

Investor Presentation

NASDAQ: NARI

May 4, 2022



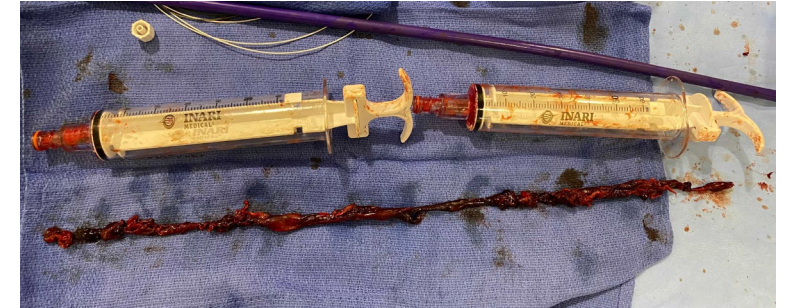
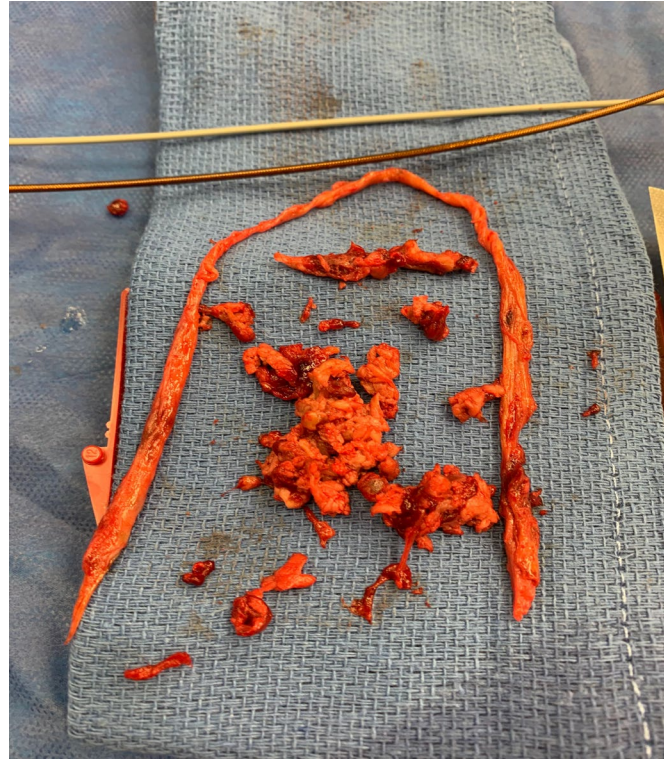
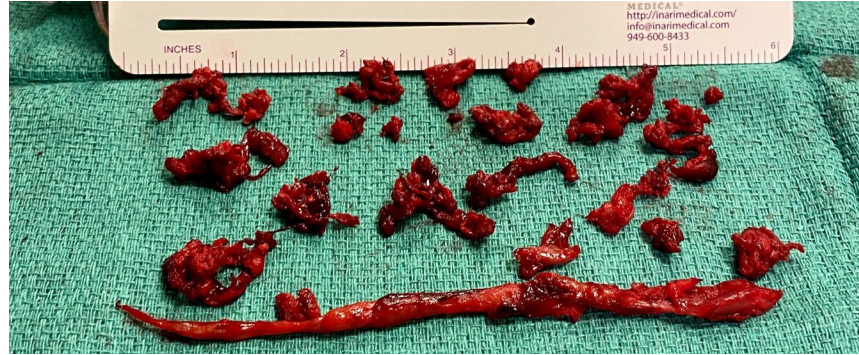
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Forward-looking statements are based on and reflect management’s current expectations, assumptions, estimates and projections that may or may not prove to be correct. These forward-looking statements are subject to a number of known and unknown risks, 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 Annual Report on Form 10-K and 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.

The forward-looking statements in this presentation are made only as of the date hereof. Except to the extent required by law, we assume no obligation and do not intend to update any of these forward-looking statements after the date of this presentation or to conform these statements to actual results or revised expectations. All forward-looking statements are expressly qualified in their entirety by the foregoing cautionary statements. You are cautioned not to place undue reliance on these forward-looking statements.

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Take Care of Our Patients. Take Care of Our People. Make No Small Plans.



A Mission, A Plan, and Crisp Execution Producing Strong Growth



We are committed to changing lives in the most extraordinary ways. We are committed to our people.

Purpose Built Solutions, Differentiated Devices		Inari devices are designed to solve specific problems. They are not re-purposed or derived from other disease states, anatomy, or platforms. Inari devices are highly differentiated.
BIG, Growing, and Efficient Commercial Team		Exited 2021 with over 200 U.S. territories. Continued expansion to at least 275 U.S. territories planned by FYE 2022.
Large Markets, Lot of Runway		Our core VTE market opportunity is \$5.8B in the U.S. alone. ¹ Inari penetration remains <5%.
Data Drives Adoption, Data is a Differentiator		Robust portfolio of high-quality data has already emerged: CLOUT DVT, FLASH PE, FLAME high-risk PE, PEERLESS RCT. More than 170 peer reviewed publications.
Robust Product Pipeline		2021: 5 new products launched. 2022: Further accelerating cadence of product introductions. 2 new products launched YTD. ²
Efficient Procedures, Favorable Economics		Inari products address high acuity disease states, require limited hospital resource, avoid ICU stay, reduce total length of stay, and produce excellent clinical and economic outcomes.
Unique Culture		A mission more important than business.

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

2. As of May 4, 2022

Strong Leadership Team to Capitalize on Our Opportunity



Bill Hoffman
Chief Executive Officer



Mitch Hill
Chief Financial Officer



Drew Hykes
Chief Operating Officer



Dr. Tom Tu
Chief Medical Officer

Angela Ahmad	General Counsel
Brian Strauss	VP Engineering
Eric Khairy	VP Marketing
Eric Louw	VP Manufacturing
Janet Byk	VP Finance & Accounting
John Borrell	VP Sales
Justin Crockett	VP Inari Solutions Group
Kevin Strange	VP Strategy & Business Development
Kit Cariquitan	VP Quality Assurance & Reg. Affairs

Norman Nie	VP Information Technology
Paul Koehn	VP Operations
Randy Hamlin	VP Advanced Development
Shon Chakrabarti	VP & General Manager, Chronic Venous Diseases
Tara Dunn	VP Clinical Affairs & Market Development
Venkat Tummala	VP Medical Affairs
Victor Tapson	VP Medical Affairs
Vitas Sipelis	VP International

Poor outcomes for Venous Thrombectomy Stem from Differences Between Arterial and Venous Clot

	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
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

Repurposed Arterial
Thrombectomy Systems



Inadequate results, often
requiring thrombolytics



Inadequate safety, effectiveness
& economic outcomes

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

For Venous Clots, Thrombolytics are Generally:



Ineffective

- Because symptoms from venous clot often appear gradually, the underlying clot can become significant in size and hardened
- Clot morphology changes over time
- The older the clot, the fewer “targets” of thrombolytics remain, which can render thrombolytic treatment ineffective



High Risk

- Thrombolytics can carry significant rates of bleeding complications
- Conservative patient selection and lowering dosage do not always eliminate bleeding risks
- Up to 50% of patients with VTE are relatively or absolutely contraindicated to thrombolytics



Expensive

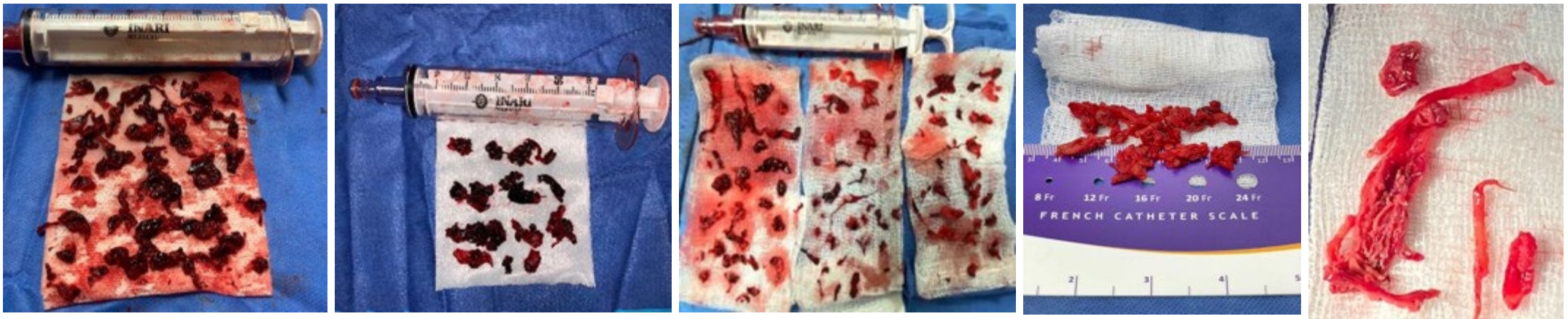
- Thrombolytic drugs can be highly costly
- Administration of thrombolytics requires multiple procedures and prolonged hospital stays
- Bleeding risks necessitate ICU stay (the most expensive bed in the hospital)
- Reimbursement for thrombolytics is relegated to low-paying, medically-orientated DRGs⁽¹⁾

