

# sequana**medical**



Innovators in the treatment of  
**diuretic-resistant fluid overload**  
liver disease – malignant ascites – heart failure

Investor presentation – May 2021

# Disclaimers

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# Disclaimers

## Regulatory disclaimer:

- The **alfapump**® system has not yet received regulatory approval in the United States and Canada. Any statement in this presentation about safety and efficacy of the **alfapump**® system does not apply to the United States and Canada. In the United States and Canada, the **alfapump**® system is currently under clinical investigation (POSEIDON Study) and is being studied in adult patients with refractory or recurrent ascites due to cirrhosis. For more information regarding the POSEIDON clinical study visit [www.poseidonstudy.com](http://www.poseidonstudy.com).
- DSR® therapy is still under development and it should be noted that any statements regarding safety and efficacy arise from ongoing pre-clinical and clinical investigations which have yet to be completed. DSR® therapy is currently not approved for clinical research in the United States or Canada. There is no link between DSR® therapy and ongoing investigations with the **alfapump**® system in Europe, the United States or Canada.

## COVID-19 disclaimer:

- Sequana Medical is closely following the evolution of the COVID-19 global health crisis and is in constant dialogue with its partners to assess the impact and adapt operations accordingly.
- Sequana Medical has put in place mitigation plans to minimise delays. The impact of increased demands on the healthcare systems, limitations on non-essential hospital visits and procedures, social-distancing and travel restrictions may result in further delays to execution of clinical studies and impact sales.
- Sequana Medical will continue to update the market as needed and whenever possible.

## Note:

- **alfapump**® is a registered trademark. DSR® and **alfapump** DSR® are registered trademarks in Benelux.

# Sequana Medical NV

- Founded in 2006
- Gent, Belgium (HQ): corporate, clinical, commercial
- Zurich, Switzerland: manufacturing, engineering, QA/RA
- ~60 employees
- Euronext Brussels: SEQUA



# alfapump® platform

Using the bladder to treat fluid overload



Fully implanted



Automatic operation



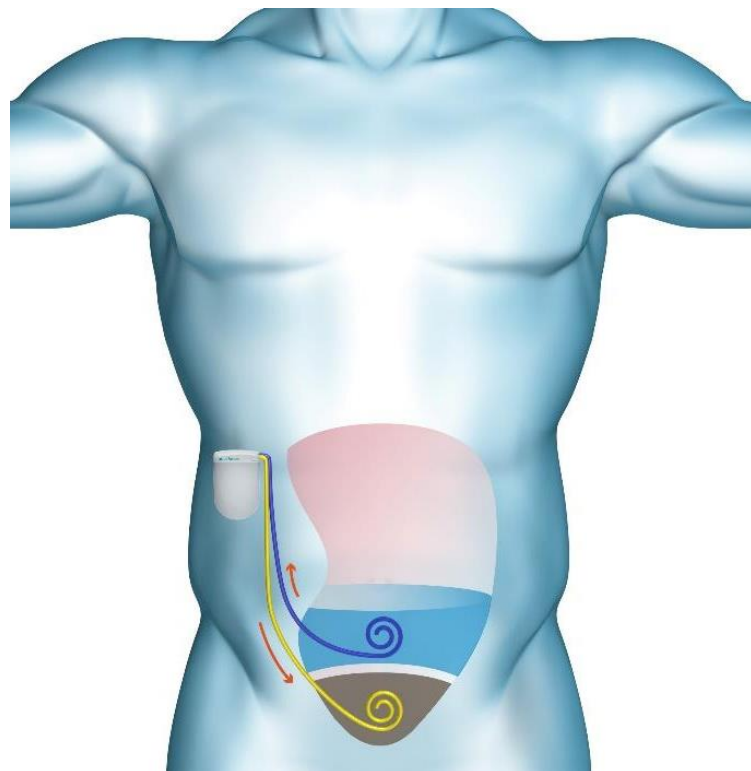
Wireless battery charging



Settings wirelessly adjusted



Remote data monitoring



Easy implantation



Long-term implantation & catheter patency



Moves up to 4 litres / day



Virtually non-clogging



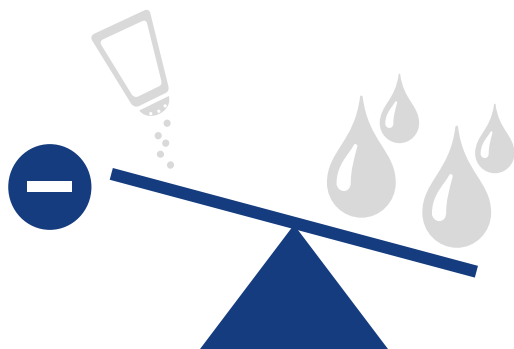
No significant heating during charging and operation

***Strong IP barriers through extensive patent portfolio & know-how***

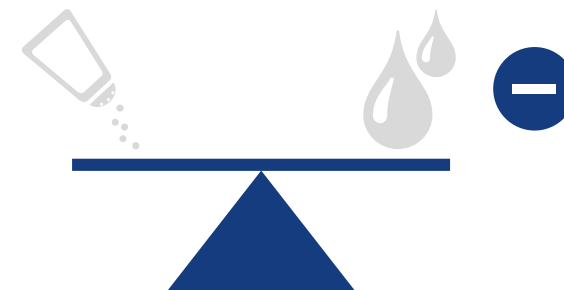
# Direct Sodium Removal (DSR®) platform

We remove the sodium and then the body “does the math” to maintain serum sodium balance

## Key Principle



DSR therapy directly removes the sodium



Body eliminates excess fluid

## DSR therapy

Administer sodium-free DSR infusate to peritoneal cavity and allow to dwell

1

Sodium diffuses from the body down a steep diffusion gradient into DSR infusate

2

Remove DSR infusate + extracted sodium from the body

3

Body restores balance & eliminates associated fluid via osmotic ultrafiltration and/or urination

