



Ra Medical Systems, Inc.

NYSE: RMED

Corporate Presentation

September 2020



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Highlights



* IDE trial for atherectomy indication in process



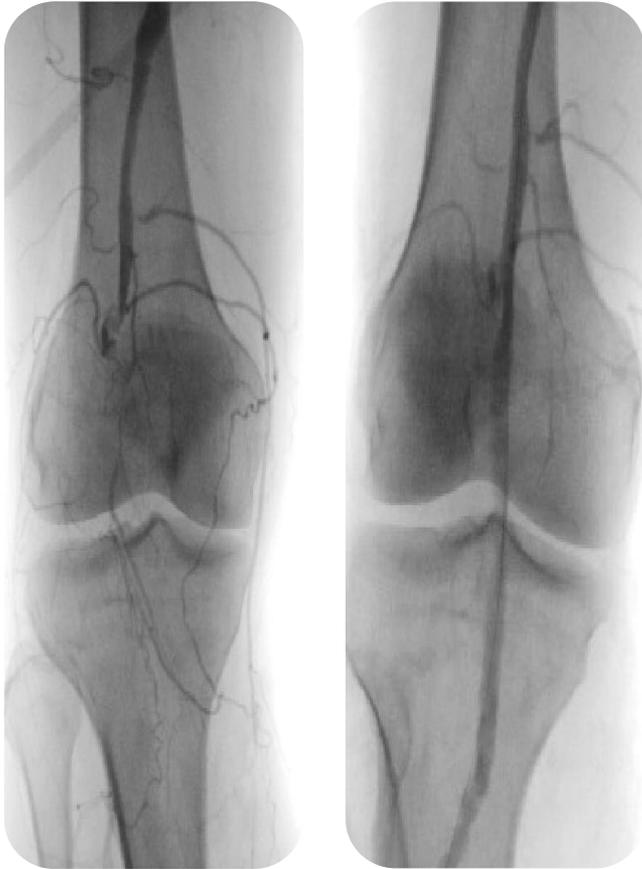
Ra Medical Technology

- **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





Peripheral Artery Disease



Only 20 to 30% of peripheral artery disease patients are actively being treated

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

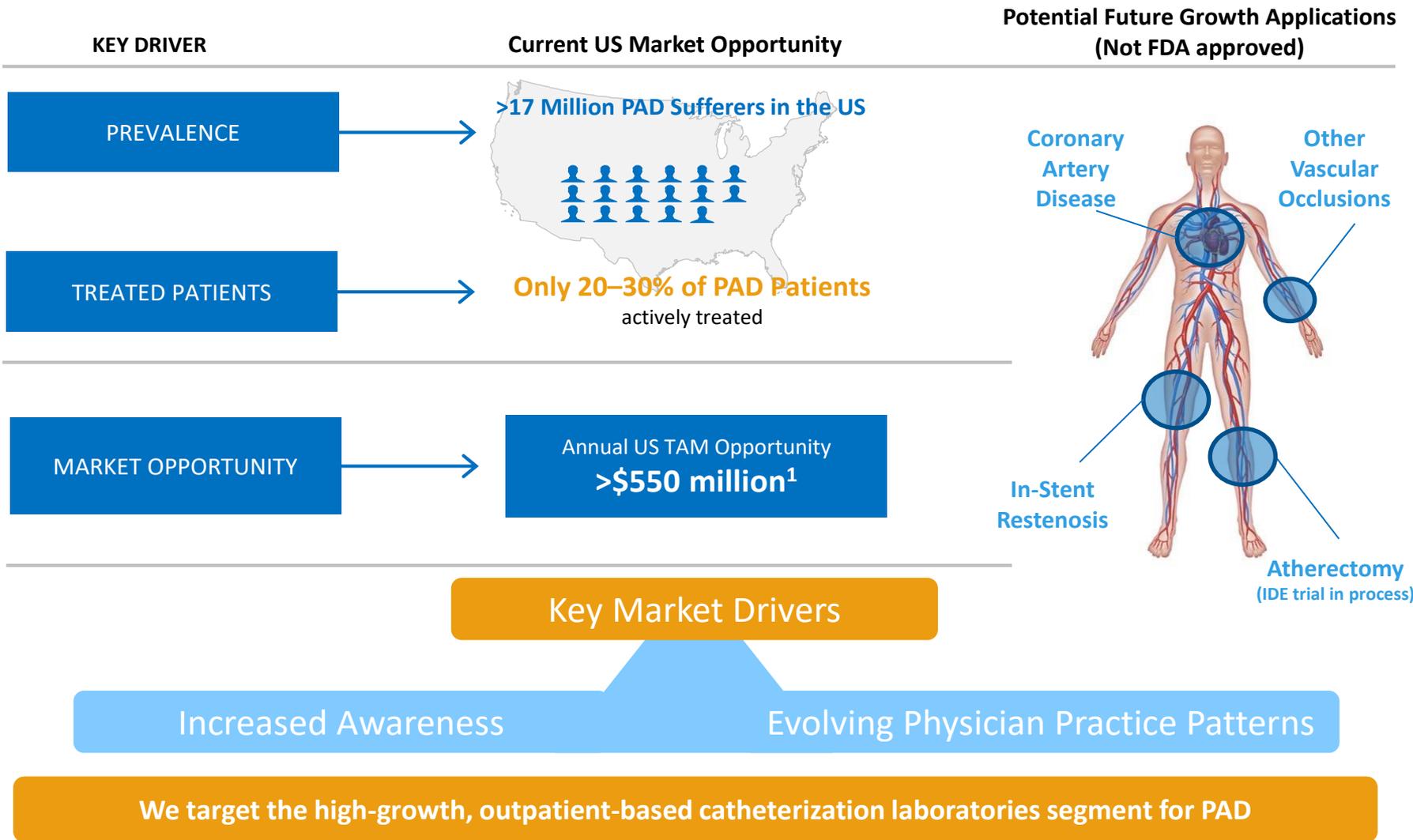
- Up to 200,000 amputations performed annually in the US as a result of PAD

