



Q4 and Full Year Report 2021

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- This presentation may contain certain forward-looking statements and forecasts based on uncertainty, since they relate to events and depend on circumstances that will occur in the future and which, by their nature, will have an impact on Sedana Medical's business, financial condition and results of operations. The terms "anticipates", "assumes", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "should", "projects", "will", "would" or, in each case, their negative, or other variations or comparable terminology are used to identify forward-looking statement. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in a forward-looking statement or affect the extent to which a particular projection is realized. Factors that could cause these differences include, but are not limited to, implementation of Sedana Medical's strategy and its ability to further grow, risks associated with the development and/or approval of Sedana Medical's products candidates, ongoing clinical trials and expected trial results, the ability to further commercialize AnaConDa and IsoConDa, technology changes and new products in Sedana Medical's potential market and industry, the ability to develop new products and enhance existing products, the impact of competition, changes in general economy and industry conditions and legislative, regulatory and political factors.
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A close-up photograph of a patient lying in a hospital bed, receiving inhaled sedation through a white device labeled 'sedanda ACD-S'. The device is connected to a white tube. A healthcare professional in blue scrubs is visible in the background, attending to the patient. The patient's eyes are closed, and they appear to be in a state of sedation.

Our Purpose

To improve life during
and beyond sedation

Our Vision

To make Inhaled Sedation a
global standard therapy for
critical care patients

Q4 2021 Highlights

Strong financial performance

- **All-time-high sales** for the quarter and the full year
 - 2% growth¹ in Q4 sales (46 MSEK)
 - 16% growth¹ in FY sales (159 MSEK)
- **Gross margin of 71%** in Q4 (up from 64% in Q4 2020)

Launch in Europe on track

- **14 out of 15 national approvals** obtained for Sedaconda (isoflurane), following the European approval in July
- First bottles of **Sedaconda (isoflurane) shipped** to customers in Q1, 2022
- **NICE guidance** recommending inhaled sedation with Sedaconda ACD as cost-effective

U.S. preparation intensifying

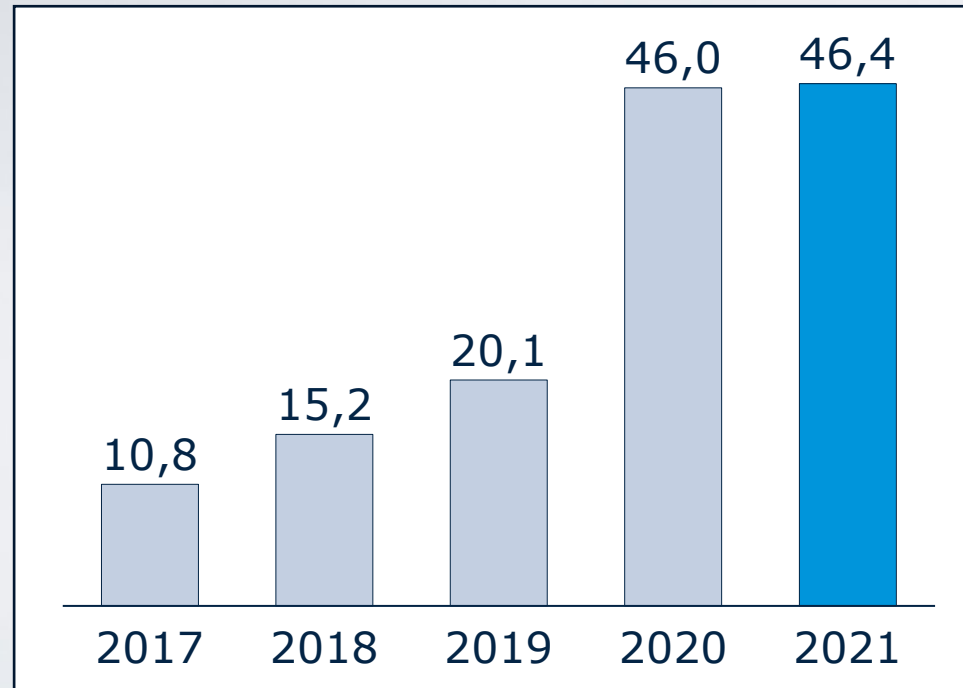
- Decided to build **own commercial operations** in United States
- **IND approved** in December 2021
- Preparations for **clinical trial on track**, first patient in the clinical trial expected in April

