member Rob ten Hoedt as **incoming Chairman of the Board** 

### ottobock.

Successfully **raised** €50M in upsized capital increase including strategic investment from Ottobock and extending cash runway to two years or more

<sup>1</sup> The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive).

### There are no cures nor effective therapies for spinal cord injury (SCI)

#### **Unmet Need**

#### Devastating

Not only paralysis & loss of sensation; frequently also infection, incontinence, blood pressure instability, loss of sexual function, and other challenges

Assistance required to support activities of daily life

Quality of life can be poor

#### Prevalent

US & Europe<sup>1,2</sup> Prevalence ~650,000 Incidence ~50,000

**Global**<sup>2</sup> Prevalence **~7,000,000** Incidence **~768,000** 

#### Costly

Avg Lifetime Cost<sup>3</sup> (paraplegic) \$2.9M / C2.6M

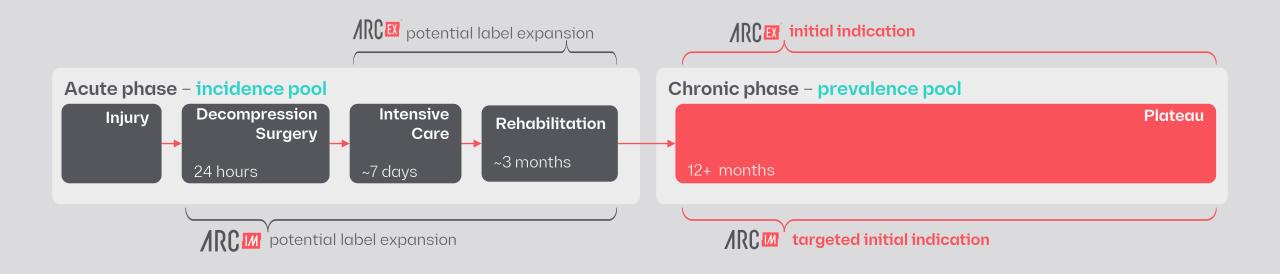
#### Avg Lifetime Cost<sup>3</sup> (tetraplegic) \$5.11/1 / €4.61/1

NSCISC Annual Report, US and Europe only. World Health Organization Fact Sheet, November 2013, estimate 40-80 cases per million <sup>2</sup> Kumar et al. 2018, Traumatic Spinal Injury: Global Epidemiology and Worldwide Volume © NSCISC Traumatic Spinal Cord Injury Facts and Figures at a Glance (2023 SCI Data Sheet): estimated lifetime costs for a person aged 25 at the time of injury with injury severity AIS A calculated as the average cost for a person with high tetraplegia and a person with low tetraplegia

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Current standard terminates care after rehabilitation period; initial ONWARD focus is chronic phase; future opportunity in acute phase

### **Patient Journey**



Targeted, programmed electrical stimulation of the spinal cord to restore movement, function, and independence in people with spinal cord injury

#### /RC < 3 cm $\downarrow$ < 3 cm $\bigcirc$ 9.16ONW/RD **ARCIM** ONW/RD Serial Number **ARCIM** Serial Number

Note: ARC<sup>IM</sup> and ARC<sup>BCI</sup> are investigational devices, not available for commercial use. The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive).

**Our Technology** 

### Limited competition with safeguards against future competition



#### Similar Pre-Commercial Technologies

- Intellectual property controlled by UCLA and ONWARD Medical
- Limited **funding** raised to date<sup>1</sup>
- Academic management teams

#### **No Direct Competitors**

Potential future competition from spinal cord stimulators for pain and other existing indications

- Currently **supporting academic research** with existing technology
- **Several years** required to reach parity with ONWARD Medical and market a competing technology
- Likely to **enter space via M&A**, leveraging balance sheets



### Competition



#### **No Direct Competitors**

Focus of other BCI companies is to record brain signals to establish the capability to **control or communicate with computers** 

ONWARD Medical has **unique focus on restoring movement** of the human body and WIMAGINE BCI has been successfully implanted in 3 humans for this purpose

WIMAGINE BCI is ideal current technology, but our **ARC-BCI System is agnostic and flexible**, providing opportunity to partner with others in the future

#### ONWARD Medical's first-mover advantage has provided path to large and formidable IP position with 270+ patents<sup>2</sup>

Note: ARC<sup>M</sup> and ARC<sup>BCI</sup> are investigational devices, not available for commercial use. The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive). <sup>1</sup>Less than \$4M raised by Company A in private capital as of February 2024 (source: PitchBook); Company B's total funding not sufficiently material to be tracked by PitchBook <sup>2</sup> Patent figures as of d of Q2 2024, including EP country validations Commercialize ARCEX System in US and Europe and conduct ARC<sup>™</sup> Empower BP pivotal study

#### Short Term 2024/2025

#### Medium Term 2026/2027

### **Company Focus** Long Term

#### Commercialize external platform (ARC<sup>EX</sup>)

First indication: Hand sensation & strength Population: SCI

Generate revenue and develop market for ARC<sup>™</sup>

#### Commercialize implantable platform (ARC<sup>IM</sup>)

First indication<sup>.</sup> Blood Pressure

Population: SCI

< 3 cm

ONW/RD **ARC**<sup>™</sup>

Serial Number

#### Enter traditional medtech NASDAO IPO/M&A window

**Expand labeling and platforms** 

2026/2027+

New indications and platforms to be assessed such as BCI

Populations: SCI, Parkinson's, Stroke

ONW/RD

**ARCIM** 

Serial Numb

Note: ARC<sup>M</sup> and ARC<sup>BCI</sup> are investigational devices, not available for commercial use. The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive); SCI = Spinal Cord Injury.

