



Acutus Medical, Inc. (AFIB)

Corporate Presentation

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Leading the Charge in Electrophysiology

*We are a **therapy management company** developing comprehensive and innovative technologies to treat complex cardiac arrhythmias*

*Our **vision** is to become the **partner-of-choice** to electrophysiologists through our broad portfolio of diagnostic and therapy solutions*

Our Markets are Large, Growing, and Underpenetrated

Key drivers: Growing incidence and diagnosis of cardiac arrhythmias



Western lifestyle



Rising utilization of self-monitoring devices



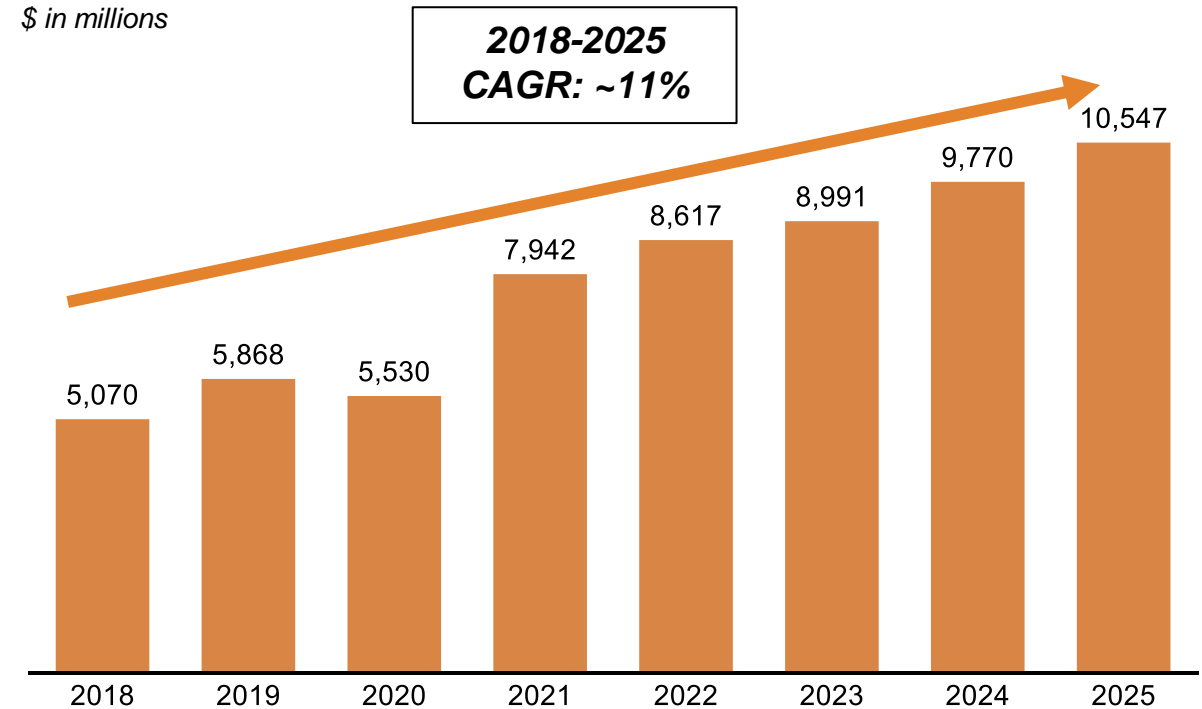
Progressive disease, function of aging



Well-established reimbursement in developed markets

Market is projected to grow double-digits from 2018 to 2025¹

\$ in millions



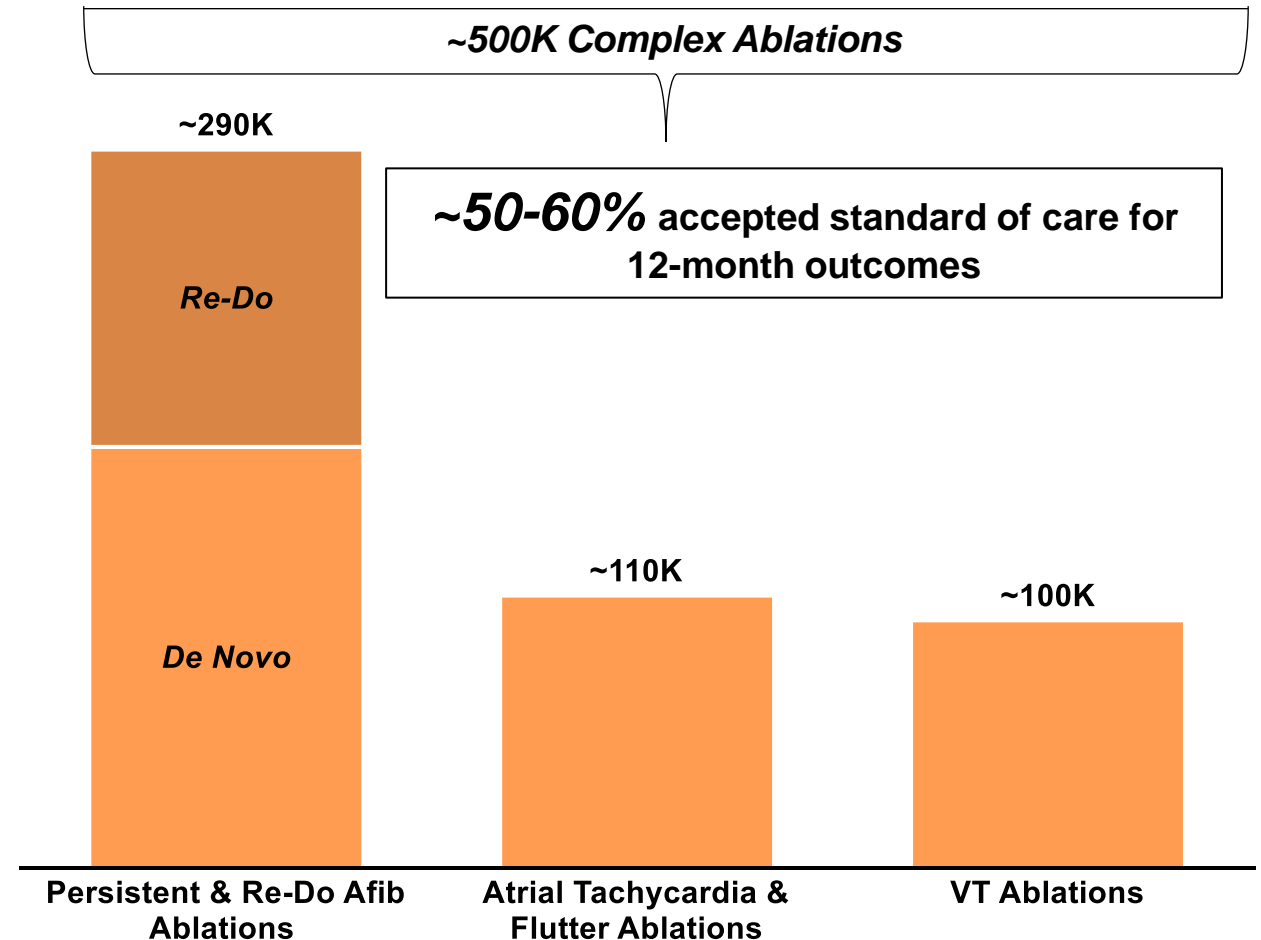
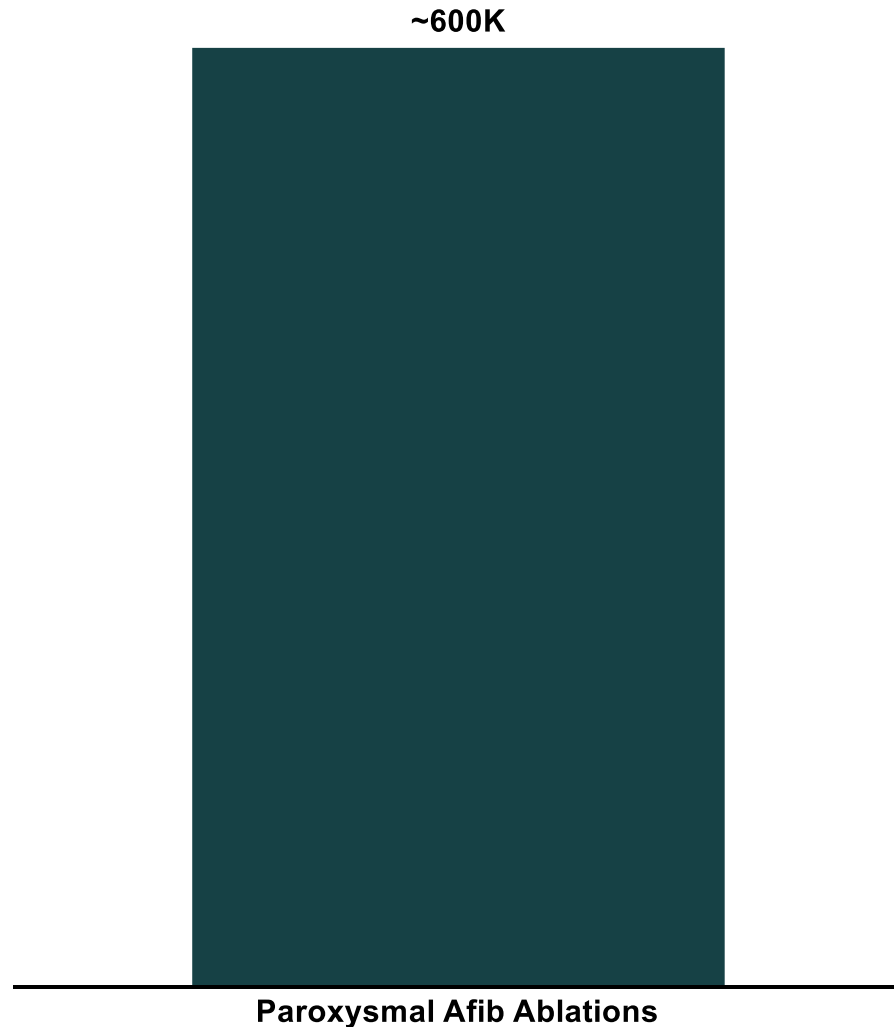
Despite nearly ~1 million procedures in 2020... the market is under 5% penetrated²

