

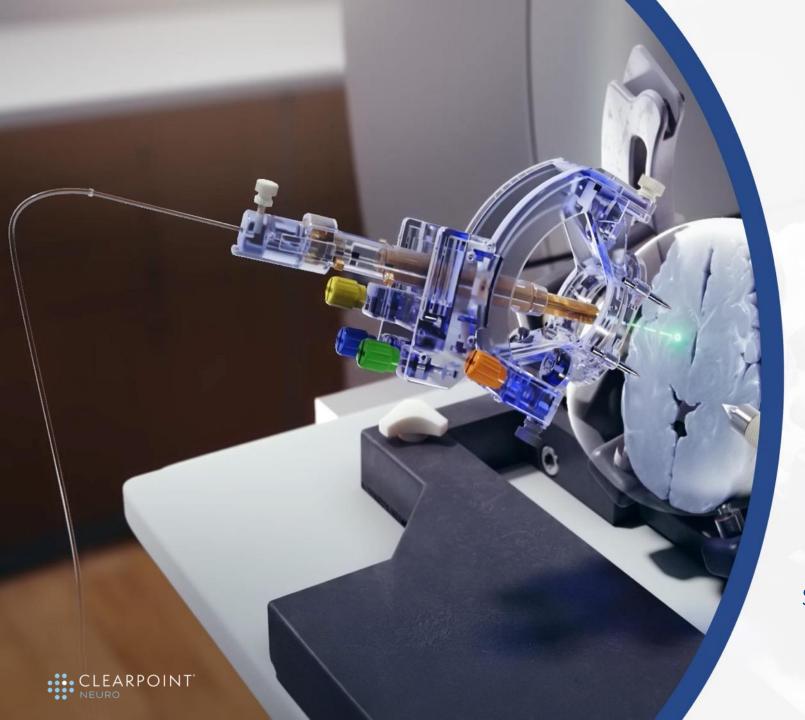
# WHEN YOUR PATH IS UNCLEAR, WE POINT THE WAY.

Nasdaq: CLPT

March 2024

This presentation and discussion contain forward-looking statements within the context of the federal securities laws, including the Company's expectation for revenues, gross margin, the adequacy of cash and cash equivalent balances to support operations and meet future obligations, the future market of its products and services, and other performance and results. These forward looking statements are based on management's current expectations and are subject to the risks inherent in the business, which may cause the Company's actual results to differ materially from those expressed in or implied by forward-looking statements. Particular uncertainties and risks include those relating to: global and political instability, supply chain disruptions, labor shortages, and macroeconomic and inflationary conditions; future revenue from sales of the Company's products and services; the Company's ability to market, commercialize and achieve broader market acceptance for new products and services offered by the Company; the ability of our biologics and drug delivery partners to achieve commercial success, including their use of the Company's products and services in their delivery of therapies; the Company's expectations, projections and estimates regarding expenses, future revenue, capital requirements, and the availability of and the need for additional financing; the Company's ability to obtain additional funding to support its research and development programs; the ability of the Company to manage the growth of its business; the Company's ability to attract and retain its key employees; and risks inherent in the research, development, and regulatory approval of new products. More detailed information on these and additional factors that could affect the Company's actual results are described in the "Risk Factors" section of the Company's Annual Report on Form 10-K for the year ended December 31, 2022, and the Company's Quarterly Report on Form 10-Q for the three months ended September 30, 2023, both of which have been filed with the Securities and Exchange Commission, and the Company's Annual Report on Form 10-K for the year ended December 31, 2023, which the Company intends to file with the Securities and Exchange Commission on or before March 31, 2024. The Company does not assume any obligation to update these forward-looking statements.