Most Venous Clot Does Not Respond to Thrombolytics

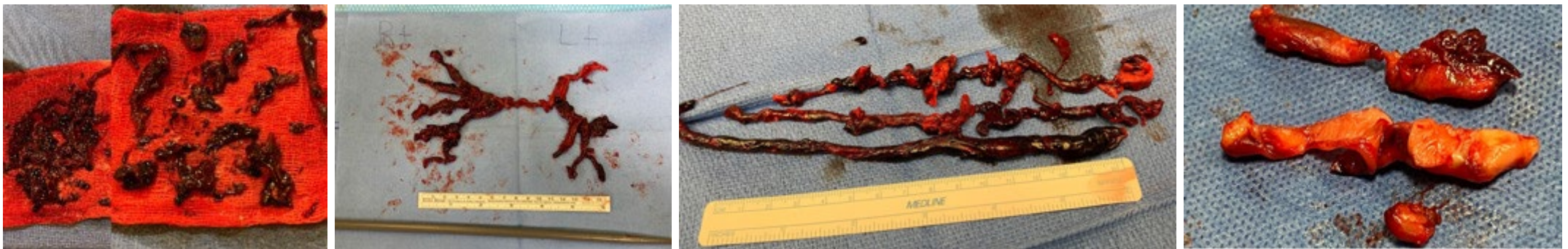
Acute

Chronic

ClotTrieve® System



FlowTrieve® System

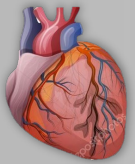


Treatment of Thrombotic Diseases Consistently Evolves to Definitive Mechanical Catheter Intervention

Anti-Coagulation
(AC) Only

AC +
Thrombolytics (Lytics)

AC +
Definitive Catheter Intervention

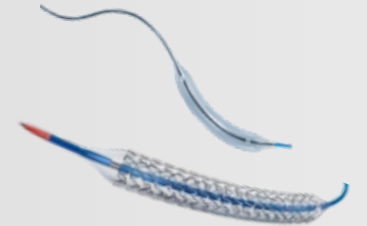


**Myocardial
Infarction**

AC alone

AC +
Thrombolysis

AC +
POBA & DES

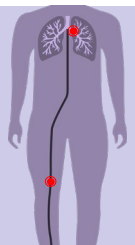
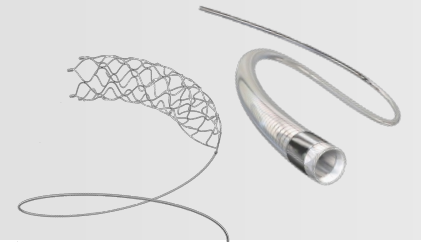


Stroke

AC alone

AC +
Systemic Lytics

AC+
Stentriever & Aspiration
Thrombectomy

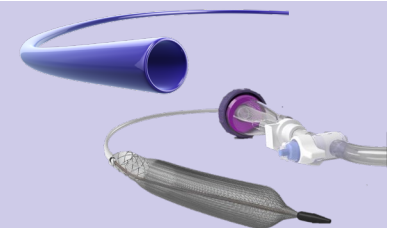


**Expected Path for
VTE (DVT & PE)**

AC alone

AC+
Systemic & Catheter-
directed Lytics

AC+
ClotTrievers &
FlowTrievers



Overview of Venous Thromboembolism (VTE)

DEEP VEIN THROMBOSIS (DVT)

Blood clots (aka thrombosis) that form in a deep vein, usually in the lower leg, thigh, or pelvis.

Up to **50%** expected to develop **Post-thrombotic Syndrome (PTS)**¹

~90% of PTS patients are unable to work 10 years after diagnosis²

>10% of PTS patients develop venous leg ulcers.³ Patients w/ severe PTS have QoL comparable to congestive heart failure or cancer⁴

PULMONARY EMBOLISM (PE)

Most serious complication of DVT, when part of the clot travels to the lungs, causing a blockage. This is potentially life threatening.

3rd

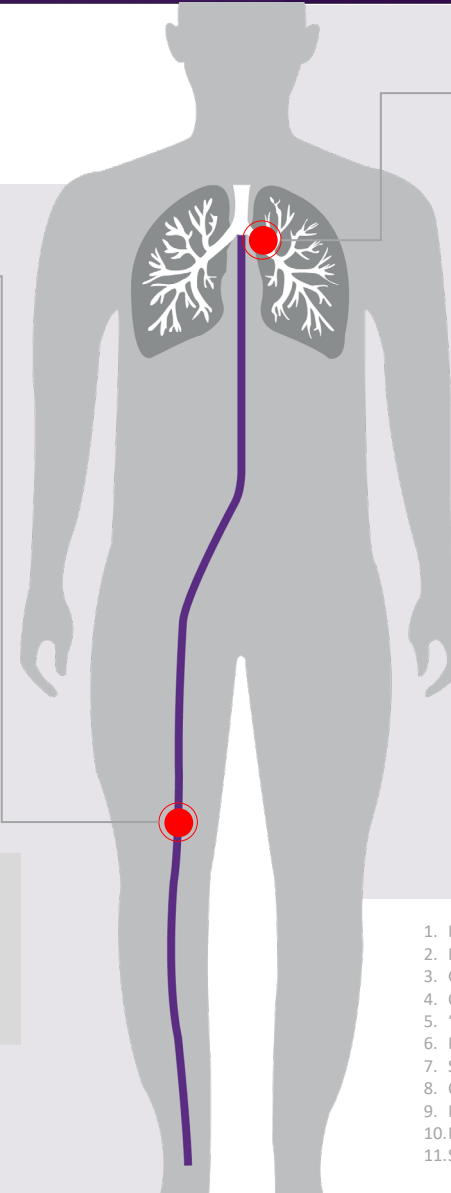
leading cause of cardiovascular death⁵ (and a leading cause of preventable deaths in hospital)

Up to **15%**

30-day all-cause mortality^{6,7} (**28%** for high-risk PE⁶)