4



# Two pillars of growth – € billion opportunities



**alfapump®**

## Liver Disease (NASH)

Proven step change in liver refractory ascites  
and malignant ascites

Over 850 devices implanted

> €3 Bn / year market opportunity<sup>(1)</sup>



POSEIDON pivotal study ongoing

Self-commercialisation

**alfapump DSR®**



## Heart Failure

Breakthrough approach to fluid overload in  
heart failure

Clinical proof-of-concept achieved

> €5 Bn / year market opportunity<sup>(2)</sup>



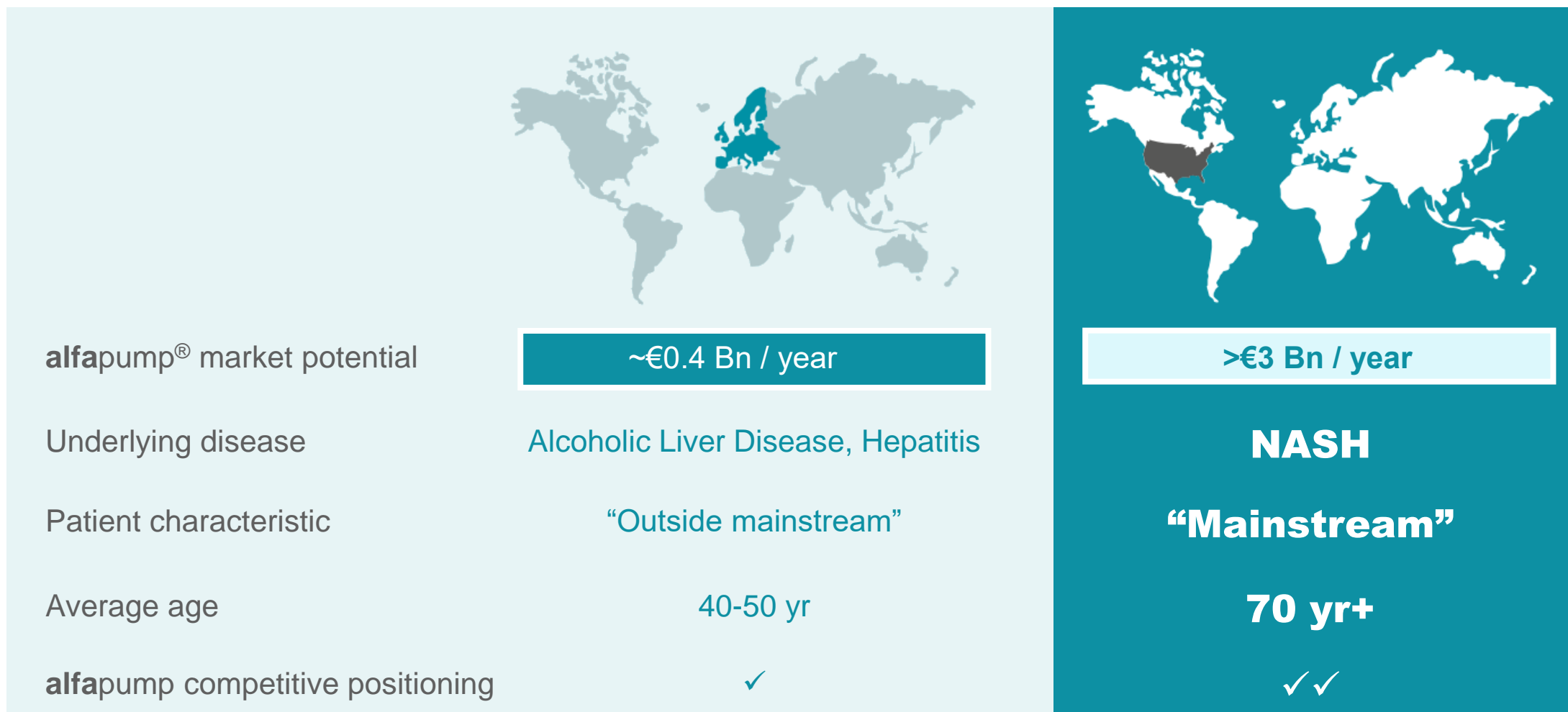
SAHARA DESERT study to start Q2 2021

Partnering after US efficacy study

**Built upon proven European clinical & commercial experience**

# NASH drives US market attractiveness

Stronger competitive position in a much larger and dynamic market





# Building Sequana Medical on two platforms

Complementary approaches to diuretic-resistant fluid overload

alfapump®

alfapump DSR®

DSR®

Liver Disease /  
NASH &  
Malignant Ascites

Heart Failure  
Decongestion

Long-term  
therapy

Short-term  
therapy



**alfapump®**

Proven step change in the  
management of liver refractory  
ascites and malignant ascites

# Liver cirrhosis and refractory ascites

A key complication of liver cirrhosis, with a dramatic impact on quality of life

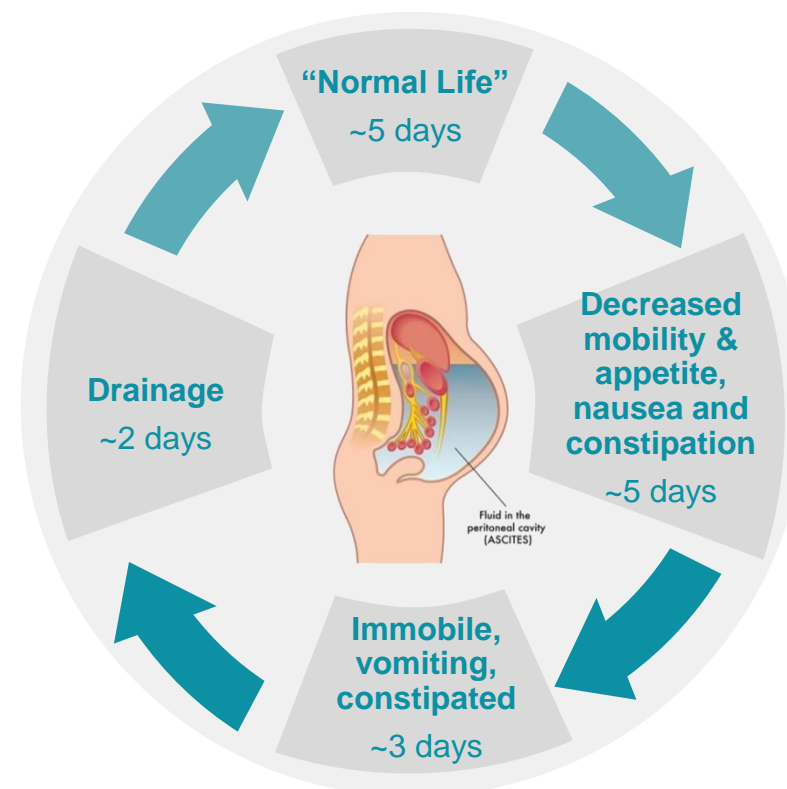
Viral  
infections  
(Hepatitis B & C)



Alcoholic Liver  
Disease



Non-Alcoholic  
Steatohepatitis  
(NASH)



Typical patient life<sup>(4)</sup>

## US forecast

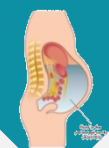
~3-4M  
(1)

Liver  
cirrhosis



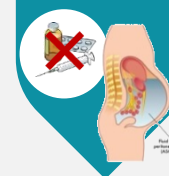
~1.5M  
(2)

Ascites



~150K  
(3)

Refractory  
Ascites



Note : Prevalence of NASH in US is expected to increase by 63% between 2015-2030; Estes et al., 2018

Source 1 Management estimate in US based on Estes et al; GlobalData Nash Epidemiology Forecast to 2026; Nouredin et al., 2013

Source 2: Runyon 2009: approximately 50% of cirrhotic patients develop ascites within 10 years of diagnosis of cirrhosis

Source 3: Ginès et al., NEJM 2004: refractory ascites occurs in 5-10% patients with ascites

Source 4: Presentation of Dr. Rajiv Jalan at EASL in 2018, Large Volume Paracentesis (LVP) treatment cycle for refractory ascites

# Cancer and malignant ascites

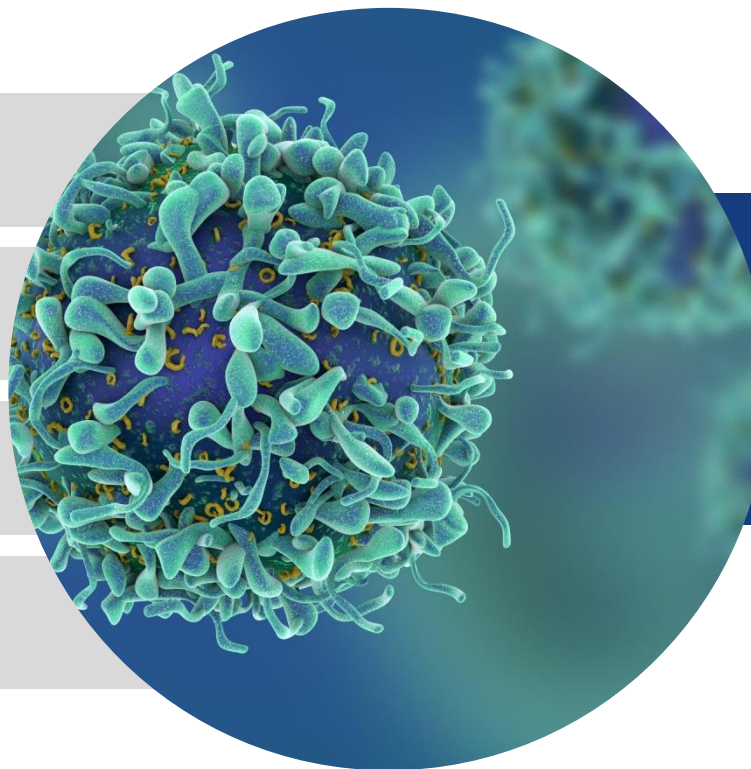
Severe complication of late-stage cancers

Fluid accumulation in the abdomen due to **drainage of lymph system**

**Breast and ovarian cancer** have longest survival with ascites<sup>(1)</sup>

Severe impact on **quality of life**

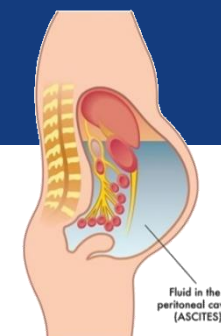
Reduces ability to undergo **anti-cancer treatment**



Malignant ascites due to breast and ovarian cancer<sup>(2)</sup>:

EU5: ~18K

US: ~16K



*Clear unmet need for improving Quality of Life and the ability to increase cancer treatment intensity*



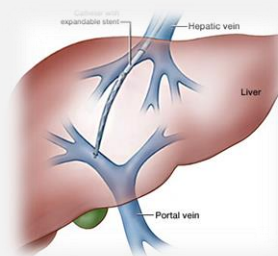
# Severe limitations of existing therapies