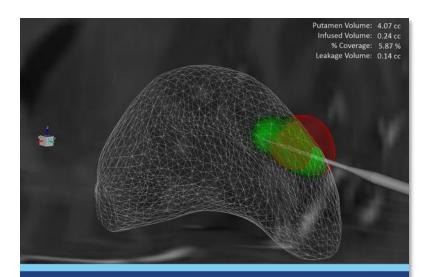


We Are a Device, Cell and Gene Therapy-Enabling Company, Offering Precise Navigation to the Brain and Spine

We Uniquely Provide Both Established Clinical Products as well as Pre-Clinical Development Services for Controlled Drug and Device Delivery

## CLEARPOINT®

## A Precision Navigation Company Supporting...



#### 50+ Biotech & Pharma Partners:

- Drug Navigation, Combination-Infusion Devices, A.I. Monitoring Solutions
- Established Quality System and Custom Device Development
- Translational Pre-Clinical, Clinical Trial & Regulatory Services



#### 100+ Global Neurosurgeons:

- Expanding Navigation Systems for both the MRI & Operating Room
- An FDA Cleared Second-Generation Laser Therapy System
- 20+ Global Specialists Providing On-Site Training & Quality Control



#### Built On a Strong Foundation:

- 20,000 sq. ft. Manufacturing, R&D Lab
- Regulatory Approvals (FDA, CE, more)
- Established, Audited Quality System
- More than 100 Issued Patents\*
- 10 Years of Revenue, 7,000+ Procedures

A \$12B+ TAM Diversified Across 35+ Indications and 50+ Partners

## The ClearPoint® Neuro Navigation System

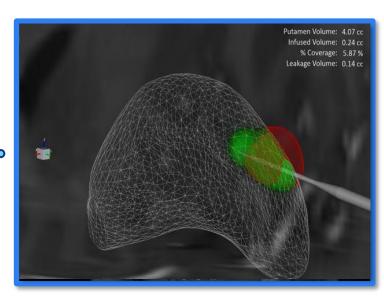
Leverage live MR Imaging to Decide, Guide, and Confirm with sub-millimetric accuracy



