



Investor Presentation

April, 2023



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01 Global Expansion

02 R&D Innovation

03 Future Prospects

01 Global Expansion

Globalization Strategy



Overseas Sales Proportion Increased Significantly

Overseas Revenue



RMB 51.89 million

YOY Increase of **393.5%**



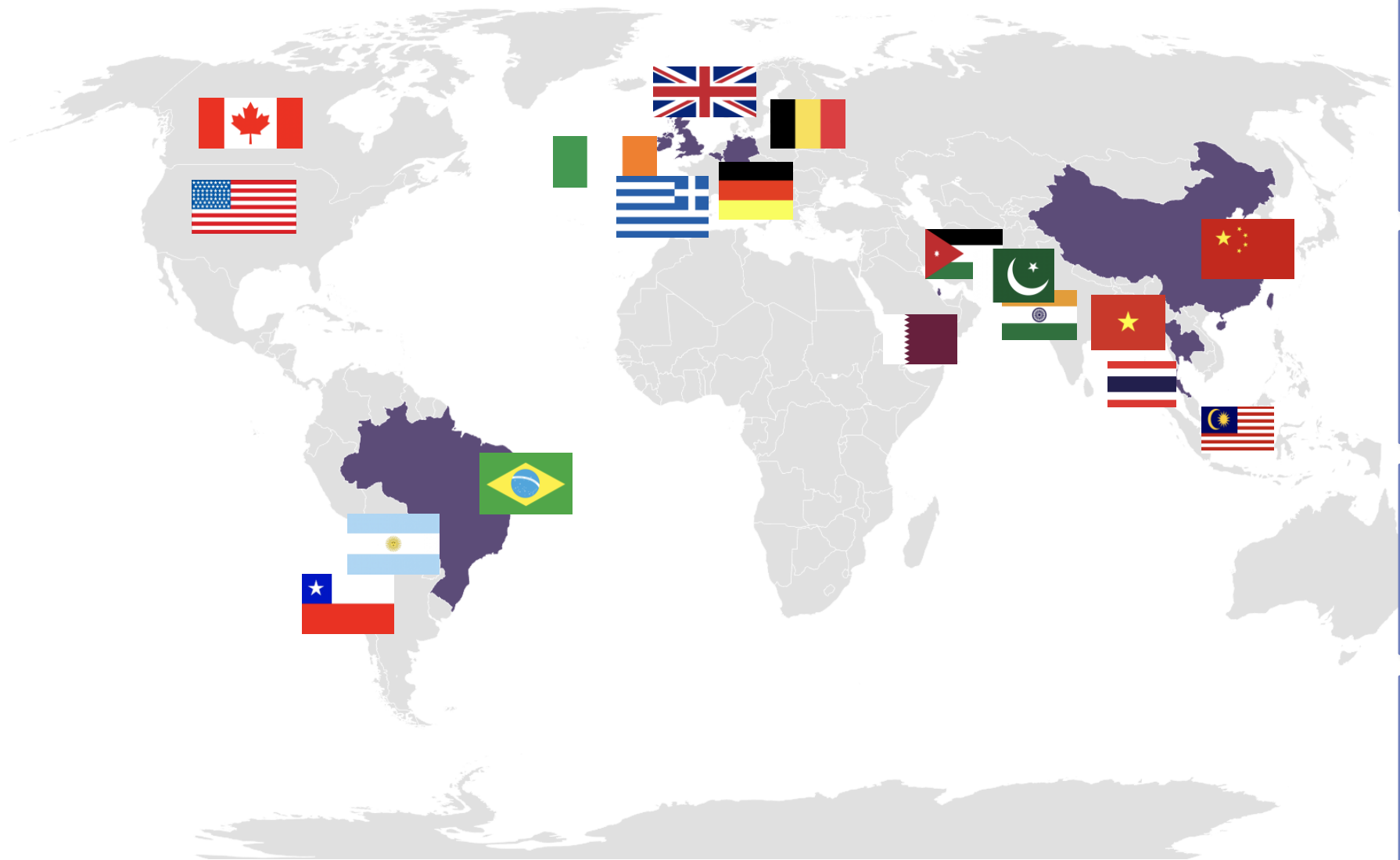
Sales Proportion

Increased to **12.8%**

Global Business Layout



VenusP-Valve Globalization Status



3+ years

CE clinical trial
completed 3-year
follow-up visit.

9+ years

The 1st case has
completed 9-year
follow-up in China.

400+

Cases worldwide

30+

Nations and regions
covered

VenusP-Valve

CE MDR and China NMPA approval in 2022. FDA Investigational Device Exemption (IDE) application submitted in March 2023 and clinical trials to initiate in H2 2023.

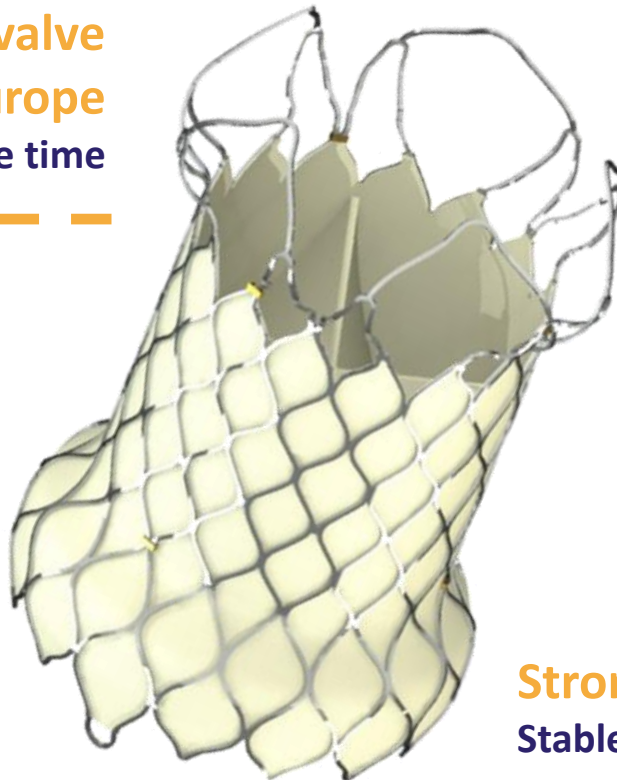
**First self-expanding pulmonary valve
approved in Europe**