## Diet / Diuretics



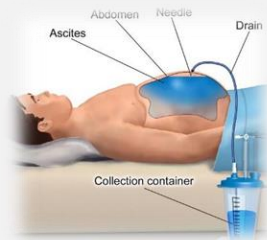
Resistance,  
Complications

## Transjugular Intrahepatic Portosystemic Shunt (TIPS)



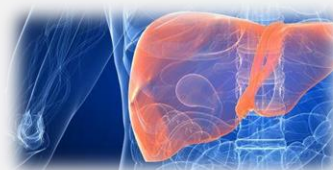
Complications,  
Contraindications

## Drainage (“Large Volume Paracentesis / LVP”)



Painful, Poor Quality of  
Life, Short Term Benefit

## Liver transplantation



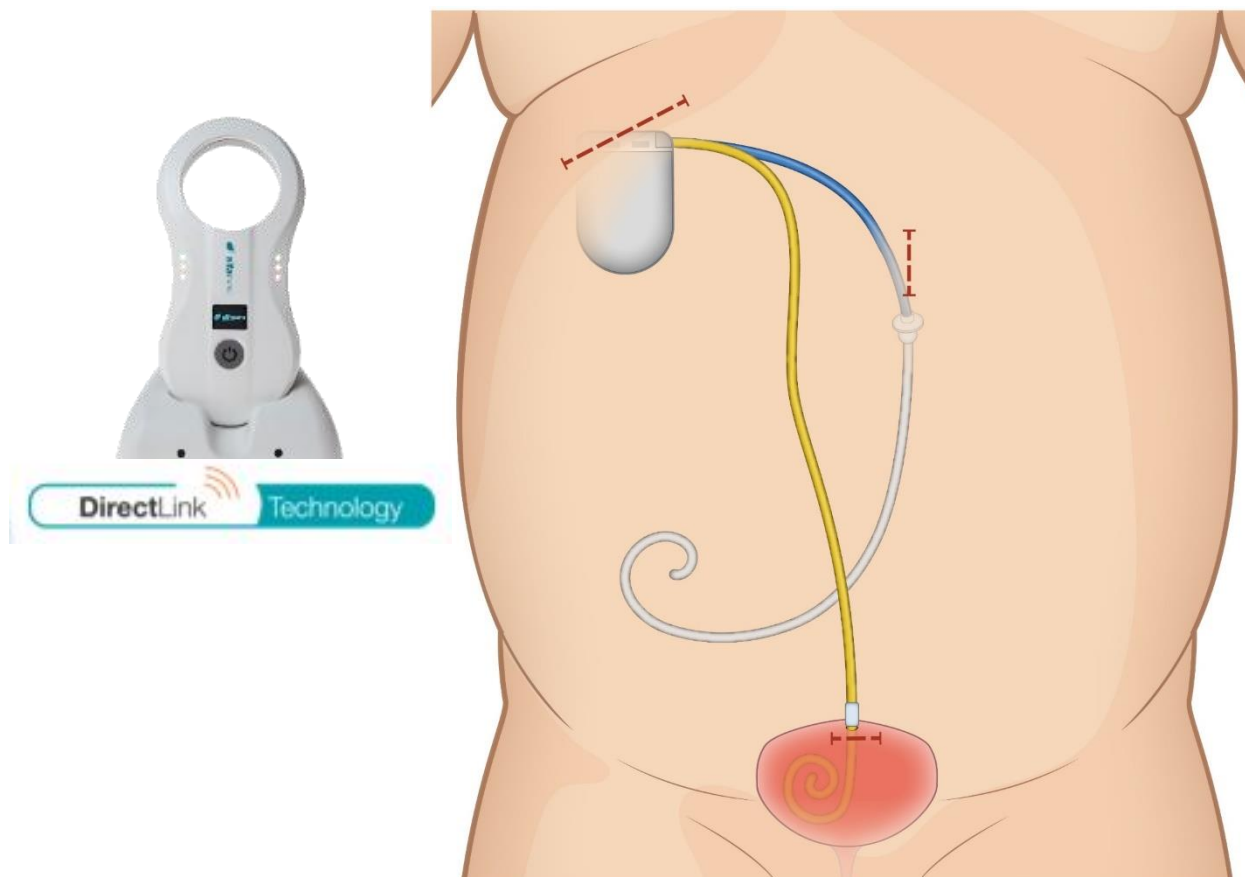
High Cost,  
Limited Availability

**alfapump®**



# alfapump® for long-term treatment

Over 850 implants and hundreds of years of patient experience



# Strong clinical and economic rationale

- ✓ Reduced burden of disease
- ✓ Improved patient QoL
- ✓ Cost savings for hospitals and payers

Estimated treatment cost / patient\*:

**LVP: ~\$54K** ↔ **alfapump®: ~\$35K**

~\$1,8K / LVP<sup>(1)</sup>  
2 LVP / month  
15 months

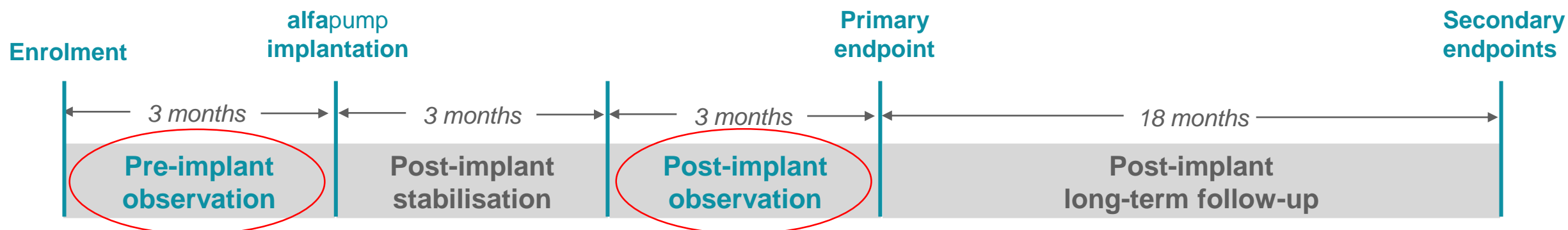
~\$25K / alfapump  
~\$10K / implantation

\* Management estimate of US treatment costs, assuming no complications



# North American Pivotal Study (POSEIDON) underway

Pivotal Cohort of up to 50 patients implanted; Roll-In (“training”) cohort of up to 30 patients



## POSEIDON Study Endpoints

**Primary efficacy:** 1) 50% reduction in average monthly frequency of Therapeutic Paracentesis (“TP”) post-implant vs. pre-implant  
 2) 50% of patients achieve a 50% reduction in the requirement for TP post-implant vs. pre-implant

**Primary safety:** Rate of **alfapump** related re-interventions adjudicated by the Clinical Events Committee (CEC)

**Secondary:** QoL (SF36, Ascites-Q), nutritional status, health economics, safety (device and/or procedure-related AEs), survival

# Interim POSEIDON: Positive for primary endpoints

Data from first 13 Roll-In patients implanted with the alfapump®

## EFFICACY

- ✓ Over 90% reduction in mean frequency of Therapeutic Paracentesis (TP) post-implant vs. pre-implant (primary endpoint of >50% reduction)
- ✓ All patients experienced at least a 50% reduction in the mean frequency of TP per month (primary endpoint of >50% of patients)

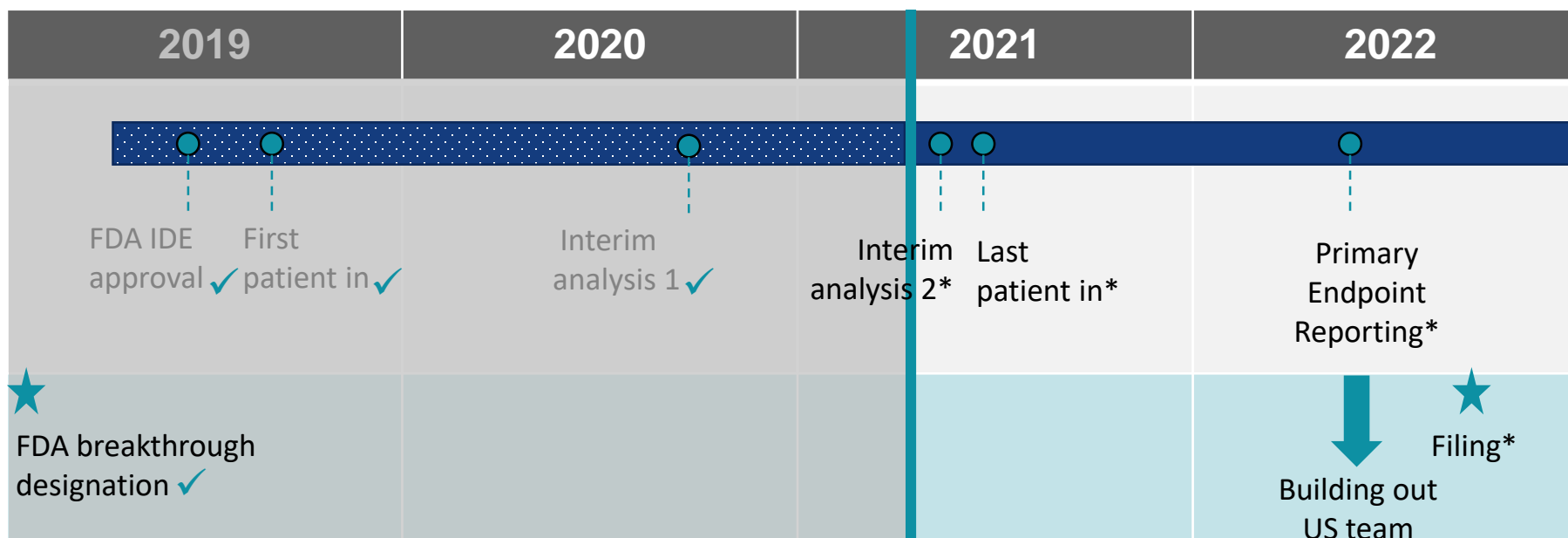
## SAFETY

- ✓ Safety profile in line with expectations

## QUALITY OF LIFE

- ✓ Indication of rapid and persistent clinically relevant improvement in patients' quality of life