¹ Growth in local currencies

We have seen an all-time-high in sales for both the quarter and the full year

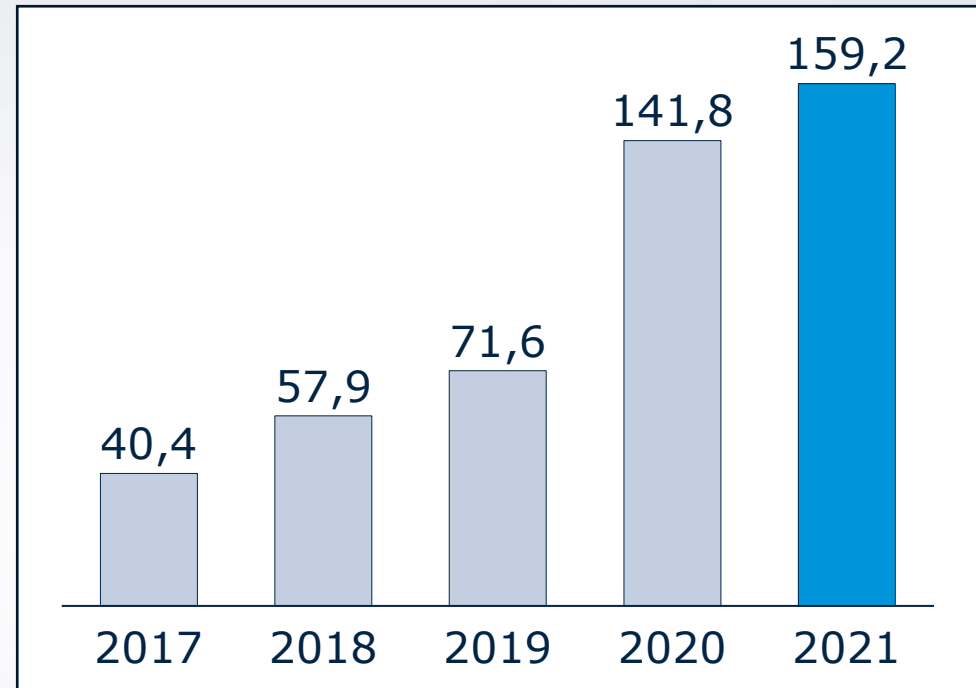
Q4 sales over time

SEK million









Full year sales over time

SEK million



Strong performance in Germany, other direct markets gaining momentum

	Q4 2021	FY 2021	Comments
Germany	34.5 MSEK +12% 	108.7 MSEK +9% 	<ul style="list-style-type: none"> • Further growth vs. strong 2020
Other direct markets	6.6 MSEK 0% 	19.1 MSEK -11% 	<ul style="list-style-type: none"> • H1 2021 was negatively impacted by Covid-19 related stock building in Q4, 2020 • Good momentum with Q4 reaching high 2020 levels
Distributor markets	5.2 MSEK -36% 	31.4 MSEK +95% 	<ul style="list-style-type: none"> • Strong growth during the year • Lower sales in Q4, mostly driven by lower Covid-19 levels in Latin America and stock-building in '20

1 Growth in local currencies

Two growth horizons ahead: Europe and the US

Europe

- Approval of Sedaconda (isoflurane) in 14 countries to date
- Offering the first and only on-label therapy for inhaled sedation in the ICU
- Direct presence in Germany, UK, France, Spain, Benelux, Nordics



