Precision Vascular Robotics

Corindus Vascular Robotics (CVRS)
January 2017
THIS PRESENTATION CONTAINS "FORWARD-LOOKING STATEMENTS" (AS SUCH TERM IS DEFINED IN SECTION 27A OF THE SECURITIES ACT OF 1933, AS AMENDED, AND SECTION 21E OF THE SECURITIES EXCHANGE ACT OF 1934, AS AMENDED), AND INFORMATION RELATING TO THE COMPANY, THAT ARE BASED ON THE CURRENT BELIEFS OF, AND ASSUMPTIONS MADE BY OUR MANAGEMENT AND THE INFORMATION CURRENTLY AVAILABLE TO OUR MANAGEMENT. FORWARD-LOOKING STATEMENTS RELATE TO EXPECTATIONS CONCERNING MATTERS THAT ARE NOT HISTORICAL FACTS. WORDS SUCH AS "ANTICIPATE," "BELIEVE," "ESTIMATE," "EXPECT," "INTEND," "PLAN," "PREDICT," "OPINION," "WILL" AND SIMILAR EXPRESSIONS AND THEIR VARIANTS, ARE INTENDED TO IDENTIFY FORWARD-LOOKING STATEMENTS. THESE FORWARD-LOOKING STATEMENTS INCLUDE, BUT ARE NOT LIMITED TO STATEMENTS RELATED TO OUR EXPECTED BUSINESS, PRODUCTS, ADOPTION OF ROBOTIC MEDICAL PROCEDURES, RESULTS OF OPERATIONS, FUTURE FINANCIAL CONDITION, ABILITY TO INCREASE OUR REVENUES, AND SIMILAR MATTERS. THESE FORWARD-LOOKING STATEMENTS SHOULD BE CONSIDERED IN LIGHT OF VARIOUS IMPORTANT FACTORS, INCLUDING, WITHOUT LIMITATION, THE RATE OF ADOPTION OF OUR CORPATH SYSTEM AND THE RATE OF USE OF OUR CASSETTES; RISKS ASSOCIATED WITH MARKET ACCEPTANCE, INCLUDING PRICING AND REIMBURSEMENT; OUR ABILITY TO ENFORCE OUR INTELLECTUAL PROPERTY RIGHTS; OUR NEED FOR ADDITIONAL FUNDS TO SUPPORT OUR OPERATIONS; OUR ABILITY TO MANAGE EXPENSES AND CASH FLOW; FACTORS RELATING TO ENGINEERING, REGULATORY, MANUFACTURING, SALES AND CUSTOMER SERVICE CHALLENGES; POTENTIAL SAFETY AND REGULATORY ISSUES THAT COULD SLOW OR SUSPEND OUR SALES; THE EFFECT OF CREDIT, FINANCIAL AND ECONOMIC CONDITIONS ON CAPITAL SPENDING BY OUR POTENTIAL CUSTOMERS; THE IMPACT OF GLOBAL AND REGIONAL ECONOMIC AND CREDIT MARKET CONDITIONS ON HEALTH CARE SPENDING; HEALTH CARE REFORM LEGISLATION IN THE UNITED STATES AND ITS IMPACT ON HOSPITAL SPENDING. REIMBURSEMENT AND FEES WHICH WILL BE LEVIED ON CERTAIN MEDICAL DEVICE REVENUES, DECREASES IN HOSPITAL ADMISSIONS AND ACTIONS BY PAYERS TO LIMIT OR MANAGE SURGICAL PROCEDURES TIMING AND SUCCESS OF PRODUCT DEVELOPMENT AND MARKET ACCEPTANCE OF DEVELOPED PRODUCTS, PROCEDURE COUNTS; REGULATORY APPROVALS, CLEARANCES AND RESTRICTIONS; GUIDELINES AND RECOMMENDATIONS IN THE HEALTH CARE AND PATIENT COMMUNITIES, INTELLECTUAL PROPERTY POSITIONS AND LITIGATION, COMPETITION IN THE MEDICAL DEVICE INDUSTRY AND IN THE SPECIFIC MARKETS OF SURGERY IN WHICH WE OPERATE, THE INABILITY TO MEET DEMAND FOR PRODUCTS, THE RESULTS OF LEGAL PROCEEDINGS TO WHICH WE ARE OR MAY BECOME A PARTY, PRODUCT LIABILITY AND OTHER LITIGATION CLAIMS, ADVERSE PUBLICITY REGARDING OUR COMPANY AND SAFETY OF OUR PRODUCTS AND THE ADEQUACY OF TRAINING; OUR ABILITY TO EXPAND IN FOREIGN MARKETS; AND OTHER RISK FACTORS. READERS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS, WHICH ARE BASED ON CURRENT EXPECTATION AND ARE SUBJECT TO RISKS, UNCERTAINTIES; AND ASSUMPTIONS THAT ARE DIFFICULT TO PREDICT, INCLUDING THOSE RISK FACTORS DESCRIBED IN THE COMPANY’S ANNUAL REPORT ON FORM 10-K FOR THE FISCAL YEAR ENDED ON DECEMBER 31, 2015. OUR ACTUAL RESULTS MAY DIFFER MATERIALLY AND ADVERSELY FROM THOSE EXPRESSED IN ANY FORWARD-LOOKING STATEMENTS. WE UNDERTAKE NO OBLIGATION TO PUBLICLY UPDATE OR RELEASE ANY REVISIONS TO THESE FORWARD-LOOKING STATEMENTS EXCEPT AS REQUIRED BY LAW.
Robotics Market