# Targeting announcement of primary endpoint in Q2 2022

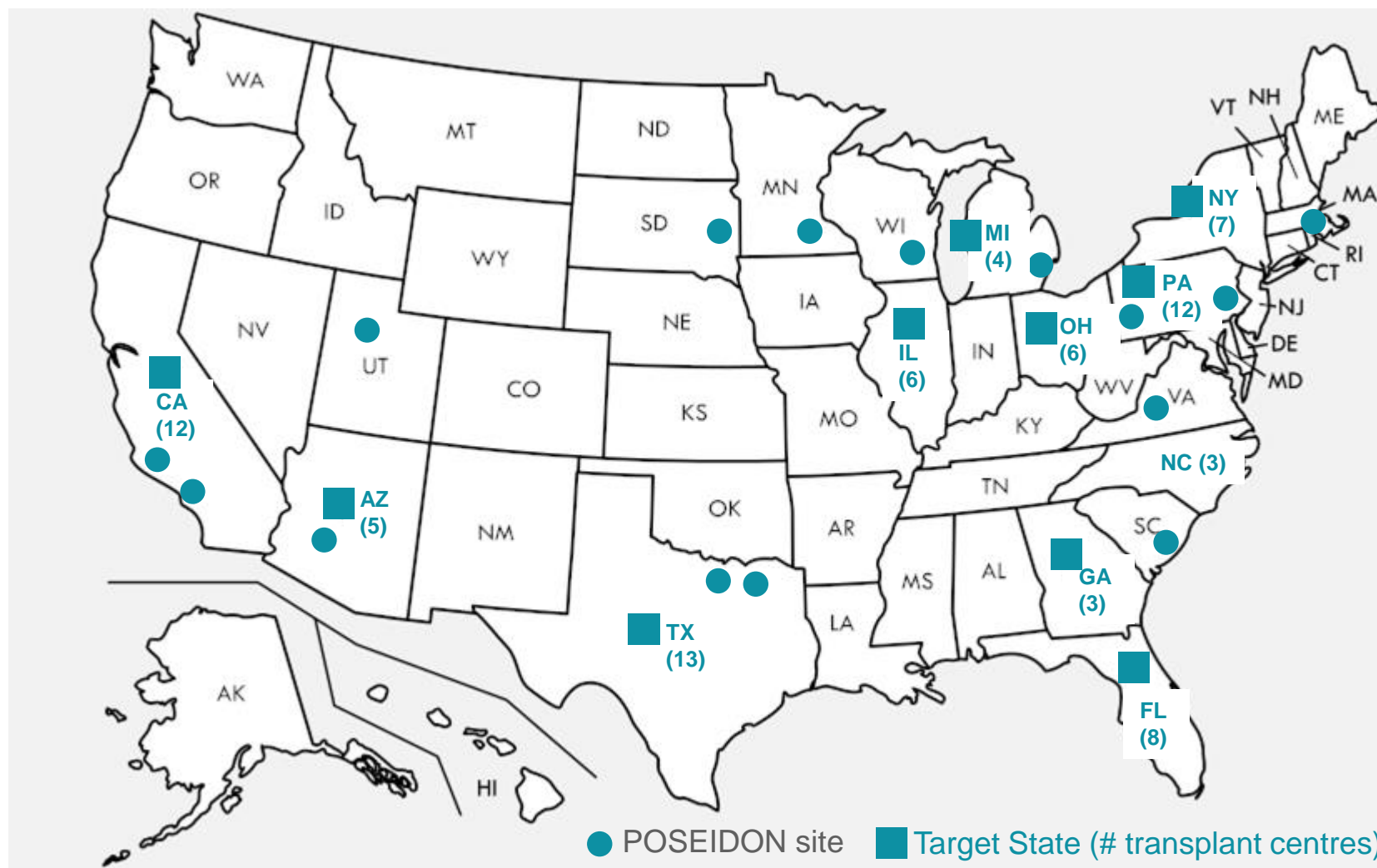


*MCIT & NTAP – CMS initiatives for breakthrough devices to further support coverage & reimbursement for the **alfapump***

\* Subject to further developments related to the ongoing COVID-19 pandemic

FDA: Food and Drug Administration (US); IDE: Investigational Device Exemption

# US commercialisation through our specialty salesforce



Initial focus on key  
transplant centres

~50-person team:  
35 sales reps, 10 clinical,  
5 corporate

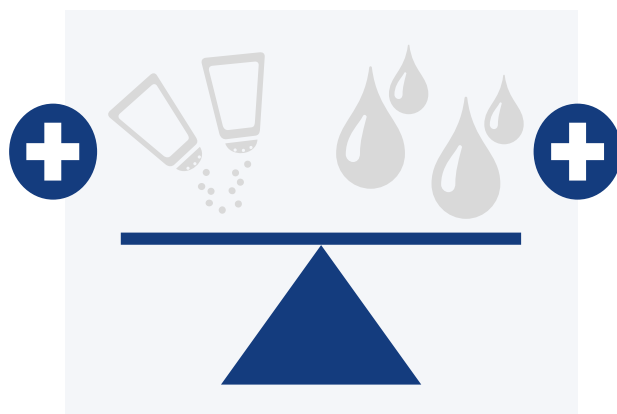


# alfapump DSR<sup>®</sup>

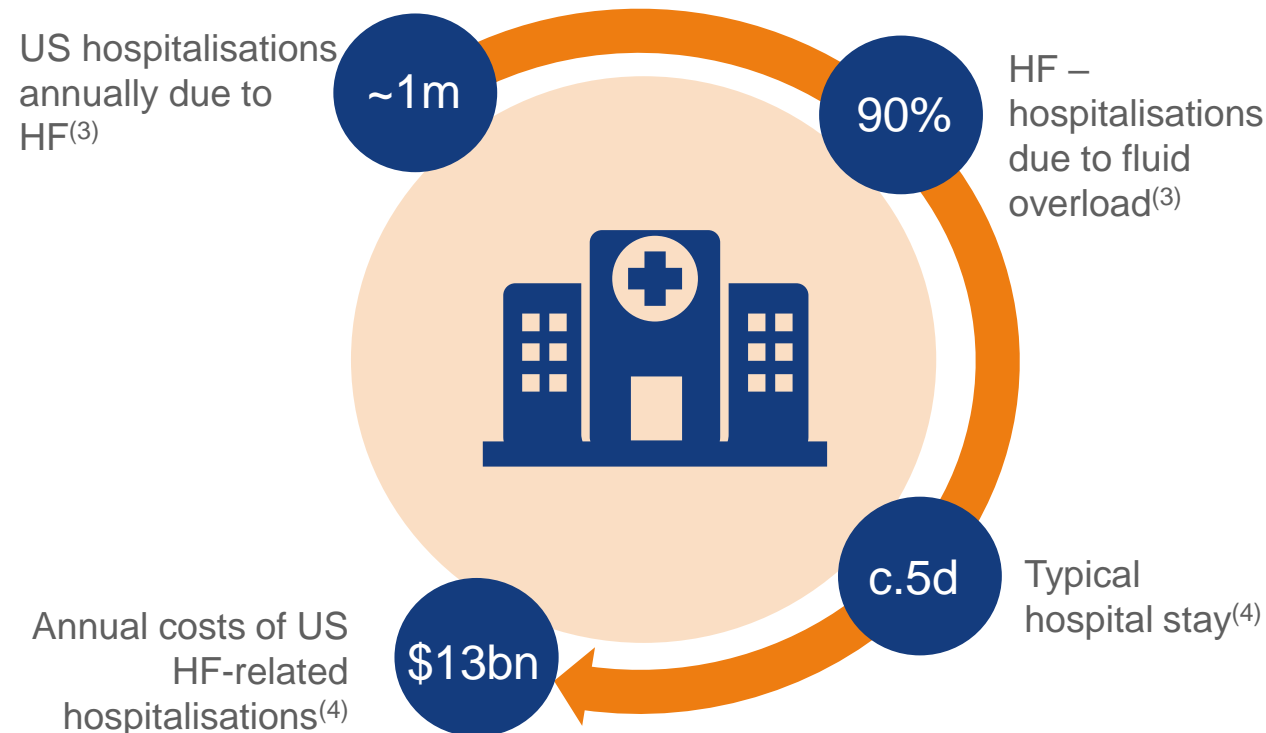
Breakthrough approach to **fluid overload in heart failure** built on proven **alfapump<sup>®</sup>** platform

