



# Nexstim

## Targeting a paradigm shift in stroke rehabilitation

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Smallcap Event, Paris, 18-19 April 2017

 @NexstimOyj

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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. The NBT System is not cleared for commercial distribution in the United States.

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# Nexstim Plc at a Glance

- Pioneering navigated brain stimulation technology (nTMS)
- Experienced management and international Board
- Listed in Nasdaq First North Finland & Sweden
- Offices in Finland, US and Germany
- Established in 2000



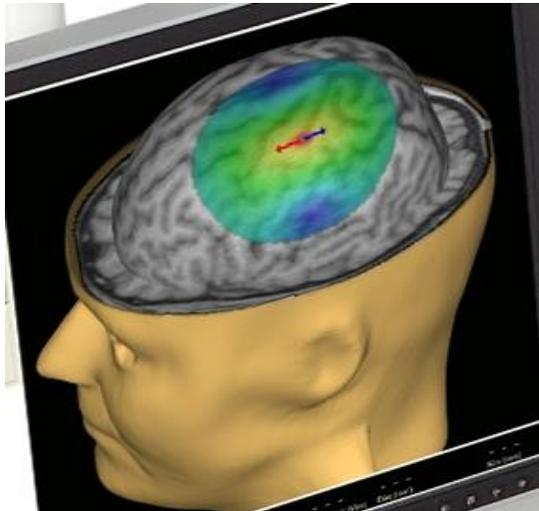
# Nexstim Transcranial Magnetic Stimulation (TMS) platform

## Nexstim

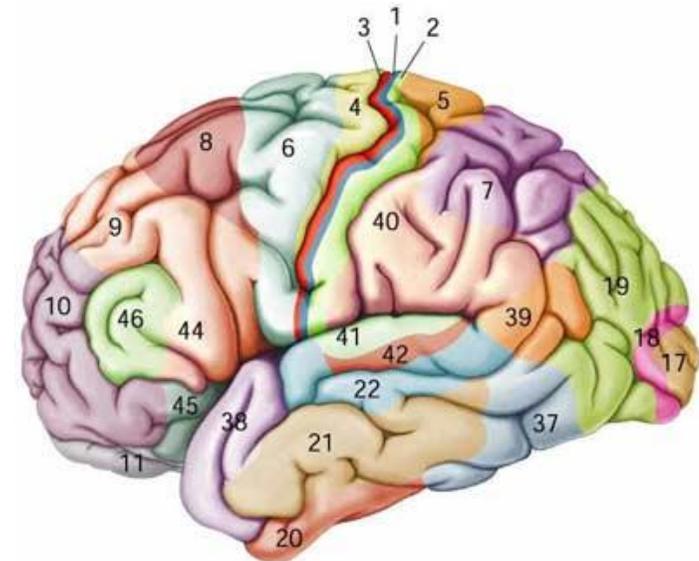
Diagnostic

Therapy

Navigated Brain Stimulation (NBS)



Navigated Brain Therapy (NBT®)



# Platform protected with 17 patent families

- **63 granted patents, 35 pending**
- **Right to software:** Nexstim owns rights to its NBT<sup>®</sup> and NBS Systems' software developed in-house.
- **Core algorithms kept as trade secrets**





# Nexstim

**Navigated Brain Stimulation<sup>®</sup> for  
pre-surgical mapping of brain tumours**

# NBS Pre-Surgical Mapping Overview

- Non-invasive system for mapping the Motor and Speech Cortex prior to tumour surgery
- Navigation is the key to accurate mapping
- The NBS system links
  - Brain anatomy (MRI)
  - Location of the E-Field induced by TMS (navigation)
  - Muscle response (EMG)
- Seamless workflow with BRAINLAB, Medtronic and Stryker neuronavigational systems
- CE marked and FDA cleared device has been sold to over 140 leading hospitals and research centres in the world



# NBS vs. Direct Cortical Stimulation (DCS) motor mapping

Nexstim's NBS

Nexstim



**Non-invasive**

**Mapping possible days or weeks prior to surgery**

DCS - Current "gold standard"

