

# ONWARD<sup>®</sup> MEDICAL

Company Deck  
October 2024



# Forward Looking Statements

*This Presentation may include statements, including the Company's financial and operational medium-term 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<sup>®</sup> 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**
  - **ARC<sup>EX</sup>** delivers ARC Therapy™ 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 thought-driven movement via a wireless DigitalBridge™
- **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 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: First revenues expected 2H 2024** with ARC<sup>EX</sup> launch after FDA clearance

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

## Signed BCI license agreement, strengthened Board and raised €50M with cornerstone investment from Ottobock

# Recent Catalysts



**UBS**



**BRYAN, GARNIER & CO**

The European Growth Investment Bank

**ottobock.**

Secured **exclusive rights to Clinec'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**

Successfully **raised €50M in upsized capital increase**, extending cash runway to two years or more, with UBS and Bryan Garnier as Joint Bookrunners

Secured **strategic investment from Ottobock**, now the company's largest shareholder, with opportunity to explore future development and commercial collaboration opportunities



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 / €2.6M

Avg Lifetime Cost<sup>3</sup> (tetraplegic)

\$5.1M / €4.6M

Note: 1 EUR = 1.1 USD

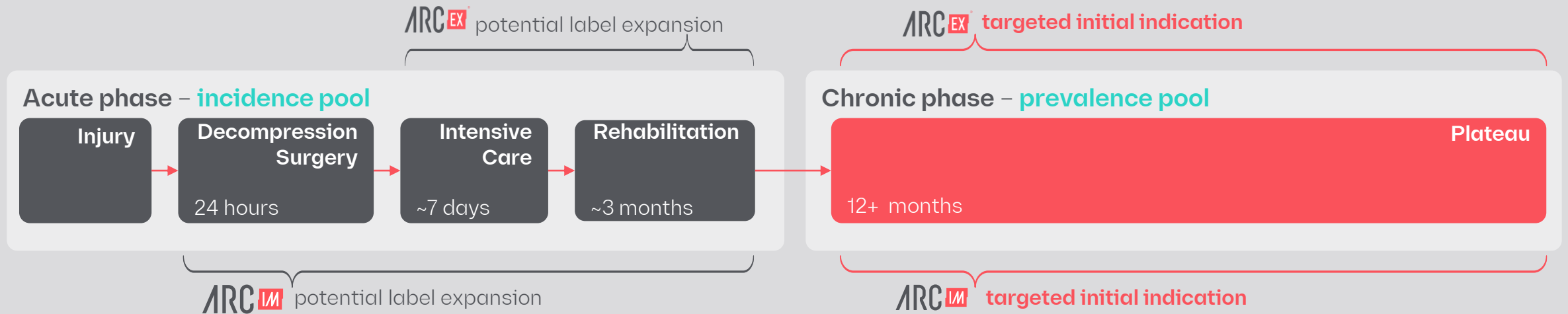
<sup>1</sup> NSCISC Annual Report, US and Europe only, World Health Organization Fact Sheet, November 2013, estimate 40-80 cases per million

<sup>2</sup> Kumaret al. 2018, Traumatic Spinal Injury, Global Epidemiology and Worldwide Volume

<sup>3</sup> 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 ABC; costs for a tetraplegic person calculated as the average cost for a person with high tetraplegia and a person with low tetraplegia

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

# Our Technology



ARC EX<sup>®</sup>



ARC IM<sup>®</sup>



ARC BCI<sup>®</sup>



Note: Investigational devices, not available for commercial use.



# Limited competition with safeguards against future competition



# Competition

## Similar Pre-Commercial Technologies

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

## No Direct Competitors

- Potential future competition from spinal cord stimulators for pain and other existing indications
- o Currently **supporting academic research** with existing technology
  - o **Several years** required to reach parity with ONWARD Medical and market a competing technology
  - o Likely to **enter space via M&A**, leveraging balance sheets



## 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: For investigational use only

<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

Reach commercial stage by year-end,  
then expand labeling and platforms

# Company Focus

## Short Term 2024

## Medium Term 2026/2027

## Long Term 2026/2027+

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

First indication: Upper Limb

Population: SCI

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

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

First indication: Blood Pressure

Population: SCI

Enter traditional medtech NASDAQ IPO/M&A window

### Expand labeling and platforms

New indications and platforms to be assessed such as BCI

Populations: SCI, Parkinson's, Stroke



Note: Investigational devices, not available for commercial use; SCI = Spinal Cord Injury.