1. Electrophysiology Mapping and Ablation Devices, Market Insights, US. Decision Resources Group M360EP0062, June 2020
2. Total prevalence pool of ~53M with ~972K treated in 2020 and 1.04M in 2019

Significant Opportunity in Complex Ablations

Largely treated with contact mapping-based radiofrequency (RF) ablation and cryoablation

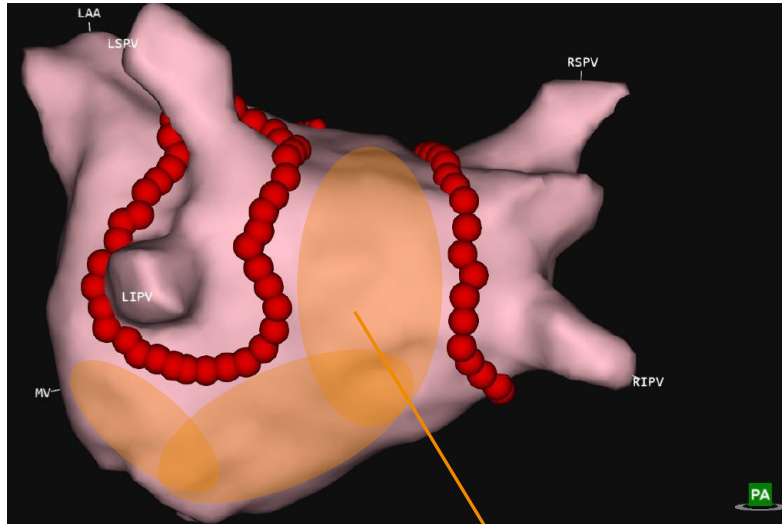
Multiple treatment modalities to address this population with relatively inconsistent outcomes



Individualized Ablation for Improved Outcomes

Pulmonary Vein Isolation (PVI)

