

# Inari Medical Investor Update

July 2024

Konstantinos Englezakis | Athens, Greece Olympic Swimmer, ClotTriever Patient This presentation and certain statements and information provided during this presentation may contain forward-looking statements. All statements other than statements of historical fact could be deemed forward-looking, including statements regarding our future results of operations and financial position, total procedures, total addressable market, research and development costs, and capital requirements; our business model and strategic plans for our products, technologies and business, including our implementation thereof; competitive companies and technologies and our industry; our ability to commercialize, manage and grow our business by expanding our sales and marketing organization and increasing our sales to existing and new customers; third-party payor reimbursement and coverage decisions; commercial success and market acceptance of our products; our ability to accurately forecast customer demand for our products and manage our inventory; our ability to establish and maintain intellectual property protection for our products or avoid claims of infringement; FDA or other U.S. or foreign regulatory actions affecting us or the healthcare industry generally, including healthcare reform measures in the United States; the timing or likelihood of regulatory filings and approvals; acquisitions and investment initiatives, including the integration of LimFlow into our operations; our expectations regarding changes to patient standards of care; our ability to hire and retain key personnel; and our expectations about market trends. Without limiting the foregoing, the words "may," "will," "should," "expect," "plan," "anticipate," "could," "intend," "target," "project," "contemplate," "believe," "estimate," "predict," "potential" or "continue" or the negative of these terms and other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these words.

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. Factors that could cause actual results to differ materially from those contemplated in this presentation can be found in the Risk Factors section of our public filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q, available in the Investor Relations section of our website at https://ir.inarimedical.com/or at www.sec.gov. Because forward-looking statements are inherently subject to risks and uncertainties, you should not rely on these forward-looking statements as predictions of future events. The forward-looking statements in this presentation are made only as of the date hereof. Except to the extent required by law, we undertake no obligation to update or review any estimate, projection, or forward-looking statement. Actual results may differ from those set forth in this presentation due to the risks and uncertainties inherent in our business.

This presentation is not an offer to sell securities of Inari Medical and it is not soliciting offers to buy securities of Inari Medical nor will there be any sales of securities of Inari Medical in any state or jurisdiction where the offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

This presentation refers to non-GAAP operating income (loss), which is considered a non-GAAP financial measure. This non-GAAP financial measure is not calculated in accordance with accounting principles generally accepted in the United States (GAAP). As used by Inari, non-GAAP operating income (loss) excludes from GAAP operating income (loss) the following items: amortization of acquired intangible assets, acquisition-related costs and fair value adjustment to our contingent consideration liability. Our definition of non-GAAP operating income (loss) may differ from similarly titled measures used by others. Non-GAAP operating income (loss) should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP. We encourage investors to review the reconciliation of non-GAAP operating income (loss) to GAAP operating income (loss), which has been provided in the appendix to this presentation. Other companies may calculate this non-GAAP financial measure differently than we do, which may limit the usefulness of this measure for comparative purposes. Our management believes the presentation of non-GAAP operating income (loss) is useful because it provides meaningful comparisons to prior periods and provides visibility to our underlying operating performance and an additional means to evaluate the cost and expense trends excluding the impact of the foregoing acquisition-related items, which are not related to our core business operations.









We've made improving lives our responsibility.
And that drives our passion and success

# Strategic Objectives supporting continued strong growth and execution



Scale the adoption of highly differentiated, purpose-built toolkits across large & underpenetrated markets

Continue to leverage our powerful commercial engine, with the largest VTE focused sales force in the industry

Lead the way with high-quality, market-impacting clinical data: 3,800 patients across 6 studies\*

**Deliver a premium financial profile:** strong, durable growth,
best-in-class gross margins, and
increasing operating leverage

#### **Venous Thromboembolism (VTE)**

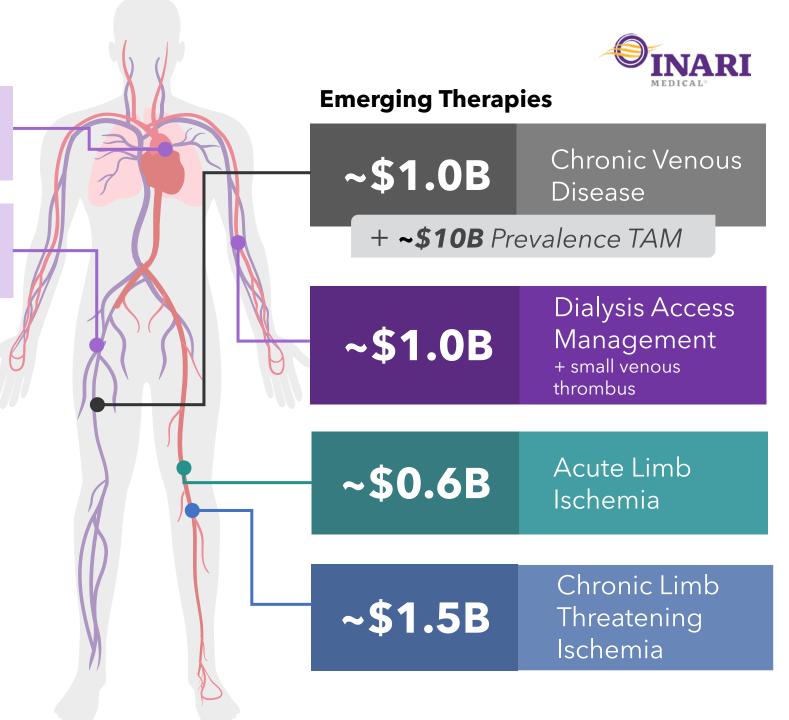
~\$2.8B

Pulmonary Embolism

~\$3.0B

Deep Vein Thrombosis

~\$10B U.S. TAM across 6 disease states





# Three growth pillars supported by global commercial playbook

Venous Thromboembolism (VTE) Driving our solutions towards standard of care in VTE

