



# Nexstim

## Targeting a paradigm shift in stroke rehabilitation

Mikko Karvinen | CFO | Nexstim

Nordic Life Science Days 2015, September 10, Stockholm

 @NexstimOyj

# Important information

This document and the information contained herein are being presented by Nexstim Oyj (“**Nexstim**” or the “**Company**”). In connection with any presentation or review of this document, you agree to be bound by the following limitations and notifications.

This document and the information contained herein are being provided to you solely for your information. The distribution of this document in some jurisdictions may be restricted by law and persons into whose possession this document comes are required to inform themselves about and observe any such restrictions. Accordingly, this document may not be distributed in any jurisdiction except under circumstances that will result in compliance with applicable laws and regulations.

This document is not a prospectus, and the information contained herein does not and is not intended to constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of any securities referred to herein in any jurisdiction. This document and the information contained herein are not an offer of securities in the United States and are not for distribution in the United States. Any securities to which these materials relate have not been and will not be, registered under the U.S. Securities Act 1933, as amended (the “**Securities Act**”) or with any securities regulatory authority of any state of the United States. Any securities to which these materials relate may not be offered, sold, pledged or otherwise transferred directly or indirectly within the United States or to, or for the account or benefit of, U.S. Persons (as defined in Regulation S under the Securities Act).

Should any recipient of this document consider an investment in the Company, such recipient must rely on their own examination of the legal, taxation, financial and other consequences of any possible holding or transaction involving the Company’s shares, including the merits and risks involved. Recipients should not treat the contents of the document as advice relating to legal, taxation or other matters and are advised to consult their own professional advisors concerning the acquisition, holding or disposal of shares in the Company. This presentation does not purport to be all-inclusive or to contain any or all the information that prospective investors may desire in analysing and deciding whether or not to hold or transact in the Company’s shares.

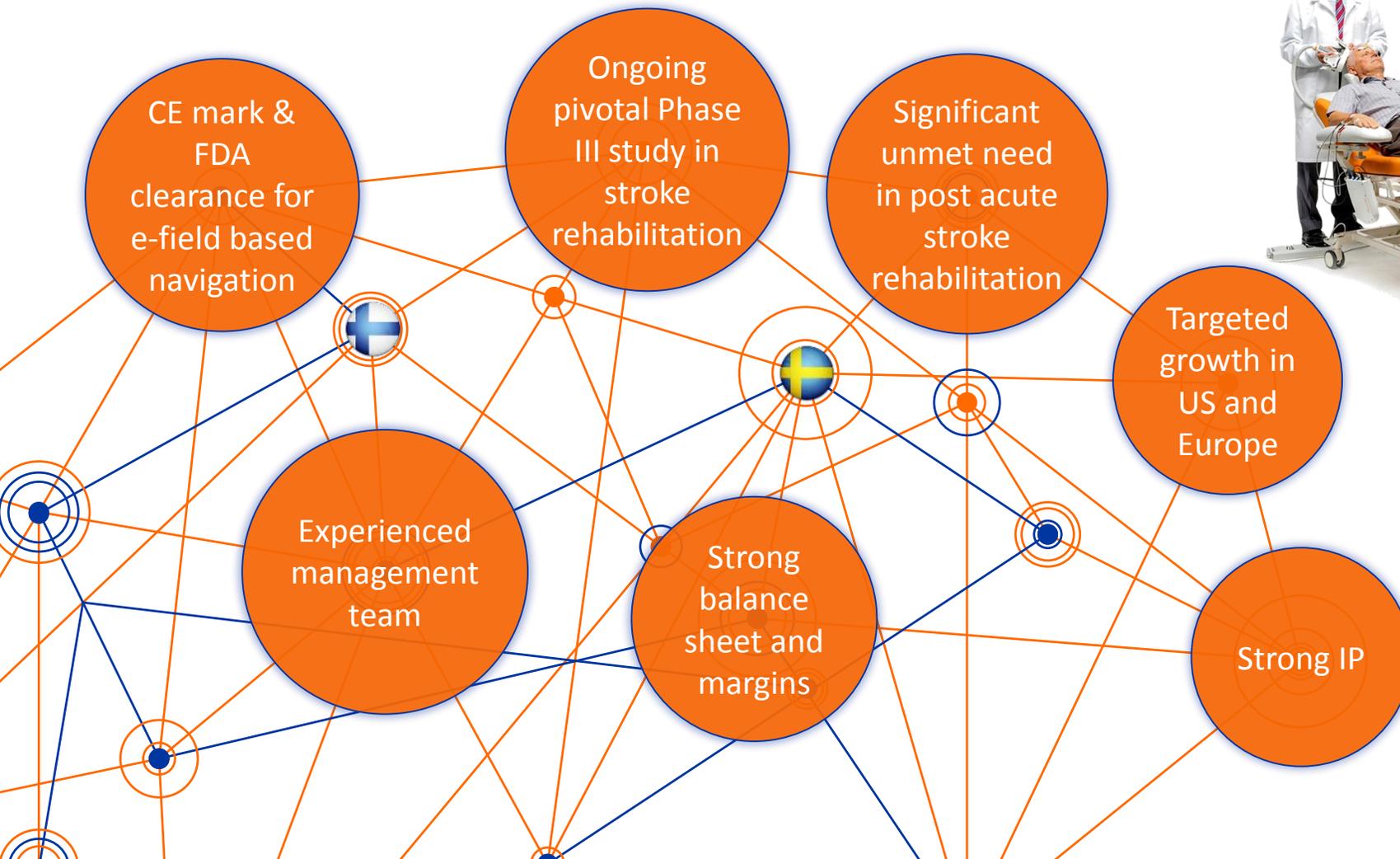
Nexstim's NBS System is cleared by the FDA for assessment of the motor and speech cortices for pre-procedural planning. The NBT System is not cleared for commercial distribution in the United States.