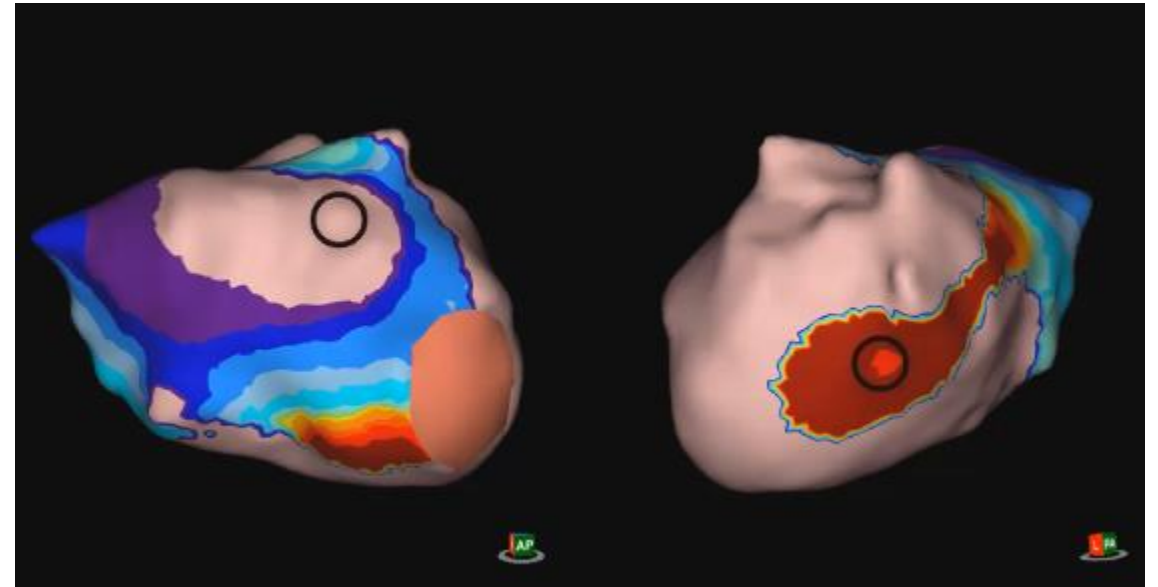
Leaves questions about further targets outside the veins



Conventional contact mapping leaves large areas **undiagnosed** and **untreated or overtreated**

AcQMap

Direct visualization of heart's activity reveals actionable diagnostic information

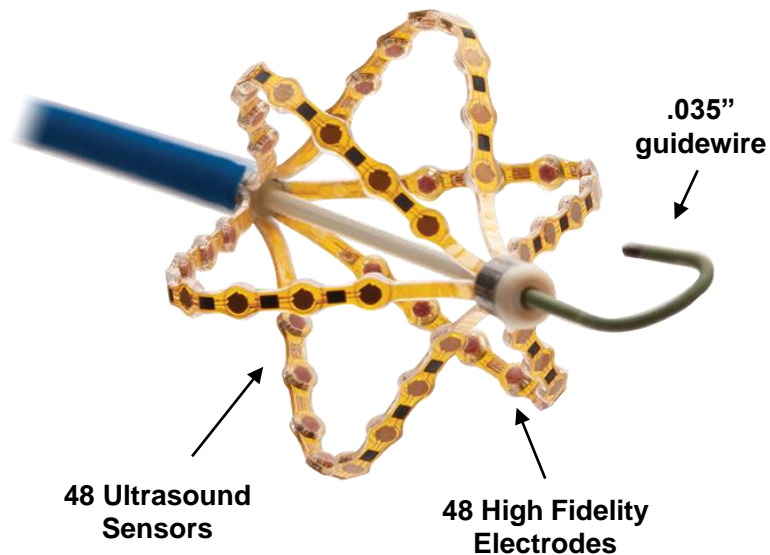


Unique and differentiated capability to directly visualize extra-pulmonary vein activity (triggers) and diagnostic information on areas of abnormal activity (substrate)

Unique Electrophysiology Platform

AcQMap is the only system on the market designed specifically for the complex patient population

