



# Q3 FY2024

November 8, 2024





## Live Presentation

Friday, November 8, 2024, 8:30 AM (ET)

## Participant Dial-in Information

**Toll Free:** 1-800-267-6316

**Toll/International:** 1-203-518-9783

**Conference ID:** SANUWAVE

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## Replay Dial-in Information

**Toll Free:** 1-844-512-2921

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**Replay Expiry:** November 29, 2024

# Forward Looking Statements



This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, such as statements relating to future financial results, production expectations, and plans for future business development activities. Forward-looking statements include all statements that are not statements of historical fact regarding intent, belief or current expectations of the Company, its directors or its officers. Investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, many of which are beyond the Company’s ability to control. Actual results may differ materially from those projected in the forward-looking statements. Among the key risks, assumptions and factors that may affect operating results, performance and financial condition are risks associated with regulatory oversight, the Company’s ability to manage its capital resources, competition, and the other factors discussed in detail in the Company’s periodic filings with the Securities and Exchange Commission. The Company undertakes no obligation to update any forward-looking statement.

## **Non-GAAP Financial Measures**

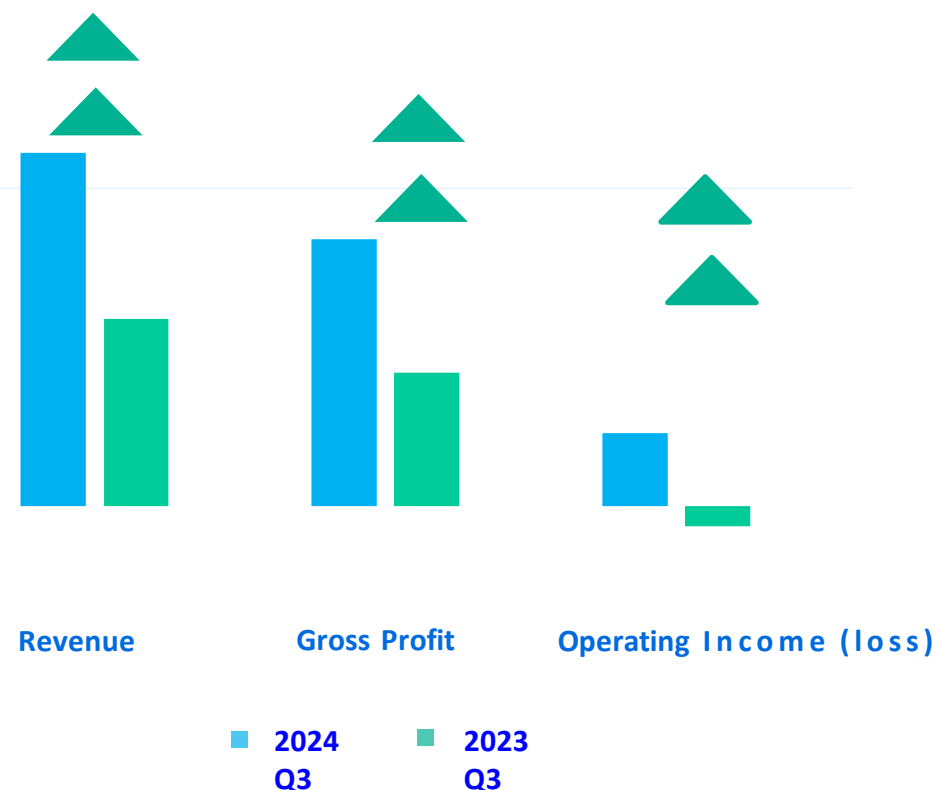
This presentation includes certain financial measures that are not presented in our financial statements prepared in accordance with accounting principles generally accepted in the United States (“U.S. GAAP”). These financial measures are considered “non-GAAP financial measures” and are intended to supplement, and should not be considered as superior to, or a replacement for, financial measures presented in accordance with U.S. GAAP.