# 9 indications under clinical or pre-clinical evaluation, with 3 in current roadmap

# 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 Feasibility <sup>2</sup>	Pivotal
ARC <sup>EX</sup>	Upper Limb	✓	○	○	○	○
ARC <sup>IM</sup>	Blood Pressure	✓	○	○	○	○
<i>Study expected to start early 2025</i>						
ARC <sup>IM</sup>	Mobility / Second Indication	✓	○	○	○	○
ARC <sup>EX</sup>	Mobility	✓	○	○	○	○
ARC <sup>IM</sup>	Parkinson's – Mobility		○	○	○	○
ARC <sup>IM</sup>	Bladder	✓	○	○	○	○
<i>Human PoC expected in 2025<sup>3</sup></i>						
ARC <sup>BCI</sup>	Mobility	✓	○	○	○	○
ARC <sup>BCI</sup>	Upper Limb		○	○	○	○
ARC <sup>DBS</sup>	Mobility		○	○	○	○

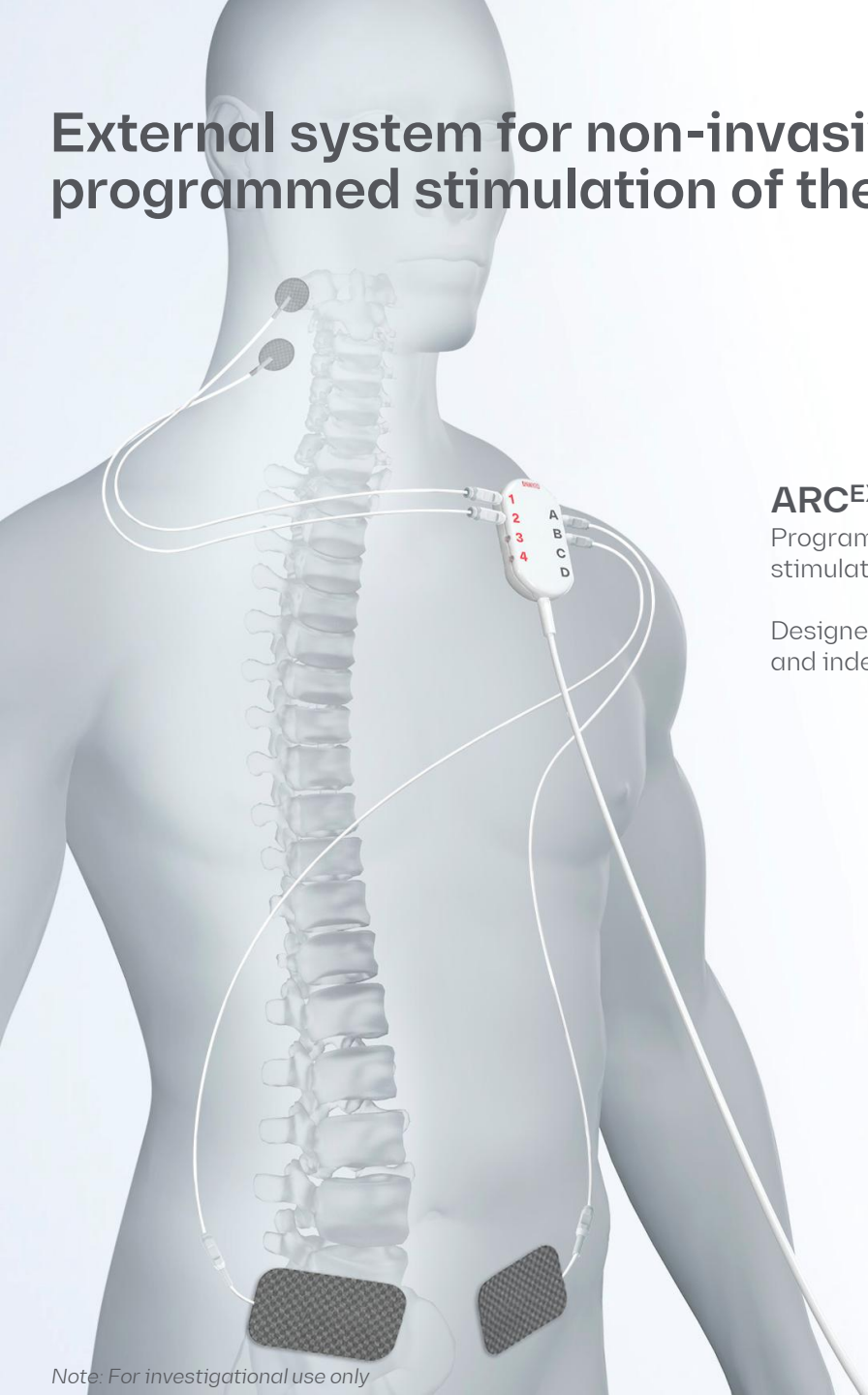
✓ BDD<sup>1</sup> Granted
 ○ Current Roadmap
○ Label Expansion
 Platform Expansion

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>IM</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