Patient Care

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



Large US Addressable Market Opportunity



1) For U.S. PAD atherectomy, based on third-party research



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

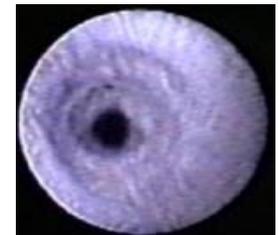
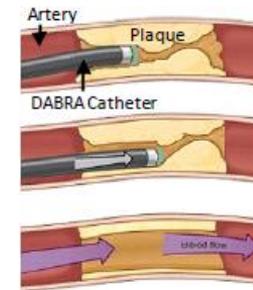
Mechanism of Action

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

Plaque Removal Process

Crosses through totally occluded lesions

Improves blood flow



Before

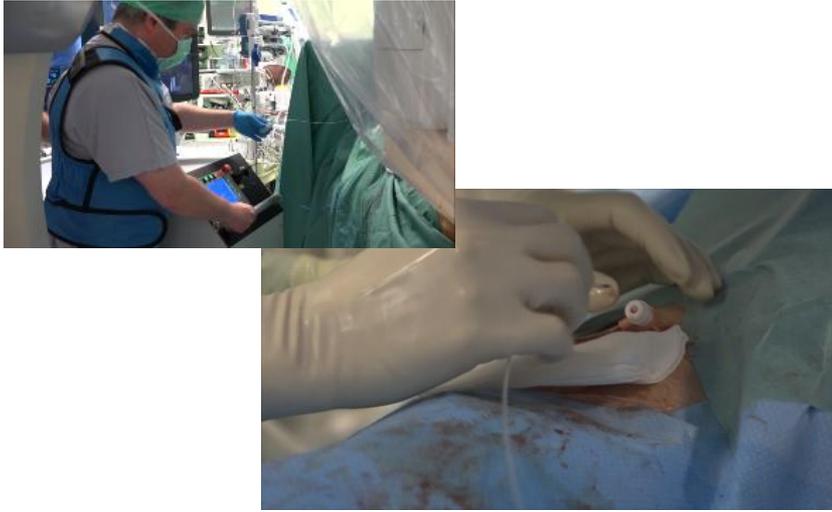
After



Photoablation light energy breaks molecular bonds of atherosclerotic plaque



DABRA Advantages



Clearance and Reimbursement

- US FDA 510(k) clearance for crossing CTOs and ablating a channel in occlusive peripheral vascular disease
- US FDA IDE study underway to obtain an atherectomy indication
- CE Mark for laser atherectomy
- Established reimbursement for Office-Based Labs (OBLs) performing atherectomy procedures (IDE trial in process for U.S. atherectomy label)