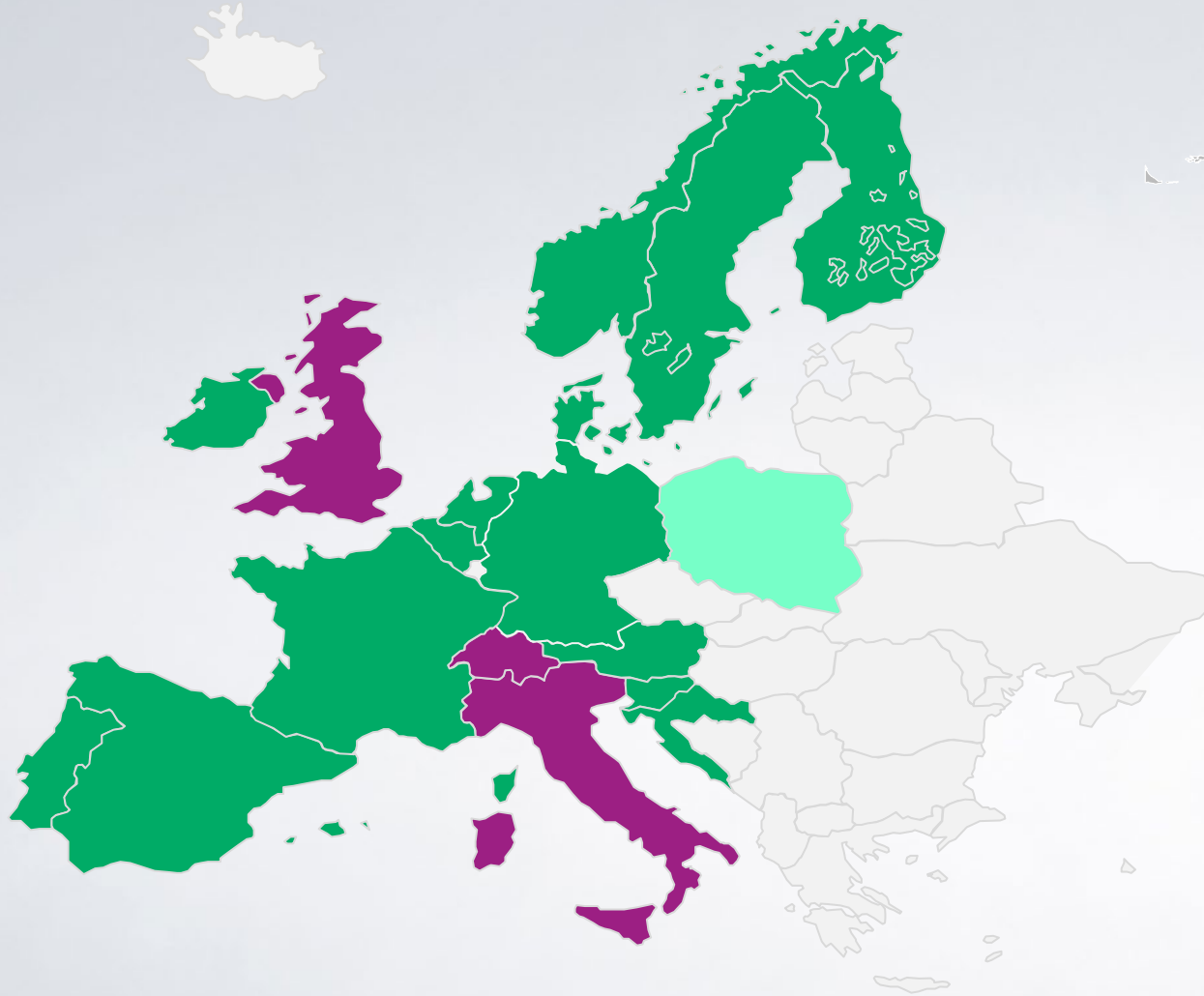
- Highest-potential market
 - 107,000 ICU beds¹
 - Attractive price level
- IND approved
- Clinical program to start in April
- Decided to build own US infrastructure

United States

¹ Source: American Hospital Association <https://www.aha.org/statistics/fast-facts-us-hospitals>



National approval for sedaconda (isoflurane) has been secured in 14 countries



Approval secured in:
Sweden, Norway, Denmark, Finland, Germany, Netherlands, Belgium, France, Austria, Portugal, Croatia, Spain, Ireland, Slovenia