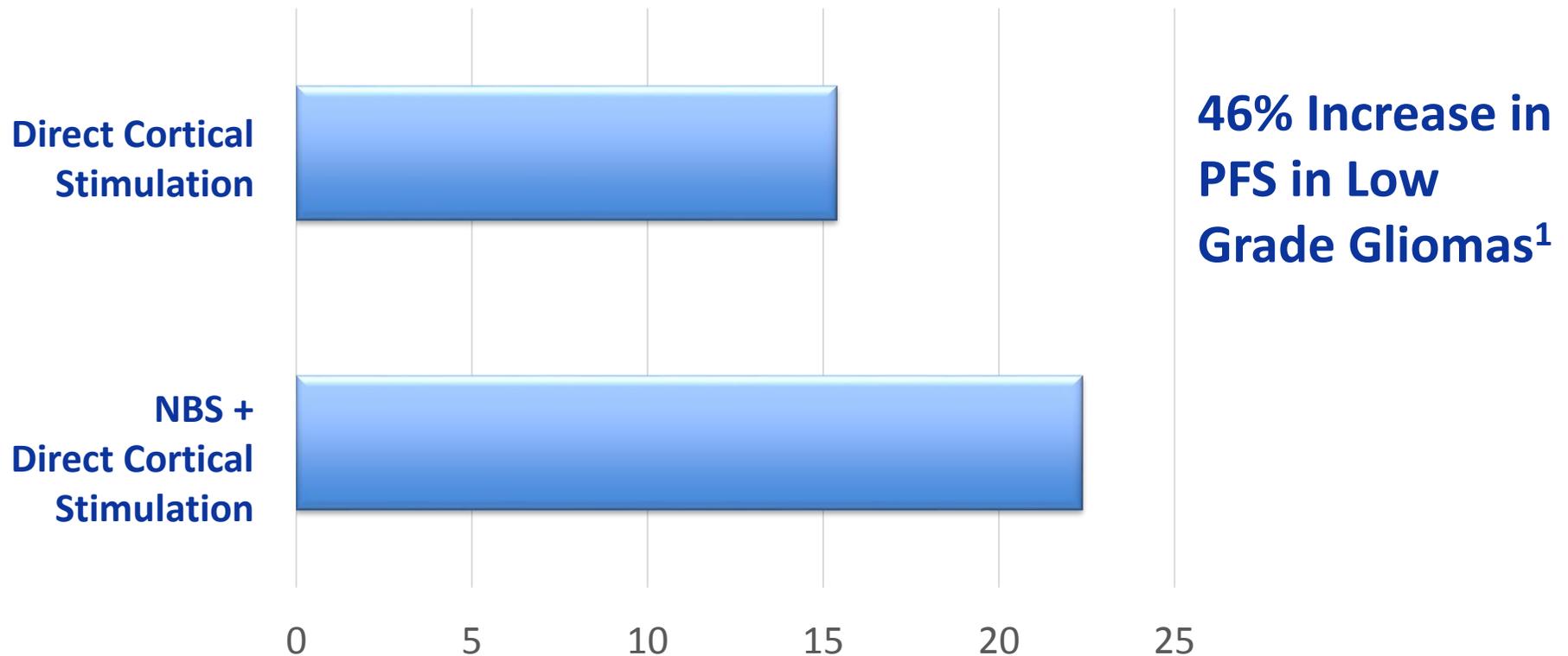


**Invasive**

**Mapping during surgery**

# NBS Pre-Surgical Mapping makes the difference to clinical outcome

## Progression-free Survival (Months)

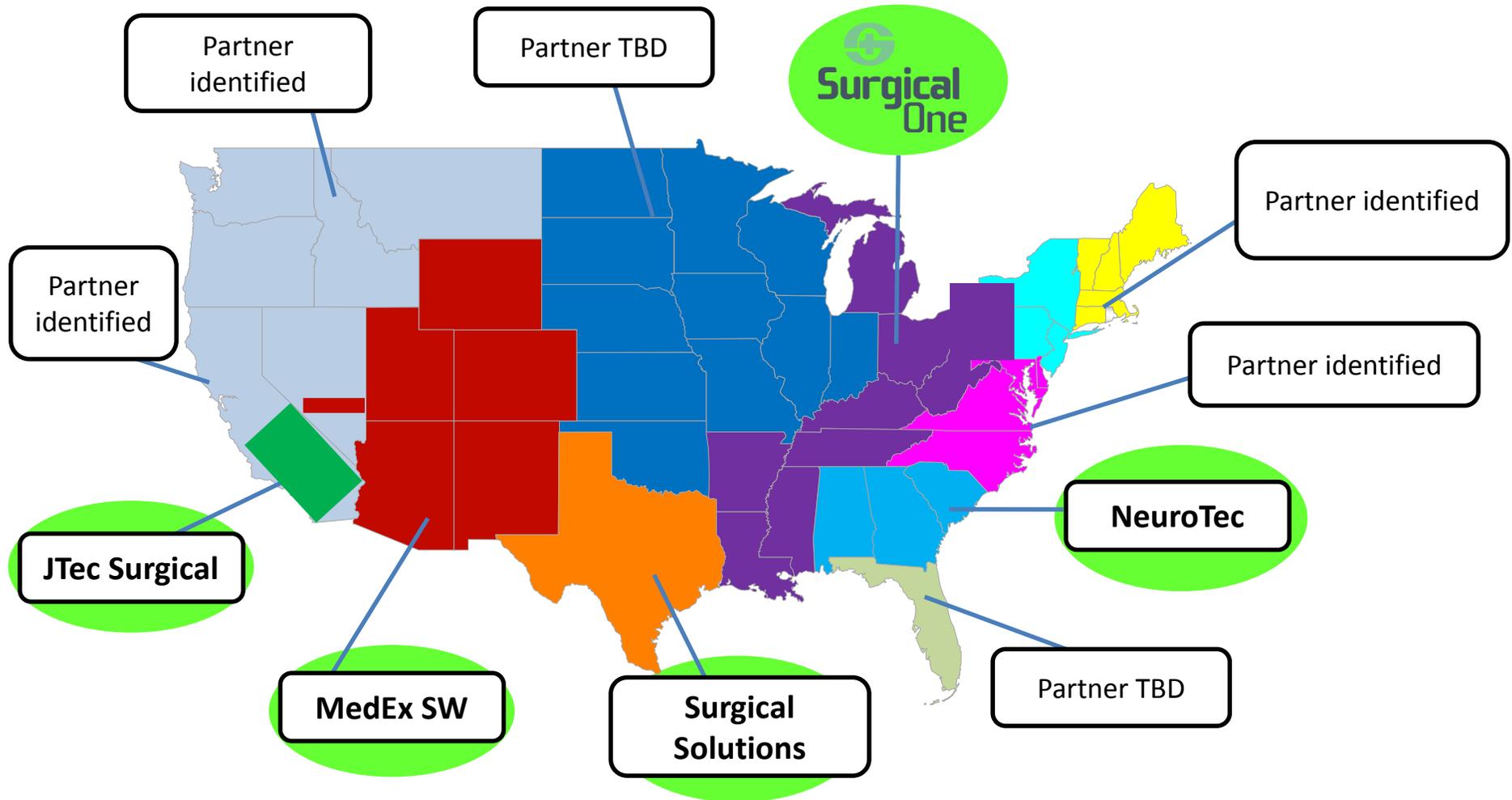


<sup>1</sup> Dietmar Frey, Peter Vajkoczy, and Thomas Picht **Navigated transcranial magnetic stimulation improves the treatment outcome in patients with brain tumors in motor eloquent locations** Neuro Oncology 2014 : nou110v1-nou110

