sequanamedical

Jefferies London Healthcare Conference

Ian Crosbie, CEO – 16 November 2021

Innovators in the treatment of diuretic-resistant fluid overload

liver disease · malignant ascites · heart failure

Disclaimers

Important Notice

IMPORTANT: You must read the following before continuing. The following applies to this document, the oral presentation of the information in this document by Sequana Medical NV (the "Company") or any person on behalf of the Company, and any question-and-answer session that follows the oral presentation:

- This presentation has been prepared by the management of the Company. It does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any member of its group nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its group, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. Prospective investors are required to make their own independent investigations and appraisals of the business and financial condition of the Company and the nature of its securities before taking any investment decision with respect to securities of the Company. This presentation is not a prospectus or offering memorandum.
- The information included in this presentation has been provided to you solely for your information and background and is subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation or undertaking to update or keep current the information contained in this presentation and any opinions expressed in relation thereto are subject to change without notice. No representation or warranty, express or implied, is made as to the fairness, accuracy, reasonableness or completeness of the information contained herein. Neither the Company nor any other person accepts any liability for any loss howsoever arising, directly or indirectly, from this presentation or its contents.
- The presentation also contains information from third parties. Third party industry publications, studies and surveys may also contain that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company reasonably believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company, or any of their respective parent or subsidiary undertakings or affiliates, or any of their respective directors, officers, employees, advisers or agents have independently verified the data contained therein. Thus, while the information from third parties has been accurately reproduced with no omissions that would render it misleading, and the Company believes it to be reliable, the Company cannot guarantee its accuracy or completeness. In addition, certain of the industry and market data contained in this presentation comes from the Company's own internal research and estimates based on the knowledge and experience of the Company's management in the market in which the Company operates. While the Company reasonably believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in this presentation.
- This presentation includes forward-looking statements that reflect the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results, condition, performance, prospects, growth, strategies and the industry in which the Company operates. These forward-looking statements are subject to risks, uncertainties and assumptions and other factors that could cause the Company's actual results, condition, performance, prospects, growth or opportunities, as well as those of the markets it serves or intends to serve, to differ materially from those expressed in, or suggested by, these forward-looking statements. These statements may include, without limitation, any statements preceded by, followed by or including words such as "target," "believe," "expect," "aim," "intend," "may," "anticipate," "estimate," "plan," "project," "will," "can have," "likely," "should," "would," "could" and other words and terms of similar meaning or the negative thereof. The Company cautions you that forward-looking statements are not guarantees of future performance and that its actual results and condition and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. In addition, even if the Company's results, condition, and growth and the development of the industry in which the Company operates are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in future periods. The Company and each of its directors, officers and employees expressly disclaim any obligation or undertaking to review, update or release any update of or revisions to any forward-looking statements in this presentation or any change in the Company's expectations or any change in events, conditions or circumstances on which these forward-looking statements are based, except as required by applicable law or regulation.
- This document and any materials distributed in connection with this document are not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of, or located in, any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe any such restrictions.
- The Company's securities have not been and will not be registered under the US Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold in the United States absent registration under the Securities Act or exemption from the registration requirement thereof.
- By attending the meeting where this presentation is presented or by accepting a copy of it, you agree to be bound by the foregoing limitations.

Regulatory disclaimer:

- The **alfa**pump® system has not yet received regulatory approval in the United States and Canada. Any statement in this presentation about safety and efficacy of the **alfa**pump® system does not apply to the United States and Canada. In the United States and Canada, the **alfa**pump® 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.
- 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 **alfa**pump® 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.

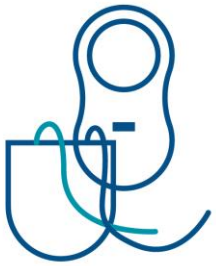
Note:

- **alfa**pump® is a registered trademark. DSR® and **alfa**pump DSR® are registered trademarks in the Benelux, China, the EU, United Kingdom, and Hong Kong.

Treating diuretic-resistant fluid overload

Multi billion € markets with clear unmet clinical needs

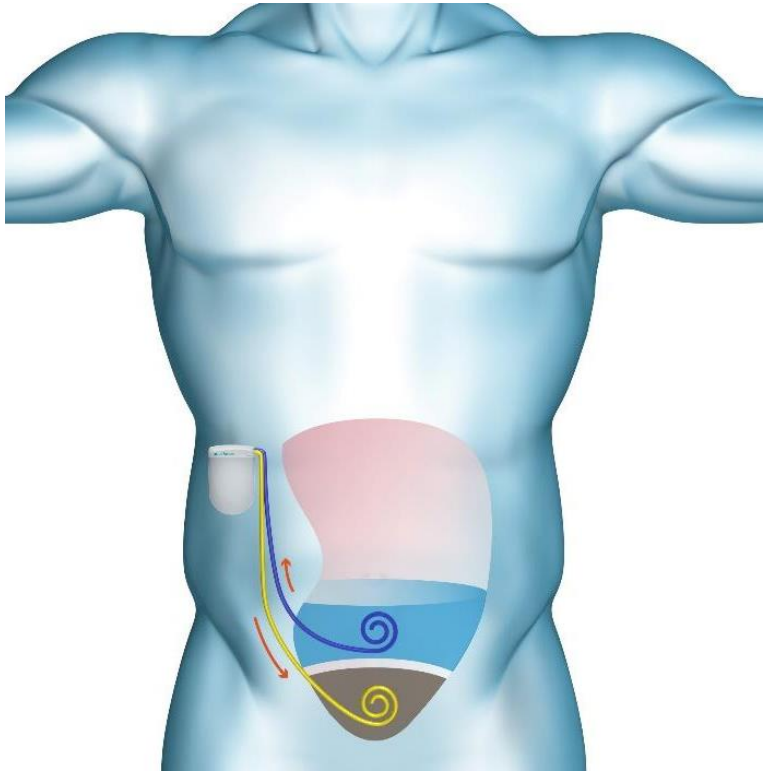
- Fluid overload is a key clinical problem in liver failure, heart failure, renal failure and cancer
- Diuretics are standard of care – we are NOT replacing these
- Diuretic-resistance is common – and alternatives have significant disadvantages
- We use our **alfa**pump® and DSR® technologies to develop therapies to deliver:
  - improved clinical outcomes
  - better quality of life for patients
  - cost savings to healthcare systems



alfapump® platform

Eliminating fluid from the peritoneal cavity – working in partnership with the bladder

- Fully implanted
- Automatic operation
- Wireless battery charging
- Settings wirelessly adjusted
- Remote data monitoring