Healthcare is the fastest growing robotics market

- Robots in manufacturing
- Robots in hazardous areas
- Auto-driving cars
- Robots in healthcare

Robotic Market CAGR (2000-2025)

Healthcare is the fastest growing robotics market
Corindus Today
A leader in vascular robotics

**LARGE Market Opportunity with Long GROWTH Runway**

$4.5B\textsuperscript{1}$ market opportunity in 2018 driven by over 2.5 million coronary and 3 million non-coronary procedures performed per year

**DIFFERENTIATED Technology**

ONLY FDA cleared robotic platform for percutaneous coronary intervention ("PCI"), radial PCI and peripheral interventions\textsuperscript{*}

2\textsuperscript{nd} generation CorPath GRX FDA Cleared October 2016

**Proving BENEFIT to Physician, Patient, Hospital**

Studies have shown a greater than 95% reduction in radiation exposure for the physician when using CorPath System\textsuperscript{2}

**Robust INTELLECTUAL PROPERTY Portfolio**

With over 50 patents issued worldwide, Corindus has ring-fenced patents around co-axial robotic movement

\textsuperscript{1} Market opportunity assessment based on market research reports and Corindus estimate
\textsuperscript{2}Weisz, G. et al. Safety and Feasibility of Robotic Percutaneous Coronary Intervention: PRECISE Study. J Am Coll Cardiol. 2013;61(15):1596-1600. PRECISE Trial was conducted with the CorPath 200 System.
\textsuperscript{*}Only the CorPath 200 System is indicated for use in peripheral vascular interventions
**Corindus Strategic Imperatives**

**Platform for growth**

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<thead>
<tr>
<th></th>
<th>Strengthen execution to increase adoption</th>
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<td><strong>5</strong></td>
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<td></td>
<td><strong>Strengthen execution to increase adoption</strong></td>
<td><strong>Fuel physician community of support</strong></td>
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<td></td>
<td>• Narrow focus to develop deeply integrated programs</td>
<td>• Build steering committees of thought leaders</td>
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<td></td>
<td>• Culture of accountability</td>
<td>• Grow evidence base</td>
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<td></td>
<td>• Align incentives with operational performance</td>
<td>• Build best-in-class medical education</td>
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<td></td>
<td><strong>Invest in technology roadmap</strong></td>
<td><strong>Expand into high growth disease segments</strong></td>
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<td>• Next-gen investments – on time and under budget</td>
<td>• Establish radial PCI and peripheral footprint</td>
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<td>• Tie into industry product launches</td>
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<td></td>
<td>• Explore structural heart and neurovascular</td>
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<td><strong>Drive global expansion</strong></td>
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<td>• US – focus on establishing deep relationships</td>
<td>• China, Japan, Middle East and EU</td>
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New Leadership & Strengthening Team
Building operational & clinical excellence