Non-Contact 3D Imaging & Mapping Catheter



Multi-modal Guidance Console



Open Platform Compatible with most EP Catheters



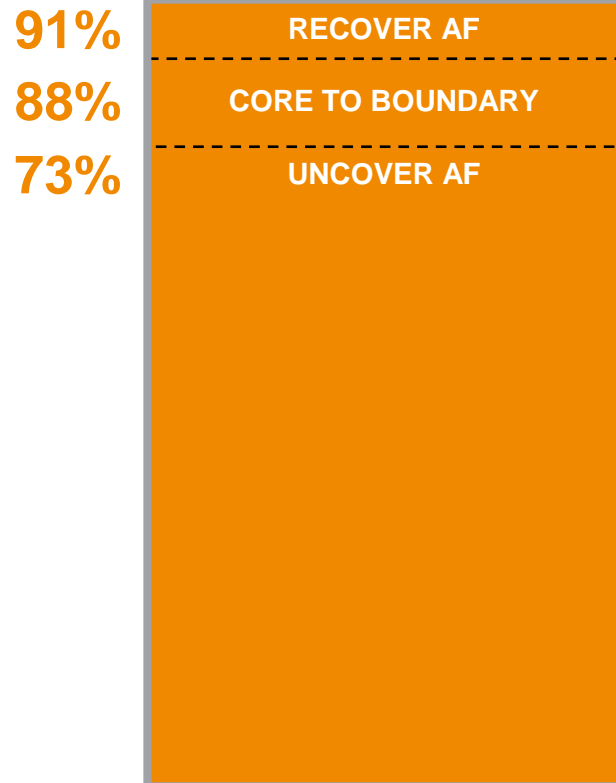
Comprehensive end-to-end suite of mapping, diagnostics, and therapy portfolio

AcQMap Clinical Data Helping to Fuel Adoption

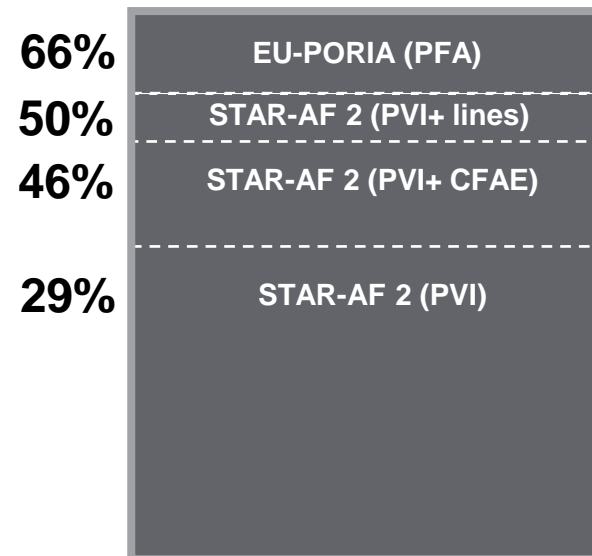
A fundamentally different mapping approach & therapy strategy improves success rates

12-Month Success Rates (Freedom from AF)

Individualized, patient-specific ablation informed by AcQMap



Conventional, non-patient-specific contact-mapping



Diagnostic Tools Enhance Therapy

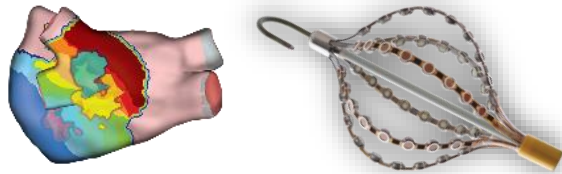
- ✓ **Ablation strategies will continue to evolve** with new energy modalities like Pulsed Field Ablation (PFA) as well as new catheter designs
- ✓ **AF therapy outcomes, particular in persistent AF and re-do patients,** require advanced diagnostics
- ✓ **Mapping will remain critical to procedural success** regardless of energy delivery platform

Acutus Growth Strategy

Grow Addressable Market

~\$3.0 Billion

Total addressable procedure opportunity by 2025

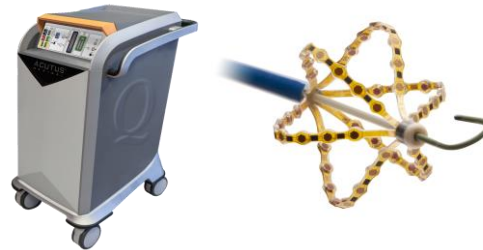


Executing on new product development to address market unmet needs and portfolio opportunities

