



# Investor Presentation

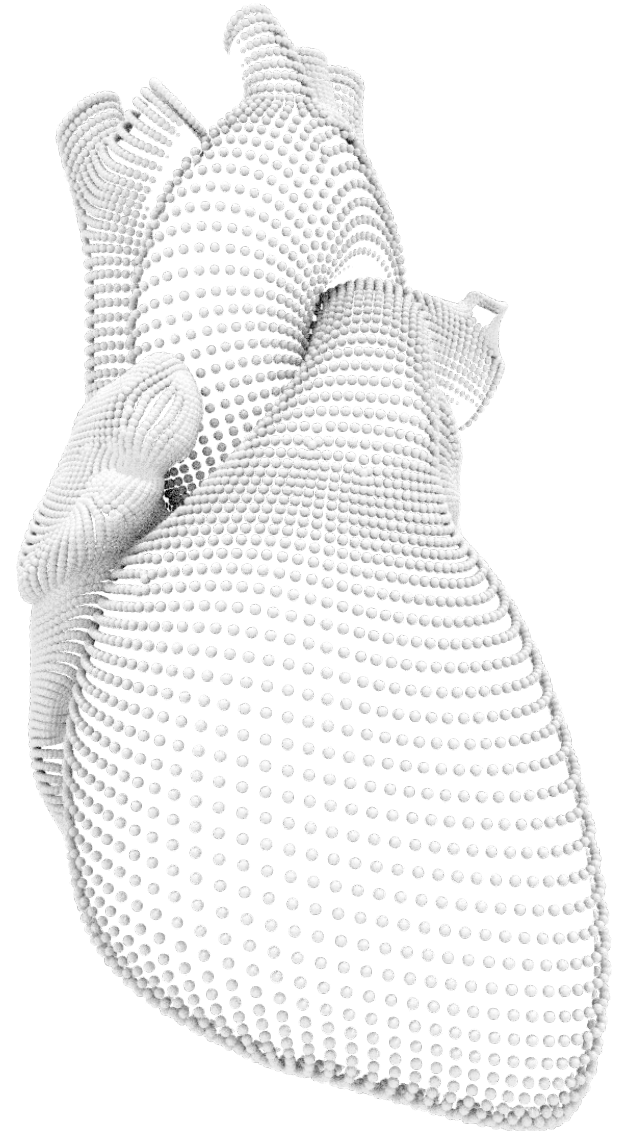
1Q 2020

**GENESIS**  
*Robotic Magnetic Navigation*



# FORWARD LOOKING STATEMENT

During the course of this presentation, the Company may make projections and other forward-looking statements regarding future events or the future financial performance of the Company, including without limitation, statements regarding future operating results, growth opportunities and other statements that refer to Stereotaxis' plans, prospects, expectations, strategies, intentions and beliefs. These statements are subject to many risks and uncertainties that could cause actual results to differ materially from expectations. For a detailed discussion of risks and uncertainties that affect the Company's business and qualify the forward-looking statements made in this presentation, we refer you to the Company's periodic and other public filings filed with the SEC, including the most recently filed Forms 8-K, 10-Q and 10-K. The Company's projections and forward-looking statements are based on factors that are subject to change and therefore these statements speak only as of the date they are given. The Company assumes no obligation to update any projections or forward-looking statements. This presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities. Such an offer or solicitation, if made, will only be made pursuant to an offering memorandum and definitive subscription documents.