# Diuretic-resistant fluid overload in heart failure

Key clinical challenge and driver of costs



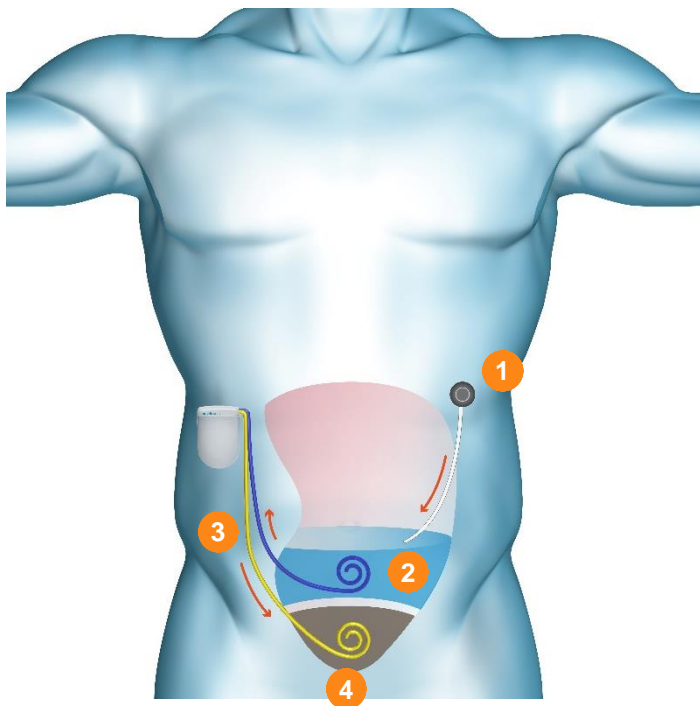
Excess sodium drives  
fluid overload



- 40% of heart failure patients on IV loop diuretics have a poor response<sup>(1)</sup>
- 24% re-admission rate at 30 days<sup>(2)</sup>

# alfapump DSR<sup>®</sup> leveraging proven alfapump<sup>®</sup> platform

Fully implanted system for long-term DSR<sup>®</sup> therapy



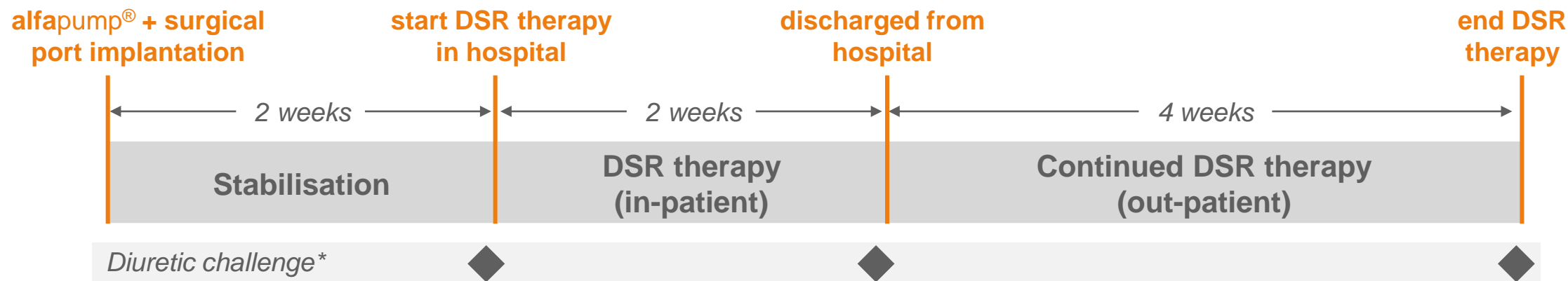
- 1 Sodium-free DSR infusate administered to peritoneal cavity via implanted port
- 2 Sodium diffuses into DSR infusate
- 3 **alfapump** pumps sodium-rich DSR infusate into the bladder
- 4 Body eliminates excess fluid through osmotic ultrafiltration and urination

*Fundamental patents to reduce fluid overload in heart failure patients granted in the US and Europe*



# RED DESERT – The first repeated DSR® therapy study

Repeated dose proof-of-concept study of alfapump DSR® in stable heart failure patients on high dose diuretics



## Study Endpoints

- **Primary:** absence/rate of device, procedure and/or therapy related serious adverse events
- **Secondary:** ability of the alfapump DSR to maintain a neutral sodium balance in the absence of diuretic therapy and the sustained effect of DSR to maintain euvolemia
- **Exploratory:** impact of DSR to restore response to diuretics following DSR treatment

\* 40mg intravenous furosemide to evaluate diuretic response (6 hour sodium and fluid excretion)

# RED DESERT – Highly effective management of fluid & sodium

No loop diuretics required during study despite mean baseline dose of >300 mg/day furosemide equivalents

Subject	Ejection Fraction (%)	NT-proBNP (pg/mL)	Daily Dose of loop diuretics (mg)**	
	At baseline	At baseline	At baseline	During DSR Treatment (D0 - 42)
101-001	26	6,110	80	0
101-002	27	2,863	200	0
101-003	28	1,536	400	0
101-005	25	1,628	120	0
101-006*	23	1,963	80	0
101-007*	26	5,927	300	0
101-008*	20	7,853	600	0
101-009†	20	8,831	800	0
Mean (± SD)	24 ± 3	4,589 ± 2,945	323 ± 263	

**Study recruited severely ill heart failure patients on very high doses of oral loop diuretics**

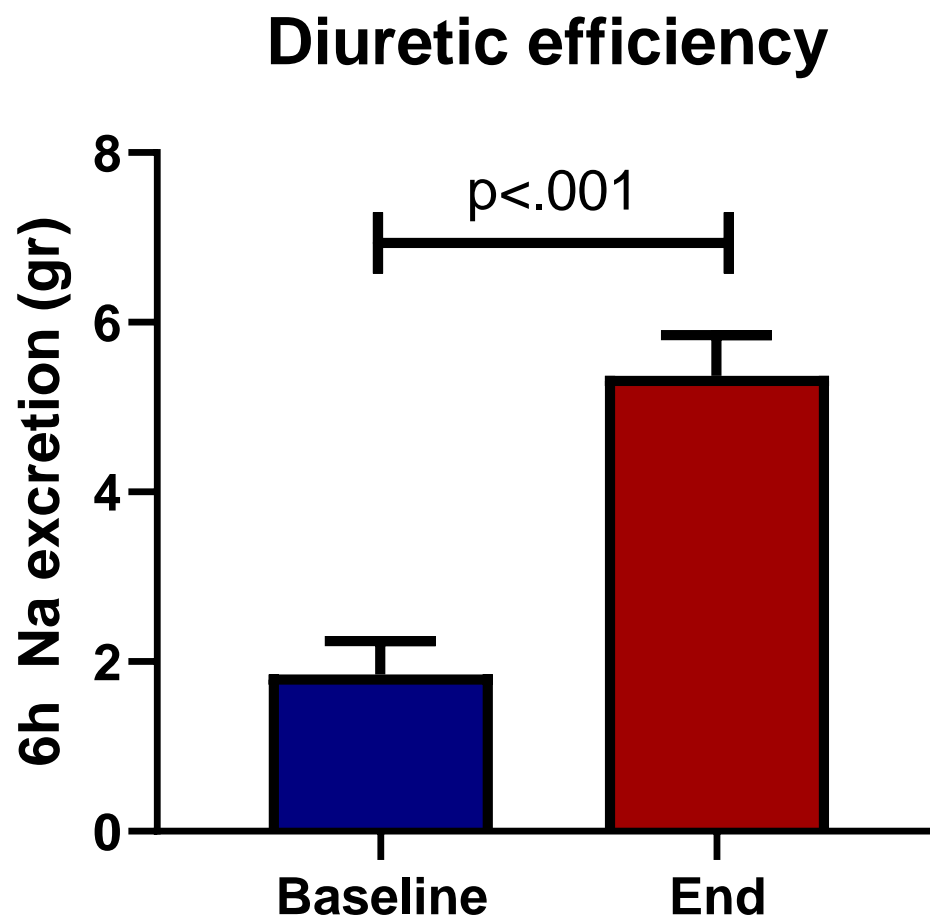
\* in follow-up extension with DSR; † subject 101-009 died at D3

\*\* loop diuretics in furosemide equivalents (mg)

NT-proBNP: N-terminal-pro hormone B-type Natriuretic Peptide – analysed in local lab

# RED DESERT – Dramatic improvement in diuretic efficiency

Over 250% increase in mean diuretic response\*



\* 6 hour Na excretion following administration of 40mg intravenous furosemide; paired statistical analysis of patients with baseline and D42 value (N=7)

# RED DESERT – Long term improvement in diuretic response

79% reduction in mean diuretic dose at median follow-up of 10 months

Subject	Daily Dose of loop diuretics (mg)***	Time since last DSR study treatment**	Current Daily dose (mg)***	Reduction in diuretic dosage
	At baseline			
101-001	80	12.5 months	40	<b>-50 %</b>
101-002	200	12.5 months	80	<b>-60 %</b>
101-003	400	10 months	80	<b>-80 %</b>
101-005	120	10.5 months	40 E3D	<b>-89 %</b>
101-006*	80	8.5 months	20 BIW	<b>-93 %</b>
101-007*	300	2 months	40 TIW	<b>-94 %</b>
101-008*	600	2 months	80	<b>-87 %</b>
101-009†	800	NA	NA	NA