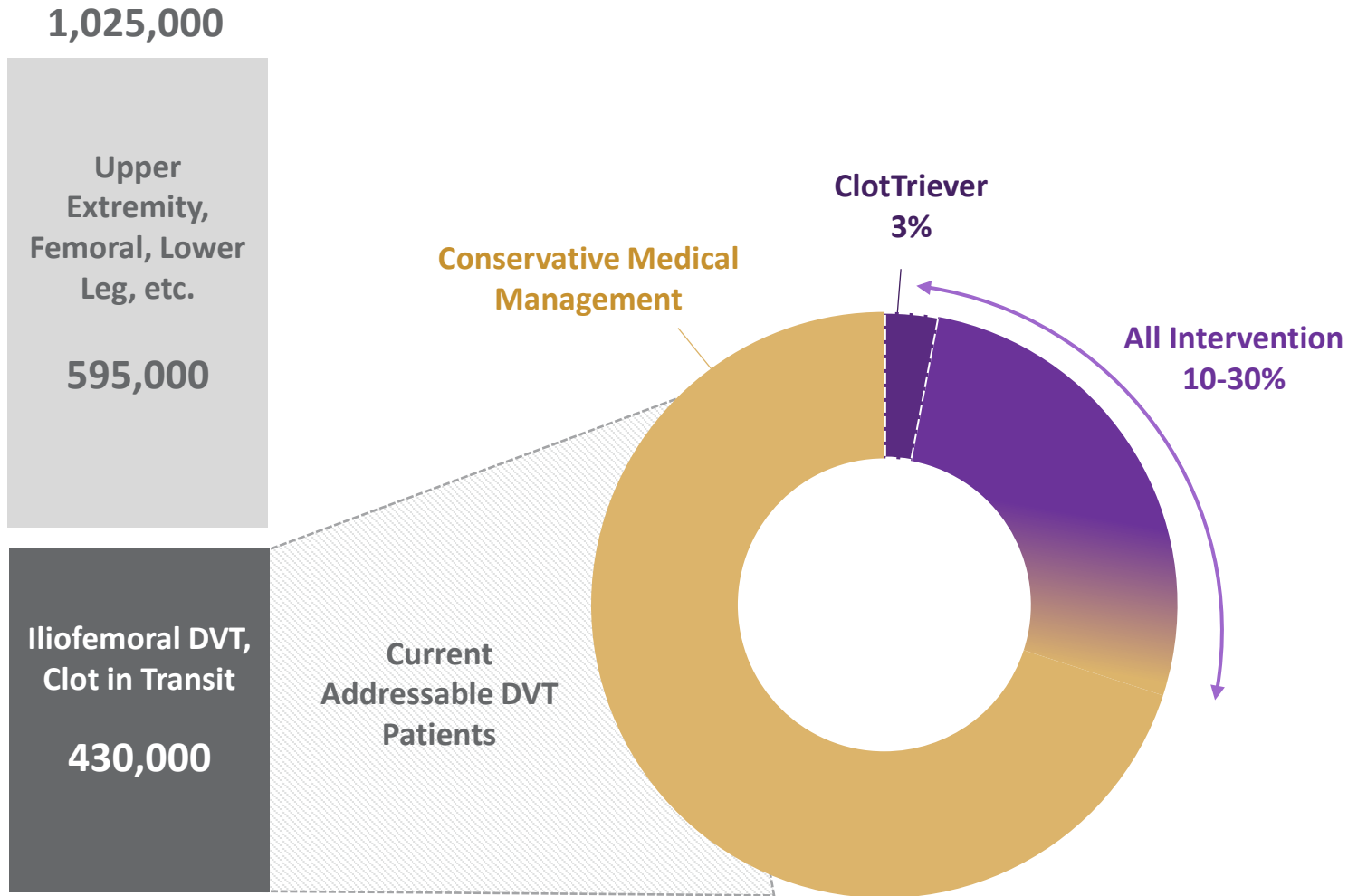
Up to **50%**

have residual vascular obstruction⁸⁻¹⁰, and long-term complications are common¹¹



1. Kahn, Susan R. Hematology Am Soc Hematol Educ Program. 2016 Dec 2; 2016(1): 413–418
2. Kahn, et al. Arch Intern Med. 2004;164:17-26
3. Galanaud, et al. Thromb Haemost 2018; 118(02): 320-328
4. Office of the Surgeon General (US); National Heart, Lung, and Blood Institute (US). Office of the Surgeon General (US); 2008.
5. "Pulmonary Embolism in 2017: Increasing Options for Increasing Incidence", National Center for Biotechnology Information, May 2017.
6. PERT Consortium® Registry Data. Interim results on 5,048 Patients presented at PERT Symposium October 2021
7. Schultz J, et al. Pulm Circ. 2019 Jan 11;9(3):2045894018824563;
8. Chopard et al. 2017. Am J of Cardiol. Volume 119, Issue 11, 1883–1889
9. Miniati et al. 2006 Medicine. 85. 253-62. 10.1097/01.md.0000236952.87590.c8
10. Mrozek et al. Biomed Pap Med Fac Univ Palacky Olomouc Czech Repub. 2018 162(2):121-126. doi: 10.5507/bp.2018.001
11. Sista AK, et al. Vasc Med. 2017 Feb;22(1):37-43

Large Addressable Market: Deep Vein Thrombosis (DVT)



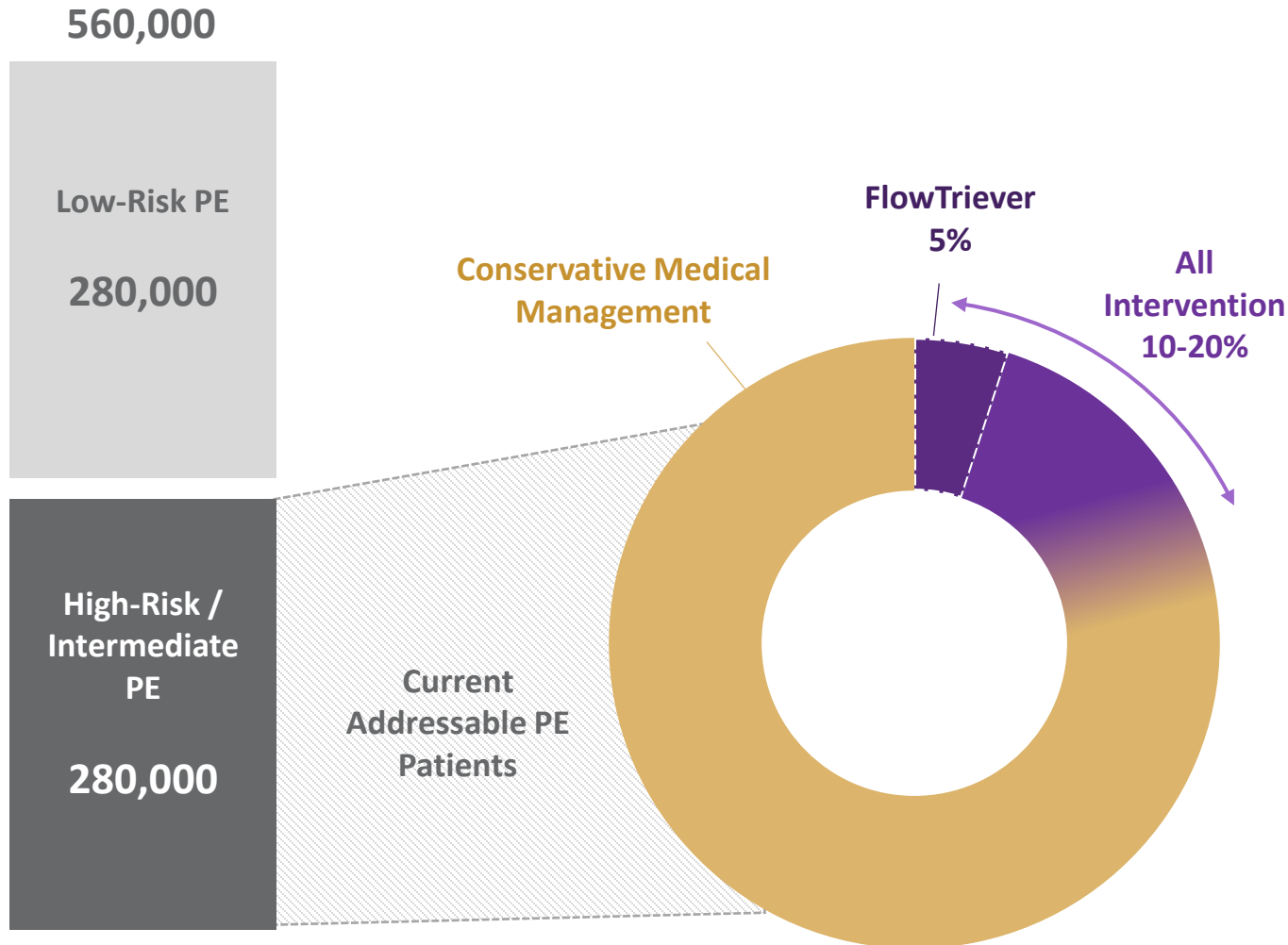
% of Market Treated Interventionally

- Interventional treatment: catheter-directed thrombolysis and/or thrombectomy
- ClotTrievers, AngioJet (BSX), Indigo (PEN), EKOS (BSX)
- 10% - 30% (43,000 -129,000 patients) of Total DVT patients

% of Market Treated with Conservative Medical Management

- Conservative medical management
- Systemic thrombolysis
- Anticoagulation alone

Large Addressable Market: Pulmonary Embolism (PE)



% of Market Treated Interventionally

- Interventional treatment: catheter-directed thrombolysis and/or thrombectomy
- FlowTrievers, EKOS (BSX), Indigo (PEN)
- 10% - 20% (28,000 - 56,000 patients) of Total PE patients

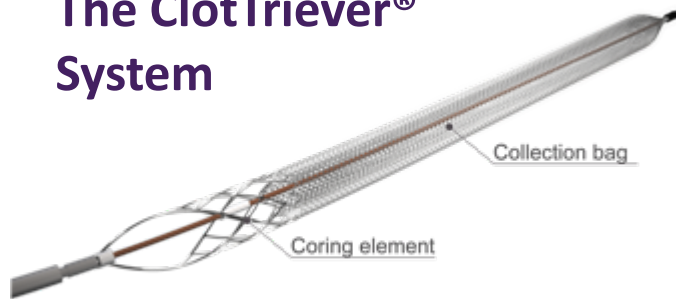
% of Market Treated with Conservative Medical Management

- Conservative medical management
- Systemic thrombolysis
- Anticoagulation alone

