

# Breakthrough Visualization Solutions for GI Procedures

December 2023



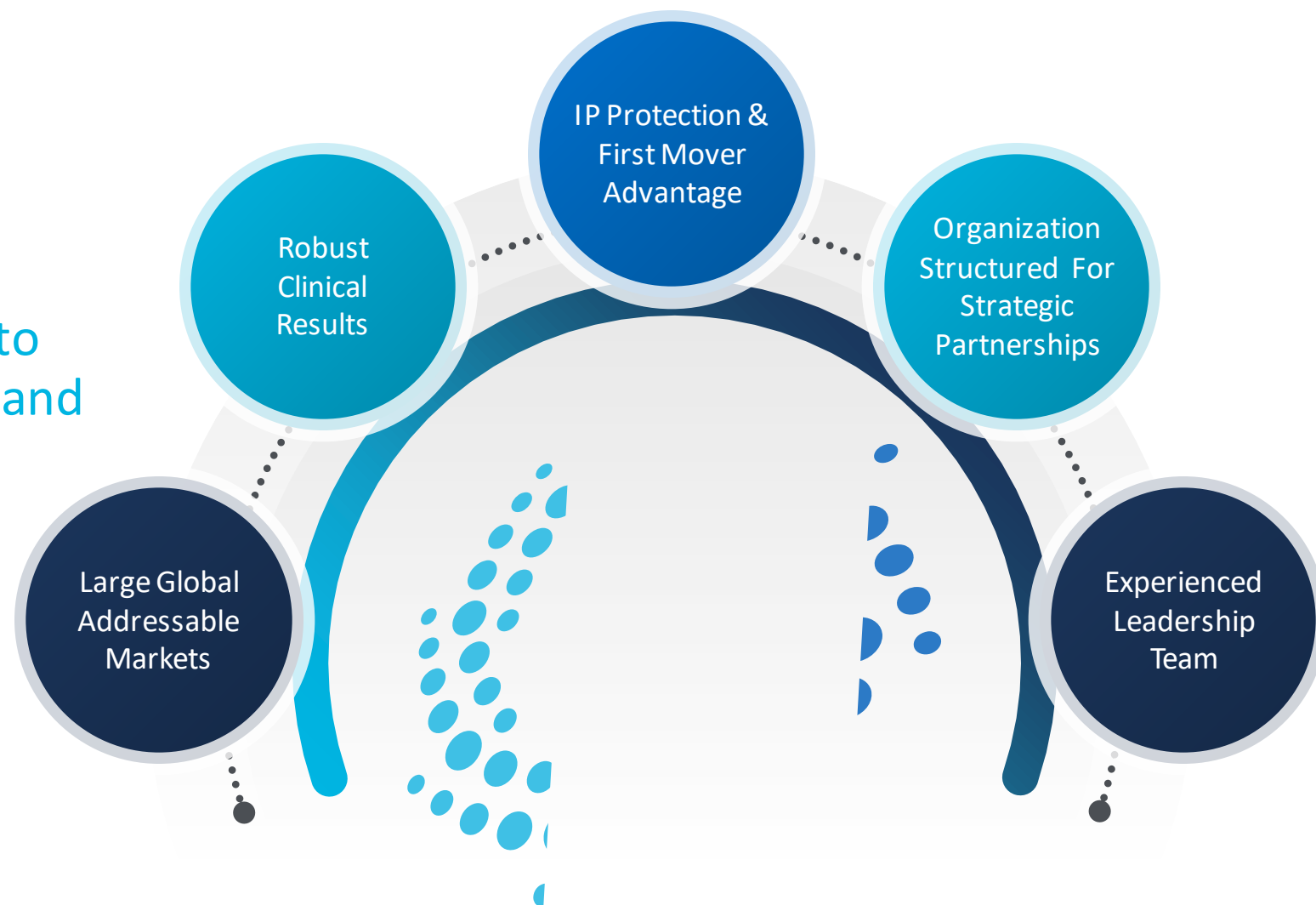
# Forward Looking Statements

This presentation contains certain forward-looking statements, including those relating to the Company's product development, clinical studies, clinical and regulatory timelines, market opportunity, competitive position, possible or assumed future results of operations, business strategies, potential growth opportunities and other statements that are predictive in nature. The Company has made every reasonable effort to ensure the information and assumptions on which these statements are based are current, reasonable and complete. However, a variety of factors, many of which are beyond the Company's control, affect the Company's operations, performance, business strategy and results and there can be no assurances that the Company's actual results will not differ materially from those indicated herein. Additional written and oral forward-looking statements may be made by the Company from time to time in filings with the Securities and Exchange Commission (SEC) or otherwise. The Private Securities Litigation Reform Act of 1995 provides a safe-harbor for forward-looking statements. These statements may be identified by the use of forward-looking expressions, including, but not limited to, "expect," "anticipate," "intend," "plan," "believe," "estimate," "potential," "predict," "project," "should," "would" and similar expressions and the negatives of those terms. These statements relate to future events or our financial