Versatile Therapy

- Can cross and de-bulk wide variety of plaque
 - Soft thrombus to calcified plaque
- Tool used by physicians to treat 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

Cost Effective and Time Efficient

- Programs available without need for capital equipment purchase
- Low catheter cost
- Average of approximately 2.5 minutes of lasing time per procedure
- Intuitive interface



Clinically Demonstrated Solutions

Pivotal Study¹

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

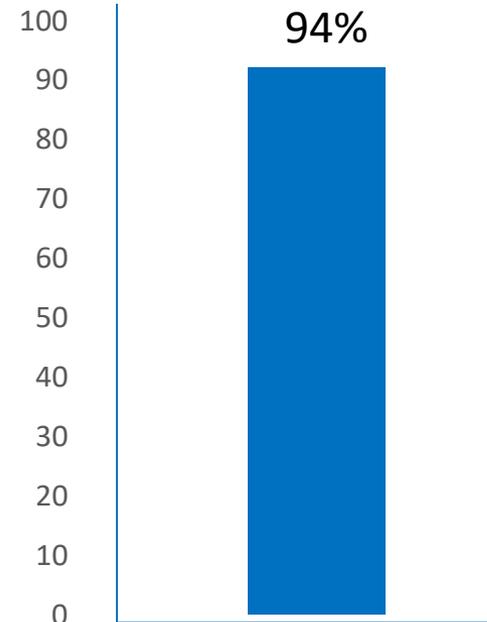
Primary Efficacy Endpoint:

- Successful crossing of target lesion based on angiographic analysis at time of procedure

Safety Record

- 0% reported device-related serious adverse events² (SAE), observed in our 2017 pivotal study

DABRA Effectiveness (pivotal study)