# NBS Pre-Surgical Mapping Major Centers



# NBS Pre-Surgical Mapping US Distribution Partners

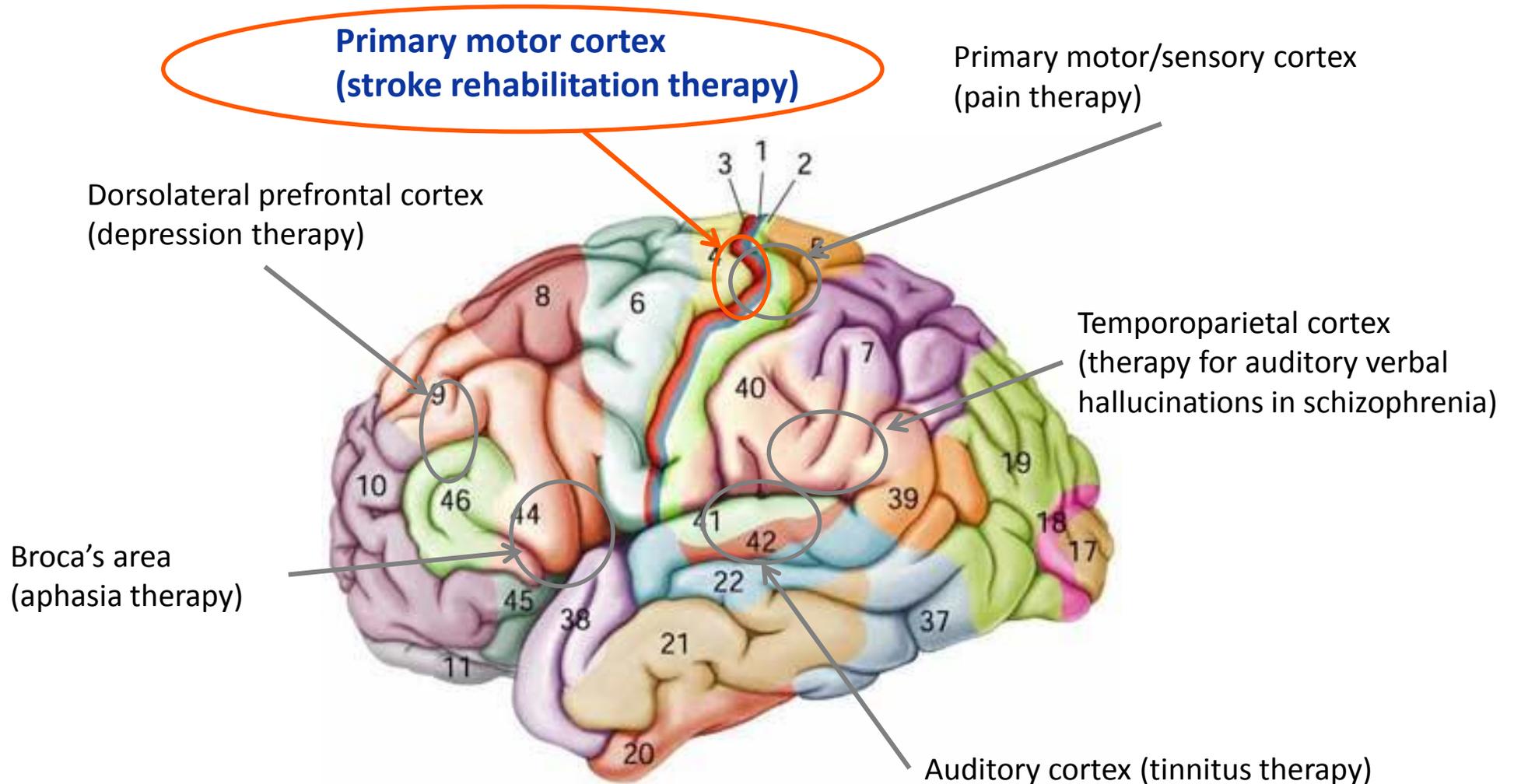




# Nexstim

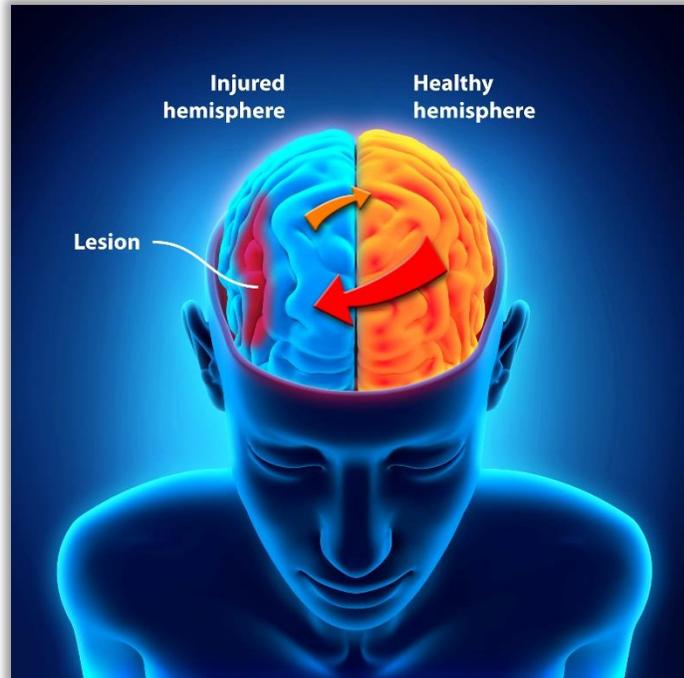
## Navigated Brain Therapy<sup>®</sup>

# NBT<sup>®</sup> (Navigated Brain Therapy) has potential for multiple therapeutic applications due to precise navigation