## *Global Leader in Endovascular Robotics Focused on Treating Cardiac Arrhythmias*

### Extensive Presence

300+ Physicians

100+ Active Systems

20+ Countries

### Validated & Protected

100,000+ Procedures

350+ Publications

100+ Issued Patents

### Attractive Market

\$4B+ Existing Market

10%+ Annual Growth

Unique Robotic Solution

### Financial Highlights\*

\$30M Revenue

90% Recurring Revenue

80% Gross Margin

\$30m Cash

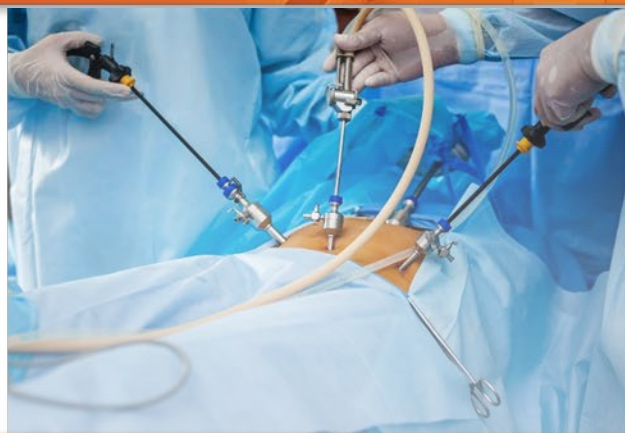
No Debt

Near Breakeven

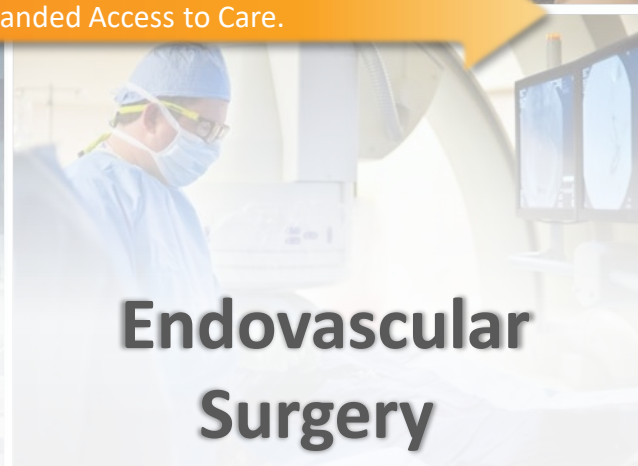
\* Income statement data reflects trailing four quarter results through 3Q2019 and is approximate for presentation purposes. Balance sheet approximate as of 3Q2019.



# FOCUSED ON ENDOVASCULAR



**Surgical Progress:** Less Invasive. Less Risk. Improved Patient Care. Expanded Access to Care.



# ROBOTICS TRANSFORMING SURGERY



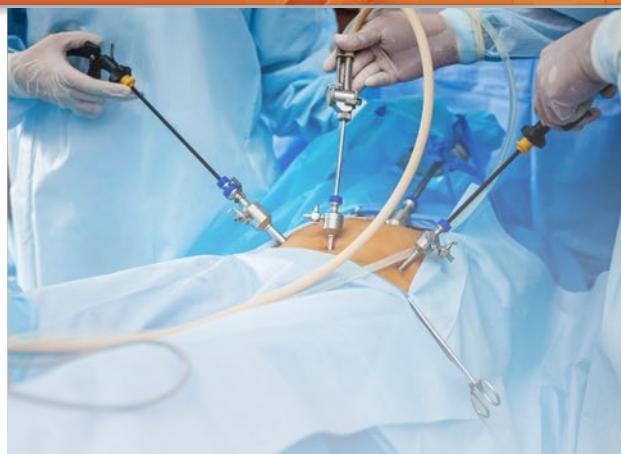
## Open Surgery



- >800 Installed Systems
- >100,000 Procedures/Year
- \$1.65 Billion Acquisition in 2013
- ~\$100 Million Revenue in 2013



- >200 Installed Systems
- >10,000 Procedures/Year
- \$1.65 Billion Acquisition in 2017
- ~\$65 Million Revenue in 2017



## Laparoscopic Surgery



- >5,000 Installed Systems
- >1,000,000 Procedures/Year
- >\$60 Billion Valuation
- >\$4 Billion Revenue



- \$3.4+ Billion Acquisitions in 2019
- Negligible Revenue when Acquired



## Endovascular Surgery



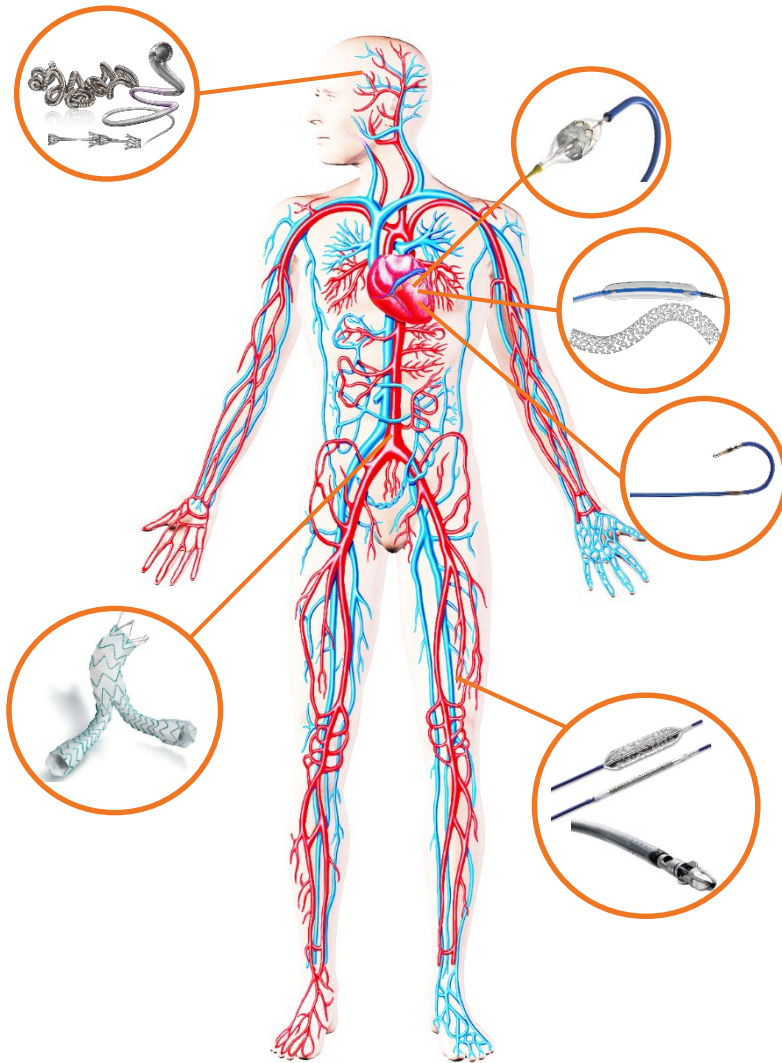
Many Others Competing or Investing to Compete:





# UNMET NEEDS WE ADDRESS

## Traditional Endovascular Surgery is Widely Utilized...



## ...but Entails Inherent Limitations, Challenges & Risks:

1

### Limited Precision, Stability & Reach

Manipulation of the tip of a manual catheter relies on force being translated the length of the catheter

2

### Rigid Catheter

Required rigidity of a manual catheter with inherent safety risks for patients

3

### Radiation Exposure

Reliance on fluoroscopy for visualization places patients, physicians and staff at risk

4

### Complex Procedures

Procedures require extensive training and outcomes are operator dependent

# ROBOTIC MAGNETIC NAVIGATION

Direct catheter tip control using magnetic fields enables:

- 1mm Precision
- Tip Stability
- Extended Reach
- Atraumatic Catheter
- Radiation Protection
- Intuitive Navigation

## Robotic Magnetic Navigation System

External computer-controlled permanent magnets create a magnetic field within which a catheter with a magnetic tip can be precisely maneuvered.

## Disposable & Magnetic Catheter

A disposable device advances and retracts a catheter with a magnetic tip.

## Physician Cockpit

Physician sits at a computer control station, views procedure data on a large HD monitor, and uses a mouse/joystick to operate.

# PLATFORM FOCUSED ON ARRHYTHMIAS

## Arrhythmias are

conditions in which the heart beats with an irregular or abnormal rhythm

*Widespread*

Tens of Millions of Arrhythmia Patients Globally

>10-15% Prevalence in Elderly Population

*Growing Rapidly*

Demographics:  
Increases with Age & Obesity

Diagnosis:  
Improved Diagnostic Technology

*Serious*

5x Higher Risk of Stroke from AF  
3x Higher Risk of Heart Failure

>300,000 US Deaths/Year from VF  
Lead Cause of Sudden Cardiac Death

## Cardiac Ablation, A Leading Therapy

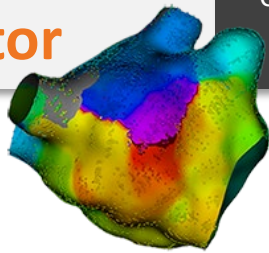
## Stereotaxis, A Differentiated Competitor

Catheter Ablation emerging as a leading therapy for arrhythmias vs pharma or CRM implants

1,000,000 catheter cardiac ablation procedures per year globally

>\$4B market growing >10%/Year

Consistent long-term growth driven by clinical evidence, demographic trends and improved technology





# IMPROVED OUTCOMES

**72%**

Fewer Major Complications

**6-8%**

Improved ST & LT Efficacy

**36%**

Less Radiation Exposure



# BENEFITS: PHYSICIANS

## OCCUPATIONAL SAFETY

Risk of the Cath Lab:

**85%**

Left vs Right Sided  
Brain Tumors



**50%**

Cataracts



**49%**

Orthopedic Injury



**2.9X**

Increased Infertility



*Operate Seated, Unscrubbed, and Outside of  
Radiation Exposure  
Enhance and Extend Your Career*