Pre-Plan Trajectory and Decide Entry Point



Automatically *Guide*Precision Adjustments Prior to
Insertion



Confirm Quality of Delivery Into Permanent Record



## The ClearPoint® Neuro Navigation System: 10+ Years of Experience

#### **Capital Hardware and Software**

**ClearPoint Neuro Navigation** Software v.2.2



ClearPoint

v.1.2



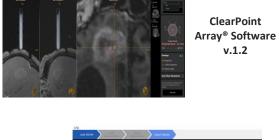
Inflexion® Head **Fixation Frame** 



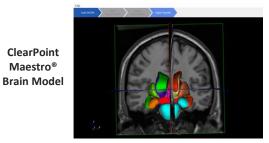


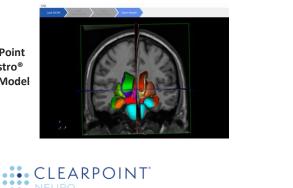




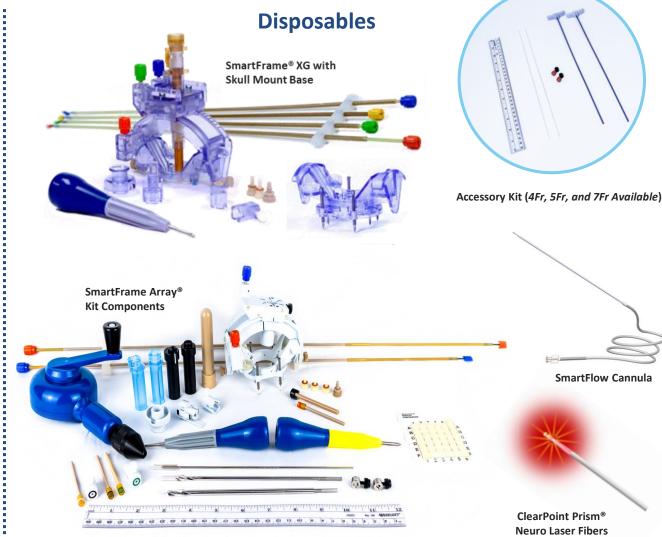


ClearPoint Maestro®









## A Strong Foundation

### **Key Products: ►DA C €** Marked Platforms

**HEADQUARTERS** 

Solana Beach, CA

2024 REVENUE GUIDANCE

\$28 m - \$32 m<sup>(A)</sup>

**PATENTS ISSUED** 

100+<sup>(C)</sup>

**EMPLOYEES** 

100+

**MANUFACTURING** 

Carlsbad, CA

**CASH & CASH EQUIVALENTS** 

\$23.1 m<sup>(B)</sup>

**GROSS MARGIN** 

57%<sup>(D)</sup>

**QUALITY SYSTEM** 

MD-SAP

- (A) Estimated and subject to revision
- (B) For the quarter ended December 31, 2023
- (C) Including owned and licensed patents
- (D) For the Trailing Twelve Months (TTM)





**Revenue Guidance** 

## A Strong Foundation

- 1,500 sq. ft Class 8 Clean Room with Expansion Capability
- 1,300 sq. ft Dedicated R&D Lab Space
- ISO 13485/MDSAP/EU MDR Certified Quality System
- Successful Audit Outcomes from Global Regulatory Bodies and Pharma
- Training Facility with over 100 Surgeons and Pharma Scientist Visitors





## 75+ Global Centers

**Banner Health Tucson Baptist Medical Center Jacksonville Barnes-Jewish Hospital Benioff Children's Hospital Beth Israel Deaconess Boston Children's Hospital Brigham & Women's Hospital Carilion Clinic** Children's Hospital of Alabama Children's Hospital of Philadelphia Children's Mercy Hospital **Children's National Hospital CHOA Scottish Rite** Cincinnati Children's Hospital Cincinnati Jewish Hospital Cook Children's Hospital **Dallas Presbyterian Hospital** Dartmouth-Hitchcock **Duke University Emory University Froedtert Hospital Hackensack University Medical Center Henry Ford Health Hospital of University Pennsylvania Houston Methodist Hospital INOVA Fairfax** JFK University Medical Center **Johns Hopkins University** Kaleida Health **Kettering Health Loma Linda University Health** Lucile Packard Children's Hospital

**Massachusetts General Hospital** Mayo Clinic in Arizona Mayo Clinic in Florida **MD Anderson Cancer Center MedStar Georgetown University Hospital Memorial Sloan-Kettering Cancer Center Methodist Hospital San Antonio** Mt. Sinai West Nationwide Children's **Northwestern Central DuPage** Oschner Medical Center **Ohio State University Riverside Methodist Hospital** San Francisco VA Stanford University **Tampa General Hospital** 

**Texas Children's Hospital** University of California San Diego University of California San Francisco **University of Alabama at Birmingham University of Colorado University of Kansas Medical Center** University of Michigan **University of Minnesota** University of Oklahoma Medical Center **University of Utah** University of Virginia **University of Wisconsin USC Keck Hospital UT Southwestern Medical Center Weill Cornell Medicine Yale University** 

Hôpital Fondation Rothschild (Paris, France) Hospital Israelita Albert Einstein (São Paulo, Brazil) Hospital Santa Joana (Recife, Brazil) Mazowiecki Szpital Bródnowski (Warsaw, Poland) Policlinico Umberto I (Rome, Italy) Rigshospitalet (Copenhagen, Denmark) Sahlgrenska Universitetssjukhuset (Gothenburg, Sweden) Skånes Universitetssjukhus Lund (Lund, Sweden) TIDU GENOV - Institut du Cerveau (Paris, France) Universitätsklinikum Düsseldorf (Düsseldorf, Germany) Universitätsklinikum Freiburg (Freiburg, Germany) **University Hospital of Wales (Cardiff, UK)** Charles River Labs (Laval, Canada)

Fondazione I.R.C.C.S. Istituto Neurologico Carlo Besta (Milan, Italy)