Approval pending in:
Poland

Approvals anticipated in 2022:
UK, Switzerland, Italy

The first bottles of Sedaconda (isoflurane) have been shipped to customers



Launch update

- First sales in Germany in February 2022
- More countries will launch over the next months, timing depending on local pricing and reimbursement
- Assuming UK approval, all direct markets will launch in 2022

Outlook

- Aim in all countries is to convert a significant part of off-label volatile anaesthetics to Sedaconda (isoflurane)
- Level and speed of conversion will differ by country
- We anticipate a gradual ramp-up
 - More countries will come on board over time
 - Sales processes in individual accounts take time



NICE has issued a recommendation for Sedaconda ACD



NICE National Institute for Health and Care Excellence

NICE
information for the public

Sedaconda ACD-S for sedation with volatile anaesthetics in intensive care

Information for the public
Published: 27 January 2022
www.nice.org.uk

NICE has said that Sedaconda anaesthetic conserving device-S (Sedaconda ACD-S) can be used in the NHS for delivering inhaled sedation to adults and children who are mechanically ventilated in an intensive care unit.

Sedaconda ACD-S may reduce the amount of time a person stays on mechanical ventilation and allow them to wake up quicker than with intravenous sedatives, which may shorten the length of time in intensive care.

More research is needed to identify which groups of patients and which health conditions would benefit most from inhaled sedation with Sedaconda ACD-S.

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- NICE¹ has issued a Medical Technologies Guidance, **recommending Sedaconda ACD** and showing significant **cost saving vs. intravenous sedation**
- Based on a **thorough assessment** (>1 year) and review of available evidence including 21 studies
- NICE guidances come with an **implementation expectation** for health care personnel
- NICE guidances typically get **international recognition**

With the NICE recommendation, our therapy has proven clinical and health-economic benefits



Clinical benefits (SED-001 2021)

- **Non-inferior** sedation to propofol
- 29% **lower opioid requirements** during treatment
- More commonly observed **spontaneous breathing**
- **Shorter** and more **predictable wake-up times**
- **Well tolerated** for sedation in the ICU








Health-economic benefits (NICE 2022)

- Sedaconda ACD is recommended as a **cost-saving option** for delivering inhaled sedation in an intensive care setting
- Cost savings compared with intravenous sedation of **almost £3,834** per adult patient¹

¹ 30-day time horizon for adult patients needing mechanical ventilation for 24 hours or longer in intensive care

The United States represent the largest potential market for Sedana Medical



	 Germany	 United States
 ICU beds	~22.000	~107.000
 Propofol list price Based on average propofol dose/kg from SED-001 study	EUR 47 - 57 per day	EUR 360 - 438 per day
 Current penetration	10.6 MEUR sales LTM ² (8-10% market penetration)	Approval expected in 2024

Note that discounts from list price are higher in the US¹

1 Discounts for propofol in the range of 40-50% based on payor research conducted in 2020

2 Last twelve months

Source: ICU beds: DIVI Intensivregister, American Hospital Association
Propofol list prices: own analysis based on Lauer Taxe and Pharma14

We have decided to build own commercial operations in the United States



Facts

- US is clearly the largest potential market
 - 5x more ICU beds than Germany
 - ~3-4x the propofol net price level
- Concentrated customer base: ~4.860 hospitals with ICU care (of which ~2.800 with >10 beds)¹

US Strategy

- Build in-house commercial infrastructure
- Grow the organization over time, with initial focus on medical roles
- Keep the option to add complementary partnership(s) to enhance reach if deemed attractive