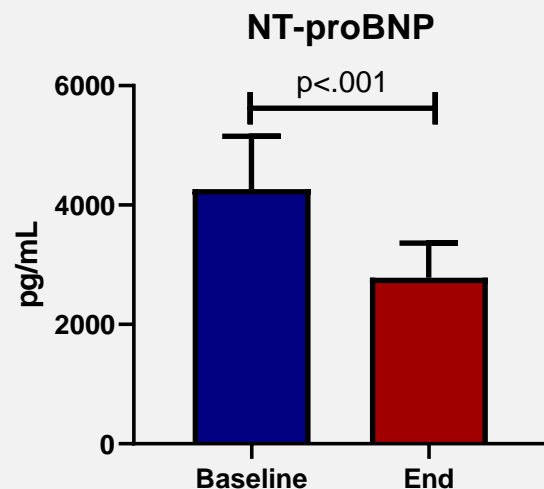
\* in follow-up extension with DSR; † subject 101-009 died at D3

\*\* excluding DSR treatment in follow-up extension

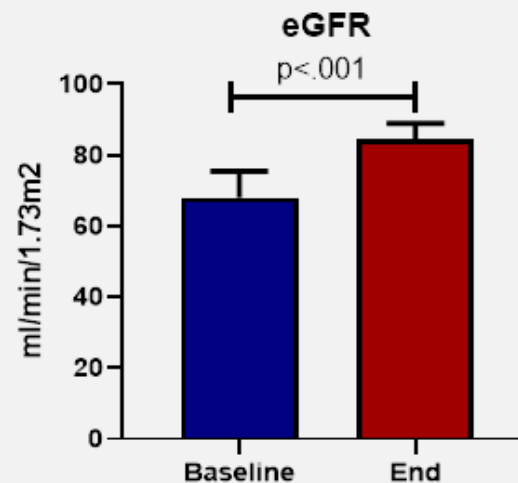
\*\*\* loop diuretics in furosemide equivalents (mg)

E3D: every third day; BIW: two times per week; TIW: three times per week

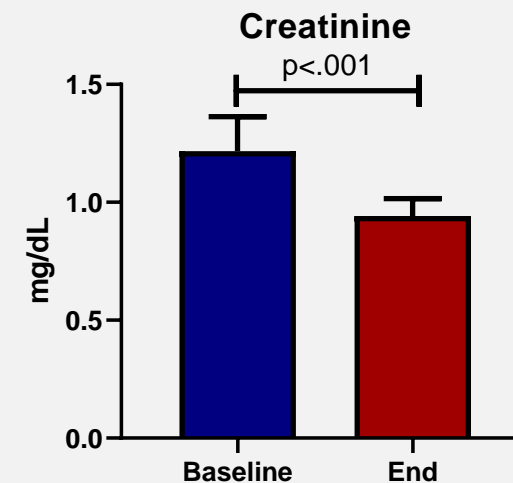
## RED DESERT – Significant improvement in cardio-renal function\*



**30% decrease  
in mean natriuretic peptides**



**22% increase  
in mean eGFR**



**22% decrease  
in mean creatinine**

*“The simultaneous normalisation of diuretic response and improvement in cardio-renal status of the RED DESERT patients is a never before seen treatment effect and could translate into important long-term clinical benefits in heart failure patients” – Dr. Testani*

\* Paired statistical analysis of patients with baseline and D42 value (N=7)

**NT-proBNP:** N-terminal-pro hormone B-type Natriuretic Peptide (analysed in local lab); **eGFR:** estimated glomerular filtration rate

# RED DESERT – Adverse event overview

No clinically significant changes in serum sodium levels / no progressive hyponatremia

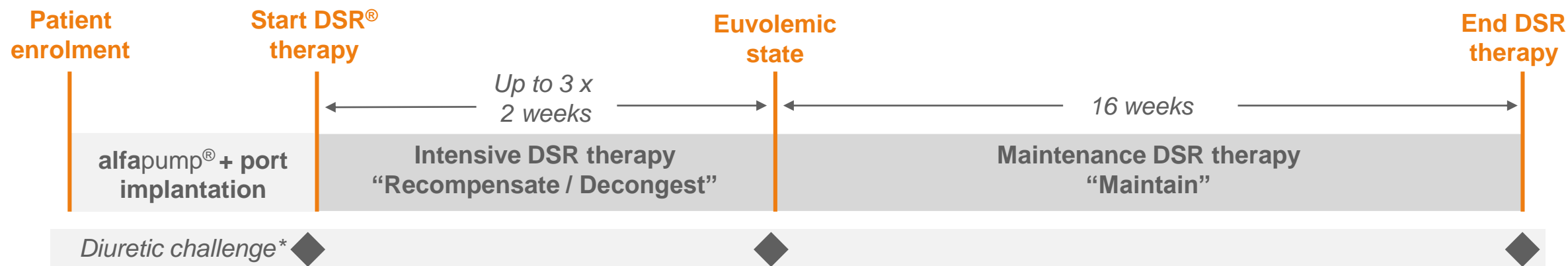
- **Study system** related adverse events: 3 in 2 patients
  - 2x SAE blockage of peritoneal catheter in 1 patient
  - 1x site AE hematoma in 1 patient
- **Therapy** related adverse events: 1 in 1 patient
  - 1x AE abdominal discomfort during pumping phase in 1 patient
- **Implant procedure** related adverse events: 2 in 2 patients
  - 1x AE site hematoma in 1 patient (see above “Study System related AE”)
  - 1x AE hematuria in 1 patient
- **Other SAEs:** 2 in 2 patients
  - 1x SAE TIA in 1 patient (D29 - D35)
  - 1x SAE Cardiac Arrest 1 patient (D3)

DMC: possibly related to study therapy/procedure but unlikely related to device

Site PI: not related to study therapy, procedure or device

# SAHARA DESERT – On track to start in Q2 2021

20 decompensated heart failure patients with residual congestion on high doses of loop diuretics



## Study Endpoints

- **Primary:** safety and tolerability of **alfapump DSR®** therapy
- **Secondary:** feasibility of DSR therapy to restore and maintain euvolemia without additional loop diuretics
- **Exploratory:** evaluate potential impact of SGLT-2 inhibitors on DSR therapy\*\*

**Interim results expected Q4 2021 / Top-line results expected H2 2022**

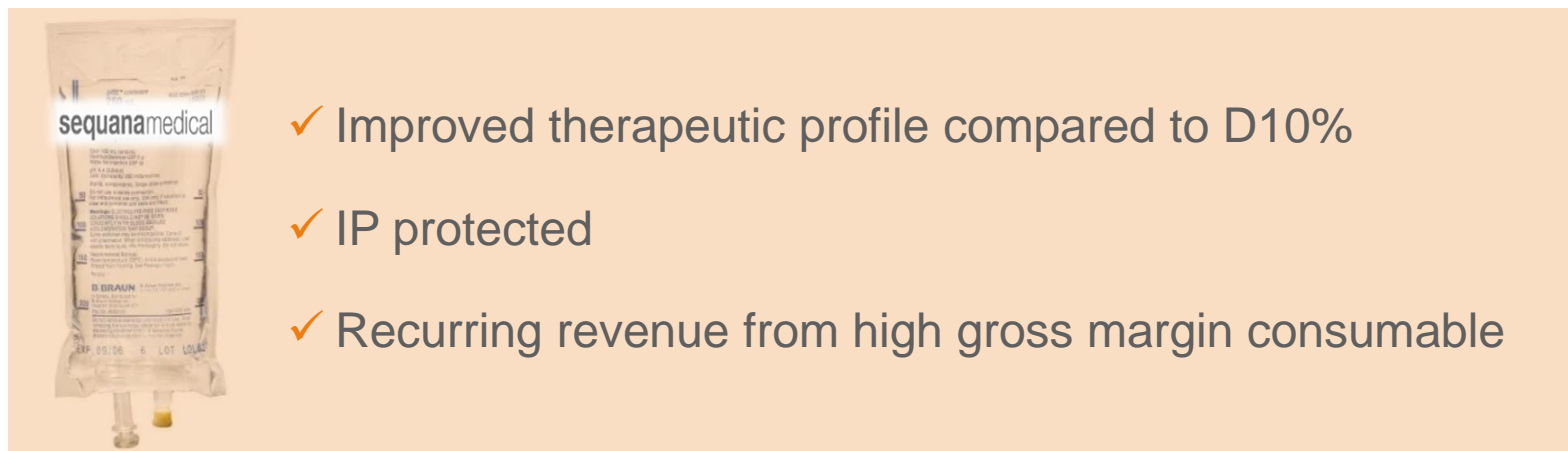
\* 40 mg intravenous furosemide to evaluate diuretic response (6 hour sodium and fluid excretion)

\*\* patients will be randomised 1:1 to DSR therapy +/- SGLT-2 inhibitor therapy



# Development of proprietary DSR® Infusate 2.0 ongoing

- D10% was chosen as the initial DSR infusate for fastest proof-of-concept
- We are developing our **proprietary next-generation DSR infusate**:



*Note: This image is intended for illustration purposes only*

- **Pre-clinical** development work ongoing & preparing for **CMC activities**

# Short-term DSR<sup>®</sup> – Expanding development programme

Building upon the success of RED DESERT to extend and strengthen the DSR franchise