Expand User Base

100+

Current Users of AcQMap



Driving same-store utilization growth and targeted installed base growth

Increase Procedure Penetration

~30-50%

Per Procedure Revenue Uplift Opportunity

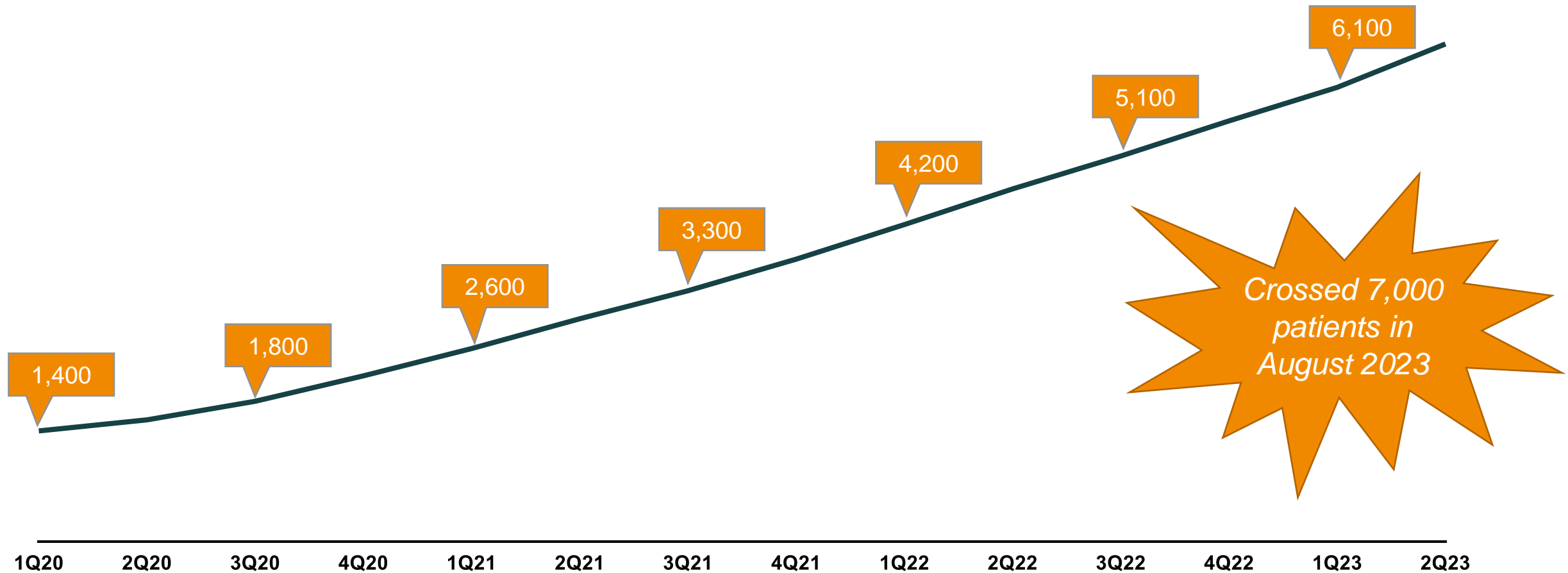


Portfolio expansion will enable greater share of procedure economics

Multiple Drivers to Support AcQMap Adoption and Strong Revenue Outlook

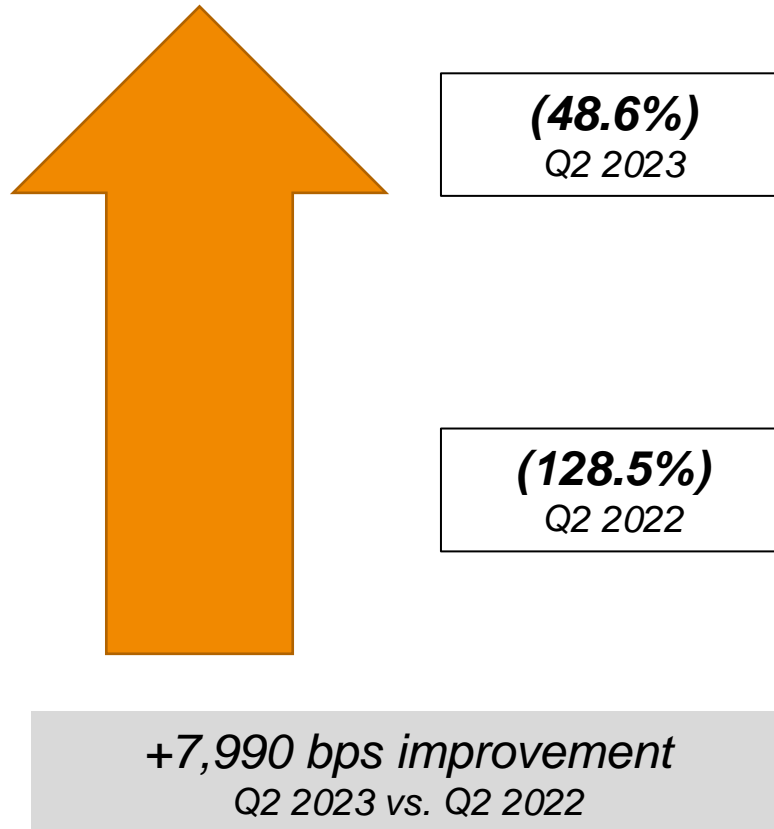
Strong Global Procedure Volume Ramp