¹ American Hospital Association

We have received approval for our IND application in the United States



United States Update

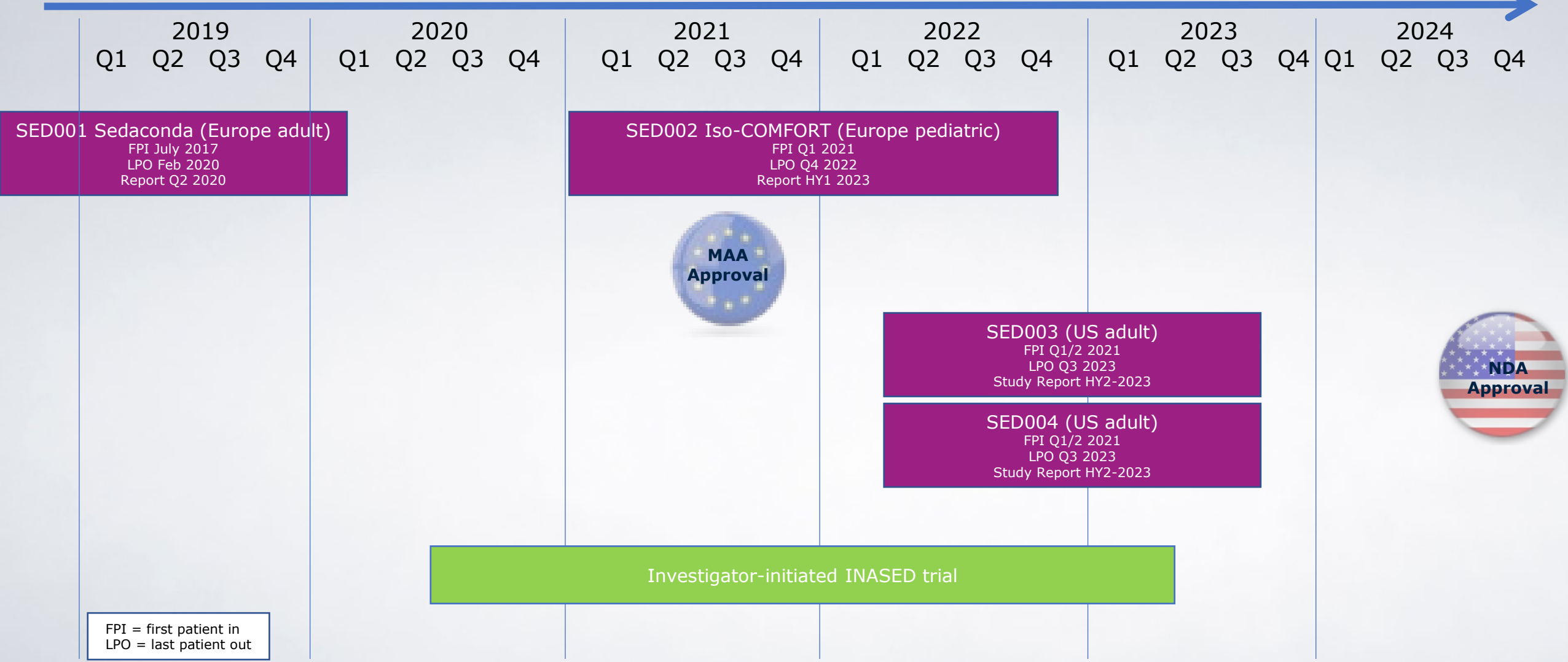
- IND (Investigational New Drug Application) was approved in December 2021
- Central IRB (Institutional Review Board) approvals for clinical trial sites progressing according to plan
- Site trainings ongoing
- First patient expected to be enrolled in April, 2022



INSPIRE·ICU

INhaled **S**edation vs **P**ropofol In **RE**spiratory failure

Development program is progressing according to plan



We also had progress in countries outside Europe and US

Progress US during Q4...