Easier deployment, less procedure time



Six radiopaque markers

Precise valve position



Various specifications available

Meet the needs of 85% patients



Strong anchoring capabilities

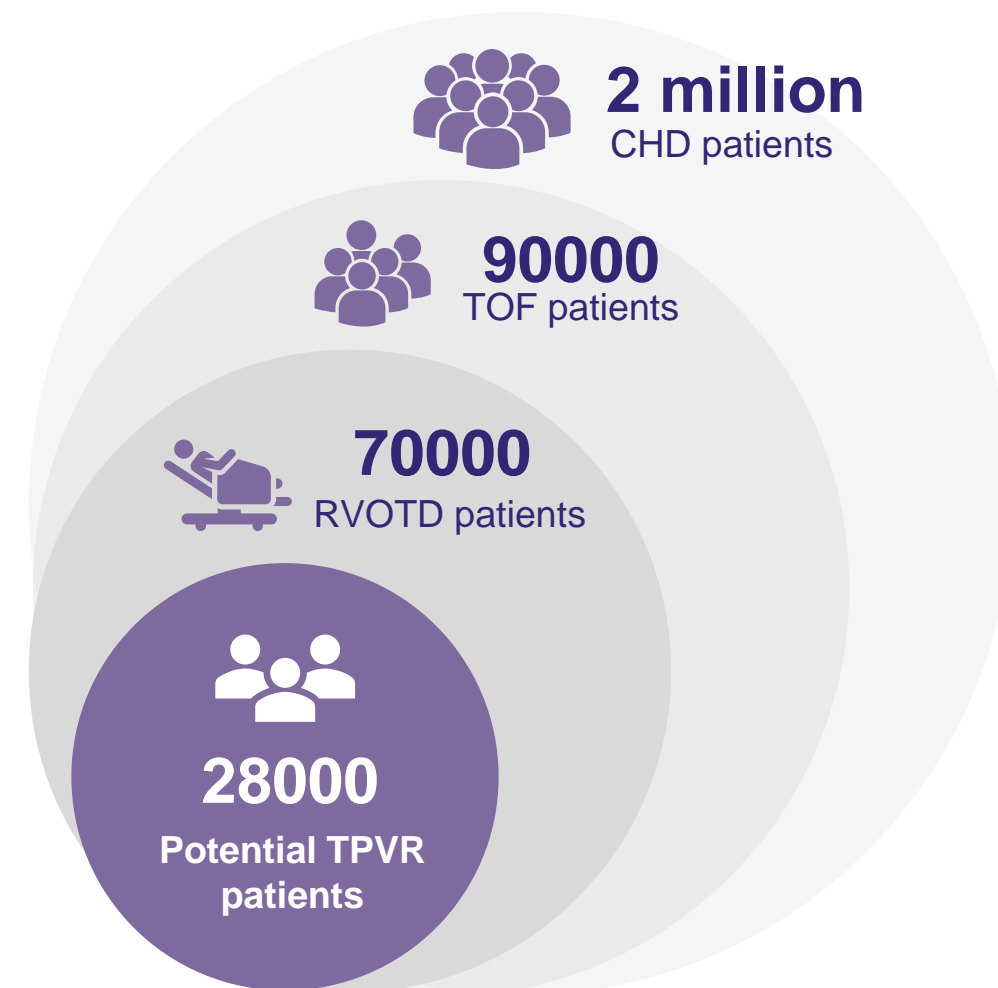
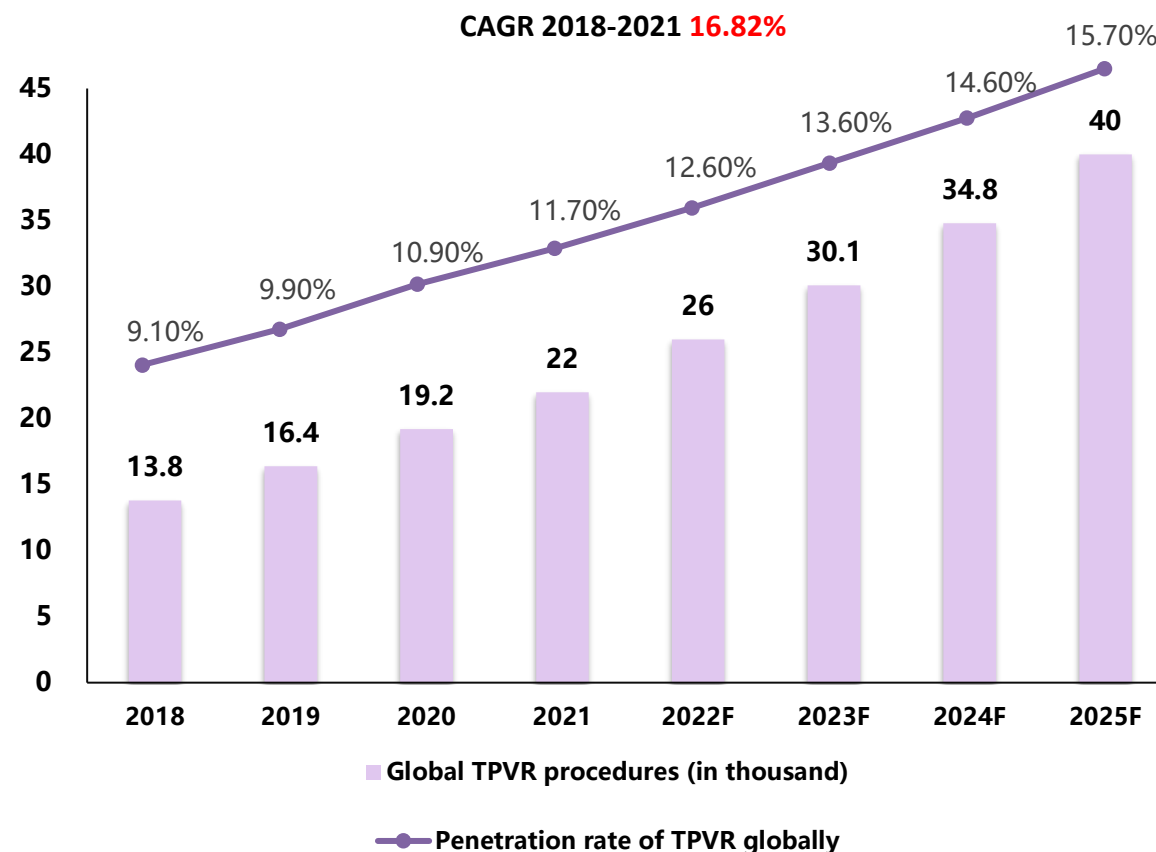
Stable and safer



Wide Market of TPVR

Target patients number for TPVR in China was 28 thousand in 2021 and is estimated to reach 41 thousand in 2025

Global TPVR procedures and penetration rate 2018-2025



Global IP Portfolio

1st in Numbers in China

As of March 31st, 2023, a total of **832** patents and patents under applications, including 637 invention patents, of which **366** are authorized invention patents.

In-depth Layout

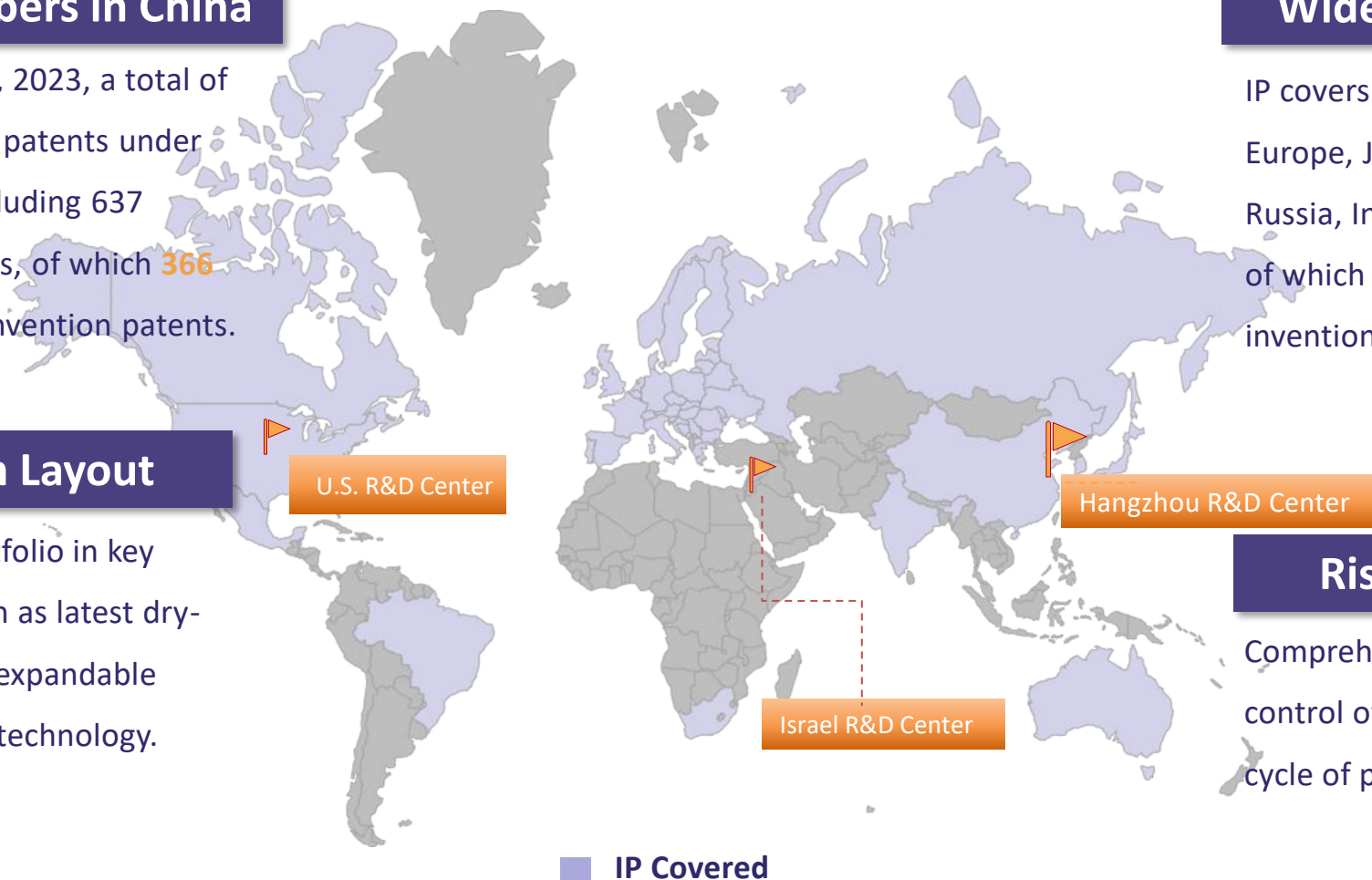
Detailed IP portfolio in key technology such as latest dry-tissue, balloon expandable valve, anti-PVL technology.

Wide Coverage

IP covers China, U.S., Europe, Japan, Canada, Russia, India, Brazil, etc., of which **80%** are invention patents.