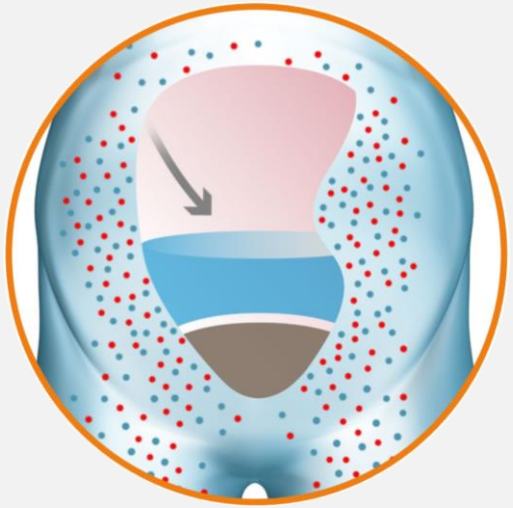
- Easy implantation
- Long-term implantation & catheter patency
- Moves up to 4 litres / day
- Virtually non-clogging
- No significant heating during charging and operation

Proven capabilities – over 850 systems implanted
Strong IP barriers through extensive patent portfolio & know-how

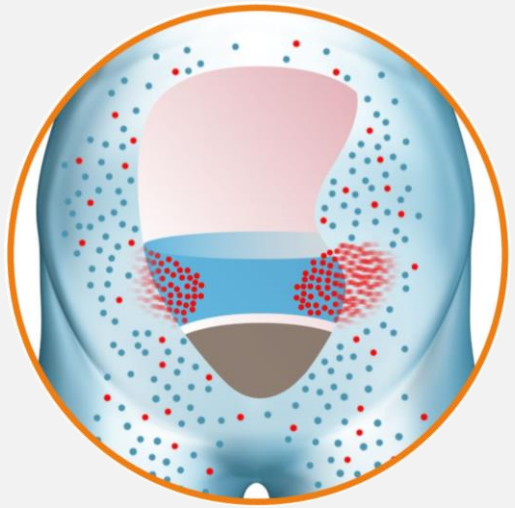
Direct Sodium Removal (DSR®) platform

Eliminating fluid spread across the body – working in partnership with the kidneys

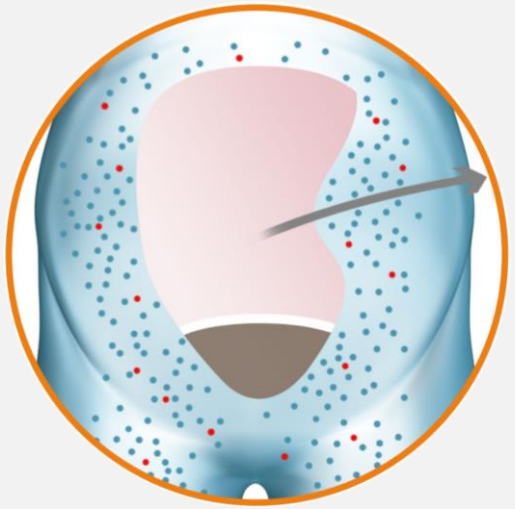
1. **Sodium-free DSR infusate administered to peritoneal cavity**



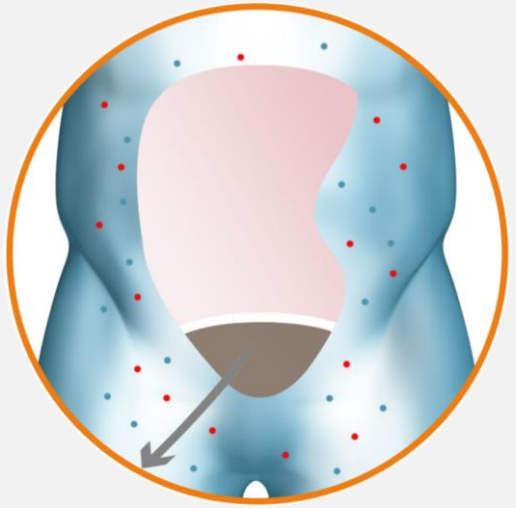
2. **Sodium diffuses from body into DSR infusate**



3. **DSR infusate + extracted sodium removed from the body**



4. **Body eliminates free water to restore sodium balance, reducing the fluid overload**



Fundamental patents to reduce fluid overload in heart failure patients granted in the US and Europe

Focus on two products – € billion opportunities

alfapump®

Liver Disease (NASH) in N. America

> €3 Bn / year market opportunity in US(1)

FDA **Breakthrough Device** Designation

POSEIDON pivotal study ongoing

Sequana Medical salesforce

alfapump DSR®

Congestion due to Heart Failure

> €5 Bn / year market opportunity in EU & US(2)

SAHARA DESERT study ongoing

Partnering after US efficacy study

Built upon proven European clinical & commercial experience

Source 1: Management estimate in US within 10-20 years, that is inclusive of estimated growth in prevalence of NASH for the US based on GlobalData Epidemiology Forecast to 2026
Source 2: Management estimate in US & EU by 2026 based on GlobalData Heart Failure Epidemiology Forecast to 2026; Costanzo et al. (2007). Kiglore et al (2017)

NASH drives US market attractiveness

Liver cirrhosis is transitioning to a mainstream disease requiring modern treatment options

alfapump® market potential	~€0.4 Bn / year	>€3 Bn / year
Underlying disease	Alcoholic Liver Disease, Hepatitis	**NASH**
Patient characteristic	“Outside mainstream”	**“Mainstream”**
Average age	40-50 yr	**70 yr+**
alfapump competitive positioning	✓	✓✓

Notes: current estimated EU Liver market: Data from 1980-2010, death rates between 9-12.4 per 100,000; Mokdad et al., 2014, Management estimates of 7.5% cirrhosis patients that die per year based on experts feedback.
forecast US Liver market: Management estimate that is inclusive of estimated growth in prevalence of NASH for the US based on GlobalData Epidemiology Forecast to 2026.

