# MOTUS GI®

**Developing Breakthrough Solutions for Endoscopy**

| | |
|---|---|
| **NASDAQ:** | **MOTS** |
| **Share Price:*** | **$2.49** |
| **Market Cap:*** | **$71.5M** |
| **Shares Outstanding:** | **28.7M** |

*As of August 13, 2019

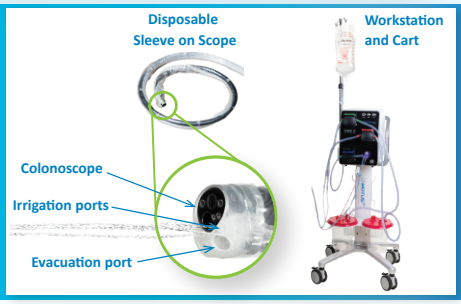
**www.motusgi.com**

***Motus GI® Holdings, Inc. (NASDAQ: MOTS)*** is a medical technology company, with subsidiaries in the U.S. and Israel, dedicated to improving clinical outcomes and enhancing the cost-efficiency of colonoscopy. The Company's flagship product is the Pure-Vu® System, a U.S. FDA cleared medical device indicated to help facilitate the cleaning of a poorly prepared colon during the colonoscopy procedure. The device integrates with standard and slim colonoscopes to enable safe and rapid cleansing during the procedure while preserving established procedural workflow and techniques. The first generation of the Pure-Vu® System has received CE mark approval in Europe and Motus GI intends to seek CE Mark approval for the second generation system. The Pure-Vu® System is currently being introduced on a pilot basis in the U.S. market, and the Company is planning to initiate a commercial launch focused on the U.S. hospital market in 2019. Challenges with bowel preparation for inpatient colonoscopy represent a significant area of unmet need that directly affects clinical outcomes and increases the cost of care in a market segment that comprises approximately 1.5 million annual procedures in the U.S. and approximately 4 million annual procedures worldwide. Motus GI believes the Pure-Vu® System may improve outcomes and lower costs for hospitals by reducing the time to successful colonoscopy, minimizing delayed and incomplete procedures, and improving the quality of an exam. In clinical studies to date, the Pure-Vu® System significantly increased the number of patients with an adequate cleansing level, according to the Boston Bowel Preparation Scale Score, a validated assessment instrument.

## FDA-Cleared Flagship Product, Pure-Vu® System, Enables Rapid Bowel Cleansing During Colonoscopy Procedures

- **Innovative technology disrupting inefficient standard of care**
- **Sole player in space with a multi-billion-dollar market opportunity**
- **Strong foundation of clinical and health economic data**
- **Highly-experienced management team with proven track record**

- **FDA clearance received in June 2019[1,2]**
- **Integrates easily with scopes and physician workflow**
- **Pulsed vortex irrigation to break up colon content**
- **Evacuation with anti-clogging auto purge**
- **Hydrophilic coating enables easy navigation**
- **Mobile cart-based system with simple setup**




## TARGETING MULTI-BILLION DOLLAR INPATIENT MARKET OPPORTUNITIES

**U.S. Inpatient Market**

**~1.5M[3]**
Critical colonoscopy procedures/year

**Worldwide Inpatient Market**

**~3.8M[3]**
Critical colonoscopy procedures/year

- Reimbursement covered under existing episode of care payment
- Pure-Vu® may drive significant cost avoidance and ROI

## BOWEL PREP AND PROCEDURE TAKE PLACE IN ER, ICU OR HOSPITAL WARD

Key indications: lower GI bleeds, severe anemia, unknown abdominal pain, infection

*1: The Pure-Vu® system is indicated for use in "poorly prepped" colons 2: Second generation of the Pure-Vu System 3: HRA Healthcare Research & Analytics - Market Research, May 2015*

## Management Team

**Timothy P. Moran**
*Chief Executive Officer*

Seasoned commercial and operating executive with experience in both large publicly traded and private equity-backed companies

**Mark Pomeranz**
*President & Chief Operating Officer*

30 years of experience in the medical device industry with strong track record of success in both startups and in large multinational organizations