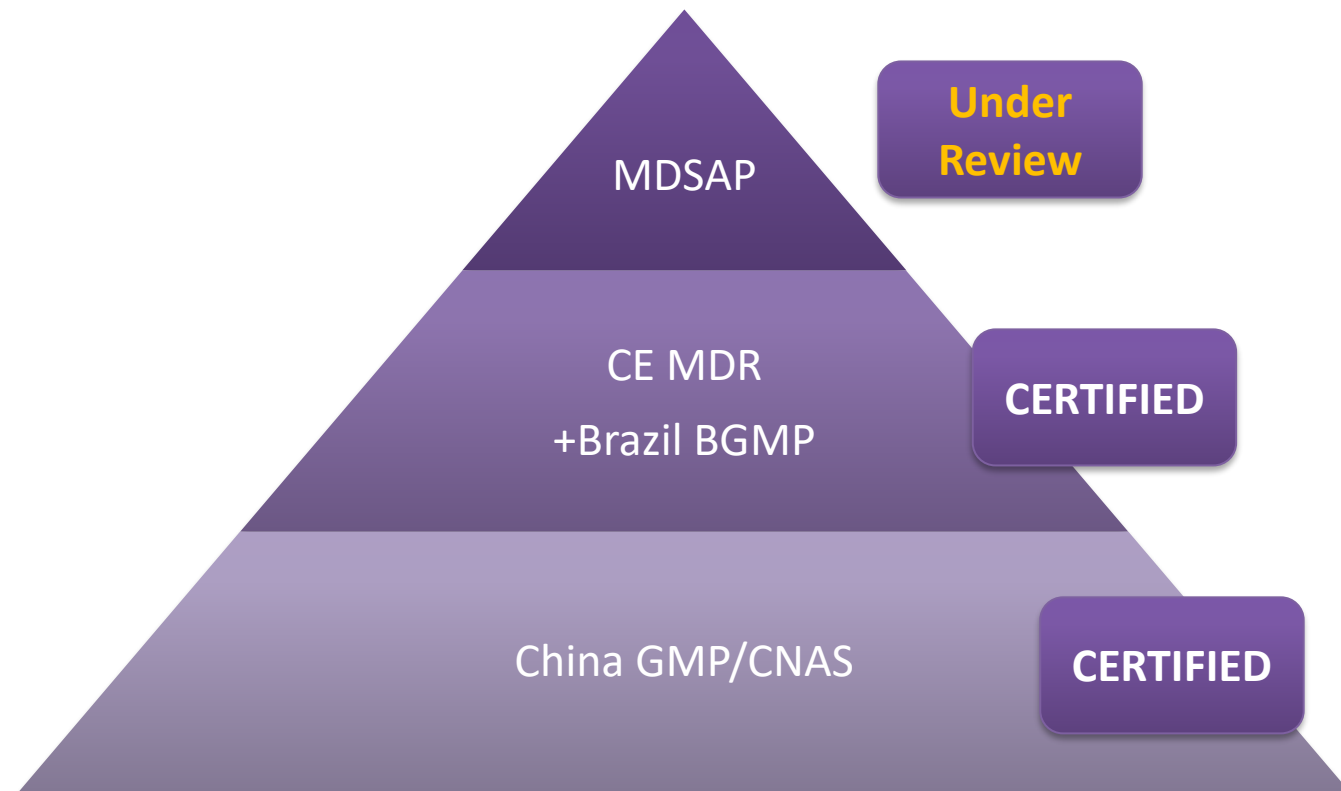
Risk Control

Comprehensive risk control of the entire life cycle of products.



