



## **Pioneers in the treatment of fluid overload**

**alfapump®** - FDA approved  
breakthrough device targeting  
underserved \$2 billion US market

January 2026

Euronext: SEQUA.BR

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- Sequana Medical will continue to update the market as needed and whenever possible.

**Important Safety Information:**

- For important safety information regarding the alfapump® system, see <https://www.sequanamedical.com/wp-content/uploads/ISI.pdf>.
- The alfapump® System is currently not approved in Canada.
- DSR® therapy is still in development and is currently not approved in any country. The safety and effectiveness of DSR® therapy has not been established

**Note:**

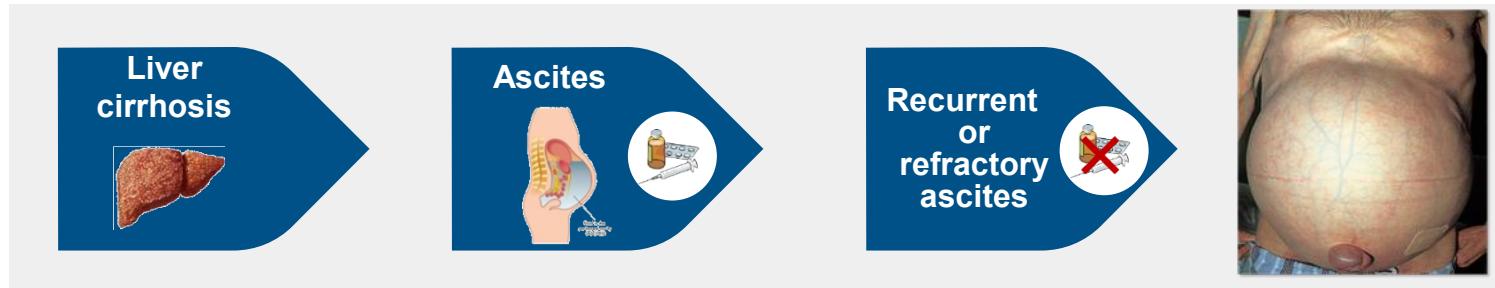
- alfapump® and DSR® are registered trademarks.

# alfapump: FDA Approved, Transforming Neglected US Market

- \$2 Billion Market Growing at 9% CAGR
- Differentiated Solution - Addressing Unmet Clinical Need
- Strong Clinical Evidence; FDA Approval and Breakthrough Designation
- Solid Reimbursement Position Supports \$30K+ ASP
- Smart Direct Commercialisation Strategy
- Focused Strategy Supports Forecast Breakeven Below €55MM & High Profitability at €100MM
- Significant Upside Potential From DSR Pipeline Program for Diuretic-Resistant Heart Failure

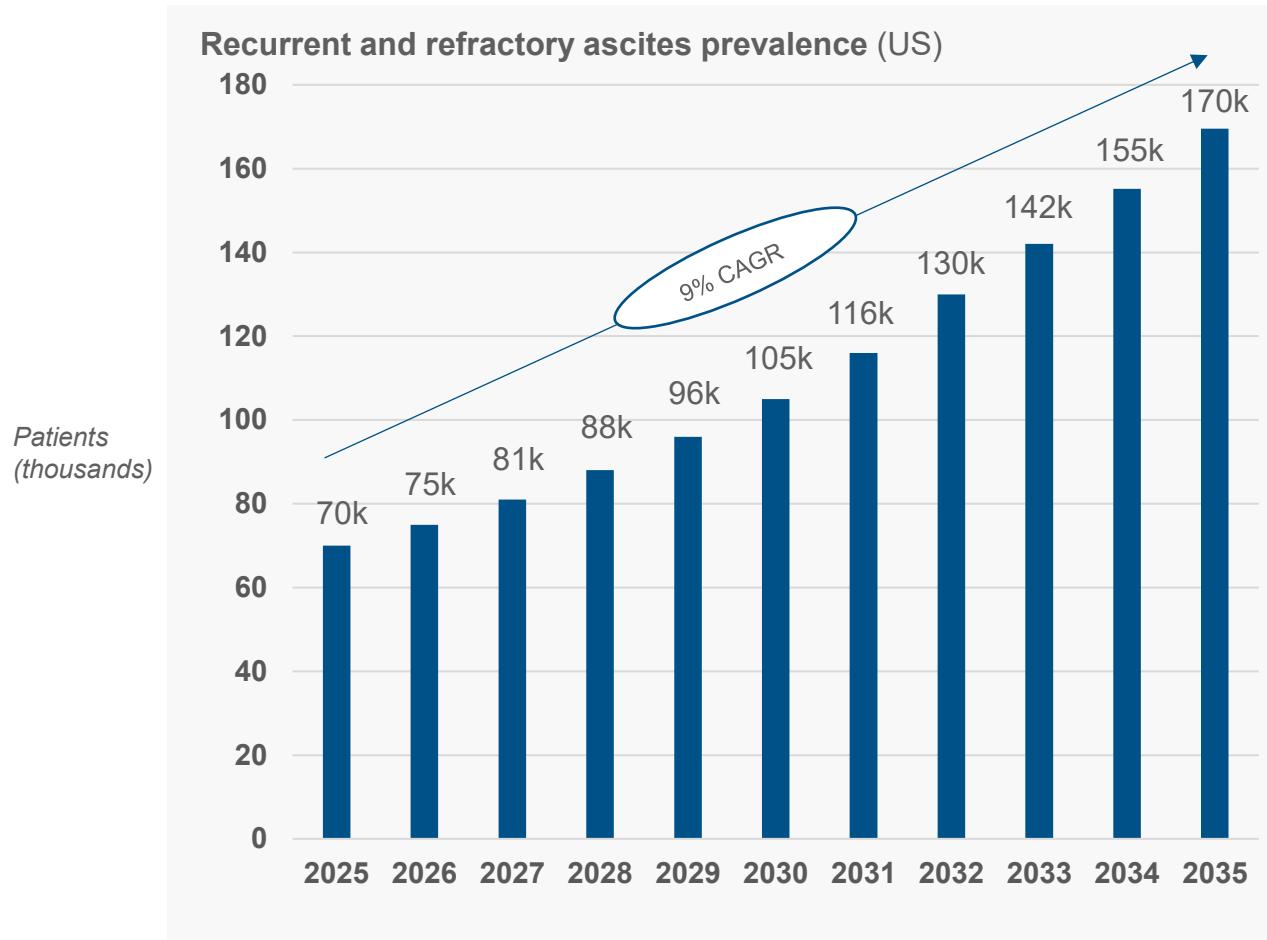
# Ascites – key complication of liver cirrhosis

