

Nexstim



Nexstim - Personalized brain diagnostics and therapy

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Nexstim's NBS System is cleared by the FDA for assessment of the motor and speech cortices for pre-procedural planning. Nexstim has launched its NBT[®] system in the US for the treatment of Major Depressive Disorder (MDD) following clearance from the FDA for marketing and commercial distribution for this indication. The NBT[®] system is CE marked in Europe for the treatment of major depression and chronic neuropathic pain.

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Nexstim Story

Nexstim is a Finnish, globally operating medical technology company.

MISSION

We enable personalized and effective therapies and diagnostics for challenging brain diseases and disorders.

VISION

Our innovations create a possibility for a better life.

With our technological know-how, we set a new standard for the treatment of challenging brain diseases and disorders.

VALUES

Science and clinical evidence

Financial success

Passion and commitment

Ethics and responsibility

Megatrends that Support our Growth

Nexstim's unique proprietary neuronavigated TMS-technology for both diagnostic and therapy applications.

Aging population

- Population aging and a significant decline in the working-age and able population in Western countries
- Brain diseases increase with aging

Technological development in healthcare

- Technological developments and active research enable wider and new applications in the treatment of challenging brain diseases and disorders

Healthcare cost pressures

- The need for more effective and faster rehabilitation



Our Business and Products

Business	System	Commercial Status	Application	Europe	United States
Diagnostics Business	NBS (Navigated Brain Stimulation)	Over 200 systems sold	Pre-surgical mapping	CE marked	FDA approved
Therapy Business	NBT® (Navigated Brain Therapy)	Over 50 systems incl. therapy software	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



Nexstim Business Summary 2021

- Nexstim's historically best full year measured by net sales, operating result and result for the review period
- First positive Result for the Period in H2 2021 in the history of the company
- Business has continued to grow fast despite changes in the operating environment caused by the COVID-19 pandemic
- System sales were EUR 3.7M (2020: EUR 1.7M), an increase of 113.0%. Recurring revenue accounted for EUR 2.7M (2020: EUR 2.4M), an increase of 13.1%.
- 2021 was the **Company's best reported full year** to date
 - Net sales = EUR 6.4M (2020: EUR 4.1M), an increase of 55.5%
 - Operating result = EUR -1.5M (2020: EUR -3.3M), a 56.4% decrease in loss
- Diagnostics Business (NBS) net sales grew by 71.4% in 2021 to EUR 3.7M (2020: EUR 2.2M) and the Therapy Business (NBT®) net sales grew by 37.9% in 2021 amounting to EUR 2.7M (2020: EUR 2.0M)
- During the spring, a successful rights issue was arranged, which was oversubscribed and a total of EUR 6.6M in new capital was raised
- Nexstim agreed on a strategic investment in the service company of a Californian clinic (PNC Management, LLC), which provides treatment for patients with depression. The value of the investment is around EUR 0.5 million.

2021 Key Financials

Key Financials of the Group

EUR in thousands	1-12/2021 12 months	1-12/2020 12 months	Change-%
Net Sales	6,397.5	4,114.0	55.5
Gross Margin	5,262.0	3,139.1	67.6
Gross Margin-%	82.3%	76.3%	
Personnel expenses	-4,347.8	-3,731.5	16.5
Other operating expenses	-3,083.3	-2,429.3	26.9
Operating result	-1,452.2	-3,332.7	-56.4
Result for the period	-832.1	-4,121.6	-79.8
Cash flows from operating activities	-2,109.0	-2,724.7	-29.2
Cash in hand and at banks	5,194.7	3,455.8	50.3
Total equity	3,202.7	-1,469.1	
Equity ratio (%)	34.7%	-28.3%	

Total net sales 6.4M€ +56%

- NBS net sales 3.7M€ +71%
- NBT net sales 2.7M€ +38%
- **System sales 3.7M€ +113%**
- Recurring Revenue 2.7M€ +13%

- Personnel expenses -4.3M€ +17%
- Other OPEX -3.1M€ +27%
- Cost saving measures taken in the comparative period in 2020 Q2

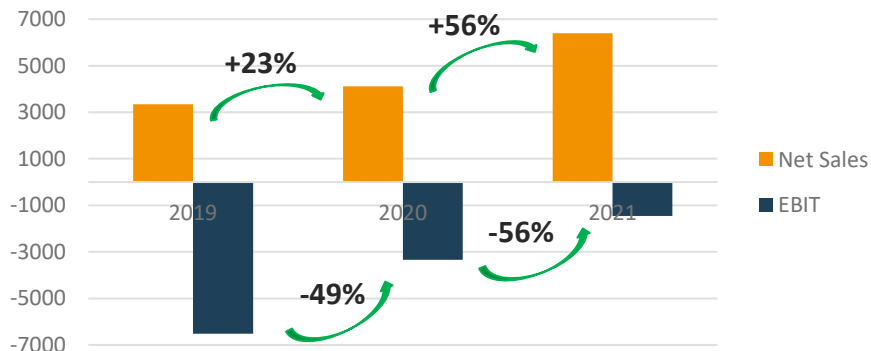
Best Operating result in the history

- Operating loss decreased by **-56%**

Increased cash balance 5.2M€

- +3.5M€ Magnus Medical signing payment in Q1 2022
- Nexstim not planning new funding rounds at the moment

Future outlook: The Company expects its revenue to continue to grow during year 2022 and the operating result for the year to be positive



Net sales and Operating result development

- Profitable revenue growth plays a key role in our efforts to minimize our future capital needs on our journey to profitability

Nexstim Key Strategic Objectives 2022

- 1 Continued profitable net sales growth, leading into our first operating profit-making financial year, while also minimizing future capital needs
- 2 Expansion of Nexstim's network of exclusive neuroscience center partner clinics, especially in the United States



Thank you!

