

sequanamedical

De Belegger on Tour – 20 September 2021

Ian Crosbie, CEO



Innovators in the treatment of diuretic-resistant fluid overload

liver disease  malignant ascites  heart failure

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.
- 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.

Waarom diuretica-resistente vochtoverbelasting belangrijk is

- Vochtoverbelasting is een wezenlijk klinisch probleem bij veel belangrijke en groeiende ziekten
- Diuretica / “plaspillen” zijn standaardbehandelingen – maar in veel gevallen zijn ze niet meer effectief
- Alternatieven zijn beperkt en hebben aanzienlijke nadelen
- Wij ontwikkelen alternatieven om de zorg te transformeren met als doel:
 - verbeterde klinische resultaten
 - betere levenskwaliteit voor patiënten
 - kostenbesparingen voor de gezondheidszorg

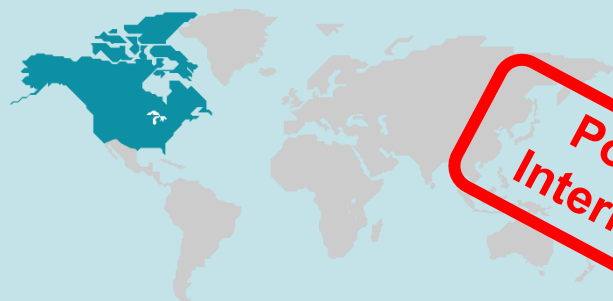
Focus op 2 producten – € miljarden opportuniteiten



alfapump®

Leverziekte (NASH) in N. Amerika

> €3 miljard / jaar marktopportuniteit in VS⁽¹⁾



**Positieve
Interim Data**

FDA Breakthrough Device
Designation

POSEIDON pivotale studie lopende

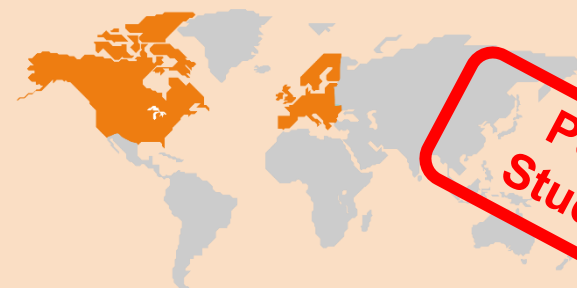
Eigen commercialisatie



alfapump DSR®

Congestie als gevolg van Hartfalen

> €5 miljard / jaar marktopportuniteit in EU & VS⁽²⁾



**Positieve
Studie Data**

SAHARA DESERT studie lopende

Partnering na werkzaamheidsstudie in de VS

Gebouwd op bewezen Europese klinische & commerciële ervaring

Bron 1: Management inschatting voor de VS binnen 10-20 jaar, inclusief de geschatte groei in prevalentie voor NASH in de VS, gebaseerd op GlobalData Epidemiology Forecast to 2026

Bron 2: Management inschatting voor de VS & EU tegen 2026 gebaseerd op GlobalData Heart Failure Epidemiology Forecast to 2026; Costanzo et al. (2007). Kiglore et al (2017)

Refractaire ascites – belangrijke complicatie van levercirrose

Vette leverziekte / NASH zorgt voor dramatische groei en verandering in houding tov patiënten met levercirrose