Painful build-up of fluid in the abdomen leading to severe clinical problems and quality of life impact



# \$2 billion US market for alfapump and 9% CAGR<sup>(1)</sup>

Forecast to reach over \$5 billion by 2035



<sup>(1)</sup>Based on US market assessment conducted by highly experienced international consulting group, estimating 130,000 patients with recurrent or refractory ascites in US by 2032 and based on proposed price of \$33k per alfapump;

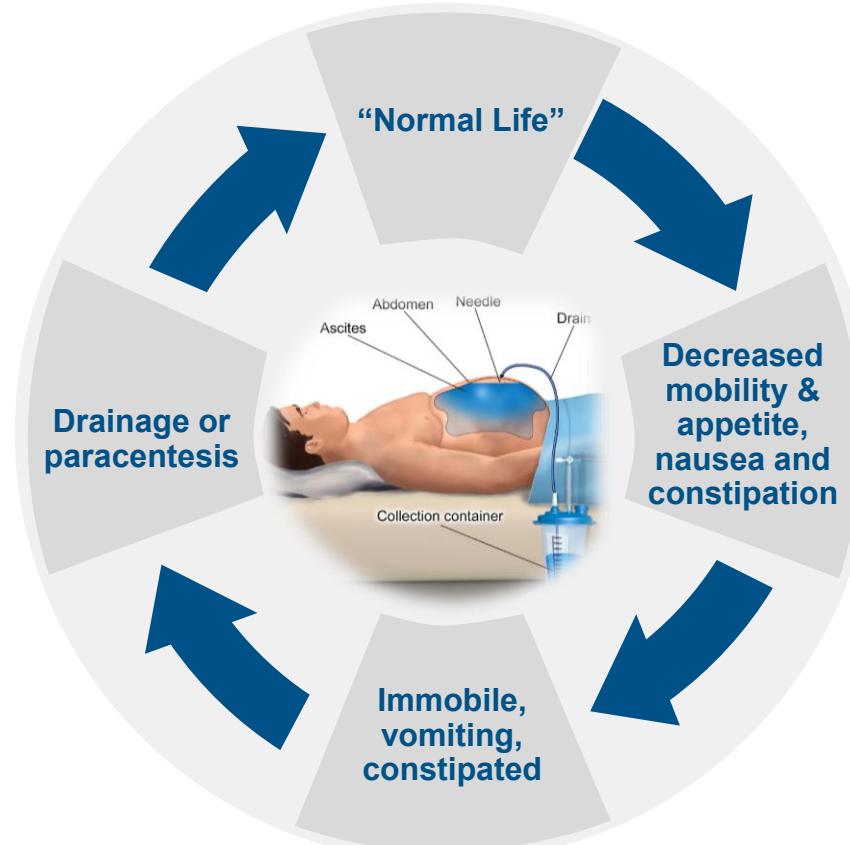


# Current treatments have clear clinical limitations

Drainage and TIPS are the main treatment options; alfapump is the only innovation, nothing in development

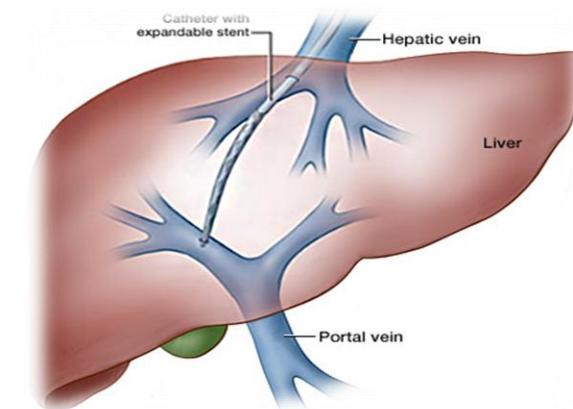
## SoC: Paracentesis (“drainage”)

Painful, burdensome, short-term benefit, QoL impact<sup>(1)</sup>



## TIPS (“bypass”)

- Less than 40% of patients are eligible due to severe complications and contraindications<sup>(2)</sup>
- Patient concerns over cognitive impacts
- Limited efficacy in treating ascites<sup>(3)</sup>