## ARC<sup>EX</sup> Therapy

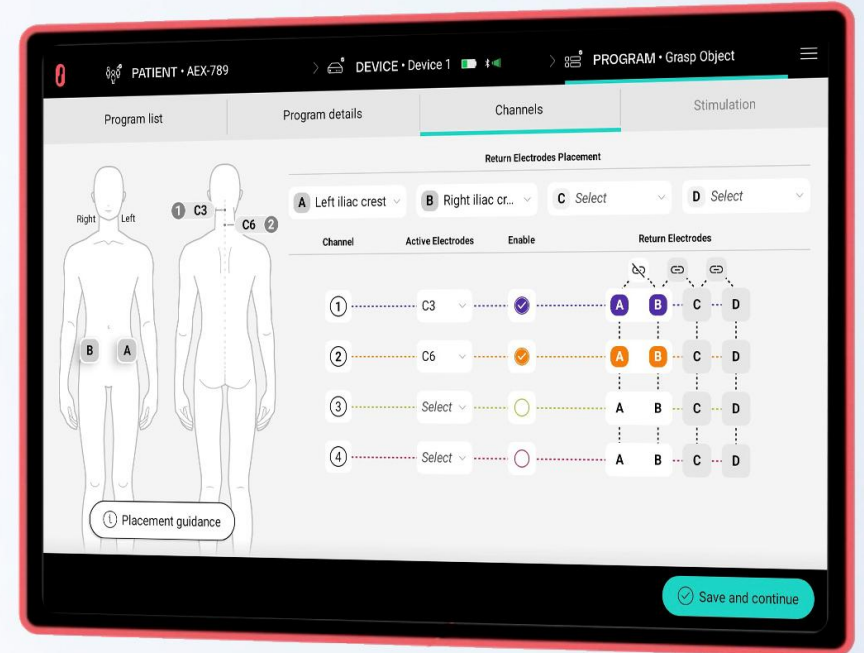
Programmed transcutaneous electrical stimulation to the spinal cord

Designed to restore movement, function, and independence in people with SCI



ARC<sup>EX</sup> Stimulator

# External Platform



ARC<sup>EX</sup> PRO & myARC<sup>EX</sup> app  
via ARC<sup>EX</sup> Programmer

## ARC<sup>EX</sup> Therapy

Individual stimulation parameters can be optimized for each patient's unique needs



ARC **EX**

# First indication: Strength and function of the hands and arms



TAM

**\$6.0B / €5.5B**



US & EU eligible population

**199,000\*** (34% of SCI cases<sup>†</sup>)

\* Primarily driven by home use opportunity (vs. clinic use)

<sup>†</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)

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**

- 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 functional 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

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

Improved hand function



Improved quality of life



FDA clearance  
expected  
in Q4 2024



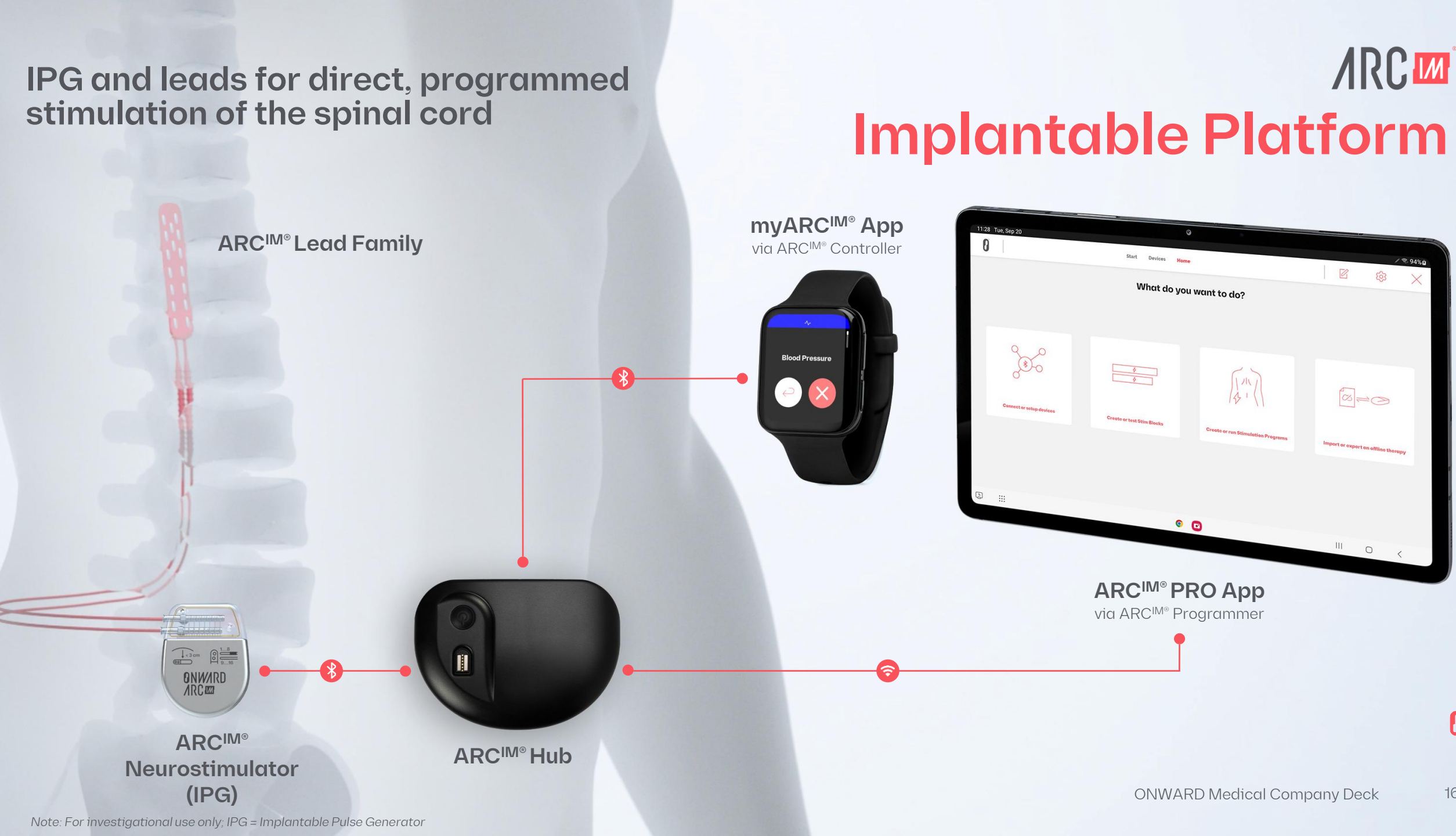
Moritz, Chet, et al. "Non-invasive spinal cord stimulation for arm and hand function in chronic tetraplegia: a safety and efficacy trial." *Nature Medicine*. 2024.  
Smaby, Niels, et al. "Identification of key pinch forces required to complete functional tasks." *Journal of Rehabilitation Research and 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

