

#### Investor Presentation NASDAQ: NARI

August 2020

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Forward-looking statements are based on and reflect management's current expectations, assumptions, estimates and projections that may or may not prove to be correct. These forward-looking statements are subject to a number of known and unknown risks, uncertainties, assumptions and other factors, many of which are beyond our control. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement. In light of these risks, uncertainties, and assumptions, the future events and trends discussed in this presentation may not occur and our actual results, results, levels of activity, performance or achievements could differ materially and adversely from those anticipated or implied by any forward-looking statements. These and other known risks, uncertainties and factors are described in detail under the caption "Risk Factors" and elsewhere in our filings with the Securities and Exchange Commission ("SEC"), including our most recent Quarterly Report on Form 10-Q. These filings are available in the Investor Relations section of our website at https://ir.inarimedical.com/ or at www.sec.gov.

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## Our Mission: Treat and Transform the Lives of Patients Suffering from Venous Diseases





# **Commercial-Stage Company Focused on Venous Solutions**



Commercial-stage company that has developed minimally invasive products designed to remove large clots from veins without the need for thrombolytic drugs.

# Purpose Built Solutions for the Venous Anatomy

2 Products Both Disposable; No Cap Equip 9,500 Patients Treated in Most Recent Trailing Six Quarters \$9,100<sup>(1)</sup> Blended Revenue per Procedure **\$25.4mm** 2Q20 Revenue (FY19: \$51.1M YTD20: \$52.3M)

>80% Gross Margin



## Inari Medical: Purpose Built Solutions for Removing Blood Clots from the Venous Anatomy

Venous Focused	We are pioneering devices specifically designed and purpose-built for the venous anatomy and its unique clot morphology
2 FDA-Cleared & Marketed Products	<b>ClotTriever</b> (used in DVT) and <b>FlowTriever</b> (used in PE) safely and effectively remove large volumes of clot while eliminating need for thrombolytic drugs
Large Market Opportunity	Deep Vein Thrombosis ("DVT") and Pulmonary Embolism ("PE") collectively represent an approximately \$3.6bn annual U.S. market opportunity <sup>(1)</sup>
Scaling Commercial Organization	Rapidly growing commercial organization that is designed to harness and leverage unique insights into key business decisions
Product Simplicity	Intuitive, easy to use, single-use devices that do not require capital equipment or the use of thrombolytic drugs and that enable a short learning curve
Compelling Economics & Improved Efficiency	Products allow for short, single sessions and are designed to eliminate need for expensive thrombolytics which require costly ICU stays and carry risks of major bleeding
Unique Culture	Carefully selected team collectively pursuing extraordinary outcomes and improving the quality of life for our patients

INARI

## Strong Leadership Team to Capitalize on Our Opportunity



Eben Gordon VP Quality Assurance & Regulatory Affairs

Sotera Wireless, SenoRx, ReVision Optics



Paul Koehn

Tara Dunn

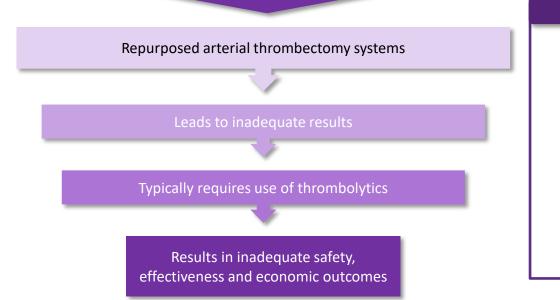
Eric Khairy

John Borrell

**Brian Strauss** 

## Poor Outcomes for Venous Thrombectomy Stem from Differences Between Arterial and Venous Clot

Parameter	Arterial System	Venous System
Hemodynamics	High flow, high pressure	Low flow, low pressure
Vessel morphology	Vessels taper in direction of flow	Vessels enlarge in direction of flow
Presentation	Ischemic insult (MI, stroke), sudden, spectacular symptoms, treatment sought quickly	DVT: discoloration, swelling, pain, symptoms emerge over days/weeks, treatment delayed PE: impaired heart & lung functions, shortness of breath, chest pain
Clot morphology	Small amounts of soft clot in small vessels, "floating" in the vessel	Large amounts of firm/hard clot in large vessels, adhered to vessel wall





# Inari Devices Are Specifically Designed for Venous Applications

#### Penumbra Indigo System<sup>(1)</sup> Designed For:

- Arterial system
- Small, acute clot
- <3 mm diameter vessel (middle cerebral artery)

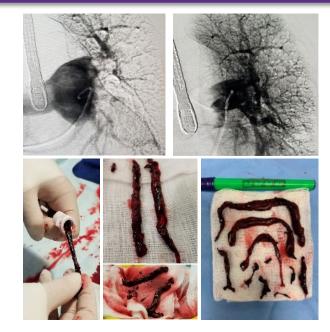
# Stroke Treated with Indigo

Figure 1. Occluded right MCA (A); revascularization of the MCA (B); removed thrombi (C)

#### **Inari Products Designed For:**

- Venous system
- Large, acute/chronic clot
- 6-25 mm diameter vessels (pulmonary arteries)
- 6-16 mm diameter vessels (peripheral vasculature)