Mark Toland
President & CEO
20 Year Medical Device Veteran

J. Aaron Grantham, MD
Chief Medical Officer
Practicing Interventional Cardiologist

Marty Leon, MD
Executive Advisor
Interventional Cardiology Thought Leader

Campbell Rogers, MD
Board of Directors
CMO of Heartflow

David Kandzari, MD
Steering Committee
Piedmont Heart

Bill Lombardi, MD
Steering Committee
University of Washington

Additional Leadership Hires

Sales
Medical Affairs
R&D
Operations
WW Strategic Development
Human Resources
Market Opportunity
Large & growing worldwide market

$4.5B¹

$1.33B NON-PCI

$1.14B PCI

$1.19B NON-PCI

$0.88B PCI

OUS

US

Market Opportunity

- $4.5B FY2018 market estimate¹
- Non-PCI procedure types: Peripheral Vascular², Neurointerventional and Structural Heart
- 2018 estimated PCI procedure volume³:
  - 933,000 in the US
  - 1,800,000 OUS
- 2018 estimated non-PCI procedure volume³:
  - 1,200,000 in the US
  - 1,800,000 OUS

¹ Market opportunity assessment based on market research reports and Corindus estimate
² Peripheral Vascular includes lower limb, carotid, renal, iliac and AAA (abdominal aortic aneurysm) procedures
³ Millennium Research Group
**Traditional PCI vs CorPath Robotic PCI**

Robotic precision may improve outcomes, economics and safety.

<table>
<thead>
<tr>
<th>Manual PCI</th>
<th>PCI steps</th>
<th>Robotic-assisted PCI</th>
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</thead>
<tbody>
<tr>
<td>Struggle to see angiography</td>
<td>Assess Anatomy</td>
<td>Close proximity ergonomic visualization</td>
</tr>
<tr>
<td>Trial &amp; error, wire spinning</td>
<td>Navigate</td>
<td>Precise ‘Point &amp; Shoot’ predictability</td>
</tr>
<tr>
<td>‘Eyeball’ estimate</td>
<td>Measure Anatomy</td>
<td>Robotic-assisted sub-mm Measurement</td>
</tr>
<tr>
<td>Manual adjustment</td>
<td>Position Stent</td>
<td>1mm precise positioning</td>
</tr>
<tr>
<td>Devices loose during inflation</td>
<td>Deploy Stent</td>
<td>Fixated devices during deployment</td>
</tr>
</tbody>
</table>

**Today’s Cath Lab Environment**
- High radiation exposure
- Significant fatigue and orthopedic strain

**Robotic Cath Lab**
- Shields from radiation
- Potential to reduce fatigue and orthopedic strain
The Next Generation is Here

CorPath GRX System

- GRX is the second generation of the CorPath robotic platform
  - FDA Cleared – October 2016
- Increased precision, improved workflow, extended capability in complex procedures*
- Designed to improve procedures for physicians and staff

* Compared to the CorPath 200 System
CorPath Clinical Benefit

Procedural Control
- Bedside improvements to enhance workflow
- Open architecture
- Potential to improve patient outcomes
- Evidence of success in complex PCI

Robotic Precision
- 1mm movements for precise positioning
- Sub mm measurement to select the most appropriate stent
- Reduce stent utilization

Protection
- Radiation protection to the physician and staff (15%)
- Potential to reduce long-term orthopedic issues

Weisz, G. et al. Safety and Feasibility of Robotic Percutaneous Coronary Intervention: PRECISE Study. J Am Coll Cardiol. 2013;61(15):1596-1600. PRECISE Trial was conducted with the CorPath 200 System.
Clinical trials were conducted using the CorPath 200 System
Building Robust Robotic Programs
Driving strategic placements

Commercial Focus on Developing New Programs and Growing Adoption

Team Approach
Physicians, techs, nurses and administration

Commitment to Building a Program
Buy in from all stakeholders

Ongoing Training
Basic, intermediate and advanced

Adequate Procedural Volume
Support multiple users
Financial Snapshots
Corindus Vascular Robotics