## **FORWARD-LOOKING STATEMENTS**

This document may contain forward-looking statements that reflect the Company’s current views with respect to certain future events and potential financial performance. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will materialise. Accordingly, results could differ materially from those set out in the forward-looking statements as a result of various factors. To the extent that this document contains opinions, estimates, forecasts or other forward looking statements, no guarantees or undertakings that these are correct or complete are given by the Company or any of its respective members, advisors, officers or employees or any other person. Forecasts and assumptions which are subject to economic and competitive uncertainty are outside such person’s control and no guarantee can be given that projected results will be achieved or that outcomes will correspond with forecasts. Information in this document may be changed, added to or corrected without advance notification.

# Introduction to Nexstim

Novel medtech company with strong position in brain navigation technology and software



# Targeting a paradigm shift in stroke rehabilitation

## Nexstim's Navigated Brain Therapy® solution for stroke rehabilitation



## Targeting a blockbuster market...

(market for post-acute stroke treatment)

**2.1 million strokes** each year in US and Europe  
**712,000 patients** is Nexstim's target # of patients

**\$1.8 billion** market potential for Nexstim

**Few effective alternatives...**

**...still \$8.5bn currently spent on stroke rehab in the US**



**Huge unmet need and commercial opportunity**

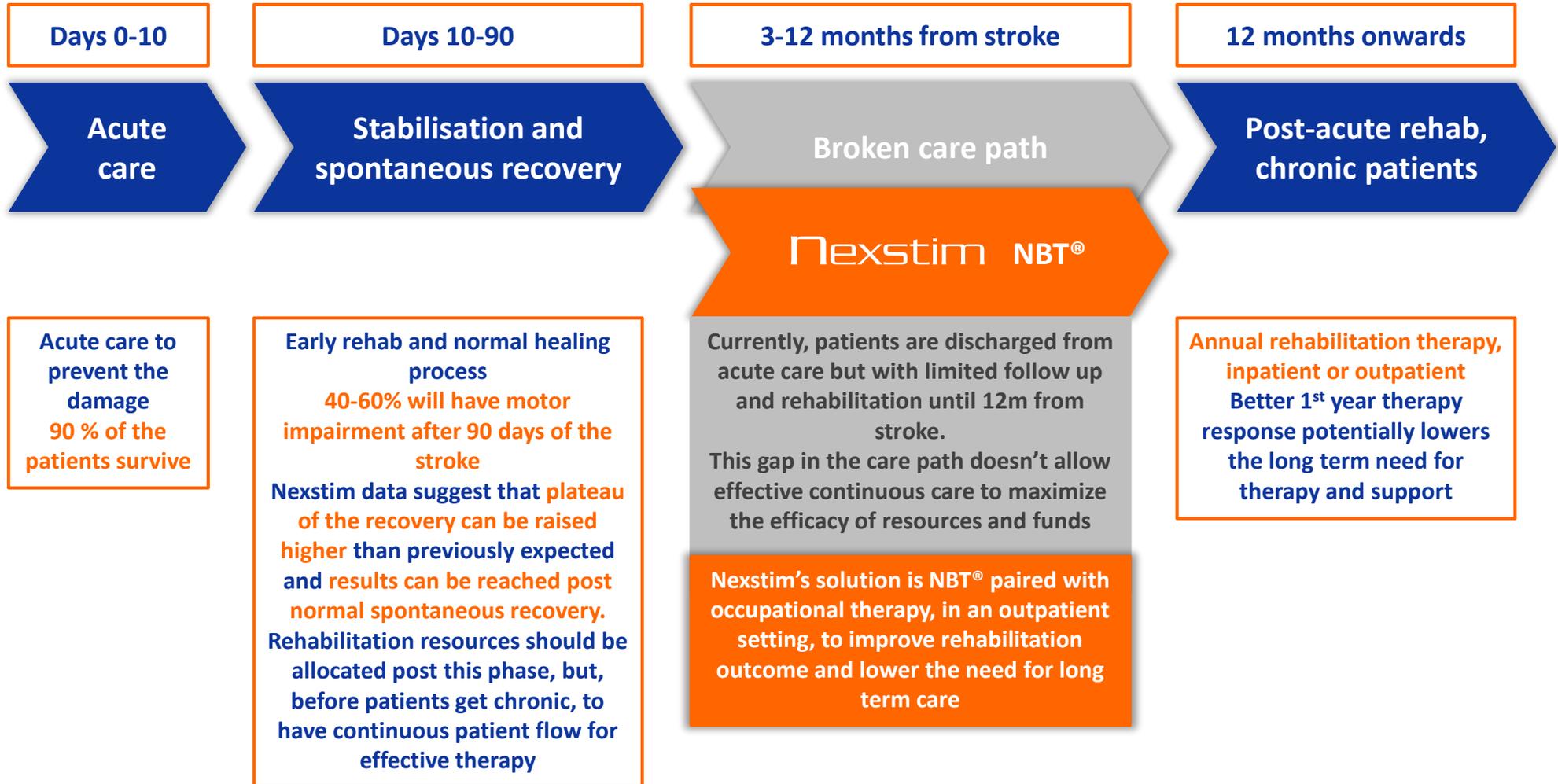


## ...with a potential game-changer technology

**Promising efficacy** demonstrated in completed Phase II clinical trial

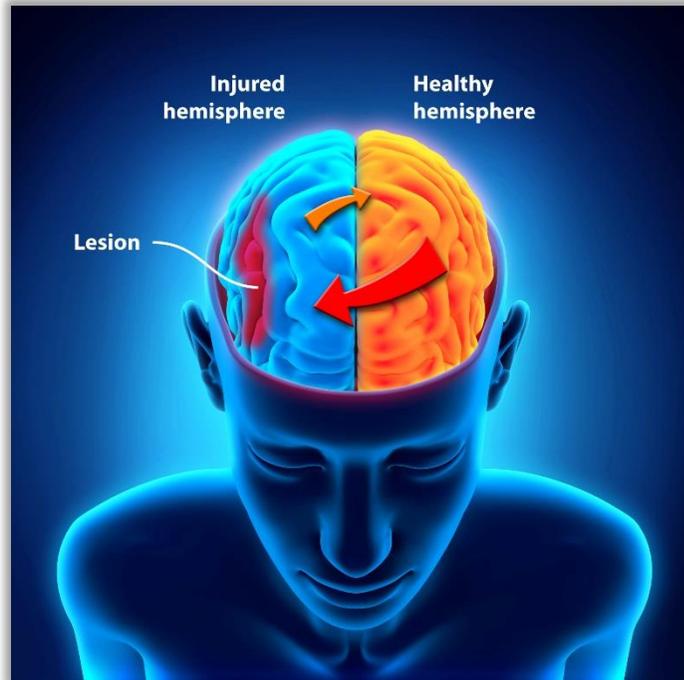
**Technology already validated** – Pioneered the technology to map motor and speech centers, with 120 devices installed worldwide and FDA clearance – same technology now applied in stroke rehabilitation

