

# sequana**medical**

## H1 2021 Financial Results & Business Update

2 September 2021



# Today's presenters



**Ian Crosbie**  
Chief Executive Officer



**Kirsten Van Bockstaele**  
Chief Financial Officer

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# Disclaimers

## Regulatory disclaimer:

- The **alfapump**® system has not yet received regulatory approval in the United States and Canada. Any statement in this presentation about safety and efficacy of the **alfapump**® system does not apply to the United States and Canada. In the United States and Canada, the **alfapump**® system is currently under clinical investigation (POSEIDON Study) and is being studied in adult patients with refractory or recurrent ascites due to cirrhosis. For more information regarding the POSEIDON clinical study visit [www.poseidonstudy.com](http://www.poseidonstudy.com).
- DSR® therapy is still under development and it should be noted that any statements regarding safety and efficacy arise from ongoing pre-clinical and clinical investigations which have yet to be completed. DSR® therapy is currently not approved for clinical research in the United States or Canada. There is no link between DSR® therapy and ongoing investigations with the **alfapump**® system in Europe, the United States or Canada.

## COVID-19 disclaimer:

- Sequana Medical is closely following the evolution of the COVID-19 global health crisis and is in constant dialogue with its partners to assess the impact and adapt operations accordingly.
- Sequana Medical has put in place mitigation plans to minimise delays. The impact of increased demands on the healthcare systems, limitations on non-essential hospital visits and procedures, social-distancing and travel restrictions may result in further delays to execution of clinical studies and impact sales.
- Sequana Medical will continue to update the market as needed and whenever possible.

## Note:

- **alfapump**® is a registered trademark. DSR® and **alfapump DSR**® are registered trademarks in Benelux.

# YTD 2021 Highlights

- **alfapump®** – results from 2<sup>nd</sup> interim analysis of **POSEIDON** in recurrent / refractory liver ascites re-confirm positive outcomes against all primary endpoints; awaiting FDA approval on POSEIDON pivotal study expansion
- **alfapump®** – **FDA regulatory submission** now expected in **mid-2023** due to worldwide supply shortage of electronic components; European commercial activities and clinical studies unaffected
- **alfapump DSR®** – Strong top-line results from **RED DESERT** in stable heart failure patients; initiated **SAHARA DESERT** in decompensated heart failure patients
- **DSR®** – Key patents granted in US and Europe; expansion of DSR development programme with Short-Term DSR therapy; proprietary DSR Infusate 2.0 development ongoing
- Appointment of **Ms. Jackie Fielding** as Non-Executive Director
- **Cash runway extended into Q2 2022** through €22.5M equity financing

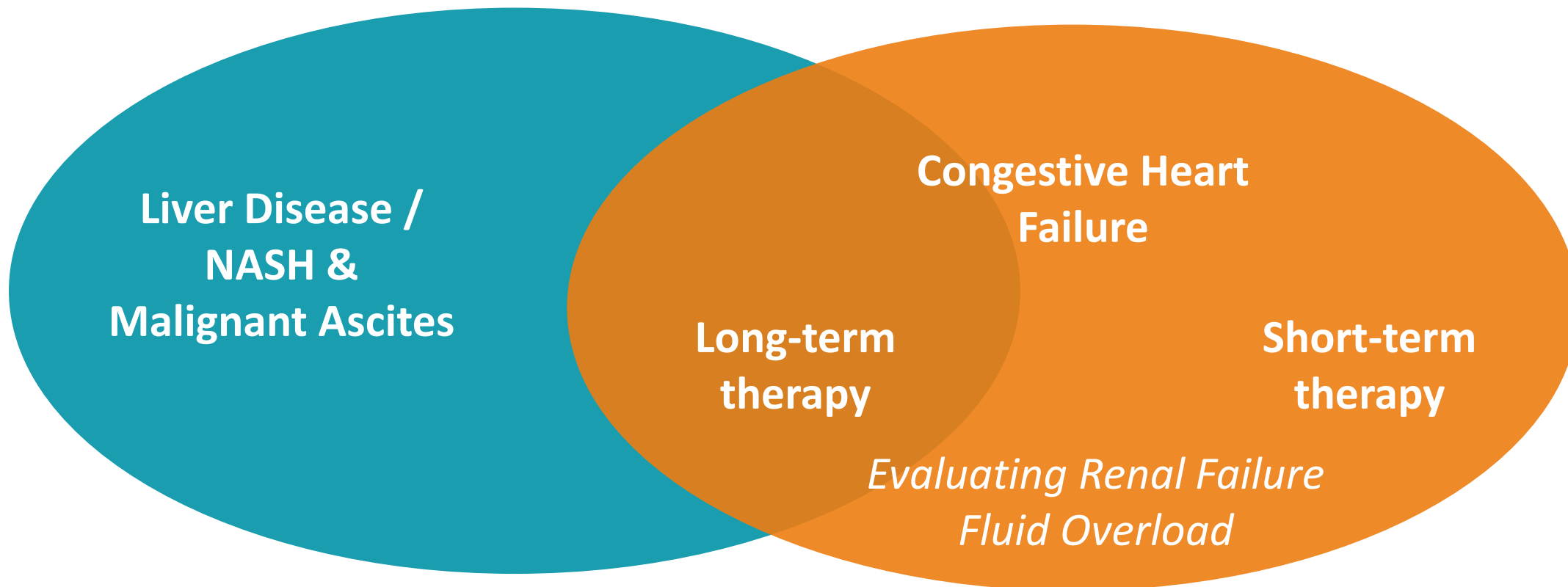
# Building Sequana Medical on two platforms