#### PE Treated with FlowTriever





# Inadequate Thrombectomy Options Lead to Use of Thrombolytics, An Ineffective Option for Venous Clot

#### For Venous Clots, Thrombolytics Are Generally:

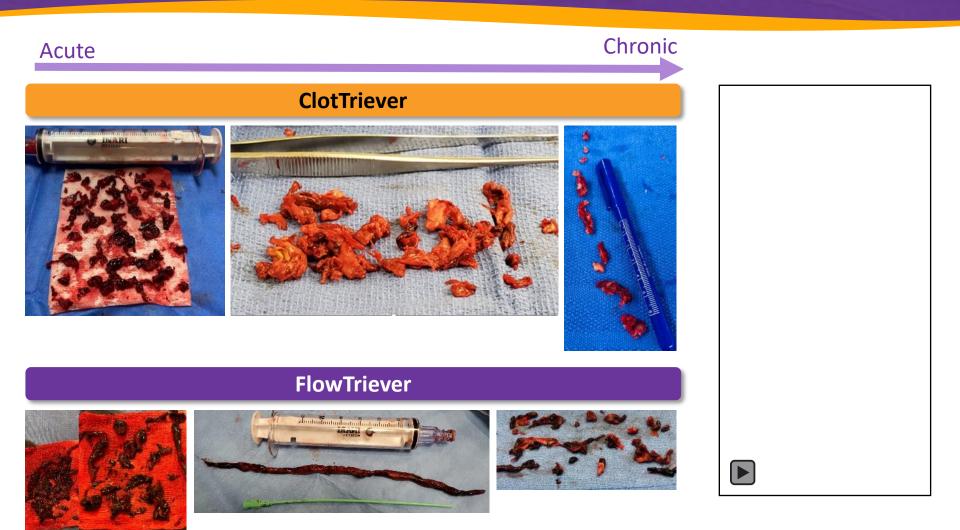
1	Ineffective	<ul> <li>Because symptoms from venous clot often appear gradually, the underlying clot can become significant in size and hardened</li> <li>Clot morphology changes over time</li> </ul>
		The older the clot, the fewer "targets" of thrombolytics remain, which can render thrombolytic treatment ineffective

2	High Risk	<ul> <li>Thrombolytics can carry significant rates of bleeding complications</li> <li>Conservative patient selection and lowering dosage do not always eliminate bleeding risks</li> <li>Up to 50% of patients with venous thromboembolism ("VTE") are relatively or absolutely contraindicated to thrombolytics</li> </ul>
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<ul> <li>3 Expensive</li> <li>Administration of thrombolytics requires multiple procedures and prolonged hospital stays</li> <li>Bleeding risks necessitate ICU stay (the most expensive bed in the hospital)</li> <li>Reimbursement for thrombolytics is relegated to low-paying, medically-orientated DRGs<sup>(1)</sup></li> </ul>	
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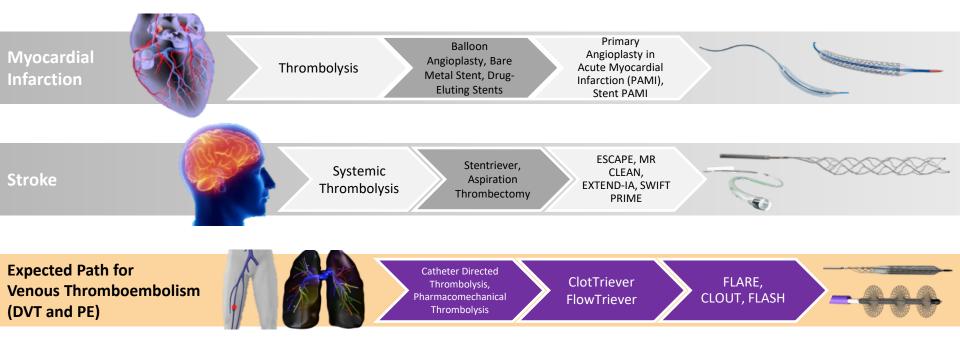
# Most Venous Clot Does Not Respond to Thrombolytics





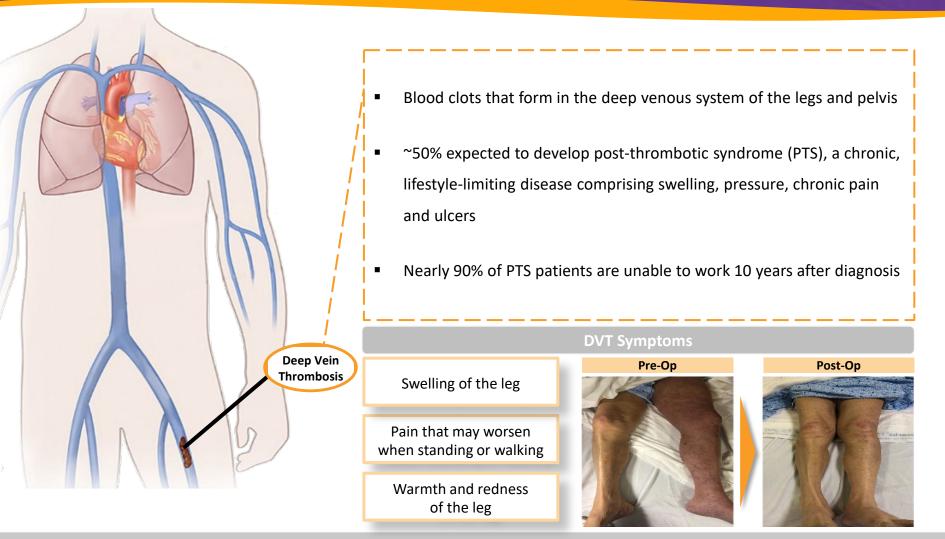
# VTE: the Most Recent Example of Vascular Evolution to Catheter-Based Treatments

Development of new tools and supporting data continue to drive treatment away from thrombolytic drugs to definitive endovascular mechanical interventions





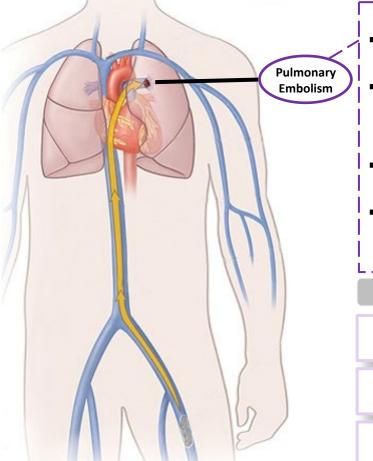
# **Overview of Deep Vein Thrombosis**



Removing large clot burden quickly improves acute right heart strain and we believe reduced residual clot improves longer-term outcomes