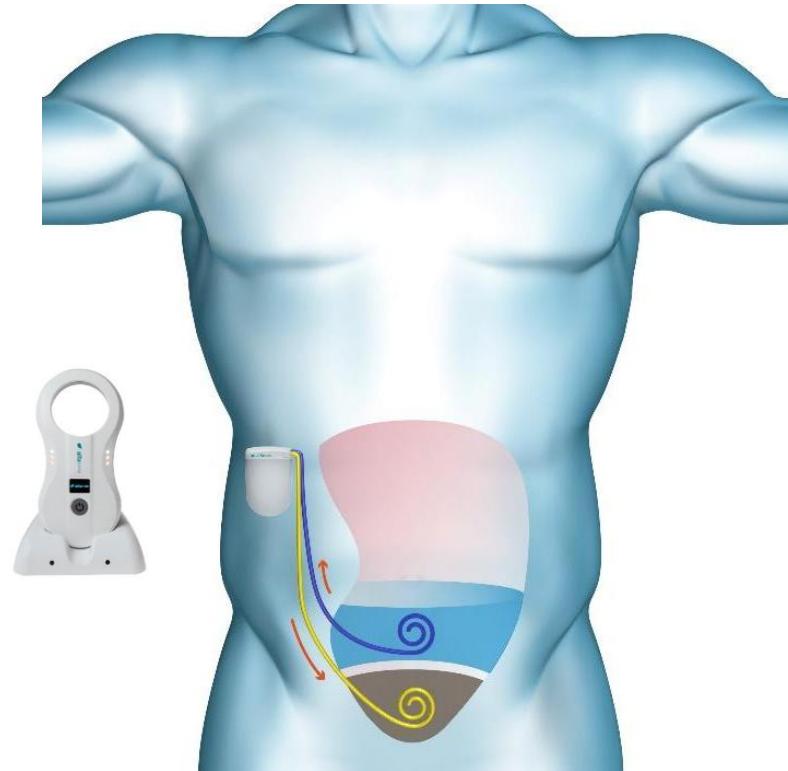
<sup>1</sup> Presentation of Dr. Rajiv Jalan at EASL in 2018, Large Volume Paracentesis (LVP) treatment cycle for refractory ascites

<sup>2</sup> Wong, F., Management of refractory ascites. Clin Mol Hepatol, 2023. **29**(1): p. 16-32

<sup>3</sup> Saab et al 2020

# Proven step change in therapy, over 1,000 implanted

Automatic pumping of ascites from peritoneal cavity to the bladder where it is urinated away



- Full implanted
- Wireless charging
- Settings wirelessly adjusted
- Automatic Operation
- Long-term implantation
- Regular reporting to clinicians
- Integrated pressure sensors



PMA Approval from FDA<sup>(1)</sup>

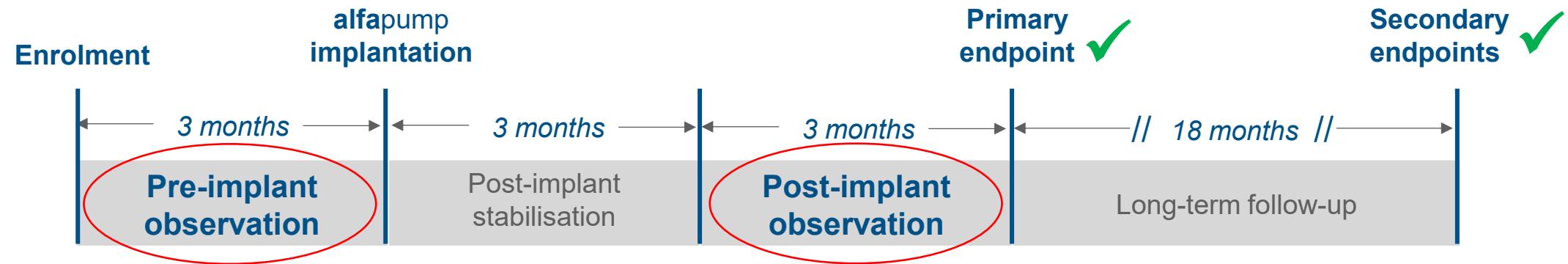


Breakthrough Device  
Designation



# Successful North American pivotal study (POSEIDON)

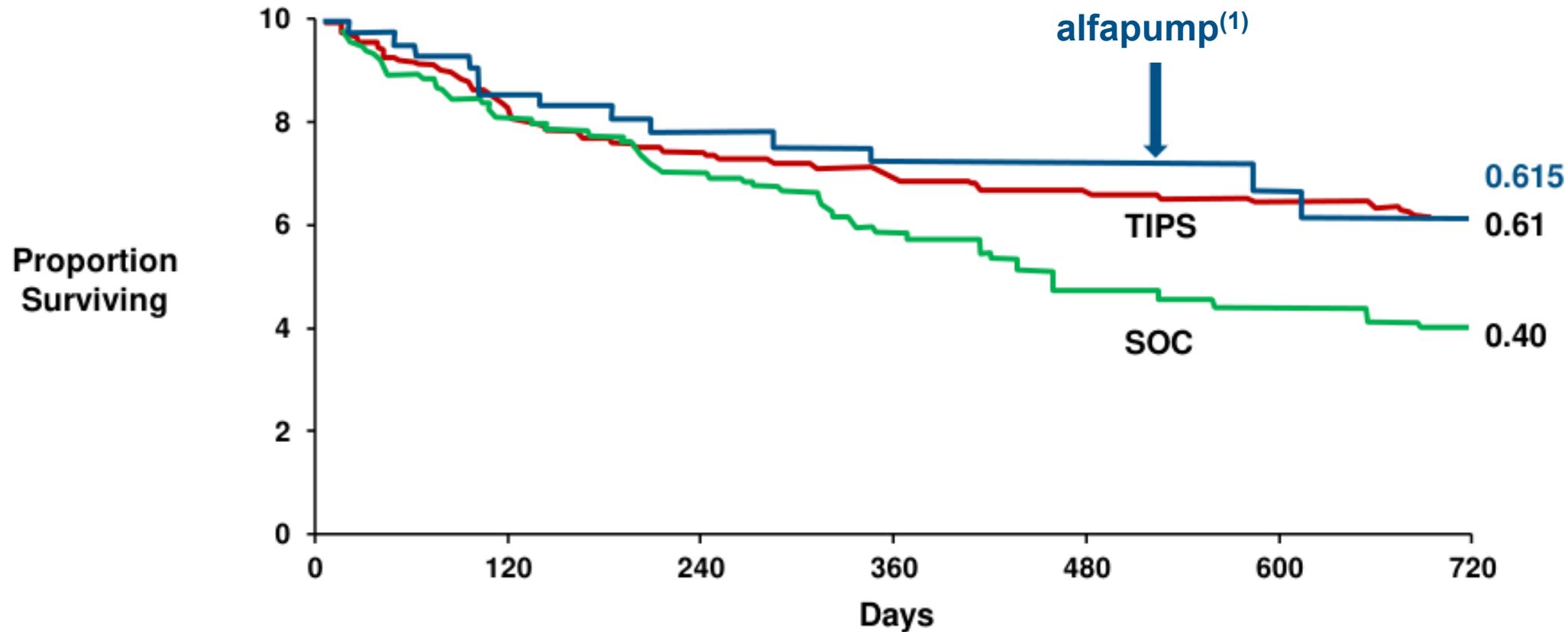
100% median reduction in therapeutic paracentesis plus important improvement in QoL