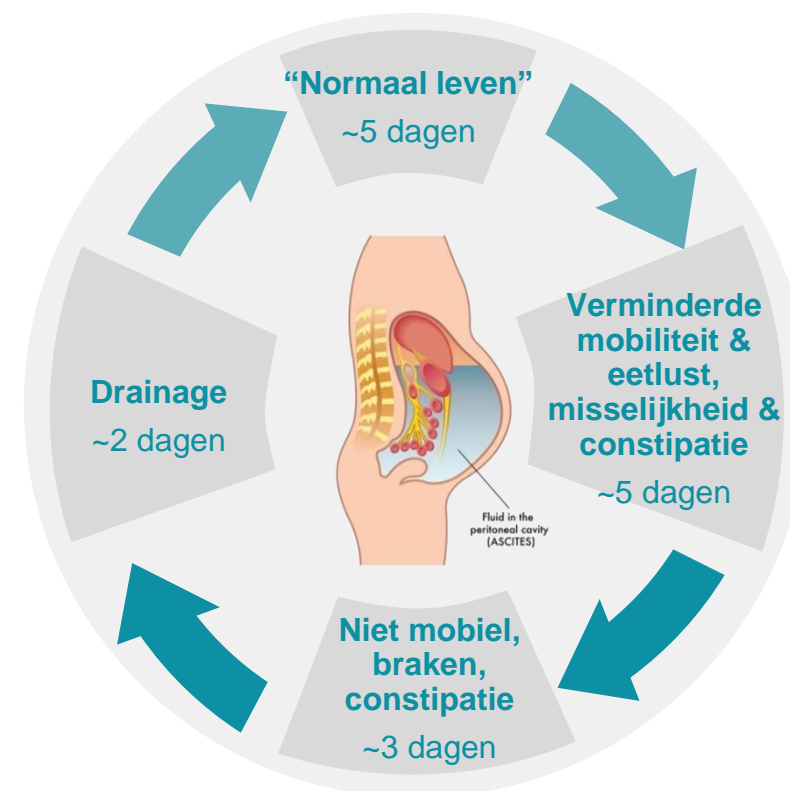
Virale
infecties
(Hepatitis B & C)



Alcoholische
Leverziekte



Niet-Alcoholische
Steatohepatitis
(NASH)



Typisch leven van een patiënt⁽¹⁾

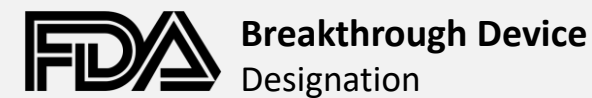
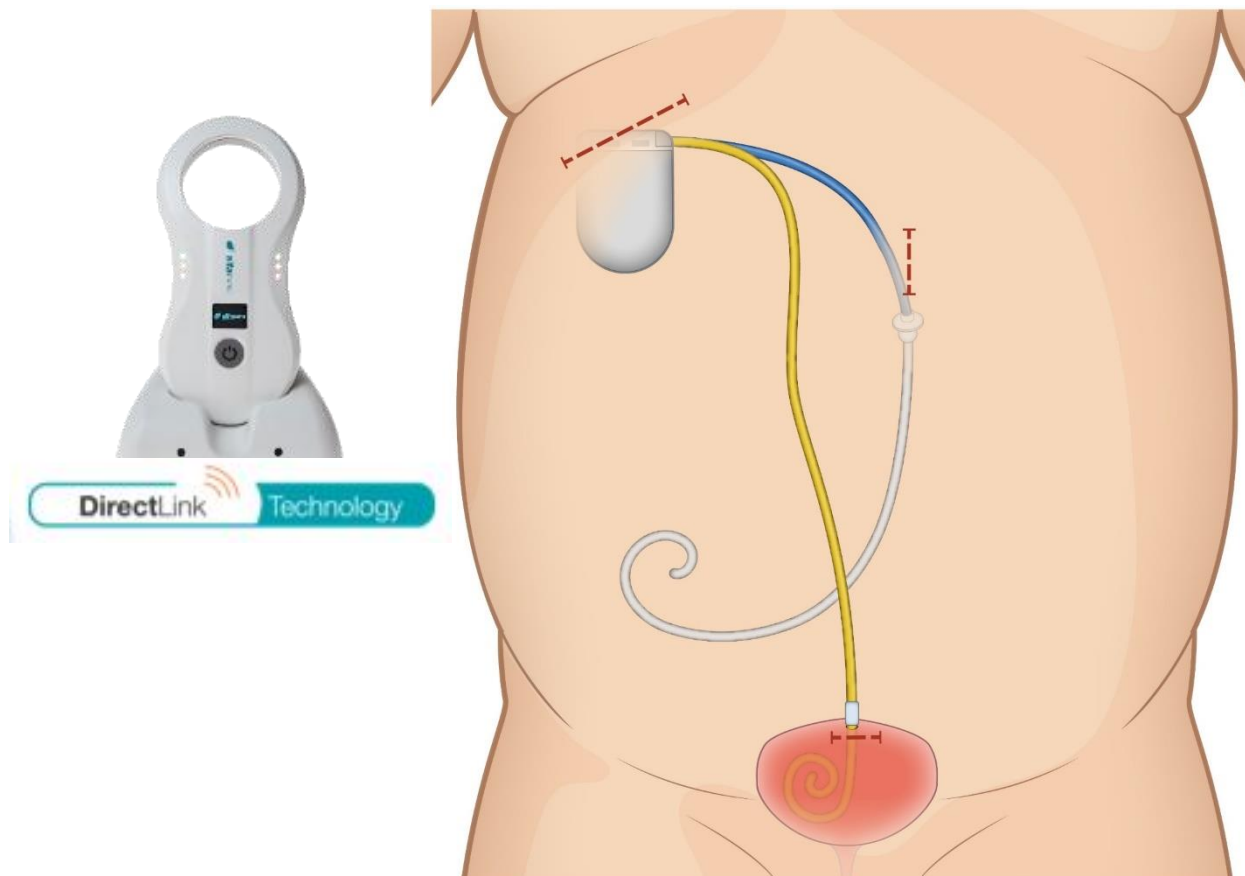
Noot: Prevalentie van NASH in de VS zal naar verwachting met 63% stijgen tussen 2015-2030; Estes et al., 2018