Charles River Labs (Lyon, France) Charles River Labs (Mattawan, Canada) **Prisys Biotechnologies** (Shanahai, China)

**Great Ormond Street Hospital (London, UK)** 

100+ Centers





## The ClearPoint Platform has been used in over 7,000 procedures







earPoint Navigation is Compatible with all Major

Diagnostic <u>and</u> Intraoperative MRI Scanners

Healthineers ClearPoint Navigation is Compatible with all Major









## ~\$12B+ Opportunity: Empowering Multiple Treatment Options for 35+ Indications\*

	Indication	Patient Population	Annual Incidence	Pillar 1: Drug/Cell Delivery	Pillar 2: DBS & BCI	Pillar 3: Laser Therapy	Incremental Revenue from Annual Incidence
	Parkinson's Disease	1,000,000¹	60,000¹	00			\$270 M - \$1.35 B
	Drug Resistant Epilepsy	1,000,0002	11,000³	00			\$49.5 M - \$198 M
	Refractory Essential Tremor	3,500,0004	60,0005			$\bigcirc$	\$180 M - \$1.08 B
O Z	Brain Tumors (n=3) <sup>6</sup>	35,000 <sup>7,8</sup>	13,300 <sup>7,8</sup>	00			\$33.3 M - \$300 M
O E	Severe Obsessive-Compulsive Disorder	r 500,000 <sup>9,10</sup>	10,0009,10				\$45 M - \$75 M
UNCH SEQ	Dystonia	250,000 <sup>11</sup>	8,00012				\$36 M - \$60 M
	Rare Genetic/Lysosomal (n=7) <sup>13</sup>	36,500 <sup>14-18</sup>	3,000 <sup>14,19,20</sup>				\$13.5 M - \$67.5 M
	Paralysis / Spinal Cord (n=15) <sup>21,22</sup>	331,000 <sup>22-24</sup>	17,900 <sup>23</sup>	00	$\circ$		\$80.6 M - \$403 M
D LA	Huntington's Disease	30,000 <sup>25</sup>	4,000 <sup>25</sup>	00	$\bigcirc$		\$18 M - \$90 M
H H	Alzheimer's Disease	6,000,000 <sup>26</sup>	500,000 <sup>26</sup>	00	0		\$1.5 B - \$11.3 B
ESTIMA	Severe Major Depressive Disorder	1,000,00010	20,000 <sup>10,27</sup>		$\bigcirc$		\$90 M - \$150 M
	Stroke Rehabilitation	2,000,000 <sup>28</sup>	610,000 <sup>28</sup>		$\circ$		\$1.83 B - \$5.49 B
	Frontotemporal Dementia	60,000 <sup>29</sup>	12,000 <sup>29</sup>	$\bigcirc$			\$54 M – \$270 M
							\$4.2 B - \$20.8 B



Active clini	cal trial
Active clini	cal trial

#### ClearPoint Neuro Market Opportunity – United States

#### Citations & Footnotes

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4 Pillar Growth Strategy by 2025

**Development Pipeline Over the Next Two Years** 

**ACHIEVE GLOBAL SCALE** 

Expand Global Footprint to 100+ Centers
Perform Procedures w/ Remote Clinical Support
Achieve 60%+ Margins & Operational Cashflow Breakeven

4

**NEW THERAPY DEVICES** 

Full Market Release for PRISM Neuro Laser
Integrate Tumor Segmentation Software
Activate Maestro Ablation Coverage & A.I. Predictive Modeling

3

**NEURO NAVIGATION FOR DBS** 

Expand into the Operating Room w/ ClearPoint OR
Show Compatibility with Existing Third-Party Navigation w/ SmartFrame OR
Launch Maestro CT, Non-Rigid Fusion, Area-of-Activation and DTI Harmony Software

s R R

**BIOLOGICS & DRUG DELIVERY** 

Expand Neuro Pre-Clinical CRO Services and Capacity Including GLP Capability
Expand Partnerships to Include Co-Development, Pass Through Sales, Drug Clinical Milestones & Royalty Based Agreements
Execute on Development Pipeline for Drug Infusion Monitoring/Modelling, Intracranial Cell Therapy and Spinal Routes of Administration