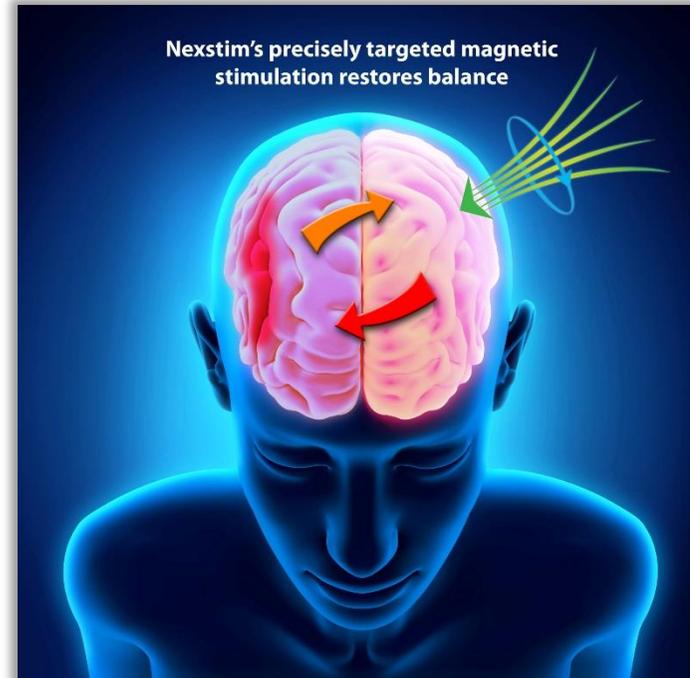


# NBT<sup>®</sup> for stroke rehabilitation – how it works

## Validated e-Field Navigation gives Competitive Edge



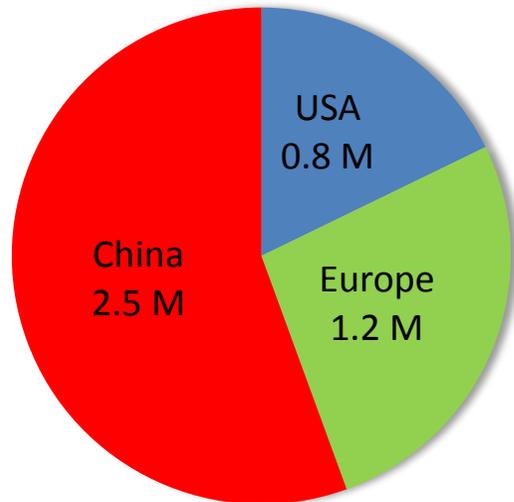
Using a patient's own MRI scan as a guide, Nexstim provides precisely targeted, personalized, magnetic stimulation to temporarily inhibit the healthy side of the brain, normalising the balance between the hemispheres.



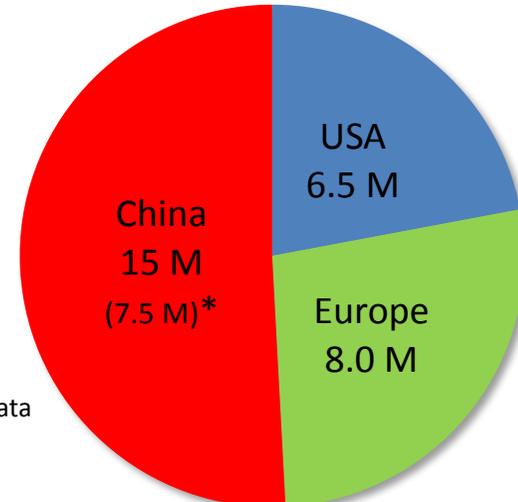
Because the injured side is no longer dominated by the healthy side of the brain, it is more responsive to the physiotherapy. This results in limb movement being potentially restored more quickly to better functionality.

# Market opportunity in stroke rehabilitation

2015 Incidence of stroke



2015 Stroke survivors

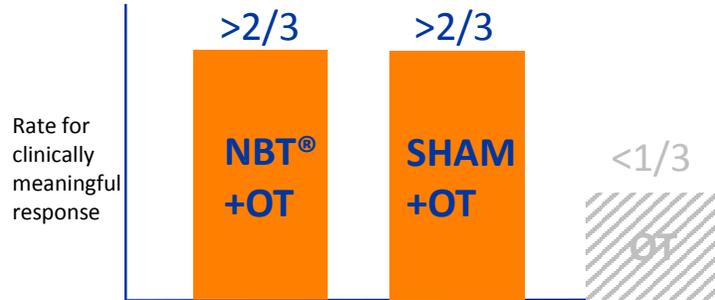


\*Published data

- Large and rapidly growing market
- 50% of stroke survivors will have upper limb paralysis with few available treatment options
- Focus on the period over 3 months post stroke