## PILOT THE PROCEDURE



**Cognitive Skill Elevated**

Enhanced environment and information display



**Full Control**

Control over the entire procedure at  
the physician's fingertips



**Democratization of Skill**

Reduced reliance on hand skill  
with focus on therapy

## IMPROVED CLINICAL CARE

## ATTRACTIVE FINANCIAL ROI



### Grow

Treat Complex Arrhythmias  
Attract Patients



### Reduce Risk

Patient Adverse Events  
& Physician Injury



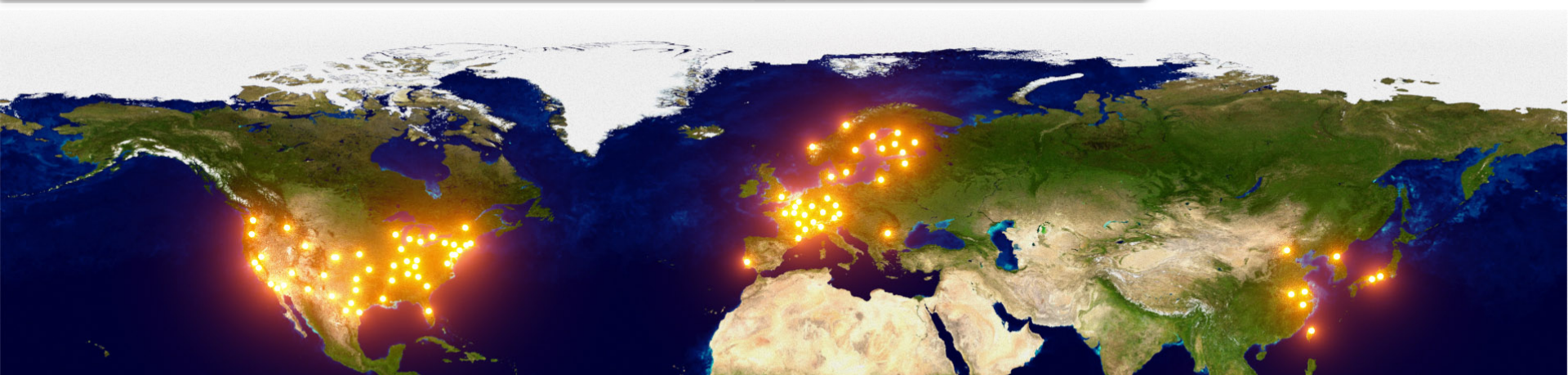
### Improved Efficiency

Efficient Staffing  
Faster Complex Procedure

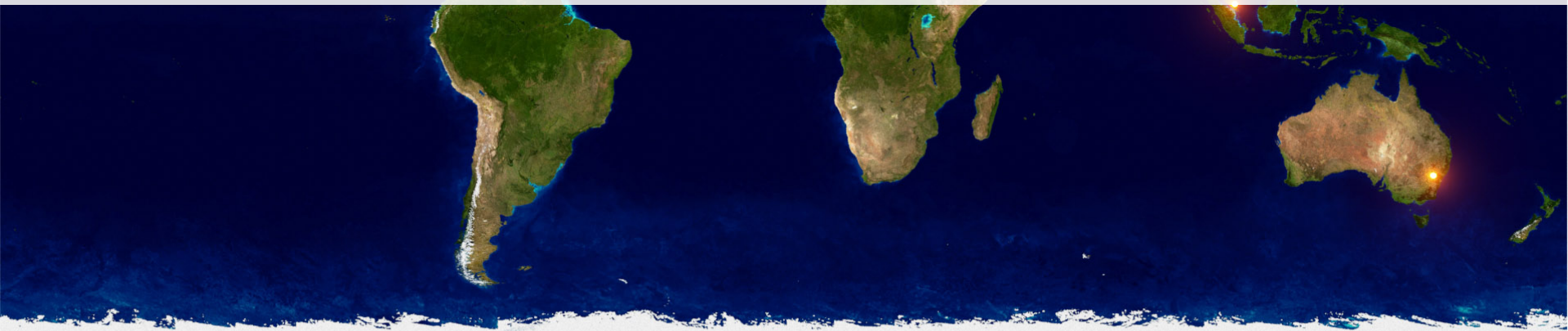
## STRATEGIC DIFFERENTIATION



# GLOBAL PRESENCE & IMPACT



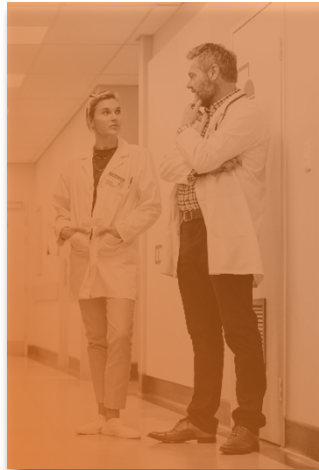
**Hundreds of Physicians at 100+ Leading Global Hospitals have Treated 100,000+ Patients**



# REBUILDING FOR GROWTH



**Financial  
Prudence**



**Commercial  
Infrastructure**



**Strategic  
Innovation**



# COMMERCIAL INFRASTRUCTURE



SOCIETY FOR CARDIAC ROBOTIC NAVIGATION

Physician  
Society

Establish the Commercial Infrastructure & Processes to Ensure Robotic Practices are Successful, can Grow, and have the Ability to Showcase their Clinical & Technological Leadership in the Community

Patient Education Materials

Robotic EP Fellows Program

Training  
Simulator

Publication  
Support



**YOU ARE THE FUTURE OF EP**  
*robotics is the future of medicine*





# INNOVATION STRATEGY

## CORE TECHNOLOGY



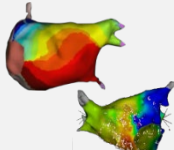
Robot



Catheter



X-Ray



Mapping



User Interface

## DIGITAL SURGERY



Telemedicine



Automation

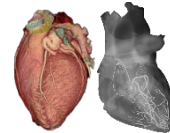


Image Guided Therapy



Big Data Insight

## BEYOND EP



Endovascular



Endoluminal

### Goals:

1

Improve  
Patient  
Care

2

Enhance  
Physician  
Experience

3

Increase  
Access &  
Affordability

4

Create  
Collaborative  
Open Ecosystem

# Recent Innovation Announcements



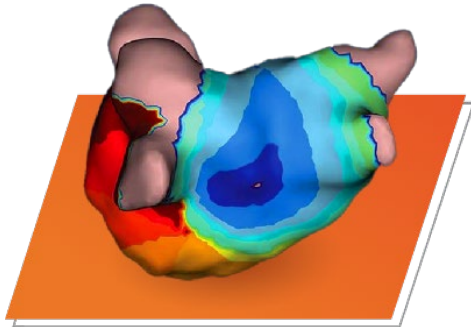
GENESIS ROBOT & IMAGING

Initiation launch of **Genesis Robotic Magnetic Navigation System**, providing the established benefits of robotics in an architecture that is smaller, lighter, faster and more flexible. Genesis is CE marked and FDA 510k application submitted Nov 2019. Genesis robot launched with tightly-integrated proprietary fluoroscopy system, Stereotaxis Imaging Model S, developed in collaboration with **Omega Medical Imaging**. Designed to improve image quality, reduce radiation, and significantly improve the affordability and availability of robotics.