alfapump®

Proven step change in the treatment of liver refractory ascites and malignant ascites

sequanamedical

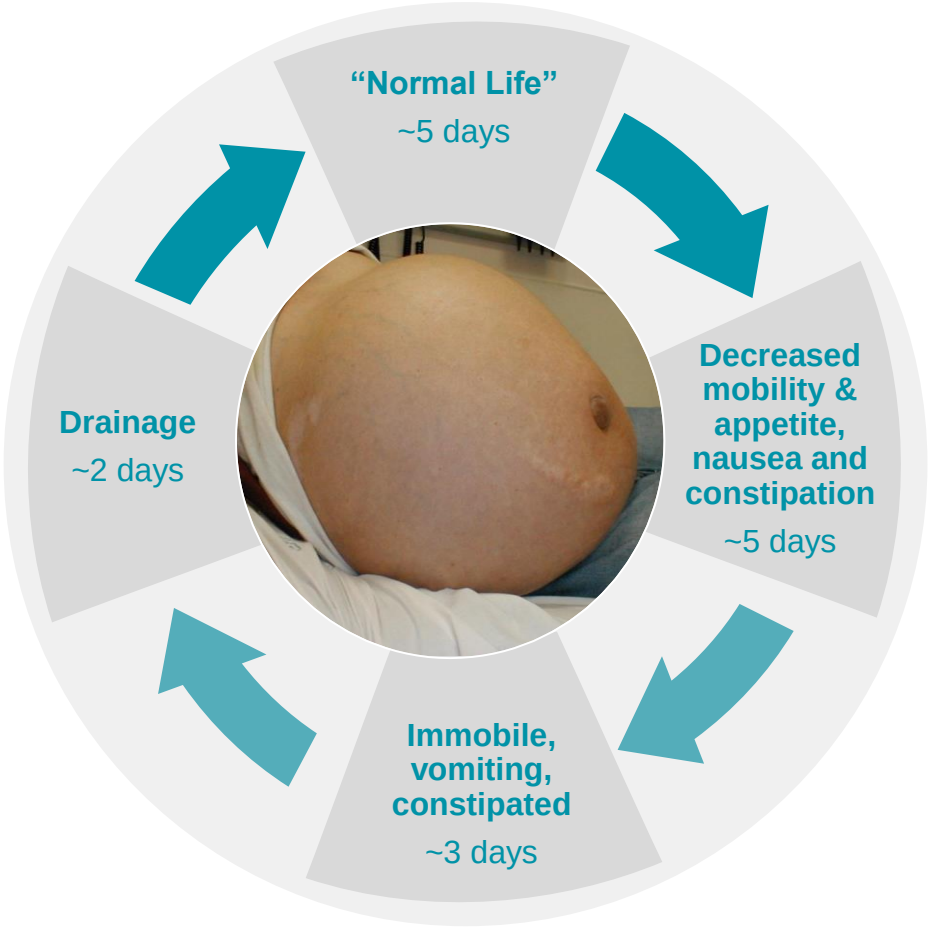
Refractory ascites – key complication of liver cirrhosis

Fatty liver disease / NASH is driving dramatic growth and change in attitudes to liver cirrhosis patients

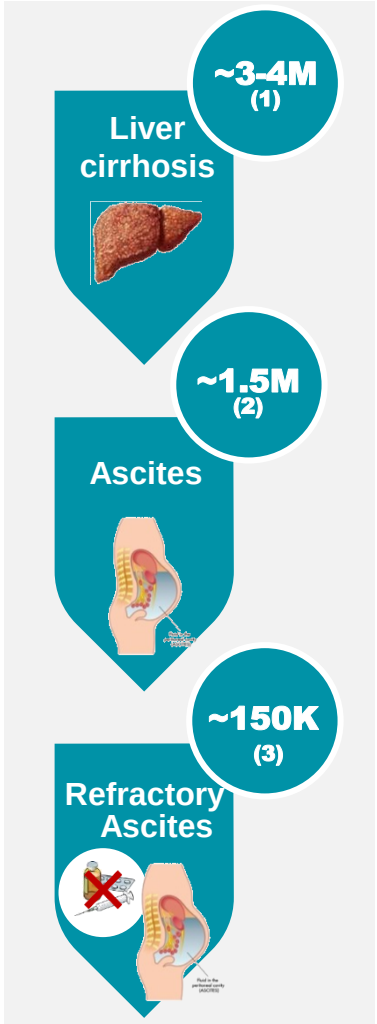
Viral infections (Hepatitis B & C)

Alcoholic Liver Disease

Non-Alcoholic Steatohepatitis (NASH)



Typical patient life[4]



Note : Prevalence of NASH in US is expected to increase by 63% between 2015-2030; Estes et al., 2018

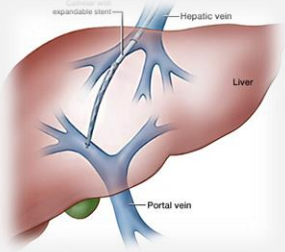
Source 1 Management estimate in US based on Estes et al; GlobalData Nash Epidemiology Forecast to 2026; Noureddin et al., 2013
Source 2: Runyon 2009: approximately 50% of cirrhotic patients develop ascites within 10 years of diagnosis of cirrhosis
Source 3: Ginès et al., NEJM 2004: refractory ascites occurs in 5-10% patients with ascites
Source 4: Presentation of Dr. Rajiv Jalan at EASL in 2018, Large Volume Paracentesis (LVP) treatment cycle for refractory ascites

Limitations of existing therapies

Drainage ("Large Volume Paracentesis / LVP")

Painful, Poor Quality of Life, Short Term Benefit

Transjugular Intrahepatic Portosystemic Shunt (TIPS)



