

Nexstim

Nexstim - Personalized Brain Diagnostics and Therapy

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H2 2023 & FY 2023 Financial Results
Webinar, 27 February 2024



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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 markets its NBT® system and NBS 6 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. Nexstim's NBT® system and NBS 6 System are CE marked in Europe for the treatment of major depression and chronic neuropathic pain.

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Nexstim is a Finnish, globally operating growth-oriented medical technology company.



MISSION

- We enable personalized and effective therapies and diagnostics for challenging brain diseases and disorders.
- Our innovations create a possibility for a better life.



VISION

- With our technological know-how and superior services,
- we ensure the best treatments for our patients,
- deliver the greatest value for our customer hospitals, clinics and business partners,
- and long-term growth in shareholder value for our investors.



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.

1

Aging population

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

2

Technological development in healthcare

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

3

Healthcare cost pressures

- The need for more effective and faster rehabilitation



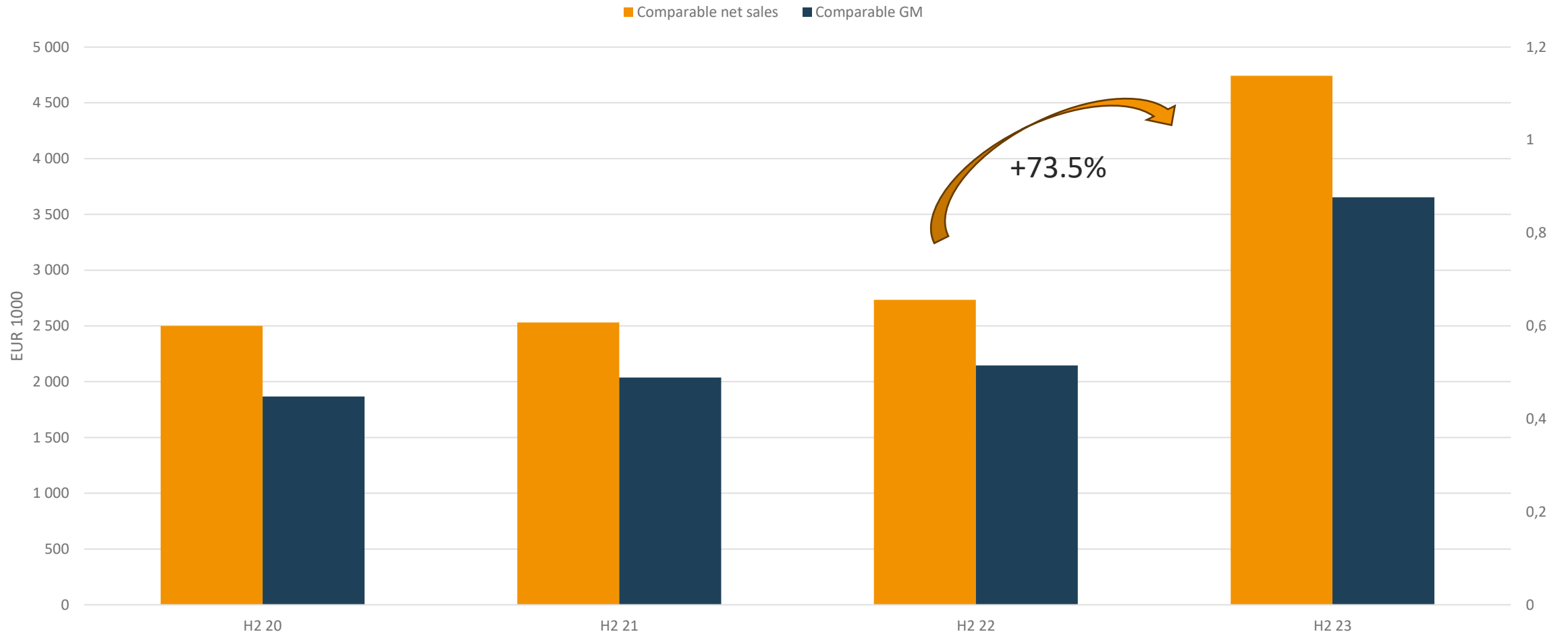
Our Business and Products

Business	System	Commercial Status	Application	Europe	United States
Diagnostics Business	NBS (Navigated Brain Stimulation)	Over 230 systems sold	Pre-surgical mapping	CE marked	FDA approved
			Chronic pain	CE marked	Additional clinical trials evaluated
Therapy Business	NBT® (Navigated Brain Therapy)	Over 80 systems incl. therapy software	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