SCI = spinal cord injury



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

# Implantable Platform



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



First indication:  
Improved blood  
pressure regulation

 TAM  
**\$7.3B / €6.6B**

 US & EU eligible population  
**215,000** (37% of SCI cases<sup>1</sup>)

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



## Prioritizing highly commercially viable therapy as first indication

ONWARD Medical is pursuing a therapy for **hemodynamic 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)
- Now includes **Orthostatic Hypotension (OH)** and **Autonomic Dysreflexia (AD)**; expansion of pivotal study scope to include AD expected to result in **increased awareness and clinical acceptance**

<sup>1</sup> Grigorean et al, J Med Life, 2009

nature



## Blood Pressure Indication

### 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

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

## 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**

*“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”<sup>1</sup>*

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


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 

Next indication:  
Standing and  
walking

 TAM  
**\$7.6B / €6.9B**



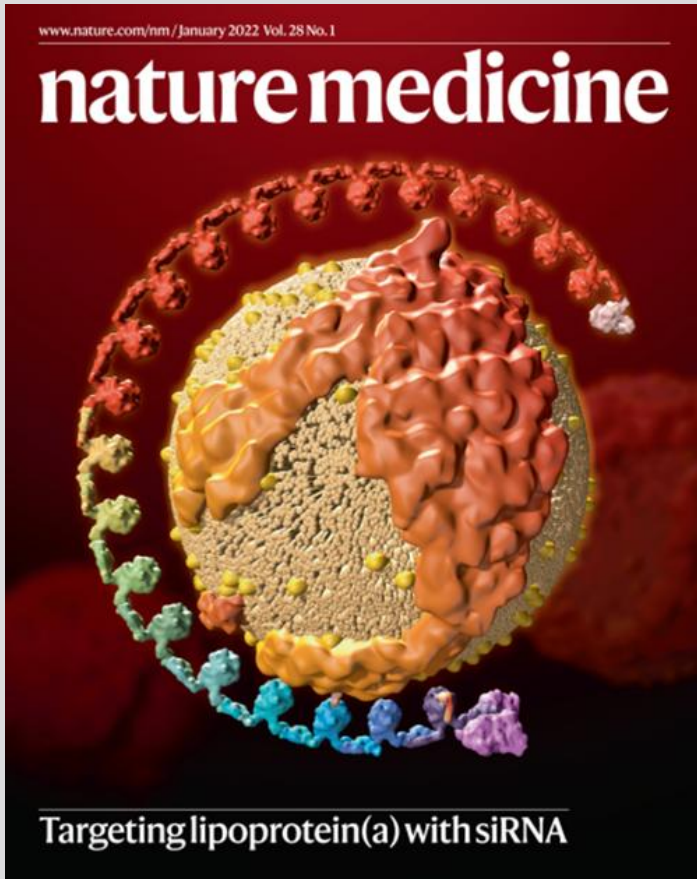
US & EU eligible population  
**222,000** (38% of SCI cases<sup>1</sup>)

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



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

# Mobility - STIMO Trial



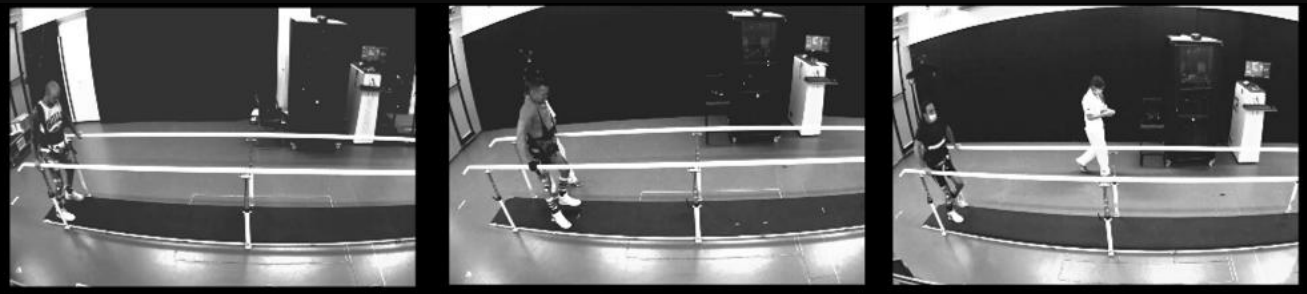
ClinicalTrials.gov Identifier: NCT02936453