Complications, Contraindications

Permanent Catheter System

External Catheter, Risk for Infections / Blockage

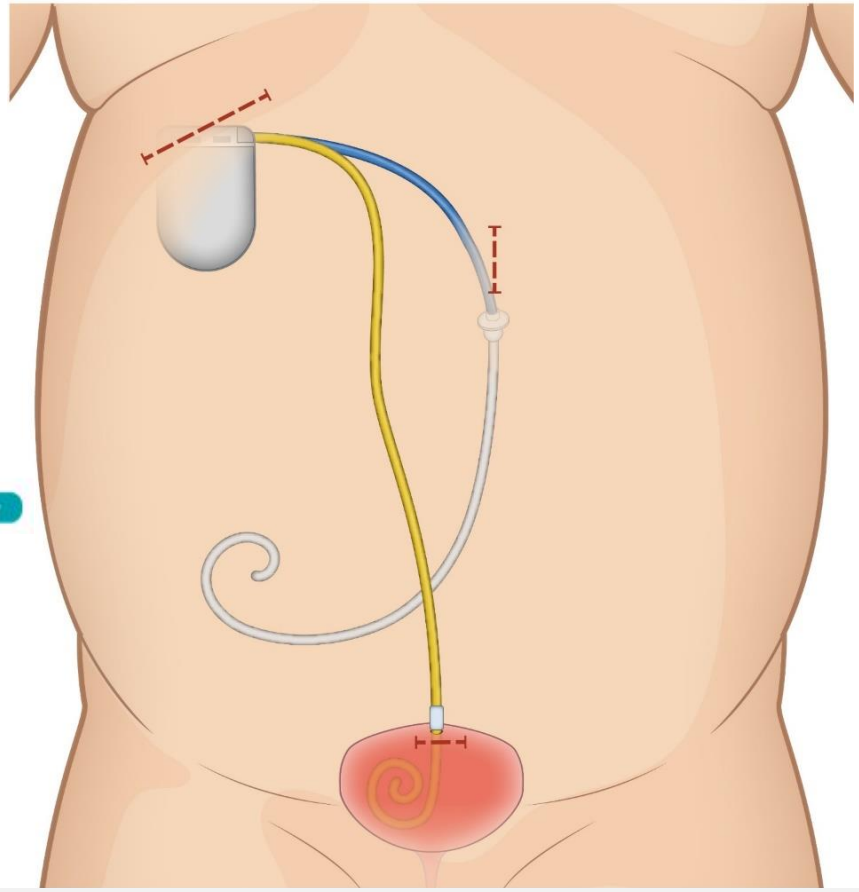
Liver transplantation

High Cost, Limited Availability

alfapump®

alfapump® for long-term treatment

Over 850 implants and hundreds of years of patient experience



- Reduce burden of disease
- Improve patient quality of life
- Reduce cost

CE

EASL
The Home of Hepatology

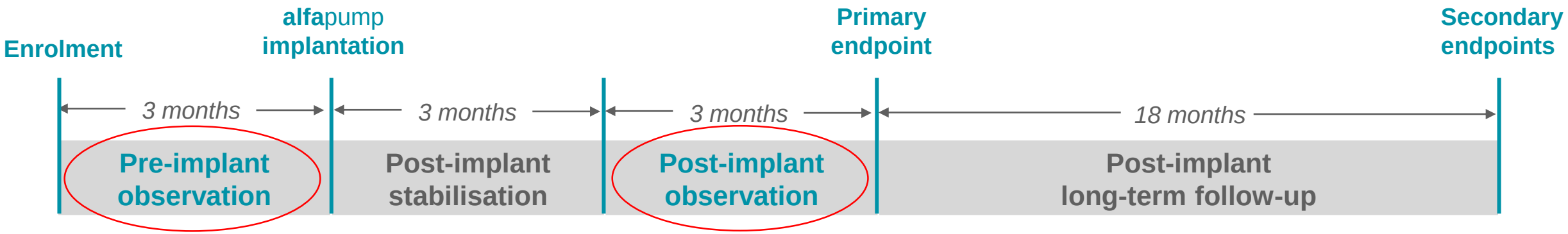
NICE
National Institute for Health and Care Excellence

1913 DGVS
Deutsche Gesellschaft für Gastroenterologie, Verdauungs- und Stoffwechselkrankheiten

FDA **Breakthrough Device** Designation

North American Pivotal Study (POSEIDON) underway

Pivotal Cohort of up to 50 implanted patients



POSEIDON Study Endpoints	
Primary efficacy:	1) 50% reduction in average monthly frequency of Therapeutic Paracentesis (“TP”) post-implant vs. pre-implant
	2) 50% of patients achieve a 50% reduction in the requirement for TP post-implant vs. pre-implant
Primary safety:	Rate of **alfa**pump related re-interventions adjudicated by the Clinical Events Committee (CEC)
Secondary:	QoL (SF36, Ascites-Q), nutritional status, health economics, safety (device and/or procedure-related AEs), survival

***QoL**: Quality of Life; **AE:** Adverse Event*

Interim POSEIDON: Positive for primary endpoints

Data from 26 Roll-In ("training") patients having a similar profile as Pivotal patients

EFFICACY

- ✓ Over 90% reduction in mean Therapeutic Paracentesis (TP) frequency (primary endpoint >50% reduction)
- ✓ 100% patients with > 50% reduction in mean TP frequency per month (primary endpoint >50% of patients)

SAFETY

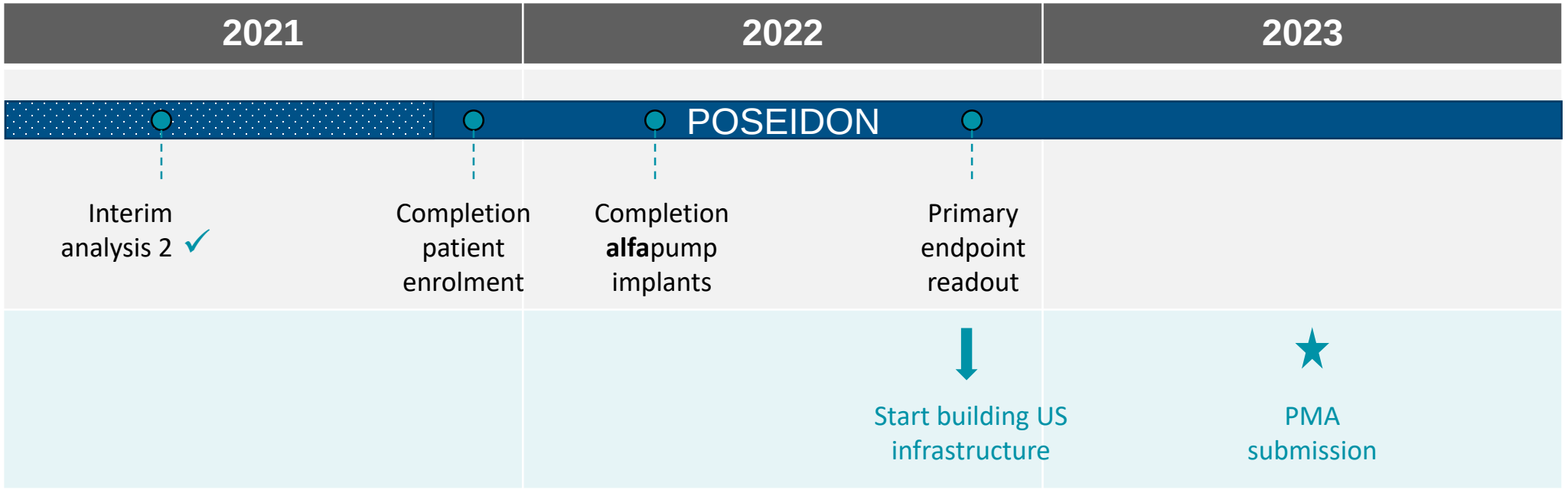
- ✓ In line with expectations – 3 composite primary safety events

QUALITY OF LIFE

- ✓ Clinically important improvement maintained for up to 12 months post-implantation

Note: Pre- and post-implant periods for this analysis of the Roll-In Cohort differ from those that will be used for the Pivotal Cohort analysis