Impact on Paracentesis	0 – 6 months post-implant	0 – 24 months post-implant
Therapeutic paracentesis / month	100% median reduction	100% median reduction
Freedom from LVP	90% of patients	80% of patients
Quality of Life	6 months post-implant	24 months post-implant
• Change in AscitesQ score (lower is better)	-16.8 points	-26.6 points
• Change in SF-36 Physical Component score (higher is better)	+6.4 points	+9.3 points

# POSEIDON: Overall survival favourable over SoC

Higher Than Expected in This Patient Population (compared to LVP), Comparable to TIPS



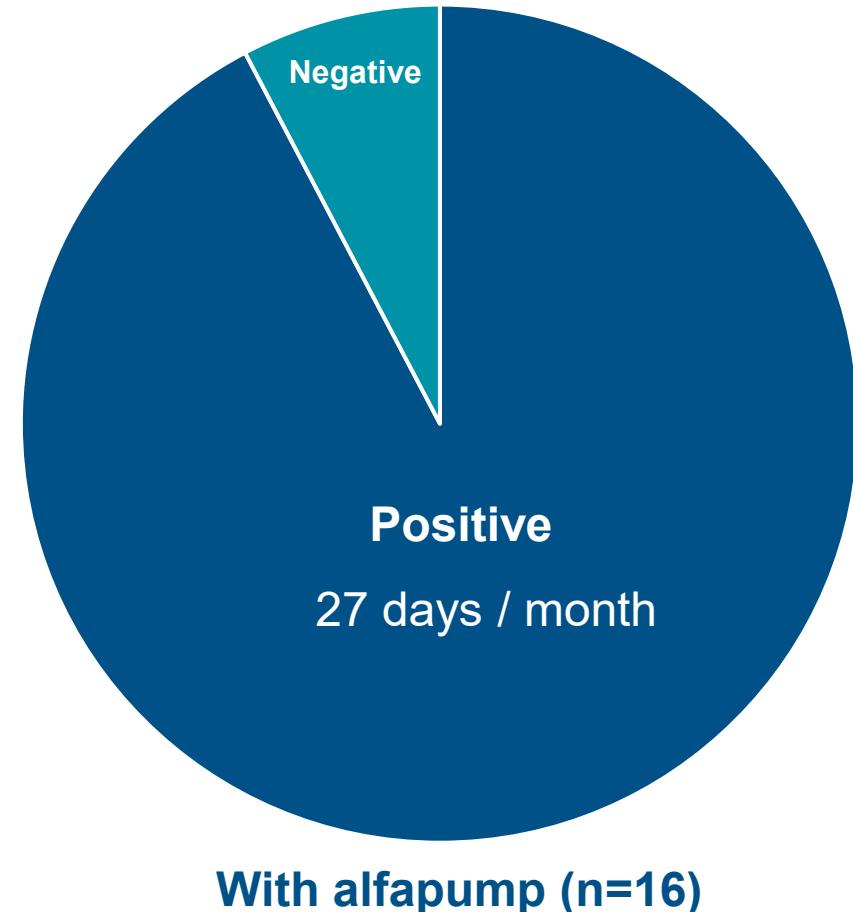
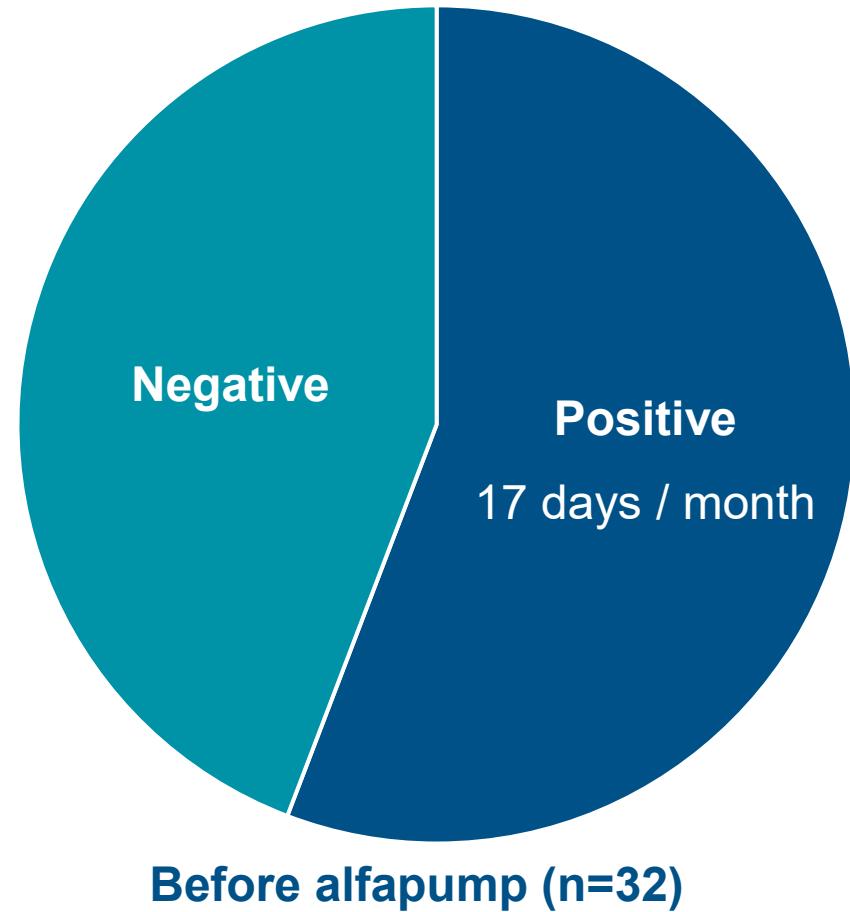
Adapted from Larrue 2023; cross-study comparison