# Clinical data comparing NBT<sup>®</sup> + occupational therapy (OT) with OT

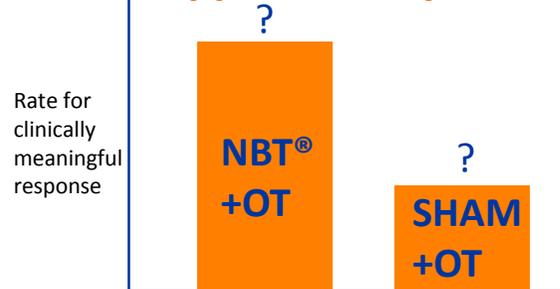
## Phase III NICHE results



Clinically meaningful response is >5points in UEFM score

- 199 patients – 12 leading US centres
- Excellent results in active group
- Sham coil in control group proved active
- Safety endorsed by DSMB

## Supplementary trial



Clinically meaningful response is >5points in UEFM score

- 60 patients – 5 leading US centres
- FDA approved trial protocol December 2016
- Study commenced February 2017 with expected completion by March 2018
- Active group data from Phase III and supplementary trial to be pooled

# Nexstim Strategic Actions

## Timeline of US Regulatory Development for Stroke



Rehabilitation Institute of Chicago

**Rehabilitation Institute of Chicago (central site)**



Spaulding Rehabilitation Hospital (Boston)



Rancho Los Amigos National Rehabilitation Center



Burke Rehabilitation Hospital (White Plains, NY)



University of Cincinnati

# Key performance indicators

EUR in thousands

	H2 2016 6 months	H2 2015 6 months	FY 2016 12 months	FY 2015 12 months	
Net sales	1,590.1	1,884.7	2,482.6	2,527.9	Full year expenses EUR 2,546.1 thousand lower related to Phase III multi-centre trial ending in H1 2016.
Personnel expenses	-2,038.7	-2,063.8	-4,253.2	-3,969.8	
Depreciation and amortisation	-203.5	-217.3	-372.3	-386.0	
Other operating expenses	-1,496.8	-4,420.3	-3,907.6	-7,843.0	Achieved H2 2016 targeted lower cash burn
Profit/ -Loss for the period	-2,506.2	-5,272.0	-6,732.7	-9,827.0	
Earnings per share (EUR)	-0.16	-0.73	-0.56	-1.37	
Cash flows from operating activities	-1,984.6	-4,333.3	-7,225.3	-9,608.6	Cash plus cash generated from sales, and the remaining financing arrangements with Bracknor and Sitra are now estimated to finance the Company until Q4 2018.
Cash in hand and at banks	8,156.4	6,874.7	8,156.3	6,874.7	
Total equity	4,478.5	3,545.1	4,478.5	3,545.1	
Equity ratio (%)	55.12	44.16	55.12	44.16	
Number of shares in the end of the period (pcs)	47,087,749	8,010,758	47,087,749	8,010,758	
Average number of shares during the period (pcs)	15,826,991	7,178,584	11,950,664	7,154,868	
Diluted number of shares in the end of the period (pcs)	78,830,446	8,797,698	78,830,446	8,797,698	
Diluted average number of shares during the period (pcs)	22,521,296	7,965,524	15,762,543	7,941,808	