### One commercial indication and 8 additional indications under clinical or pre-clinical evaluation

### **Current Pipeline**

Short and medium term focus

Funded primarily through grants and research partners

Platform	Indication	FDA BDD <sup>1</sup>	Pre-clinical	Human PoC	Clinical Feasibility²	Pivotal	Commercial
ARCEX	Hand sensation & strength	$\checkmark$	0				O
<b>ARC</b> <sup>IM</sup>	Blood Pressure	$\checkmark$	0			y expected to art 1H 2025	
ARC™	Mobility / Second Indication	$\checkmark$	0		—— <b>O</b>		
ARCEX	Mobility	$\checkmark$	0	O			
<b>ARC</b> <sup>IM</sup>	Parkinson's - Mobility		0		O		
ARC <sup>™</sup>	Bladder	$\checkmark$	0—0	Human PoC expected in 2025 <sup>3</sup>			
ARC <sup>BCI</sup>	Mobility	$\checkmark$	0		O		
ARC <sup>BCI</sup>	Upper Limb		0		O		
ARCDBS	Mobility		0	0			
✓ BDD <sup>1</sup> Gra	nted O Current Roadm	ap <mark>O</mark> La	bel Expansion	O Platform Expans	sion		

Note: The company may modify the pipeline based on clinical progress and marketplace considerations

<sup>1</sup> BDD = FDA Breakthrough Device Designation. ONWARD has been granted four additional BDDs for ARC<sup>EX</sup> Bladder, ARC<sup>EX</sup> Blood Pressure, ARC<sup>EX</sup> Spasticity and ARC<sup>M</sup> Spasticity

<sup>2</sup> Includes both early feasibility (typically before device design finalized) and feasibility (near-final or final device design) studies

<sup>3</sup> Funded by Christopher & Dana Reeve Foundation grant, conducted by EPFL

## Technology and Evidence

### External system for non-invasive, programmed stimulation of the spinal cord



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### **External Platform**



Note: The ARC<sup>EX</sup> System is to deliver programmed, transcutumeous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive).

## First indication: Hand strength and sensation<sup>1</sup>

#### TAM $\square$ 56.0B / $\in$ 5.5B $\square$ US & EU eligible population 199,000<sup>2</sup> (34% of SCI cases<sup>3</sup>)

<sup>1</sup>The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive).C<sup>2</sup> Primarily driven by home use opportunity (vs. clinic use)

<sup>3</sup> Company data, epidemiology data from 2022 NSCISC Annual Statistical Report Complete Public Version

Met all primary and secondary endpoints, demonstrating safety and effectiveness in improving upper limb function after SCI

(n=65, 14 trial sites globally)

# $\bigcirc$

### 90%

Improved in at least one primary strength or function assessment



### 87%

Reported improvement in overall **quality of life** 

**34** yrs

Improvements demonstrated up to 34 years post-injury

SCI = Spinal Cord Injury

Moritz, Chet, et al. "Non-invasive spinal cord stimulation for arm and hand function in chronic tetraplegia: a safety and efficacy trial." Nature Medicine. 2024. Smaby, Niels, et al. "Identification of key pinch forces required to complete functional tasks." Journal of Rehabilitation Research and Development. 2004. Kirshblum, Steven C, et al. "International standards for neurological classification of spinal cord injury (revised 2011)." The Journal of Spinal Cord Medicine. 2011.

Note 1: The ARC<sup>EX</sup> System is intended to deliver programmed, transcutaneous electrical spinal cord stimulation in conjunction with functional task practice in the clinic to improve hand sensation and strength in individuals between 18 and 75 years old that present with a chronic, non-progressive neurological deficit resulting from an incomplete spinal cord injury (C2-C8 inclusive).

Note 2: Patient testimonials reflect individual experiences and outcomes, which may vary. Please review the full product label and clinical study data.

### Pivotal Trial Results ARC<sup>EX</sup> Therapy

No serious device-related adverse events

Study participants also reported **reduced spasm frequency**, **improved sleep**, and **improved upper body sensation**, including the **sense of touch** 

Examples of daily activity progress made by ARC<sup>EX</sup> Therapy users include **lifting filled cups, pushing a button on a remote control, and picking up objects with a fork** 

Improved hand ability

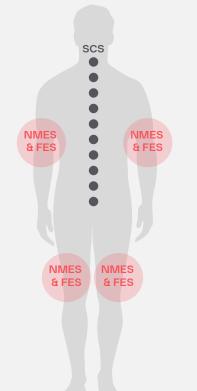
Improved quality of life



### ARC<sup>EX</sup> is significantly different from other available non-invasive stimulation devices

### How is ARC<sup>EX</sup> Different?

#### **Stimulation Targets**



#### **ONWARD ARCEX Advantages**

#### **SCI** specific

Designed for individuals with spinal cord injury (SCI), with the Up-LIFT study demonstrating safety and effectiveness in this population

#### **Convenient setup**

A quick and easy non-invasive setup with just four electrodes, allowing full freedom of motion to interact with objects and perform tasks while training

#### Volitionally driven

Stimulation excites the spinal cord so that signals from the brain to the body weakened or interrupted by an SCI can produce voluntary movement

#### Muscle engagement

Stimulating the spinal cord facilitates engagement of multiple muscle groups for complex movements and leverages natural muscle recruitment patterns for fine motor control and reduced fatigue

#### **Persisting benefits**

Lasting improvements in sensation and strength (measured with stimulation off)

NMES = NeuroMuscular Electrical Stimulation; FES = Functional Electrical Stimulation; SCS = Spinal Cord Stimulation Moritz, Chet, et al. "Non-invasive spinal cord stimulation for arm and hand function in chronic tetraplegia: a safety and efficacy trial." *Nature Medicine*. 2024. Gad P, et al. "Non-Invasive Activation of Cervical Spinal Networks after Severe Paralysis." *J Neurotrauma*. 2018. Rahman MA, et al. "Trans-Spinal Electrical Stimulation Therapy for Functional Rehabilitation after Spinal Cord Injury: Review." *J Clin Med*. 2022.