Key Financial Metrics1

<table>
<thead>
<tr>
<th>Metric</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash, Cash Equivalents and Marketable Securities</td>
<td>$18.1 million</td>
</tr>
<tr>
<td>Debt2</td>
<td>$4.7 million</td>
</tr>
<tr>
<td>Basic Shares Outstanding</td>
<td>119,025,221</td>
</tr>
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</table>

Guidance

<table>
<thead>
<tr>
<th>Year</th>
<th>Robotic Programs</th>
<th>Revenue</th>
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<tbody>
<tr>
<td>2016</td>
<td>Establish 6-9 new robotic programs in 2H 2016</td>
<td>$2.5 - $3.5 million</td>
</tr>
<tr>
<td>2017</td>
<td>Establish &gt;25 new robotic programs</td>
<td>Greater than $12 million</td>
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1 As of September 30, 2016
2 Outstanding principal balance
Evolution of Clinical Strategy

Clinician driven deliverables through CMO feedback loop

**Strategic Shift**
- FDA clearance of NG2 (GRX)
- Clinical Steering Committee
- Technology deep dives with R&D
- VP of Medical Affairs
- Build clinical roadmap

**Leverage**
- Future generation product development
- Global expansion
- Broader indications
- Algorithmic approach to robotics

**2016**
- Gen 3 development underway
- Clinical roadmap outlined
- Medical education strategy established and in execution mode

**Develop**

**2017**

**2018**
- WW Launch of NG3
- 1st ever remote cases performed
- Robotic “live” cases at major medical conferences
- Outcomes data grows

**2019**
- Scale
Vascular Robotic Clinical Roadmap
Demonstrating excellence in multiple lesion types and anatomies

Expand Use
- Left Main Intervention
- Complex PCI & CTO
- Ostial Lesion
- BVS
- Staff Radiation Protection
- Outcomes
- Remote PCI

Feasibility
- Below the Knee
- Ostial Stenting
- Atherectomy
- Drug Eluting Balloons

Exploratory
- Exploratory Work

NEURO
- Structural

PCI

Only the CorPath 200 System is indicated for use in peripheral vascular interventions
Where We Are Going
Strategy

1st Commercial
- PCI fundamentals
- Wire and stent manipulation

2016
CorPath 200

2017
CorPath GRX
Build Programs
- 50% PCI penetration
- More device control
- Enhanced workflow
- Alliances and partnerships

2019
NG 3
Robotic Adoption
- Target 80% of cases
- Procedure speed
- Enhanced user experience
- Algorithmic approach

>2020
Standard of Care
- Target > 80% of cases
- Remote teleprocedural control
- Optimized to specific patient

Strategy
- 50% PCI penetration
- More device control
- Enhanced workflow
- Alliances and partnerships
- Alliances and partnerships
Addressing Healthcare Challenges
Paradigm shift towards the “How” not the “What”
Future of Cardiovascular Robotics

Platform for advanced capabilities

Features aimed at improving workflow, expanding access, and reducing variability of care.

**Advanced Device Manipulation**
- Expanded compatibility, precise actuation, multiple device control, quick exchange.

**Robotic-Assisted Procedures**
- Automated wire techniques scaled to full auto-navigation of wires and catheters.

**Remote Capabilities**
- Tele-treatment capabilities spanning from remote case proctoring to remote catheterization.

**Prescriptive Analytics**
- Algorithms to guide peri-procedure lesion assessment, treatment plan, and device selection.
## Strategic Objectives

### Corindus Vascular Robotics

### Near Term

- Establish 6-9 robotic programs
- Pursue co-development opportunities, add at least one additional collaboration
- Ramp robotic programs and utilization
- CorPath GRX – launch ready in 1H 2017

### Medium to Long Term

- Recurring revenue streams and NG3 system launch
- Expansion into additional disease states (neurovascular and structural heart)
- Global expansion and remote tele-proctoring
Corindus Vascular Robotics, Inc. is a global technology leader in robotic-assisted vascular interventions. The company's CorPath® System is the first FDA-cleared medical device to bring robotic-assisted precision to interventional procedures. With the CorPath System, Corindus Vascular Robotics brings robotic precision to interventional procedures to help optimize clinical outcomes and minimize the costs associated with complications of improper stent placement with manual procedures.

Visit us at www.corindus.com