The Company uses Earnings Before Interest, Taxes, Depreciation and Amortization (“EBITDA”) and Adjusted EBITDA to assess its operating performance. Adjusted EBITDA is Earnings before Interest, Taxes, Depreciation and Amortization adjusted for the change in fair value of derivatives and any significant non-cash or infrequent charges. EBITDA and Adjusted EBITDA should not be considered as alternatives to net loss as a measure of financial performance or any other performance measure derived in accordance with U.S. GAAP, and they should not be construed as an inference that the Company’s future results will be unaffected by unusual or infrequent items. These non-GAAP financial measures are presented in a consistent manner for each period, unless otherwise disclosed. The Company uses these measures for the purpose of evaluating its historical and prospective financial performance, as well as its performance relative to competitors. These measures also help the Company to make operational and strategic decisions. The Company believes that providing this information to investors, in addition to U.S. GAAP measures, allows them to see the Company’s results through the eyes of management, and to better understand its historical and future financial performance. These non-GAAP financial measures are also frequently used by analysts, investors, and other interested parties to evaluate companies in our industry, when considered alongside other U.S. GAAP measures.



Consistent topline growth while managing operating costs.

(in millions)	Q3 2024	Q3 2023	YoY
Revenue	\$9.4	\$5.0	+ 89%
Gross Profit	\$7.1	\$3.5	+ 100%
Gross Margin	75.5%	71.5%	+401bp
Operating Expense	\$5.1	\$4.1	+26%
Operating Income (loss)	\$2.0	(\$0.5)	+\$2.5



# Improved operational results



## NON-GAAP ADJUSTED EBITDA

(in thousands)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
<b>Net Income/(Loss)</b>	\$ (20,657)	\$ (23,700)	\$ (18,624)	\$ (44,042)
Non-GAAP Adjustments:				
Interest expense	3,661	3,845	11,004	12,504
Depreciation and amortization	256	266	736	780
<b>EBITDA</b>	<b>(16,740)</b>	<b>(19,589)</b>	<b>(6,884)</b>	<b>(30,758)</b>
Non-GAAP Adjustments for Adjusted EBITDA:				
Change in fair value of derivative liabilities	18,849	19,325	17,633	29,943
Other non-cash or non-recurring charges:				
Gain on extinguishment of debt	-	-	(5,205)	-
Severance agreement and legal settlement	-	-	585	-
Release of historical accrued expenses	-	-	(579)	(1,250)
Shares for services	-	-	-	224
License and option agreement	-	-	(2,500)	-
Prepaid legal fees expensed from termination of Merger Agreement	-	-	457	-
<b>Adjusted EBITDA</b>	<b>\$ 2,109</b>	<b>\$ (264)</b>	<b>\$ 3,507</b>	<b>\$ (1,841)</b>

