Ra Medical Systems, Inc.
NYSE: RMED
Corporate Presentation
MARCH 13, 2020
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Ra Medical Snapshot

• **DABRA**—Excimer laser that utilizes disposable catheters for crossing total chronic occlusions (CTOs) and ablating a channel in occlusive peripheral vascular disease. DABRA is used as a tool to treat peripheral artery disease (PAD), a form of peripheral vascular disease.
  - Photoablation to disintegrate plaque in the artery
  - Designed to track the patient’s true lumen
  - Established safety profile, effective, easy-to-use, and competitively priced
  - No serious device-related adverse events reported in our 2017 pivotal study or in our post-market surveillance
  - Regulatory clearances in US and Europe

• **PHAROS**—Dermatology, same laser platform as DABRA
  - US FDA 510(k) clearance and Europe CE Mark for psoriasis, vitiligo, atopic dermatitis and leukoderma
Highlights

- Novel Therapeutic Solution with Positive Clinical Study Results
- Existing US Reimbursement Structure
- Time Efficient and Easy-to-Use Solution
- Cost Benefits to Outpatient-Based Catheterization Laboratories
- $1.1B Targeted Global Annual TAM; >17M PAD Sufferers in the US
- Single-Use Catheters
- Highly Experienced Leadership
Peripheral Artery Disease

### Disease Overview
- Atherosclerosis of the lower extremities—most commonly in the legs
- Smoking, genetic predisposition, diabetes, age and obesity may increase risk
- Characterized by reduced blood flow to surrounding tissue
- If untreated can cause critical limb ischemia (CLI) resulting in ulceration, infection or gangrene and may result in limb amputation or death if left untreated

### Disease Burden
- Up to 200,000 amputations performed annually in the US as a result of PAD

### Patient Care
- Diagnosed by primary care physician, podiatrist or other specialist
- Treatment by interventional cardiologist, interventional radiologist or vascular surgeon

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Only 20 to 30% of peripheral artery disease patients are actively being treated
# Current Treatments and Limitations

## Non-Invasive Management

**Lifestyle Changes**
- Often hard to sustain and do not treat underlying cause of disease

**Pharmacotherapy**
- Generally prescribed for life and do not treat the obstruction, making them ineffective for many
- More aggressive treatments often required

## Interventional Procedures

**Angioplasty**
- Trauma due to balloon inflation may cause vessel to reocclude
- Possible dissection
- May damage arterial walls
- Does not remove plaque
- Not well suited for highly calcified lesions and bifurcations
- Often requires stenting

**Stenting**
- Subject to fractures
- Cannot be removed

**Atherectomy**
- Can damage vessel walls due to potential mechanical and thermal trauma

## Surgical Procedures

**Bypass Surgery**
- Invasive procedure
- Requires general anesthesia
- Multi-day hospital stay

**Amputation**
- Life altering procedure
DABRA Technology and Mechanism of Action

**DABRA Technology**
- 308 nanometer excimer laser system
- Unique liquid-filled, full aperture ratio catheter
- High quality lumen
- Minimizes mechanical or thermal trauma

**Mechanism of Action**
- Photoablation
- Removes blockages by breaking the bonds of the obstructing plaque directly
- Plaque broken down into fundamental chemistry

Photoablation light energy breaks molecular bonds of atherosclerotic plaque

**Plaque Removal Process**
- Crosses through totally occluded lesions
- Improves blood flow

Before and after images showing plaque removal process.
## Our Solution: DABRA

### DABRA

### Therapy
- Can cross and de-bulk wide variety of plaque
  - Soft thrombus to hard calcified plaque
- Tool used by physicians to treat Chronic Total Occlusions (CTOs) prior to other alternative treatments
- Ability to use Above-the-Knee (ATK) and Below-the-Knee (BTK)
- Monotherapy or adjunct to angioplasty or other treatments

### Features
- Portable
- Easy to store
- Intuitive interface
- Easy calibration
- Proprietary catheter

### Cost and Time Efficient
- Programs available without need for capital equipment purchase
- Designed to track the true lumen
- Average of approximately two and a half minutes of lasing time
Clinically Demonstrated Solutions

Pivotal Study

- Multi-site study at four sites in US and Mexico
- Enrolled 64 patients with target blockage refractory to guidewire crossing

Primary Efficacy Endpoint:
- Successful crossing of target lesion based on angiographic analysis at time of procedure

Safety Record

- 0% reported device-related serious adverse events (SAE), observed in our 2017 pivotal study

- The pivotal study formed the basis of our May 24, 2017 510(k) clearance.