IPG and leads for direct, programmed stimulation of the spinal cord

### /IRC M Implantable Platform



Note: For investigational use only; IPG = Implantable Pulse Generator

#### 

First indication: Management of blood pressure instability

 TAM
 OOO
 US & EU eligible population

 \$7.3B / €6.6B
 000
 US & EU eligible population

 \$15,000 (37% of SCI cases<sup>4</sup>)

### Prioritizing highly commercially viable therapy as first indication

### Blood Pressure Indication

### ONWARD Medical is pursuing a therapy for **managing blood pressure instability**:

- High commercial viability
- Cardiac dysfunction is leading cause of death among people with SCI<sup>1</sup>
- **Highly prevalent**, affecting almost 75% of people with SCI (nearly 500,000 people in the US & Europe)
- Includes Orthostatic Hypotension (OH) and Autonomic Dysreflexia (AD), expected to result in increased awareness and clinical acceptance

## nature

## DARPA

#### Validation

Paper detailing our approach was published January 2021

ONWARD and partners receiving up to \$36M grant

#### Reported December 2022, 10 participants across studies in Canada and Switzerland

#### Summary Results

- All participants had increased blood pressure with stimulation
- All participants who were on anti-hypotensive medication reduced dosage or stopped medication completely
- All participants reported reduction of orthostatic hypotension in daily life, feeling more energized and less dizzy
- Partners report higher levels of energy and increased participation in social interaction, during meals and family time
- All participants **use stimulation actively** in daily life, several during the entire waking day (>10h per day)
- Quality of Life improved in all participants

Note: For investigational use only

<sup>1</sup> Comment reflects the experience of a single study participant and should not be extrapolated to reflect study results nor claims.

### ARC<sup>IM</sup> Interim Blood Pressure Results

*"My outlook on life has become more positive. I feel more awake and less tired and dizzy. I have a lot more appetite for life"*1

Publication of peer-reviewed interim results for blood pressure indication expected in toptier scientific journal in 1H 2025



### Next indication: Standing and walking

<sup>1</sup> Company data, epidemiology data from 2022 NSCISC Annual Statistical Repo<u>rt Complete Public Version</u>

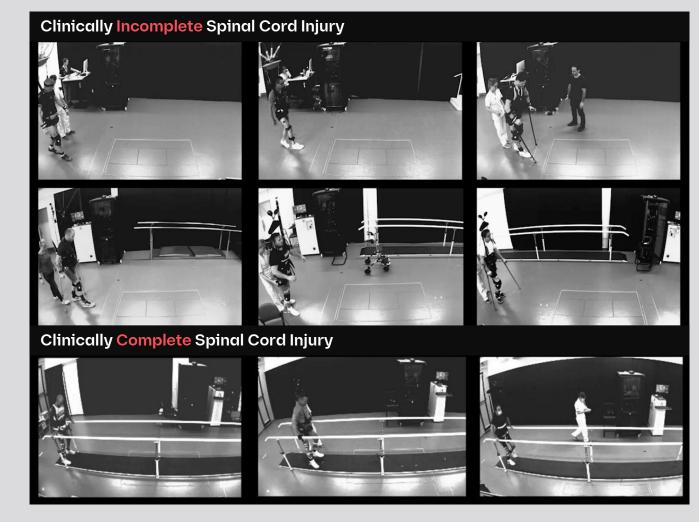
Ability to stand and walk restored in 9 participants with chronic injuries; even those with AIS-A severity



Targeting lipoprotein(a) with siRNA

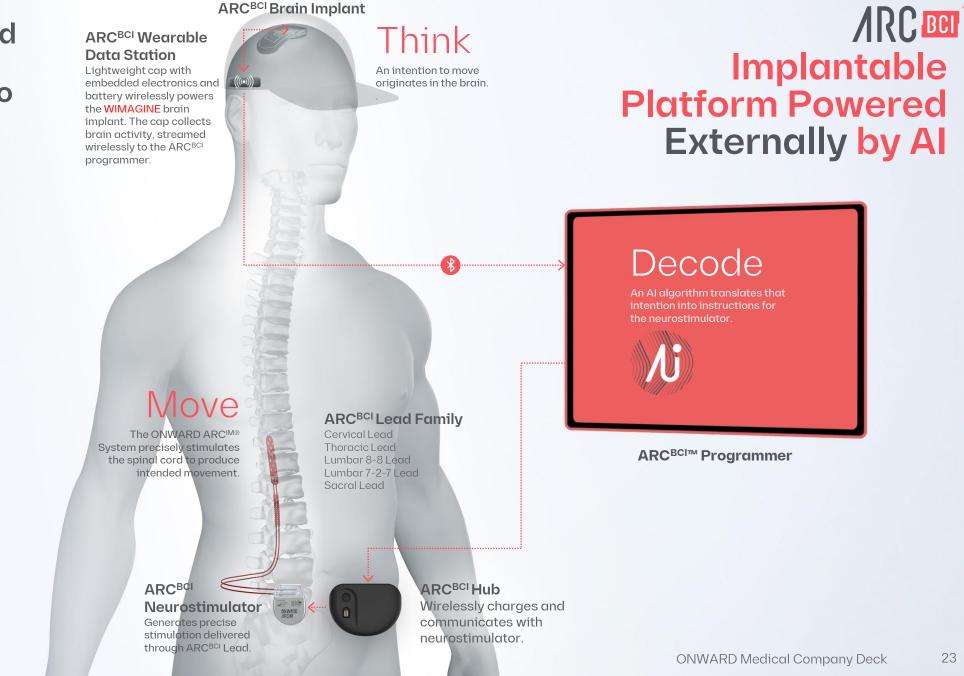
ClinicalTrials.gov Identifier: NCT02936453