■ IP Covered

Global Quality Management System



China Business Continue to Grow

VenusA series performance in 2022



3500
implantations



65%
2nd Gen proportion



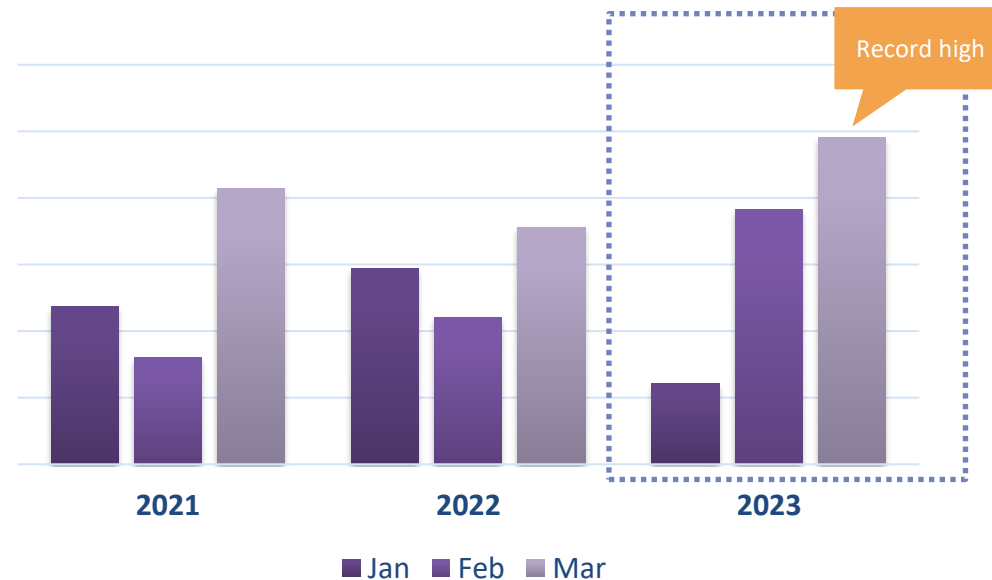
400
Hospital covered



260
Salesperson

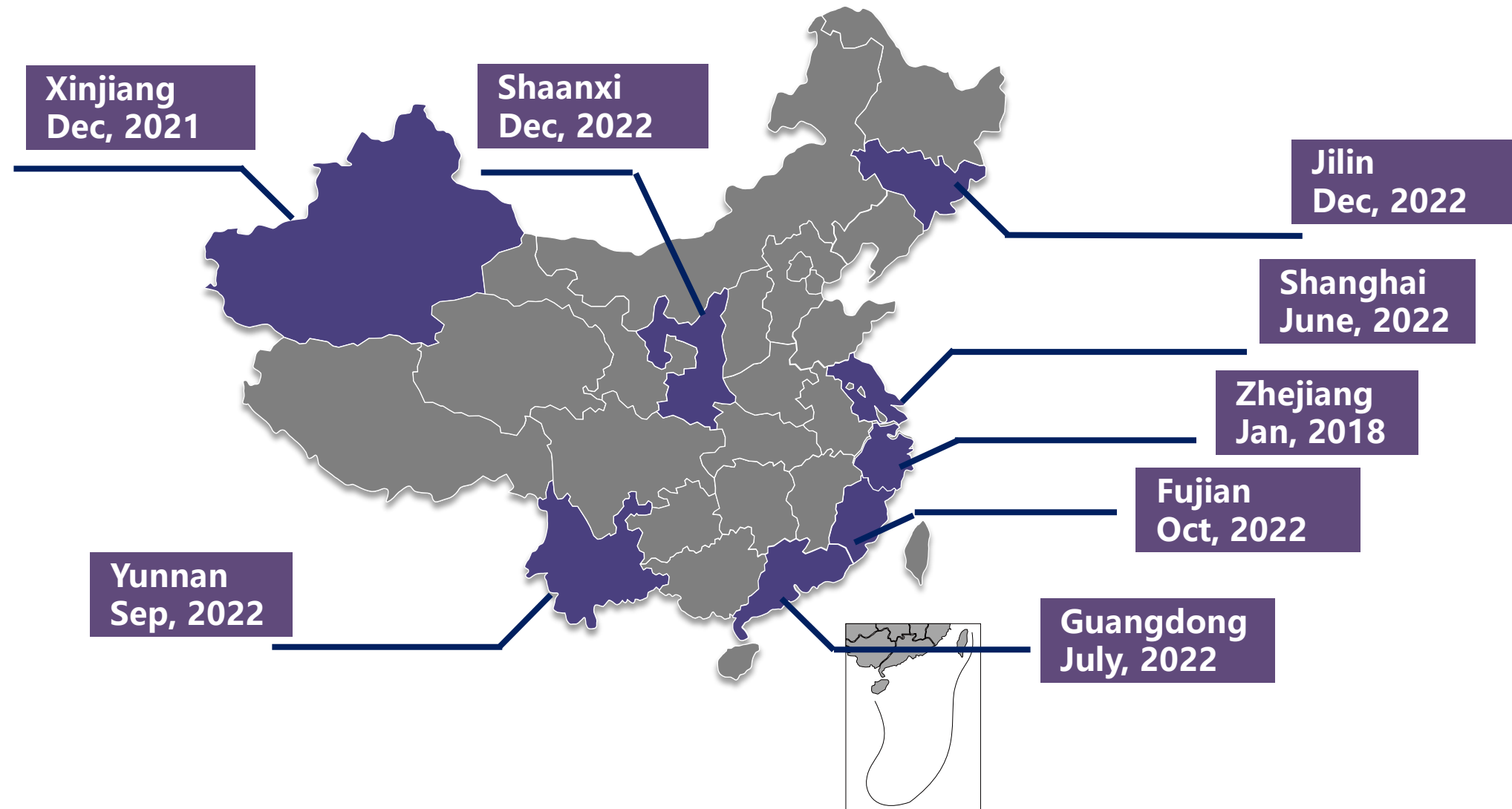
Leading with 50% market share

Implantations in Feb and Mar increased by 55%

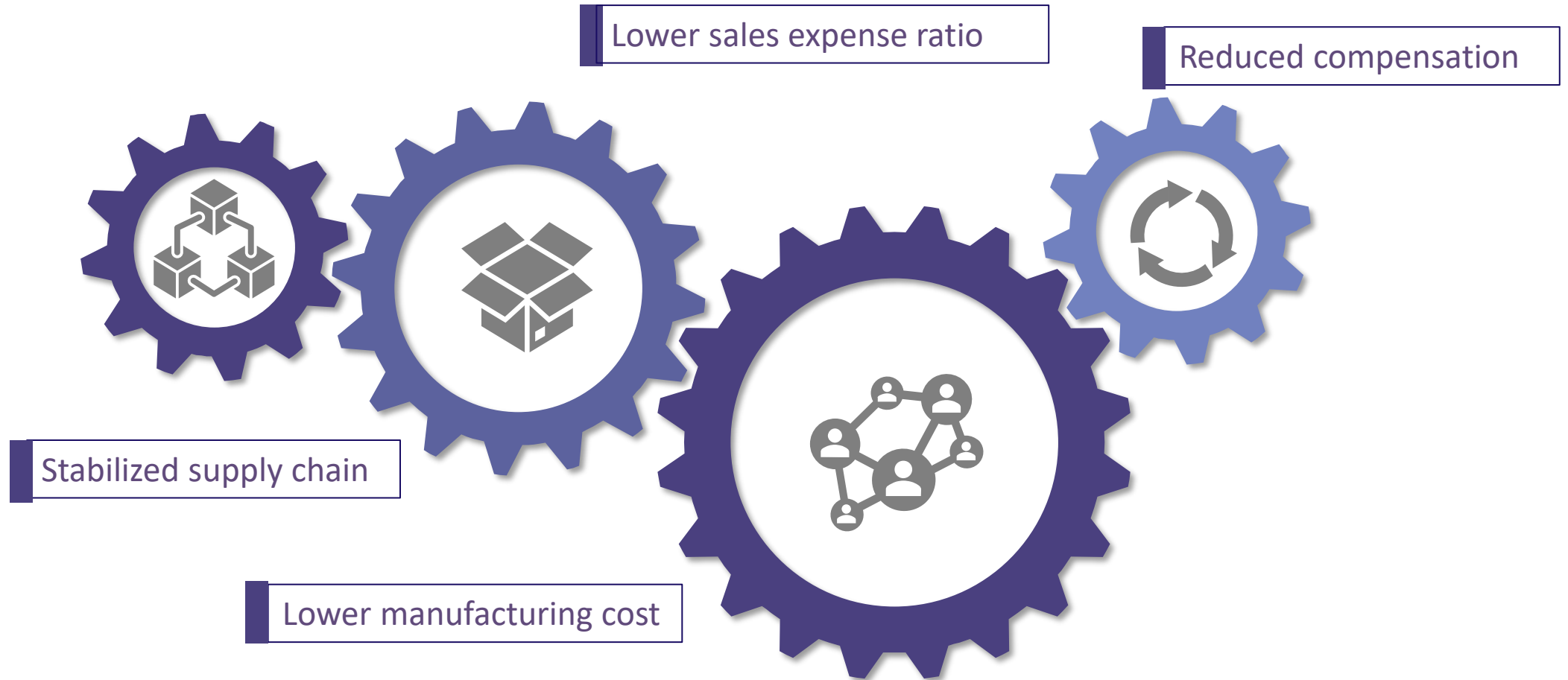


Implantations revive strongly with a record high in March

Access for TAVR Promoted

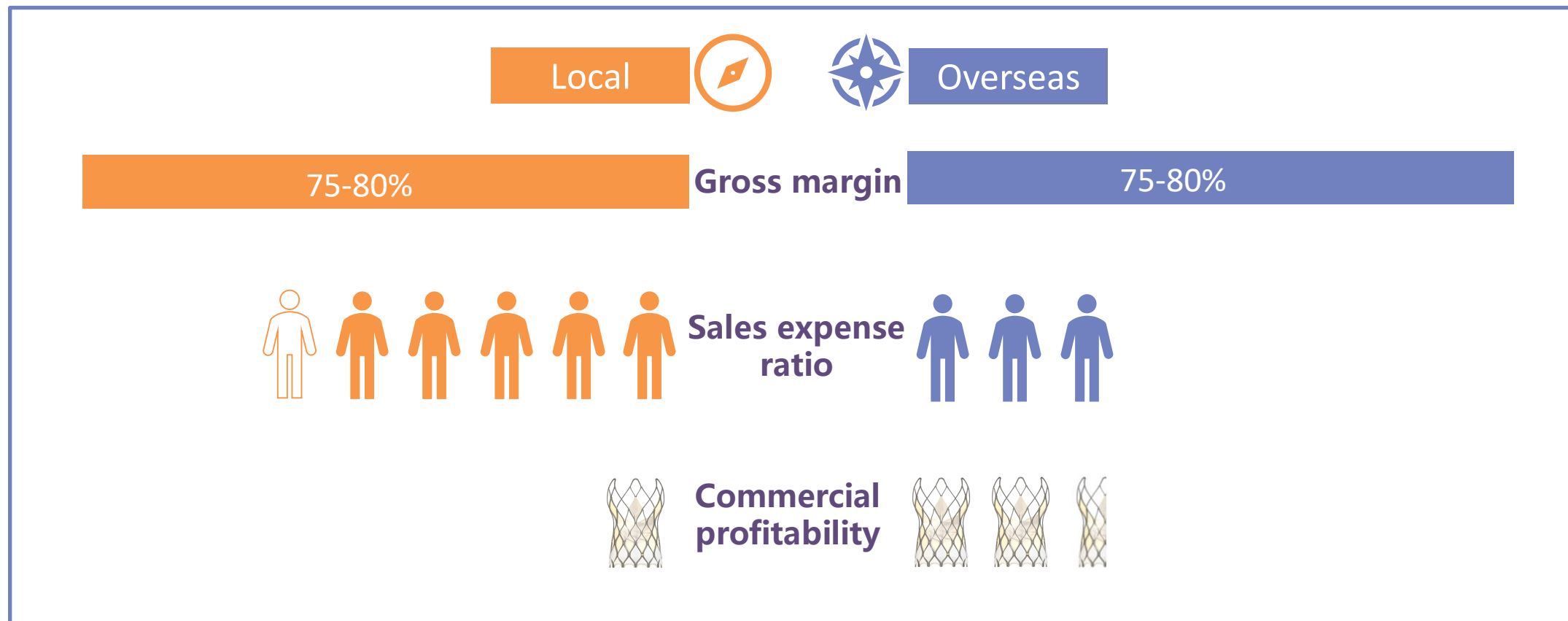


Optimized Business Profitability



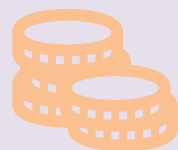
Comparison of Local and Overseas Profitability

Increased overseas sales promote overall profitability



Plentiful Cash in Hand

Plentiful cash to invest in clinical trials, registration and commercialization of core pipeline candidates