## Short-term DSR therapy:

- “one off” ~2 weeks intensive DSR treatment
- With peritoneal catheter (w/o **alfapump**<sup>®</sup>)

## Long-term alfapump DSR<sup>®</sup> therapy:

- Intermittent, recurring, intensive DSR treatment
- With **alfapump**



Faster adoption by  
clinical community



Support **alfapump** DSR  
market entry



Expand potential market  
opportunity



Target earlier entry into  
the US

***Both DSR therapies will target diuretic-resistant heart failure patients with residual congestion and aim to restore patients' diuretic response and cardio-renal status***

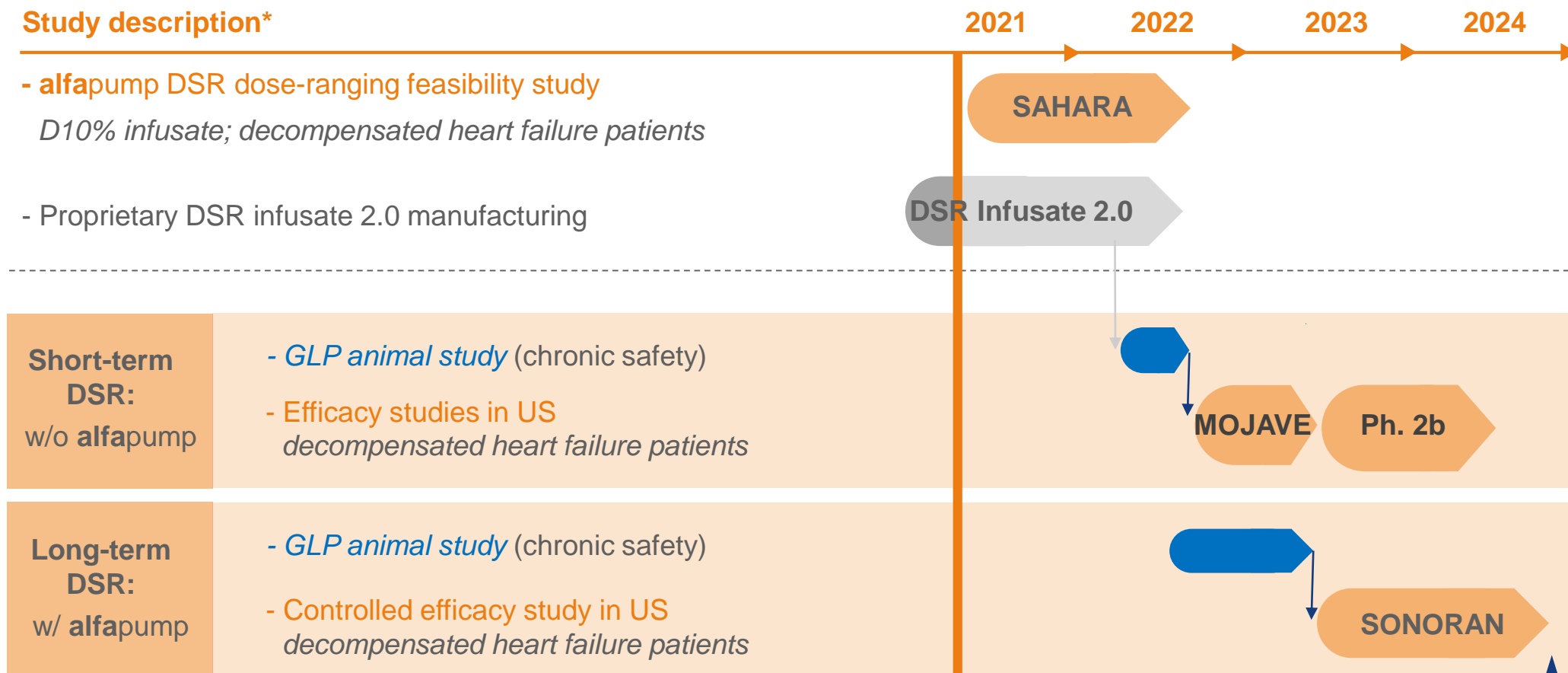
# DSR<sup>®</sup> and alfapump DSR<sup>®</sup> development strategy

Short-term DSR therapy extends portfolio

## Study description\*

- alfapump DSR dose-ranging feasibility study  
*D10% infusate; decompensated heart failure patients*

- Proprietary DSR infusate 2.0 manufacturing



★  
Partner

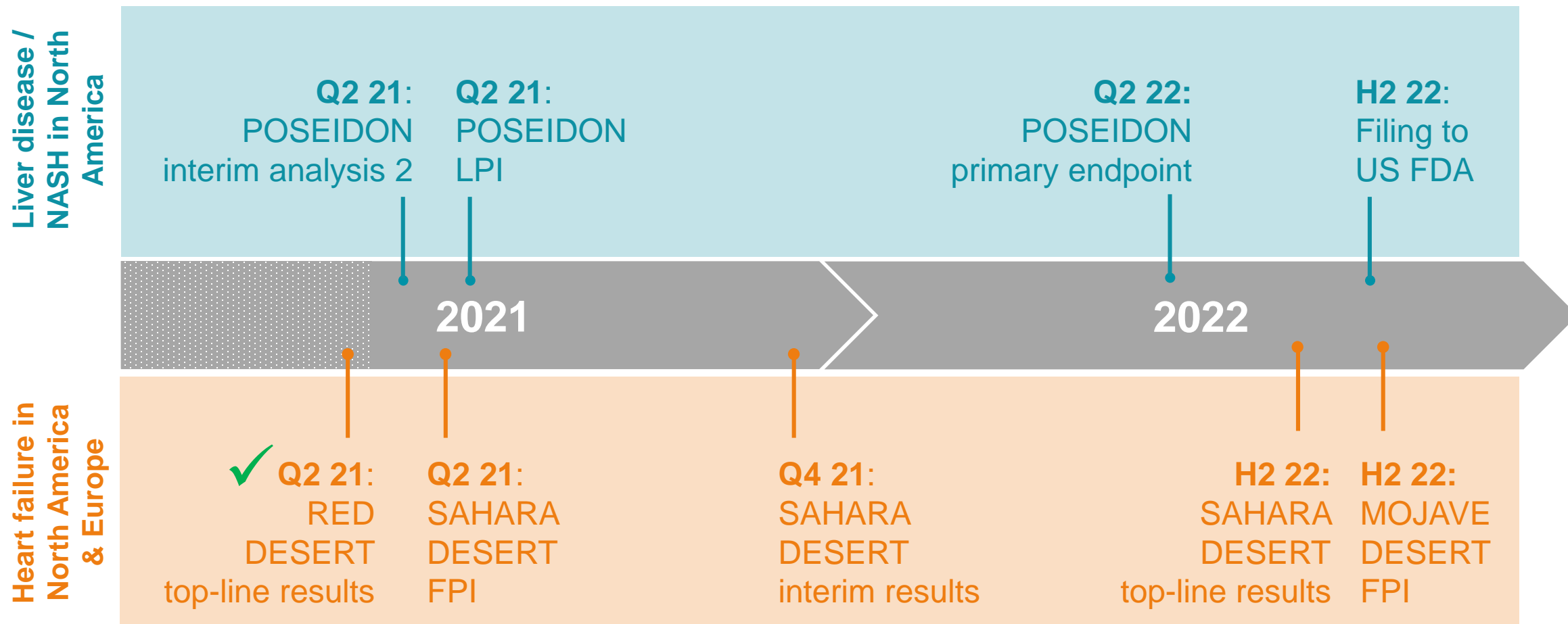
\* Timelines subject to further developments related to the ongoing COVID-19 pandemic  
Description and timing of these studies are subject to change and/or feedback from applicable regulatory authorities



# Outlook

Strong **near term value drivers**  
**with** clear **long term potential**

# Expected core value drivers & outlook



Note: Presented timelines are subject to further developments related to the COVID-19 pandemic

# Back-up



# Strong organisation

Highly experienced leadership team supported by committed and well-reputed shareholders