### **Mobility - STIMO Trial**



Note: For investigational use only

Brain and spinal cord are reconnected by our DigitalBridge<sup>™</sup> to restore thoughtdriven movement



### **ARC DO** First indication: Mobility or Upper Limb

### ONWARD Medical is strategically well positioned to benefit from advances in BCI technology

### Brain Computer Interface (BCI)

#### **BCI landscape**

- Multiple companies racing to develop implanted brain recording devices
- All these companies are focused on recording brain signals to establish the capability to **control or communicate with computers**



#### **ONWARD Medical differentiation**

- Advancing BCI technology to restore movement of the human body using our ARC<sup>IM</sup> spinal cord stimulation therapy
- Secured exclusive rights to CEA-Clinatec's WIMAGINE
   BCI technology, optimally suited for ONWARD's indications
- ARC<sup>IM</sup> platform is **"BCI-ready"** (i.e. designed to receive wireless signals from a BCI), meaning ONWARD could eventually **partner with additional BCI companies**

Note: For investigational use only

#### CEA's WIMAGINE BCI enables our imperative to be first-to-market with BCIaugmented movement restoration



- SafetyCEA's WIMAGINE system is cleared for human<br/>research with ~7 years of human safety data;<br/>already restored movement in three humans
- Invasiveness WIMAGINE implant procedure is less invasive, offering lower risk than subdural or brain penetrating electrodes
- ResolutionWIMAGINE provides sufficient resolution and<br/>coverage of motor cortex to enable thought-driven<br/>movement restoration

### **BCI Selection Considerations**

Other BCI technologies



A limited number of other BCI platforms cleared for investigation in humans; **none have yet been used to restore movement of the human body** 

Use subdural, brain penetrating, or intravascular electrodes, bringing **higher risk than the epidural WIMAGINE platform** (e.g. inflammation, perforation, thrombosis)

**May provide too little or too much resolution (overkill)**; may face difficulties offering sufficient access to or coverage of the motor cortex

#### **ARC<sup>BCI</sup> timeline**

First-in-human Mobility 2021 First-in-human Upper Limb 2023 Additional implants with first generation technology 2024+

**Pivotal study** 

Commercialization

Potential window for next generation technology 🕇

## Commercial

#### Enthusiasm from leading patient advocacy organizations and eagerness from SCI community

### High Awareness and Pent-Up Demand

Strong relationships with **leading patient advocacy organizations** to drive awareness and market access **2500+ people** with SCI or their family members have reached out to ONWARD Medical to inquire about our therapies since 2020 **What are they saying:** 



"Functional recovery once deemed impossible may now be in reach"

Marco Baptista, Ph.D. Chief Scientific Officer Christopher & Dana Reeve Foundation



Fördergemeinschaft der Querschnittgelähmten in Deutschland e.V.

"I have been following this closely for over 20 years, nothing like this has been brought to the clinical setting"

**Kevin Schultes** Chairman of the Executive Board German Spinal Injuries Association (FGQ)



"This is our most visible success!"

**Anita Gerhardter** CEO Wings for Life

**G** Unlike anything currently on the market. [It has] the depth of stim to reach central nervous system, which is the biggest challenge today

**66** This **allows the patient to continue to improve at home** and optimizes therapy time when they're in the clinic 66 I want my patients to **experience independence again** [unanimous value proposition after seeing potential claims] The product provides hope to a unique community that does not always feel heard. 10 out of 10, this brings clinical benefit

Note: Quotes taken from interviews with clinical and economic stakeholders in the US and Germany

#### Current focus are SCI rehabilitation clinics which are at the core of ONWARD's commercialization strategy

### Rehabilitation Clinic Importance



### Clinics to purchase ARC<sup>EX</sup> devices for in-clinic use and bill for therapy sessions

- Opportunity to re-engage chronic patients not currently undergoing care
- Clinics to **prescribe home use** of ARC<sup>EX</sup>
  - Opportunity extends to new patients or chronic patients not currently undergoing care
  - Clinics can bill for therapy sessions, evaluation, set-up, and training

Expected in 2026/2027

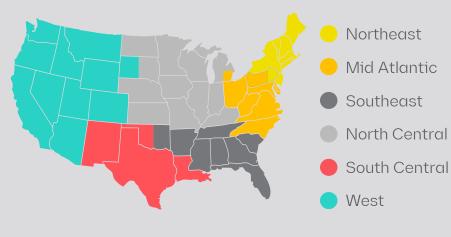
- Clinics to refer patients to neurosurgeons and ortho/spine surgeons for ARC<sup>IM</sup> implants
- Patients will return to clinics for ongoing care and therapy adjustments

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### Build enduring relationships with priority target customers; high customer concentration