DABRA Effectiveness

- 94%
Large US Addressable Market Opportunity

**KEY DRIVER**

- PREVALENCE
- TREATED PATIENTS
- MARKET OPPORTUNITY

**Current US Market Opportunity**

- >17 Million PAD Sufferers in the US
- Only 20–30% of PAD Patients actively treated
- Global Annual Total Addressable Market (TAM) Opportunity in 2017: $1.1B

**Potential Future Growth Applications (Not FDA approved)**

- Coronary Artery Disease
- Other Vascular Occlusions
- In-Stent Restenosis
- Atherectomy (with a pre-specified improvement in luminal patency)

**Key Market Drivers**

- Increased Awareness
- Evolving Physician Practice Patterns

We target the high-growth outpatient based catheterization laboratories segment for PAD

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1) For global atherectomy devices, based on third-party research
Payors and Reimbursement

Approvals / Clearances

• DABRA: US FDA 510(k), CE Mark
• PHAROS: US FDA 510(k), CE Mark

Payor Coverage

• Reimbursement claims for DABRA procedures typically submitted by providers to Medicare or other third-party payors using established Current Procedural Terminology (CPT) codes
• Pharos treatments are reimbursable by Medicare and nearly all major insurance companies under three CPT codes that differ based on the affected area to be treated
Physician Practice Needs

Ease of Use

Established Safety and Efficacy

Versatility
Able to cross and debulk

Economics

We believe our solution expands provider economics
## Competitive Positioning

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Cardiovascular Systems</th>
<th>Philips/Spectranetics</th>
<th>Medtronic/Covidien</th>
<th>Boston Scientific</th>
<th>Ra Medical</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of Catheter / Procedure</td>
<td>$$$</td>
<td>$$</td>
<td>$$</td>
<td>$$$</td>
<td>$</td>
</tr>
<tr>
<td>Debulking Capability</td>
<td>Hard plaque only</td>
<td>Not effective for hard plaque</td>
<td>Most plaque types</td>
<td>Most plaque types</td>
<td>Most plaque types</td>
</tr>
<tr>
<td>Able to Cross CTO?</td>
<td>✗</td>
<td>✓</td>
<td>✗</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>

We believe our solution compares favorably on numerous metrics against established competition.
Pharos Excimer Laser

Used by Physicians to Treat Chronic Skin Diseases

- **Psoriasis**—chronic autoimmune disorder that causes cells to rapidly accumulate and affects the surface of the skin causing scales and red patches
- **Vitiligo**—autoimmune condition causing the skin to turn white due to the loss of pigment from the melanocytes, the cells that produce the pigment melanin, which give the skin its color
- **Atopic dermatitis**—results in itchy, red, swollen and cracked skin

Market Opportunity for Chronic Skin Disease

- Psoriasis, vitiligo and atopic dermatitis are common skin disorders
- Psoriasis affects ~7.5 million in US, >2% of the population
  - $11.3 billion in direct and indirect costs
- Vitiligo affects 0.5%-1.0% of the population worldwide
- Skin conditions affect ~125 million individuals worldwide
- ~17.8 million Americans suffer from dermatitis
Pharos Science, Advantages and Reimbursement

**Pharos Science**

- Same laser platform as DABRA
- 308-nanometer laser—the center of action spectrum for most immune-mediated inflammatory diseases
- Does not use heat or ablate lesions—treatments are generally painless
- Adjustable aiming beam accurately targets only diseased tissue, sparing healthy skin from exposure
- Delivers uniform dosing for optimal results
- Small footprint for space conservation, among the lightest of excimer lasers