- Pulmonary Embolism (PE)
- Deep Vein Thrombosis (DVT)

**Emerging Therapies** 

Building momentum with new products in new markets

- Chronic Venous Disease (CVD)
- Dialysis Access Management (DAM)
- Acute Limb Ischemia (ALI)
- Chronic Limb Threatening Ischemia (CLTI)

International

Expanding our footprint internationally

- EMEA: ~20 active countries
- APAC & LAC: ~12 active countries
- China & Japan commercial in 2024

#### **Commercial Playbook**

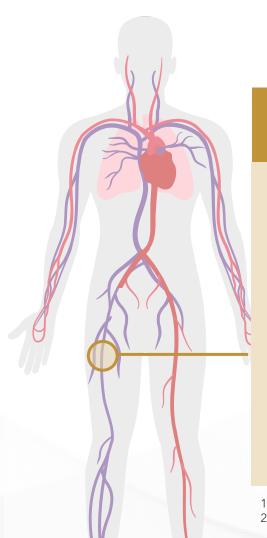
- Developing purpose-built solutions
- Executing guideline changing clinical trials
- Standardizing patient pathways
- Expanding our commercial footprint

# Venous Thromboembolism (VTE)



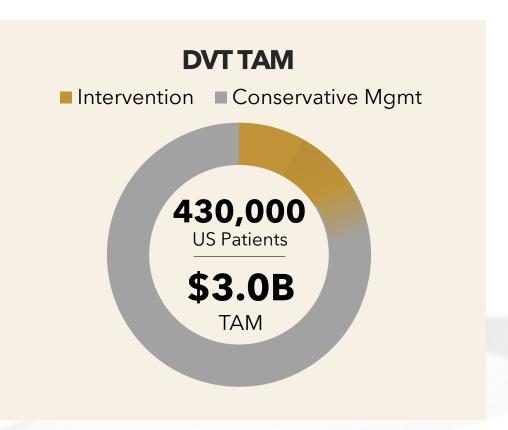
# Transforming the lives of patients suffering from DVT





#### **DEEP VEIN THROMBOSIS (DVT)**

- A/C alone leaves clot behind in up to half of patients<sup>1</sup>
- Lytics don't address chronic clot, and come with bleeding risk
- Up to 50% develop Post-Thrombotic Syndrome (PTS)<sup>2</sup>

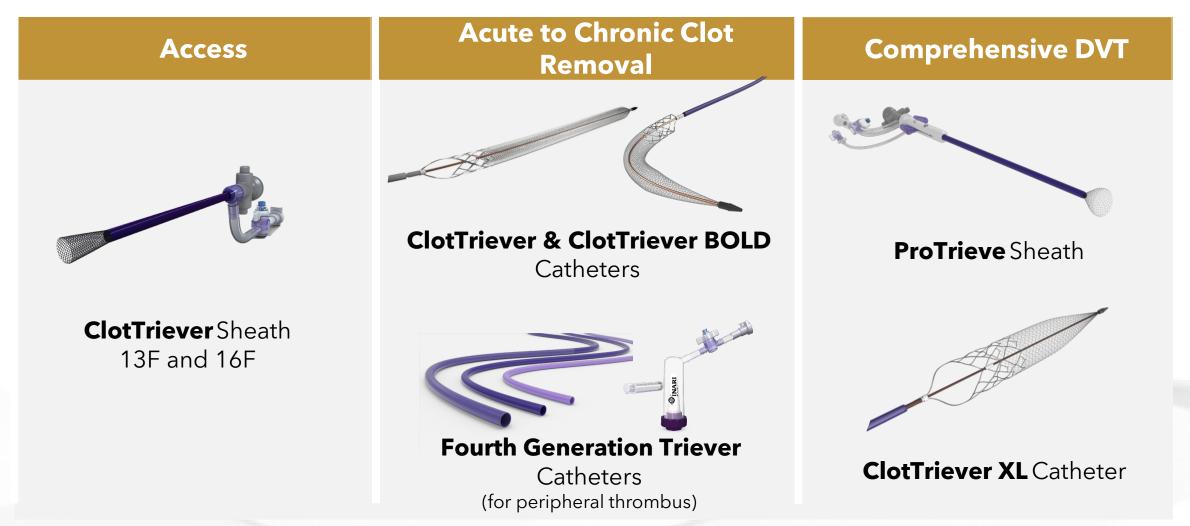


<sup>1.</sup> Young et al., Post-treatment residual thrombus increases the risk of recurrent deep vein thrombosis and mortality. J Thromb Haemost 2006; 4: 1919-24.

