



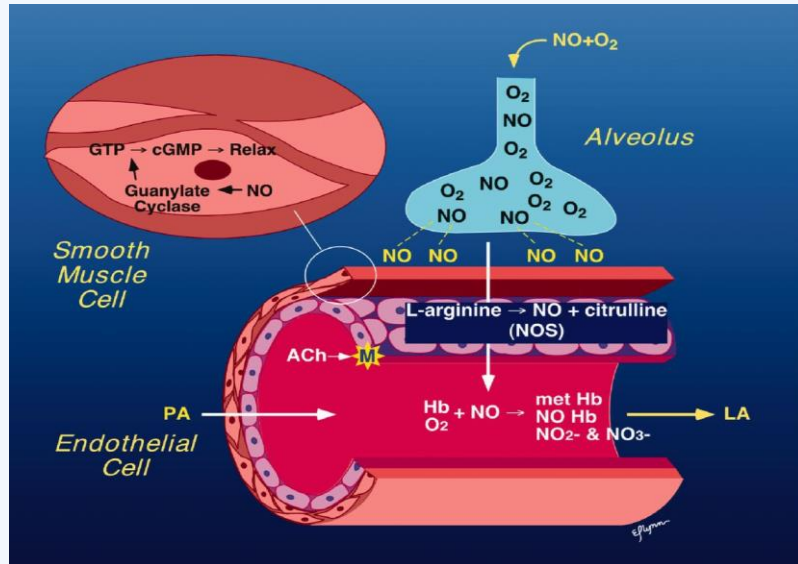
# Persistent pulmonary hypertension of the newborn (PPHN)

*LungFit™ has significant advantages over cylinders*



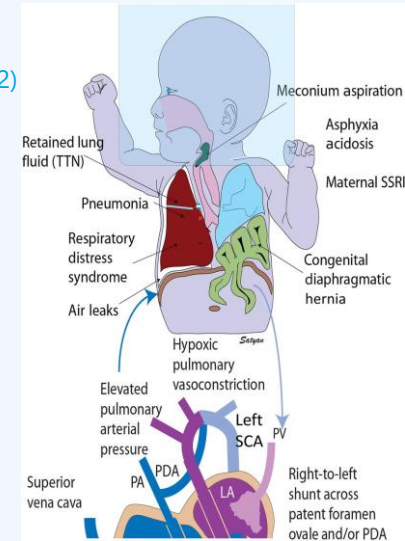
# Nitric Oxide for PPHN and Cardiac Surgery

Inhaled NO (iNO) causes smooth muscle relaxation, increasing blood flow to the lungs and decreasing right ventricular workload<sup>(1)</sup>



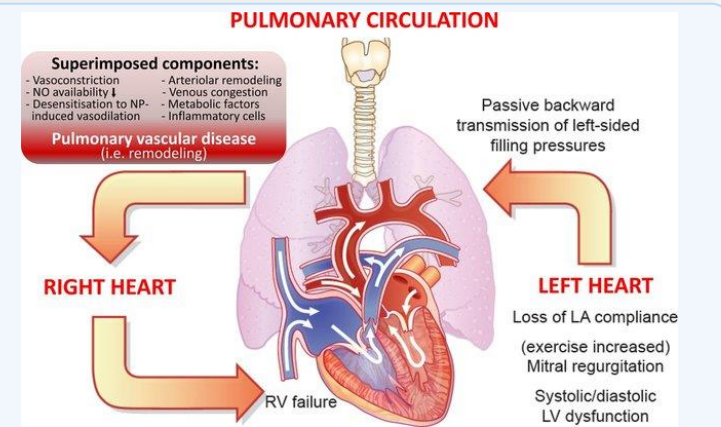
PPHN – Persistent Pulmonary Hypertension of the Neonate<sup>(2)</sup>

iNO reversal of pulmonary hypertension decreases Right-to-Left shunt through PDA and PFO, dramatically improving oxygenation



Perioperative Cardiac Surgery<sup>(3)</sup>

iNO reversal of pulmonary hypertension reduces RV workload and improves cardiac output pre- and post-cardiac surgery



# Current Nitric Oxide Market Dynamics

Established as standard of care for >20 years for treating pulmonary hypertension in the hospital setting

## Approved globally for decades

- Approved in the U.S. by the FDA in 1999 for PPHN
- Approved in the EU in 2001 for PPHN and subsequently cardiac surgery

## US market dynamics

- Cylinder systems have dominated since 1999
- 2<sup>nd</sup> player didn't enter the U.S. market until Q4 2019
- ~8% CAGR 2014-2019<sup>(1)</sup>
- >\$500M revenue market<sup>(1)</sup>
- ~800 hospitals use NO<sup>(1)</sup>
- Potential US label expansion to include cardiovascular patients

## International market dynamics

- Multiple players
- Significant opportunity for expansion with a generator-based system