# **Overview of Pulmonary Embolism**



- Blood clots that break loose and travel into the lungs
- 3rd leading cause of cardiovascular death<sup>(1)</sup>; #1 cause of preventable deaths in hospitals<sup>(1)</sup>
- Short-term mortality across Massive and Sub-Massive PE: 12-50%
- Long-term complications are also potentially significant: Residual pulmonary vascular obstruction (RPVO) is common (up to 50%)

#### PE Symptoms

Unexplained sudden breathlessness

Sudden sharp chest pain

Coughing up blood

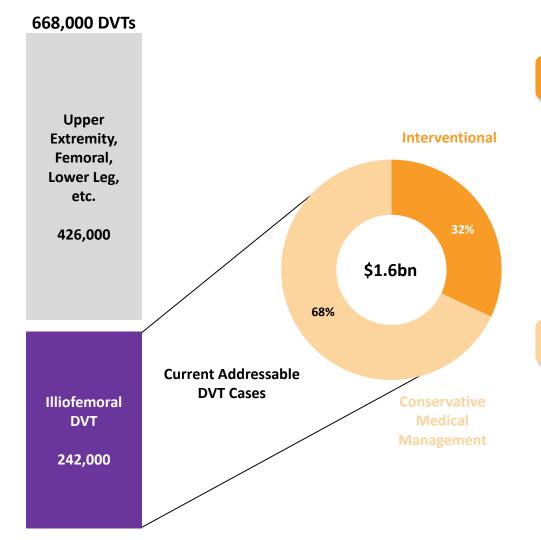




Removing large clot burden quickly improves acute right heart strain and we believe reduced residual clot improves longer-term outcomes



# DVT TAM of \$1.6Bn, Out of Combined TAM of \$3.6Bn



#### % of Market Treated Interventionally

- Interventional treatment: thrombolytics and/or thrombectomy (and anticoagulation)
- ClotTriever, AngioJet (BSX), Indigo (PEN)
- 32% of DVT TAM

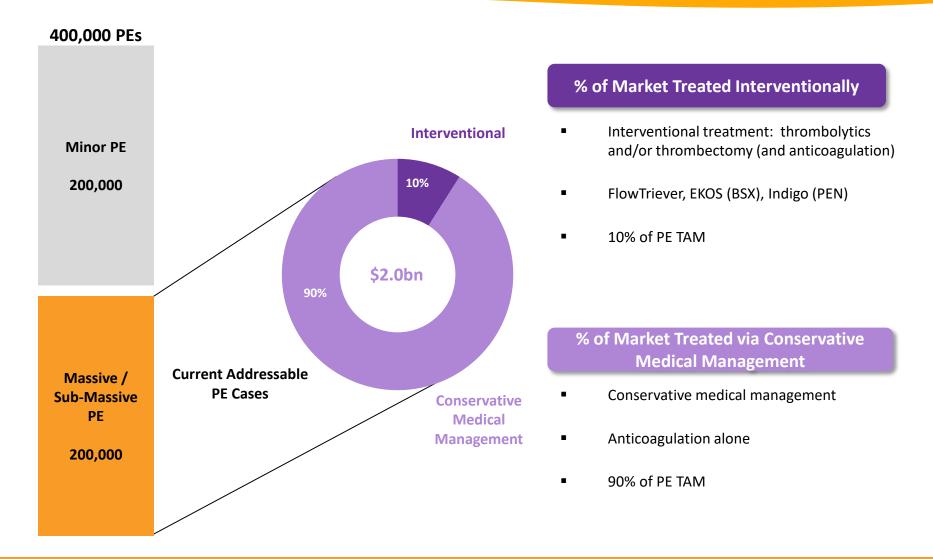
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#### % of Market Treated via Conservative Medical Management

- Conservative medical management
- Anticoagulation alone
- 68% of DVT TAM



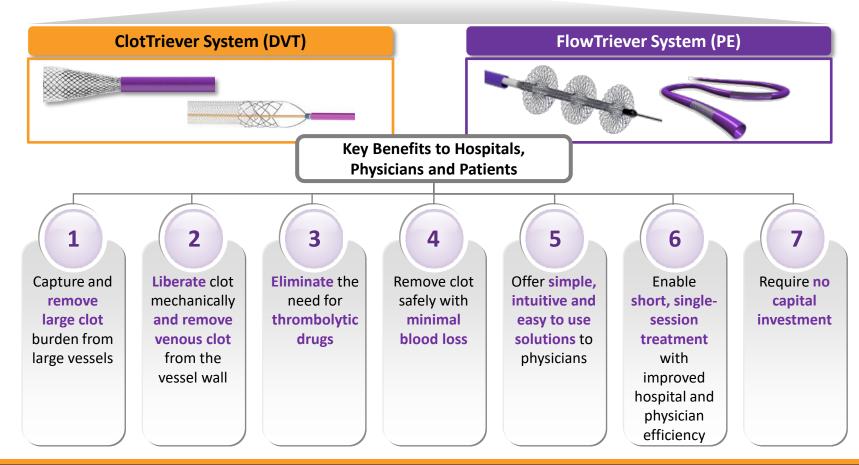
# PE TAM of \$2.0Bn, Out of Combined TAM of \$3.6Bn





# Our Solutions are Designed to Offer Significant Benefits to Hospitals, Physicians and Patients







# **ClotTriever System Designed Specifically to Treat DVT**

#### **Product Overview**

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Designed to core, capture and remove large clots from large vessels and is used to treat DVT

FDA-cleared for the non-surgical removal of soft thrombi and emboli from the peripheral vasculature in February 2017 and is used in the treatment of DVT

Consists of a sheath (15 cm) and catheter (74 cm)

