



Q3 Update

November 15, 2022





Live Presentation

Tuesday November 15, 2022, 9:00 AM (EDT)

Participant Dial-in Information

Toll Free: 1-877-407-0784

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Replay Dial-in Information

Toll Free: 1-844-512-2921

Toll/International: 1-412-317-6671

Replay Pin Number: 13734492

Replay Expiry: November 29, 2022, 11:59 PM ET

Forward Looking Statements



This presentation may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 that reflect the Company’s current views with respect to certain current and future events and financial performance. 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. Such forward-looking statements, include, without limitation, any statements regarding expected benefits of the transaction and its impact on the Company, expected sales, marketing and other synergies of the combined company, cost savings opportunities, cross-selling opportunities, new revenue channels and product lines, the Company’s pro forma sales coverage and organization, sales force growth, international market opportunities and sales model, and growth strategy. Words such as “expects,” “anticipates,” “projects,” “intends,” “plans,” “believes,” “estimates,” variations of such words, and similar expressions are also intended to identify such forward-looking statements. 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. These risks and uncertainties include, without limitation, risks associated with the Company’s ability to successfully integrate the UltraMist business, that the transaction may not result in the expected benefits to the Company, risks associated with the regulatory approval and marketing of the Company’s product candidates and products, unproven pre-clinical and clinical development activities, regulatory oversight, the Company’s ability to manage its capital resource issues, competition, and 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.



Company Financials - Quarterly

Showing consistent topline growth while managing operating costs.

| (in millions) | Q3 2021 | Q3 2022 | YoY |
|----------------|---------|---------------|-------|
| Revenue | \$3.7 | \$4.2 | + 12% |
| Gross Profit | \$2.2 | \$3.6 | + 64% |
| Gross Margin | 58.3% | 85.5% | + 47% |
| Operating Cost | \$5.5 | \$5.4 | - 2% |
| Operating Loss | -\$3.3 | -\$1.8 | - 45% |



Company Financials - YTD



| (in millions) | Q3 2021 | Q3 2022 | YoY growth |
|------------------|---------|---------------|-----------------------|
| REVENUE | \$8.7 | \$11.2 | +29% |
| GROSS MARGIN | 58% | 77% | 32% improvement |
| OPERATING INCOME | -\$11.8 | -\$5.2 | 55% reduction in loss |



Manufacturing Capacity



SANUWAVE has been capital and production constrained. August 2022 funding alleviated this.

- Q2 was **120%** of manufacturing capacity
- Move manufacturing to **Minnesota**
- **MDSAP** audit
- Expand unit production capacity from **240 to 600 over next 12 months**
- Expand consumables production capacity from **5,400 applicators/wk to 24,000 applicators/wk** over next 12 months

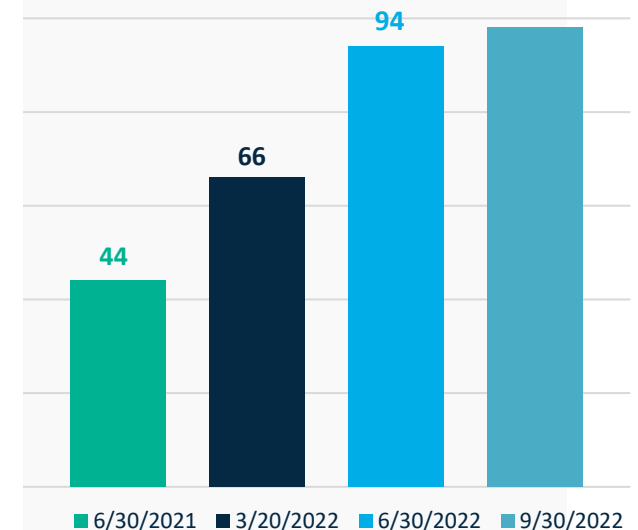
Meet existing backlog and support an increase in sales outreach.

| | 6/30/2021 | 3/30/2022 | 6/30/2022 | 9/30/2022 | Mar-Sept 2022 |
|---------------|-------------|-------------|-------------|-------------|---------------|
| *Trials | 44 | 66 | 94 | 106 | +61% |
| Trial value | \$1,510,000 | \$1,922,500 | \$3,133,380 | \$3,384,500 | +76% |
| W2 sales reps | 15 | 12 | 10 | 9 | |

Backlog

| | | | | |
|-----------------|---|---|-------------|-------------|
| *Awaiting Trial | 0 | - | 96 | 98 |
| Value Potential | 0 | - | \$3,009,000 | \$2,986,757 |

YTD TRIAL GROWTH (units)



Consumables



Active
Accounts



Applicators

Per Account per Month

590

+12%

26.3

+4%



2022 REVENUE GUIDANCE



2022 REVENUE GUIDANCE: **\$17-18 Million** (vs \$13 Million 2021, +31-39%)

Break Even

\$1.8mm/mo

Gross Margin

75%

Opex

\$1.4mm/mo

Unbounded Upside: 1% market share in US wound market = \$450 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



Rapid growth poised to accelerate and bring company to **profitability.**