

Nexstim



Nexstim - Personalized brain diagnostics and therapy

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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 has launched its NBT® 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. The NBT® system is CE marked in Europe for the treatment of major depression and chronic neuropathic pain.

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Nexstim Story

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.

Aging population

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

Technological development in healthcare

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

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 210 systems sold	Pre-surgical mapping	CE marked	FDA approved
Therapy Business	NBT® (Navigated Brain Therapy)	Over 50 systems incl. therapy software	Depression	CE marked	FDA approved with existing reimbursement
			Chronic pain	CE marked	Additional clinical trials evaluated



Nexstim Business and Financial Summary H1 2022

- Nexstim's historically best half year measured by net sales and operating profit
- H1 2022 was the first positive Operating result in the history of the company
- Business has continued to grow rapidly despite the tense global political situation caused by the war in Ukraine
- System sales were EUR 1.8M (H1 2021: EUR 1.6M), an increase of 11.1%. Recurring revenue accounted for EUR 1.5M (H1 2021: EUR 1.4M), an increase of 9.0%. Licensing business accounted for EUR 3.5M (H1 2021: EUR 0.0M)
- H1 2022 was the **Company's best reported half year** to date
 - Net sales = EUR 6.8M (H1 2021: EUR 3.0M), an increase of 129.6%
 - Operating result = EUR 2.3M (H1 2021: EUR -0.9M), first operating profitable result
 - Result for the period = EUR 3.2M (H1 2021: EUR -0.9M), second profitable half year
- Diagnostics Business (NBS) net sales grew by 19.3% in H1 2022 to EUR 2.1M (H1 2021: EUR 1.8M) and the Therapy Business (NBT[®]) net sales grew by 290.4% in H1 2022 amounting to EUR 4.7M (H1 2021: EUR 1.2M)
- Rapid growth rate was mainly due to the sale of a technology license related to the NBT[®] system to Magnus Medical and the agreement signing fee of around EUR 3.5 million, which was recognized as revenue during H1 2022.
- Nexstim established a private equity company in the United States. The purpose of the new company is to further expand Nexstim's network of partner clinics in the United States.

H1 2022 Key Financials

Key Financials of the Group

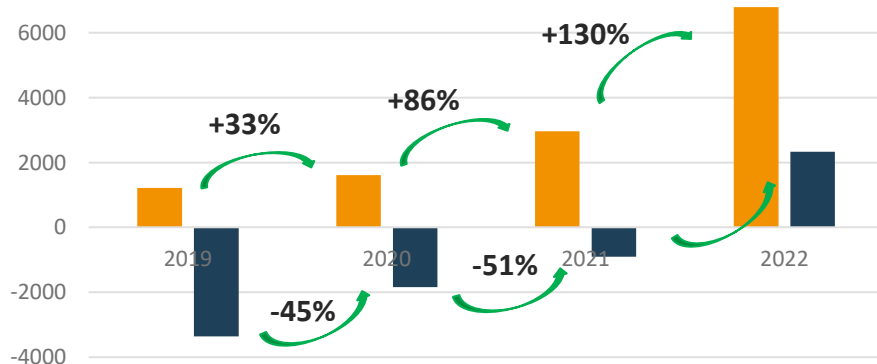
EUR in thousands	1-6/2022 6 months	1-6/2021 6 months	Change-%	1-12/2021 12 months
Net Sales	6,793.0	2,958.6	129.6	6,397.5
Gross margin	6,140.2	2,391.8	156.7	5,262.0
Gross margin-%	90.4%	80.8%		82.3%
Personnel expenses	-2,495.4	-2,028.2	23.0	-4,347.8
Other operating expenses	-1,787.6	-1,555.0	15.0	-3,083.3
Operating result	2,333.4	-902.8		-1,452.2
Result for the review period	3,209.4	-946.3		-832.1
Cash flows from operating activities	2,414.0	-1,918.7		-2,109.0
Cash in hand and at banks	6,580.3	6,690.8	-1.7	5,194.7
Total equity	5,593.1	3,796.7	47.3	3,202.7
Equity ratio (%)	54.1%	38.9%		34.7%

Total net sales	6.8M€ +130%
• NBS net sales	2.1M€ +19%
• NBT net sales	4.7M€ +290%
• System sales	1.8M€ +11%
• Recurring revenue	1.5M€ +9%
• Licensing	3.5M€

• Personnel expenses	-2.5M€ +23%
• Other OPEX	-1.8M€ +15%
Changes in organization, compensation levels as well as personnel expenses related accruals	

First ever positive Operating result
• Subsidiary loans related exchange rate gains have a positive impact on the result for the period due to stronger USD

• Cash position	6.6M€
• Positive result increased Total equity	
• Nexstim not planning new funding rounds at the moment	



H1 Net sales and Operating result development

- Profitable revenue growth plays a key role in our efforts to minimize our future capital needs on our journey to profitability

Future outlook: The Company expects its revenue to continue to grow during year 2022 and the operating result for the year to be positive

Nexstim Key Strategic Objectives 2022

- 1 Continued profitable net sales growth, leading into our first operating profit-making financial year, while also minimizing future capital needs
- 2 Expansion of Nexstim's network of exclusive neuroscience center partner clinics, especially in the United States



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