Note: For investigational use only

### Clinically **Incomplete** Spinal Cord Injury

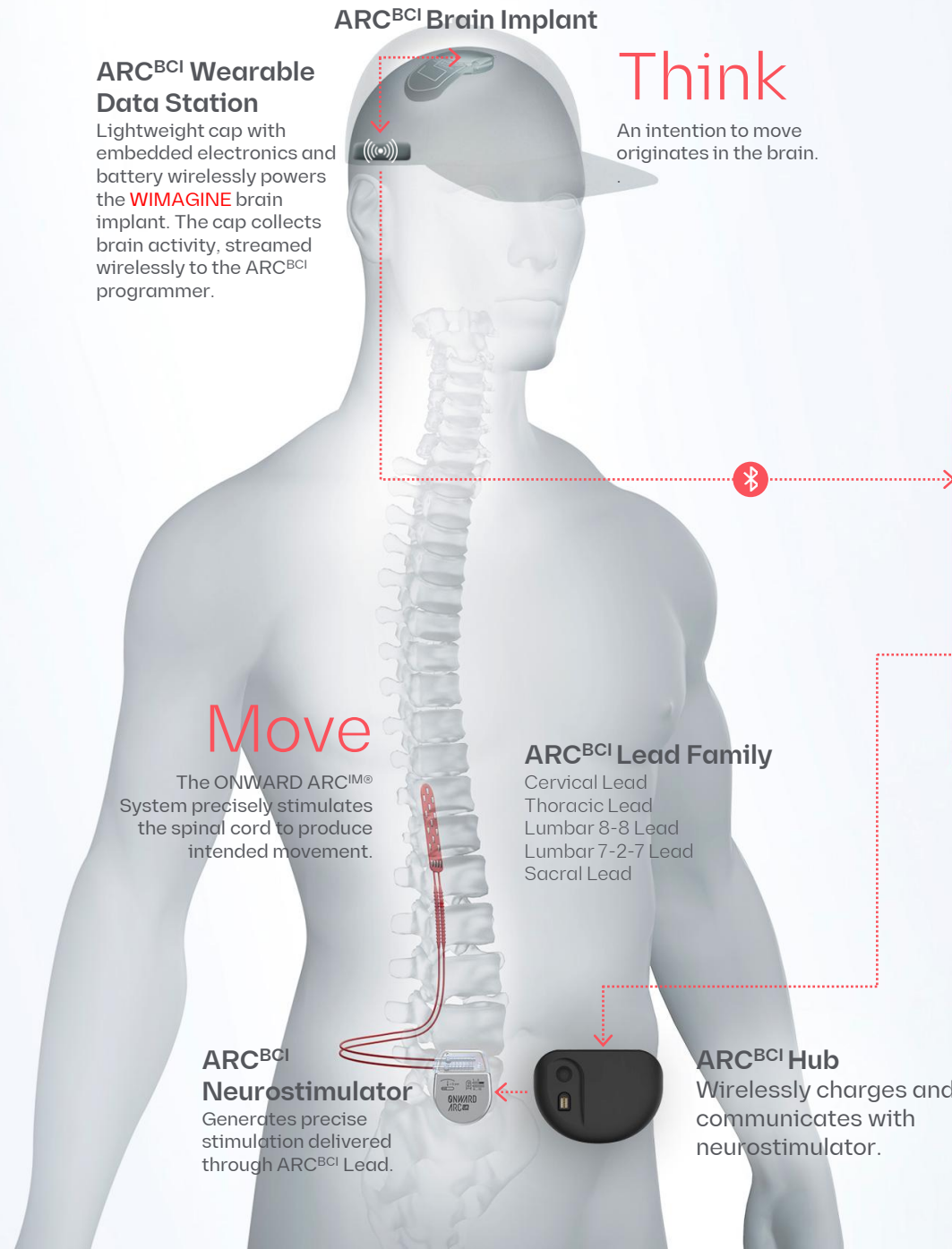


### Clinically **Complete** Spinal Cord Injury





Brain and spinal cord are reconnected by a DigitalBridge™ to restore thought-driven movement



### ARC<sup>BCI</sup> Brain Implant

### ARC<sup>BCI</sup> Wearable Data Station

Lightweight cap with embedded electronics and battery wirelessly powers the WIMAGINE brain implant. The cap collects brain activity, streamed wirelessly to the ARC<sup>BCI</sup> programmer.

## Think

An intention to move originates in the brain.

## Move

The ONWARD ARC<sup>IM</sup>® System precisely stimulates the spinal cord to produce intended movement.