(1): Alfapump data from POSEIDON Pivotal Cohort mITT

Source: POSEIDON data from POSEIDON clinical study report (data on file at Sequana Medical)

# POSEIDON: 10 additional “Good Health Days” / month

What it really means to the patient



Source: alfapump system SSED (summary of safety and effectiveness) PMA 230044

Good Health Day: Patient reported positive global assessment of health relative to their ascites symptoms and management  
Diary selection of good, very good or excellent on a 5-point Likert scale of poor, fair, good, very good and excellent

# Smart US commercial strategy underway

Initial Focus on Non-TIPS market, and Transplant Centers

## Non-TIPS Market

- Majority of the market
- Clear unmet needs
- Limited competition / low entry barriers
- Platform for expansion into entire market

## Transplant Centers

- 90 centers cover 90% of liver transplants
- Small focused commercial team
- Centers experienced with novel therapies
- Expand their range of treatments options

*“The **alfapump®** system is intended for single patient use only in adult patients with refractory or recurrent ascites due to liver cirrhosis*

*It is indicated for the removal of excess peritoneal fluid from the peritoneal cavity into the bladder, where it can be eliminated through normal urination”*

*(FDA Approved Indication for Use)*

# Solid reimbursement supports \$30K+ ASP

NTAP and granted hospital procedure codes support \$33K ASP

## Coding & Payment – Strong position from existing DRG codes and NTAP

- Hospital reimbursement codes granted (existing DRG's for **alfapump** procedure\*)
- **NTAP additional reimbursement approved** commencing October 1; up to \$21K extra
- Target **alfapump** ASP of **\$30K+** (75% gross margin)
- Physician CPT III codes granted

## Coverage – Case-by-Case Based on High Medical Need

- High payer approval rate expected: focus on sophisticated hospitals & high medical need
- New federal regulation enforces rapid decision making

\*On the basis of existing ICD-10 codes issued for the **alfapump**, the likely DRG coding will be 423 "OTHER HEPATOBILIARY OR PANCREAS O.R. PROCEDURES",

DRG: Diagnosis Related Group; NTAP: New Technology Add-On Payment; CPT: Current Procedural Terminology;

# Focused Strategy Supports Attractive Financial Model

Targeting breakeven below €55MM, and high profitability at €100MM

- **Anticipated breakeven at below €55MM**
  - 2,000 pumps
- **Driven by focused strategy & no commercial incumbent**
  - No significant investment in further trials planned
  - Cost-effective product development
  - Focused commercial investment
  - No established commercial player pushing back
- **Targeting high profitability at €100MM**
  - 3,600 pumps

No. of Centers	Monthly Implants / Center			
	2X	4X	6X	8X
10	€7	€14	€20	€27
20	€14	€27	€41	€54
30	€20	€41	€61	€81
40	€27	€54	€81	€108
50	€34	€68	€102	€135
60	€41	€81	€122	€162
70	€47	€95	€142	€190
80	€54	€108	€162	€217
90	€61	€122	€183	€244
100	€68	€135	€203	€271

# Compelling commercial opportunity

Potential to disrupt the non-TIPS market with little pushback expected

## Physicians Are Looking for Better Options for their Non-TIPS patients

- When TIPS is i) not an option, ii) has failed or iii) when patient is concerned about cognitive risk
- Potential to drive additional attractive procedures, and streamline patient care

## Mainstream Patients Want High Quality Life Without Constant Concern of Drainage

- Ascites accumulation is a problem between drainages, not just for the procedure
- Ascites accumulation is not always predictable, making planning hard & a constant concern
- Patients often travel long distances for drainage, placing heavy burden on them and caregivers

## Non-TIPS market is Majority of Patients & Open for New Entrant

- Paracentesis is not commercially attractive to product or service providers – low margin, burdensome
- Time and effort is not attractive to hospitals or clinicians
- Unplanned visits by patients to ER are disruptive to hospital planning, expensive, and frequent

# Positioned for sustainable market leadership

PMA & Breakthrough Device Designation Creates Major Barriers to Entry for Followers

**IP: Granted US patent protection through 2036**

**PMA: (granted to alfapump system)**

- Does not create 510(k) pathway; requires ownership of data so our data & studies cannot be referenced by a competitor
- **Significant time, resource & cost barrier for new entrants to conduct new studies**
- Study recruitment for new unapproved product likely to be harder now alfapump has US approval

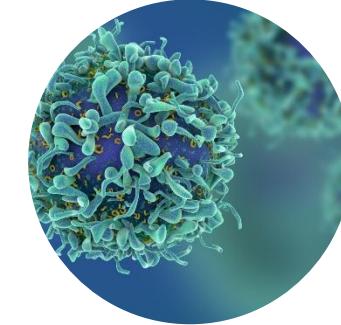
**Breakthrough Device Designation: (granted to alfapump in 2019)**

- Medical devices that provide for more effective treatment of irreversibly debilitating conditions
- Expedites the development and review of devices, incl. pre/postmarket balance of data collection, and efficient and flexible clinical study design – POSEIDON study design was major advantage
- **Now the alfapump is approved, competitors likely face greater challenge to obtain breakthrough designation and resulting benefits in trial design (time and duration)**