- The end of 2023 was a record-breaking for Nexstim in terms of net sales and operating result
 - Continued to focus on projects important to the company's strategic competitive advantage, such as enabling the company's future growth and improving cost efficiency through our new global team structures
 - Received the first system orders and deliveries for our new NBS 6 in the US market, demonstrating the strong competitiveness of our system in the world's largest market
 - We were pleased to announce a second strategic partnership with Dr. Nadkarni's clinic in New Jersey, USA
- We are also continuing discussions on new strategic partnerships to further scale the use of our technology in care
- System sales were EUR 3.0M (2022 H2: EUR 1.3M), with an increase of 127.5%. Recurring net sales were EUR 1.8M (2022 H2: EUR 1.4M), with an increase of 23.8%.
 - Net sales = EUR 4.7M (2022 H2: EUR 2.7M), increase of 73.5%
 - Comparable net sales = EUR 4.7M (2022 H2: EUR 2.7M)
 - EBITDA = EUR 0.6M (2022 H2: EUR -1.2M)
 - Operating result = EUR 0.2M (2022 H2: EUR -1.5M)
 - Profit for the period = EUR 0.1M (2022 H2: EUR -1.9M)
- Diagnostics business (NBS) net sales were EUR 3.0M (2022 H2: EUR 1.3M), increase of 122.3%
- Therapeutics business (NBT® & NBS 6) net sales were EUR 1.8M (2022 H2: EUR 1.4M), increase of 27.4%

Nexstim Financial Progress H2 2020-2023



H2 & Full Year 2023 Key Financials

EUR in thousands	7-12/2023 6 months	7-12/2022 6 months	Change-%	1-12/2023 12 months	1-12/2023 12 months	Change-%
Net Sales	4,742.6	2,733.7	73.5%	7,246.3	9,526.7	-23.9%
Comparable net sales	4,742.6	2,733.7	73.5%	7,246.3	5,991.8	20.9%
Gross margin	3,652.6	2,145.7	70.2%	5,645.3	8,285.9	-31.9%
Gross margin-%	77.0%	78.5%		77.9%	87.0%	
Personnel expenses	-2,163.8	-2,333.4	-7.3%	-4,429.4	-4,828.8	-8.3%
Other operating expenses	-1,608.2	-1,601.4	0.4%	-3,091.9	-3,389.0	-8.8%
Operating profit	159.3	-1,493.1		-1,227.9	840.3	
Result for the review period	115.0	-1,902.6		-1,327.5	1,306.8	
Cash flows from operating activities	-914.0	-1,411.9	-35.3%	-2,269.0	1,002.2	
Cash in hand and at banks	1,454.6	4,441.3	-67.2%	1,454.6	4,441.3	-67.2%
Total equity	2,836.3	4,068.9	-30.3%	2,836.3	4,068.9	-30.3%
Equity ratio (%)	31.5 %	45.4%		31.5%	45.4%	