Bron 1: Presentatie van Dr. Rajiv Jalan op EASL in 2018, Behandelingscyclus voor grootvolume paracentese van refractaire ascites



alfapump® – samenwerking met de blaas

Meer dan 850 implantaties en honderden jaren patiëntenervaring





Sterke interim data van FDA pivotale studie (POSEIDON)

Tussentijdse data tonen aan dat we op schema zitten om de FDA-doelen voor goedkeuring te halen

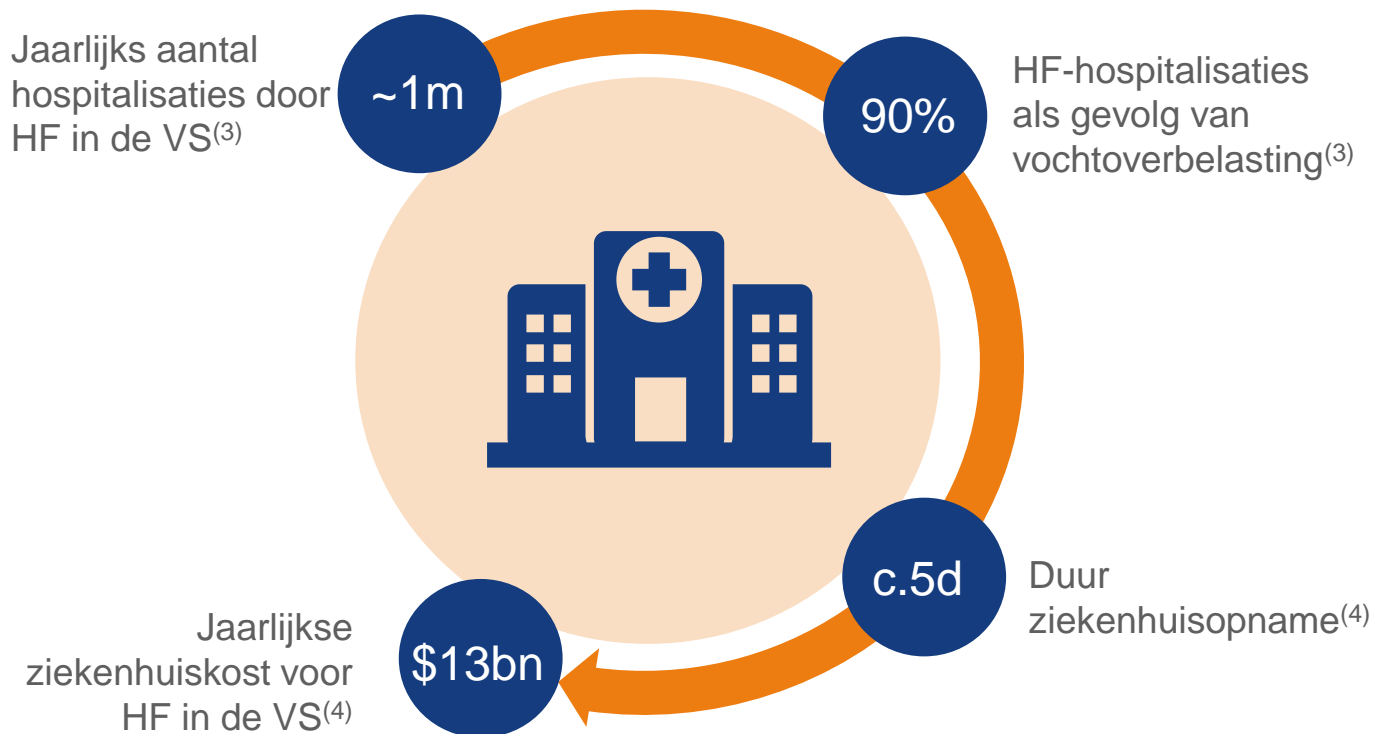
- Vermindering van externe drainage met **meer dan 90%** (vs FDA-doelstelling van 50%)
- **Al onze patiënten** hadden $\geq 50\%$ vermindering van externe drainages (vs FDA-doelstelling van 50%)
- Veiligheid **conform** verwachtingen
- **Snelle en aanhoudende verbetering** van de levenskwaliteit