<sup>2.</sup> Kahn, Susan R. Hematology Am Soc Hematol Educ Program. 2016 Dec 2; 2016(1): 413-418

# The ClotTriever® System: A complete solution for DVT and peripheral venous thrombus

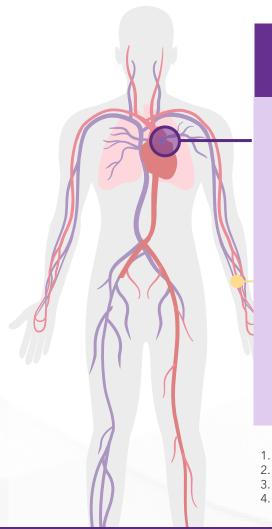




INDICATIONS FOR USE: The ClotTriever thrombectomy system is indicated for: (1) The non-surgical removal of thrombi and emboli from blood vessels. (2) Injection, infusion, and/ or aspiration of contrast media and other fluids into or from a blood vessel. The ClotTriever thrombectomy system is indicated for use in the peripheral vasculature while minimizing blood loss associated with such insertions. The FlowTriever Sheath is indicated for (1) the protrieves Sheath is indicated for use in peripheral vasculature while minimizing blood loss associated with such insertions. The FlowTriever retrieval/aspiration system is intended for use in peripheral vasculature and for the treatment of pulmonary embolism. Triever catheters are also intended for use in treating clot in transit in the right atrium, but not in conjunction with FlowTriever ablood vessels. The FlowTriever ablood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever ablood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever ablood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever ablood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever ablood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever catheter is intended for use in the peripheral vasculature. Caution: Ederal (USA) law restricts this device to sale by or on the order of a physician. All trademarks are property of their respective owners.

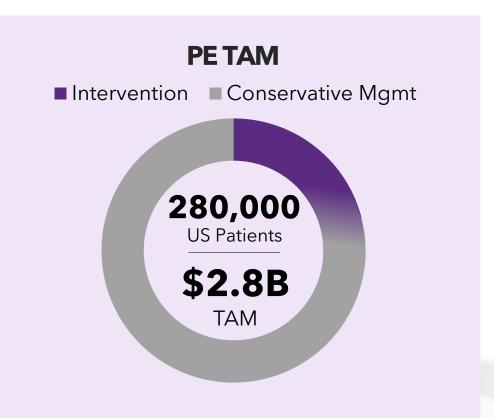
# Transforming the lives of patients suffering from PE





#### **PULMONARY EMBOLISM (PE)**

- 3<sup>rd</sup> leading cause of cardiovascular death<sup>1</sup>
- A/C alone leaves clot behind in up to half of patients<sup>2,3</sup>
- Long-term complications are common<sup>4</sup>

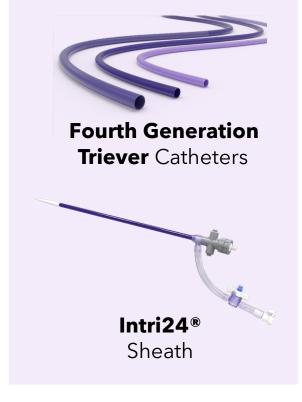


- 1. "Pulmonary Embolism in 2017: Increasing Options for Increasing Incidence", National Center for Biotechnology Information, May 2017.
- 2. Picart, et al. Predictors of residual pulmonary vascular obstruction after pulmonary embolism: Results from a prospective cohort study. Thrombosis Research. 2020.
- 3. Dzikowska-Diduch, et al.The post-pulmonary syndrome results of echocardiographic driven follow up after acute pulmonary embolism. Thrombosis Research. 2020.
- 4. Sista AK, et al. Vasc Med. 2017 Feb;22(1):37-43

# The FlowTriever® System: A full toolkit approach to PE







### Large Clot Hauls Without Lytics



**Large Bore**Aspiration



**Large Bore** Syringe and **Whoosh** Mechanism

# Address Challenging Clot or Anatomy



Triever20 Curve® and Triever16 Curve®

Catheters



FlowTriever
Catheters

#### **Minimal Blood Loss**



FlowSaver® Blood Return System



FlowStasis® Suture Retention Device

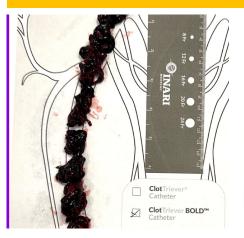
INDICATIONS FOR USE: The FlowTriever Retrieval/Aspiration System is indicated for: (1) The non-surgical removal of emboli and thrombi from blood vessels, and (2) The injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTriever Retrieval/Aspiration System is intended for use in the peripheral vasculature and for the treatment of pulmonary embolism. The Triever Catheters are also intended for use in treating clot in transit in the right atrium, but not in conjunction with FlowTriever catheters. The FlowTriever Catheter is indicated for: the non-surgical removal of emboli and thrombi from peripheral blood vessels. Injection, infusion of contrast media and other fluids into or from a blood vessel. The FlowTriever Catheter is intended for use in the peripheral vasculature. The FlowSaver Blood Return System is used with lnari Medical catheters and sheaths for autologous blood transfusion.

