

# Portable, Accessible, and Affordable Brain Imaging

The Swoop® Portable MR Imaging® system is driving the future of brain health.

Corporate Investor Deck - December 2024

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## Who is Hyperfine?



First FDA-cleared, portable MR brain imaging system with proprietary Al technology, a proven track record of innovation, broad labeling, and existing reimbursement



Platform technology reshaping the care paradigm and expanding the brain imaging market globally to address large, unmet healthcare needs at multiple sites of care in hospital and office settings



Revenue-generating business with attractive revenue growth and gross margin profile, strong spending discipline, and increased operating leverage



### A First for Brain Health

Hyperfine, Inc. has a unique ultra-low-field portable MR brain imaging system that aims to improve brain health globally.

- Designed to improve access, equity, and affordability for clinicians and patients
- Expands brain MR imaging to multiple professional healthcare settings (critical care, emergency departments, clinics, and offices)
- Enables clinicians to make timely and early diagnosis of critical brain conditions
- Potential to reduce the burden to healthcare systems of widespread and devastating global neurological conditions, such as stroke and Alzheimer's disease

HYPERFINE



### MRI is the Clinical Gold Standard

Capacity and Availability of **Conventional MRI**Compromise Access and Equity Globally

High-cost and complex site requirements limit access





Need for highly trained personnel constrains capacity



**Limited availability** leads to delayed diagnosis and care



Inpatient transport increases risk of adverse events





## The Portable Swoop System Serves Patients and Clinicians Where and When They Need Brain Imaging

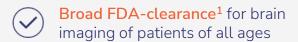




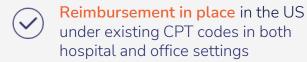


New ultra-low-field brain imaging paradigm—disrupts access and economics and expands the MRI market









Global footprint through international distributors supported by recent CE approval of latest software

## A New Paradigm in the Economics, Value, and Safety of Brain Imaging



	Conventional MRI	Swoop System	CT Scanner
Low Up-front Capital	•	•	•
No Construction or Installation Required	•	•	•
Minimal Recurring Costs	•	•	•
No Need for Certified Operators	•	•	•
Limited Staff Disruption	•	•	•
Portable	•	•	0
Soft Tissue Characterization	•	•	•
Patient Safety: Ionizing Radiation, Heating, Transport Risk	0	•	•

## The Swoop System is Transforming Brain Imaging

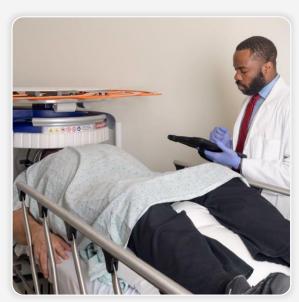
Safe for clinicians, patients, and caregivers across multiple sites of care



Portable through standard doors and elevators

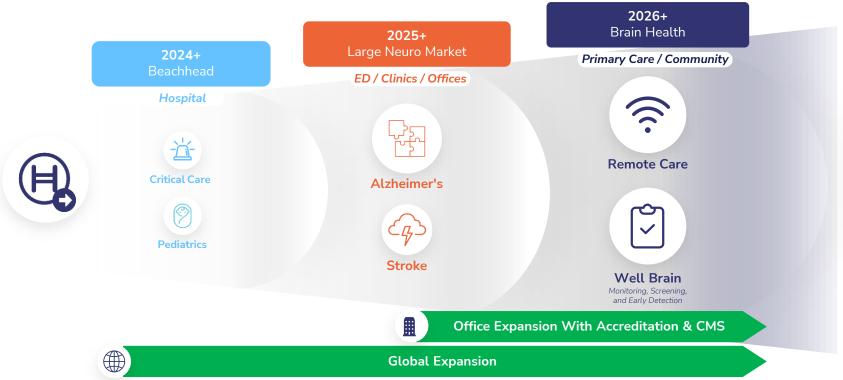


Intuitive iPad-based interface



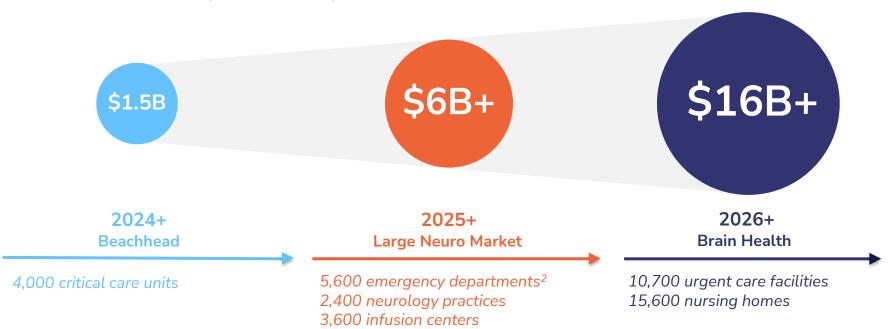
## Blueprint for Growth

The Swoop System Designed to Expand the Global Imaging Market to Increase Access and Equity