#### **Procedure Details**



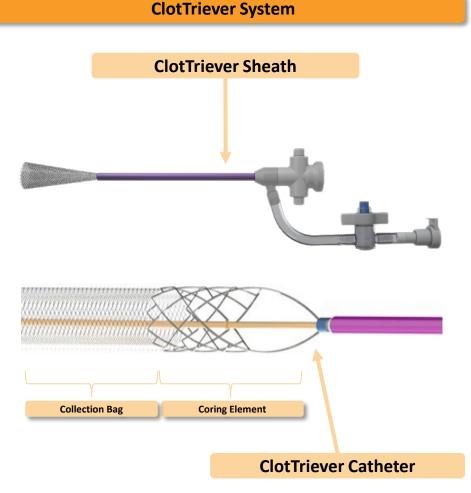
Estimated device time: 30-45 minutes



Complete or near complete removal of clot in 70% of patients  $^{(1)}$ 

#### S

Estimated blood loss: 40cc (1)





# ClotTriever Actual Case Examples: Designed For Consistent, Safe, Large Volume Clot Removal





# FlowTriever System Designed Specifically to Treat PE

#### **Product Overview**

- A large bore catheter-based aspiration and mechanical thrombectomy system designed to remove large clots from large vessels to treat PE
- FDA-cleared for the non-surgical removal of thrombi and emboli from blood vessels in the peripheral vasculature in February 2015 and received clearance for labeling for the treatment of PE in May 2018
- Consists of an aspiration catheter (16, 20, 24 French sizes) and catheter (ranges from 6 to 25 mm)

#### **Procedure Details**



Estimated procedure time: 75-90 minutes

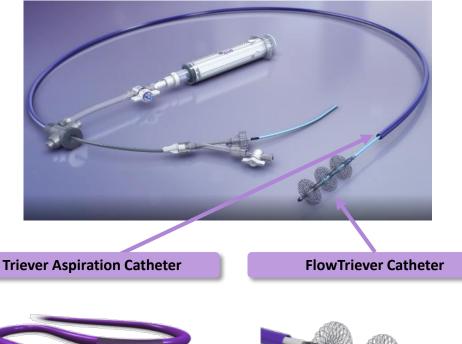


Estimated removal of target clot: 75%



- Estimated blood loss per procedure: 280cc
- Leverages per procedure pricing strategy to reduce variability and uncertainty

#### **FlowTriever System**



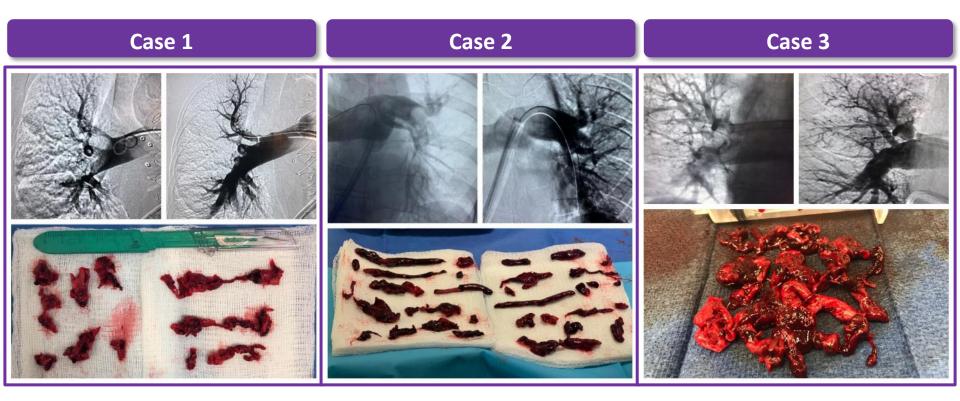


Available in 3 sizes T16: 16 French lumen T20: 20 French lumen T24: 24 French lumen 3 nitinol mesh disks

<u>Available in 4 sizes</u> XL (19-25MM), L (15-18MM), M (11-14MM), S (6-10MM)



# FlowTriever Actual Case Examples: Designed For Consistent, Safe, Large Volume Clot Removal





# Strong Results from FLARE IDE Study Served as Basis for FDA Indication for PE Thrombectomy

#### **Study Details**

- Prospective, single-arm, multicenter study
- 106 patients, 18 sites
- Follow-up at 48-hours & 30-days
- Enrollment Period: April 2016 to October 2017

#### **Effectiveness and Safety Profile**

#### Effectiveness

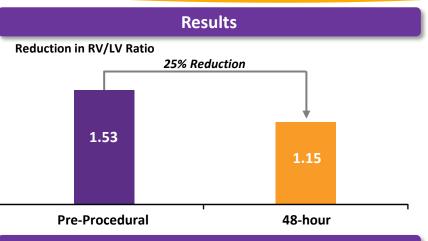
- 0.38 (25%) reduction in RV/LV ratio from 1.53 at baseline to 1.15 (p<0.0001)</li>
  - 48-hour post RV/LV measurement cohort (n=101)
- 2/106 patients given thrombolytics

#### Safety (48-hour Follow-up)

- 3.8% MAE (4/106)
  - 1 bleeding complication (0.9%), 3 treatment-related clinical deterioration (2.8%)
- No device-related major adverse events