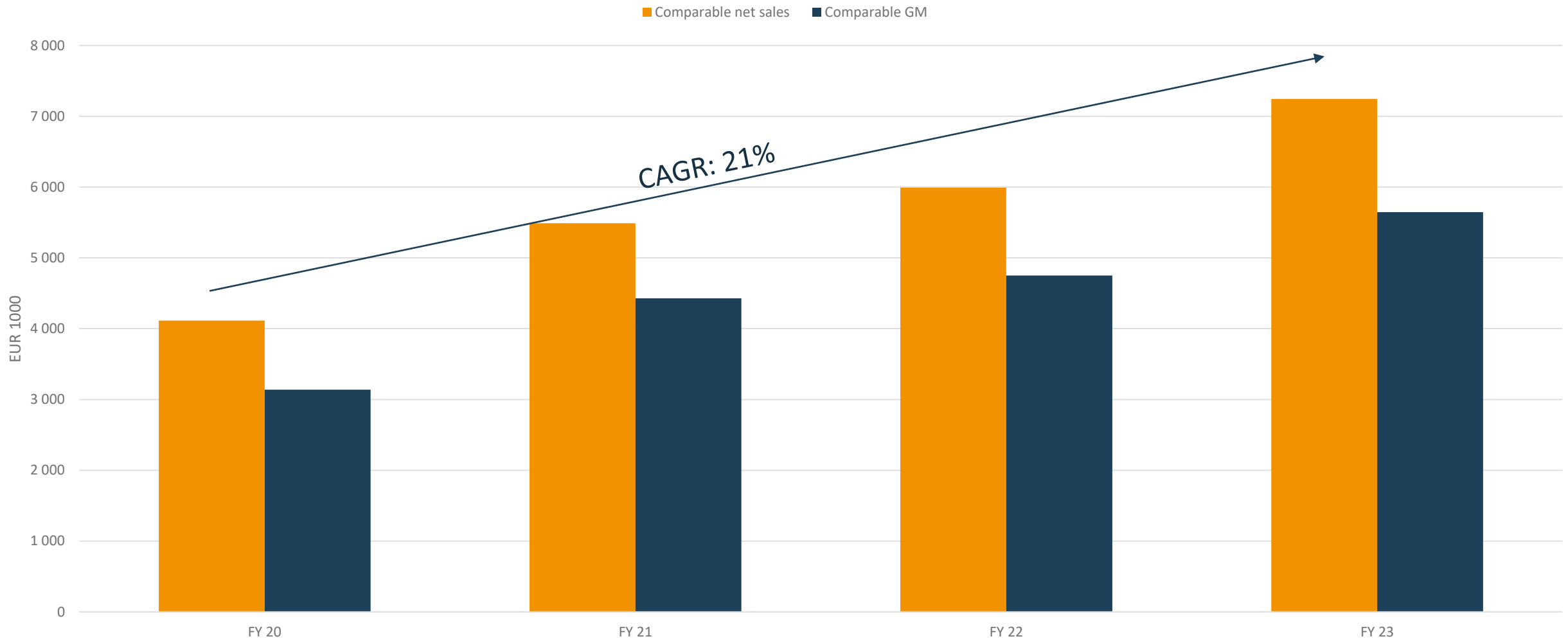
Net sales	7.2M€ -24%
• Comparable	7.2M€ +21%
• System Sales	4.1M€ +33%
• Recurring	3.2M€ +8%
• Licensing	0.0M€ (3.5M€)
• Backlog 1 Jan	0.0M€ (1.0M€)

Focus on cost efficiency	
• Personnel expenses	-4.4M€ -8%
• Other OPEX	-3.1M€ -9%
• OPEX Savings	-0.7M€
• R&D	2.3M€ -7%
• S&M	3.2M€ -10%
• Admin	2.1M€ -7%
• Total OPEX	7.5M€ -8%

• Cash Balance	1.5M€
• Trade Receivables	2.8M€ +103%

Future Outlook: Based on business forecasts, the company expects its comparable net sales to grow and operating result to improve in 2024.

Comparable Net Sales & Gross Margins 2020-2023



Nexstim Key Strategic Objectives 2024

1

Profitable Growth

To increase comparable net sales and improve operating result for the financial year, while minimizing future capital needs

2

Technology Leadership

Launch of the new NBS 6 diagnostics product, enabling easy-to-use systems and future add-on modules in the same hardware

3

Strategic Partnerships

Expanding Nexstim's network of partners and clinics, primarily in the US and Europe

Future outlook: Based on business forecasts, the company expects its comparable net sales to grow and operating result to improve in 2024.



NBS 6 – future of the Nexstim system

Developing and launching a new product generation is an essential part of Nexstim's work during the 2020-2024 strategy period



- The NBS 6 is a new combined system that has been built on Nexstim's unique, clinically established technology.
- The modular product design allows for an expansion of system capabilities over time.
- The new solution creates long-term value for Nexstim's customers and investors.

Responding to customer demand

The NBS 6 software has been developed in collaboration with Nexstim's customers, ensuring the best possible level of usability. The new combined system responds to the great customer demand for systems that allow the delivery of both diagnostic and therapeutic applications.

Thank you!

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