## Executive team:



**Ian Crosbie**  
Chief Executive Officer



**Kirsten Van Bockstaele**  
Chief Financial Officer



**Oliver Gödje**  
Chief Medical Officer



**Dragomir Lakic**  
VP Manufacturing



**Gijs Klarenbeek**  
Senior Medical Advisor



**Martijn Blom**  
Chief Commercial Officer



**Timur Resch**  
Global VP QM/QA/RA



**Andreas Wirth**  
VP Engineering

## Board of Directors:



**Pierre Chauvineau**  
Board Chairman



**Ian Crosbie**  
Chief Executive Officer



**Wim Ottevaere**  
Director



**Jason Hannon**  
Director



**Rudy Dekeyser**  
Director



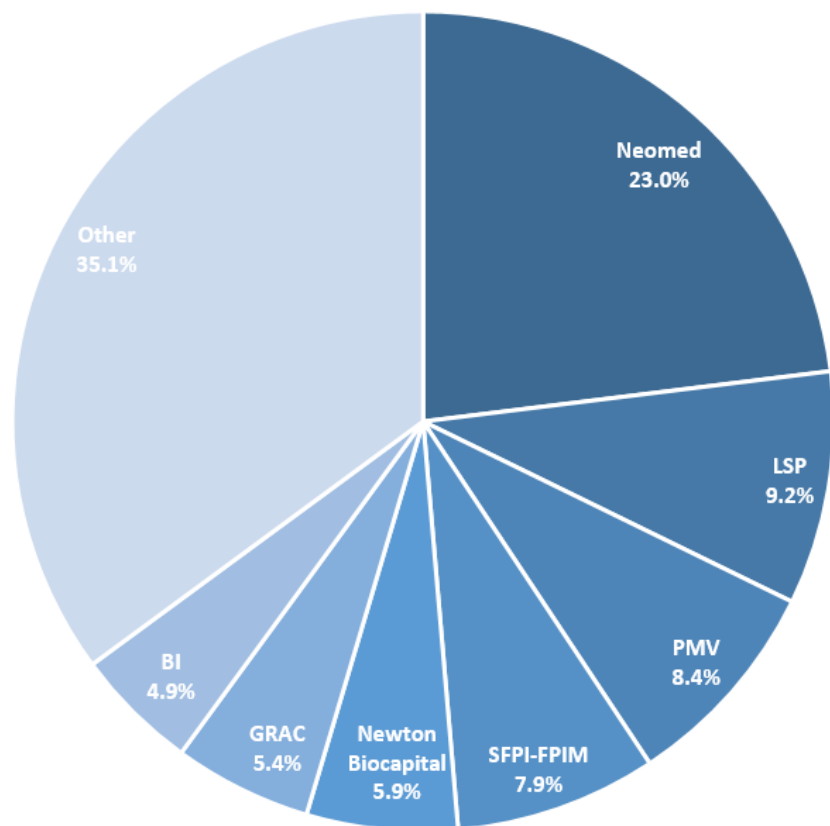
**Erik Amble**  
Director



# Shareholders base and financial overview

Ticker: SEQUA – Euronext Brussels

- Outstanding shares: 18.5M
- Outstanding share options & warrants: 1.8M



- Analysts:
  - KBC Securities – Lenny Van Steenhuyse
  - Kempen – Ingrid Gafanhão
  - Kepler Cheuvreux – Matthias Maenhaut
  - Mirabaud – Daniel Jelovcan
- Cash (31 December 2020): €11.0M
- Equity financing in February 2021: €22.5M
- Cash runway into Q2 2022



# POSEIDON – study cohorts

Patients with recurrent or refractory ascites due to liver cirrhosis in up to 20 centres across US and Canada

## Two study cohorts with the same inclusion / exclusion criteria

### 1 Pivotal Cohort

- Up to 50 patients implanted with the **alfapump**®
- For primary and secondary endpoint analysis

### 2 Roll-In Cohort ➡ enables us to report interim data

- Up to 30 patients implanted with the **alfapump**
- To teach clinicians and medical teams at new centres how to use the **alfapump**



# Cirrhotic patients with recurrent or refractory ascites

First 13 patients in Roll-In Cohort of the POSEIDON study

Age (mean)	65 y
MELD score (mean $\pm$ SD)	10.5 $\pm$ 4.6
Cirrhosis etiology	
- Alcohol	- 61.5%
- NASH	- 23.1%
- Hepatitis C	- 7.7%
- Alcohol, Hepatitis C, and Hepatitis B	- 7.7%
TP per month prior to study (mean $\pm$ SD)	3.4 $\pm$ 1.8

Willingness to treat earlier stage patients?

NASH is already an important driver of this market

N. American patients appear to have more TP / month compared to Europe

**MELD:** Model for End-stage Liver Disease; **SD:** Standard Deviation; **NASH:** Non-Alcoholic Steatohepatitis; **TP:** Therapeutic Paracentesis

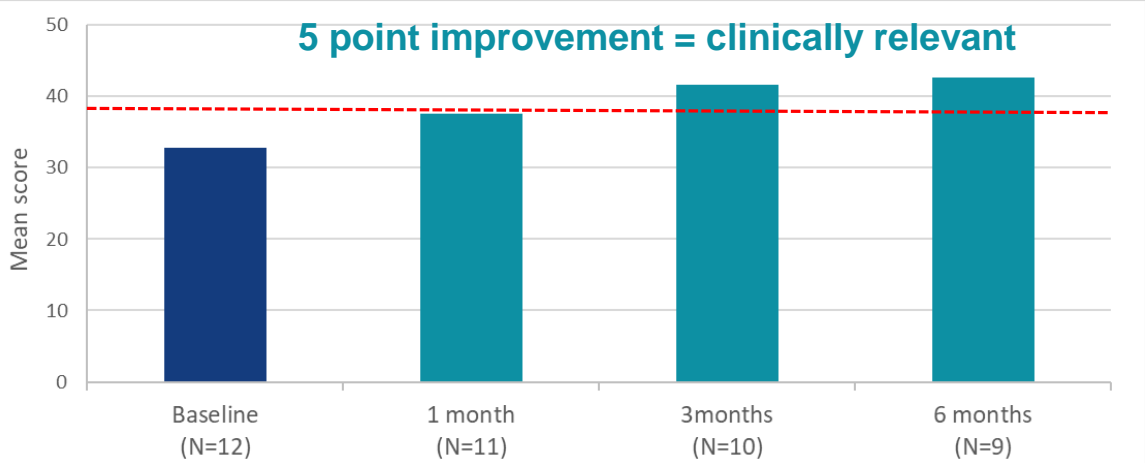


# POSEIDON interim: Indication of fast and persistent improvement in Quality of Life

*SF-36*

*General health-  
survey  
questionnaire*

Physical Component Score



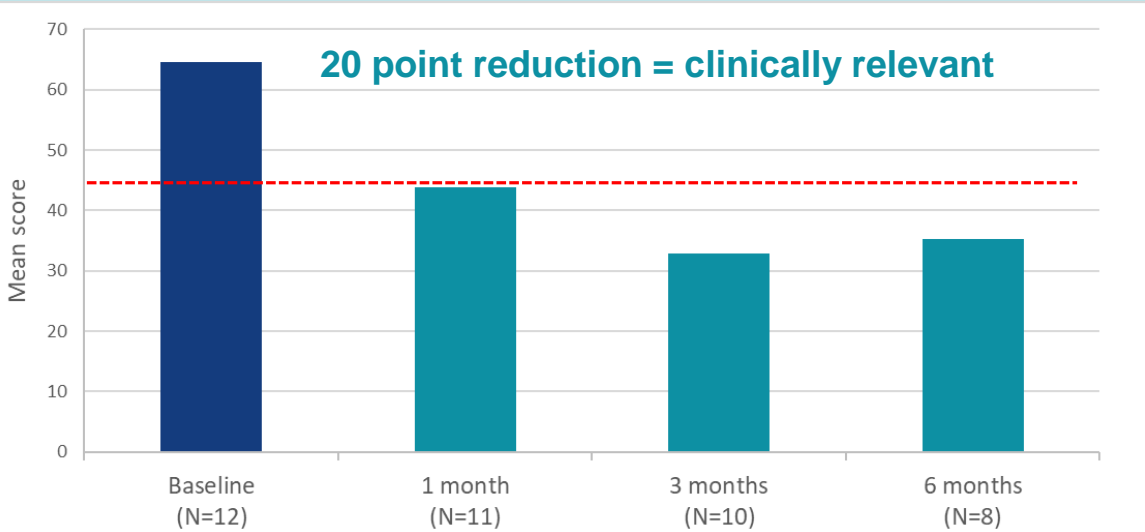
Higher is  
better



*Ascites Q*

*Specific health-  
survey  
questionnaire  
for ascites*

Total Score



Lower is  
better





# Leading experts as Heart Failure Scientific Advisors



**Dr. Maria Rosa Costanzo**

Medical Director of the Edward Center for Advanced Heart Failure  
Medical Director Heart Failure Research for the Advocate Heart Institute



**Dr. Wilson Tang**

Professor of Medicine at Cleveland Clinic Lerner College of Medicine at Case Western Reserve University



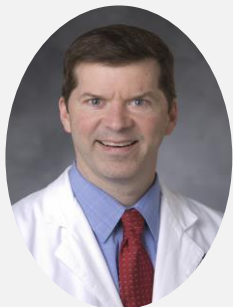
**Dr. Javed Butler**

Professor and Chairman of the Department of Medicine at the University of Mississippi Medical Center



**Dr. Jeffrey Testani**

Associate Professor of Medicine and Director of Heart Failure Research at Yale University School of Medicine



**Dr. Michael Felker**

Professor of Medicine in the Division of Cardiology at Duke University School of Medicine  
Director of Cardiovascular Research at the Duke Clinical Research Institute and Vice-Chief for Clinical Research in the Division of Cardiology



**Dr. Udelson**

Chief of the Division of Cardiology at Tufts Medical Center  
Professor of Medicine and Radiology at Tufts University School of Medicine



# Contact info



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