- Approval of Sedaconda ACD in **Turkey** (10.000 ICU beds)



- Approval of Sedaconda ACD in **Argentina** (8.000 ICU beds)



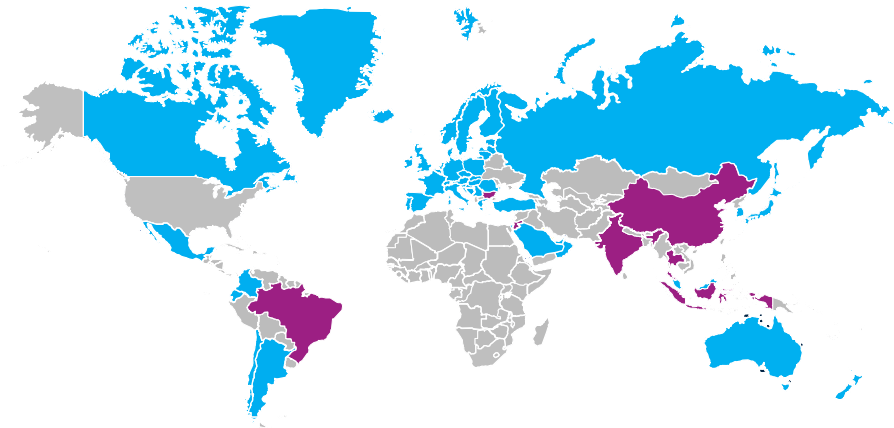
- Filed for Marketing Authorization of Sedaconda ACD in **China** (frame contract worth SEK 16MSEK with our partner Kyuan)



- Filed for Marketing Authorization of Sedaconda ACD in **Brazil** (26.000 ICU beds)

... further growing our global presence

- Sedaconda ACD approved
- Registration underway



>40

countries with Sedaconda ACD sales

Supply: We have taken the first steps in our Dual sourcing project

Objectives

- Establish second source production for main products
 - Reduce dependency on individual suppliers
 - Reduce exposure to risks related to shipment from Asia

Status

- Started EU production of Sedaconda Syringes in Q4, 2021
- Aim is to start EU production of other core products during 2022



FINANCIAL HIGHLIGHTS

Financial results

Net sales **Q4'21:** 46 (46) MSEK, +2% YoY in local currencies
 YTD'21: 159 (142) MSEK, +16% YoY in local currencies

- Sales in Germany contributed with 9 percent growth for the full year.
- Other direct markets showed a decrease of 11 percent from the previous year. This is due to the fact that the first two quarters of 2021 were negatively affected by significant Covid-19-driven stock-building in 2020 and consequently less and lower orders in the first half of 2021.

Gross Profit **Q4'21:** 33 (30) MSEK
Gross Margin **Q4'21:** 71 (64) %

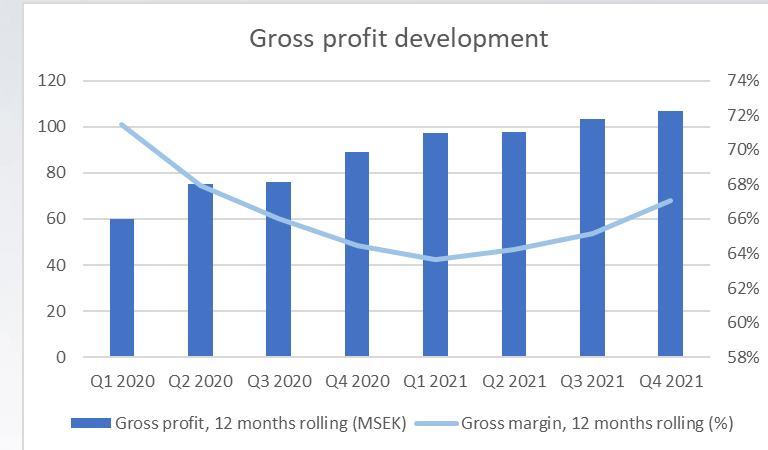
- Improved margin is mainly an effect of a positive market mix where markets with higher gross margins had a relatively higher share of the quarter's sales.
- Lower shipping costs due to more sea freight also contributed positively to the gross margin.