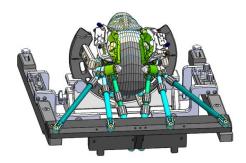
2024

2025



## New Product Growth Drivers Expected in 2024

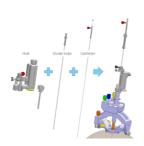
## 1 Biologics & Drug Delivery



**ClearPoint Orchestra™ Head Fixation Frame** 

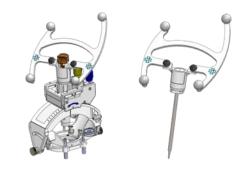


Spinal Infusion
Anchoring Devices

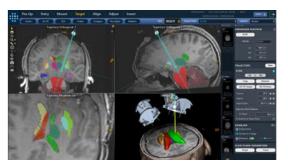


Radially Branching Cell therapy Devices

## Navigation for DBS



ClearPointer<sup>™</sup> and SmartFrame OR<sup>™</sup>



ClearPoint 2.2 Software w/ Embedded
ClearPoint Maestro®

## 3 Laser Therapy



PRISM 3.0 T & 1.5 T Compatible Systems (1.5 T Compatibility not yet FDA Cleared)



**Array 1.2 Parallel Trajectory Tumor Feature** 

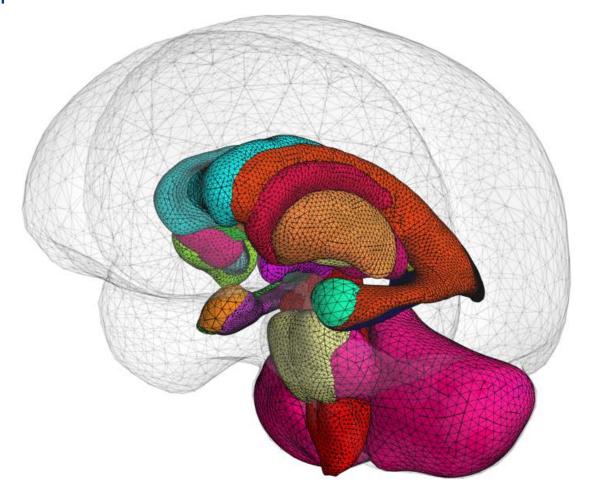


### A.I. Powered 'Maestro' Brain Model

- FDA Cleared, Shape Constrained, triangular mesh model enables point-based correspondence across multiple subjects
  - **Auto-Segmentation for Device Targeting**
  - Direct Navigation in Clinical Trials for Drug Delivery
  - Longitudinal Comparison for Pharma Trial follow-up

\*The ClearPoint Maestro® Brain Model is only available in the United States.

- **Platform Engine** for future navigation tools for Drug Delivery, DBS, BCI, Biopsy and Laser Therapy
- Expandable to CT Guidance in the Operating Room





## Executive Summary



#### **Unique platform technology**

with 10+ years of commercial experience enabling Precision MRI-Guided Therapies to restore quality of life for some of the most debilitating disorders



#### **Expandable Platform**

through advanced A.I. and machine learning software applications and strategic partnerships



#### **Total potential addressable market**

> \$12B for our products, pipeline and partnerships



#### Pipeline of new revenue streams

through the expansion into the Operating Room, Launch of our own PRISM Laser Therapy, Maestro Brain Model Deployment and addition of pre-clinical services and capacity including GLP



## Large, growing number of customer and partner sites

of 75+ leading Neurosurgery and research centers worldwide, on pace to be in 100+ by 2025



#### A growing and passionate team

of embedded scientists and specialists







