



Q3 2023 Update

November 10, 2023





Live Presentation

Friday, November 10, 2023, 8:00 AM (ET)

Participant Dial-in Information

Toll Free: 1-877-407-0784

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Non-GAAP Financial Measures

Certain information in this presentation includes calculations or figures that have been prepared internally and have not been reviewed or audited by our independent registered public accounting firm. Use of different methods for preparing, calculating or presenting information may lead to differences and such differences may be material. This presentation contains financial measures and guidance which are considered “non-GAAP” financial measures under applicable SEC rules and regulations. Sanuwave management believes that non-GAAP financial measures provide information useful to investors in understanding the company’s underlying operational performance and trends and to facilitate comparisons with the performance of other companies. Non-GAAP financial measures should be considered supplemental to and not a substitute for financial information prepared in accordance with U.S. generally accepted accounting principles (GAAP), and investors are cautioned that Sanuwave may calculate non-GAAP financial measures in a way that is different from other companies. Management strongly encourages investors to review the company’s US GAAP consolidated financial statements.

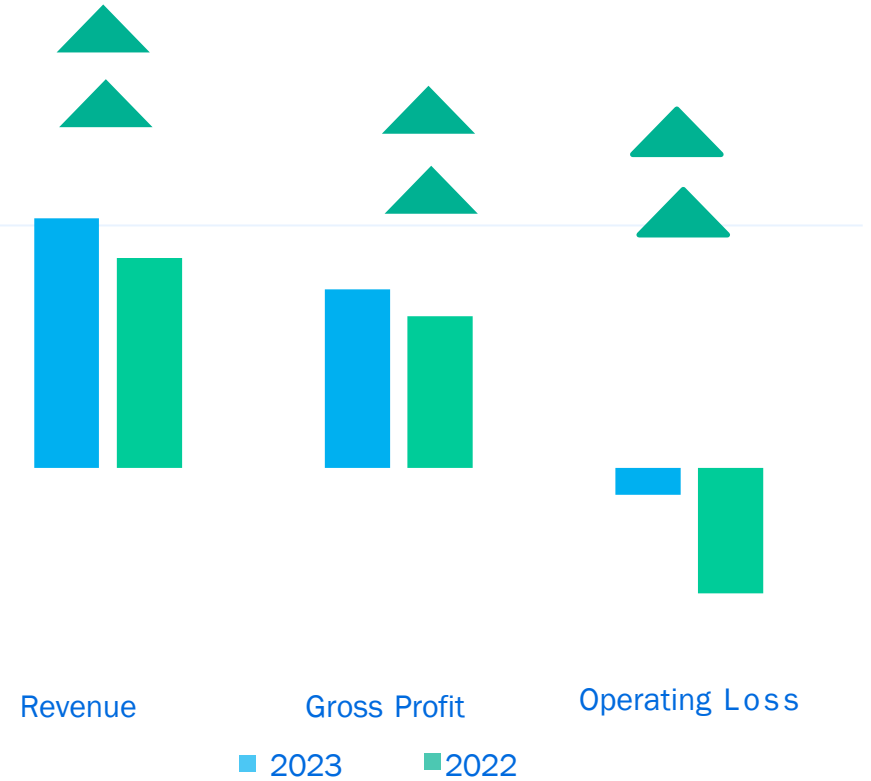


Company Financials Q3 2023



Consistent topline growth while managing operating costs.

(in millions)	Q3 2023	Q3 2022	YoY
Revenue	\$5.0	\$4.2	+ 19%
Gross Profit	\$3.5	\$3.0	+ 17%
Gross Margin	71%	72%	-100bp
Operating Expense	\$4.1	\$5.5	-25%
Operating Loss	(\$0.5)	(\$2.5)	79% reduction in loss