**Call Points** 

#### US



#### **Geographical focus**

US and select European markets with sophisticated neurorehabilitation infrastructure, clinical partnerships, and/or favorable reimbursement for medical innovation

### ~450

Specialist SCI and general rehab centers

**Initial focus**: ~75 Tier 1 accounts including VA SCI hub centers, Up-LIFT investigational sites and other US flagship SCI clinics

Sales force deployment: Expect to start with 6 Sales Reps

### Targeting and Channel Strategy

#### Europe • UK • France • Germany • Netherlands • Switzerland

Specialist rehab centers

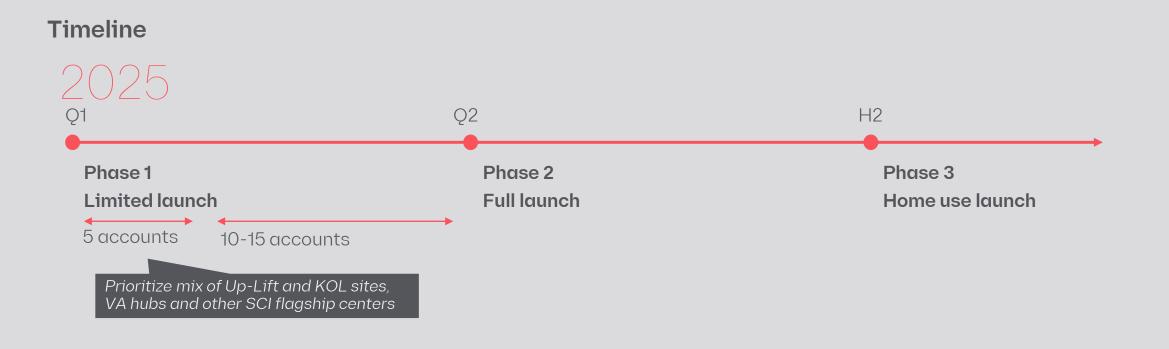
**Initial focus**: ~30 accounts including DMGP member paraplegia centers in Germany, chiefly BG SCI Kliniks

**Sales force deployment:** Expect to start with 2-5 Sales Reps in Europe and UK

LIFT study	s will be VA SCI hubs, Up- sites, and other high luential SCI clinics	US Clinic Targeting and Salesforce Ramp		
	ြ Initial Focus	At Scale		
Total accounts	~75	~375		
Account types	<ul> <li>O Up-Lift and KOL sites (~10-15)</li> <li>O VA hubs (~25)</li> <li>O Other SCI flagship centers (~35-40)</li> </ul>	<ul> <li>VA spokes (~135)</li> <li>Other rehabilitation centers (~240)</li> </ul>		
Accounts per sales rep <sup>1</sup>	r 10-15	20-25		
Size of field organization	Initially 6 sales reps, increasing to as nany as 12 by year-end	20-25		

#### Limited launch through Q1 2025

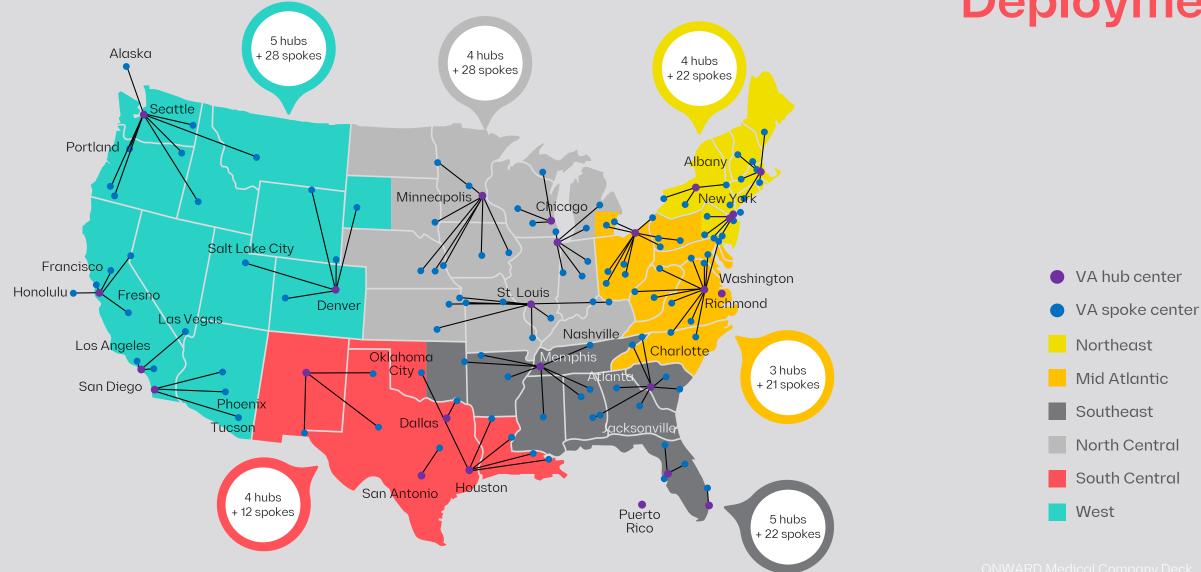
### **ARC<sup>EX</sup> Launch** Timeline



ARC<sup>EX</sup> launch timeline supports **focus on key accounts** and **enables learning** from initial sales

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#### **Territory distribution aligns with VA** account distribution



#### **US Sales Deployment**

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### ARC<sup>EX</sup> System reimbursement pathways open soon after regulatory authorization for home use



 US
 Europe

 Initially target Veterans Affairs beneficiaries, Workers'<br/>Compensation opportunities, and self-pay market to<br/>establish pricing history, while capturing real-world<br/>data to support pursuit of new CMS HCPCS code.
 Initial plan to commercialize in Germany, UK, France, Netherlands,<br/>and Switzerland; focus will be on clinic vs. home sales. Target<br/>markets selected based on reimbursement environment for new<br/>technologies and sophistication of SCI rehabilitation infrastructure.