Pursuing North American alfapump® approval

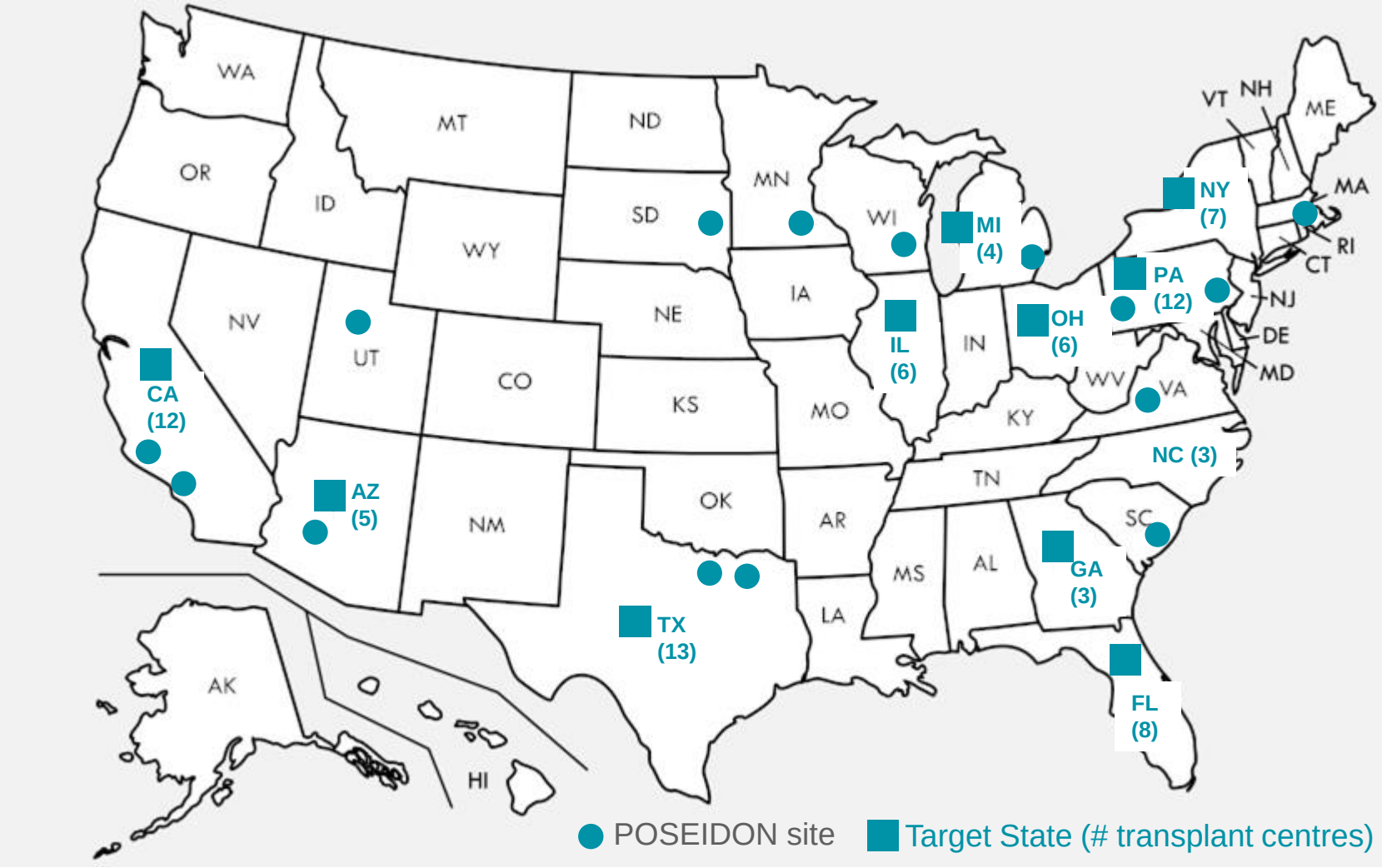


NTAP for breakthrough devices de-risks reimbursement in key Medicare population

PMA: *Pre-Market Approval;* ***NTAP:*** *New Technology Add-On Payment*

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

US commercialisation through our specialty salesforce



Initial focus on key transplant centres

~50-person team:

35 sales reps, 10 clinical, 5 corporate

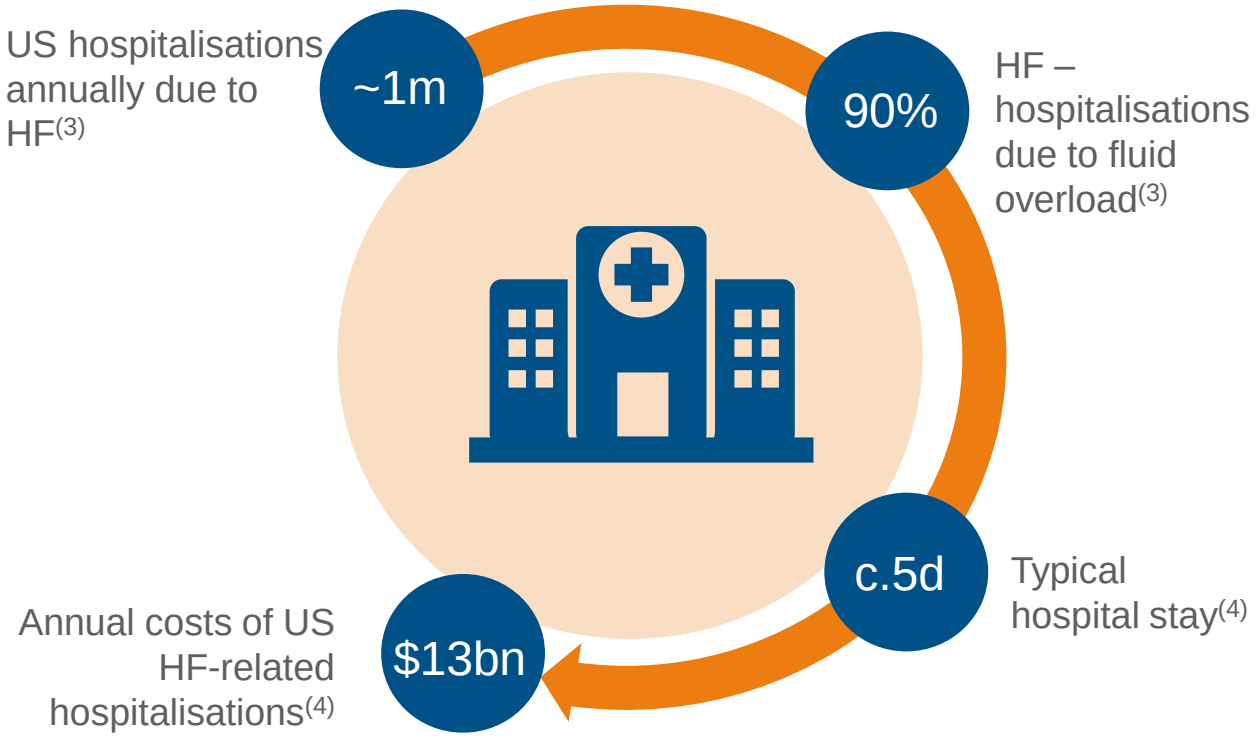
alfapump DSR®

Breakthrough approach to **persistent congestion in heart failure** built on proven **alfa**pump® platform