performance and involve known and unknown risks, uncertainties, and other factors which may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such factors include those set forth in the Company's filings with the SEC. Prospective investors are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date of this presentation. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.



# Motus GI

Our mission is to provide innovative visualization solutions in GI procedures to improve patient outcomes and experiences.





# Executive Leadership Team



Mark L. Pomeranz | Chief Executive Officer, Board Director



Ravit Ram | Chief Financial Officer & VP, Operations



Yosi Tzabari | VP, Research and Development



Jeff Gnagi | VP, US Sales



Elad Amor | Chief Accounting Officer



# Large Global Market Opportunity

## Focus on Emergent / Inpatient Opportunity



- Visualization in Emergent Endoscopy, including **Upper GI Bleeding** is a significant issue that **impacts treatment in a patient population with a high mortality rate**
- Insufficient Bowel Prep (IBP) prior to colonoscopy is a universal problem especially in the inpatient population that can **result in missed pathology, delayed, aborted and repeat procedures, and extended hospital stay**

>5M<sup>1,2</sup>

**Visualization Impaired  
Procedures** Annually on a  
Global basis

>1.9M<sup>1</sup>

in the United States

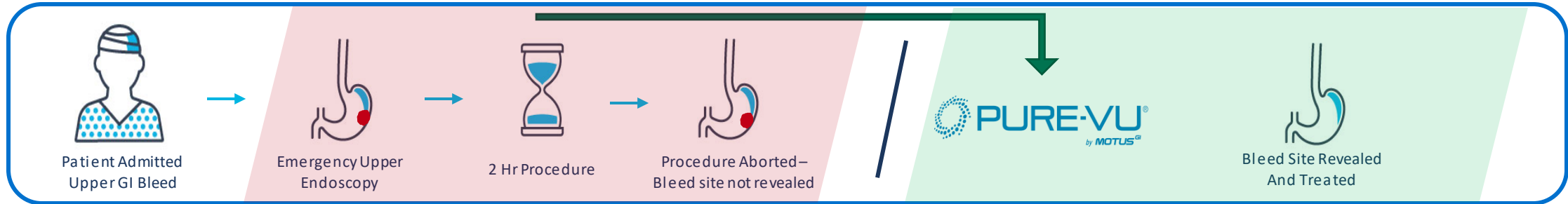
The Pure-Vu EVS System is designed to address this significant unmet need by **providing visualization on demand** during an Endoscopy procedure