ABLATION CATHETER

Announced development of an advanced **next-generation robotic ablation catheter**. The catheter, fully owned by Stereotaxis, is being developed in collaboration with **Osypka AG**.



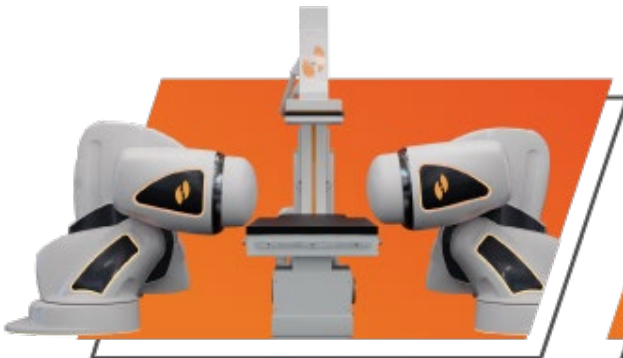
OPEN MAPPING

**OpenMapping software architecture** implemented to support broad integration of mapping and diagnostic information. Successful integration with AcQMap, an innovative intraoperative mapping system of **Acutus Medical**, announced 1Q 2019. Successful integrations with advanced preoperative maps of **inHeart**, **ADAS3D** and **VIVO** announced 4Q 2019.

# INNOVATION DRIVING GROWTH

**\$15M**  
Annual Replacement-Cycle  
Revenue Opportunity

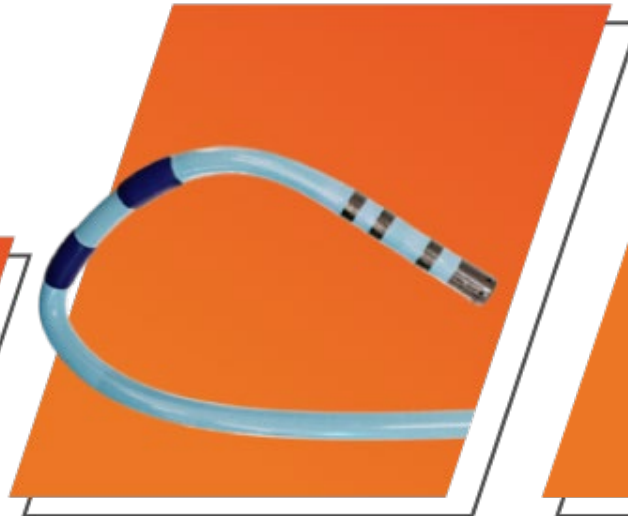
**5,000+**  
Electrophysiology labs  
performing cardiac ablation



**Robotic  
System  
Sales**

**\$20M+**  
Incremental Annual Revenue  
in Existing Procedure Volume

**\$2B+**  
Increase in Annual Market  
Opportunity



**Proprietary  
Ablation  
Catheter**

**\$10B+**  
Multiple Multi-Billion Dollar  
Endovascular & Endoluminal  
Markets To Be Addressed



**New  
Clinical  
Applications**



# THANK YOU!

[investors@Stereotaxis.com](mailto:investors@Stereotaxis.com)



## Innovative Technology

- Highly differentiated approach for endovascular surgery
- Global leadership in endovascular robotics



## Proven Clinical Value

- Enables therapy and improves patient outcomes
- Extensive real-world clinical validation



## Solid Foundation

- Financial stability: strong balance sheet & near breakeven
- Aligned Board, Management and Shareholders