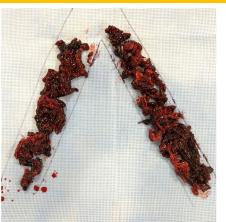
# We remove the full range of clot chronicity



Acute Chronic

#### ClotTriever® System











#### FlowTriever® System









# High impact clinical evidence to change standard of care













**DVT STUDIES** 

Largest
Prospective PE
Device Study

Largest
Prospective
High-risk PE
Device Study

First & Only Headto-Head Advanced Therapy RCT (FlowTriever v. CDT)

**of Care**(FlowTriever v. AC

**RCT** Designed to

Largest
Prospective DVT
Thrombectomy
Study

First Industry
Sponsored DVT
RCT
(ClotTriever v. AC)

**1,000** Patients **79** Sites

115 Patients11 Sites

**550+** Patients **60** Sites

**1,200** Patients Up to **100** Sites

alone)

500 Patients47 Sites300 Patients60 Sites

**Enrollment Complete** 

**Enrollment Complete** 

**Enrollment Complete** 

Enrolling

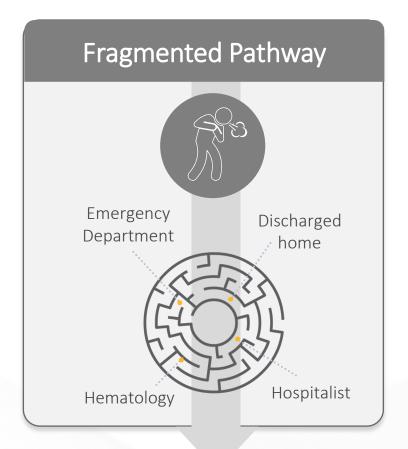
**Enrollment Complete** 

**Enrolling** 

~3,800 patients across 6 studies

# Today, a non-standardized approach leaves many VTE patients untreated

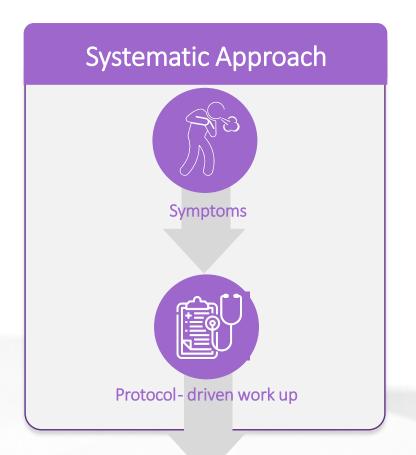




**75% of intermediate-high risk PE** patients do not receive interventional consult<sup>1</sup>

**85-90% of VTE** patients receive conservative medical management<sup>2</sup>

**38% of VTE** patients are lost at follow-up within 90 days of discharge<sup>3</sup>



#### Interventionalist

#### Interventionalist

<sup>1.</sup> Lacey MJ, et al. Prospective Experience of Pulmonary Embolism Management and Outcomes. J Invasive Cardiol. 2021 Mar;33(3):E173-E180. 2. Key N, et al. Current Treatment of Venous Thromboembolism. Arterioscler Thromb Vasc Biol. March. 2010 Mar;30(3):372-5, management estimates.

<sup>3.</sup> Rokosh R, et al. High Incidence of patients lost to follow-up after venous thromboembolism diagnosis— Identifying an unmet need for targeted transition of care. Vascular. 2021 Jun 3;17085381211020969.

# Our VTE Excellence™ solution bridges care pathway gaps





#### **ENGAGE**

~1,400 Inari Accounts

Find champions, build the foundation

~5% Average Account TAM Penetration

#### **EMPOWER**

~250 Inari Accounts

Create patient pathway and build awareness



#### **EXCEL**

~50 Inari Accounts

Solidify consistent patient identification, triage, tracking



Average Account TAM Penetration

# Our VTE solutions confer significant benefits to hospitals, physicians, and patients



# Safely capture and remove large clot burden



Effective, short, single-session treatments



**Thrombolytic-free** treatment approach



**Avoid lytic-based ICU stay** 



Established procedural reimbursement

# Our products offer benefits and value to our hospital and physician customers



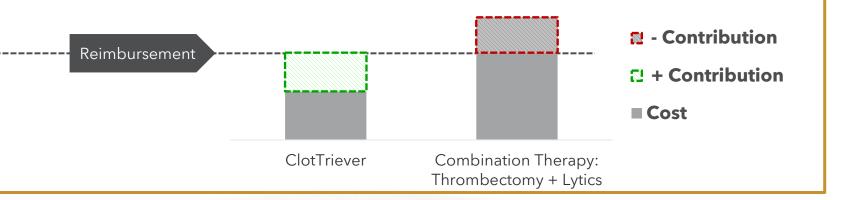
Established Coding & Payment for Mechanical Thrombectomy\*

Total Cost/Reimbursement Comparison
Illustrative Procedural Hospital Contributions\*

**DVT Payment** 

\$17,080 - \$35,406

DRG: 270 - 272



PE Payment
\$13,138 - \$33,003

DRG: 163 - 165

Reimbursement

Reimbursement

□ - Contribution
□ + Contribution
□ Cost

FlowTriever

Ultrasonic Catheter
Directed Lytics

<sup>\*</sup> Utilizes national average Medicare reimbursement rates FY2024 IPPS FR and Inari management estimates around patients with and without MCC and CC.