## Sizeable and Growing U.S. Total Addressable Market Opportunity

### Expanding TAM<sup>1</sup> Through New Sites of Care & New Clinical Applications



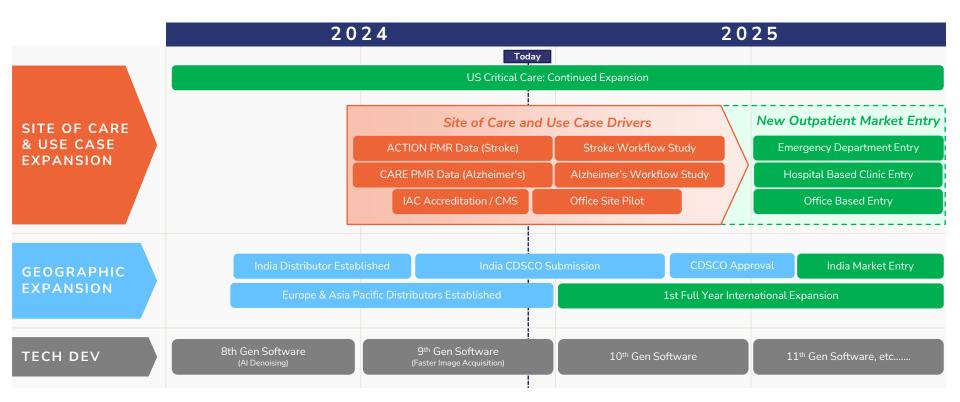
<sup>2</sup> Data as of 2020



<sup>&</sup>lt;sup>1</sup> TAM Calculation Based on Number of Sites of Care (Company Estimates on File) Multiplied by US Device ASP

## Multiple & Diverse Anticipated Growth Catalysts

Broad Indication & Versatile Technology Expected to Drive New Market Entrance and Adoption



## Plan to Access Emergency Departments - Driven by Acute Ischemic Stroke Triage Use Case

#### Stroke Detection

## Sequence Optimization & Al

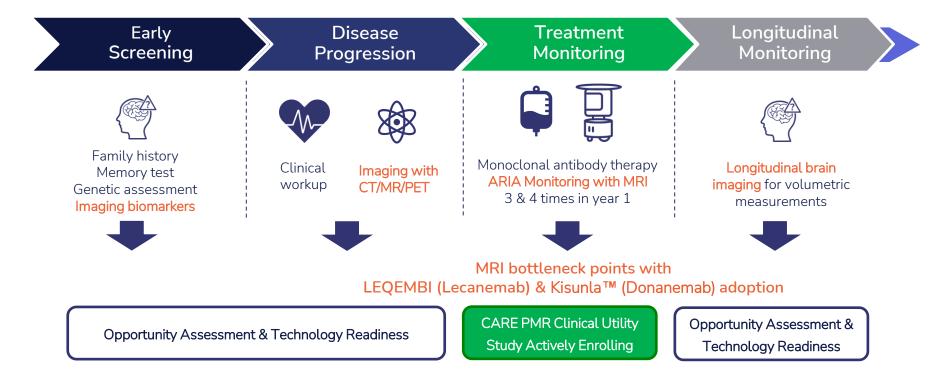
#### **Market Adoption**

- ACTION-PMR, is a multi-center evaluation to assess the use of Swoop system in detecting acute ischemic stroke as compared to conventional MRI and CT
- > 100 patients enrolled in detection phase
- Preliminary data in 2024; initial data included in study published in Annals of Neurology (August 2024) and presented at ESNR (September 2024)

- Software & sequence optimizations / updates
- Enhance speed and accuracy for stroke detection to optimize for time sensitive diagnosis environments

- Begin placement of Swoop units in emergency departments and huband-spoke stroke networks
- Internal stroke advisory committee, helping adoption