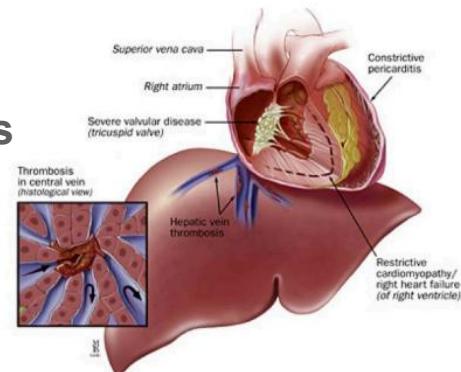
# Potential market expansion<sup>(1)</sup>

Opportunities for Additional Indications in Other Significant Markets

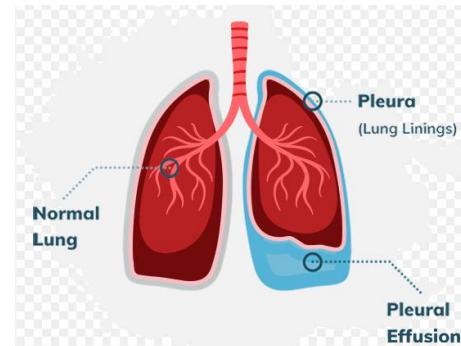
**Malignant Ascites:** Fluid in peritoneal cavity due to cancer



**Cardiac Ascites:** Very similar presentation to liver cirrhosis



**Pleural Effusion:** Fluid in the chest cavity



1: Not included in current US indication for use for alfapump system

2: Ayantunde & S. L. Parsons. Annals of Oncology 2007

3: Fotopoulou et al; BMC Palliat Care . 2019 Dec 5;18(1):109

4 Tiwari et al; ACG Case Reports Journal 11(6):p e01372, June 2024

# Highly experienced leadership team

Derisking US alfapump commercial roll-out, and leveraging extensive board experience

## Senior Leadership Team:



**Ian Crosbie**  
Chief Executive Officer



**Kirsten Van Bockstaele**  
Chief Financial Officer



**Martijn Blom**  
Chief Commercial Officer



**Gijs Klarenbeek**  
Chief Medical Officer



**Dragomir Lakic**  
VP Manufacturing



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



**Mark Singer**  
Head of US Commercial



**Andreas Wirth**  
VP Engineering

## Board of Directors:



**Pierre Chauvineau**  
Chairman  
Prev. Cameron Health  
(acquired by Boston Scientific)



**Alex Clyde**  
Prev. Corp. SVP Global  
Health Economics, Policy &  
Reimbursement, Medtronic



**Wim Ottevaere**  
Prev. Ablynx CFO  
(acquired by Sanofi)



**Jackie Fielding**  
Prev. VP UK / Ireland,  
Medtronic



**Rudy Dekeyser**  
EQT, head of Health  
Economic Funds



**Ids van der Weij**  
Partners in Equity,  
Managing Partner



**Ian Crosbie**  
Chief Executive Officer



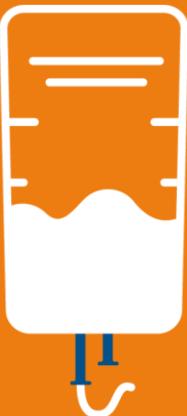
# alfapump: FDA Approved, Transforming Neglected US Market

- **\$2 Billion Market Growing at 9%**
  - Long term growth driven by obesity and demand for better treatments
  - Obesity is changing perceptions of cirrhosis amongst payors, providers, clinicians and patients
- **Differentiated Solution Addressing Unmet Clinical Need**
  - Physicians and patients want a better treatment option
- **Strong Clinical Evidence & FDA Approved**
  - 100% median reduction in therapeutic paracentesis plus important improvement in QoL
  - FDA PMA approved & Breakthrough Device Designation
- **Solid Reimbursement Position Supports \$30K+ ASP**
  - Coding/Payment: Strong position from existing DRG codes and NTAP
  - Coverage: High payor approval rate expected
- **Smart Commercial Strategy**
  - Focus on 90 Liver Transplant Centers
  - Limited competition creates wide open commercial opportunity
- **Focused Strategy Supports Forecast Breakeven Below €55MM & High Profitability at €100MM**
- **Significant Upside Potential from DSR Pipeline Program for Diuretic-Resistant Heart Failure**

# R&D Pipeline: DSR®

Clinical Proof-of-Concept Drug Program

Targeting Key Unmet Needs in Heart Failure



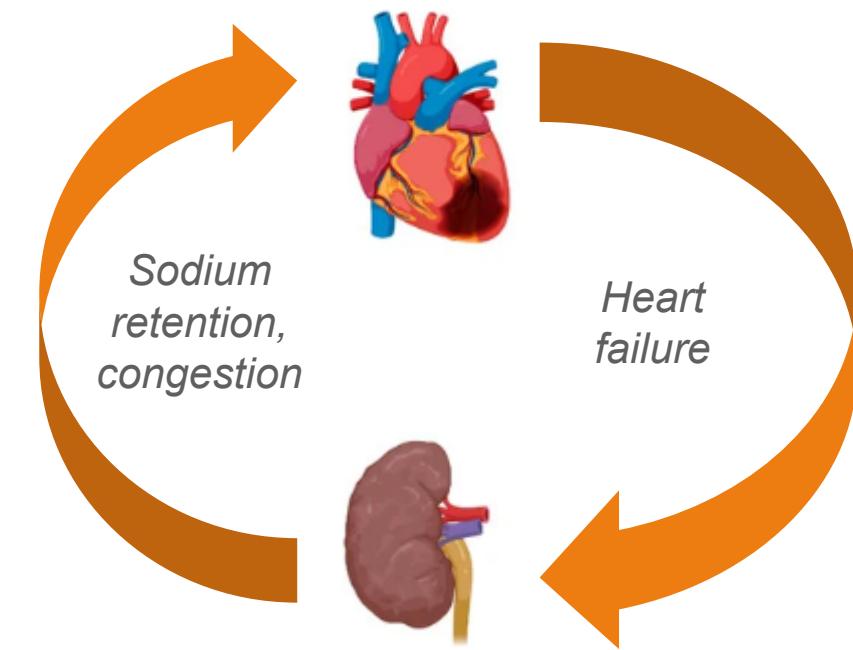
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# Cardiorenal Syndrome – key clinical challenge in HF