Complementary approaches to diuretic-resistant fluid overload

alfapump®

alfapump DSR®

DSR®





## 2<sup>nd</sup> interim POSEIDON: Positive for primary endpoints

Data from 26 Roll-In patients with recurrent or refractory liver ascites implanted with the alfapump®

- ✓ Substantial and durable reduction in need for Therapeutic Paracentesis (TP)
  - Over 90% reduction in mean frequency of TP post- vs. pre-implant<sup>1</sup> (primary endpoint of >50% reduction)
  - All patients experienced at least a 50% reduction in the mean frequency of TP per month<sup>1</sup> (primary endpoint of >50% of patients)
- ✓ Safety profile in line with expectations – 3 out of 26 patients experienced a composite primary safety event
- ✓ Clinically important improvement in quality of life maintained for up to 12 months post-implantation



# Key Takeaways from KOL webinar with Dr. Vargas and Dr. Knuttinen from Mayo Clinic, Arizona

## High Burden

- Ascites has a significant negative impact on patients and may lead to serious complications

## Increasing prevalence

- Net effect of NASH becoming very prevalent is that we will see an increased incidence of cirrhosis with the complication of ascites

## Patient support

- **alfapump** is very well accepted with strong interest from the patient community

## Easy implantation

- Implantation of **alfapump** is a minimally invasive procedure under local anaesthesia / moderate sedation and recommends the use of ultrasound for ascites localisation and catheter placement

## Solid benefit on patients

- Reported outcomes of POSEIDON are solid and shows that **alfapump** has a positive impact on patients



replay available on our investors webpage “Events & Presentations”





# N. American Liver Programme Update

- POSEIDON – Submitted protocol amendment to the US FDA to extend patient enrolment due to the higher attrition rate prior to implantation
  - Discussions with the FDA ongoing
  - Update on timelines for completion of patient enrolment and subsequent primary endpoint read-out once we have clarity on study expansion from the FDA
- PMA – Submission for regulatory approval now expected in mid-2023
  - Detailed planning and discussions with suppliers on verification and validation activities supporting the PMA made clear that worldwide shortage of electronic components will lead to a delay in delivery of subcomponents and result in an expected 6 months delay of the PMA submission
  - European commercial activities and clinical studies unaffected
- Sponsored patient registry (NACSELD) and FDA patient preference study ongoing



# Resumed commercial activity in Europe in H2 2021

## H1 2021

- Reduced supply of **alfapump** systems to European commercial markets
- Resolved low manufacturing yield of **alfapump** systems

## H2 2021

- Resumed commercial activities in Germany and France in August
- 2021 revenues expected, on a *pro rata* basis, in line with periods before reduced manufacturing supply





# RED DESERT: Strong clinical proof-of-concept

Data from 8 euvolemic heart failure patients on high-dose diuretics treated with DSR 3x per week up to 6 weeks

- ✓ Highly effective replacement of high-dose loop diuretics
- ✓ Generally safe and well tolerated; no clinically relevant hyponatremia
- ✓ Dramatic and long-term improvement in diuretic response
  - Over 150% increase in diuretic response\*\*
  - 79% reduction in diuretic dose\*\* 10 months after study completion\*\*\*
- ✓ Significant improvement in cardio-renal function
  - 30% decrease\* in NT-proBNP\*\* ( $p < 0.001$ )
  - 22% increase\* in eGFR\*\* ( $p < 0.001$ )
  - 22% decrease\* in creatinine\*\* ( $p < 0.001$ )

Presented as Late-Breaker and Highlight at Heart Failure 2021

***“Simultaneous normalisation of diuretic response and improvement in cardio-renal status is a never before seen treatment effect” – Dr. Testani, Yale***

\* Paired statistical analysis of patients with baseline and D42 value (N=7); \*\* mean value \*\*\*median follow-up



# Heart Failure – Continued progress in SAHARA DESERT and DSR<sup>®</sup> development programme

- First patients enrolled in SAHARA DESERT
  - Plan for 20 decompensated heart failure patients with persistent congestion despite high doses of diuretics
  - Evaluate ability of **alfapump** DSR<sup>®</sup> to **eliminate persistent congestion**, **restore correct fluid status** (euvolemia) and **improve cardio-renal condition** for up to 22 weeks
  - Interim data expected in **Q4 2021** / Top-line data expected in **H2 2022**
- DSR development progressing
  - Key **patents** for **alfapump** DSR granted in US and EU
  - Continued pre-clinical development of **proprietary DSR Infusate 2.0**
  - Introduced **Short-Term DSR** therapy complementing **alfapump** DSR therapy