**Advantages**

- Topical treatments, such as steroids and vitamin D derivatives, may require frequent ongoing application
- Pharmaceutical treatment may be associated with systemic side effects

**Clearance and Reimbursement**

- Granted FDA 510(k) clearance for psoriasis, vitiligo, atopic dermatitis and leukoderma
- Clearance from Europe CE Mark, and China Food and Drug Administration
- Reimbursed using established CPT codes for excimer laser treatment of inflammatory skin disease
Fully Operational Manufacturing Facility

Carlsbad, CA

• Sizable capacity for laser and catheter production

• 41,000 sq. ft. Carlsbad, CA with three controlled environments manufacturing facility fully staffed and operational

• Existing facility expected to be capable of manufacturing > 400 lasers/year and 140,000 catheters/year

• Fully capitalized with all equipment owned

• ISO13485 certified, FDA and CA state inspected
Pipeline Indications (Not FDA Approved\(^1\))

**DABRA (Vascular)**

- **Atherectomy** (IDE submitted)
  (with a pre-specified improvement in luminal patency)

- **Coronary Artery Disease (CAD)**

- **In-Stent Restenosis**

- **Other Vascular Occlusions**

**PHAROS (Dermatology)**

- **Cutaneous T-Cell Lymphoma (CTCL)**

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1) No application has been made to the FDA as of the date hereof for these indications (except Atherectomy, pivotal trial underway).
Intellectual Property Portfolio

- Patents covering several aspects of the laser systems and delivery device
- The Company believes that its intellectual property comprises novel and useful inventions that can be protected by patents, and as such, has filed patent applications directed to innovative methods and apparatus patents
- Issued patents as of December 6, 2019:

<table>
<thead>
<tr>
<th>Patent/File No.</th>
<th>Title</th>
<th>Filing Date</th>
<th>Country</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>9,700,655</td>
<td>Small flexible liquid core catheter for laser ablation in body lumens and methods for use</td>
<td>10/12/2012</td>
<td>USA</td>
<td>Issued</td>
</tr>
<tr>
<td>ZL201280061080.0</td>
<td>Small flexible liquid core catheter for laser ablation in body lumens and methods for use</td>
<td>10/12/2012</td>
<td>China</td>
<td>Issued</td>
</tr>
<tr>
<td>2765944</td>
<td>Small flexible liquid core catheter for laser ablation in body lumens and methods for use</td>
<td>10/12/2012</td>
<td>Europe</td>
<td>Issued</td>
</tr>
<tr>
<td>9,962,527</td>
<td>Methods and devices for treatment of stenosis of arteriovenous fistula shunts</td>
<td>10/15/2014</td>
<td>USA</td>
<td>Issued</td>
</tr>
<tr>
<td>10,245,417</td>
<td>Devices for extending shelf life of liquid core catheters</td>
<td>10/02/2017</td>
<td>USA</td>
<td>Issued</td>
</tr>
<tr>
<td>10,322,266</td>
<td>Method and device for treatment of stenosis of arteriovenous fistula shunts</td>
<td>10/2/2017</td>
<td>USA</td>
<td>Issued</td>
</tr>
<tr>
<td>10,384,038</td>
<td>Method and device for treatment of stenosis of arteriovenous fistula shunts</td>
<td>10/2/2019</td>
<td>USA</td>
<td>Issued</td>
</tr>
</tbody>
</table>
# Executive Team and Board of Directors

## Executive Team

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Will McGuire (start 3/30/20)</td>
<td>Chief Executive Officer</td>
</tr>
<tr>
<td>Andrew Jackson</td>
<td>Chief Financial Officer</td>
</tr>
<tr>
<td>Jeffrey Kraws</td>
<td>President</td>
</tr>
<tr>
<td>Dan Horwood</td>
<td>General Counsel and Secretary</td>
</tr>
</tbody>
</table>

## Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Martin Colombatto</td>
<td>Chairman. Former VP and General Manager of Broadcom</td>
</tr>
<tr>
<td>Maurice Buchbinder, MD</td>
<td>Interventional Cardiologist Master of Surgery from McGill University</td>
</tr>
<tr>
<td>William Enquist</td>
<td>Former President of Global Endoscopy of Stryker</td>
</tr>
<tr>
<td>Will McGuire (start 3/30/20)</td>
<td>Chief Executive Officer, Ra Medical Former CEO Second Sight, former executive at Covidien, AtheroMed, Spectranetics.</td>
</tr>
<tr>
<td>Richard Mejia</td>
<td>Former Partner of Ernst &amp; Young</td>
</tr>
<tr>
<td>Mark Saad</td>
<td>Partner and COO of Alethea Capital Management LLC, Former CFO of Cytori Therapeutics and former executive director of UBS Investment Bank</td>
</tr>
</tbody>
</table>
Financial Overview
Business Model

Laser Module

DABRA™ Catheter Consumable

Capital Placement and Sale

Recurring Revenue

Practical, easy to use equipment, anticipated recurring revenue single-use catheter solution
## Results of Operations

### ($ in thousands)

<table>
<thead>
<tr>
<th></th>
<th>Dec. 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Vascular Net Revenue</strong></td>
<td>$1,275</td>
</tr>
<tr>
<td><strong>Dermatology Net Revenue</strong></td>
<td>$5,924</td>
</tr>
<tr>
<td><strong>Total Net Revenue</strong></td>
<td>$7,199</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>$(1,651)</td>
</tr>
<tr>
<td><strong>Operating Expenses:</strong></td>
<td></td>
</tr>
<tr>
<td>Selling, General and Administrative (Incl. $1.1M and $20.4M stock comp exp.)</td>
<td>$51,549</td>
</tr>
<tr>
<td>Research and Development (Incl. $0.1M and $1.5M stock comp exp.)</td>
<td>$4,530</td>
</tr>
<tr>
<td><strong>Total Operating Expenses</strong></td>
<td>$56,079</td>
</tr>
<tr>
<td><strong>Loss from Operations</strong></td>
<td>$(57,730)</td>
</tr>
<tr>
<td>**Adjusted EBITDA * **</td>
<td>$(32,437)</td>
</tr>
</tbody>
</table>

* Earnings before interest, taxes, depreciation & amortization and stock-compensation expense
## Financial Position

<table>
<thead>
<tr>
<th>($ in thousands)</th>
<th>As of Dec. 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents and Short Term Investments</td>
<td>$30,577</td>
</tr>
<tr>
<td>Working Capital(^1)</td>
<td>$29,186</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$44,081</strong></td>
</tr>
<tr>
<td>Equipment Financing</td>
<td>$558</td>
</tr>
<tr>
<td>Accumulated Deficit</td>
<td>$(117,157)</td>
</tr>
<tr>
<td><strong>Total Stockholders’ Equity</strong></td>
<td><strong>$33,150</strong></td>
</tr>
</tbody>
</table>

1) We define working capital as current assets less current liabilities
Milestones

• 3Q18 – IPO
• 1Q19 – Started Registry to study the benefit and safety profile of DABRA over a two-year term
• 2Q19 – Hired VP Quality, Regulatory and Clinical Affairs
• 3Q19 – Launched Pharos, Optimized
• 3Q19 – Received FDA approval for IDE to initiate atherectomy clinical trial
• 1Q20 – Enrolled first patient in clinical trial with DABRA for atherectomy
• 1Q20 – Enhanced and next generation products design, including potential over-the-wire offering for DABRA
• 1Q20 – Hired Dr. Chris Folk as VP Engineering
• 1Q20 – Hired Will McGuire as CEO
• Engage partners to expand markets, both geographical and product offerings
Highlights

- Novel Therapeutic Solution with Positive Clinical Study Results
- Existing US Reimbursement Structure
- Time Efficient and Easy-to-Use Solution
- Cost Benefits to Outpatient-Based Catheterization Laboratories
- $1.1B Targeted Global Annual TAM; >17M PAD Sufferers in the US
- Single-Use Catheters
- Highly Experienced Leadership