# Treatment of thrombotic diseases consistently evolves to definitive catheter based intervention



Anticoagulation (AC) Only

AC +
Thrombolytics (Lytics)

AC + **Definitive Catheter Intervention** 



Myocardial Infarction

**AC** alone

AC + Thrombolysis

AC + POBA & DES





Stroke

**AC** alone

AC + Systemic Lytics

AC + Lytics +
Stentrievers & Aspiration
Thrombectomy





**AC** alone

AC +
Systemic & Catheterdirected Lytics

AC +
ClotTriever &
FlowTriever



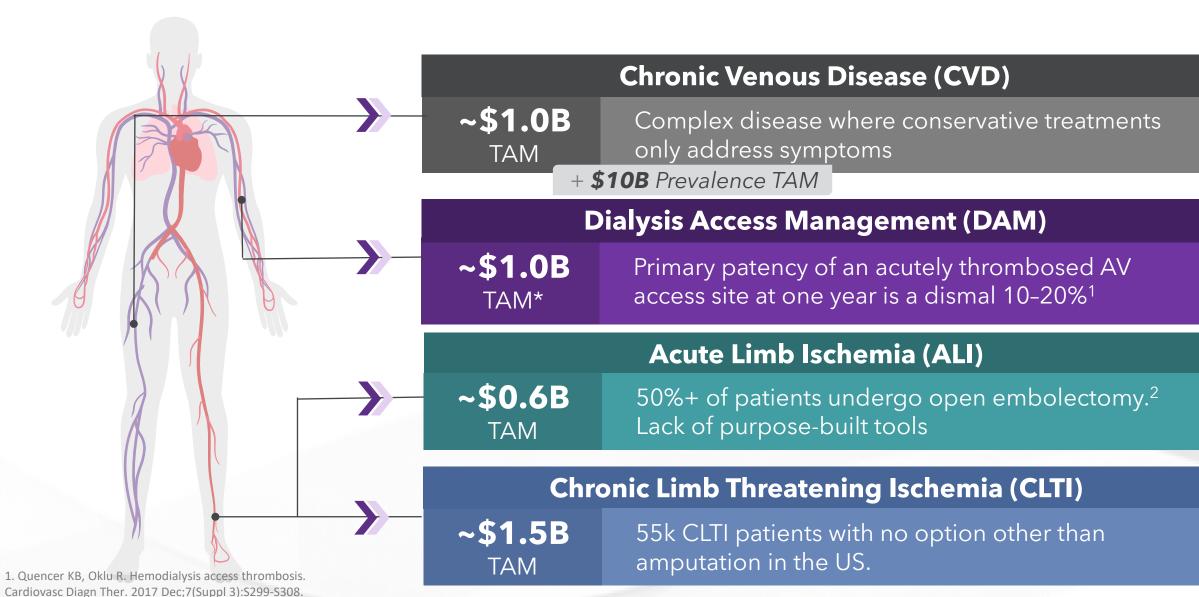
# Emerging Therapies

## **Emerging Therapies**

2. Based on third party data and Inari management estimates.

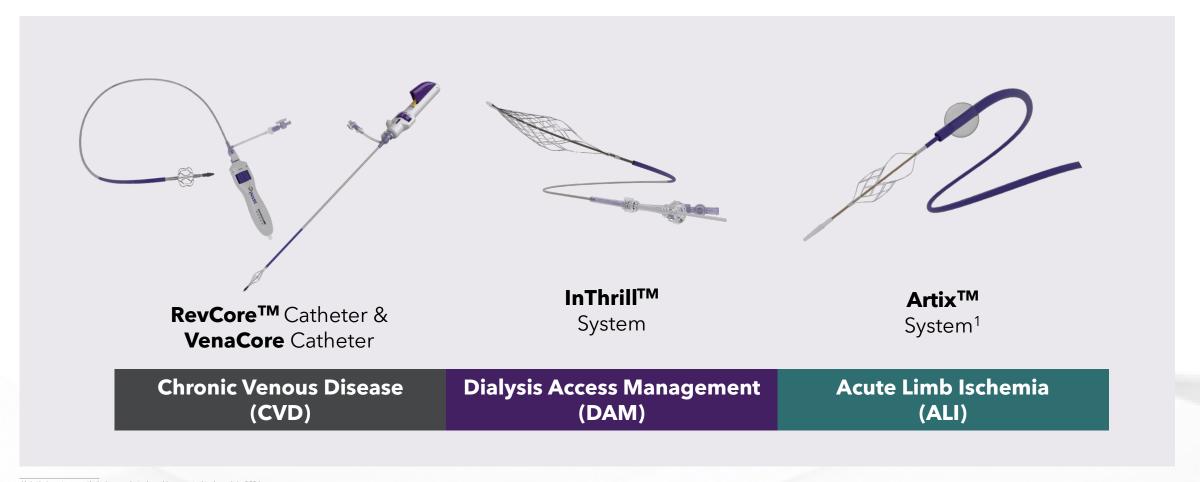


\*includes small venous thrombosis





# Organically expanding beyond VTE



<sup>1)</sup> Artix is not currently being marketed, and is expected to launch in 2024.