# Positioned within Stroke Care Path

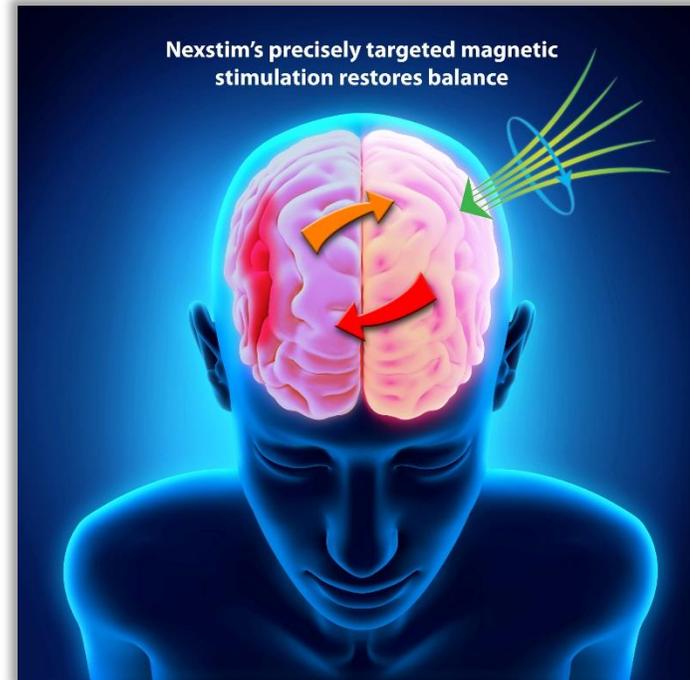


# NBT<sup>®</sup> for stroke rehabilitation – How it works

## Validated e-Field Navigation gives Competitive Edge



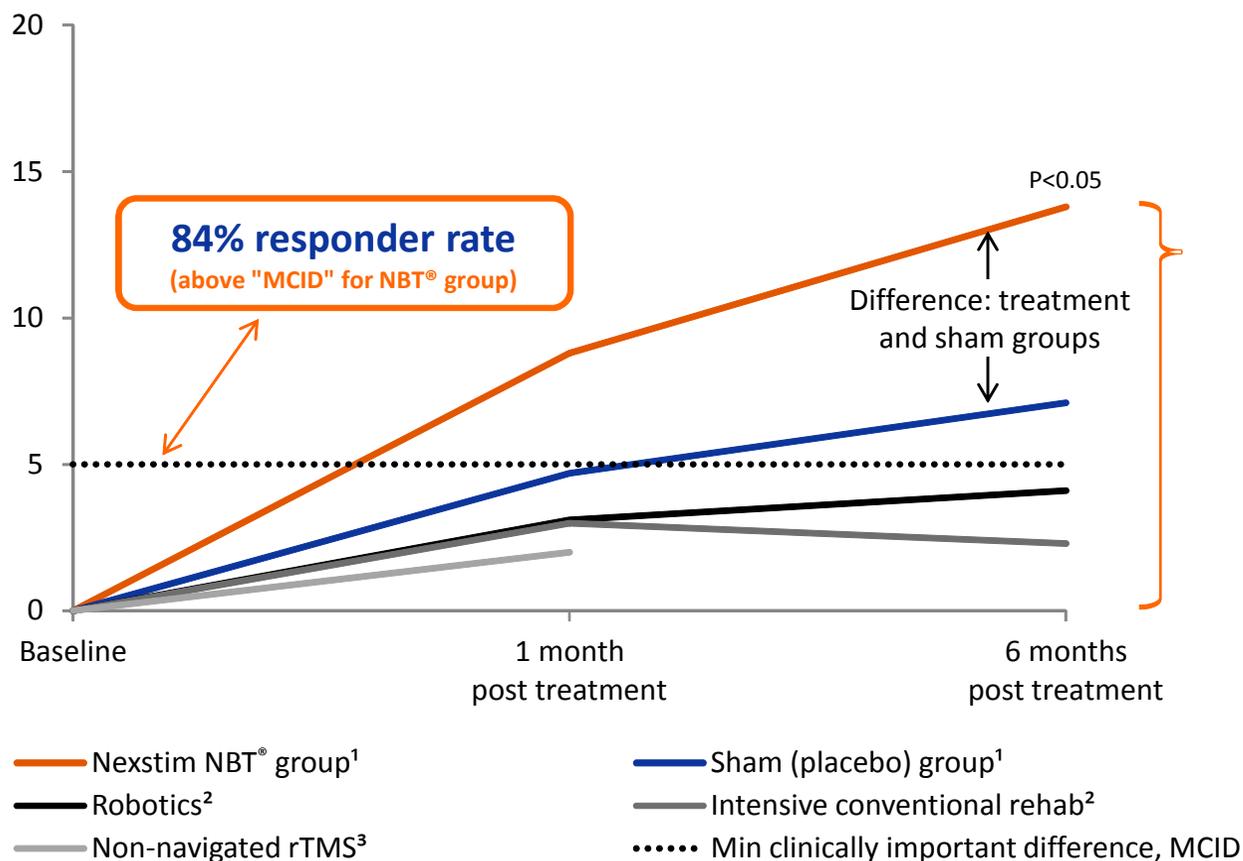
Using a patient's own MRI scan as a guide, Nexstim provides precisely targeted, personalized, magnetic stimulation to temporarily inhibit the healthy side of the brain, normalising the balance between the hemispheres.



Because the injured side is no longer dominated by the healthy side of the brain, it is more responsive to the physiotherapy. This results in limb movement being potentially restored more quickly to better functionality.

# Efficacy demonstrated in Phase II trial

## Change in upper extremity Fugl-Meyer score from baseline



## Trial outcome:



## The Phase II clinical trial in brief:

- Single centre at Rehabilitation Institute of Chicago (#1 rehabilitation hospital in US for 24 consecutive years)
- 29 patients of which 19 (10) in treatment (sham) group
- End-point = 6 months post treatment

Note: "Robotics", "Intensive conventional rehab" and "Non-navigated rTMS" data come from different studies. While not directly comparable, included in the above chart for illustrative purposes. | (1) Data for "Treatment group" and "Sham group" from Nexstim Phase II clinical trial (Harvey et al, 2013) – per protocol figures. | (2) Data for "Robotics" and "Intensive conventional rehab" from published multi-center trial (Lo et al, NEJM 2010) | (3) Data for "Non-navigated rTMS" from published multi-center trial (Kakuda et al, J Neuroeng Rehab 2012), 6 month follow-up not done. Responder rate = % of group that had improvements above the 5 point minimal clinically important difference threshold.