Improved operational profitability



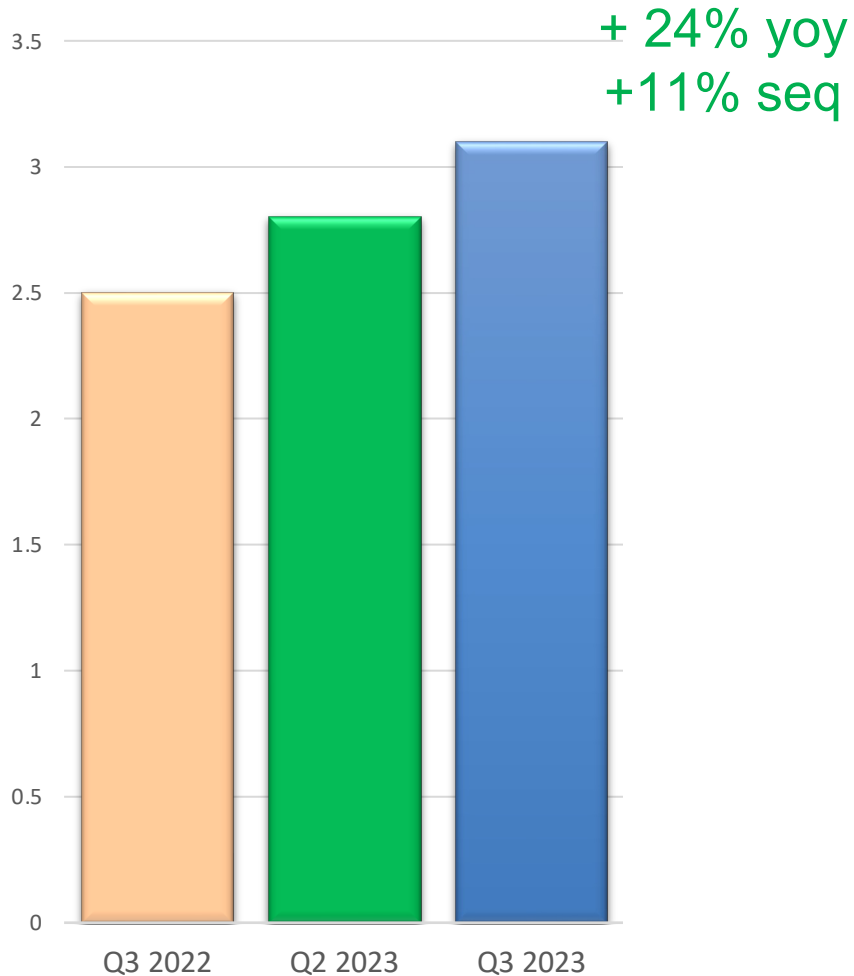
(in millions)	Q3 2023	Q3 2022
Net (Loss) Income	(\$23.7)	(\$1.1)
Non-GAAP adjustments:		
Interest Expense	3.8	3.8
Depreciation and Amortization	0.3	0.2
EBITDA	(\$19.6)	\$2.9
Change in fair value of derivative liabilities	19.3	(5.2)
Loss on extinguishment of debt	-	0.1
Adjusted EBITDA	(\$0.3)	(\$2.2)



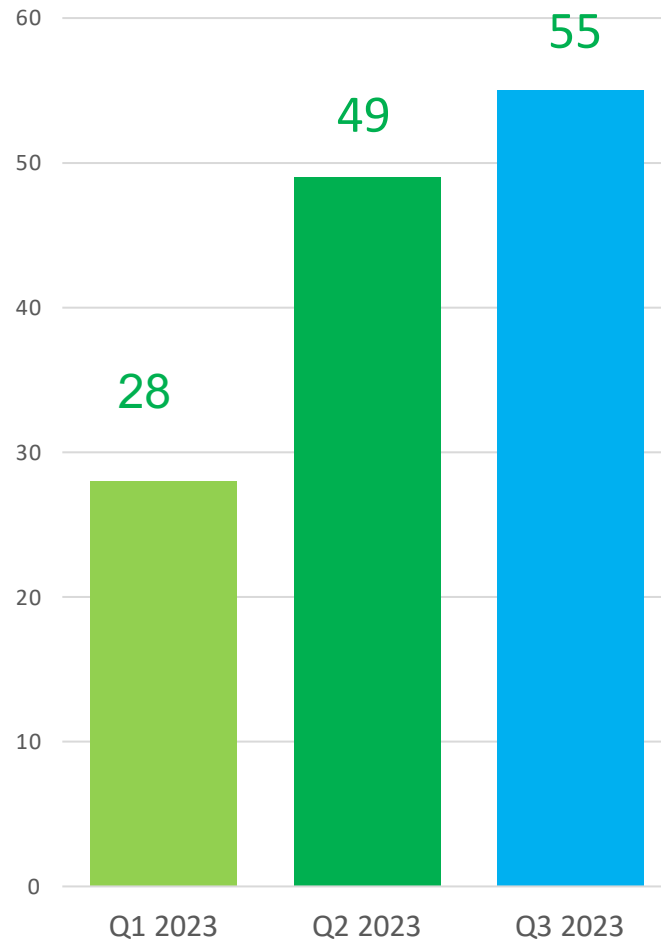
Growing UltraMist Systems & Consumables Sales



Consumable Revenue



UM System Sales



- **581 Active Systems in the field at end Q3***
- **55 systems were sold in Q3 2023 (28 in Q1 2023 and 49 in Q2)**
- **24% increase in consumables revenue. \$3.1 million in Q3 2023 vs \$2.5 million in Q3 2022**

*active systems defined as customers who have ordered consumables in prior 6 months



2023 Q4 Revenue Guidance



4th Quarter 2023 Revenue estimate: +15 – 25% vs Q4 2022

Estimated Business Model

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.**