FDA-indiening voor regulatoire goedkeuring in de VS verwacht medio 2023



Diuretica-resistente congestie bij hartfalen

Duidelijke onvervulde behoefte en oorzaak van kosten voor patiënten met hartfalen

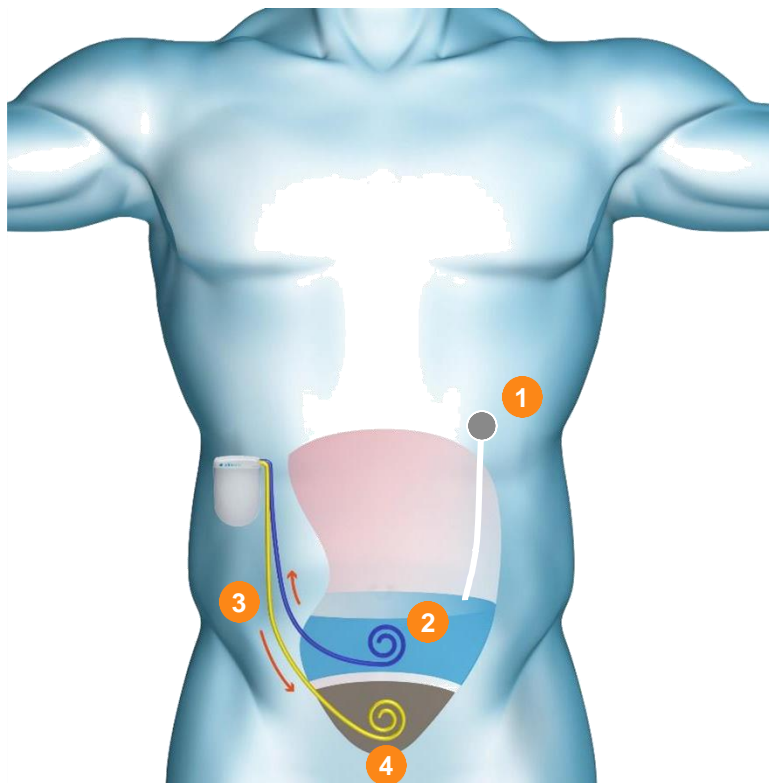


- 40% van patiënten met HF hebben een zwakke respons op intraveneuze lisdiuretica⁽¹⁾
- 1 op 4 terug in het ziekenhuis binnen de 30 dagen⁽²⁾



alfapump DSR[®] – samenwerking met de nieren

Combineren van ons bewezen alfapump-platform met onze DSR-technologie



- 1 Toediening van ons DSR-infusate in de buikholte
- 2 DSR-infusate extraheert natrium uit de bloedbaan
- 3 **alfapump** pompt natrium en DSR-infusate in de blaas waar het natuurlijk wordt verwijderd
- 4 Lichaam herstelt natriumbalans door verwijderen van water zodat de vochtoverbelasting vermindert

Fundamentele patenten om vochtoverbelasting in patiënten met hartfalen te verminderen, toegekend in de VS en Europa