# Phase III trials - Laying the groundwork for commercialisation

## Study in brief

- Establish clinical efficacy of NBT® in upper-limb motor rehabilitation
- Up to 198 patients
- 12 top US rehab sites – RIC is central site (#1 US rehabilitation hospital for 24 years)
- Dr. Richard L. Harvey lead investigator – one of the top experts in the field
- FDA reviewed protocol

## Study goals

### Outcome data

- Document effects/efficacy of NBT on upper-limb motor rehab

### FDA clearance

- Obtain FDA De Novo 510(k) clearance for right to market and sell NBT® in US

### KOL support

- Build support from key opinion leaders (KOLs) to support commercialisation

## Conducted at 12 top US rehab sites



- Rehabilitation Institute of Chicago (central site)**
- TIRR Memorial Hermann Hospital (Houston)
- Spaulding Rehabilitation Hospital (Boston)
- Ohio State University (Columbus, OH)



- Rancho Los Amigos National Rehabilitation Center



- Burke Rehabilitation Hospital (White Plains, NY)



- Duke University Medical Center (Durham, NC)



- Columbia Cornell New York Presbyterian Hospital



- Shepherd Center (Atlanta)



- University of Cincinnati



- Indiana University Indianapolis



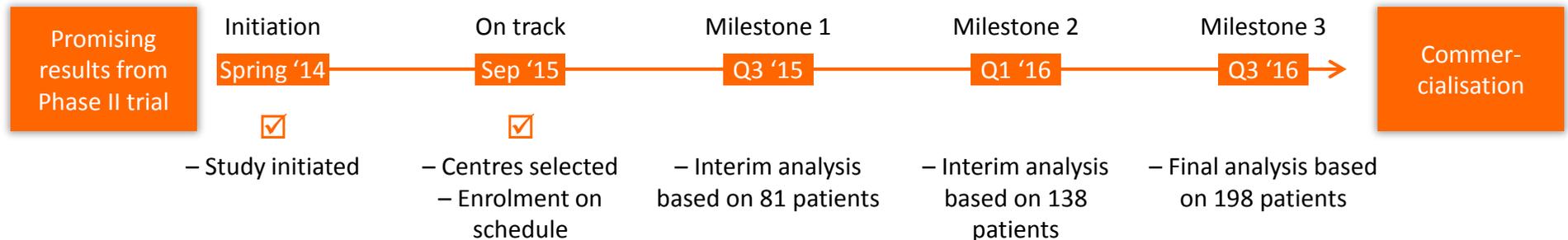
- Mayo Clinic (Phoenix, AZ)

# Status of Clinical Development

## Progressing as Planned

- The clinical Phase III multi-center trial is progressing and enrolling patients according to plans. The next interim analysis milestones are estimated to be reached Q3 2015 and Q1 2016 and the clinical evidence is assumed to be ready by the end of 2016

### Simplified timeline Phase III multi-centre stroke therapy trial



# Financials

EUR in thousands	H1 2015 6 months	H1 2014 6 months	FY 2014 12 months	
Net sales	643.2	413.9	2,210.4	→ Revenue growth from device sales with CAPEX business model
Profit/ -Loss for the period	-4,555.0	-5,127.3	-10,445.4	
Cash flows from operating activities	-5,275.3	-2,508.1	-7,785.2	
Cash in hand and at banks	6,071.1	1,522.1	11,483.7	→ IPO improved cash position
Total equity	3,712.0	-4,077.3	8,589.9	
Equity ratio (%)	50.44	-87.19	65.29	

# Summary and Future Outlook

## Targeting a Paradigm Shift in Stroke Rehabilitation

- World-leading medical technology and software with game changing potential in stroke rehabilitation
- Good progress since IPO
- NBT® Phase III study proceeding well with interim data due in Q3 2015 and Q1 2016
- Based on its business forecast and sensitivity analysis the Company expects its net sales from the sale of NBS Systems (Pre-Surgical Mapping, PSM) to grow during FY2015 and operating profit to be positive during second half of the FY2017 at the earliest





# Nexstim

## Targeting a paradigm shift in stroke rehabilitation

Thank you