~7,000 patients treated with AcQMap-guided therapy

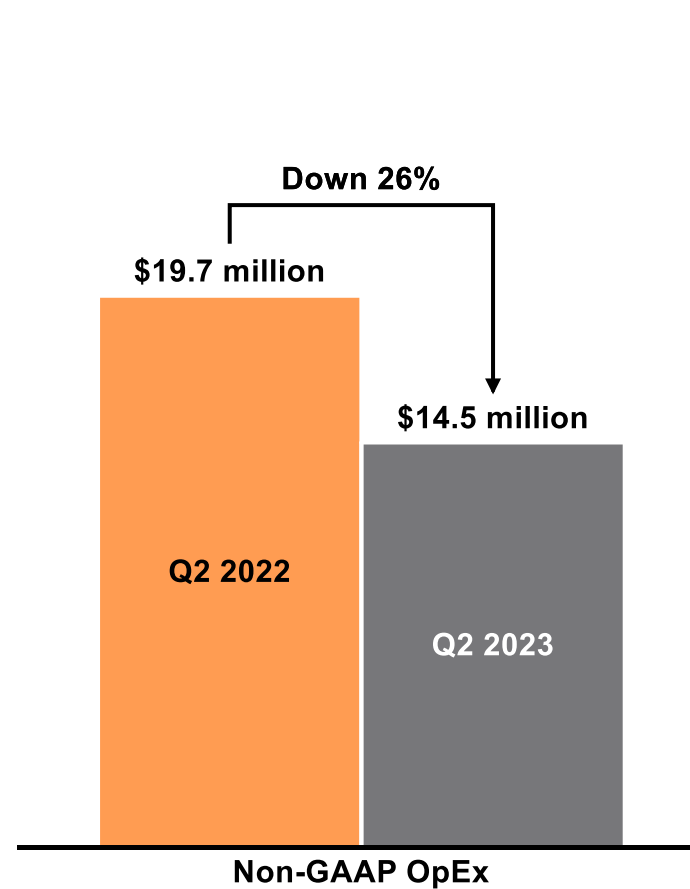


Driving Improved Operational Performance

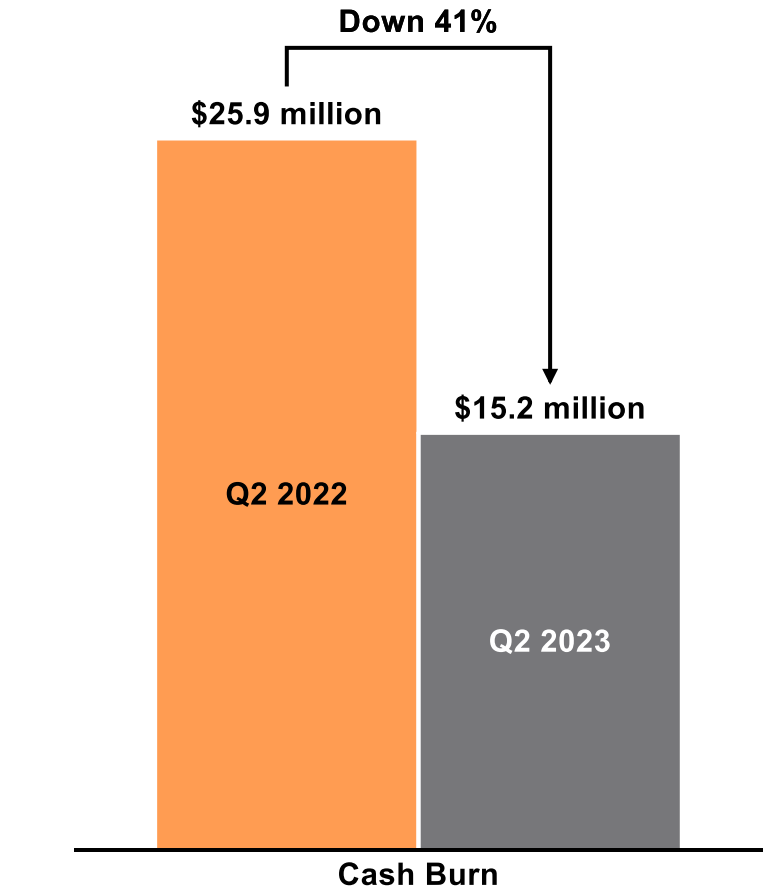
Gross Margin



Non-GAAP OpEX



Cash Burn



- Operating expenses are Non-GAAP (excludes restructuring, stock-based compensation, amortization of intangibles, acquisition related costs, and other adjustments)
- Cash burn excludes cash used in debt repayment and expenses related to debt restructuring as well as cash from disposition of assets