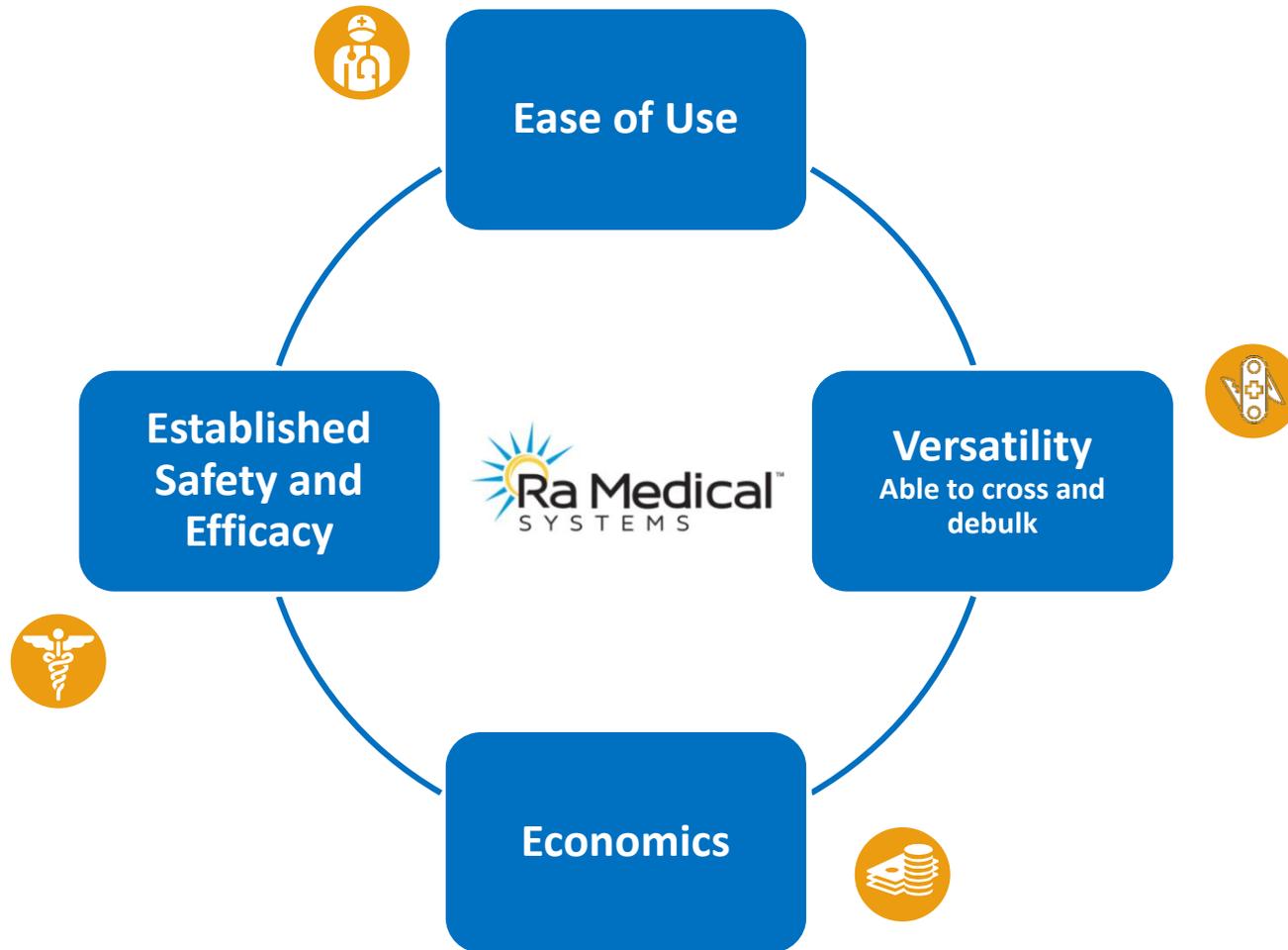


1. The pivotal study formed the basis of our May 24, 2017 510(k) clearance.

2. For information on how we defined device-related SAEs for purposes of our pivotal study, see <https://clinicaltrials.gov/ct2/show/study/NCT02653456>



DABRA Will Target Office-Based Labs



We believe our solution expands provider economics



Engineering Efforts Focused on Three Initiatives to Improve DABRA's Performance

Extend shelf life

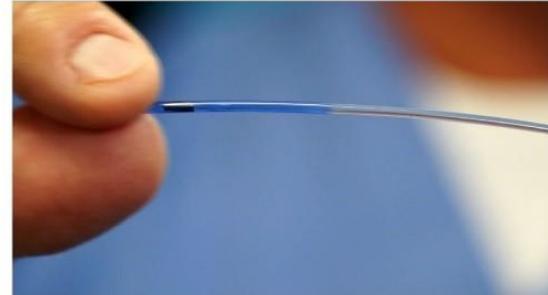
- 6 months minimum with target 12 months or greater

Improve deliverability

- Develop a catheter with an enhanced outer-jacket to allow physicians to better access difficult anatomy

Develop guidewire compatible platform

- Project outsourced to an experienced engineering firm to develop a version of the DABRA catheter that is compatible with standard interventional guidewires





An FDA-Approved IDE Atherectomy Indication Study is Underway

Study size:

- Up to 10 sites, 100 patients

Primary efficacy endpoint:

- Mean reduction in percent diameter stenosis in each subject's primary lesion as measured by angiography following treatment with the DABRA Laser System and before any other treatment. [The mean difference in percent diameter stenosis, post-procedure, is $> 20\%$]



Primary safety endpoint:

- The incidence of 30-day Major Adverse Events (MAEs) as adjudicated by the Clinical Events Committee (CEC) :
 - All-cause mortality,
 - Unplanned major target limb amputation (at or above the ankle),
 - and/or Clinically driven target limb revascularization (CD-TLR).[The incidence of MAEs at 30-Days is $< 20\%$]

Status:

- 5 sites cleared to enroll, 3 subjects treated as of September 10, 2020



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
 - ~\$135 billion annually in direct, indirect, quality of life and comorbidity health care 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



Laser Assembly

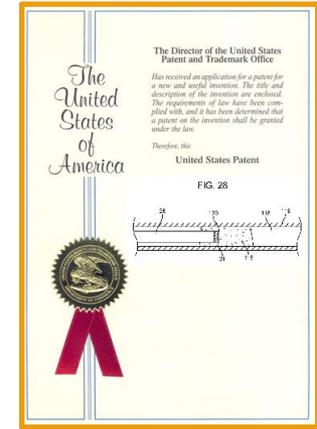


Controlled Environments



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 September 10, 2020 include:
6 US / 2 International