**Andrew L. Taylor, MBA**
*Chief Financial Officer*

Over 20 years of experience serving as a financial officer, operating executive and business advisor across start-ups, emerging growth and Fortune 500 companies in both the U.S. and abroad

**Steven M. Bosrock**
*VP, Global Marketing & Strategy*

Significant experience introducing novel products and proven track record of building brands, teams, and commercial organizations leading to sustainable growth

**Jeff Hutchison**
*VP, US Sales & Commercial Operations*

Over 25 years of sales, new market development and executive sales leadership experience in the medical device industry

**George G. Peters**
*VP, Quality & Regulatory Affairs*

Over 25 years of engineering, manufacturing, quality and regulatory experience

**Ravit Ram**
*VP, Operations & Finance*

Over 17 years of financial and operational leadership of international technology and medical device companies

**Gil Balog**
*General Manager, Israel*

Extensive knowledge in product management, project management, product roadmap development, engineering, operations and productionering, operations and production


**Investor Contact:**
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**Jenene Thomas**
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**Email: mots@jtcir.com**

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## PURE-VU® PLATFORM EXPANSION OPPORTUNITIES

### Initial Target

**Inpatient: Colonoscopy**

- 3.8M worldwide inpatient colonoscopy procedures annually[1]

### Follow-on Expansion Opportunities

**Inpatient: Upper GI Bleed Endoscopy**

- Potential to remove clots and debris to provide clear field of view
- Leverages existing hospital call points, doctors and sales force

**Outpatient: High Medical Need Colonoscopy**

- ~23% of the ~26 million patients present with an inadequately prepped colon[1]
- Potential to eliminate repeat procedure and improve diagnosis
- Leverages existing product and hospital call points

## DRIVING COST SAVINGS TO SUPPORT VALUE BASED PRICING

**Average Hospital Cost Per Day in U.S.**

- $2,298: bed day cost[2]
- $6,546: bed day cost for ICU[2]

**Prospective Value Based Pricing**

- Disposable List Price: $975/ea.
- Workstation List Price: $68,500

**Capital Acquisition Models**

- Purchase; lease; rent

**~$1.5M**[1]
Inpatient Colonoscopy Procedures/Year in U.S.

**~$3.8M**[1]
Inpatient Colonoscopy Procedures/Year Worldwide

**Potential Additional Value Drivers**

- Accelerated Bed Turnover
- Elimination of Repeat Procedures
- Improved Exam Quality

*1: HRA Healthcare Research & Analytics - Market Research, May 2015*
*2: Inflation adjusted to 2018 USD. Based on 2014 National Inpatient Sample (NIS) and literature for ICU cost per day (Dasta 2005)*

## NEAR TERM VALUE CATALYSTS

### 2019 H1

- ✓ Submit 510(k) for Pure-Vu® GEN2 for approval
- ✓ Full clinical results of REDUCE study presented at DDW 2019
- ✓ Received 510(k) clearance for Pure-Vu® GEN2

### 2019 H2

- Initiate EXPEDITE Study
- Participating at Key Upcoming GI Conferences
  - ACG 2019
  - UEG Week
- Expand commercial organization to bolster launch
- Pure-Vu Commercial Launch

### 2020

- Commercial Revenue Expansion
- OUS Market Launch
- Advancement on Data
- Participation in Key Conferences

## Board of Directors

**David Hochman**
*Chairman*
Chairman and CEO of Orchestra BioMed; Director of Corbus and Adgero

**Gary Jacobs**
Managing Director, Jacobs Investment Company

**Shervin Korangy**
CFO and Chief Strategy Officer of Beaver-Visitec International

**Timothy P. Moran**
CEO, Motus GI

**Samuel Nussbaum, MD**
Former EVP, Clinical Health Policy and CMO of Anthem, Inc., one of the largest health benefits companies in the U.S.

**Mark Pomeranz**
President and COO, Motus GI

**Gary J. Pruden**
Former Executive Vice President and Worldwide Chairman for the Johnson & Johnson Medical Devices Group

**Darren R. Sherman**
President, COO and Director, Orchestra BioMed


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