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



The ClotTrievers[®] System



Key benefits to hospitals,
physicians & patients

The FlowTrievers[®] System



Capture and **remove large clot** burden from large vessels

Liberate clot mechanically and **remove venous clot** from the vessel wall

Eliminate the need for **thrombolytic drugs**

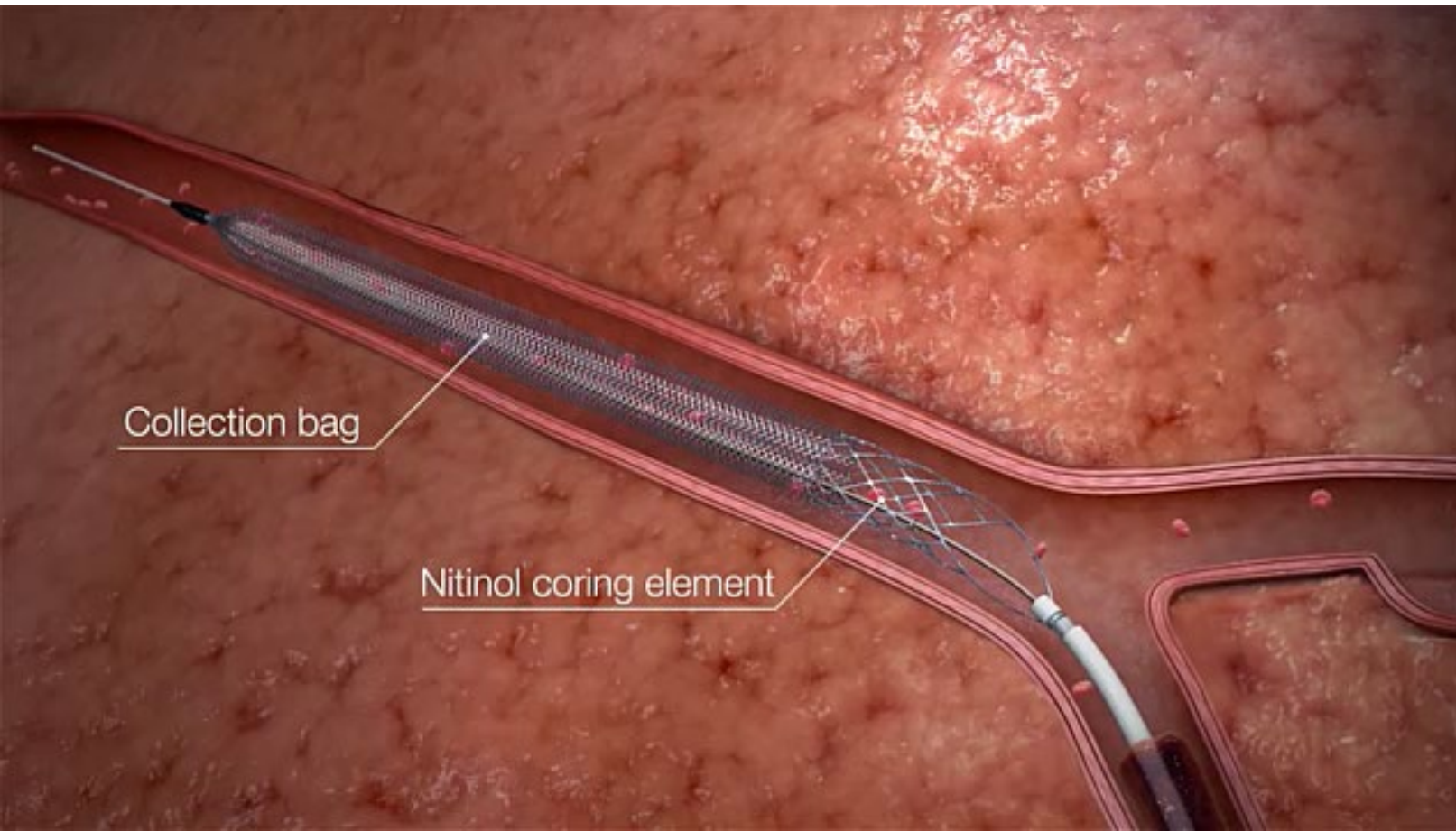
Remove clot safely with **minimal blood loss**

Offer **simple, intuitive and easy-to-use solutions** to physicians

Enable **short, single-session treatment** with improved hospital & physician efficiency

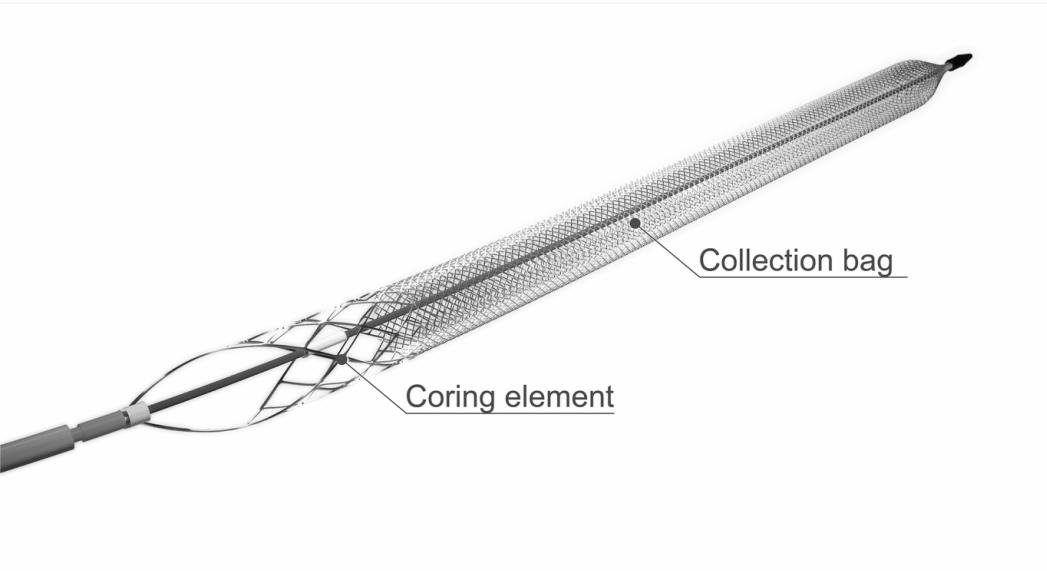
Require **no capital equipment**

ClotTrievers: Mechanically Coring Clot from the Vein Wall



- ✓ Simple devices to remove large volumes of clot
- ✓ Near bloodless thrombectomy
- ✓ Treats in a single session
- ✓ Lytic-free
- ✓ Avoid ICU stay
- ✓ Rapid symptom relief

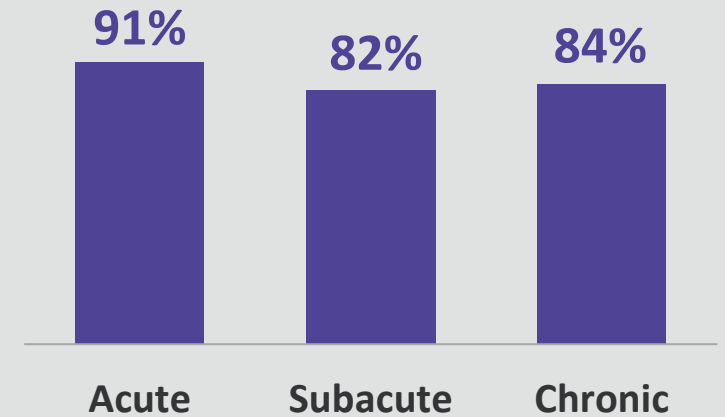
ClotTrievers: Mechanically Coring Clot from the Vein Wall



ClotTrievers is Effective on Clot of all Ages

% of limbs with complete or near complete ($\geq 75\%$) thrombus removal
(as assessed by Marder Score)¹

>



1. CLOUT interim analysis. Presented at AVF 2022.

ClotTriever Removes Significant Clot Burden



The ClotTriever BOLD Catheter

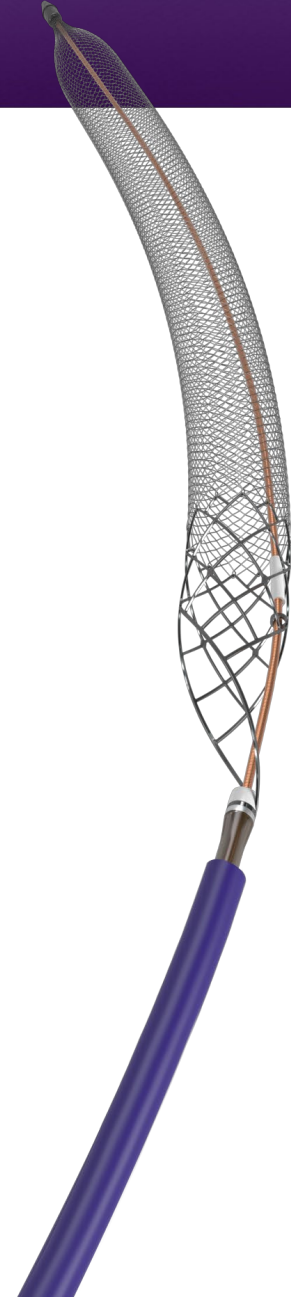


Designed to collect and remove the toughest clot from acute to chronic.

