

XVIVO

XVIVO Presentation

May, 2022



Business areas



Thoracic



Abdominal



Services



Main markets 2021



Founded

1998

Employees

~110

HQ in Gothenburg

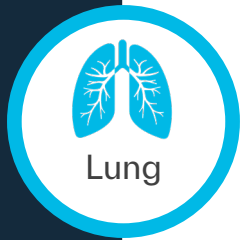
Sweden

The share is listed on

NASDAQ

Stockholm mid-cap

Product portfolio



Lung

MACHINE PERFUSION PLATFORMS



XPS™

DISPOSABLES FOR MACHINE PERFUSION



XPS DISPOSABLE LUNG KIT™

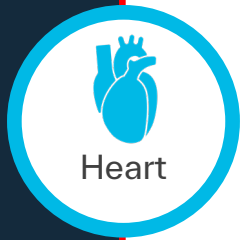


STEEN SOLUTION™

STATIC PRESERVATION



PERFADEX PLUS®



Heart

UNDER EVALUATION IN CLINICAL TRIALS



XVIVO HEART DEVICE™



XVIVO DISPOSABLE HEART SET™*



Kidney



KIDNEY ASSIST TRANSPORT™



KIDNEY ASSIST™



Liver



LIVER ASSIST™



DONOR ASSIST™

STAR Teams - Services for organ recovery

- A team of thoracic surgeons, preservationists, and coordinators
- Will start with Abdominal in 2022

In 2021;

Partnered with **15** transplant centers

Recovered **211** hearts and **134** lungs

Performed **404** total fly outs

Strategy

Strategy overview 2022-2026

Our purpose

We believe in an extended life for organs.
Nobody should die waiting for a new organ.

Our strategic objective

Global leading 'all organ' company

Our economic engine

Global leader in machine perfusion – *Revenue/Installed machine*

Our strategic focus areas

Global leader
Abdominal (the US)