EBITDA **Q4'21:** -13 (-6) MSEK
EBITDA Margin **Q4'21:** -29 (-13) %

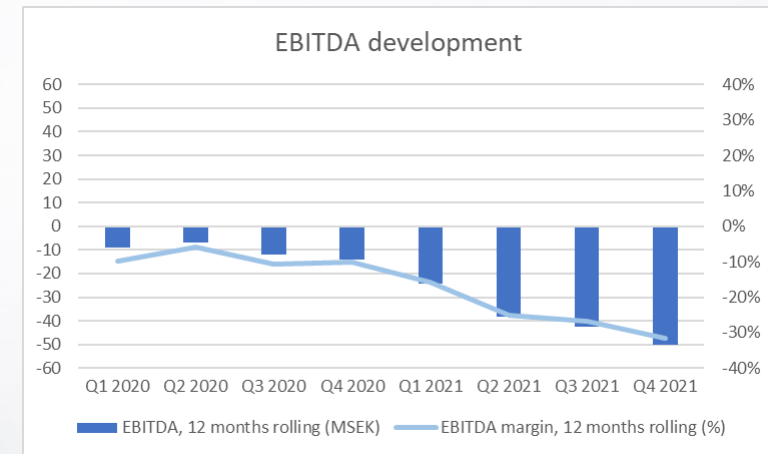
- Increased selling expenses due to higher costs related to the pre-launch activities of Sedaconda (isoflurane), a larger commercial and market organization and a higher level of activity as certain trade fairs and conferences have resumed.
- Increased R&D expenses mainly due to a lower degree of capitalization attributable to the initial scale up of the organization.

Staff, incl consultants, per Dec 31, 2021: 107 (83 at Dec 31 2020)

Gross profit development

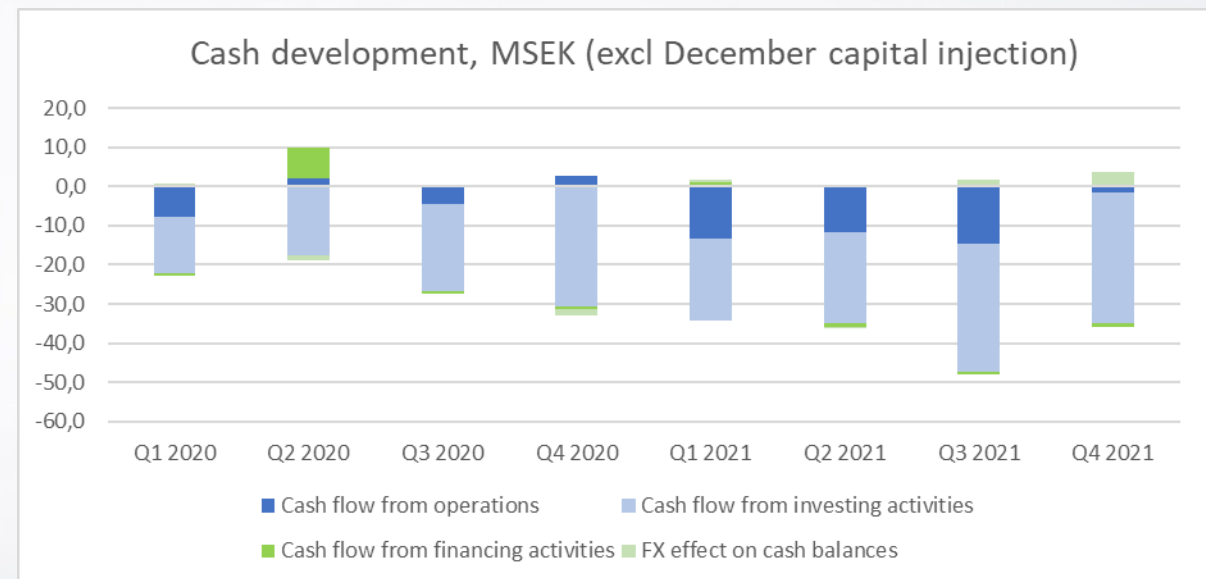
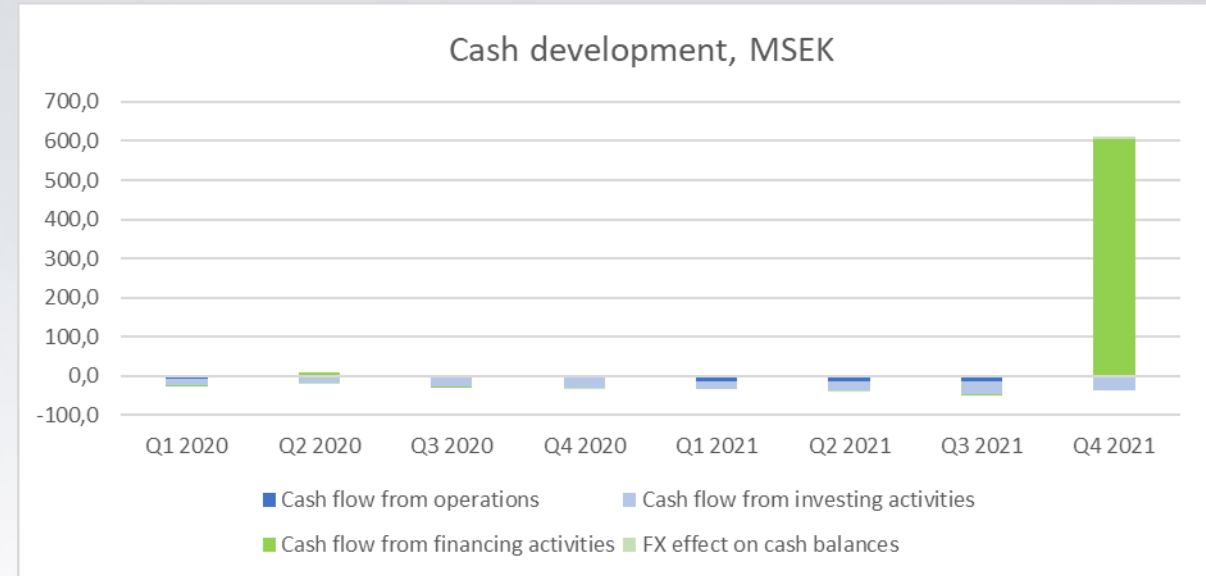