#### **Other Measures**

- Average ICU stay 1.5 days
- Average total hospital stay of 4.1 days

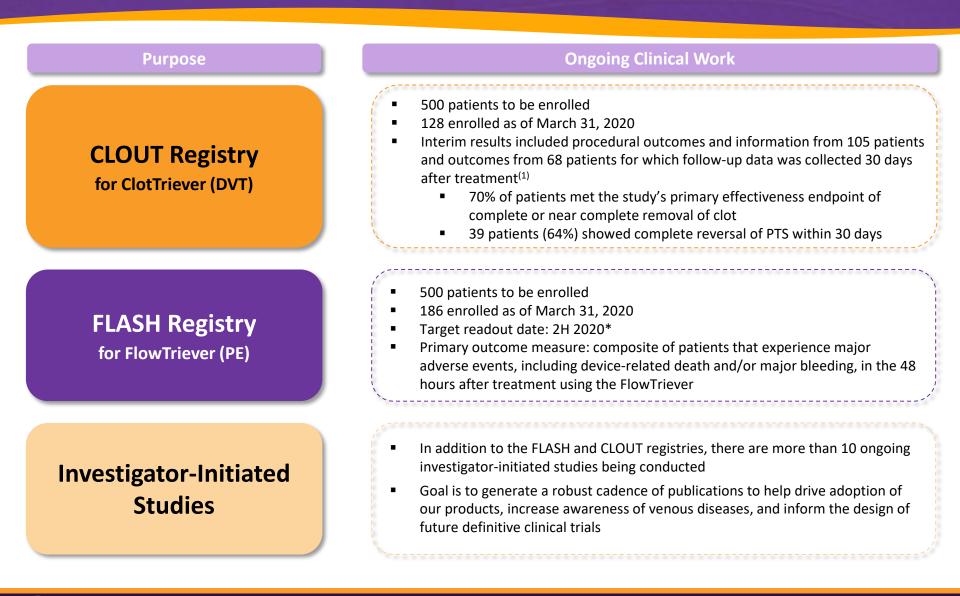


#### Conclusions

- FlowTriever thrombectomy, without the use of thrombolytics met the pre-established safety and effectiveness endpoints
- The FlowTriever System has the potential to reduce bleeding complications, total hospital stay, and ICU stay
- This study establishes mechanical thrombectomy for acute PE as a viable alternative to thrombolytic-based catheter-directed therapy investigation

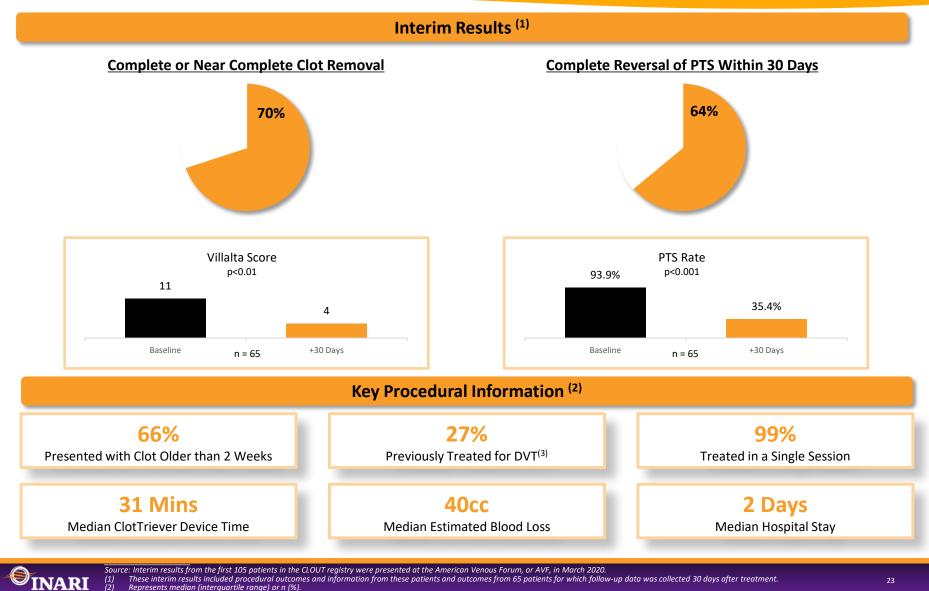


## Ongoing Clinical Registries: CLOUT and FLASH Designed to Drive Continued Adoption





### Interim Readout of CLOUT Registry's First 105 Patients at 2020 American Venous Forum

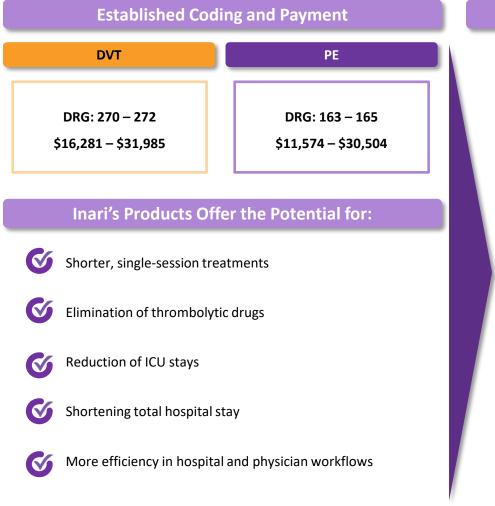


These interim results included procedural outcomes and information from these patients and outcomes from 65 patients for which follow-up data was collected 30 days after treatment. Represents median (interquartile range) or n (%).

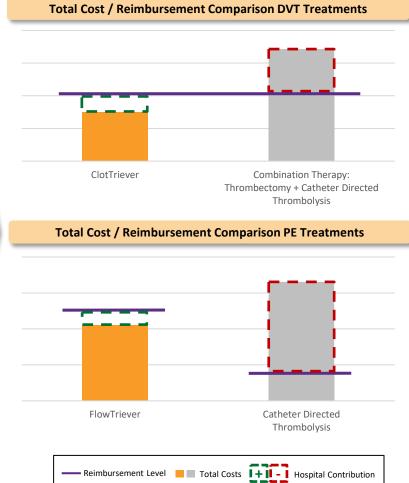
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ed therapy and 24 patients had thrombolytic therapy for areater than or eaual to one week.