 CMS has indicated its desire to identify an accelerated path to<br/>coverage for Breakthrough therapies (TCET).
 In largest European market (Corman) diagnasis (ICD) and

/RC M

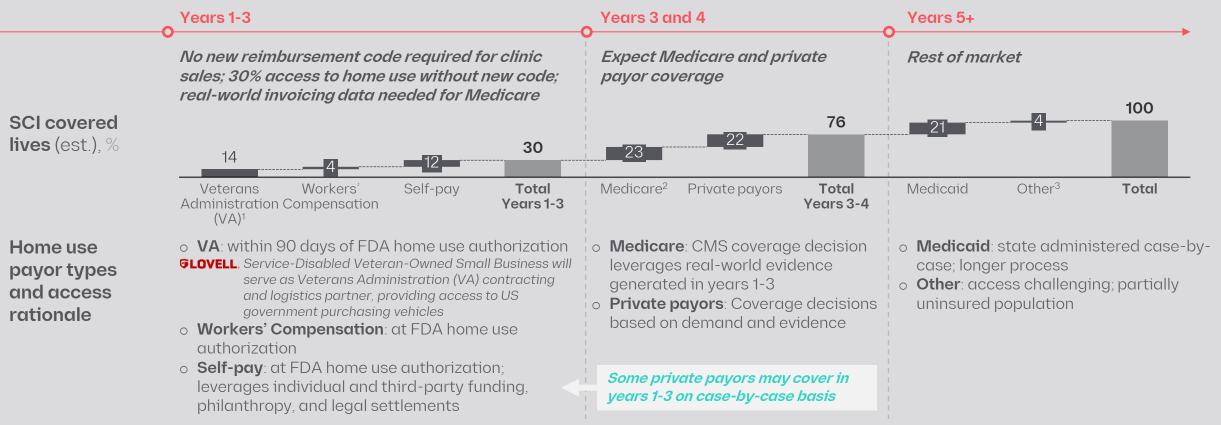
Apply for new Category III CPT code to facilitate billing from day 1, with evidence generation plan to build case for new Category I code over time.

Leverage eligibility for incremental payment in outpatient (TPT) and inpatient (NTAP) settings in interim.

Breakthrough Designation satisfies "substantial clinical improvement" for outpatient (TPT) and inpatient (NTAP) addon payments and "newness" requirements for NTAP. In largest European market (Germany), diagnosis (ICD) and procedural (OPS) codes are in place for planned indications, and a pathway exists to negotiate supplemental fee to cover ARC<sup>IM</sup> procedure at a rate commensurate with the new, differentiated procedure.

Note: CMS = Centers for Medicare and Medicaid Services; CPT = Current Procedural Terminology; HCPCS = Healthcare Common Procedure Coding System; NTAP = New Technology Add-on Payment; TCET = Transitional Coverage for Emerging Technologies; TPT = Transitional Passthrough payment Success in clinics will drive home use, which will generate data required for broad reimbursement; access to ~30% of market soon after home use authorization

### US Home Market Access Landscape and Evolution



CMS = Centers for Medicare and Medicaid Services

Note: Assumes 300k people with SCI in the US, out of which 42k are potential VA patients; assumes primary payor breakdown as per NSCISC 2021 Annual Report 5 years post-injury for remaining 258k non-VA patients; assumes patients who can be accessed through self-pay represent 20% of "private payors" pool, 20% of "workers' compensation" pool, 15% of "Medicare" pool and 5% of "Medicaid" pool.

<sup>1</sup> Includes veterans with SCI who are not currently seen at VA centers but who may be eligible for VA coverage

<sup>2</sup> Medicare covered lives are split 50/50 between fee-for-service (CMS administered) and Medicare Advantage (private payor (MAC) administered). CMS decisions affect coverage for all, but private payors set payment for Medicare Advantage covered lives and are not required to follow CMS payment assignments.

<sup>3</sup> Includes other government, no pay, private funds and other payor categories from NSCISC 2021 Annual Report (may include people uninsured or not covered)

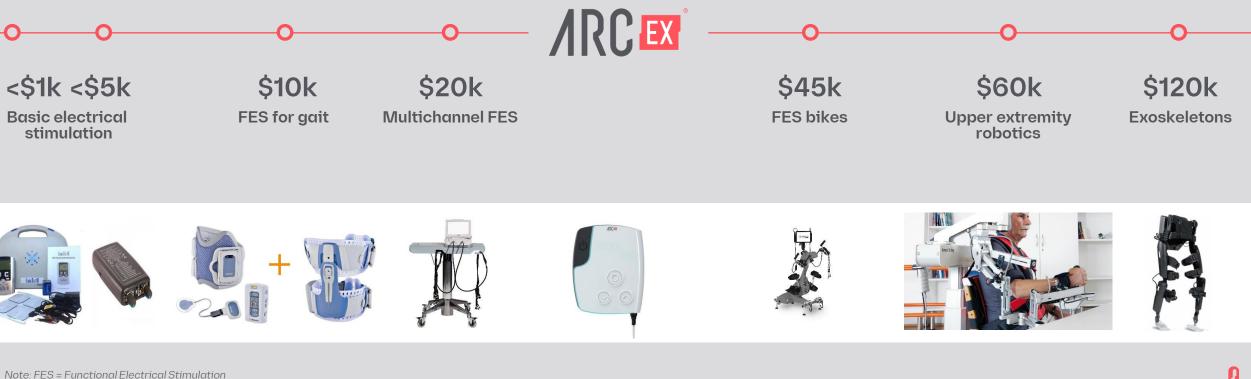
Source: Company estimates; VA; NIH National Center for Biotechnology Information (NCBI); NSCISC 2021 Annual Report