Cash and cash equivalent

Around RMB **1.9 billion** by Dec 31st, 2022

2022

2025

Loss of cash

< RMB **400 million** each year in next 3 years



Increase operation efficiency continuously to optimize profitability




2 R&D Innovation

Integrated Solution for Structural Heart Disease

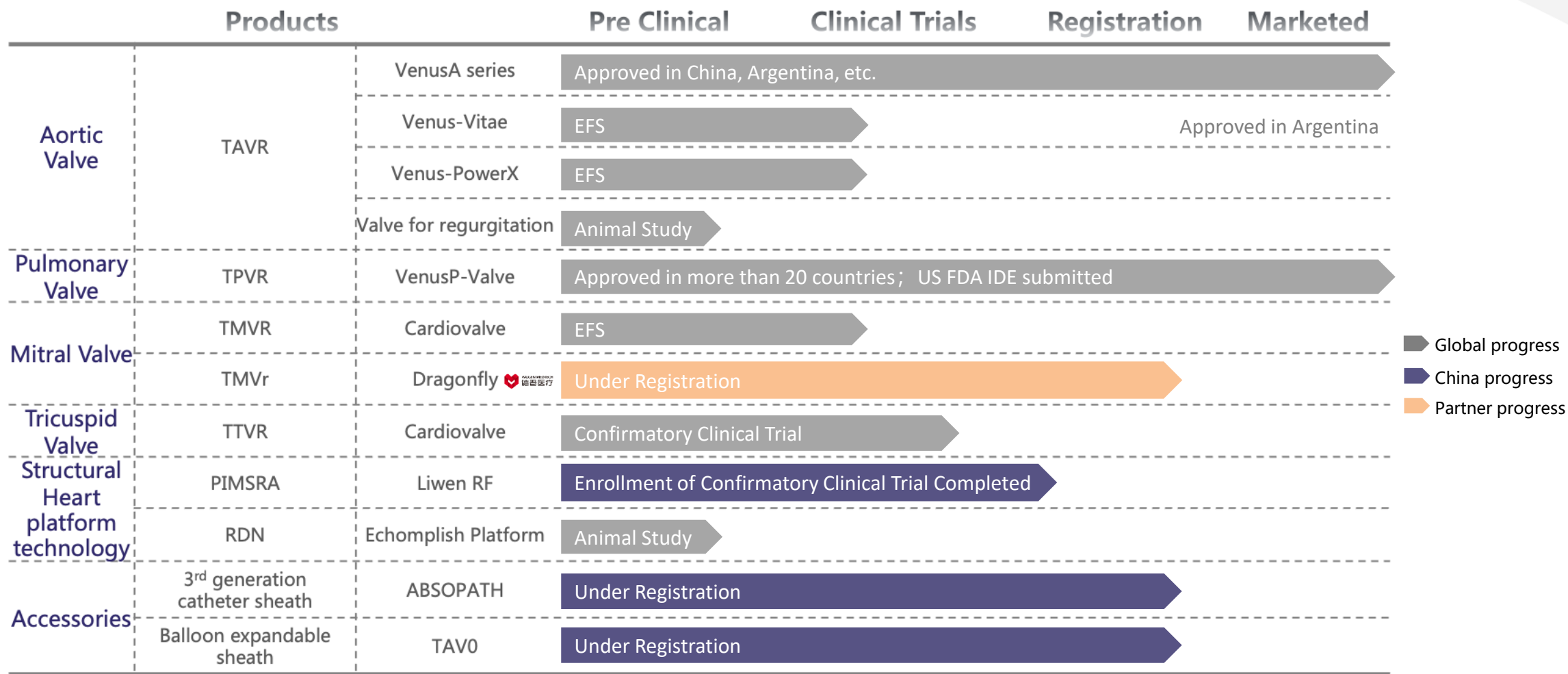


Medtronic



	 启明医疗® VENUSMEDTECH	 Edwards	Medtronic	 Abbott
TAVR	VenusA Series Venus-PowerX Venus-Vitae	Sapien Series Sapien X4	Corevalve Evolut Series	Portico Navitor
TPVR	VenusP-Valve	SapienXT, Sapien 3, Alterra+Sapien 3	Melody Harmony	\
TMVR	Cardiovalve	Evoque Eos Sapien M3	Intrepid	Tendyne Cephea
TMVr	Dragonfly	PASCAL Cardioband	Halfmoon	MitralClip
TTVR	Cardiovalve	Evoque	Intrepid	\
TTVr	Dragonfly	PASCAL Cardioband	\	TriClip

Product Pipeline



Feature & Clinical Progress



- Balloon-expandable valve design
- Anti-calcification treated dry-tissue powered by Venus Endura™
- Patented lock-wire technology
- Steerable control, Commissures alignment, Coaxial rotation
- Adaptive active annular sealing technology
- Approved in Argentina in Dec, 2022

Venus-Vitae Global Strategy

Global Clinical & Registration Strategy

- Global EFS scheduled to begin in **H1 2023**
- Global confirmatory clinical trial scheduled to begin in **Q4 2023**
- Support both CE Mark and China NMPA approval



Vitae Global

- Europe ≈60%
- China ≈40%

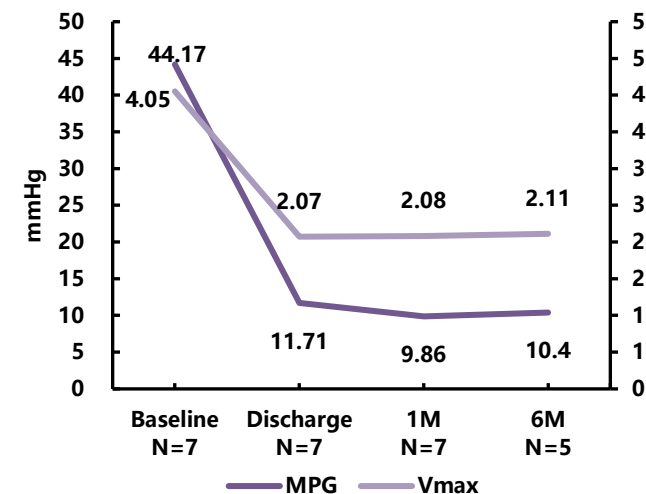
150 patients to be
enrolled globally



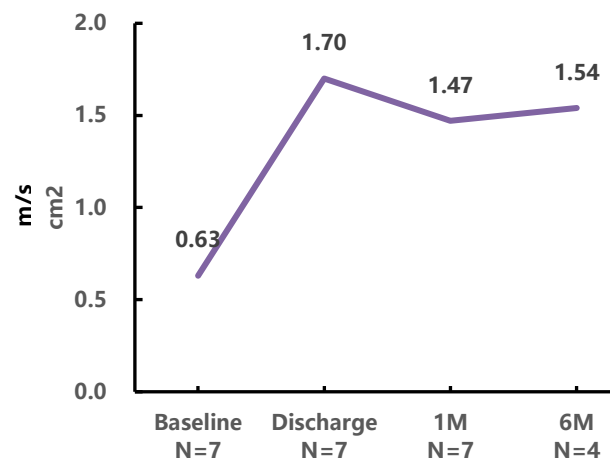
Venus-Vitae FIM Interim Summary

Hemodynamics and quality of life improved significantly

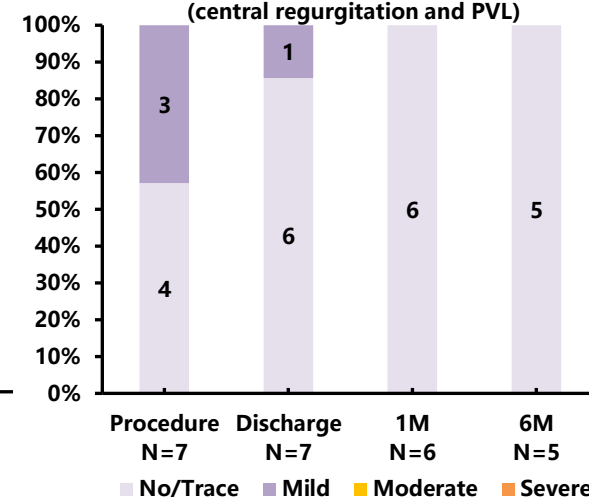
MPG and Vmax



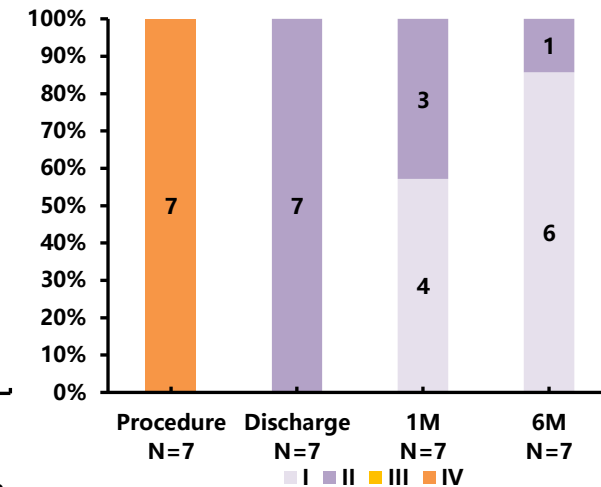
AVA



Regurgitation
(central regurgitation and PVL)



NYHA



Feature & Clinical Progress

- Self-expanding TAVR
- Anti-calcification treated dry-tissue powered by Venus Endura™
- Pre-mounted, less preoperative loading time
- Active anti-PVL technology
- Fully-released, 100% retrievable
- Under EFS



Venus-PowerX Global Strategy

Global Clinical & Registration Strategy

- China/Latin America EFS is ongoing, Latin America approval expected in **H2 2023**.
- Europe EFS scheduled to begin in **H2 2023**
- Global confirmatory clinical trial scheduled to begin in **2024**