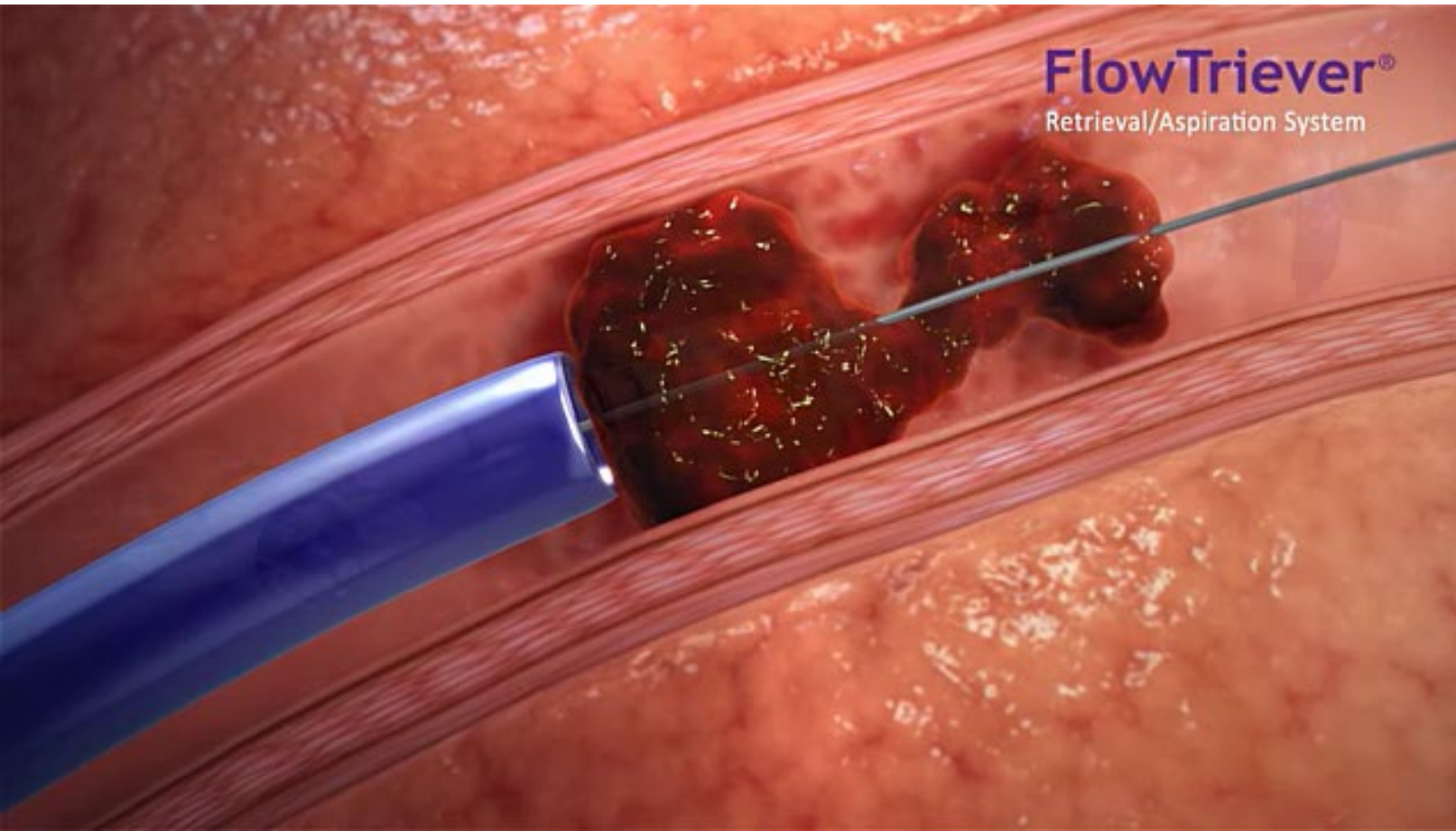
Engineered to Address the Challenges of Chronic Thrombus

- **~30% greater radial force** provides better wall apposition
- **Improved thrombus engagement** to treat the full range of acute to chronic DVT
- Designed for **advanced control** in chronic venous occlusions

Launched March 2022

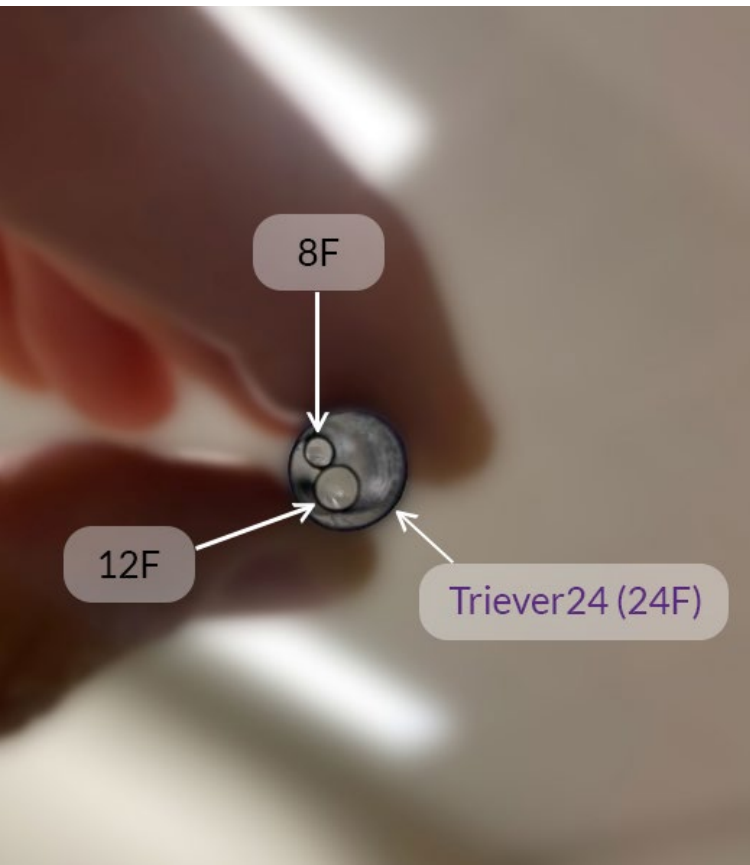


FlowTrievers: Large Bore Catheters for Large Clot Hauls

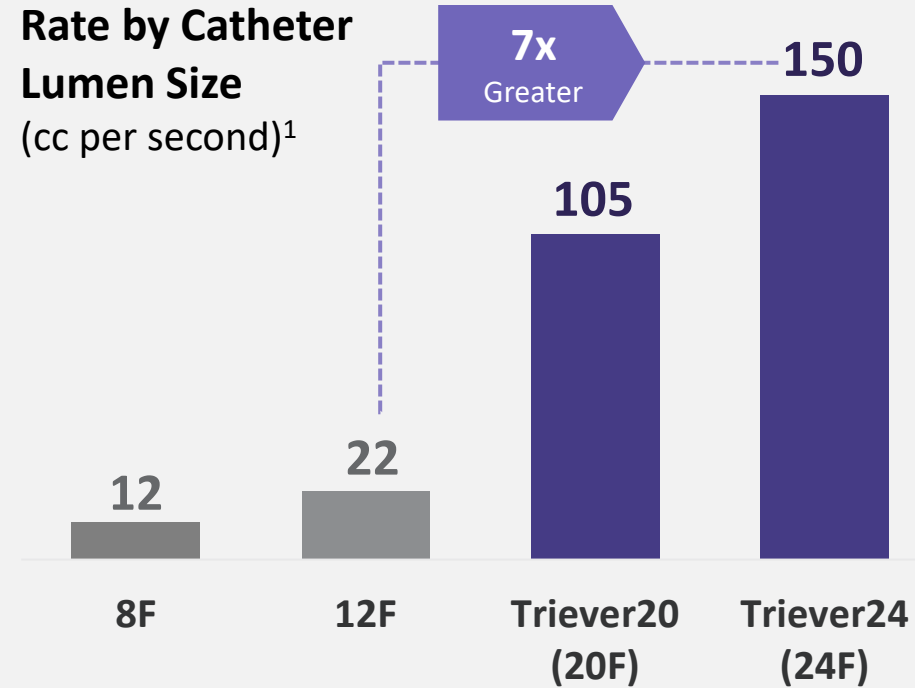


- ✓ Simple devices to remove large volumes of clot
- ✓ Near bloodless thrombectomy
- ✓ Treats in a single session
- ✓ Lytic-free
- ✓ Avoid ICU stay
- ✓ Rapid symptom relief

FlowTrievers: Large Bore Catheters for Large Clot Hauls



**Aspiration Flow
Rate by Catheter
Lumen Size**
(cc per second)¹



Note: Catheter flow rate is generally in line with the Hagen-Poiseuille equation used in calculating fluid pressure.