Unmet clinical need to tackle congestion for long enough, without damaging effect of loop diuretics

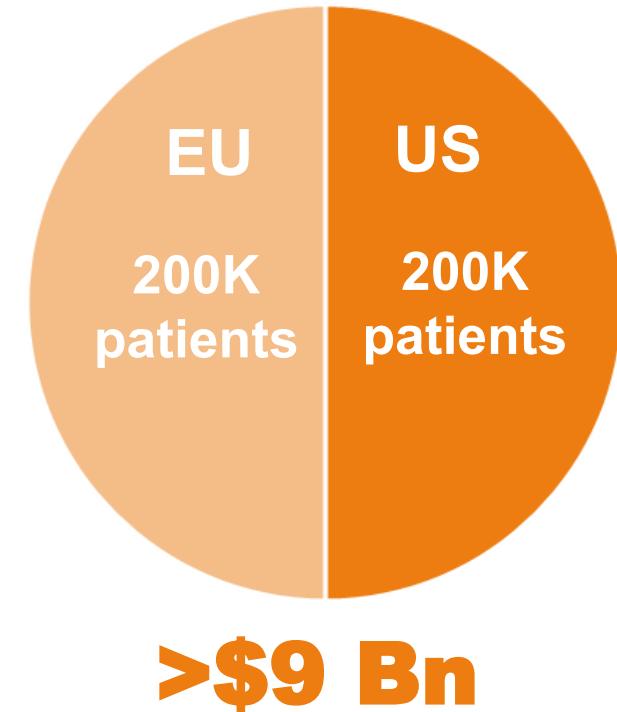
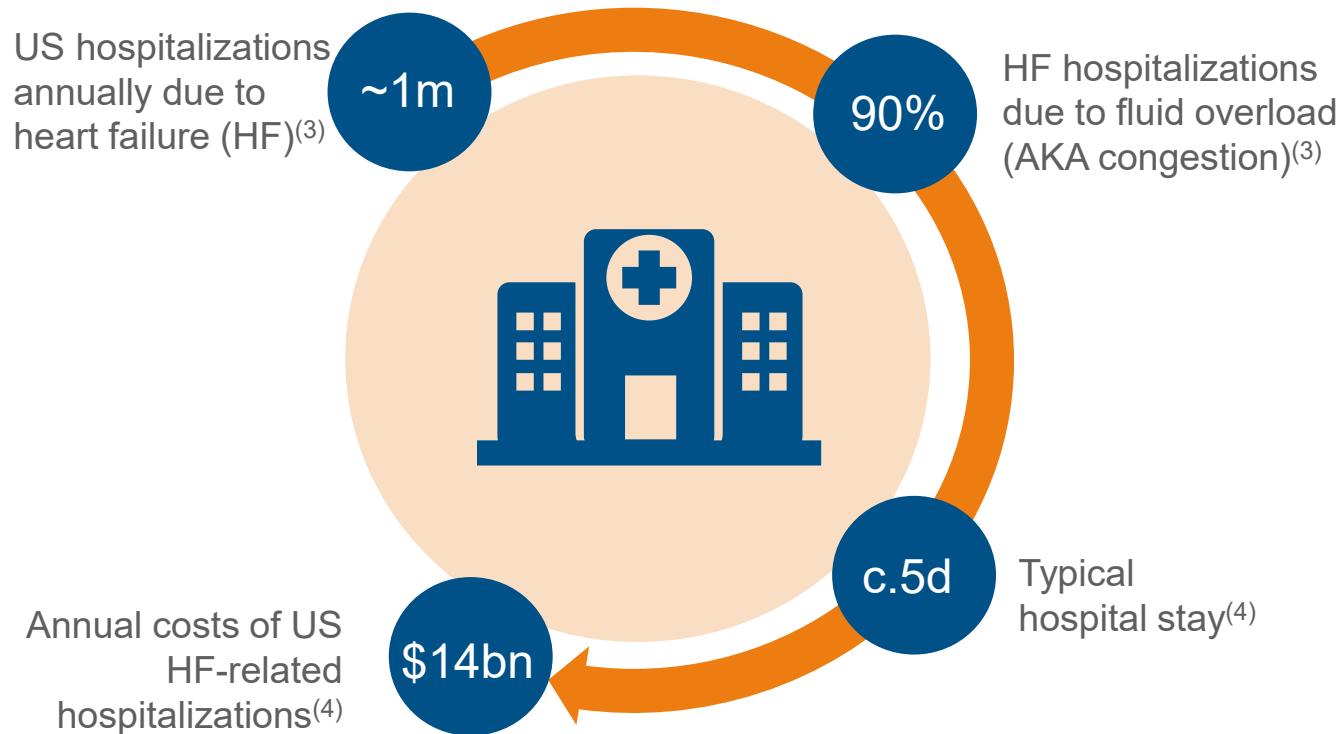
- Heart and kidneys are a closely linked, dependent system
- Poor cardiac output leads to retention of sodium by kidneys, **increasing fluid volume** to maintain homeostasis
- Additional load exacerbates heart failure **“doom loop”**
- Loop diuretics are mainstay of decongestion therapy BUT exacerbate many of the core mechanisms thought to underly CRS, **worsening diuretic-resistance and CRS – including direct damage to kidney**
- Objective is to develop potent therapy to reduce congestion, relieve load on heart and allow kidney recovery





# Congestion is key driver of morbidity & hospitalization

Diuretic-resistance in heart failure is common; no “super-diuretics” in development