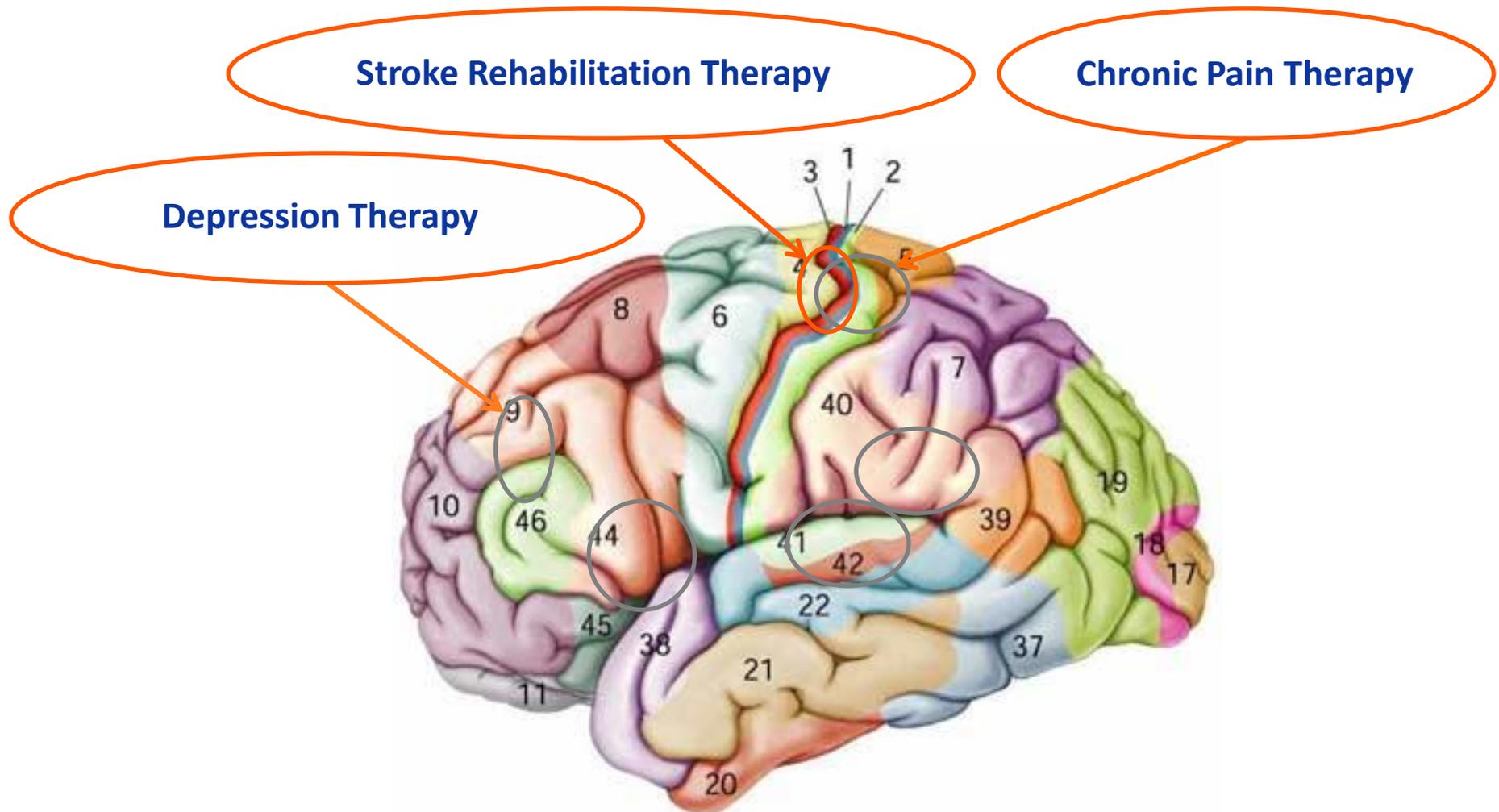
# Nexstim Funding

- Accelerated pace in the two year funding arrangement with Bracknor Investment and Finnish Innovation Fund Sitra
- Funding arrangement is a combination of:
  - EUR 5 million of convertible bonds – 100% funded
  - EUR 6.5 million stand-by equity facilities ~92% funded
  - EUR 0.5 million direct share issue – 100% funded
  - EUR 15.0 million warrants – strike range EUR 0.14 - 0.85
- Open elements in the funding are the Sitra stand-by-equity facility of EUR 0.5 million and the EUR 15.0 million in warrants



# Nexstim Strategic Actions

- Focus on therapeutic applications – Primarily Stroke, Depression and Pain



# Nexstim Strategic Actions

- File 510(k) for depression during H1 2017
- Exploit CE marked approval in Stroke – EU sales to begin in H1 2017
- Partner agreements to include major Asian territories
- Prepare funding plan for US therapy commercialisation