sequanamedical

Diuretic-resistant congestion in heart failure

Clear unmet clinical need and driver of costs for heart failure patients

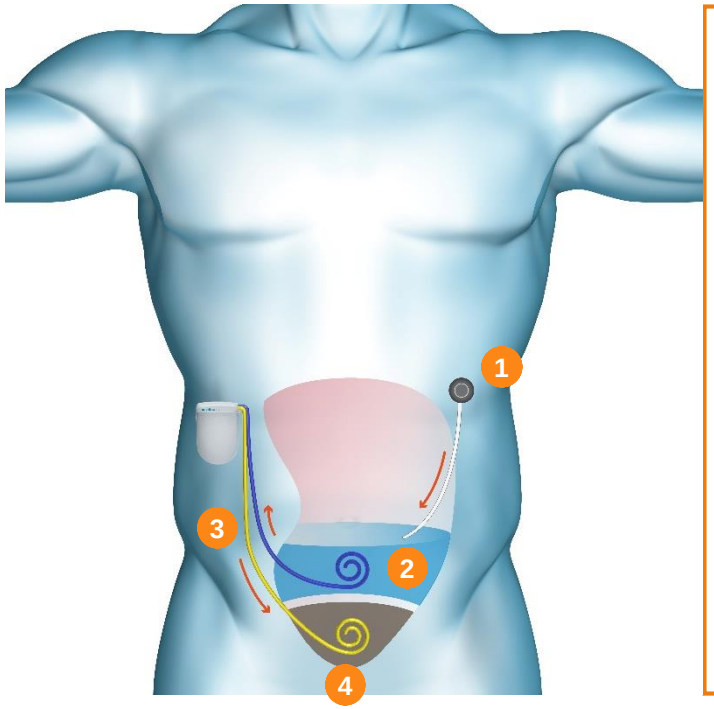


- *40% of heart failure patients on IV loop diuretics have a poor response(1)*
- *24% re-admission rate at 30 days(2)*

Source 1: Testani, Circ Heart Failure, 2014 & 2016; Source 2: Ross et al. (2010); Source 3: Costanzo et al., J. Am. Coll., 2007; Source 4: Kilgore et al. (2017)

alfapump DSR® leveraging proven alfapump® platform

Fully implanted system for long-term DSR® therapy



1. Sodium-free DSR infusate administered to peritoneal cavity via implanted subcutaneous port
2. Sodium diffuses into DSR infusate
3. **alfa**pump pumps sodium-rich DSR infusate into the bladder
4. Body eliminates excess fluid through osmotic ultrafiltration and urination

RED DESERT: repeated dose alfapump DSR® study

Eight euvolemic heart failure patients on high dose diuretics

Highly effective management of fluid and sodium balance

- DSR treatment 3x per week for up to 6 weeks
- 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***

Presented as Late-Breaker and Highlight at Heart Failure 2021

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)

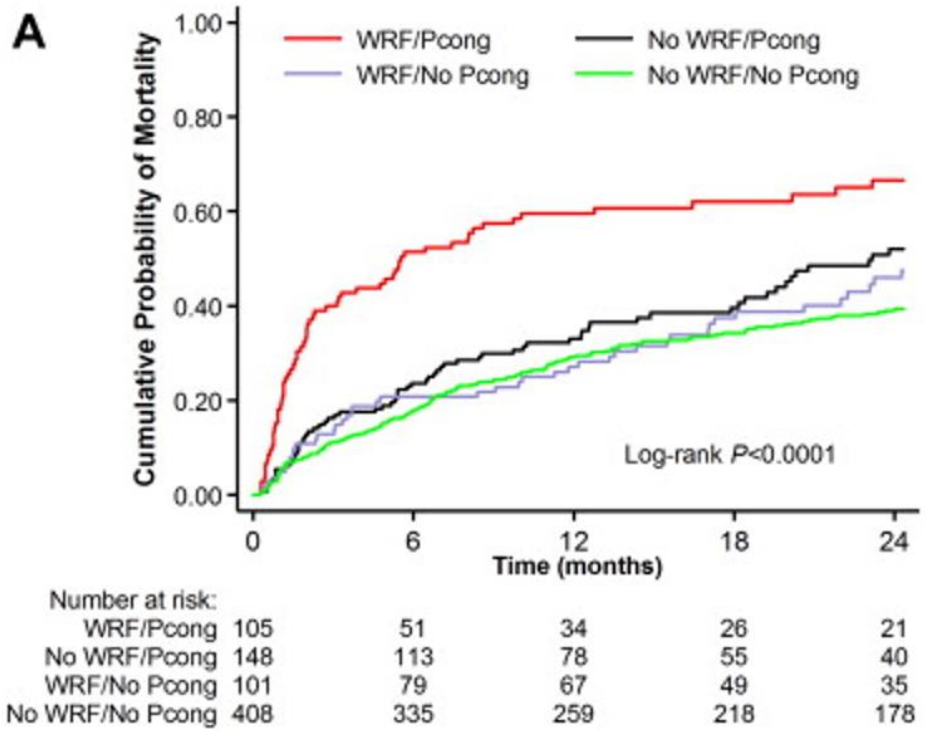
"Simultaneous normalisation of diuretic response and improvement in cardio-renal status is a never before seen treatment effect" – Dr. Testani, Yale

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

***NT-proBNP**: N-terminal-pro hormone B-type Natriuretic Peptide (analysed in local lab); **eGFR**: estimated glomerular filtration rate*