Market leading
heart preservation
system

Increase
penetration of
machine perfusion

Secure all-inclusive
reimbursement in
key geographies

China to become
our second largest
market

Our four core values

Research-driven

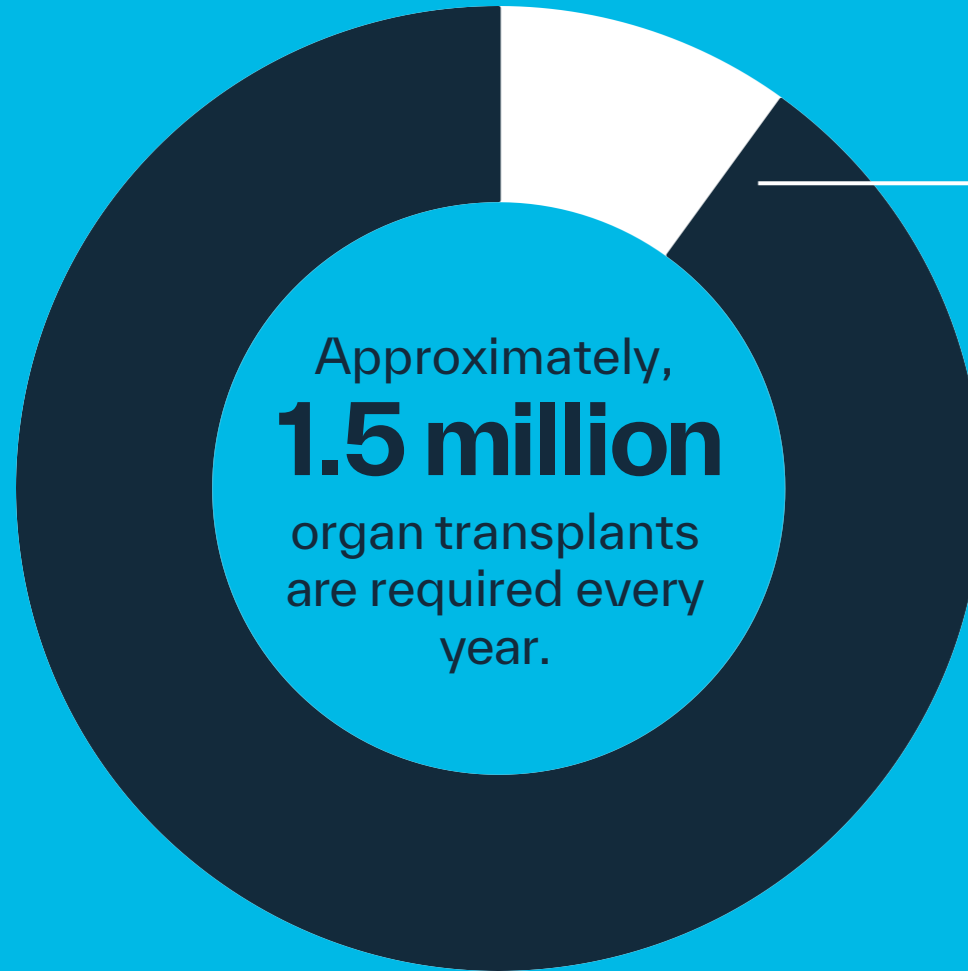
Customer centric

Collaborative

Purposeful

Market and trends

The need



With only

150,000

organ transplants performed globally each year, this only covers

10% of the total need.