INDICATIONS FOR USE: The RevCore Thrombectomy Catheter is indicated for: (1)The non-surgical removal of thrombi and emboli from blood vessels. (2) Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessels. Intended for use in the peripheral vasculature. The InThrill Thrombectomy System is indicated for (1) the non-surgical removal of thrombi and emboli from blood vessels, including arteriovenous first for dialysis access, and synthetic grafts and (2) injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The InThrill Thrombectomy System is not intended for use in the peripheral vasculature. The InThrill Thrombectomy System is not intended for use in deap vein thrombectomy device is intended for use in dependent of the peripheral vasculature. The InThrill Thrombectomy device is intended for use in the peripheral vasculature. The Artix MT thrombectomy device is intended for use in facilitating the insertion and guidance of an intravascular catheter into a selected blood vessel. The Artix BG balloon guiding sheath is also indicated for use as a conduit for retrieval devices. The Artix BG balloon guiding sheath is also indicated for use in the peripheral vasculature. See Instructions for Use, contraindications, warnings, and precautions. Caution: Federal (USA) law restricts this device to sale by or on the order of a physician. All trademarks are property of their respective owners. The VenaCore Thrombectomy Catheter is intended for use in the peripheral vasculature.

# **VenaCore** - Purpose-built for challenging venous occlusions



Quick release trigger for **instant element collapse** 



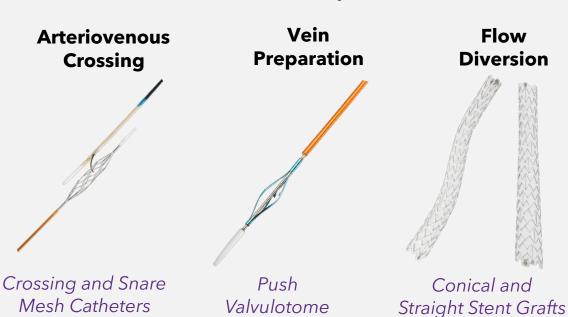
# **LimFlow System - Transforming the Treatment of CLTI**



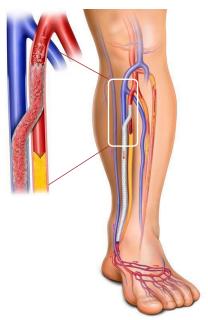
#### **Chronic Limb Threatening Ischemia (CLTI): The LimFlow® System**

#### **Transcatheter Arterialization of Deep Veins (TADV)**

with the LimFlow System:



# Arterialized Veins Post-LimFlow

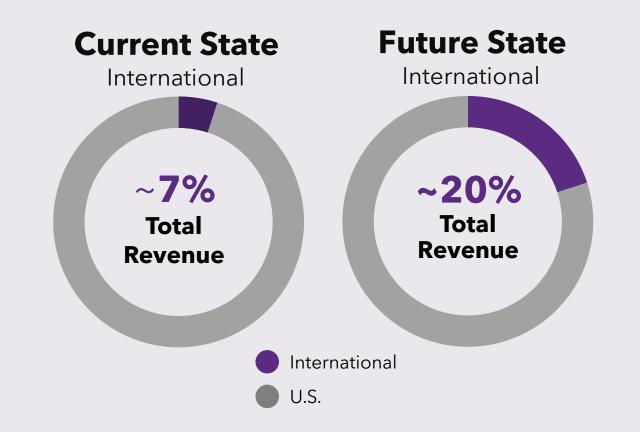


## LimFlow System Highlights

- Call Point: Vascular surgery & interventional radiology / cardiology
- Site of Service: Primarily hospital-based peripheral interventions
- Only On-Label Device for No-Option CLTI. FDA PMA Approved in Sept. 2023
- PROMISE II study published in NEJM, the world's leading medical journal