# The Unmet Need

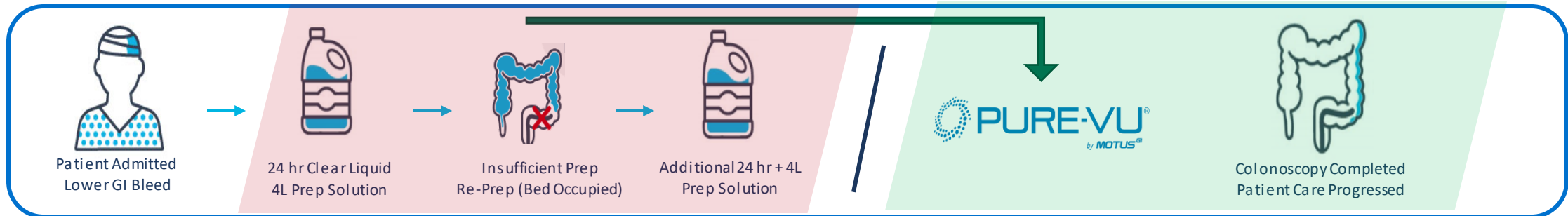
If You Can't See It, You Can't Diagnose and Treat It



## INPATIENT UPPER ENDOSCOPY



## INPATIENT COLONOSCOPY



*Inability to visualize leads to poorer patient outcomes and increased healthcare costs*

# Pure-Vu® EVS Solution | Novel Technology Ensures Visualization

The Pure-Vu EVS system is indicated to help facilitate the cleaning of a GI tract during an endoscopy procedure. This includes clearing blood, blood clots, and debris in the Upper GI tract as well as fecal matter and debris in the Colon