Patent/File No.	Title	Filing Date	Country	Status
9,700,655	Small flexible liquid core catheter for laser ablation in body lumens and methods for use	10/12/2012	USA	Issued
ZL201280061080.0	Small flexible liquid core catheter for laser ablation in body lumens and methods for use	10/12/2012	China	Issued
2765944	Small flexible liquid core catheter for laser ablation in body lumens and methods for use	10/12/2012	Europe	Issued
9,962,527	Methods and devices for treatment of stenosis of arteriovenous fistula shunts	10/15/2014	USA	Issued
10,245,417	Devices for extending shelf life of liquid core catheters	10/02/2017	USA	Issued
10,322,266	Method and device for treatment of stenosis of arteriovenous fistula shunts	10/2/2017	USA	Issued
10,384,038	Method and device for treatment of stenosis of arteriovenous fistula shunts	10/2/2019	USA	Issued
10,555,772	Laser ablation catheters having expanded distal tip window for efficient tissue ablation	11/22/2016	USA	Issued



Executive Team

Will McGuire

Chief Executive Officer

25 years med-tech experience, including COO of Spectranetics which was acquired by Philips for >\$2 billion and CEO of Atheromed, a venture capital-backed peripheral atherectomy company. Also held senior roles at Volcano Corporation, Covidien, and Guidant Corporation. Most recently CEO of publicly-traded Second Sight Medical Products. MBA

Andrew Jackson

Chief Financial Officer

25 years finance experience. CFO and senior finance roles with several public and private companies in the life science industry, including med-tech sector and two vascular-focused companies (Celladon Corporation and REVA Medical). MBA and CPA (inactive)

Jeffrey Kraws

President

30 years Wall Street experience, including managing director and senior pharmaceutical analyst at First Union Securities, senior pharmaceutical analyst at BT Alex Brown & Sons, and serving in the treasury group at Bristol-Myers-Squibb Company. Currently on several public company boards. MBA

Dan Horwood

General Counsel and Secretary

20 years legal experience, including counsel at Wilson Sonsini Goodrich & Rosati, senior legal counsel at Groupon and six years at the SEC in the Division of Corporate Finance.



Financial Overview



Results of Operations

	Six Months Ended	Year Ended
	June 30, 2020	Dec. 31, 2019
<i>(\$ in thousands)</i>		
Vascular Net Revenue	\$191	\$1,275
Dermatology Net Revenue	\$2,083	\$5,924
Total Net Revenue	\$2,274	\$7,199
Gross Profit (Loss)	\$(477)	\$(1,651)
Operating Expenses:		
Selling, General and Administrative (Incl. \$1.7M and \$20.4M stock comp exp.)	\$14,181	\$51,549
Research and Development (Incl. \$0.2M and \$1.5M stock comp exp.)	\$3,248	\$4,530
Total Operating Expenses	\$17,429	\$56,079
Loss from Operations	\$(17,906)	\$(57,730)
Net Loss	\$(17,822)	\$(56,957)
Adjusted EBITDA *	\$14,612	\$(32,437)

* Adjusted EBITDA is a non-GAAP measure and is calculated as net profit (loss) excluding interest income (expense), income tax expense and certain recurring, non-cash charges such as depreciation and amortization of long-lived assets as well as stock-based compensation expenses. See appendix for reconciliation to the most directly comparable GAAP measure.



Financial Position

<i>(\$ in thousands)</i>	As of June 30, 2020	As of Dec. 31, 2019
Cash and Cash Equivalents and Short Term Investments ¹	\$29,380	\$30,577
Working Capital ²	\$25,475	\$29,186
Total Assets	\$40,691	\$44,081
Equipment Financing	\$413	\$558
Accumulated Deficit	\$(134,979)	\$(117,157)
Total Stockholders' Equity	\$26,984	\$33,150

- 1) In August 2020, we completed a public offerings raising net proceeds of approximately \$10.6 million
- 2) We define working capital as current assets minus current liabilities