1. Inari data on file

FlowSaver: Enabling Bloodless Thrombectomy with Large Bore Aspiration



**Re-infuse filtered blood,
enabling:**

- ✓ ~30% increase in number of whooshes (aspirations)
- ✓ ~80% reduction in blood loss

Nearly 10,000 cases completed to date

The FlowTrier® System: A Full Toolkit Approach



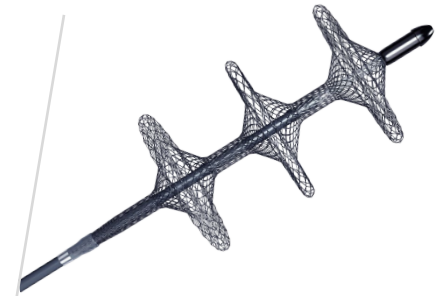
**Trierer16®, Trierer20®
& Trierer24® Catheters**



**Trierer20 Curve®
Catheter**



**FlowTrierer2®
Catheter**



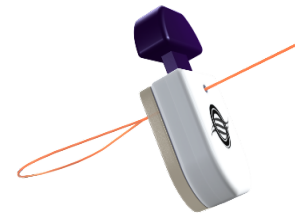
FlowTrierer Disks



**FlowSaver® Blood
Return System**



Large Bore Syringe



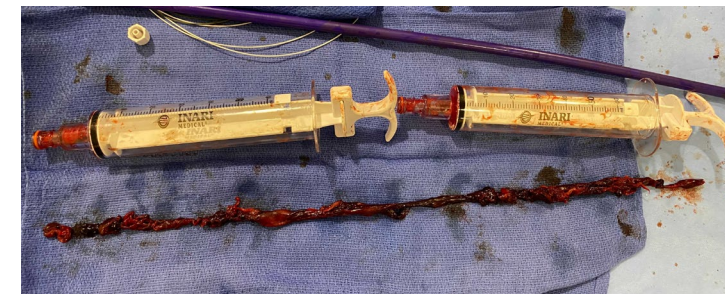
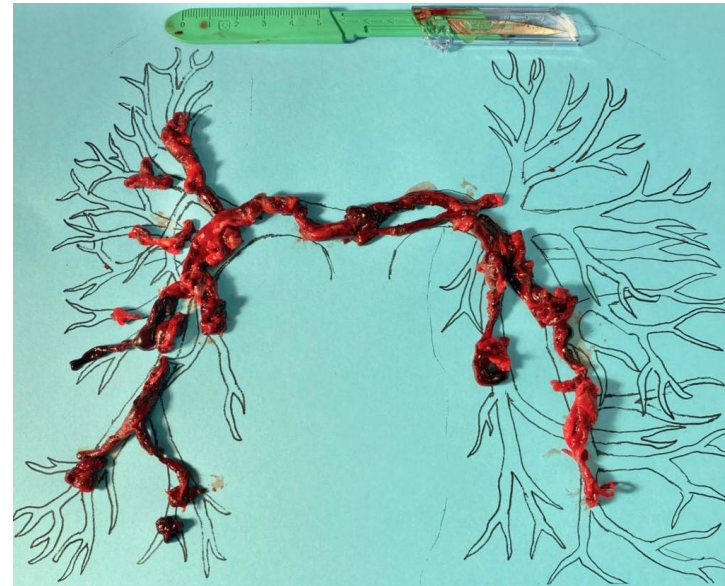
**FlowStasis® Suture
Retention Device**



**Intri24® Introducer
Sheath**

INDICATIONS FOR USE: The FlowTrierer 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 FlowTrierer Retrieval/Aspiration System is intended for use in the peripheral vasculature and for the treatment of pulmonary embolism. The Trierer Catheters are also intended for use in treating clot in transit in the right atrium, but not in conjunction with FlowTrierer catheters. The FlowTrierer2 Catheter is indicated for: the non-surgical removal of emboli and thrombi from peripheral blood vessels. Injection, infusion, and/or aspiration of contrast media and other fluids into or from a blood vessel. The FlowTrierer2 Catheter is intended for use in the peripheral vasculature. The FlowStasis device is intended for temporary suture retention following a percutaneous venous procedure. The FlowSaver Blood Return System is used with Trierer Catheters for autologous blood transfusion.

FlowTrieber Removes Significant Clot Burden



Real-world and Broad Evidence Generation to Drive Adoption Including Investment in RCTs



500th & final pt.
enrolled



ClotTrier® System Clinical Registry

Up to
500 patients | 50 sites | 2 yr. f/u

Interim results in 250 pts. with range of clot chronicity:

- Excellent safety profile
- Significant clot removed
- Low rates of post-thrombotic syndrome symptoms

800th & final pt. of U.S. arm
enrolled. First patient enrolled
in EU arm



FlowTrier® System PE Registry

Up to Up to
1,000 patients* | 100 sites | 6 mo. f/u

Interim results in 500 pts. with high- & intermediate-risk PE:

- Excellent procedural safety
- Immediate on-table improvements
- Significant long-term mortality and QoL benefit

*Additional up to 300 patients in conservative arm sub study



FlowTrier System for Acute Massive PE

Up to Up to
71 patients† | 20 sites | In hosp. f/u

Now enrolling high-risk PE patients.

Designed to impact practice guidelines.

†Up to 71 patients in FlowTrier front-line and up to 142 in context arm

First patient enrolled in
RCT and registry arm



Up to
550 patients‡ | 60 sites | 30-day f/u

Now Enrolling: PE randomized controlled trial (RCT) - FlowTrier vs. Catheter Directed Thrombolytics (CDT).

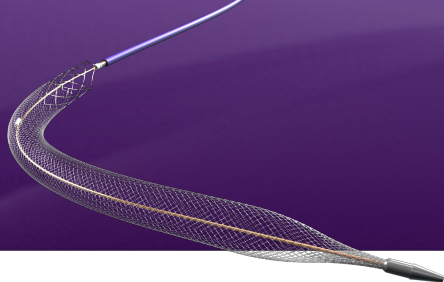
‡550 patients in RCT + additional up to 150 pts. with contraindication to lytics in a registry arm

Investigator Initiated Research: Several IIR Studies in Process/Under Development

Examples: VTE clot pathology, PE patient follow-up for ventilation-perfusion imaging assessment (RPVO) post FlowTrier, patient risk stratification, etc.

CLOUT Registry: Interim Results Summary (N=250)

ClotTrievers System in Iliofemoral DVT Patients



Lytic-free, Mechanical Thrombectomy

Procedural Results

99.6%

Single-session treatment

50.0mL

Median estimated blood loss

0mg

Thrombolytics used

Effective Thrombus Removal

Across DVT Chronicity

85.8%

Complete or near complete thrombus removal*

90.8% Acute

81.9% Subacute

83.8% Chronic

*≥75% THROMBUS REMOVAL DETERMINED BY INDEPENDENT CORE LABORATORY-ADJUDICATED MARDER SCORES.

Demonstrated Safety*

At 30 Days

0.0%

Vessel/Valve damage

0.0%

Acute renal injury

0.4%

Device-related SAEs

*ADJUDICATED BY AN INDEPENDENT MEDICAL MONITOR

Long-term Patient Benefits

At 6 months

90.1%

Flow via duplex ultrasound

100%

Median reduction in pain

91.2%

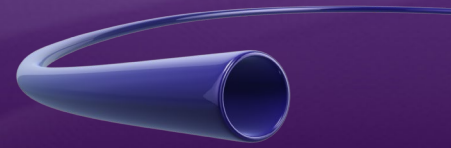
Free of moderate or severe PTS

94.3% Acute 88.2% Subacute 90.9% Chronic

Significant improvement in rVCCS and EQ-5D QoL scores

FLASH Registry: Interim Results Summary (N=500)

FlowTrievers System in Intermediate-high Risk Pulmonary Embolism Patients



Real-World Patients

>85%

Intermediate-high or high-risk patients

40.1%

Contraindicated for lytics

66.4%

Concomitant DVT

Unmatched Procedural Safety

0.2%

All-cause mortality at 48h

1.4%

MAE* at 48h

0.4%

Access site complications

0.0%

Device-related MAE

On-Table Clinical Improvements

7.4 mmHg

Drop in mean pap

18%

Increase in cardiac index

11.5 BPM

Decrease in heart rate

Resource Efficiencies

0 DAYS

Median ICU stay post-procedure

96.2%

Treated without adjunctive therapies

1.3%

Pe-related readmission at 30 days

Long-Term Patient Benefits

1.3%

All-cause mortality at 30 days

86.8%

Normal RV function at long-term follow up vs. 16.0% at baseline

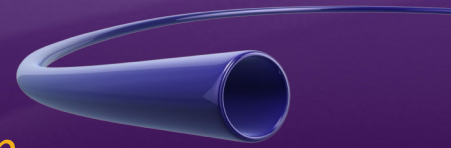
91%

Decrease in severe dyspnea at 6 months

Significant improvement in PEmb-QoL at 6 months

*Device-related death, major bleeding, intra-procedural device or procedural AEs

†In patients with low baseline CI



RCT of FlowTrievers vs. catheter-directed thrombolytics in pulmonary embolism



550 PATIENTS IN RCT: 1:1

Enrolling up to 700 patients total, including a non-randomized cohort of up to 150 patients with absolute contraindication to thrombolytics