# A vast global unmet need offers a significant runway for growth



#### **Key Drivers:**

Level 1 RCT data

Changing Guidelines

Incremental Reimbursement in Key Geographies

Entering Remaining Key Markets: China and Japan

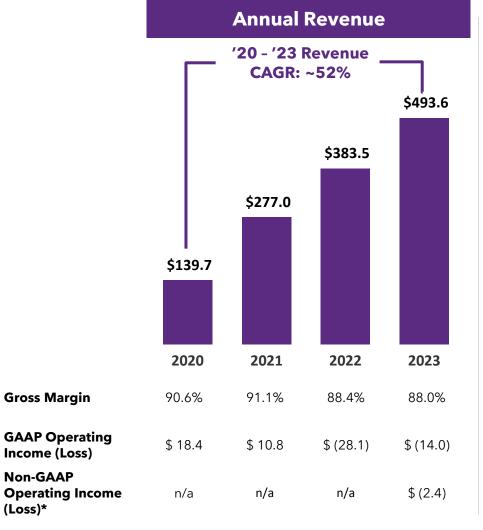


# Q2 2024 Financial Update

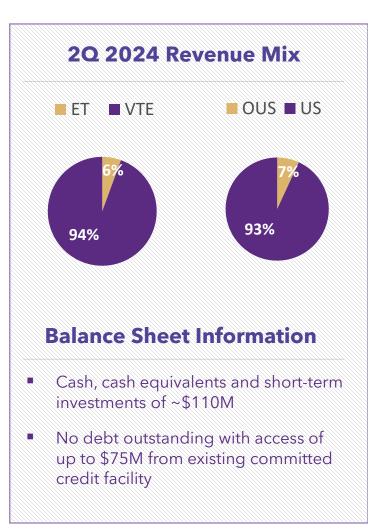


# **Growing Patient Impact Reflected in Strong Financial Performance**













2024 FY Revenue Guidance

\$594.5M - \$604.5M

**20.5% - 22.5%** increase over full year 2023

#### **Financial Profile**

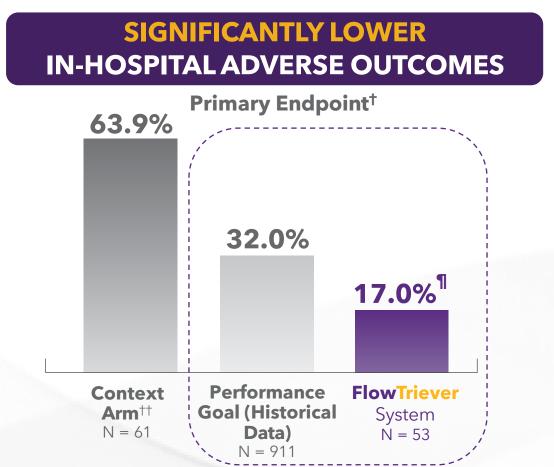
- Exceptional growth, significant runway
- Premium 85%+ gross margin profile
- Solid core cash flow generation to support LimFlow and growth objectives
- Sustained operating profitability by 1H 2025

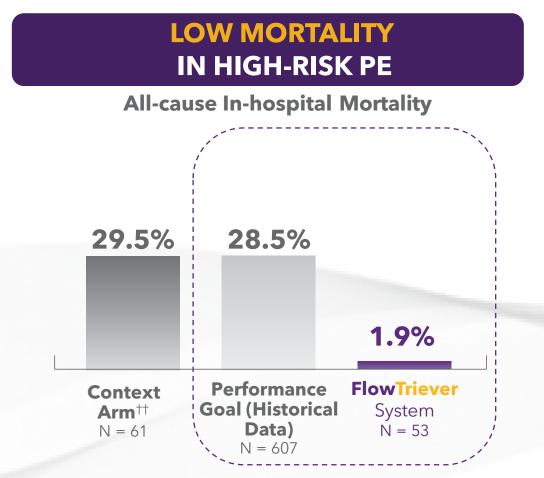


# FLAME high-risk PE study shows very low rates of adverse events and mortality



Results from FLAME: The largest prospective study of interventional treatment in high-risk PE





Composite primary endpoint consisted of in-hospital all-cause mortality, bailout to an alternate thrombus removal strategy, clinical deterioration, and major bleeding

P<0.01 vs. nerformance goal based on historical data

Source: Silver, M J et al. Outcomes in High-risk Pulmonary Embolism Patients Undergoing FlowTriever Mechanical Thrombectomy or Other Contemporary Therapies: Results from the FLAME Study. Circ. Cardiovasc. Interv. 2023 Oc

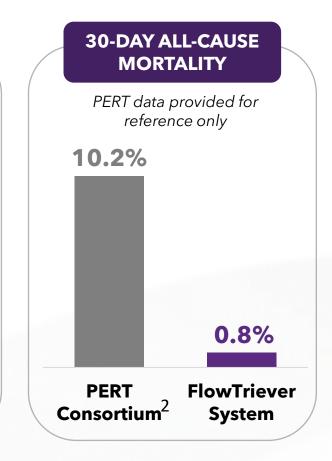
# FLASH is the largest prospective registry in PE with exceptional results<sup>1</sup>

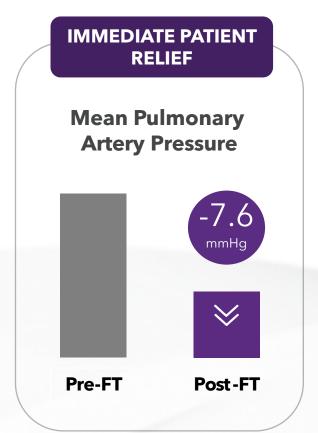


**800 patients**, 50 sites, 32% were contraindicated to lytics<sup>3</sup>



0%
Device related MAEs







90%
Mild or absent dyspnea

at 6 months

1.0%

**CTEPH at 6 months** 

<sup>1.</sup> Toma C, et al. Acute Outcomes for the Full US Cohort of the FLASH Mechanical Thrombectomy Registry in Pulmonary Embolism. EuroIntervention 2023;18:1201-1212.

<sup>2.</sup> PERT Consortium Quality Database. October 2021 (Presented by Secemsky E); Darki A & Jaber WA. Endovascular Today. July 2022 Supplement (PERT Updates)

<sup>3.</sup> Represents number of patients in the full US cohort.