PowerX Global

- Europe ≈40%
- China ≈60%
- 150 patients to be enrolled globally



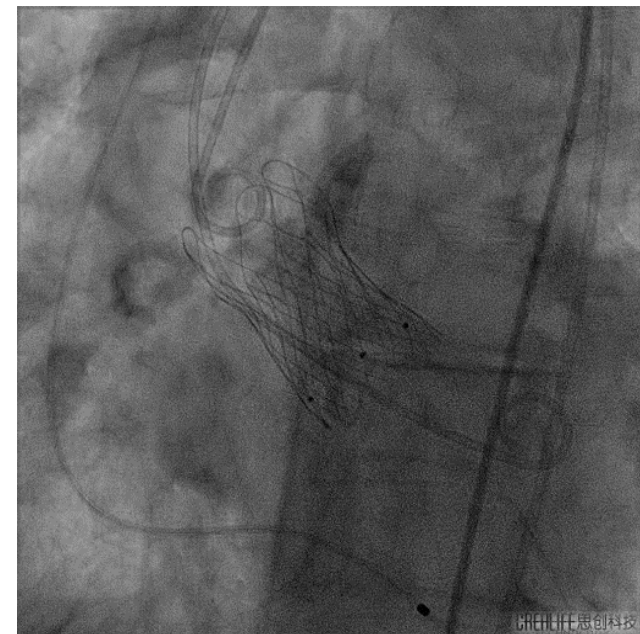
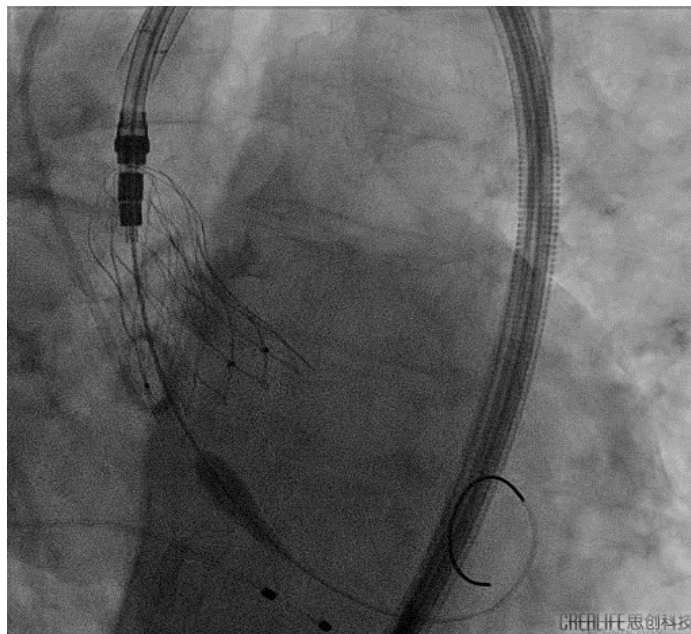
Venus-PowerX FIM Clinical Result

- Dec. 2021
- West China Hospital of Sichuan University
- 80y Male suffering from severe aortic stenosis caused by heavy calcification

Index	Pre-procedure	Post-procedure	Discharge	Post-procedural 180 Day
Effective Orifice Area(EOA)(cm ²)	0.4	1.8	1.2	1.5
Mean Pressure Gradient(mmHg)	46	6	10	5
Peak Flow Velocity(m/s)	4.9	1.6	2.0	1.8
LVEF(%)	62	/	/	66

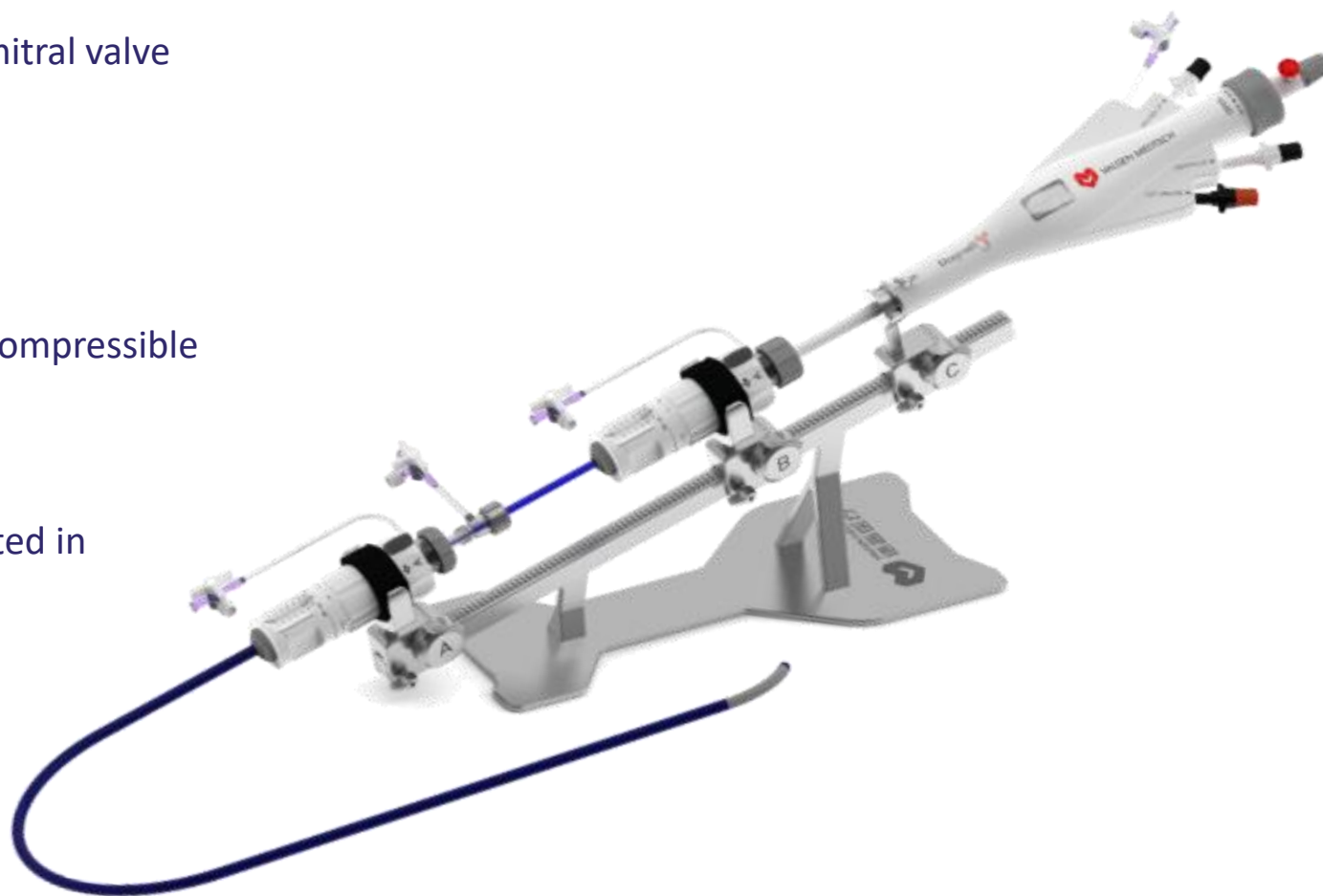
Patient Info

- Severe aortic stenosis and aortic regurgitation
- AV effective orifice area(EOA): 0.4cm²
- AV mean pressure gradient: 46mmHg
- AV peak flow velocity: 4.9m/s
- LVEF: 62%



Feature & Clinical Progress

- The first in-house developed transfemoral mitral valve TEER product in China
- Capture leaflets independently; Less central regurgitation due to well-designed central compressible filler; Reliable mechanical vice-grip system
- Confirmatory clinical trial follow-up completed in Jan.2023.
- Application for NMPA approval submitted



DragonFly Global Strategy

Global Clinical & Registration Strategy

- DMR confirmatory clinical trial completed; Application for China NMPA approval submitted
- FMR confirmatory clinical trial patient enrollment is ongoing
- Europe confirmatory clinical trial scheduled to begin in **Q3 2023**

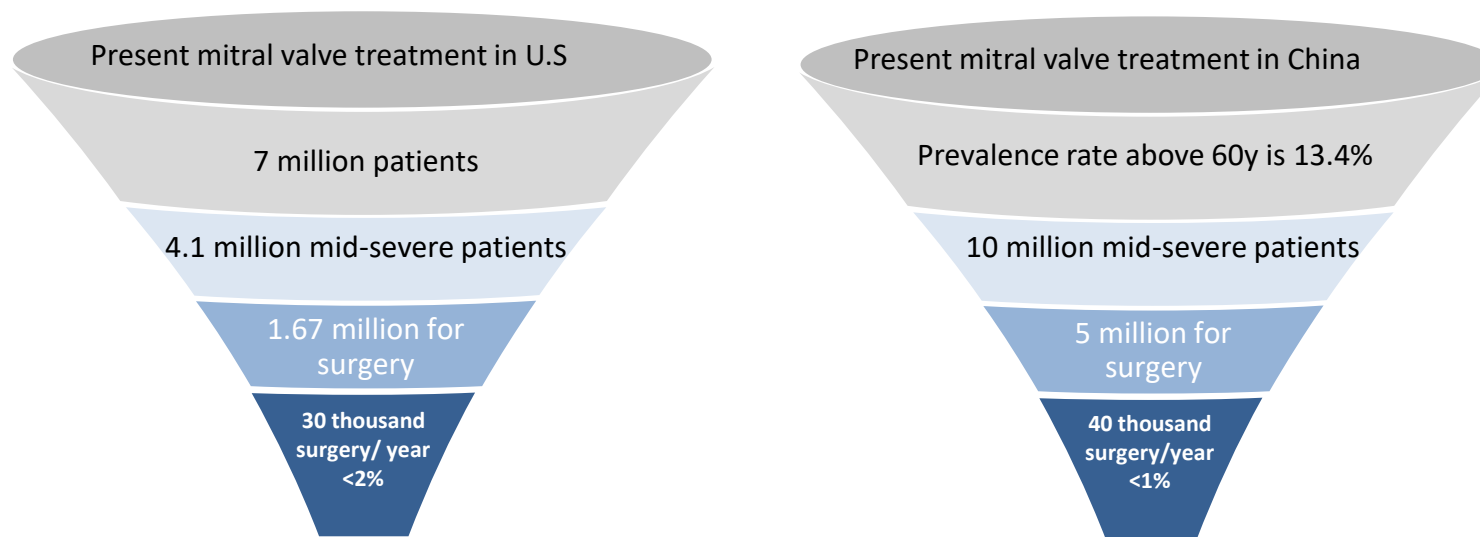
Support both CE Mark
and China NMPA
approval



DragonFly Global

- China
- Europe

Epidemiology of Mitral Valve Diseases



5 year mortality rate of patients with mid to severe mitral valve regurgitation is up to **56%** without treatment

Prevalence rate of mitral valve regurgitation is the highest among valve diseases, the number of patients over 65 years old suffering from moderate or above mitral valve regurgitation is more than **30 million**.