PRIMARY ENDPOINT

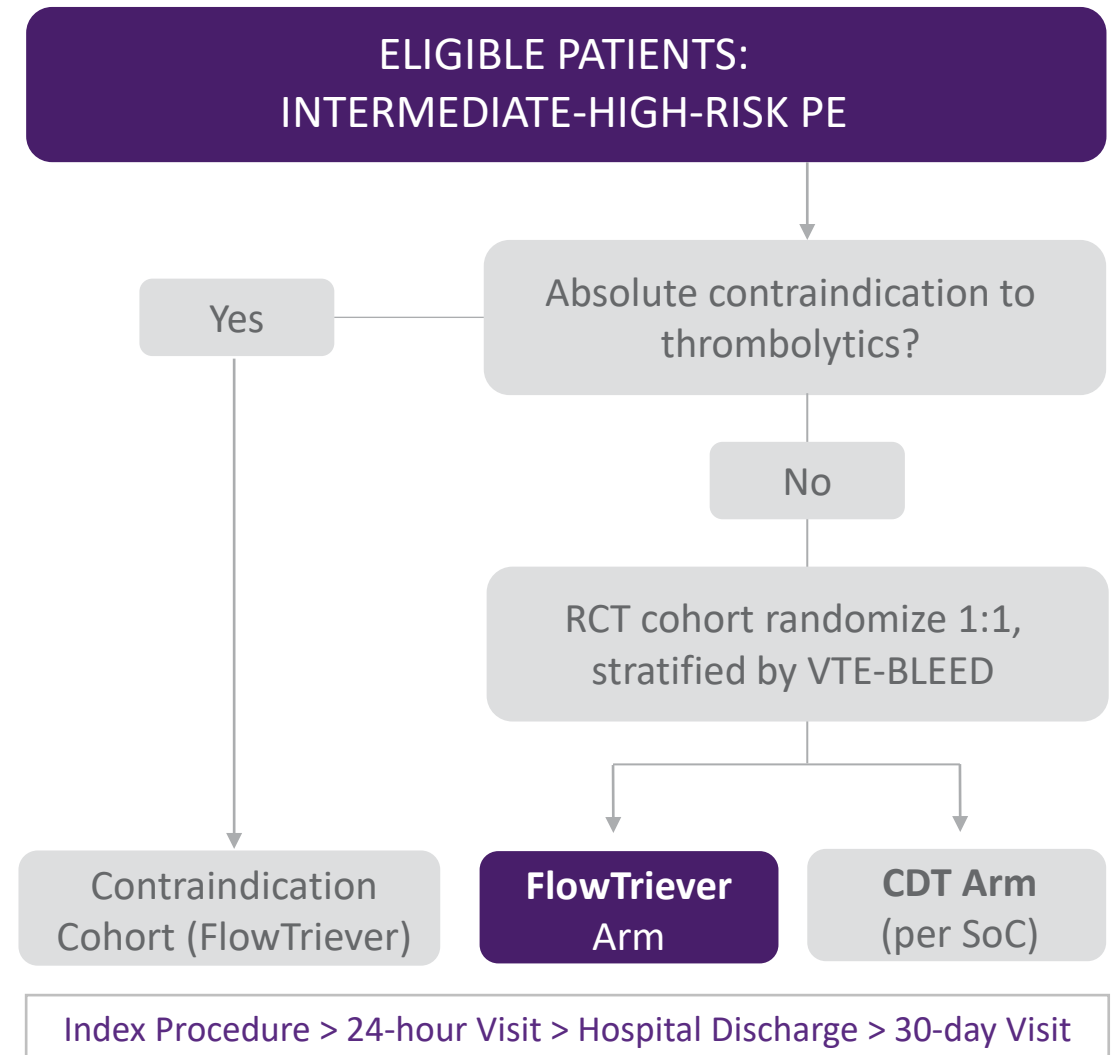
Win Ratio composite at discharge (7d max):

1. All-cause mortality
2. Intracranial hemorrhage
3. ISTH major bleeding
4. Clinical deterioration and/or bailout
5. ICU admission and ICU LOS



FOLLOW UP

Patient followed through 30-day visit



High Acuity Disease States, Limited Hospital Resource, Excellent Clinical and Economic Outcomes



Patients, physicians and hospitals all benefit from Inari products

Benefits appreciated during COVID times – and in all times



Effective, short,
single-session
treatments with **no**
capital equipment



Elimination of
thrombolytic drugs



Avoid ICU stay



Short total
hospital stay



Established
procedural
reimbursement

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



Established Coding & Payment for Mechanical Thrombectomy¹

DVT Payment

\$17,727 - \$34,205

DRG: 270 – 272

Reimbursement

Total Cost/Reimbursement Comparison Illustrative Procedural Hospital Contributions¹

ClotTrievers

Combination Therapy:
Thrombectomy + Lytics

- Contribution
- + Contribution
- Cost

PE Payment

\$12,639 - \$33,016

DRG: 163 – 165

Reimbursement

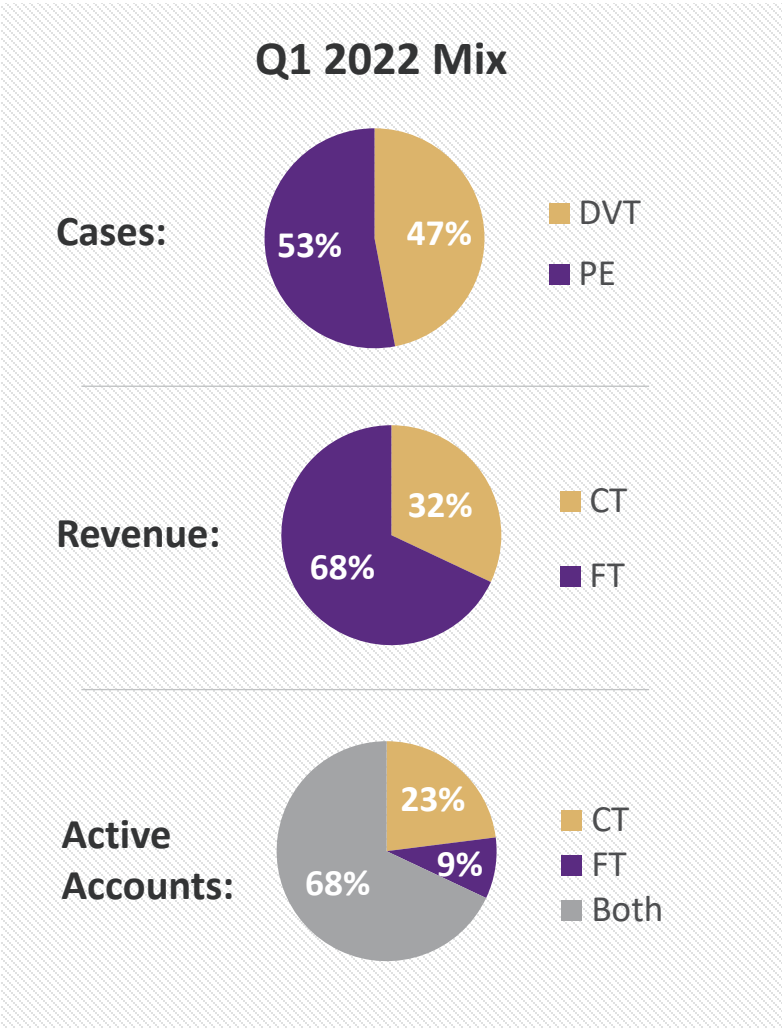
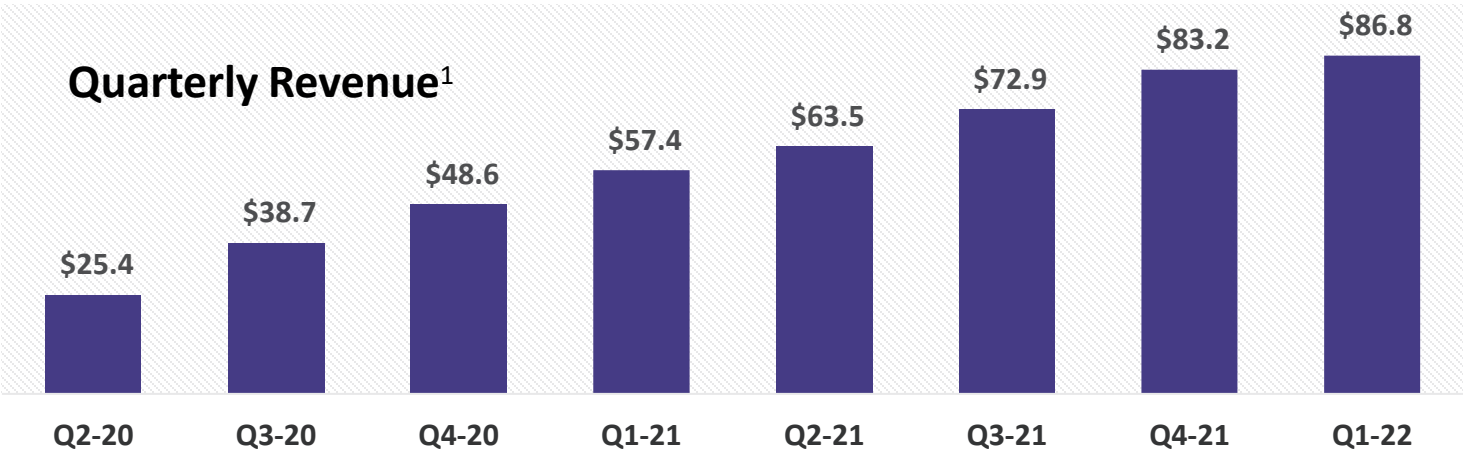
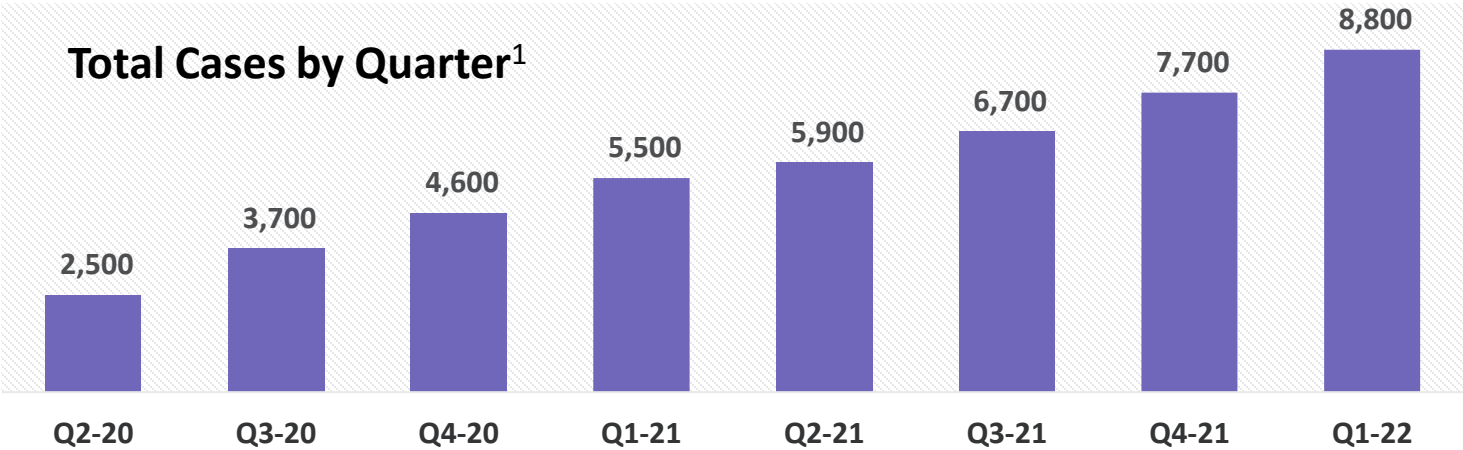
FlowTrievers