# Our Products Offer Benefits and Value to Our Hospital and Physician Customers



#### Illustrative Procedural Hospital Contributions<sup>(1)</sup>





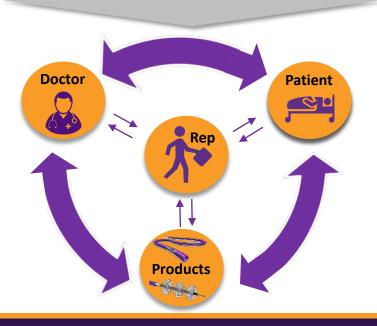
# Meaningful Investment in Our Commercial Organization

- Wide and deep
- Systems and processes to support rapid expansion
- High touch, effective interventional call points
- Refined and established hiring and training process designed to enable rapid sales rep productivity ramp and increased profitability

Inari sales representatives are typically present in >80% of all cases<sup>(1)</sup>



- Rich information is generated when patient, physician, and product come together
- Field based information is the primary input into product development and clinical and commercial strategies
- No plans for a bifurcated sales model e.g. clinical specialists
   Our goal is to be a market-driven company

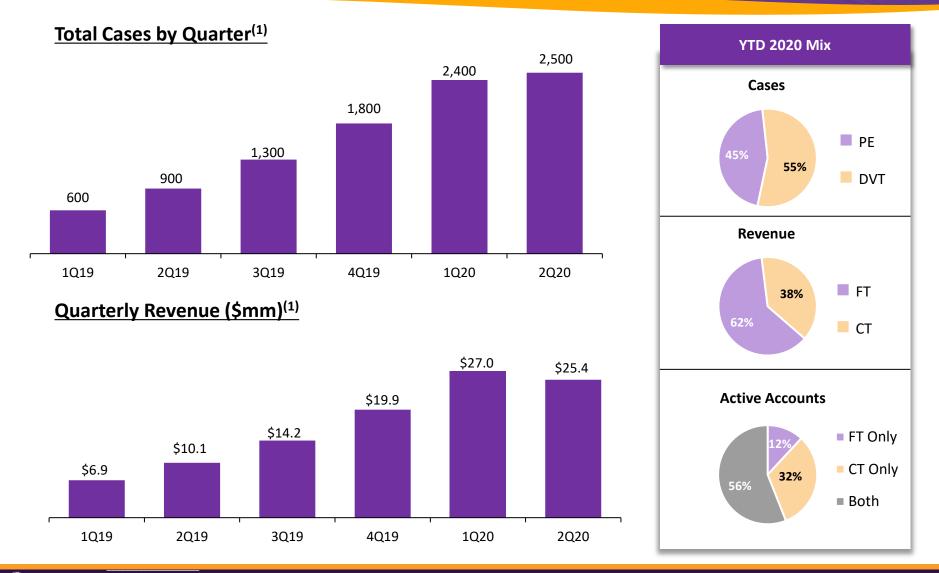




# **Financial Results**



# Despite COVID-19 Impact, Q2 Cases Exceed Q1 and Revenue Is Stabilizing

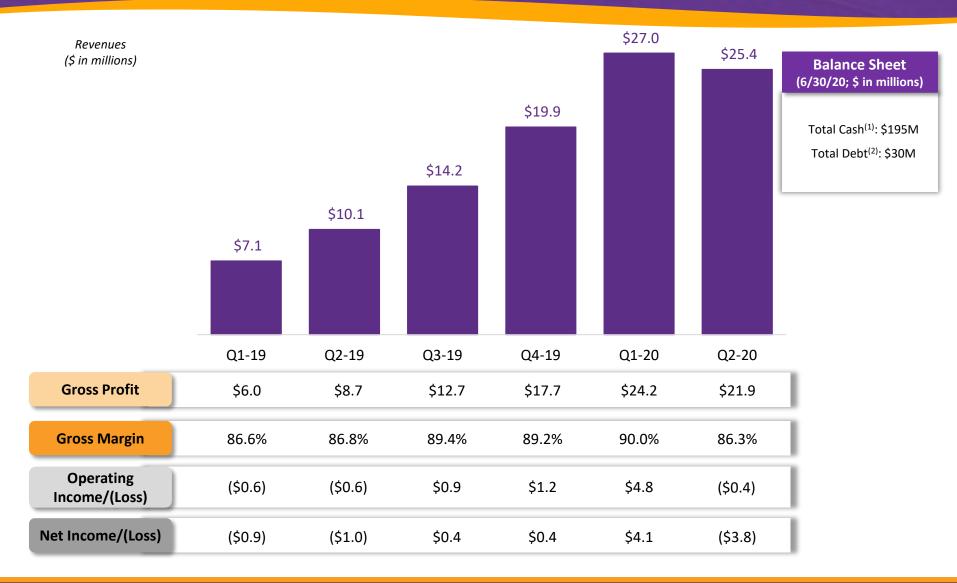


INARI MEDICAL<sup>®</sup>

(1)

We define a procedure as any instance in which a physician treats DVT or PE using our products. We estimate the number of procedures performed based on records created by our sales representatives. Revenue is recognized based on hospital purchase orders, not based on the procedure records created by our sales representatives. Numbers are rounded to the nearest hundred.

# Financial Performance Through Q2 2020





# C19 Impact Was Significant, but Stabilized by Quarter End

- In March, we began to see the impact of the pandemic on our procedure volumes, and we saw further erosion in April
- Based upon a three-week rolling average, our procedure volume declined by nearly 40% from pre-COVID peak to the trough in April
- We saw a recovery in June that was higher than our pre-COVID peak
- In July, we saw continued sequential growth beyond June.



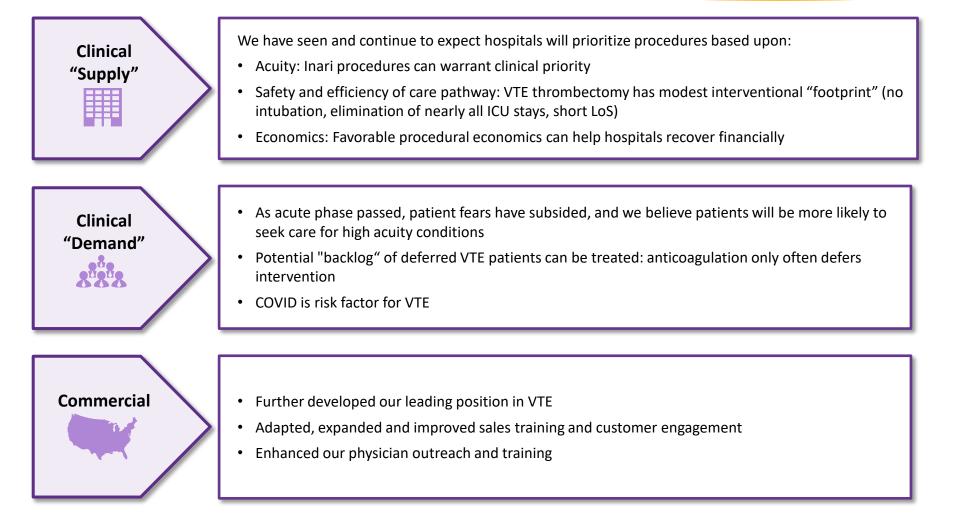
# Second C19 Wave: Response is More Constructive