### ARC<sup>BCI</sup> Lead Family

- Cervical Lead
- Thoracic Lead
- Lumbar 8-8 Lead
- Lumbar 7-2-7 Lead
- Sacral Lead

### ARC<sup>BCI</sup> Neurostimulator

Generates precise stimulation delivered through ARC<sup>BCI</sup> Lead.

### ARC<sup>BCI</sup> Hub


Wirelessly charges and communicates with neurostimulator.

# ARC<sup>BCI</sup>™

## Implantable Platform Powered Externally by AI

## Decode

An AI algorithm translates that intention into instructions for the neurostimulator.



### ARC<sup>BCI</sup>™ Programmer



ARC BCI

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 BCI-augmented movement restoration

# BCI Selection Considerations



## Safety

CEA's WIMAGINE system is cleared for human research with **~7 years of human safety data; already restored movement in three humans**

## Invasiveness

WIMAGINE implant procedure is less invasive, offering **lower risk than subdural or brain penetrating electrodes**

## Resolution

WIMAGINE provides **sufficient resolution and coverage of motor cortex** to enable thought-driven movement restoration

## 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



# 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



“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 Gerhardtter**  
CEO  
Wings for Life

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

“ This allows the patient to continue to improve at home and optimizes therapy time when they're in the clinic

“ 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



Following regulatory clearance, SCI rehabilitation clinics will be at the core of ONWARD's commercialization strategy

# Rehabilitation Clinic Importance

SCI Clinic



## ARC<sup>EX</sup> clinic

- 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

## ARC<sup>EX</sup> home

- 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**

## ARC<sup>IM</sup>

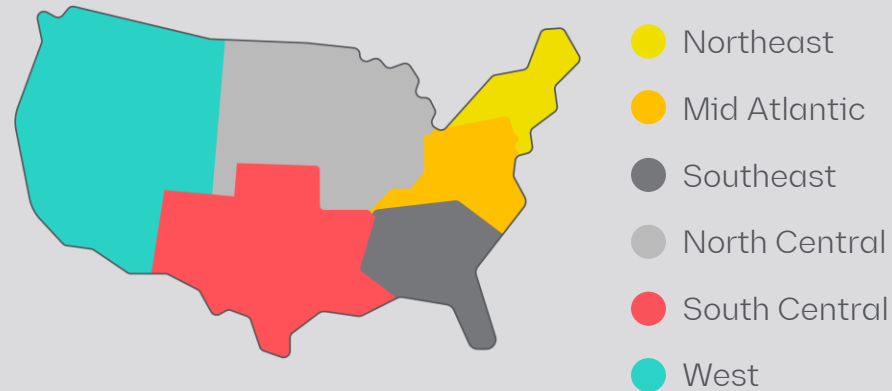
- Clinics to **refer patients to neurosurgeons and ortho/spine surgeons** for ARC<sup>IM</sup> implants
- Patients will return to clinics for **ongoing care and therapy adjustments**

Build enduring relationships with priority target customers; high customer concentration

## Call Points

~500

## US



## Geographical focus

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

~450

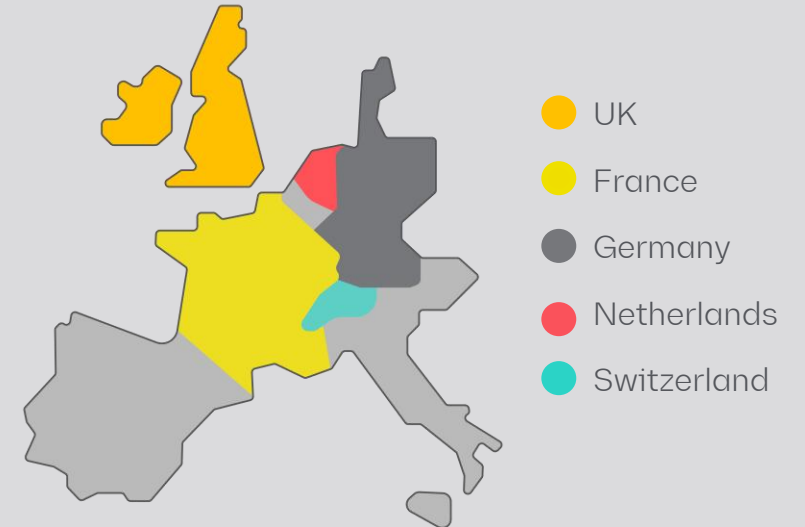
Specialist SCI and general rehab centers

**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



~80

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

## Reimbursement pathways open immediately upon commercial launch

### US

**ARC<sup>EX</sup>** Initially target Veterans Affairs beneficiaries, Workers' Compensation opportunities, and self-pay market to establish pricing history, while capturing real-world data to support pursuit of new CMS HCPCS code.