Ultrasonic Catheter Directed
Lytics

- Contribution
- + Contribution
- Cost

(1) Utilizes national average Medicare reimbursement rates for CY2022 IPPS and Inari management estimates around patients with and without MCC and CC.

Consistent Growth Regardless of COVID Surges



(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. Case numbers are rounded to nearest hundred and revenue dollars are rounded to nearest million.

High Growth, Strong Margins, Efficient Use of Capital



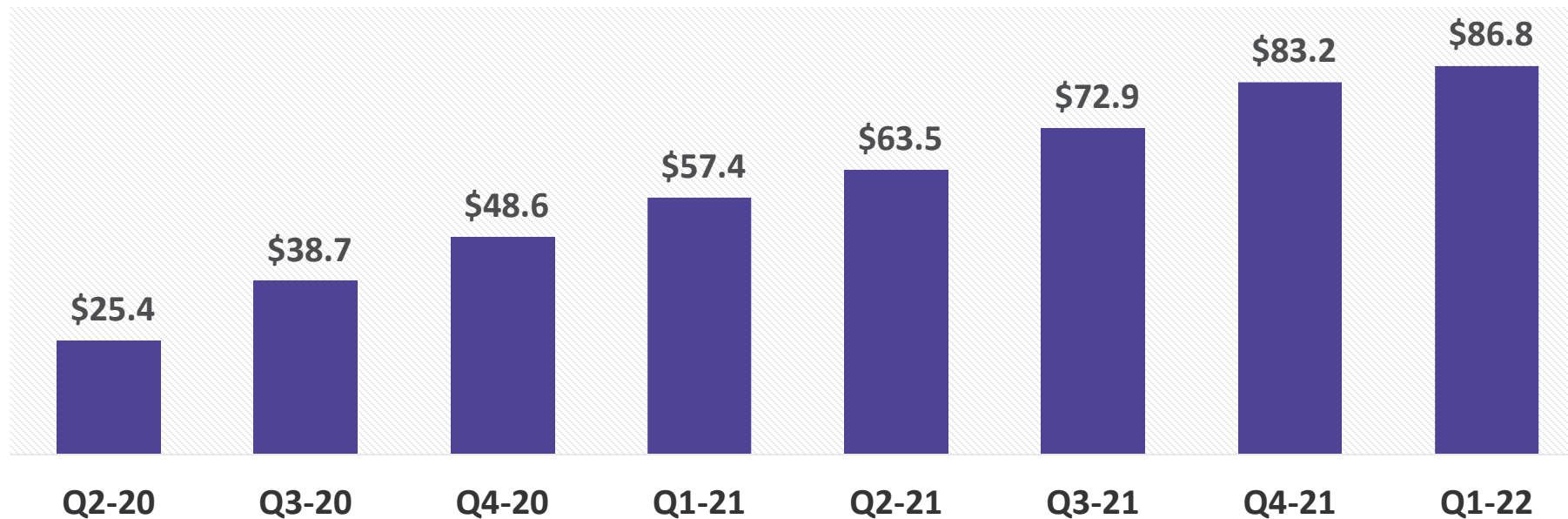
Revenues (\$ in millions)

▲ 4%

Sequential growth Q4-21 to Q1-22

▲ 51%

Growth YoY Q1-21 to Q1-22



	Q2-20	Q3-20	Q4-20	Q1-21	Q2-21	Q3-21	Q4-21	Q1-22
Gross Profit	\$ 21.9	\$ 35.5	\$ 44.9	\$ 52.8	\$ 58.6	\$ 65.9	\$ 74.9	\$ 76.8
Gross Margin	86.3%	91.7%	92.4%	91.9%	92.4%	90.3%	90.0%	88.5%
Operating Income/(loss)	\$ (0.6)	\$ 7.2	\$ 7.0	\$ 7.7	\$ 4.1	\$ (2.7)	\$ 1.7	\$ (3.1)
Net Income/(loss)	\$ (3.8)	\$ 6.5	\$ 7.0	\$ 7.5	\$ 4.1	\$ (2.8)	\$ 1.1	\$ (3.1)

Relentless Execution of Inari's Growth Drivers



Continuing to **expand** our sales force



Driving **deeper product penetration** with our hospital customers



Building **clinical evidence** to support **changes to VTE treatment guidelines**



Developing **products to enhance performance** and **address unmet needs**



Expanding into **new markets**

**Changing the
Standard of Care.
Treating and
transforming lives.**

Operational Excellence



Headquarters located in Irvine, CA



Relocated into 120K sq. ft. facility in Irvine to accommodate growth



Approximately 800 employees



Focused, efficient commercial organization



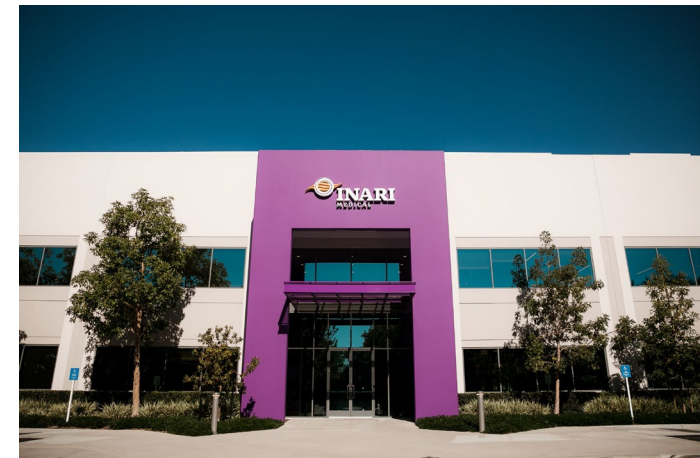
U.S. IP portfolio of 32 issued and 31 pending patents⁽¹⁾



OUS IP portfolio of 6 issued and 29 pending patents⁽¹⁾



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



⁽¹⁾ As of April 4, 2022