# Our Solution | Novel Technology Ensures Visualization

First Mover Advantage with No Competition



**PULSED VORTEX**  
IRRIGATION



**SMART SENSE**  
SUCTION



**SMOOTH GLIDE**  
NAVIGATION

**PULSED VORTEX**  
**IRRIGATION**

**SMART SENSE SUCTION**

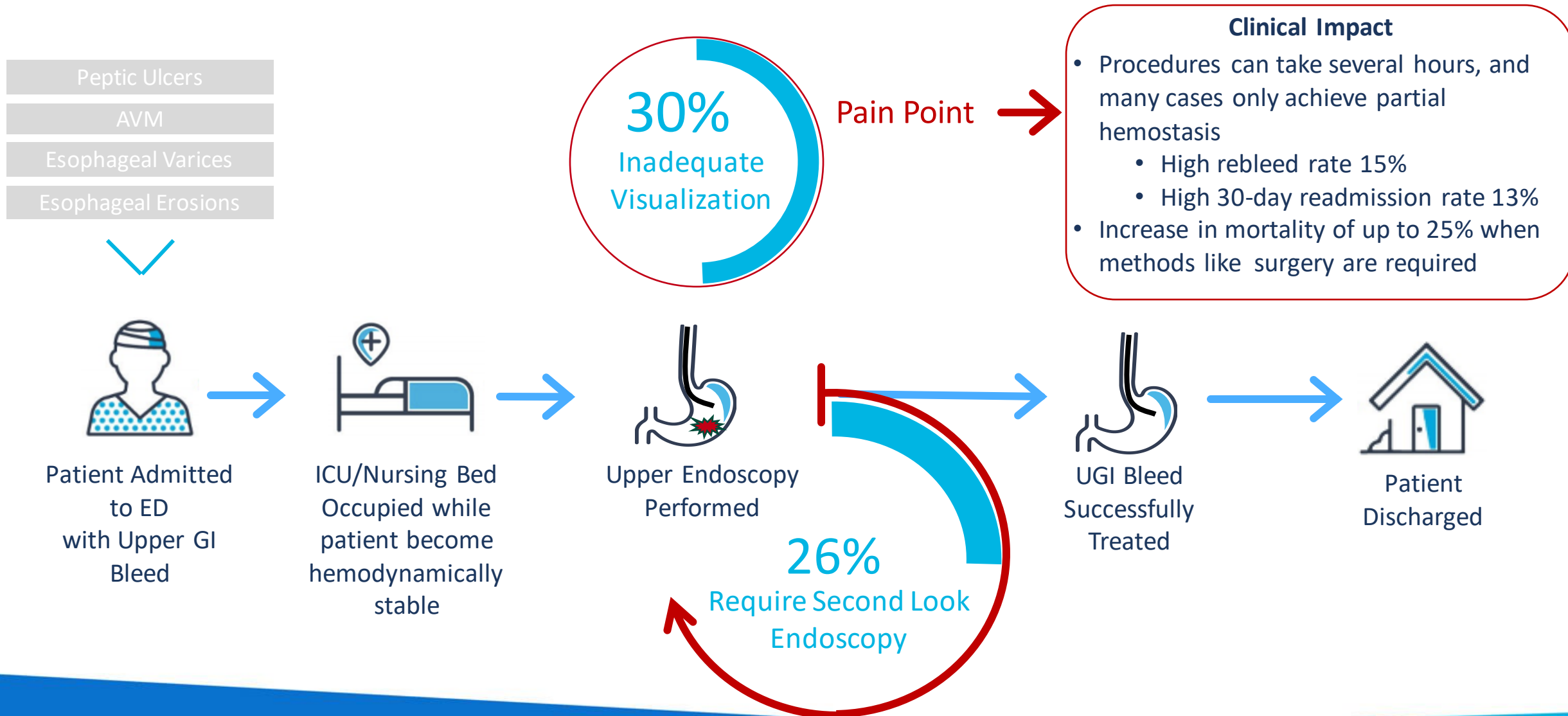
**SMOOTH GLIDE NAVIGATION**

45 Granted Patents Worldwide



# Inpatient Upper GI Bleed: The Unmet Need

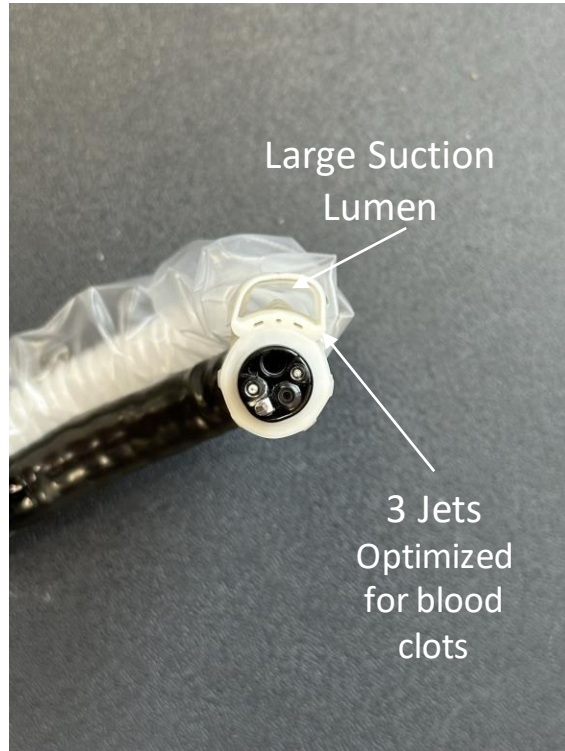
*Large clots and bleeding can obscure the field of view and impede treatment*