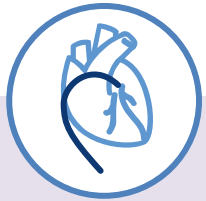
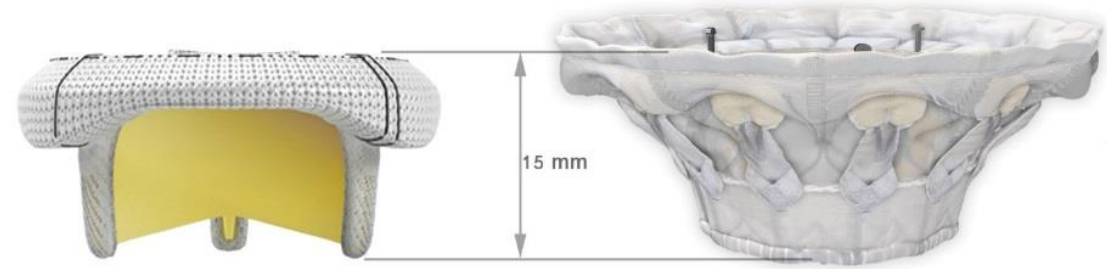
Feature & Clinical Progress

- Fits both MR & TR
- Dual frame self-expanding nitinol, less PVL
- Low ventricular profile, less risk of LVOT obstruction
- Transfemoral-transseptal approach, less damage comparing with transapical approach
- Target CE confirmatory clinical trial for TR has

initiated in Nov. 2022



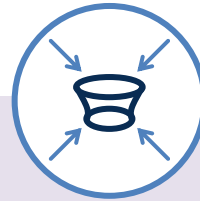
Cardiovalve



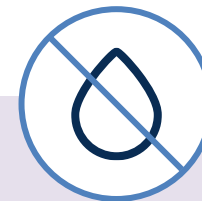
Transfemoral-
transseptal
approach



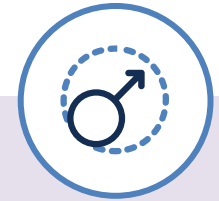
Reduce risk for
LOVT obstruction



No radial forces
Proprietary anchoring



PVL sealing
with inflatable cuff



Fits different anatomies,
up to 55mm
Vast range of sizes
(S,M,L,XL)

Cardiovalve Global Strategy



TR- Global Clinical & Registration Strategy

- **Global multi-center clinical trial initiated in Nov. 2022**
- 19 patients enrolled
- Global multi-center clinical trial in China, Europe and Canada
- 150 patients to be enrolled globally
- Support both CE Mark and China NMPA approval

MR-Global Clinical & Registration Strategy

- Global clinical trial scheduled to begin in 2024
- Global multi-center clinical trial in China, Europe and Canada
- Support both CE Mark and China NMPA approval



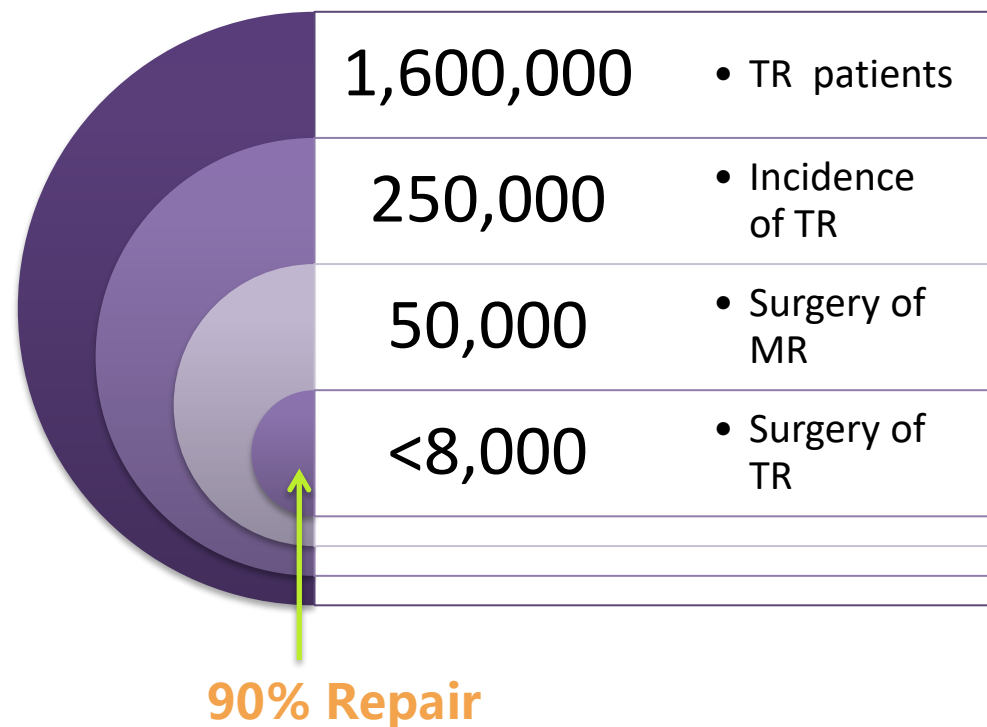
Epidemiology of Tricuspid Valve Diseases

Tricuspid valve is regarded as “the forgotten valve”, indicating huge patient number and market size

It’s estimated that number of patients with tricuspid valve regurgitation worldwide will achieve 60 million by year 2030, with an incidence case of 200-300 thousand in EU, US respectively.

Tricuspid valve regurgitation has high incidence rate and severe patients’ mortality rate is 36% in 1 year and 48% in 5 years.

The market value of tricuspid valve therapies expected to reach **USD \$ 10 billion** in 2030



Sources: 1. Prevalence of moderate-to-severe TR suitable for percutaneous intervention in TTE patients; [Z H Teoh](#), [J Roy](#), [J Reiken](#), [M Papitsas](#), [J Byrne](#), and [M J Monaghan](#); Published online 2018 Oct 29. doi: [10.1530/ERP-18-0018](#); National Library of Medicine

2. [Argarwal et al.](#) *Circ Cardiovasc Interv* 2009;2:565-573

3. [Stuge O, Liddicoat J.](#) *J Thorac Cardiovasc Surg.* 2006 Dec;132(6):1258-61

Liwen RF Ablation System

Liwen RF ablation system is used to treat HOCM, the patient enrollment of its confirmatory clinical trial in China was completed in March, 2023 and the patients are under follow-up now.

1/200

Prevalence rate*

7 million⁺ cases

Patient number of HCM* is only lower than coronary disease and heart failure

2 million⁺ cases

HOCM patients*



An innovative HCM drug, **Mavacamten** targets to exceed 4 billion USD sales revenue in year 2029.

Lack of diagnostic techniques, the diagnosis rate of HCM is low. While current therapies may cause wounds and have limited effect, resulting in low patient acceptance and penetration.