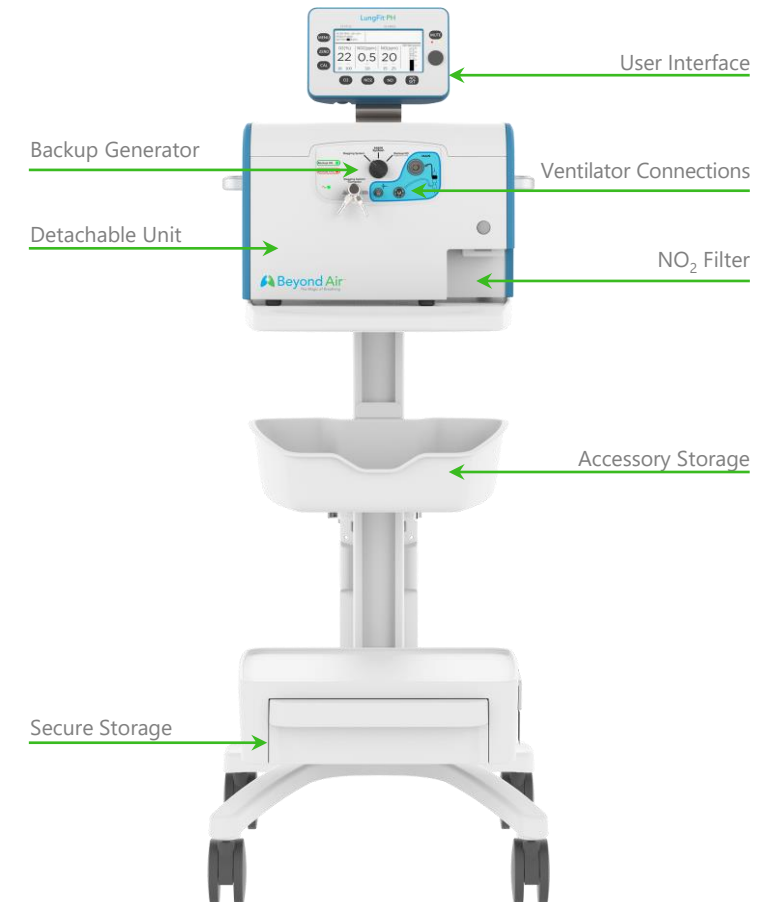
# Significant Advantages in the Hospital – Pulmonary Hypertension

Current SOC uses large, bulky, and heavy cylinders



	Cylinder System	LungFit™ PH	LungFit™ PH On Cart
Height	~60"	15"	60"
Width	~20"	18"	24"
Depth	~21"	14"	28"
Weight	175 lbs	32 lbs	65 lbs

LungFit™ PH generates NO from ambient air



## Simple, safe, and practical

- Ventilator compatible

## Easy to Use:

- Filter timer – signals when to change
- Simple, intuitive, and familiar user interface
- Convenient for all staff
- Alarms monitor performance
- Use with any electrical outlet 110/220V

## Portable:

- Use with lightweight cart
- Detachable if desired – only 32 lbs.
- Ample accessory storage

## Built in back-up system

- No danger of sudden NO flow disruption
- Simple switch to flip to backup NO source
  - Keep ventilator or utilize “bagger”



# Beyond Air Smart Filter vs. Cylinder

Consummate “razor blade” financial model for NO Delivery

45 pounds



**Proprietary smart filter removes toxic nitrogen dioxide (NO<sub>2</sub>) gas**

**Filters are a fraction of the cylinder size**

- No disposal requirements
- Easy to store, handle, and manage inventory

**Smart filter RFID chip**

- Measures time until filter change required
- Recognition – LungFit™ will not function without smart filter
  - Razor blade model
  - Safety – prevents NO<sub>2</sub> toxicity
  - Encryption prevents counterfeits
- Filter programs the system
  - Sets concentration and flow rate (not true for LungFit™ PH)

**Smart Filter ensures hospitals are only charged for what they use**

- Favorable economics for institutions

2.5 oz



# LungFit™ PH has Significant Advantages for Hospitals



Improved operating economics for the hospital



No burdensome inventory and storage requirements



NO supplied as a non-hypoxic gas mixture



No purging procedures or additional safety measures due to nitrogen dioxide (NO<sub>2</sub>) buildup



No significant capital investment required for hospitals new to NO



Reduced training burden



Greatly reduced risk for pregnant staff members



Reduced risk of NO<sub>2</sub> exposure



XAIR does not have any expenses associated with a manufacturing facility for nitric oxide



XAIR does not have any expenses associated with logistics related to nitric oxide cylinders

# LungFit™ PH 2Q21 US Launch Anticipated

## Beyond Air is prepared to launch in the United States

### Key launch elements in place

- Commercial scale manufacturing in place for both the LungFit™ PH and Smart Filter
- Accessory kit complete
- Calibration gas supply secured
- Commercial leadership, quality systems, global supply chain, service center, etc. in place
- Multiple respiratory therapists (RTs) on staff for training

### Market environment

- Market leader had a monopoly for 20 years with 2 new players entering in the last 12 months
  - New players have similar disadvantages versus LungFit™ PH
  - Increased competition has led to price decline
- Contracts are being extended by up to 3 years as the market leader moves to defend share
- Opportunity to help hospitals with a historically very expensive and very difficult to use product
- LungFit™ PH significant advantages will be showcased in a phased launch

### Ex-US plans

- CE Mark anticipated in 2H21 with a launch via partnership expected in 2022
- ROW launches to begin in 2021 via partnership