**40% of heart failure patients on IV loop diuretics have a poor response<sup>(1)</sup>**

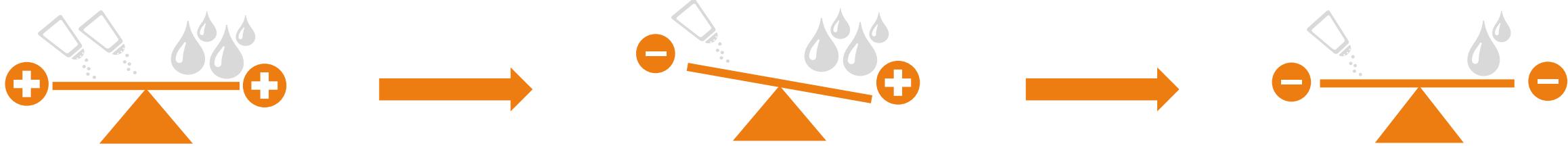
**24% re-admission rate at 30 days<sup>(2)</sup>**

DSR addressable market in US<sup>(5)</sup>

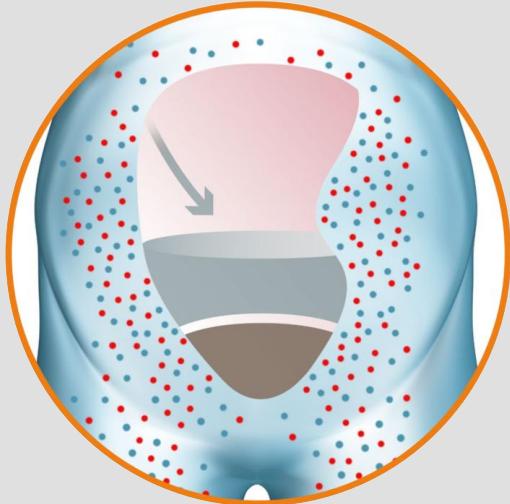


# DSR targets key driver of congestion – Sodium overload

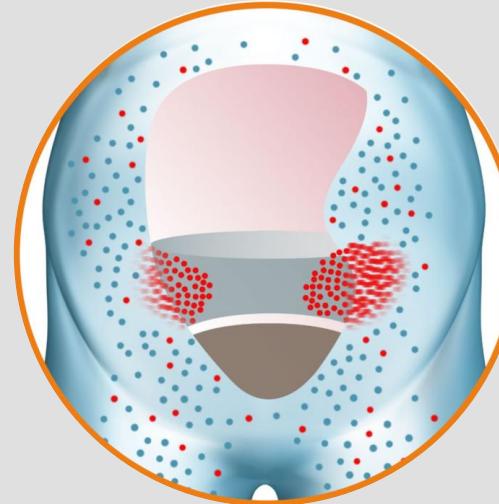
Validated by RED DESERT, SAHARA & MOJAVE clinical studies, with peer-reviewed publication



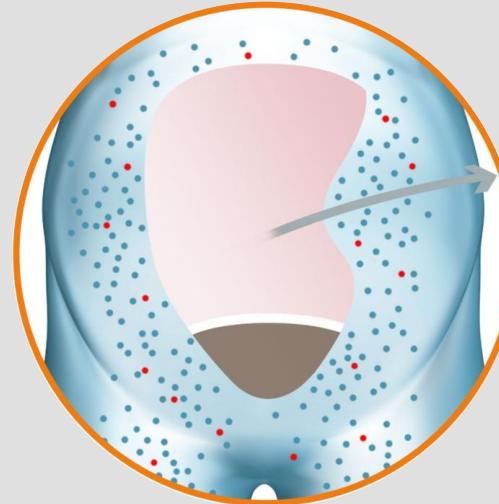
1 Sodium-free DSR product administered to peritoneal cavity



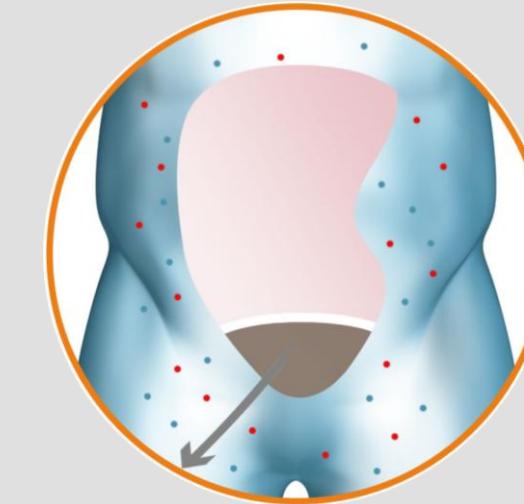
2 Sodium diffuses from body into DSR product



3 DSR product + extracted sodium & water removed from body



4 Body eliminates free water to restore sodium balance, reducing the fluid overload



● water  
● sodium

*Fundamental patents to reduce fluid overload in heart failure patients  
granted in US, Europe, Japan & China*



# Clinical proof of concept in cardiorenal syndrome

Strong results from RED DESERT (n = 8) and SAHARA (n = 10) clinical studies – published in EJHF

- ✓ Safe, rapid and effective elimination of excess fluid and maintenance of fluid balance
- ✓ Restores normal response of kidneys to diuretics
- ✓ Long lasting reduction in loop diuretic needs
- ✓ Improvement in kidney function

## Delivering improved clinical outcomes

- ✓ No congestion-related re-hospitalizations
- ✓ One class improvement of NYHA status
- ✓ Over 75% reduction in predicted one-year mortality\*

***“This data is truly revolutionary, representing really the first and only novel therapeutic approach to treat diuretic resistance and cardiorenal syndrome in heart failure.”***

*Dr. Testani, Yale*



# Phase 1/2a randomized controlled US study Underway

Seeking to replicate RED DESERT and SAHARA positive results in US patients



DSMB Approval Received to  
Proceed to Randomized Cohort

## Positive Results from Patients in Non-randomized Cohort (n = 3)

- Safe, well tolerated and maintenance of euvolemia without loop diuretics
- Virtual elimination of loop diuretics three months post-DSR therapy
- Dramatic improvement in diuretic response