**CMS has indicated its desire to identify an accelerated path to coverage for Breakthrough therapies (TCET).**

**ARC<sup>IM</sup>** 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) add-on payments and “newness” requirements for NTAP.**

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

### Europe

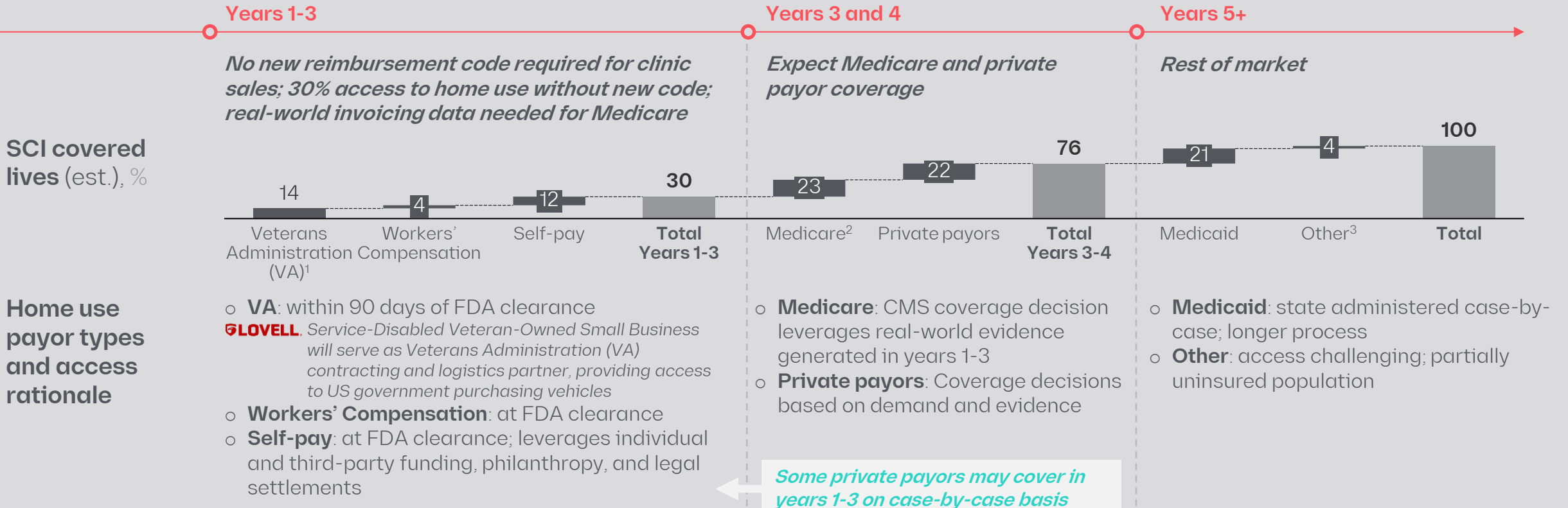
Initial plan to commercialize in **Germany, UK, France, Netherlands, and Switzerland**; focus will be on clinic vs. home sales. Target markets selected based on reimbursement environment for new technologies and sophistication of SCI rehabilitation infrastructure.

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.



Success in clinics will drive home use, which will generate data required for broad reimbursement; access to ~30% of market shortly after launch

# 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

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

# Positioning

## FES & other electrical stimulation devices

## Exoskeletons & FES bikes



<\$1k <\$5k  
Basic electrical stimulation

\$10k  
FES for gait

\$20k  
Multichannel FES

\$45k  
FES bikes

\$60k  
Upper extremity robotics

\$120k  
Exoskeletons



Note: FES = Functional Electrical Stimulation  
Source: Provider facility interviews (US, Germany); company research and SCI community discussions; publicly available pricing information

# 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





# Corporate

# Experienced, global management team with the expertise to commercialize

# Team



**Dave Marver**  
CEO

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 \$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 Neuro-modulation's Clinical function**. Former neuroscience director at Cala Health, a neuromodulation device company. Former **professor of Neurosurgery at Mayo Clinic**. PhD in Neuroscience from Mayo 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 years of experience** in both finance and auditing. 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)**.



**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**.

## Strong shareholder base and access to capital

# Financial Profile

	Shareholder	Country	% of capital
Pre-IPO shareholders	inkef capital	Netherlands	11.5%
	EQT Life Sciences	Netherlands	10.8%
	Gimv	Belgium	9.2%
	wellingtonpartners	Germany	7.6%
	INVESTNL	Netherlands	3.1%
	ONASSIS FOUNDATION	Greece	Undisclosed
	CHRISTOPHER & DANA REEVE FOUNDATION	United States	Undisclosed
	SCI Ventures	United States	Undisclosed
	WORLDWIDE ASSET MANAGEMENT	Denmark	1.5%
	Öhman	Sweden	1.4%
Institutions	AXA	France	1.7% <sup>1</sup>
	BNP PARIBAS ASSET MANAGEMENT	Belgium	1.0%
	SEB	Sweden	0.7%
	FONDITA	Finland	0.4%
	BNP PARIBAS ASSET MANAGEMENT	France	0.3%
	DNB	Norway	0.2%
	Belpoint Asset Management	United States	0.1%
	CAPFI DELEN	Belgium	0.1%
	CROSSINVEST	Italy	0.1%
	CLAY Asset Management	France	0.1%
Other	Belfius	Belgium	Undisclosed
	-	Germany	Undisclosed
	Board members/Management	-	8.4%
	Free float	-	41.9%