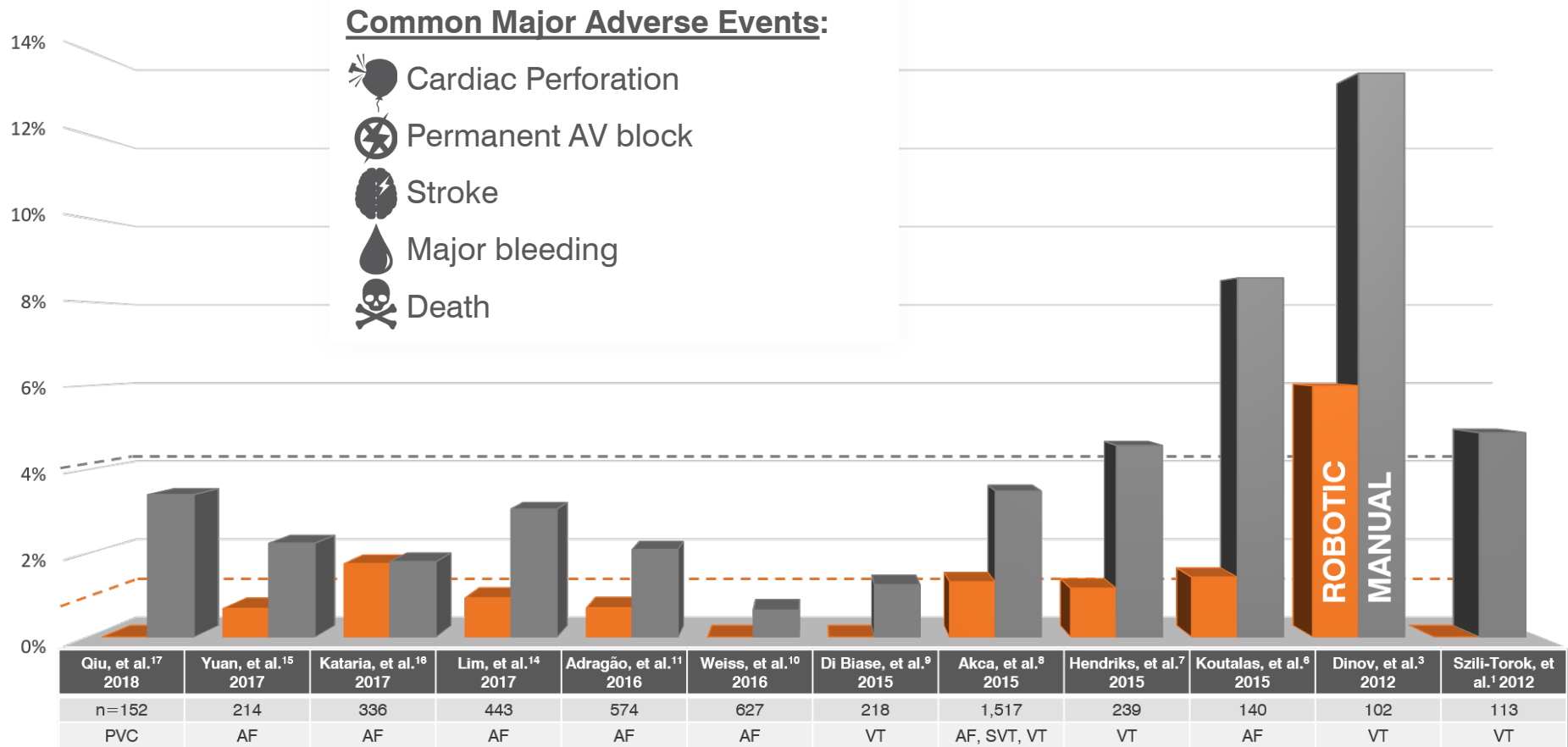
## Strong Growth Drivers

- Large growing existing and future markets
- Pipeline of significant innovation

# APPENDIX

The clinical data on the following slides is a comprehensive and objective review of all known publications since 2012 with >50 patients where robotic and manual cardiac ablation were compared in a head-to-head fashion.