Zeer bemoedigende resultaten van RED DESERT studie

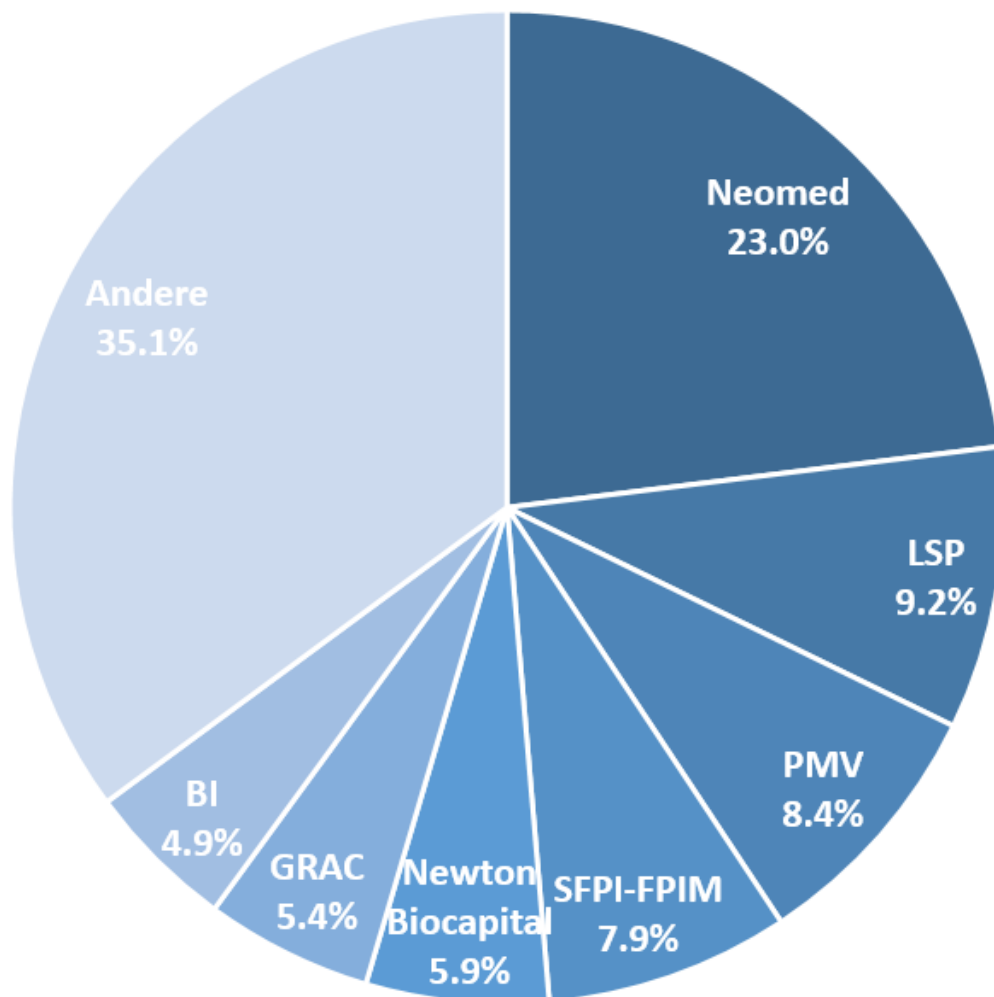
Intensieve therapie om het natuurlijke vermogen van de nieren - het beheren van de vochtbalans - te herstellen

- Veilig en zeer effectief beheer van de vocht- en natriumbalans
- Drastische en langdurige verbetering van de respons op diuretica
- Aanzienlijke verbetering van de hart-nierfunctie

Topline data SAHARA DESERT studie verwacht in H2 2022

Aandeelhoudersstructuur en financieel overzicht

Ticker: SEQUA – Euronext Brussels



Cash:

- Kaspositie €21,8 M (30 juni 2021)
- Cash runway tot in Q2 2022

Aandeleninfo:

- 18,5 M uitstaande aandelen
- €120 M market cap (€6,50 / aandeel)

Analisten:

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- Kempen – Ingrid Gafanhão
- Kepler Cheuvreux – Matthias Maenhaut
- Mirabaud – Daniel Jelovcan

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