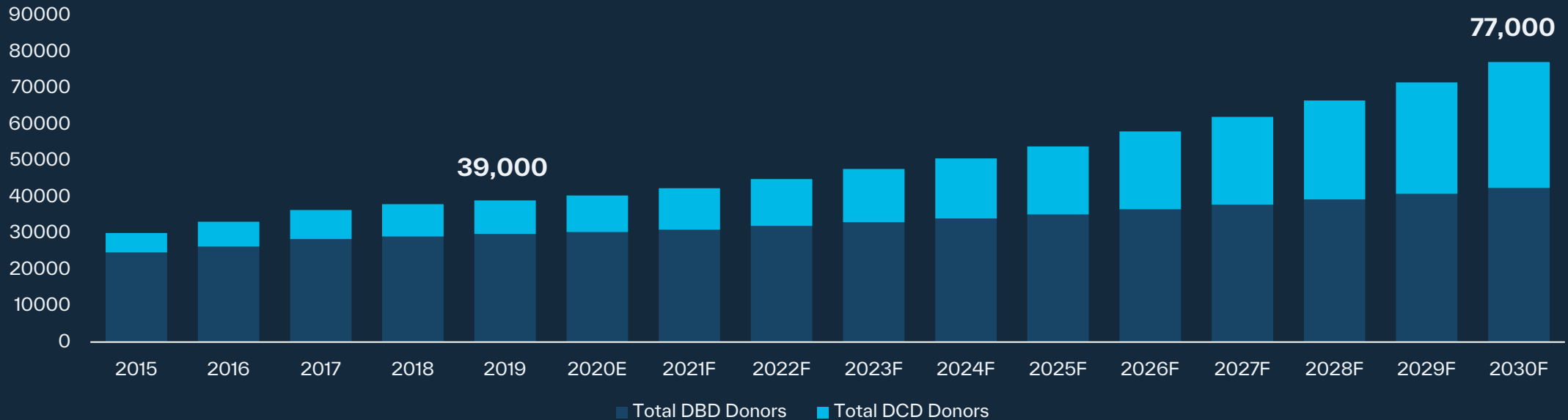
Organ utilization rates

Utilization rate 2019 global averages



Deceased donor growth forecast - All organs

Forecasted deceased donor growth



DCD CAGR 2020 - 2030

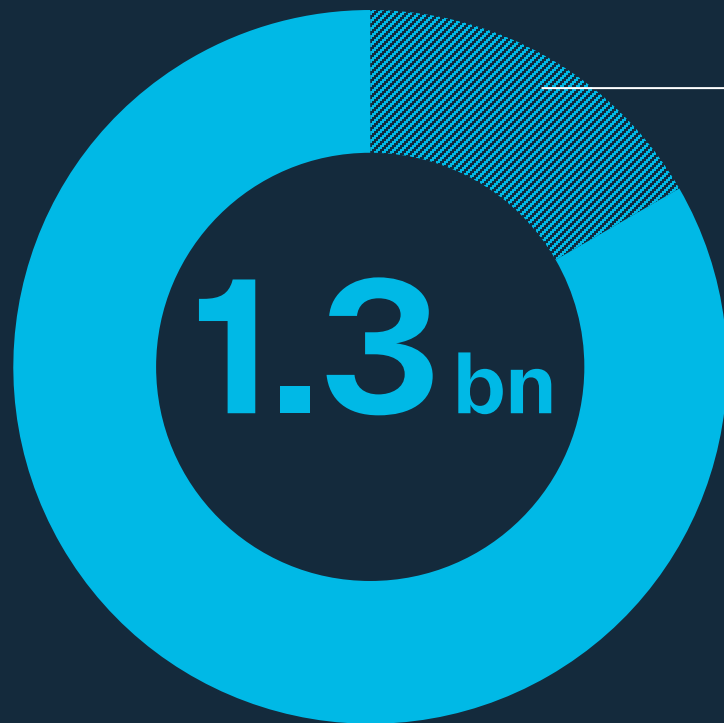
13 %

DBD CAGR 2020 - 2030

3.4 %

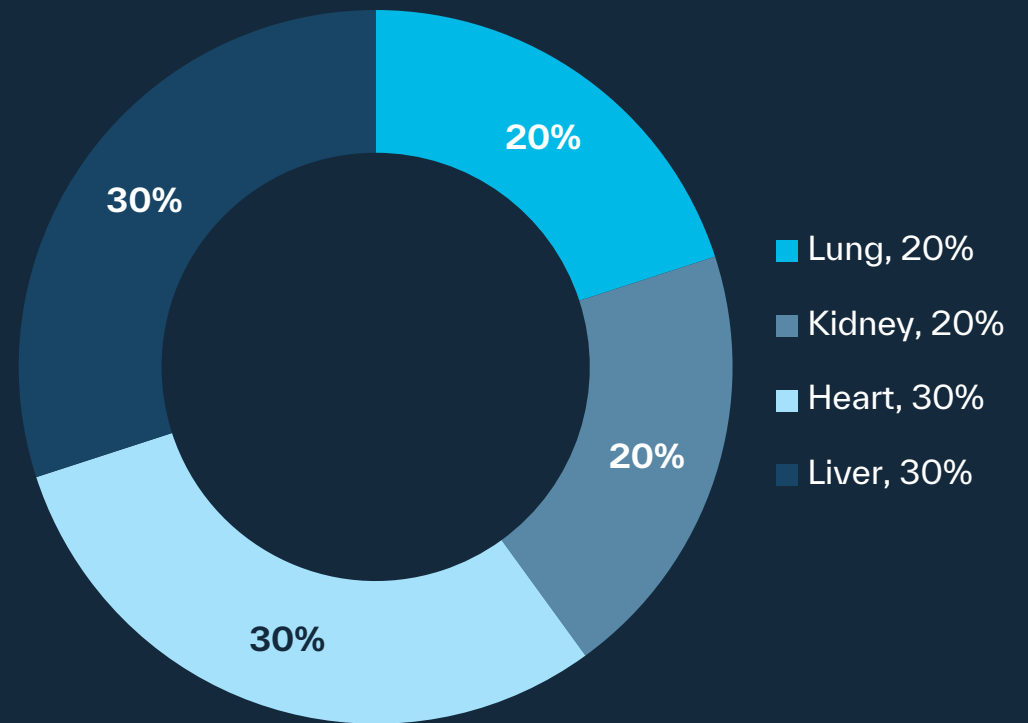
Market value - Machine perfusion

Total market value potential of machine perfusion*
(USD)



15%
Actual market

Market potential value split



*Deceased donors. Solutions and disposables only (no machines or static preservation)