## Plan to Access Clinics - Driven By Alzheimer's Use Cases



## Plan to Access Neurology Office

#### Right to Play & Office Business Model Market Adoption Clinical Evidence IAC Accreditation standards Refine & optimize sales and Begin placement of Swoop units published November 2024 now support business model in neurology clinics include ultra-low-field MRI. Facilitate ancillary services Drive awareness and relevance of enabling accredited medical offices (Telerad, PACS, etc.) to drive a Swoop in the Neurology to qualify for CMS reimbursement scalable office-based solution ecosystem effective immediately Collaboration and partnerships CARE PMR clinical utility study, (e.g. Lilly, NeuroNet) presentations at AAIC, AAIC-Tokyo and CTAD Conferences. • White paper on Office Use case to demonstrate clinical and economic benefit

## **Execution:** Three Focus Areas & Spending Discipline



15

Innovation: Fast Cadence of Al-Powered Software Releases to **Drive Image Quality Performance** 2024 Software (8.8): Faster imaging Software (8.7): Al denoising in DWI sequence 2023 Software (8.6): DWI improvements, motion  $\searrow$ correction Al-powered Imaging  $\overline{\phantom{a}}$ Software (8.5): Improved DWI image quality, intensity uniformity, and faster imaging. 2022 Hardware (1.9): Updates to hardware components and minimum patient weight limit Software (8.4): Fast T2: 50% faster option to the existing higher-quality T2 sequence T1 (Standard): better intraparenchymal visibility, improved noise cancellation Software (8.3): Advanced diagnostic image reconstruction leveraging deep learning for T1, T2, and FLAIR sequences. Hardware (1.8) and Software (8.2): Automatic alignment and motion correction feature updates Hardware (1.7) and Software (8.1): Brain imaging for all ages. Broad indication for imaging of the brain (all ages). Hardware (1.6) and Software (8.0): CE certification achieved under latest MDR regulations. The first bedside MRI system for brain imaging of patients



ages 2 and up

## Image Quality Approaching High Field

Hyperfine has Rapidly Accelerated the Clinical Utility of Portable Ultra-low field MRI

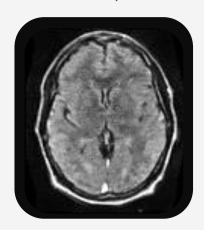
#### Illustrative Image Quality Improvements with FLAIR Contrast: pULF workhorse

First FDA Clearance Q1 2020



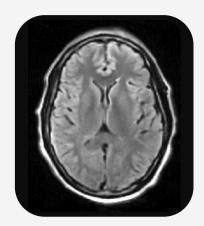
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8<sup>th</sup> Generation SW Launched Q1 2024





Next Gen (10<sup>th</sup>) SW<sup>1</sup> Expected 1H 2025



Proprietary Software and Al Deep Learning Innovation

## Clinical Evidence: Large & Growing Body of Published Data to Support Adoption Studies to Drive Evidence in New Use Cases

Current Commercial and Clinical Applications
User Groups





Clinical Research for Future Applications Advisory Groups



Stroke



Future
Opportunities
Pilot Programs





50+

Peer Reviewed Publications

175+

Peer Reviewed Conference Presentations

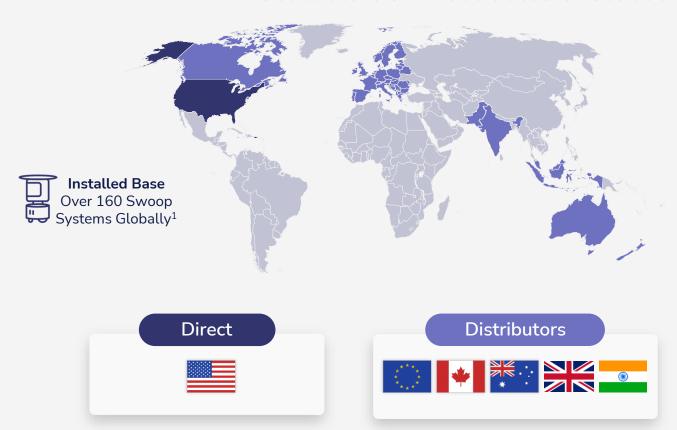
**Prospective Studies** 

HOPE PMR (Hydrocephalus)

SAFE MRI (ECMO)

ACTION PMR (Stroke)
CARE PMR (Alzheimer's)

### Commercialization: Scalable US Direct Sales & Global Distribution Network



#### **Commercial Profile**

- Upfront and Recurring Revenue Model
- Multiple Placement Potential per Customer
- Flagship Reference Institutions in Adult and Pediatric Care