EBITDA development



Financial balances and Cash

- Cash flow from operations Q4'21:** -2 (3) MSEK
Cash flow from operations YTD'21: -41 (-8) MSEK and a cash flow from working capital of 12 MSEK mainly due to high levels of accounts receivables at year-end 2020.
- Cash flow from investments Q4'21:** -33 (-31) MSEK
Cash flow from investments YTD'21: -110 (-85) MSEK of which the vast majority is related to expenses for clinical studies, work on registration of Sedaconda ACD and Sedaconda (isoflurane) in the United States, as well as investments related to the paediatric study in the EU.
- Cash flow for the period Q4'21:** 571 (-29) MSEK
Cash flow for the period YTD'21: 454 (-87) MSEK whereof 607 MSEK is the net amount related to the new share issue completed in December.
- Cash balance per Dec 31, 2021:** 836 MSEK compared to 262 MSEK at the beginning of the quarter
- No long-term financial loans / debt free company**



Largest shareholders December 31, 2021

	No of shares	Share
Swedbank Robur Funds	9,329,589	9.4%
Handelsbanken Funds	9,087,712	9.1%
Linc AB	8,064,804	8.1%
Anders Walldov direct and indirect (Brohuvudet AB)	7,662,018	7.7%
Ola Magnusson direct and indirect (Magiola AB)	4,572,098	4.6%
Sten Gibeck	4,279,776	4.3%
Öhman Funds	4,087,019	4.1%
AMF Pension	3,870,000	3.9%
Berenberg Funds	1,905,101	1.9%
Avanza Pension	1,867,828	1.9%
Nordnet Pensionsförsäkring	1,803,870	1.8%
Tredje AP-fund	1,735,989	1.7%
Tedsalus AB (Thomas Eklund)	1,666,464	1.7%
Highclere International Investors LLP	1,492,630	1.5%
DNCA Finance S.A	1,379,980	1.4%
Fifteen largest shareholders	62,804,878	63.2%
<i>Others</i>	<i>36,532,082</i>	<i>36.8%</i>
Total	99,336,960	100.0%



A split (4:1) was made at the end of May 2021

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QUESTIONS