The market potential for new HCM therapies may be up to **RMB billions**



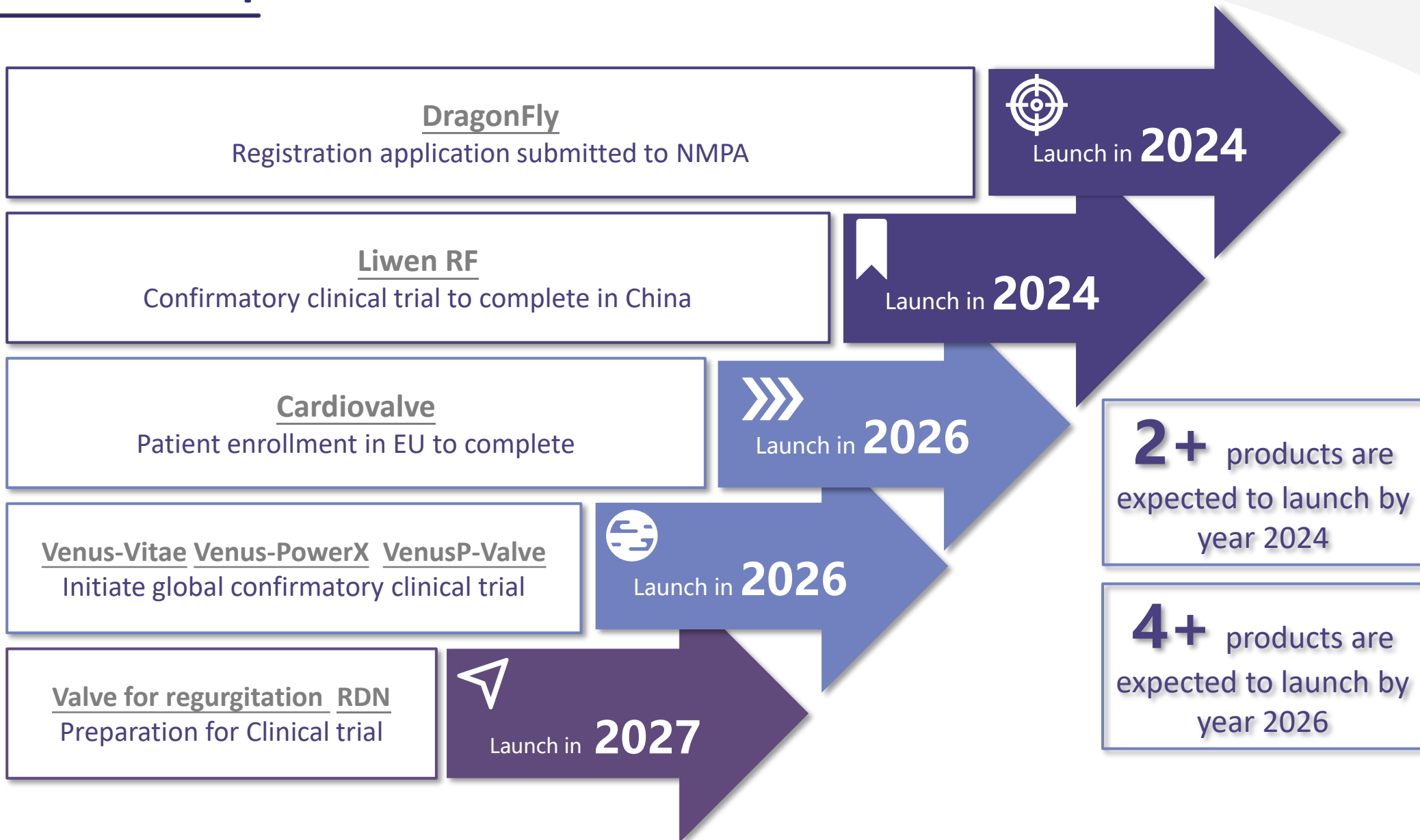
RDN Ultrasound Ablation

Venus Medtech formed a joint venture company with Healium Medical Ltd. to introduce next-generation ultrasound ablation technology. The product is under animal experiment.

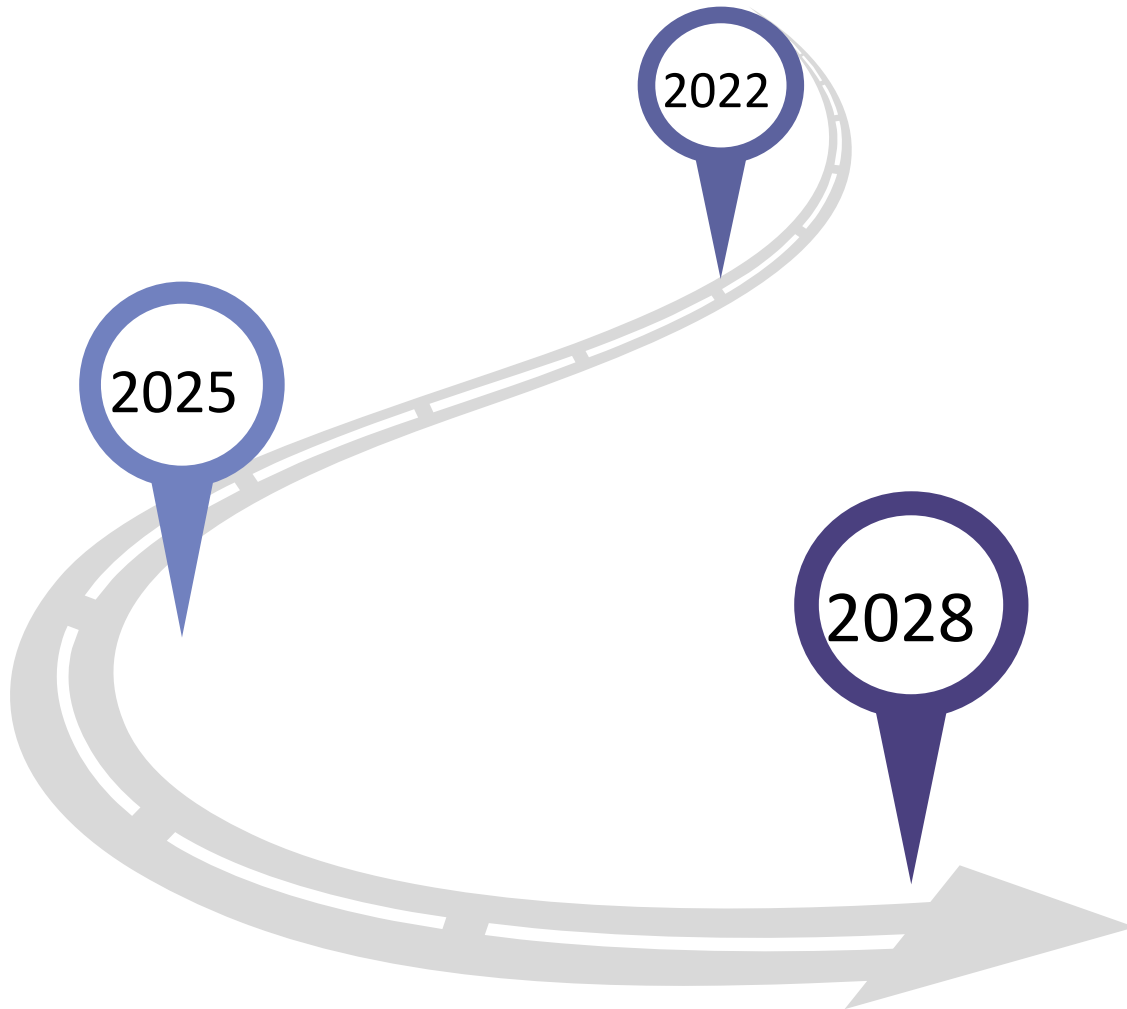


03 Future Prospects

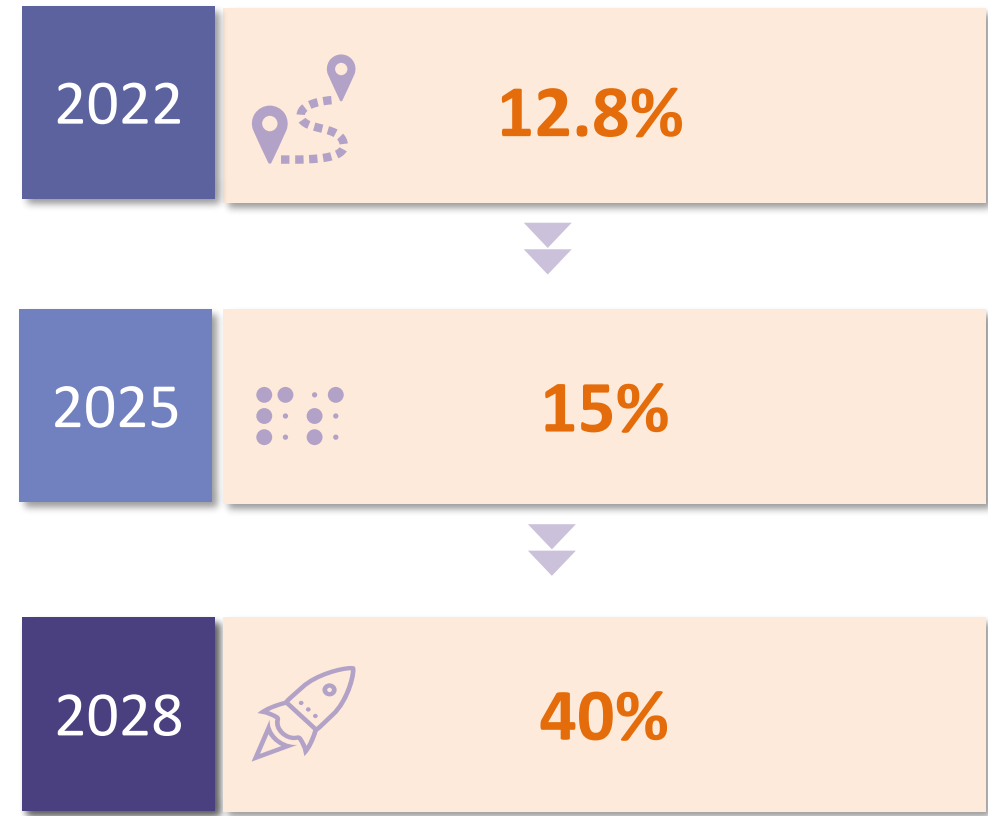
Outlook of Pipelines



Outlook of Overseas Sales



Overseas sales proportion will increase with innovative products come into harvest



Thanks!