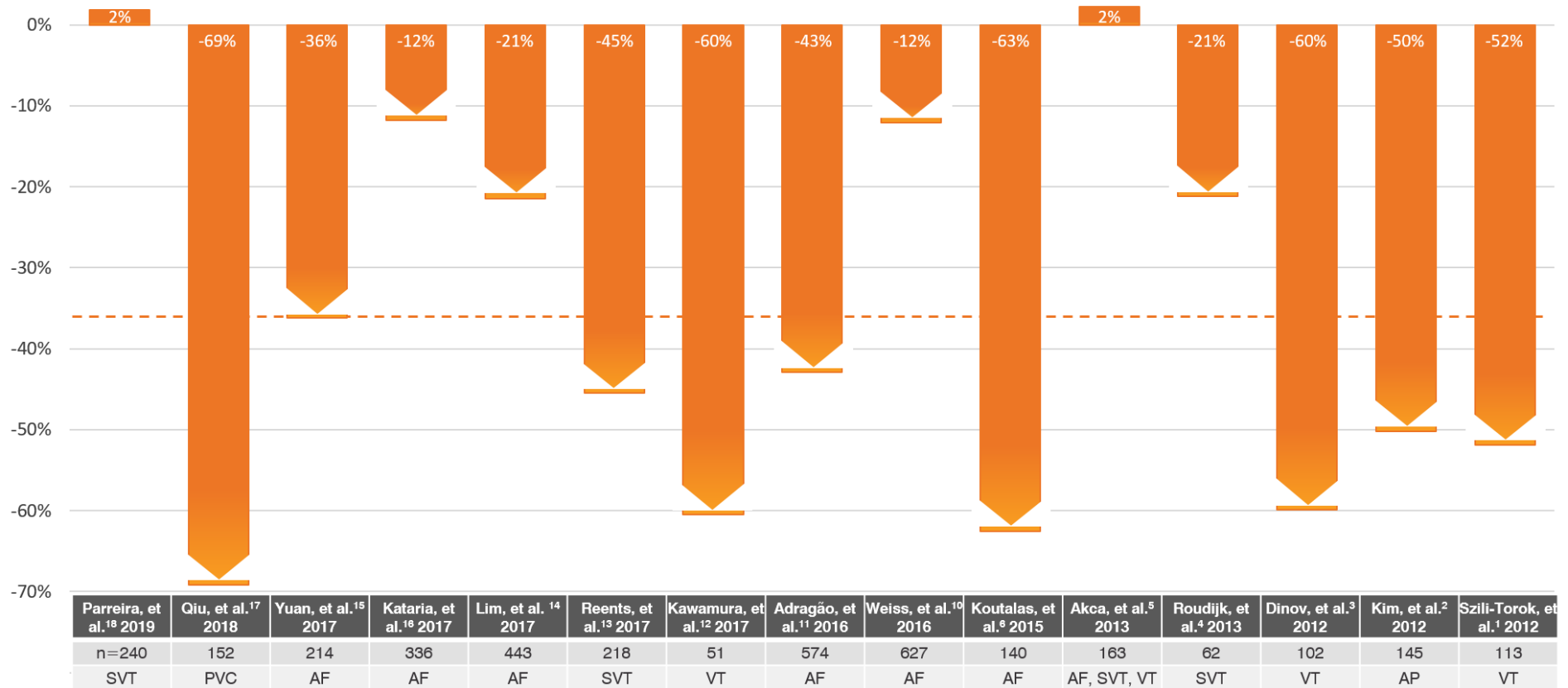
# Appendix: Major Adverse Events



Major adverse event rates comparing RMN (orange) vs. manual navigation (gray) in head-to-head publications of >50 patients from 2012-2019. Studies which did not report data for major adverse events<sup>4, 5</sup> or reported no major adverse events in either group<sup>2, 12, 13, 18</sup> were excluded. AF=Atrial Fibrillation, PVC=Premature Ventricular Contraction, SVT=Supraventricular Tachycardia, VT=Ventricular Tachycardia



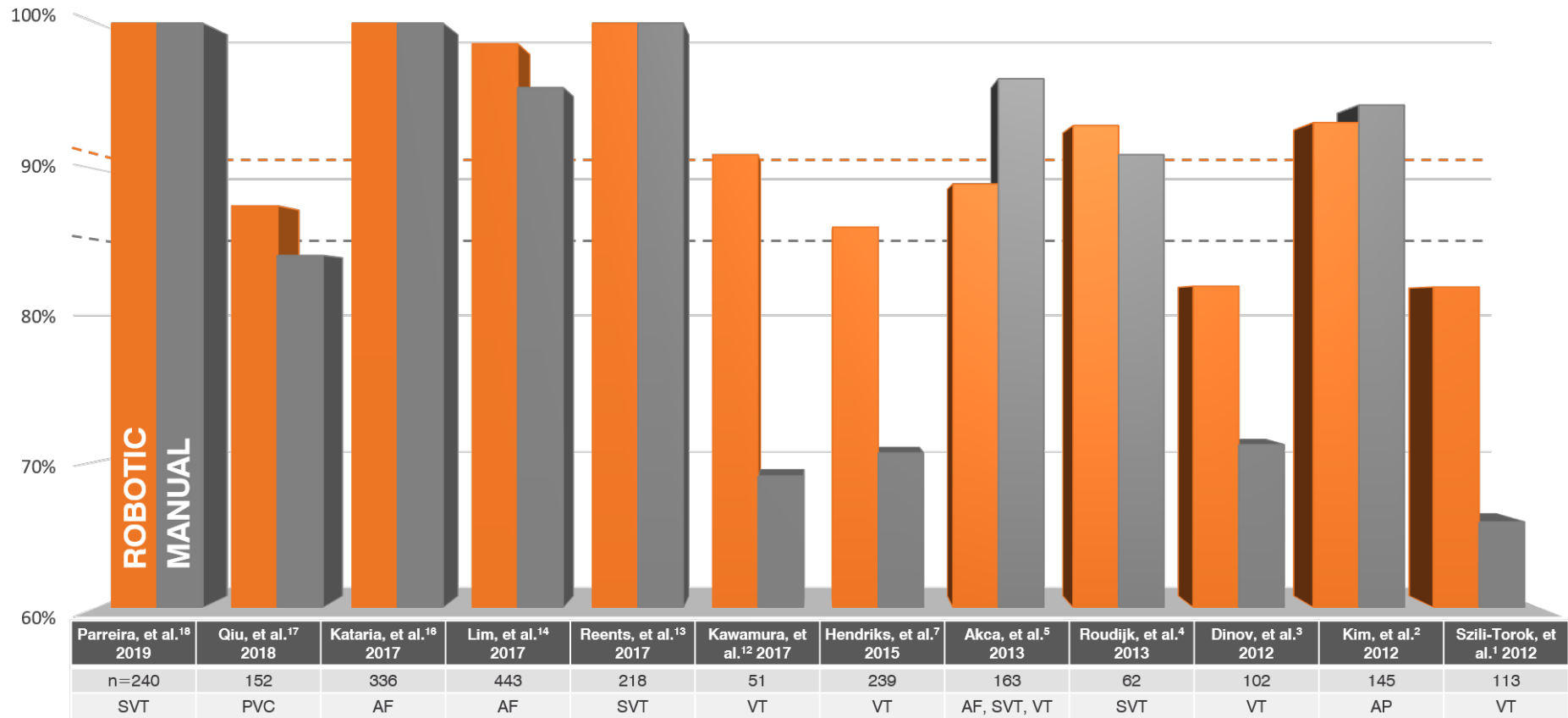
# Appendix: Fluoroscopy Reduction



Average reduction in patient fluoroscopy exposure comparing RMN (orange) vs. manual navigation in head-to-head publications of >50 patients from 2012-2019. Studies which did not report fluoroscopy exposure data were excluded.<sup>7, 8, 9</sup>