Source: Provider facility interviews (US, Germany); company research and SCI community discussions; publicly available pricing information

#### **Competitive benchmarking vs. rehab** devices widely available in the US and Western Europe

**FES & other electrical stimulation devices** 





### Positioning

**Exoskeletons & FES bikes** 

### Highly scalable and efficient manufacturing operations and supply chain

### ARC<sup>EX</sup> Supply Chain & Operations



#### Scalable manufacturing process

- Use of **easily sourced standard components and raw materials**, providing flexibility and security in procurement
- Leveraging contract manufacturer for stimulator, with ample capacity to manufacture beyond currently forecasted volumes
- Final kitting at ONWARD facility, with **less than 60 minutes** assembly time

#### Supplier risk mitigations

- **Build early** to ensure product availability and seamless delivery at launch
- Build units in large lots to maximize yield





### Experienced, global management team with the expertise to commercialize



Dave Marver

Seasoned medical technology executive with 30 years of global experience. Nearly **15 years with Medtronic** in a variety of Vice President roles in the US and Europe. Has served as **CEO of listed companies on NASDAQ and Euronext**: raised over

**Euronext**; raised over \$200M in capital via IPO and private financings; companies have developed three Time Magazine Best Invention awards.



**Rob Ten Hoedt** Incoming Chairman of the Board

Former Medtronic President and Executive Committee Member. Over 30 years of experience in medical devices, with successful track record in technology development and business-model innovation. Former Chairman of MedTech Europe, the Association representing the medical technology industry in Europe.



**Erika Ross Ellison, PhD** VP Clinical, Regulatory and Quality

Former Leader of Abbott Neuromodulation's Clinical function Former neuroscience director at Cala Health. a neuromodulation device company. Former professor of Neurosurgery at Mayo **Clinic**. PhD in Neuroscience from Mavo Clinic, BS in Biology and MSc in Molecular Biology from the University of Denver.



Julien Camisani VP Engineering

Over 20 years of experience with **proven leadership across R&D, manufacturing**, IP and product management for companies like **Cytiva**, **GE Healthcare and Biosafe**. Holds dual master's degrees in Embedded Systems from the University of Lugano, collaborating with **ETH Zurich and Politecnico di Milano and an MBA** from the University of Cumbria.



**Bob Odell** VP Operations

Decades of medtech leadership experience including Class II and Class III devices for **hospitals, clinics and home use**. Former **President & COO of Cardiac Insight** and former COO of Cardiac Science. Leadership roles with **GE Healthcare, Siemens, Philips and Medtronic.**  Amori Fraser Finance Director

~20 vears of **experience** in both finance and auditina. Worked as a **Senior** Manager at EY, specializing in financial reporting, regulatory compliance, financial analysis and internal controls Holds a **BComHons degree in Accounting Sciences** from the University of Pretoria and **is a** qualified Chartered Accountant (CA).



Team

Alexandre Casteau Head of Strategy & Corporate Development

Former management consultant with McKinsey & Company. with extensive healthcare corporate strategy expertise and proven track record in growth strategy and large-scale transformations. Launched and led the McKinsey Switzerland startup/ scaleup service line. Holds an MBA from 🛛 🚹 INSEAD and an MSc. from MIT

#### As of Sep 2024 - To be updated following Oct 2024 capital increase Strong shareholder base and access to capital

Shareholder	Country	% of capital
inkefcapital	Netherlands	11.5%
	Netherlands	10.8%
	Belgium	9.2%
	Germany	7.6%
INVESTNL	Netherlands	3.1%
	Greece	Undisclosed
Christopher & Dana Reeve Foundation	United States	Undisclosed
	United States	Undisclosed
	Denmark	1.5%
Ä	Sweden	1.4%
ava	France	1.7%1
BNP PARIBAS Belgium	Belgium	1.0%
	Sweden	0.7%
FONDITA	Finland	0.4%
	France	0.3%
рув	Norway	0.2%
Belpointe	United States	0.1%
CAPFI DELEN	Belgium	0.1%
CROSSINVEST	Italy	0.1%
CLAY Asset Management	France	0.1%
Belfius	Belgium	Undisclosed
	Germany	Undisclosed
Board members/Management	-	8.4%
Free float	-	41.9%
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### **Financial Profile**

#### **Listing venue**



EURONEXT Amsterdam, secondary listing on 21/10/2021

EURONEXT Paris, tertiary listing on 24/09/2024

#### Analyst coverage

Broker	Target Price	Recommendation
Bryan, Garnier & Co	€20.0	Buy
Degroof Petercam	€16.2	Buy
КВС	€10.4	Buy
STIFEL	€12.0	Buy
Kepler Cheuvreux	€10.0	Buy
Average	€13.7	Buy

o Initial credit tranche of €16M drawn down

in June 2024

o Up to €52.5M / \$58M of tranched growth capital secured

RUNWAY

Strategic investment from Ottobock, with opportunities for future collaboration

### ottobock.

- A global leader in the fields of prosthetics, orthotics and exoskeleton technology
- Present in ~60 countries with 9000+ employees and 400+ patient care centers
- €~1.5B in revenues and €~280M adjusted
   EBITDA in 2023<sup>1</sup>
- ONWARD's largest shareholder with ~10% of shares since October 2024 capital raise
- Opportunity to explore future development and commercial collaboration opportunities

ONWARD Medical has the potential to become a gamechanger in the therapy of spinal cord injuries with its innovative solutions... Our investment in ONWARD is an investment in the future of medical technology."