Persistent congestion and Worsening renal function

Key drivers of mortality in decompensated heart failure

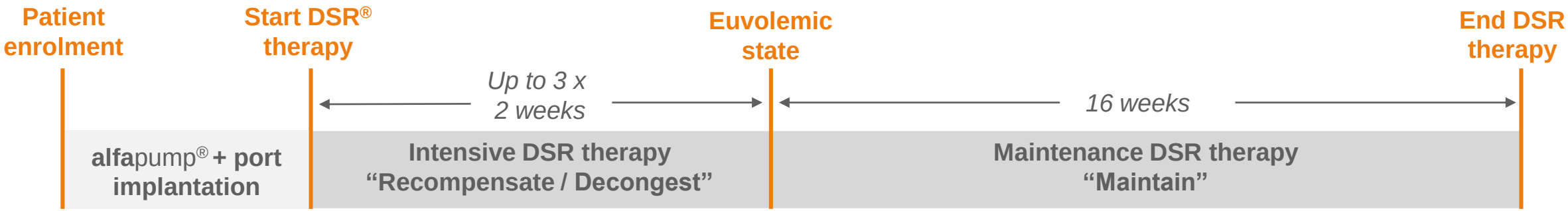


Wattad et al, American Journal of Cardiology, 2015: interaction between worsening renal function and persistent congestion in acute decompensated heart failure (study of 762 patients)

***WRF**: Worsening Renal Function; **ADHF**: Acute Decompensated Heart Failure; **Pcong:** Persistent Congestion*

SAHARA DESERT: Targeting persistent congestion

20 decompensated heart failure patients with persistent congestion on high dose diuretics – ongoing



Study Endpoints

- **Primary:** safety and tolerability of **alfa**pump DSR® therapy
- **Secondary:** feasibility of DSR therapy to restore and maintain euvolemia without additional loop diuretics
- **Exploratory:** evaluate potential impact of SGLT-2 inhibitors on DSR therapy*

Interim results expected Q4 2021 / Top-line results expected H2 2022

** patients will be randomised 1:1 to DSR therapy +/- SGLT-2 inhibitor therapy*

Proprietary DSR® Infusate 2.0 drives value model

- D10% used as initial DSR infusate for fastest proof-of-concept
- We are developing our proprietary next-generation DSR infusate:

- ✓ Improved therapeutic profile
- ✓ IP protected
- ✓ Recurring revenue from high gross margin consumable

Note: This image is intended for illustration purposes only

Short-term DSR® – Derisking & extending franchise

Simplifying regulatory path and preparing market for alfapump DSR® market entry

Short-term DSR – "drug only"

- "one off" ~2 weeks intensive DSR treatment
- With peritoneal catheter (no **alfa**pump)

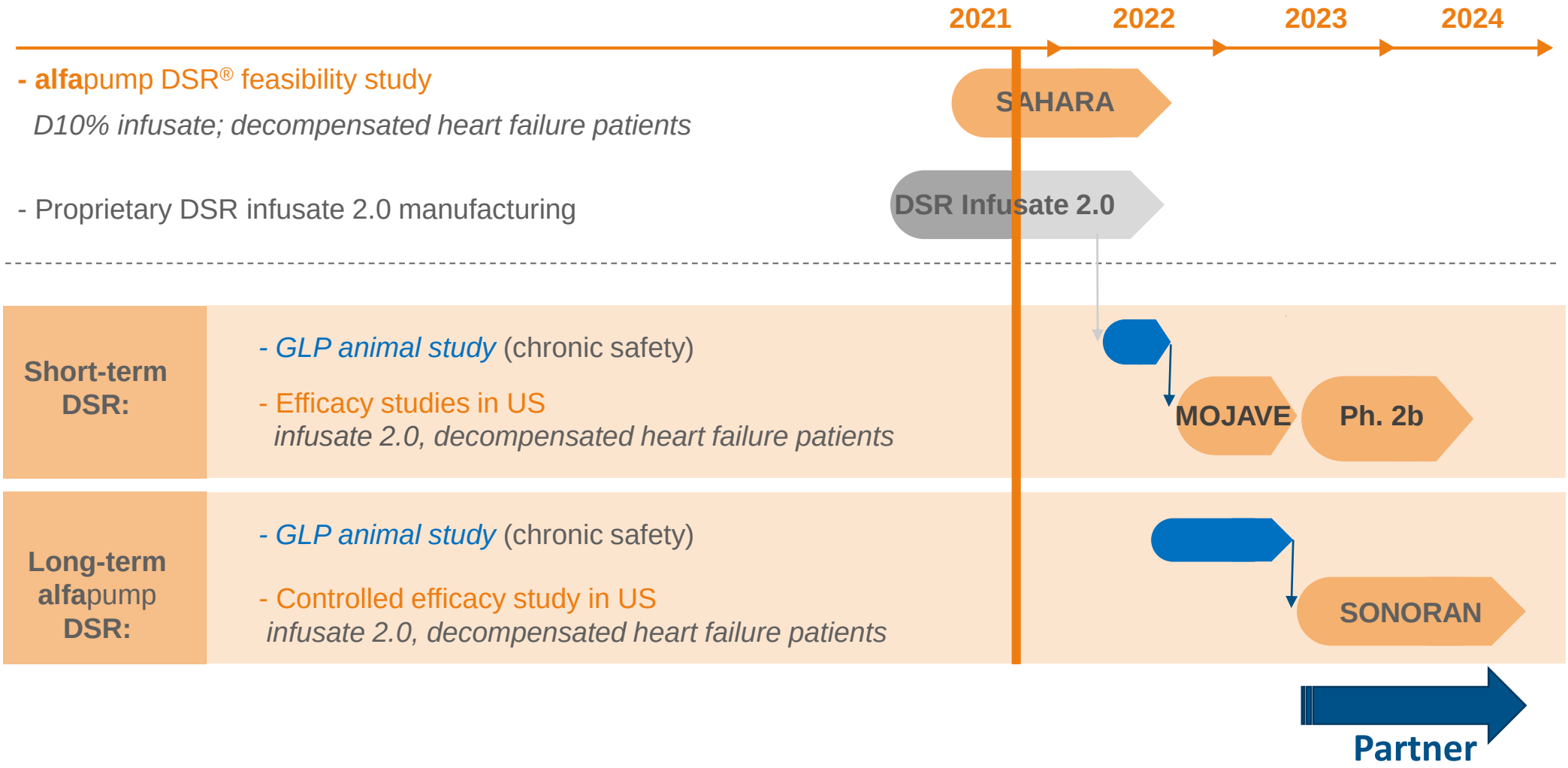
Long-term alfapump DSR – "drug / device"

- Intermittent, recurring, intensive DSR treatment
- With **alfa**pump

Tackling residual congestion and restoring diuretic response and cardio-renal status in diuretic-resistant heart failure patients

DSR® – Robust development program*

Step-by-step approach to introduction of breakthrough therapy



** Timelines subject to further developments related to the ongoing COVID-19 pandemic*
Description and timing of these studies are subject to change and/or feedback from applicable regulatory authorities