# Key Financial Results H1 2021

Revenue: €23K

- Reduced supply of **alfapump** to European commercial markets
- Impact of COVID-19 on **alfapump** procedures in Germany and France

Operating expenses: - €11,501K

- Preparations for submissions for marketing approval in US and Canada
- DSR pre-clinical and clinical development

Net result: - €11,890K

- **Cash position of €21.8M at end of June 2021**
  - Q1 2021: ABB Equity Offering (€22.5M)
- **Cash runway extended into Q2 2022**

# Highly experienced leadership team

Appointment of Jackie Fielding, replacing Jason Hanon as Non-Executive Director

## Executive team:



**Ian Crosbie**  
Chief Executive Officer



**Kirsten Van Bockstaele**  
Chief Financial Officer



**Oliver Gødje**  
Chief Medical Officer



**Dragomir Lakic**  
VP Manufacturing



**Gijs Klarenbeek**  
Senior Medical Advisor



**Martijn Blom**  
Chief Commercial Officer



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



**Andreas Wirth**  
VP Engineering

## Board of Directors:



**Pierre Chauvineau**  
Board Chairman



**Ian Crosbie**  
Chief Executive Officer



**Wim Ottevaere**  
Director



**Jackie Fielding**  
Director

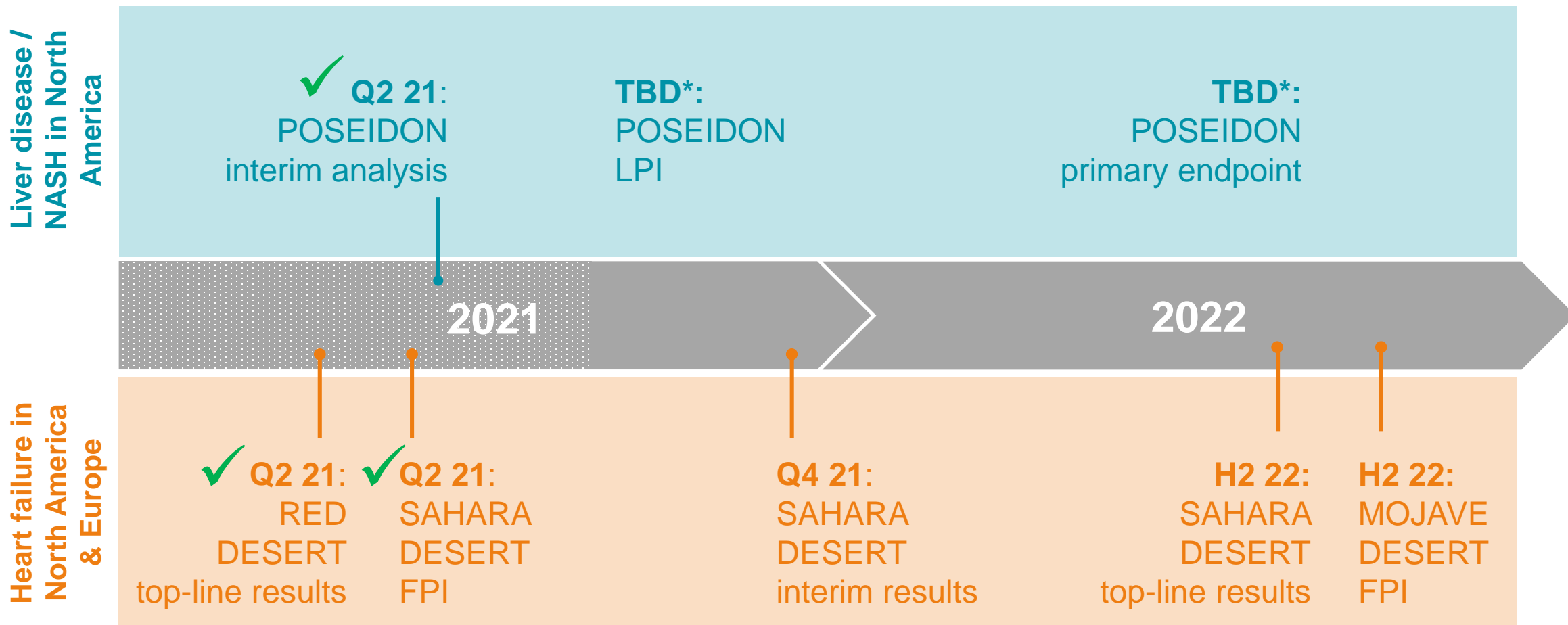


**Rudy Dekeyser**  
Director



**Erik Amble**  
Director

# Expected core value drivers & outlook



\* Pending further clarity from the FDA on study expansion – the Company will update the market as soon as possible

Note: Presented timelines are subject to further developments related to the COVID-19 pandemic

FPI: First Patient In; LPI: Last Patient In

# Q&A