# Hospital Response

- Some tightening of access and reduction in elective procedures
- No nation-wide halt as was seen in March/April
- Patient Response: Far less fear, less impact on "demand" for services and procedures
- COVID patient profile changing
  - Skewing towards younger patients
  - Perhaps lower overall mortality rate
  - Hospitals less overwhelmed than in New York



# Our Customers and Team Are Better Prepared to Manage C19 Impacts Going Forward





# Summary



## **Growth Drivers Post IPO**

Continuing to expand our U.S. sales force

Driving increased awareness and adoption of our products in existing and future hospital customers

 $\checkmark$ 

 $\checkmark$ 

Building upon our base of clinical evidence

 $\checkmark$ 

**Continuing to expand our portfolio of venous products** 

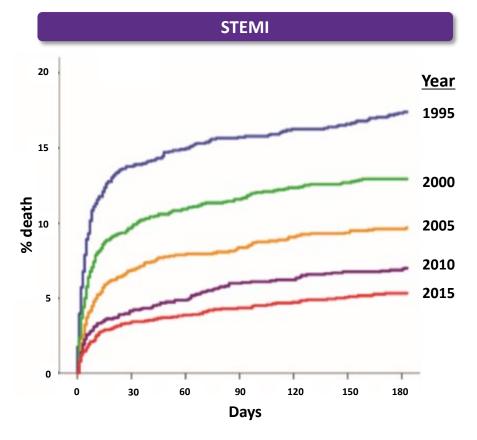
Pursuing strategically adjacent markets and international opportunities



# Appendix



# Mortality Trends in PE Underscore Opportunity to Change Standard of Care



- Rapid decline in mortality since the broad adoption of PCI
- This was driven by improved technology, data and understanding of the underlying disease

#### **Pulmonary Embolism**

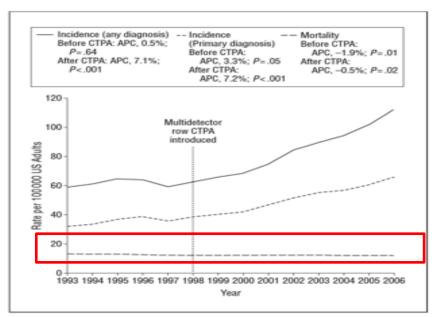
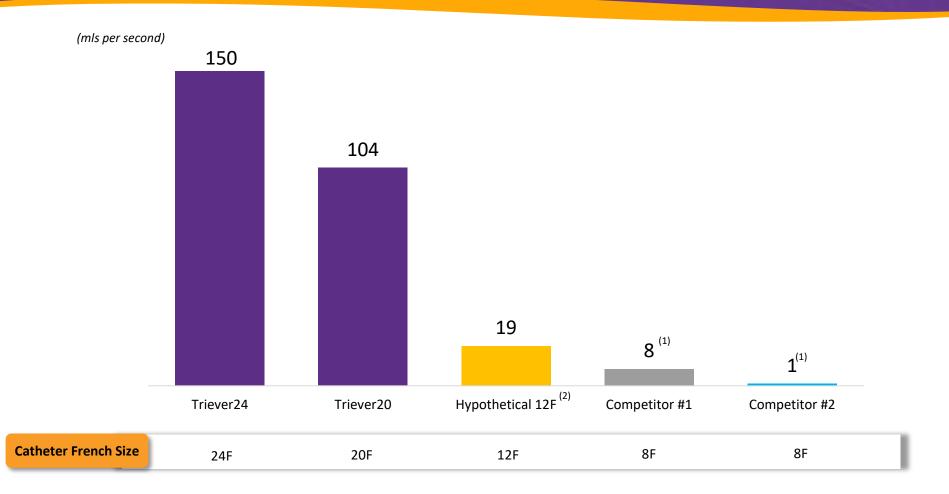


Figure 2. Incidence and mortality of pulmonary embolism in the United States, 1993-2006. APC indicates annual percentage change; and CTPA, computed tomographic pulmonary angiography.

- Rates of PE diagnosis are increasing due to prevalence of CTA
- However, this has not had an appreciable affect on mortality
- Improved technology, data and understanding of PE as a disease state may help drive reductions in mortality like seen with STEMI



## Aspirational Flow Rate of Various Catheter Sizes



Inari's larger lumen Triever aspiration catheters can generate a higher rate of aspirational blood flow than small lumen catheters, as the wider catheter can carry more blood volume, at a lower resistance, than a narrower tube