# Product Design: Pure-Vu EVS Upper GI and Gen 4 Colon



Streamlined, High Margin with Enhanced Capabilities



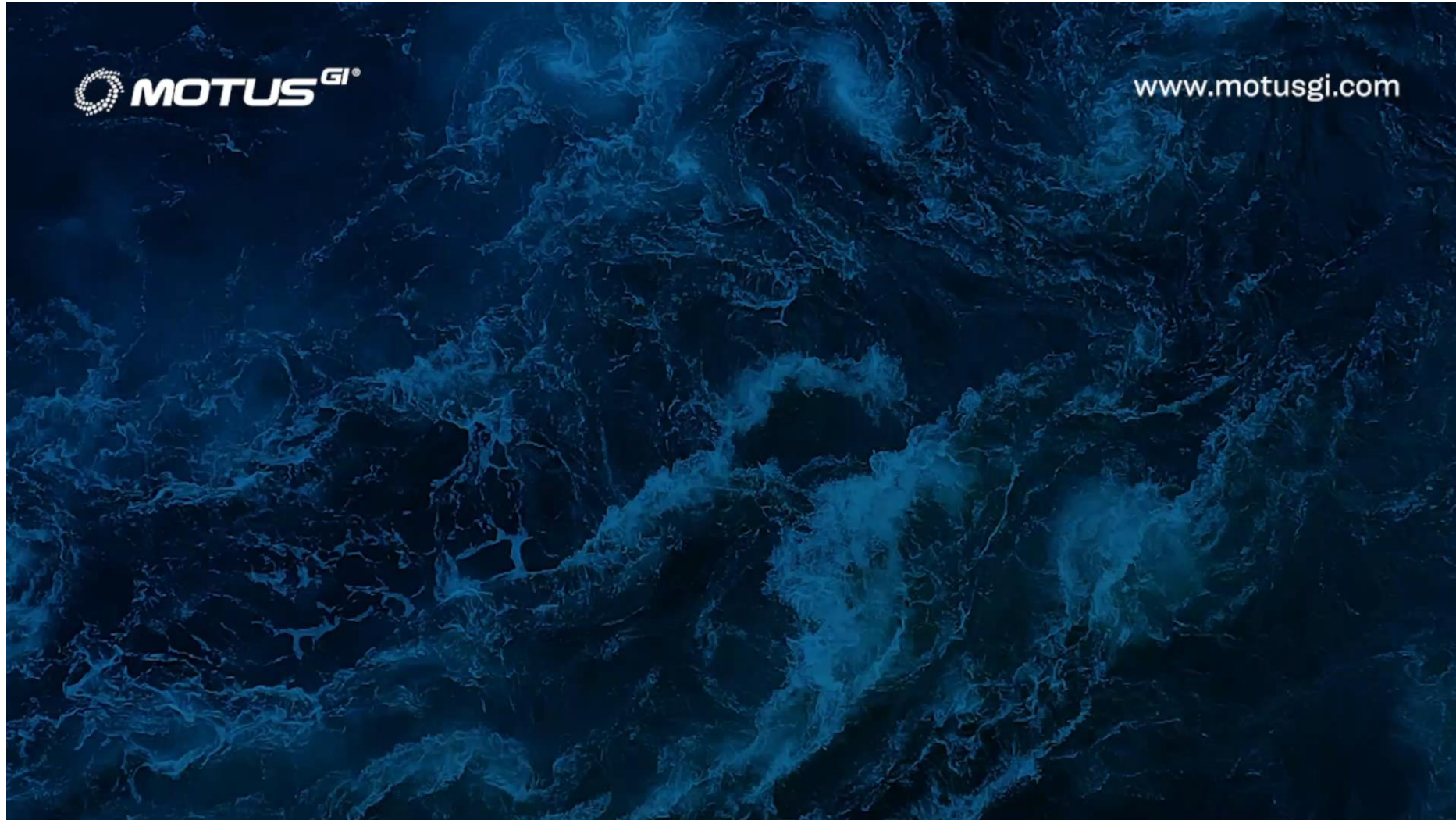
- Streamlined disposable to navigate the GI tract with no sleeve covering the scope that allows the physician to directly hold the scope
- Rapid load design for bedside setup with minimal training required
- Large suction lumen to remove large clots (~6x gastroscopy suction channel area)
- High margin device
- Both Upper GI and Colon leverage the same capital equipment with optimized cleansing algorithms for each indication

Enabling improved visualization to facilitate treatment of GI bleeding is central to better management of this debilitating and life threatening condition



# Pure Vu EVS Upper GI Loading Video

Minimal Training Required





# Clot Suction Video

Critical Need in Upper GI Bleeding



# High Interest for Pure Vu in Upper GI Bleeding



## Independent 3<sup>rd</sup> party market research

- Showed high interest from GI endoscopists to use Pure Vu in inpatient Upper GI endoscopy with a 9.2 out of 10 rating by hospital based endoscopists
- Noted they anticipated using Pure Vu in 30% of all GI bleeding cases with additional use in patients with low motility disorders like gastroparesis where food debris can obscure the field of view
- GI Endoscopists noted the follow potential benefits of using Pure Vu
  - 70% believe Pure Vu will reduce procedure time
  - 79% anticipate Pure Vu will reduce costs in the hospital
  - 88% feel Pure Vu will improve clinical outcomes