# CLOUT is the largest mechanical thrombectomy dataset in DVT with exceptional results<sup>1,2</sup>



**500** patients | **47** sites | **70%** subacute and/or chronic clot | **30%** lytics contraindicated

**EXCELLENT SAFETY RESULTS** 

0.2%

**Device related SAEs** 

0% valve damage0% vessel damage0% acute kidney injury

0.4% Thrombolytics used

EXTENSIVE CLOT REMOVAL, REGARLESS OF CLOT AGE

**Overall** 

>90%

Complete or Near Complete Thrombus Removal\* By clot age\*\*

91% in acute

82% in subacute

84% in chronic

\* ≥75% thrombus removal

**EXCELLENT OUTCOMES** 

93%

None or mild PTS symptoms through 2 year (N=206)

**95%** Flow via duplex ultrasound at 2 year

N = 169

<sup>1.</sup>Dexter D, Kado H, Shaikh A, et. al., Safety and Effectiveness of Mechanical Thrombectomy From the Fully Enrolled Multicenter, Prospective CLOUT Registry Journal of the Society for Cardiovascular Angiography & Interventions, Volume 2, Issue 2, March-April 2023, 100585 2. Dexter, D. Interim two year outcomes from the full enrolled CLOUT registry. Presnted at AVF 2024 (Tampa, FL).

<sup>\*\*</sup>Subset of 250 patients presented at AVF 2022



# Superiority RCT of FlowTriever vs CDT in PE

550 Patients Randomized 1:1

FlowTriever

CDT

Patients Followed for 30 Days

#### **HIGHLIGHTS**



Currently, Catheter Directed Thrombolysis (CDT) is used in ~40% of interventions commercially\*



Primary endpoint via win ratio:

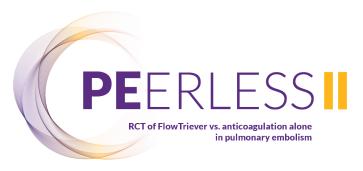
- All-cause mortality
- Intracranial hemorrhage
- ISTH major bleeding
- Clinical deterioration/bailout
- ICU admission & ICU LOS



Enrollment complete



Designed to transform standard of care away from CDT



# RCT of FlowTriever vs Anticoagulation Only in PE

**Intermediate-risk Acute PE** 

1,200 Patients Randomized 1:1

**FlowTriever** 

AC

Patients followed for 3 months

#### **HIGHLIGHTS**



Currently, anticoagulation alone is the guideline-recommended therapy for intermediate-risk PE patients



Primary endpoint via win ratio:

- All-cause mortality
- Clinical deterioration
- All-cause hospital readmission
- Bailout therapy
- Dyspnea score



Enrolling



Designed to transform standard of care



# Superiority RCT of ClotTriever vs Anticoagulation in DVT

**Moderate-Severe Iliofemoral DVT** 

300 Patients Randomized 1:1

**ClotTriever** 

Conservative Medical Management (A/C)

Patients Followed for 6 Months

#### **HIGHLIGHTS**



#### First global industrysponsored RCT for DVT



#### Primary endpoint via win ratio:

- Treatment failure or escalation of therapy
- Post-Thrombotic Syndrome severity at 6 months



Enrolling



Designed to transform standard of care

#### **PROMISE II: Pivotal Study at 6 Months**



- Landmark multi-center, prospective pivotal trial of the LimFlow System conducted at 20 U.S. centers in 105 No-option CLTI patients typically excluded from other clinical studies. 1
- All patients were confirmed as "No-Option" and facing imminent amputation by an independent review committee of vascular surgeons. 1
- 6 Month results published in the New England Journal of Medicine

**Limb Salvage at 6 Months** 

**Functional Limb Preservation in No-Option Patients** 

Wounds Healed or Healing at 6 Months



**Wound Healing in Patients With Non-Healing Chronic Wounds** 

**Technical Success** 



No Device-related **Adverse Events** 

Sickest population of CLTI patients ever enrolled in a pivotal trial.



2023

# PROMISE II: Durability of Limb Salvage Results Demonstrated at 12 Months





#### Wounds Healed or Healing<sup>2</sup>

# Reconciliation of GAAP Operating Income (Loss) to Non-GAAP Operating Income (Loss)



#### **Year to Date**

	2023
GAAP Operating Income (Loss)	\$ (14.0)
Non-GAAP Adjustments:	-
Change in fair value of contingent consideration	-
Amortization of acquired intangible asset	1.3
Acquisition related expenses	10.3
Non-GAAP Operating Income (Loss)	\$ (2.4)

#### **Quarter to Date**

	4Q23	1Q24	<b>2Q24</b>
GAAP Operating Income (Loss)	\$ (9.3)	\$ (17.2)	\$ (22.4)
Non-GAAP Adjustments:	-	-	-
Change in fair value of contingent consideration	-	6.3	5.7
Amortization of acquired intangible asset	1.3	2.5	2.5
Acquisition related expenses	7.7	2.8	1.0
Non-GAAP Operating Income (Loss)	\$ (0.3)	\$ (5.6)	\$ (13.2)