Overview: Lung

The market

Key facts

No of transplants*

5.700

Organ utilization rate

16%

Active clinics

350

*2020 figures

XVIVO today

Market presence

XVIVO active clinics

256

52 with XPS™

XVIVO products

- PERFADEX® Plus
- XPS™ and STEEN Solution™

Approved in all major markets

Overview: Kidney

The market

Key facts

No of transplants*

55.000**

Organ utilization rate

78%

Active clinics

2,400

XVIVO today

Market presence

XVIVO active clinics

55

XVIVO products

- Kidney Assist Transport
- Kidney Assist

*2020 figures

**Deceased donors. 68,627 including donations from living donors.

Overview: Liver

The market

Key facts

No of transplants*

25.500

Organ utilization rate

72%

Active clinics

1,000

*2020 figures

XVIVO today

Market presence

XVIVO active clinics

70

XVIVO products

- Liver Assist

Overview: Heart

The market

Key facts

No of transplants*

7.900

Organ utilization rate

22%

Active clinics

700

XVIVO today

Market presence

XVIVO active clinics

14 (clinical trials)

XVIVO products

- XVIVO Heart Preservation System (clinical trials)

Clinical trials

- NIHP Trial in Europe
- NIHP Trial in ANZ
- NIHP Trial in Lund (Sweden)
- NIHP Trial in the US (to start during summer 2022)

*2020 figures

Q1 Highlights

Q1 Financials – at a glance

Net Sales

SEK 93 Million

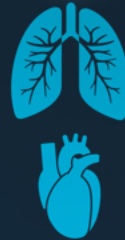
Sales growth

Total 59%

- Organic growth 32 %
- Acquired growth 15 %

EBITDA (adj)

17 %



Thoracic

- **Net Sales** SEK 68 million +47%
- **Gross margin** Disposables 84%



Abdominal

- **Net Sales** SEK 15 million +27%
- **Gross margin** Disposables 53%



Services

- **Net Sales** SEK 9 million
- **Gross margin** Disposables 50%

Kidney Assist Transport

510(k) clearance

- On January 21 - 510(k) clearance by the FDA for marketing on the US market
- Kidney Assist Transport - a transport device for kidney. The **only device on the market to offer hypothermic oxygenated perfusion** of kidneys

First certificate under MDR

- On March 23 - certificate under EU Medical Device Regulation (MDR)



Ground-breaking XENO transplant

First successful transplant from pig to human

- On January 7
- University of Maryland School of Medicine, US, performed the procedure
- NIHP - Stores and transports donated hearts in an optimized way



Regulatory approval in China

NMPA approves the global gold standard for lung preservation, PERFADEX Plus

- China is the second largest transplant market in the world.
- The fastest growing lung transplant market (28 percent recent years)
- Number of Lung Tx clinics has grown from 20 in 2016 to 50 in 2021.



...more Q1 highlights

Strong machine momentum

- 3 XPS™ sold
- Northwestern, the US – their first EVLP
- Liver Assist & Kidney Assist to Gainesville, the US – for research
- Second heart box sold to Revivacor

STAR Teams expansion

- 57 percent case growth
- Penn Hospital, new customer
- Inova Hospital, expanded agreement
- Important air traffic agreement in place

Q2 highlights - so far...

First **Kidney Assist Transport** agreements signed. Devices delivered.

Mayo Clinic, FL & Northwestern, IL

IDE application to FDA for US Heart preservation trial



A close-up photograph of two women in a professional setting. The woman on the left is in profile, smiling and looking towards the right. The woman on the right is also in profile, looking towards the left with a thoughtful expression, her hand resting near her chin. The background is a plain, light-colored wall with a horizontal wooden trim.

R&D pipeline

Progress in clinical trials

European Heart preservation trial

- 11 centers activated
- In total, 13-15 centers will participate

Target: Commercial launch Q1 2024

US Heart preservation trial

- IDE application to FDA
- To start during the summer

ANZ Heart preservation trial

- More than 8 hours of donor heart out-of-body record in Q1, 2022
- 3 centers activated



Outlook 2022

Outlook 2022

- Continued increase in global transplant activity
- Strong interest in XVIVO machine platforms - momentum for EVLP
- Kidney Assist Transport - US launch
- Continued price increases
- STAR Teams to expand into Abdominal organ recovery
- Heart project - clinical trial in the US
- Geographical expansion
- Increased focus on professional education
- Great uncertainty in the surrounding world

XVIVO as an investment

1

High demand – XVIVO is the only operator with products for all organs

2

We will strengthen our role on a sharply expanding market

3

High growth potential – and we have always been profitable

4

XVIVO is an investment with a clear sustainability profile

Our vision

Nobody should
die waiting for
a new organ