AF=Atrial Fibrillation, AP= Accessory Pathway-Mediated Tachycardia, PVC=Premature Ventricular Contraction, SVT=Supraventricular Tachycardia, VT=Ventricular Tachycardia

# Appendix: Acute Efficacy

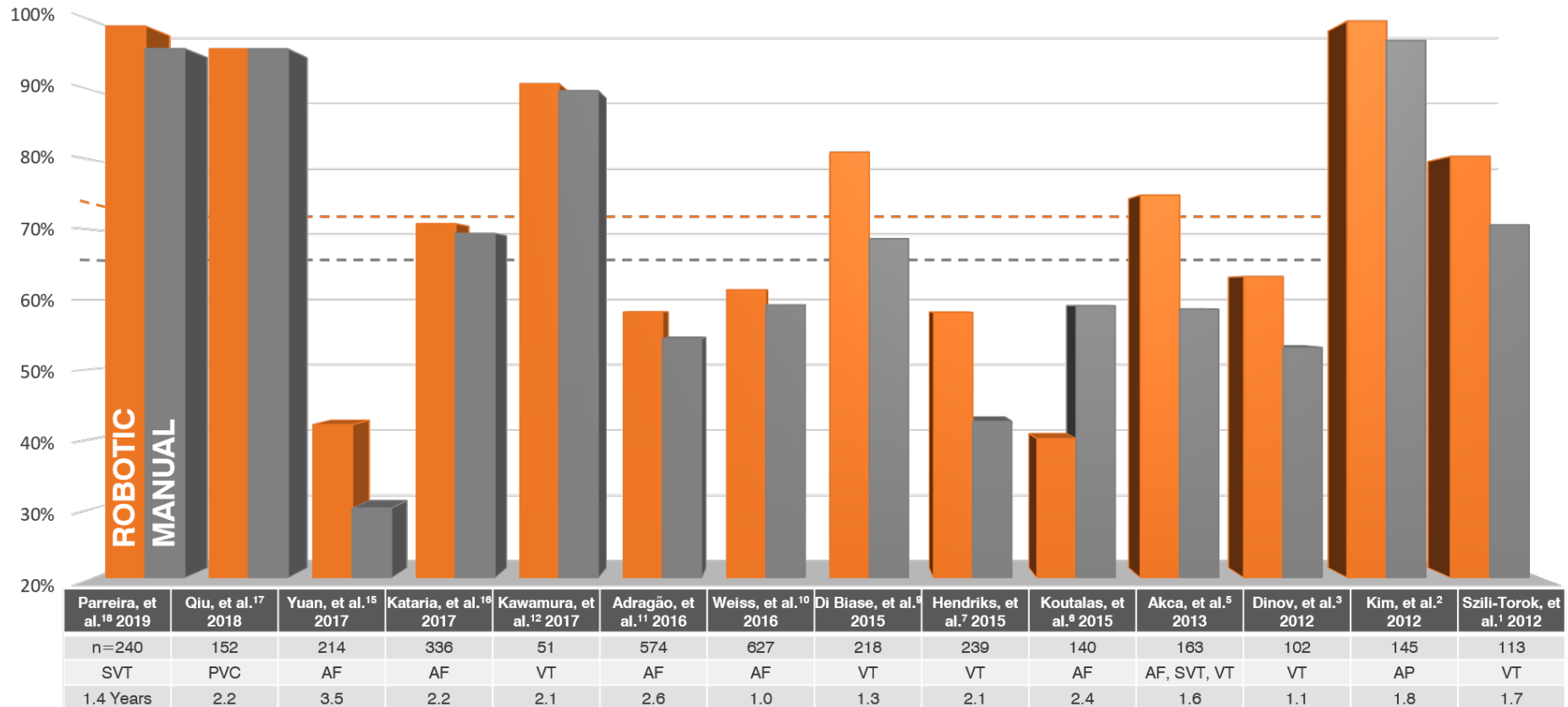


Acute success rates comparing RMN (orange) vs. manual navigation (gray) in head-to-head publications of >50 patients from 2012-2019.

Studies which did not report acute success data were excluded.<sup>6, 8, 9, 10, 11, 15</sup>

AF=Atrial Fibrillation, AP= Accessory Pathway-Mediated Tachycardia, PVC=Premature Ventricular Contraction, SVT=Supraventricular Tachycardia, VT=Ventricular Tachycardia

# Appendix: Long Term Efficacy



Freedom from recurrence rates comparing RMN (orange) vs. manual navigation (gray) in head-to-head publications of >50 patients from 2012-2019 with follow-up greater than or equal to one year.

Studies which reported follow-up of less than one year<sup>4, 13</sup> or did not report freedom from recurrence data<sup>7, 8, 14</sup> were excluded.

AF=Atrial Fibrillation, AP= Accessory Pathway-Mediated Tachycardia, PVC=Premature Ventricular Contraction, SVT=Supraventricular Tachycardia, VT=Ventricular Tachycardia



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