# Nexstim

Thank you

# The Board

	Name Nationality		Education	Relevant experience
	Martin Jamieson, Chairman UK	2015 Independent	University of the Arts (CDT) London Higher National Diploma - Business Studies (1979)	Currently board member of C-Major Ltd, LightPoint Medical Ltd and Schuco Ltd. Martin was a NED at Medway NHS Hospital Foundation Trust. Previously Managing Director Smiths Medical International and CEO at Rayner Group.
	Ken Charhut US	2013 Independent	BSc at Cornell (1980) and MBA from U.Chicago (1988)	Member of the Board at two medical industry companies. CEO at Compellon. Previously CEO at other medtech firms.
	Rohan Hoare Australia	2016 Independent	Ph.D. in Physics from Harvard University where he was a Fulbright Scholar	President and CEO of EndoStim. Previous positions include the President, Neuromodulation at LivaNova and COO at Cyberonics. Numerous leadership positions at St Jude Medical culminating in President, Neuromodulation Division.
	Tomas Holmberg Finland	2017 Independent	Master of Laws from the University of Helsinki	Following his work at Nokia Networks, Nokia Ventures Organization and as partner at Hannes Snellman Attorneys, Tomas became an independent advisor. Active in the Nordic-China corridor with Shanghai based M&A and strategy advisor E. J. McKay & Co.
	Juliet Thompson UK	2015 Independent	Chartered Accountant ACA; Chartered Institute for Securities (ASCI); BSc Economics (Bristol University)	Currently Chairman of Premier Vet Group. Experience includes senior roles (Managing Director, Head of Corporate Finance and Partner) at Stifel Financial Corp, Nomura Code Securities, WestLB Panmure, ICI PLC, Deloitte and Touche and HM Treasury.

# Management team

	Name Nationality	Current position (Nexstim since)	Education	Relevant experience
	Martin Jamieson UK	CEO & Chairman of the Board 2016	University of the Arts (CDT) London Higher National Diploma - Business Studies (1979)	Currently board member of C-Major Ltd, LightPoint Medical Ltd and Schuco Ltd. Martin was a NED at Medway NHS Hospital Foundation Trust. Previously Managing Director Smiths Medical International and CEO at Rayner Group.
	Henri Hannula Finland	VP, Sales Europe 2001	MSc in technology from Helsinki U. of Technology (2001)	Various roles at Nexstim starting 2001 and VP, Sales Europe since 2013. Comes from position as director of sales
	Rainer Harjunpää Finland	VP, Quality Assur. and Regulatory Affairs, After Sales/Services , 2010	MSc in biomedical engineering from Tampere U. of Technology (1993)	Current position since 2013, previously as director and manager of quality and regulatory affairs
	Gustaf Järnefelt Finland	VP, R&D 2008	MSc at Helsinki U. of Technology (1988)	R&D director 2008-2014. Previously held managerial positions at GE Healthcare Finland
	Mikko Karvinen Finland	CFO 2014	MSc in economics at Helsinki School of Economics (2001)	Previously held CFO and deputy CEO positions at two Nasdaq OMX listed tech-firms
	Jarmo Laine Finland	VP, Medical Affairs 2008	MBA at Helsinki U of Technology (2007) and PhD at U.Helsinki (1995), MD U. Helsinki (1991)	Director of clinical operations 2008-2013. Held several directorial positions at Finnish Red Cross Blood Service
	John Liedtky US	VP, Commercialization, General Manager US, 2016	MBA in marketing at San Diego State University and BA in economics at Indiana University	Previously held Global Marketing Vice Presidency Roles at DJO Global, COVIDIEN and BREG Inc.

# Other indications

- **Chronic pain**

- CE mark for treatment
- Chronic neuropathic pain trial with Nexstim's NBT® has been completed. The study demonstrated 44% of patients obtained clinically meaningful pain relief of at least 3 weeks' duration
- Second study using Nexstim's technology at The Walton Centre, the only specialist neuroscience centre in the NHS, to show long term effect of NBT® in chronic pain

- **Depression**

- NBT® CE-marked for use in treatment of depression
- KOLs use to treat severe cases instead of ECT

- **Tinnitus**

- Promising conclusions from pilot study done by Turku University Hospital, Finland
- Preliminary observations suggest that E-field - rTMS may improve the current treatment options for intractable tinnitus

# Nexstim Active NICHE coil vs. SHAM coil

- **Nexstim Active Coil** creates a cone –like magnetic field to induce the stimulating electric field. This allows NBT to be accurate with stimulation area and dose to be titrated to evoke MEP's from pyramid tracts in the motor cortex.
- This is the normal TMS coil/magnetic field shape and there are 8.000+ publications with similar coils.
- **Nexstim SHAM coil** creates a donut-like magnetic field to induce a weak stimulating electric field which is around 30% of the Active coil e-field with same simulator output.
- The donut-like field, when navigated to be exactly around target on the motor cortex, may induce a stimulating field leading to surround inhibition on the pyramid tracts located in the void in the middle.