Full Year 2023 Outlook

Revenue Guidance

Full Year 2023

\$20-22 Million

2023 Drivers

1 Procedure volume growth

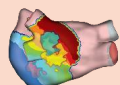
2 Targeted market expansion

3 New product launches

AcQBlate 1.0
U.S. Approval

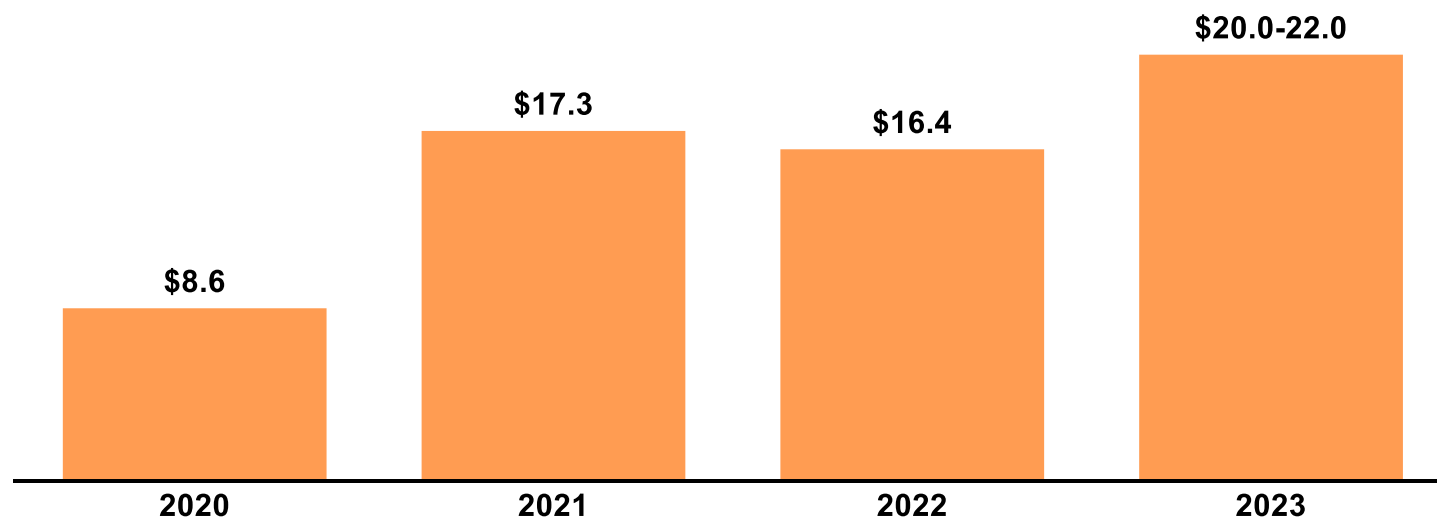


AcQMap 9
Software



Returning our Business to Growth in 2023

\$ in millions



References

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