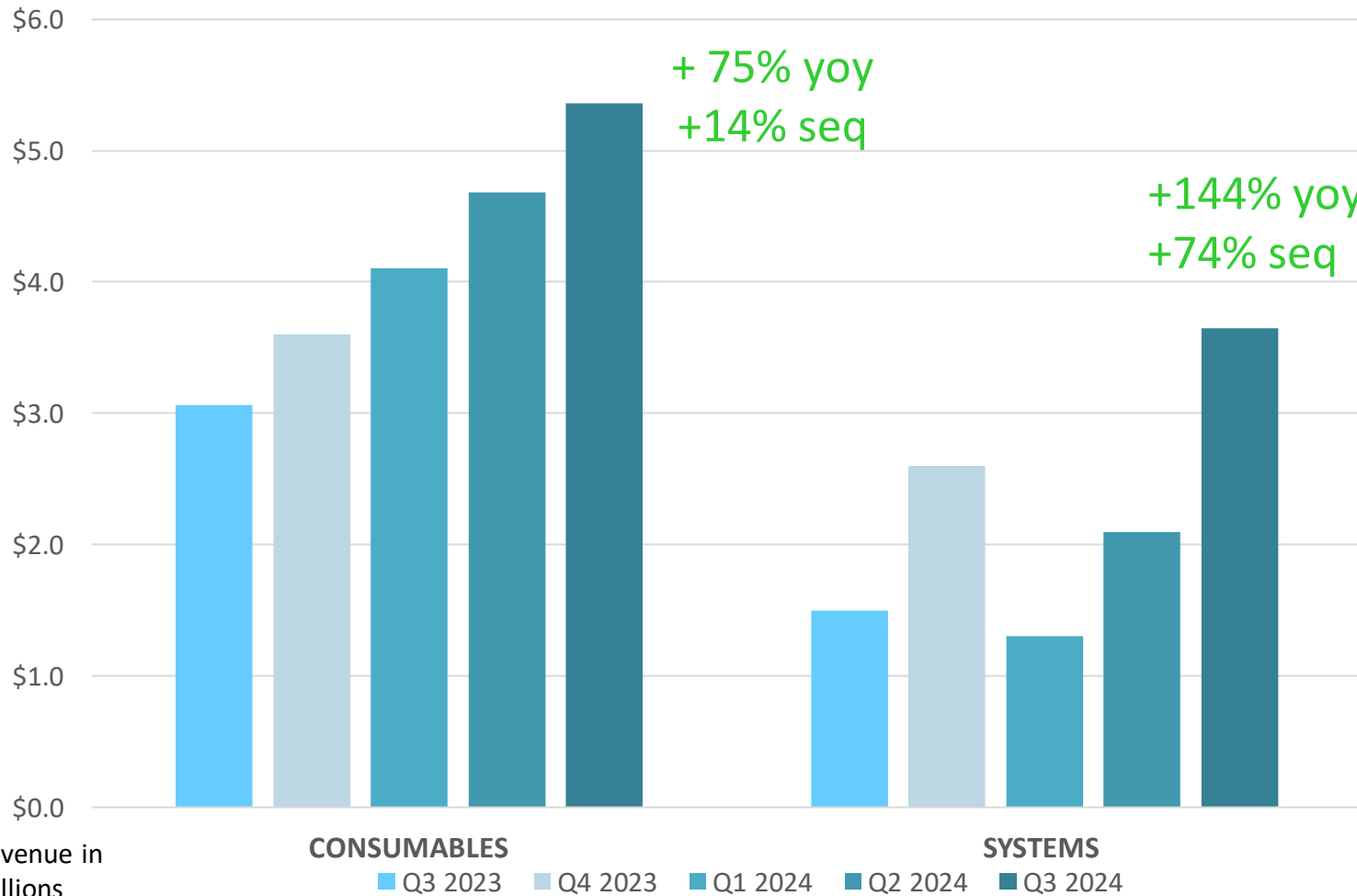
See Non-GAAP Financial Measures disclosure included on slide 3



# Growing UltraMist Systems & Consumables Sales



Continuous UltraMIST revenue growth throughout 2023. Strong year on year growth in 2024.



- 912 Active Systems\* in the field at end of Q3 2024
- In Q3 2024: 124 systems sold (vs 55 in Q3 2023 and 72 in Q2 2024)

\*Active systems defined as customers who have ordered consumables in prior 6 months



# Q4 and FY 2024 Revenue Guidance



## Q4 2024

REVENUE GROWTH

+40-50%



vs

Q4 2023 REVENUE  
of \$6.99 million

## FY 2024

REVENUE GROWTH

>\$32 million  
(+57%)

vs

FY 2023 REVENUE  
of \$20.4 million





# Summary

Wound care is undergoing a **payor led shift to evidence based medicine and reimbursement.**

This has aligned incentives for Patients, Payors, and Providers.

**SANUWAVE is in a prime position to benefit:**

- Approved products protected by strong IP
- Strong existing reimbursement with room to improve
- Strong, focused sales force
- Now able to meet demand with expanded manufacturing



Accelerating revenue growth poised to bring company to **profitability.**