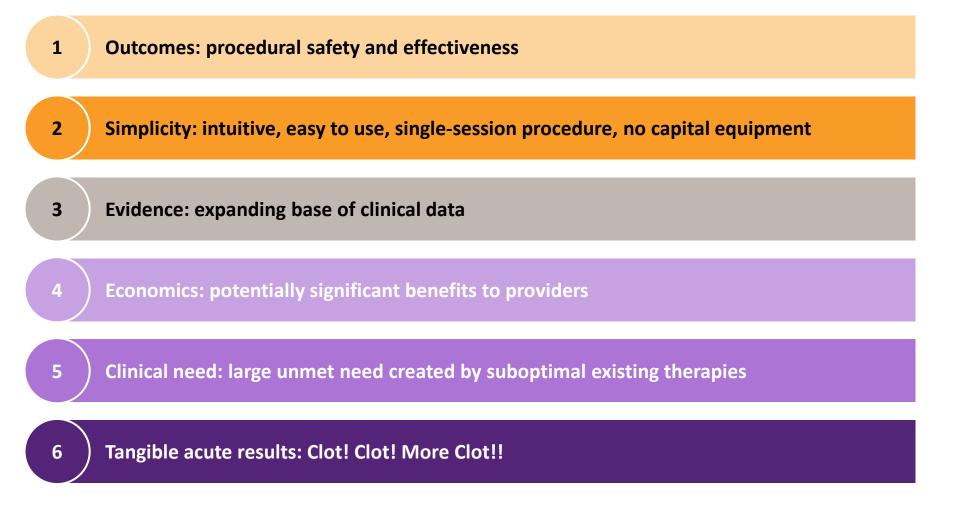


## Multiple Factors Will Drive Our Business Over the Long Term





# Multiple Drivers of Physician Adoption





# **Operational Excellence**



#### Headquarters located in Irvine, CA



In 2019, relocated into larger 38,200 sq. ft. facility to accommodate demand, added adjacent 1,700 sq. ft in Q2-20

- ISO certified (next recertification 2021)
- Lease expiration on current facility in September 2024



278 employees<sup>(1)</sup>



- U.S. focused commercial organization
- U.S. IP portfolio of 18 issued and 14 pending patents<sup>(1)</sup>



OUS IP portfolio of 3 issued and 16 pending patents<sup>(1)</sup>

Significant trade secrets focused on sophisticated catheter development, braiding expertise and manufacturing expertise

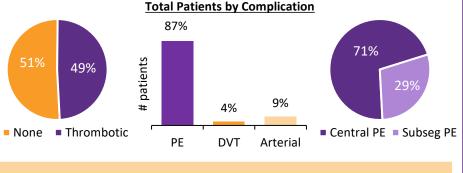


# **COVID-19 and VTE**

#### Confirmation of the high cumulative incidence of thrombotic complications in critically ill ICU patients with COVID-19: An updated analysis

#### Study Overview<sup>(1)</sup>

- 184 COVID-19 patients on standard doses of thromboprophylaxis in 3 Dutch ICUs were evaluated for incidence of thrombotic events (symptomatic acute PE, DVT, ischemic stroke, MI, or systemic arterial embolism)
- Patients with thrombotic complications were at higher risk of allcause death (High risk 5.4; 95% CI 2.4-12)
- COVID-19 patients in the ICU have a PE rate of 35.3% (65/184) and an overall VTE rate of 37.0% (68/184) and thus should be aggressively monitored

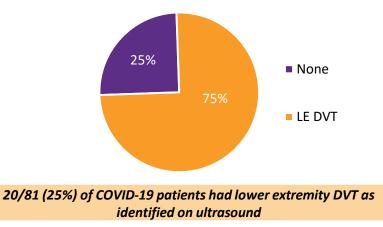


49% of patients had thrombotic complications, 87% of which were PE

# Prevalence of venous thromboembolism in patients with severe novel coronavirus pneumonia

#### Study Overview<sup>(2)</sup>

- 81 COVID-19 patients hospitalized in Wuhan, China were evaluated for incidence of lower extremity VTE
- No preventative anticoagulation was administered
- COVID-19 patients have a lower extremity DVT rate of 24.7% (20/81) as measured on ultrasound
- D-dimer cutoff of 1.5 µg/mL was best DVT predictor





(2)

F.A. Klok, et al. from the Netherlands, F.A. Klok, et al., Thrombosis Research, https://doi.org/10.1016/j.thromres.2020.04.041. S. Cui, et al. from China, S. Cui, et al., J. Thrombosis and Haemotasis, https://doi.org/10.1111/jth.14830.

## **VTE Awareness Increasing**

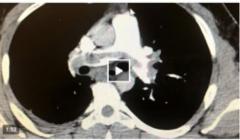
CORONAVIRUS NEM/TH & SCIENCE

#### Why are so many COVID-19 patients also seeing blood clots?

Health experts have been confounded by this latest trend.

By Sasha Pezenik and Dr. L. Nedda Dastmalchi April 20, 2020, 3 (03 AM + 9 min read





High number of COVID-19 patients have blood clots Broadway actor and Tony nominee Nick Cordero had to have his leg amputated because of a complication with the virus, and remains hospitalized

#### CONCEASE TRUE

#### Doctors report uptick in surprising coronavirus complication: dangerous blood clots

Blood clots are not usually associated with respiratory viruses.



Blood samples taken from patients with COVID-19 symptoms in Berlin on March 27, 2020 Sean Gallap / Getty Images

Aylin Woodward Apr 24, 2020, 6:33 AM

#### Mysterious blood clots in COVID-19 patients have doctors alarmed By Rachael Rettner - Senior Writer 3 days ago

Some hospitals are putting all COVID-19 patients on low doses of blood thinners.

#### 🚺 🙄 💿 😳 🚱 📿 🗢 Comments (4)

#### (Image: © Shutterstock)

As doctors learn more about what makes COVID-19 so severe for some patients, they have discovered a mysterious and potentially lethal complication of the disease: blood clots.

Many doctors have reported seeing an alarming number of COVID-19 patients with blood clots -- gel-like clumps in the blood that can cause serious problems, such as heart attack and stroke, according to news reports.

5 young New Yorkers with mild COVID-19 cases were recently hospitalized with strokes. Doctors say the coronavirus can cause blood clots.

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#### WebMD A 2046 NEWS & Q SEARCH MENTO MERITUR Tell us where it hurts. Lung Disease & Respiratory Health > Coronavirus > News : WEBMD HEALTH NEWS **Blood Clots Are Another Dangerous COVID-19 Mystery**





nce News	from research organizations
research highlights blood clot da	ngers of COVID-19

April 23, 2020 Date:

Scien

Source: Radiological Society of North America

Summary: A special report published today in the journal Radiology outlines prevention, diagnosis and treatment of complications stemming from blood clots in patients with COVID-19. The journal also published two research letters and a case study on this topic.

f y P in S Share:



By Brenda Goodman, MA