*"It looks very effective. That presentation is very good with the slurping up of the clots. There is definite utility in something like this. I could see it in upper GI bleeding...It seems like something you use on the inpatient side."* GI

# Pure-Vu Consistently Demonstrates Effective Cleansing in Patients with Poor Bowel Prep



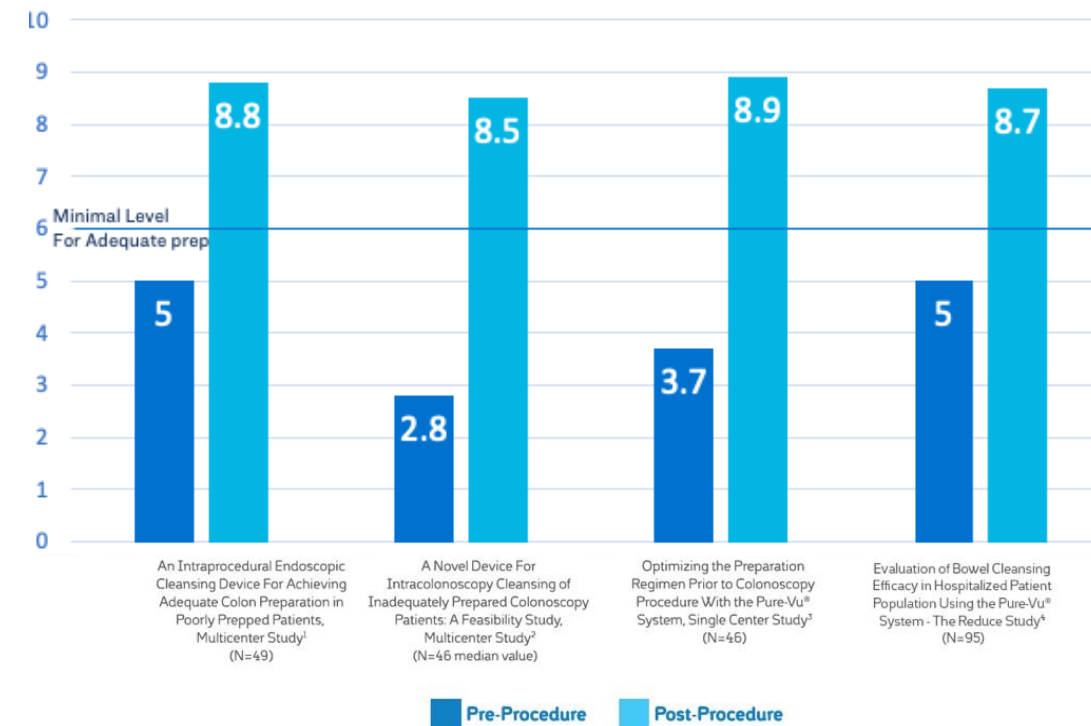
## 4 STUDIES

### 3 PUBLISHED IN PEER-REVIEWED JOURNALS

including both inpatient and outpatient settings of care

In three multi-centered and one single-center studies, patients presenting with an inadequately prepped colon (as determined by the Boston Bowel Preparation Scale) became adequately prepped for colonoscopy after cleansing with the Pure-Vu® System.

Boston Bowel Prep Scale (BBPS) Rating  
Pre- and Post- Procedure Using the Pure-Vu® System





# Establishing a Base of Key Reference Centers

Creating an Installed Base of Hospital Systems / Supports Future Growth



Gaining approvals in large hospital systems



UCI Health



VA



U.S. Department  
of Veterans Affairs

## ***Veterans Affair Hospital Focus***

215,000 colonoscopies are performed at ~170 VA medical centers/Yr

- High rate of inadequate prep
- ~ 50% do not return if canceled or aborted
- VA bears all costs for repeats including patient's travel
- Colonoscopy quality assurance is a key priority of the VA National Gastroenterology and Hepatology Program (NGHP)