Highlights

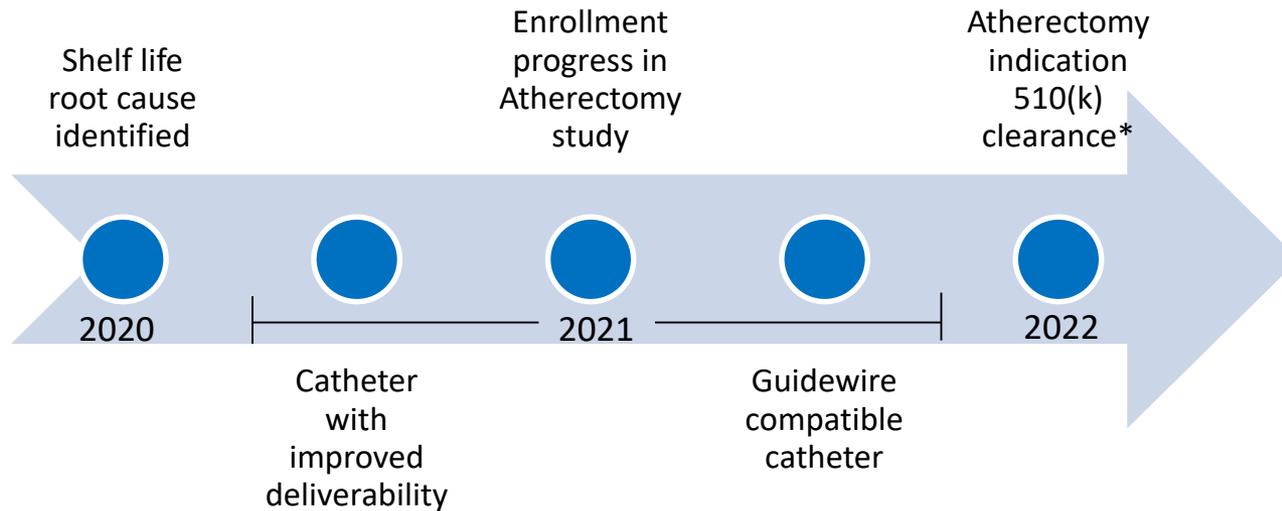
- Excimer laser platform with FDA-approved applications addressing Peripheral Artery Disease (PAD) and Dermatology markets
- DABRA technology to target atherectomy segment of PAD market*; US market > \$550 million
- DABRA strategy focused on (1) multiple engineering projects to improve performance and (2) FDA-approved clinical study to obtain an atherectomy indication
- PHAROS technology treats chronic skin diseases such as psoriasis, vitiligo, atopic dermatitis and leukoderma. Skin conditions affect ~125 million worldwide.
- Focused on developing Pharos growth strategy to build on ~\$5-6 million annual revenue rate
- Both platforms have established reimbursement in US with favorable economics for physician offices
- Experienced leadership team with significantly strengthened Engineering, Clinical and Quality Assurance teams



* IDE trial for atherectomy indication in process



Key Vascular Milestones



* Timing of study enrollment uncertain due to unpredictable ongoing impact of COVID-19



Appendix



Reconciliation of Net loss to Adjusted EBITDA

(\$ in thousands)	Six Months Ended June 30, 2020	Year Ended Dec. 31, 2019
Statement of Operations Data:		
Net loss	\$(17,822)	\$(56,957)
Depreciation and amortization	\$1,214	\$1,750
Interest income	\$(124)	\$(1,038)
Interest expense	\$40	\$250
Income tax expense	-	\$15
EBITDA	\$(16,692)	\$(55,980)
Stock-based compensation	\$2,080	\$23,543
Adjusted EBITDA	\$(14,612)	\$(32,437)



Board of Directors

Martin Colombatto

Chairman. Former VP and General Manager of Broadcom

Maurice Buchbinder, MD

Interventional Cardiologist
Master of Surgery from McGill University

William Enquist

Former President of Global Endoscopy of Stryker

Will McGuire

Chief Executive Officer, Ra Medical
Former CEO Second Sight, former executive at Covidien, AtheroMed, Spectranetics

Richard Mejia

Former Partner of Ernst & Young

Mark Saad

Partner and COO of Alethea Capital Management LLC, Former CFO of Cytori Therapeutics and former executive director of UBS Investment Bank

Joan Stafslie

Former General Counsel of NuVasive and CareFusion