**Strategic Investment** 

- Professor Hans Georg Näder Chairman of the Board & Owner, Ottobock SE & Co. KGaA High-growth market segment with successful peers reaching significant valuations

### Neurostimulation Comps

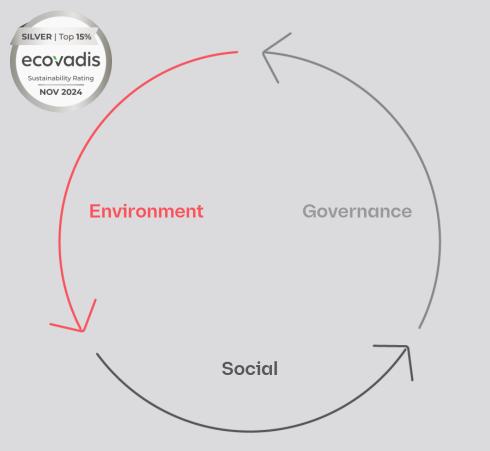
Size	Comparable Companies				
\$14.8B	Company	HQ	Exit Year	Exit Type	<b>Equity Value</b> (\$)
(2030E)	Axonics		2024	M&A	M&A offer price: ~3.7B <sup>1</sup>
<b>CAGR</b> 12.2%	<b>A Inspire</b>		2018	IPO	Current market cap: 5.9B <sup>2</sup>
(2023E – 2030E)					

Sources: Global News Wire – Vantage Market Research – Global Neurostimulation Devices Market Size for market size and CAGR; FactSet as of 6-Sep-24

<sup>1</sup> Based on Boston Scientific press release as of 8-Jan-24 <sup>2</sup> FactSet as of 6-Sep-24

### Ranked in top 15% globally for corporate sustainability by EcoVadis

#### 5 principles in support of 9 SDGs<sup>1</sup>



#### O Environment



Minimizing our environmental footprint

#### O Social



Innovating for the underserved Partnering with patient groups

#### Governance



Maintaining high ethical standards



Attracting & retaining top talent

### Sustainability Summary

### Performance on key sustainability metrics

88%

of purchased electricity from renewable sources



of supervisor and manager roles held by women<sup>2</sup>



of top 20% of earners are women

#### Click <u>here</u> to access company report with details

Note 1: The silver medal award places ONWARD Medical in the top 15% of companies assessed by EcoVadis in the 12 months prior to the award Note 2: Figures for key sustainability metrics are as of end of 2023

<sup>1</sup> Source: <u>https://sdgs.un.org/goals</u>

<sup>2</sup> Defined as employees with one or more direct reports

### Several important catalysts expected in the next 12 months

#### Upcoming Milestones and News Flow

<b>ARC<sup>EX</sup> FDA authorization</b> (US) Hand sensation & strength	ARC <sup>EX</sup> First commercial sale (US) Hand sensation & strength	ARC <sup>EX</sup> Home use submission (US) Hand sensation & strength	ARC <sup>EX</sup> Home use authorization (US) Hand sensation & strength	ARC <sup>EX</sup> MDR submission (EU) Hand sensation & strength
<b>ARC<sup>EX</sup> CE mark</b> (EU) Hand sensation & strength	ARC <sup>EX</sup> First commercial sale (OUS) Hand sensation & strength	ARC <sup>IM</sup> First participant enrollment <sup>1</sup> Early feasibility study Parkinson's mobility	ARC <sup>IM</sup> Interim results publication Blood pressure	ARC <sup>IM</sup> IDE submission Empower BP pivotal study Blood pressure
ARC <sup>IM</sup> IDE approval Empower BP pivotal study Blood pressure	ARC <sup>IM</sup> First participant enrollment Empower BP pivotal study Blood pressure	ARC <sup>IM</sup> First-in-human <sup>2</sup> Bladder	ARC <sup>BCI</sup> Additional implants <sup>3</sup> Upper limb and Mobility	

Note: All platforms and therapies are for investigational use only

<sup>1</sup> Funded by Michael J. Fox Foundation for Parkinson's Research grant

<sup>2</sup> Funded by Christopher & Dana Reeve Foundation grant

<sup>3</sup> Funded by European Innovation Council and Christopher & Dana Reeve Foundation grants

### A compelling opportunity with large potential upside

### Key Takeaways



**\$20B+/€19B+ addressable market** with current roadmap; straightforward commercialization pathway



One **pivotal study completed with positive top line results; positive interim results from 2<sup>nd</sup> indication;** several additional indications planned



**Experienced**, **international management team** with proven track record



Innovation highlighted by **ten FDA Breakthrough Device Designation** awards and comprehensive IP portfolio of **270+ issued patents**<sup>1</sup>



Successful IPO in October 2021 with strong shareholder base and access to equity capital and debt financing



Leaders in BCI technology and therapy development; already multiple humans implanted with ARC-BCI Therapy (incl. newly licensed WIMAGINE BCI) to restore movement

Note: 1 EUR = 1.1 USD; patent figures as of end of Q2 2024 <sup>1</sup> Includes EP country validations

# **BINARD MEDICAL**