## ***Veterans Affair Hospital Penetration***

- 5 Current Accounts
- In Process with additional VA Hospitals

# Key Company Focus



## Building the Foundation for Commercialization Partnerships



### Establishing the Pure Vu Brand

- Strong Brand Awareness
- Published Clinical & Health Economic Data
- Global KOL Support



### Building Market Share

- Multiple Hospital System Agreements
- Strong Reference Accounts
- Key Product Positioning Learnings



### Scaling Towards Profitability

- Value Based Pricing
- Strong ASPs and Margins
- Experienced Manufacturing Partners



### Growth Drivers

- Upper GI Indication Expansion
- CE Marking and EU-MDR
- CMS ICD-10 Code

# Key Companies in the GI Space



## Motus' Products are Synergistic with Existing and Emerging Technologies Sold by Various GI Companies

- Hemostasis
- AI Polyp Detection
- Therapeutic Endoscopy (EMR/ESD)

## Pure-Vu EVS Creates Unique Differentiation in the Market

- Plays in both UGI and LGI
- Easily Fits in the bag of existing sales reps
- Product enhancements eliminate the need for dedicated product specialist
- Drive pull through of other therapies



# A Closer Look at the Pure-Vu EVS Market Growth

## 2023

### US

- INPATIENT COLONOSCOPY

## 2024

### US

- INPATIENT UPPER GI ENDOSCOPY
- INPATIENT COLOSCOPY

### OUS REGIONAL EXPANSION

- INPATIENT COLONOSCOPY
- INPATIENT UPPER ENDOSCOPY
- INPATIENT COLONOSCOPY
- TARGETED OUTPATIENT COLONOSCOPY

## 2025 and Beyond

### US

- INPATIENT UPPER GI ENDOSCOPY
- INPATIENT COLOSCOPY

### OUS REGIONAL EXPANSION

- INPATIENT UPPER ENDOSCOPY
- INPATIENT COLONOSCOPY
- TARGETED OUTPATIENT COLONOSCOPY

\*  
**\$5B WW**

Potential Total Addressable  
Market

# Key Upcoming Catalysts

*Right product at the  
right time in the  
right markets*

- 1 Pure Vu EVS Upper GI and Gen 4 Colon Market Introduction
- 2 Clinical Data Publications
- 3 Pure Vu EVS CE Mark / EU-MDR
- 4 Health System Agreements
- 5 Commercial Partnerships

Follow Our Journey.  
Share in Our Success.





# Board of Directors



Timothy P. Moran | [Chairman](#)

Seasoned commercial and operating executive with experience in both large publicly-traded med-tech and private equity-backed organizations



Sonja Nelson | [Director](#)

Chief Financial Officer of Ambrx BioPharma, Inc with significant management experience with consumer health products, and financial/accounting experience



Mark Pomeranz | [CEO & President, Director](#)

30 years of experience in the medical device industry with strong track record of success in both start-ups and in large multinational organizations



Gary J. Pruden | [Director](#)

Former Executive Vice President and Worldwide Chairman for the Johnson & Johnson Medical Devices group



Scott Durbin | [Director](#)

Former Executive Vice President and Worldwide Chairman for the Johnson & Johnson Medical Devices group



# References



Slide	Reference
5	1. Estimate for calendar year 2021, based on Motus review and analysis of 2019 inpatient market data and 2021 projections for the U.S., as obtained from iData Research Inc.
	2. Estimate based on worldwide colonoscopy market data from 2019 and our review and analysis of 2019 market data and 2021 projections for the U.S. and Europe, as obtained from iData Research Inc., and outpatient high medical need estimates as obtained from HRA Healthcare Research & Analytics - Market Research, May 2015.
9	3. Data on file. Please refer to <a href="https://www.motusgi.com/pure-vu/publications">https://www.motusgi.com/pure-vu/publications</a>
13	4. Estimate for calendar year 2021, based on Motus review and analysis of 2019 inpatient market data and 2021 projections for the U.S., as obtained from iData Research Inc.