### Debt facility

- Up to €52.5M / \$58M of tranching growth capital secured in June 2024
- Initial credit tranche of €16M drawn down



## Listing venue

- Euronext Brussels, primary listing on 21/10/2021
- 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	€14.1	Buy
KBC	€9.3	Buy
STIFEL	€12.0	Buy
Kepler Cheuvreux	€12.3	Buy
<b>Average</b>	<b>€13.5</b>	<b>Buy</b>

Sources: Company, public disclosures, Euronext, Bloomberg (shareholder data as of September 2024)  
<sup>1</sup> Consolidated holdings across different investment funds



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**

<sup>1</sup> Preliminary financial data as disclosed on Ottobock's website (details [here](#))

# Strategic Investment

“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.”

- 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

\$14.8B

(2030E)

## CAGR

12.2%

(2023E – 2030E)

## Comparable Companies

Company	HQ	Exit Year	Exit Type	Equity Value (\$)
 Axonics		2024	M&A	M&A offer price: ~3.7B <sup>1</sup>
 Inspire		2018	IPO	Current market cap: 5.9B <sup>2</sup>

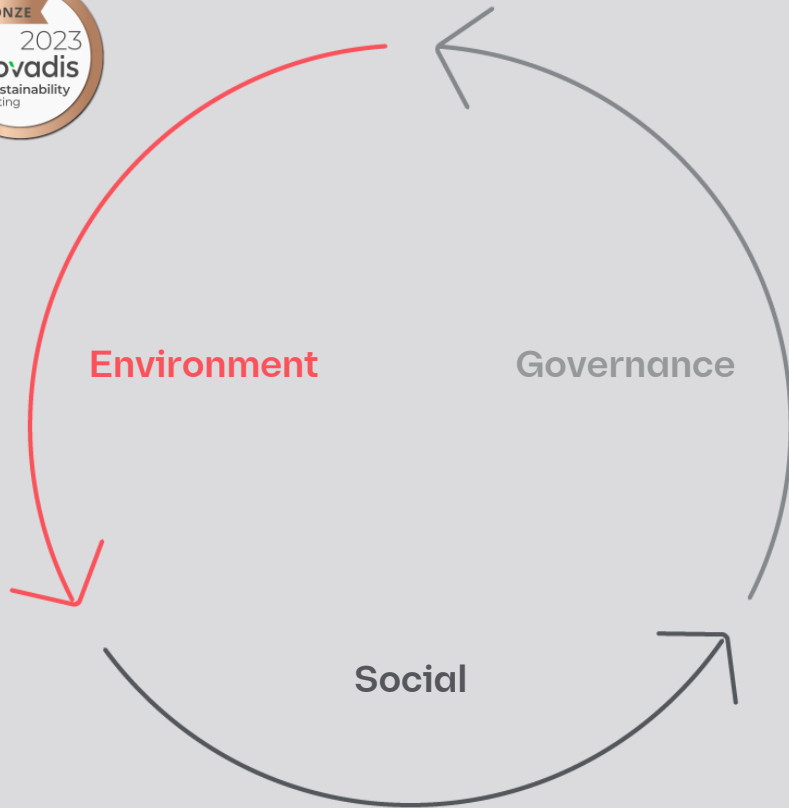
Sources: Global News Wire – Vantage Market Research – Global Neurostimulation Devices Market Size for market size and CAGR; FactSet as of 6-Sep-24

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

<sup>2</sup> FactSet as of 6-Sep-24

# Rated in top 40% in industry for sustainability performance by EcoVadis

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



### Environment



Minimizing our environmental footprint

### 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

45%

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

50%

of top 20% of earners are women

[Click here to access company report with details](#)

Note: Figures as of end of 2023

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

<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

**ARCEX**  
**Regulatory clearance submission**  
Upper limb  
**COMPLETED**

**ARCEX**  
**Up-LIFT pivotal study manuscript publication**  
Upper limb  
**COMPLETED**

**ARCEX**  
**FDA clearance**  
Upper limb

**ARCEX**  
**First commercial sale (US)**  
Upper limb

**ARCIM**  
**First participant enrollment<sup>1</sup>**  
Early feasibility study  
Parkinson's mobility

**ARCIM**  
**Interim results publication**  
Blood pressure

**ARCIM**  
**IDE submission**  
Empower BP pivotal study  
Blood pressure

**ARCIM**  
**IDE approval**  
Empower BP pivotal study  
Blood pressure

**ARCIM**  
**First participant enrollment**  
Empower BP pivotal study  
Blood pressure

**ARCIM**  
**First-in-human<sup>2</sup>**  
Bladder

**ARCBCI**  
**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



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



**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*



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

## Key Takeaways



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**

The background features a vibrant red color with a complex pattern of overlapping, wavy lines that create a sense of depth and movement. A subtle grid of thin, darker red lines is overlaid on this pattern, particularly visible on the right side of the image.

**ONWARD<sup>®</sup>**  
**MEDICAL**