Outlook

Strong **near term value drivers**

with clear **long term potential**

sequanamedical

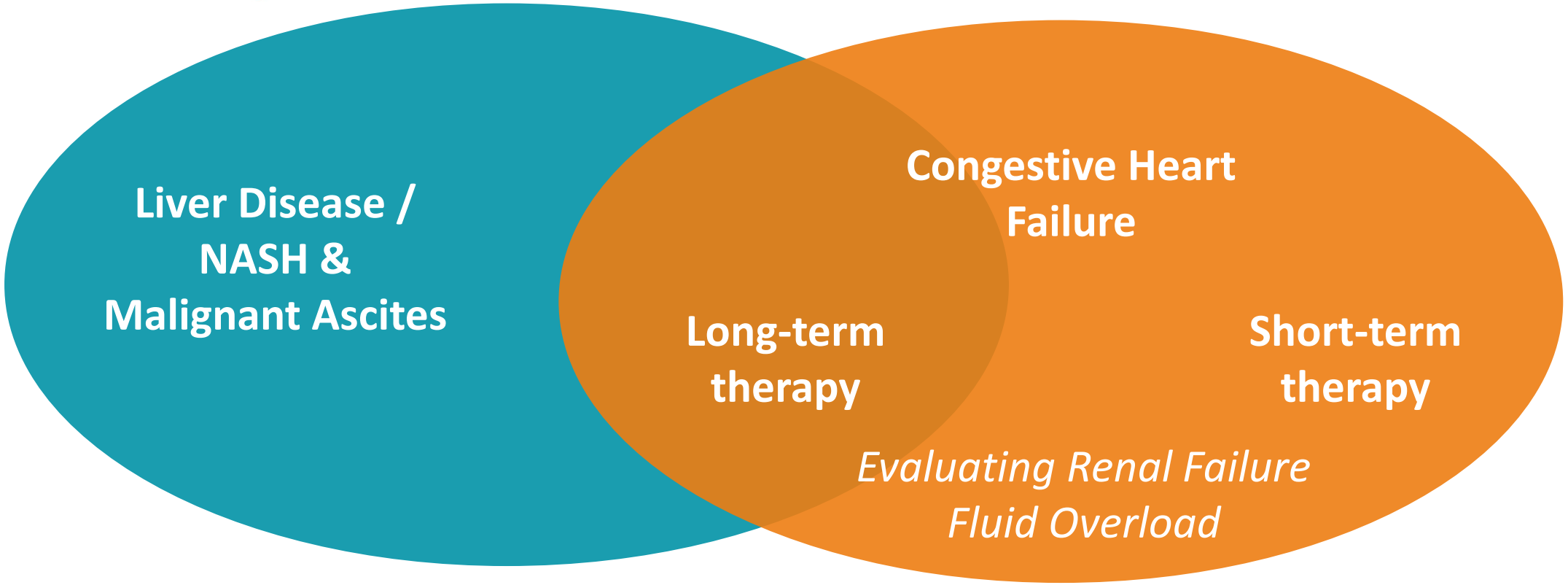
Building on our two proprietary platforms

Complementary approaches to diuretic-resistant fluid overload

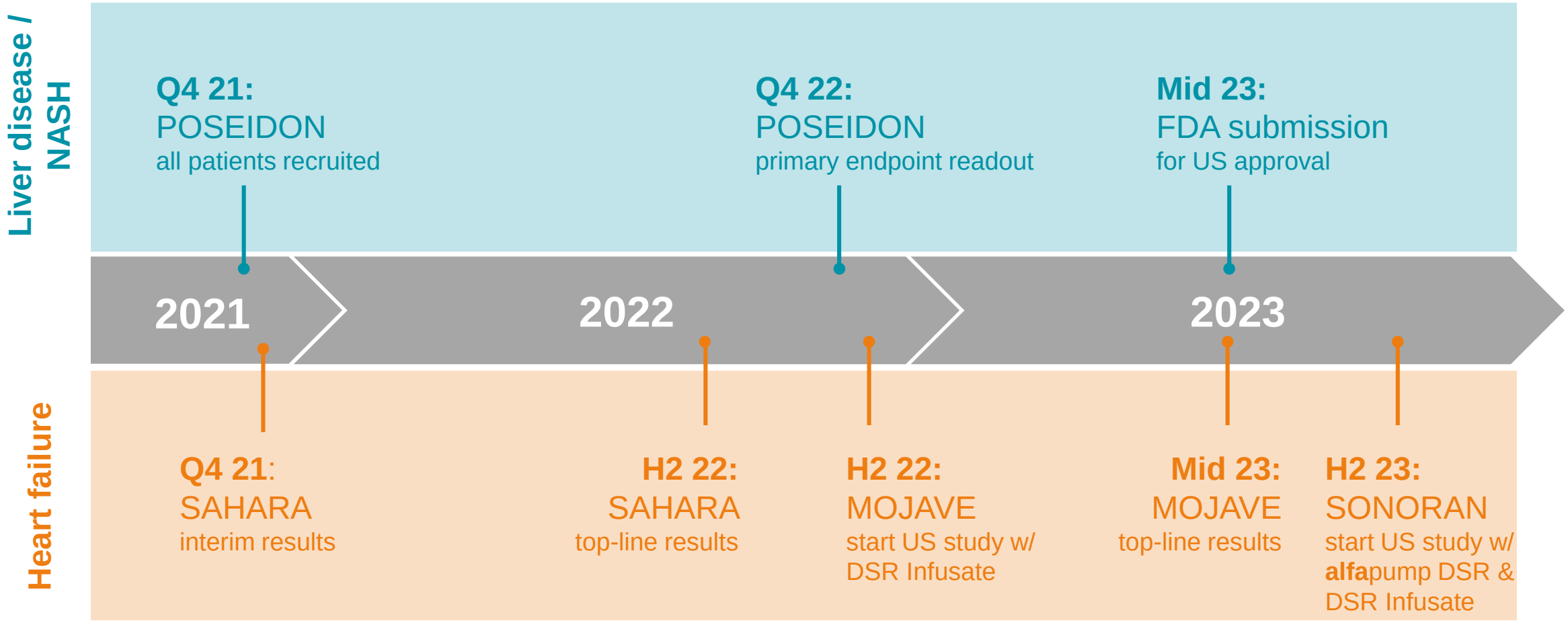
alfapump®

alfapump DSR®

DSR®



Strong outlook for value drivers



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

Contact info

✉ IR@sequanamedical.com

✆ +32 498 053579

www.sequanamedical.com

sequanamedical