#### **Health Economics**

- Existing Reimbursement in place in the US
- Reduce Cost of Care Through Faster Clinical Decision Making
- Address Healthcare Staffing Shortages
- Free-up Conventional MRI for Elective Scans
- Improve Efficiency, Reduced Patient Transport, and Superior Care



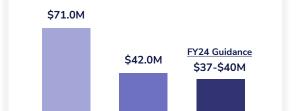
## System Economics Provide Attractive Margin Expansion Opportunity

Strong Margin Foundation with Healthy U.S. Pricing and Recurring Revenue

Year 1 **Years 2 – 5** INITIAL Annual Recurring Revenue (Software & Technical Service): MSRP \$42.5K / Year SYSTEM SALES \$425K U.S. MSRP **ADDITIONAL** Additional Recurring Revenue SYSTEM SALES ADDITIONAL Additional Recurring Revenue SYSTEM SALES **ADDITIONAL** Additional Recurring 20 PROPERTY OF HYPERFINE, INC. ©2024, All rights reserved. SYSTEM SALES Revenue

## Strong Foundation Poised to Deliver Financial Leverage From Multiple Growth Catalysts





2023

Cash Burn

#### **Revenue Fundamentals**

- Capital placements
- Recurring 3-to-5-year service & software revenue
- · International expansion began in 2024

#### **Future Revenue Drivers**

- Additional placements in emergency departments, clinics and offices (Stroke, Alzheimer's)
- · Continued international expansion
- · India approval & launch

#### **Gross Margin Fundamentals**

- Established global contract manufacturing partner
- Cost efficiencies: Connected ecosystem; cloud infrastructure

#### **Future Gross Margin Drivers**

- Scale & volume to drive margin expansion in line with attractive Physician Preference MedTech
- · Attractive and scaling recurring revenue
- Opportunity to unbundling software, cloud, and technical support

#### **Cash Burn Fundamentals**

- \$46M of Cash as of September 30, 2024
- Operating lean

2022

Current cash runway expected into early 2026

#### **Future Cash Burn Drivers**

- S&M productivity and scale
- · Manage R&D
- Efficient G&A

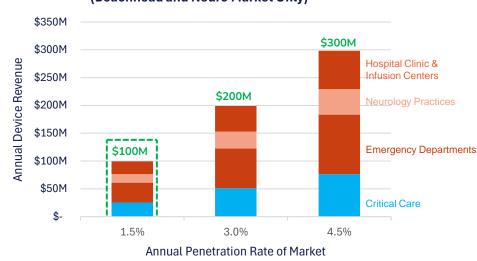
2024

## Illustration of Potential Revenue Opportunity Based on TAM

\$100M US Swoop Device Revenue For Every 1.5% Market Penetration

#### Market Entry Hurdles Cleared Potential Reimbursement Selling Sites of Care FDA Cleared? Available? Leverage (#) Critical Care Yes Yes Hospital 4.000 **Emergency Dept** 5.600 Yes Yes Hospital Hospital Clinic & Hospital 3.600 Yes Yes Concentrated Yes 2.400 Yes Accreditation in Nov '24 **Decision Maker** Total 15.600\*\*

## Illustration of Potential US Device Revenue<sup>(1)</sup> With Site Penetration Growth (Beachhead and Neuro Market Only)



WW Service Revenue and International Device Sales



<sup>\*\*26,400</sup> Additional Brain Health Market Opportunities

## Leadership Team With Proven Track Record of Success



Maria Sainz President and Chief Executive Officer



Da Chi

**Dave Castiglioni** Chief Commercial Officer





Brett Hale
Chief Administrative
Officer and Chief
Financial Officer





Chi Nguyen
Vice President of
Office Strategy and
Partnerships





Tom Teisseyre, PhD Chief Operating Officer





Rafael Donnay Vice President of Hospital Strategy and Health Economics





Edmond Knopp, MD Chief Medical Officer



## The Hyperfine, Inc. Opportunity



First FDA-cleared portable ultra-low-field AI-powered MR brain imaging system with strong proprietary technology



Growth blueprint driven by expanding to new sites of care; emergency departments, clinics and offices, new geography and sustained innovation



Commercial stage company poised to solve large unmet clinical/provider needs such as Alzheimer's and Stroke globally



Solid financial profile with rapid topline growth and attractive gross margins



Prolific engine of fast innovation and clinical evidence



Highly experienced executive team with deep industry expertise

