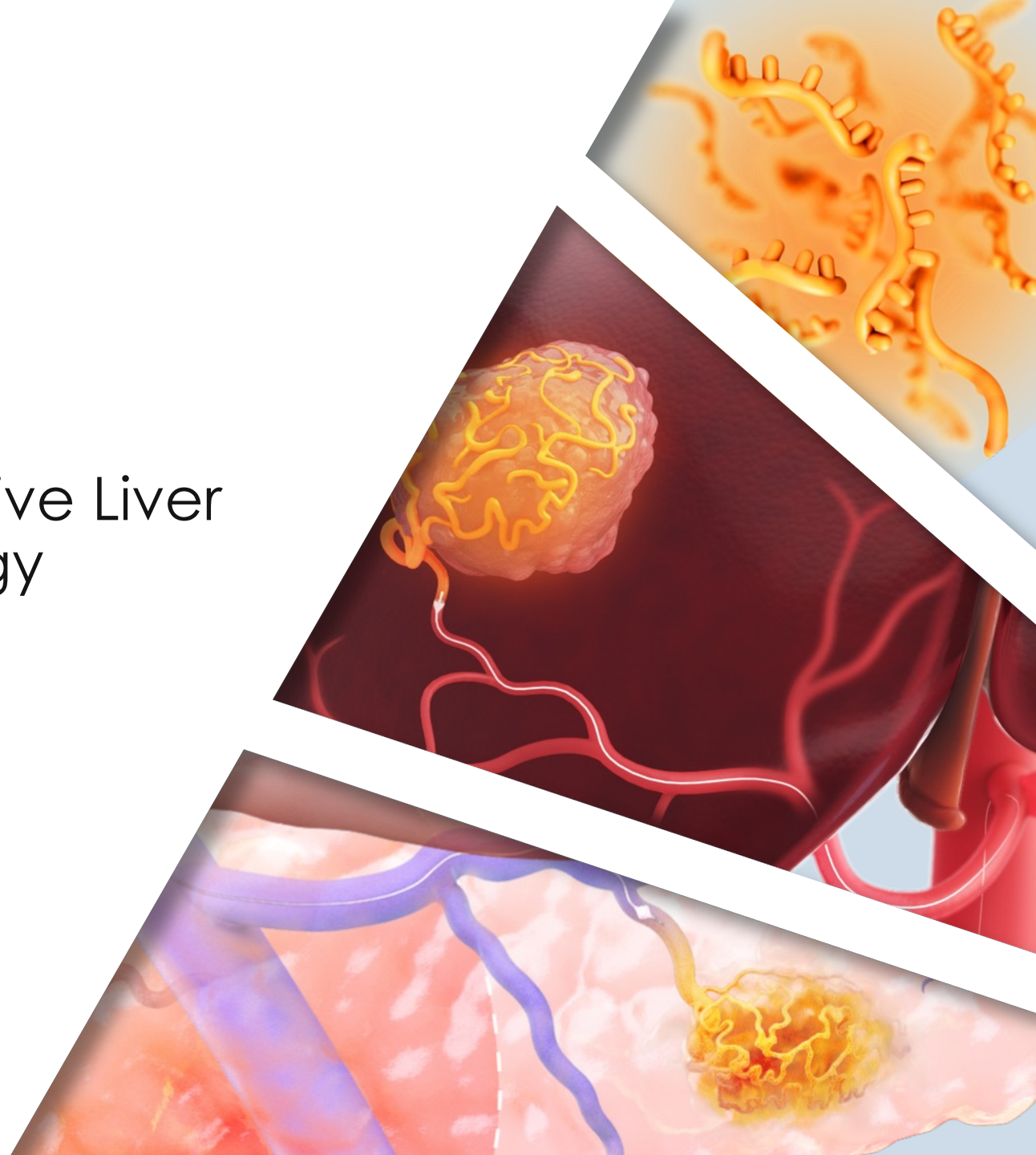




Protecting Access to Innovative Liver Cancer Treatment Technology

September 2022



Summary

- TriNav is a **unique technology** that modulates pressure and flow in blood vessels to **enhance therapeutic delivery to liver tumors**, improving tumor response. **Less than 1% of a drug** may be delivered to tumors via standard approaches.
- **Liver cancer incidence is rising** in the United States, with high mortality rates and a **disproportional impact** on underserved populations.
- TriNav has been demonstrated to **enhance routine interventional radiology treatments** for liver cancer patients and enable therapeutic options for patients who are not candidates for conventional options
- TriNav technology is enabling development of **next-generation liver cancer treatments**, including immunotherapy
- TriSalus received Transitional Pass-Through (TPT) status for TriNav until the end of 2022, but **COVID severely impacted** our ability to educate physicians and drive adoption of the technology
- As a result, the data that CMS collected in 2020 and 2021 is unreliable for purposes of setting Medicare payment rates in 2023
- Unless CMS takes action in the CY 2023 OPPS Final Rule, Medicare reimbursement will not cover the cost of TriNav and, as a result, create a significant financial barrier for providers to adopt this groundbreaking technology

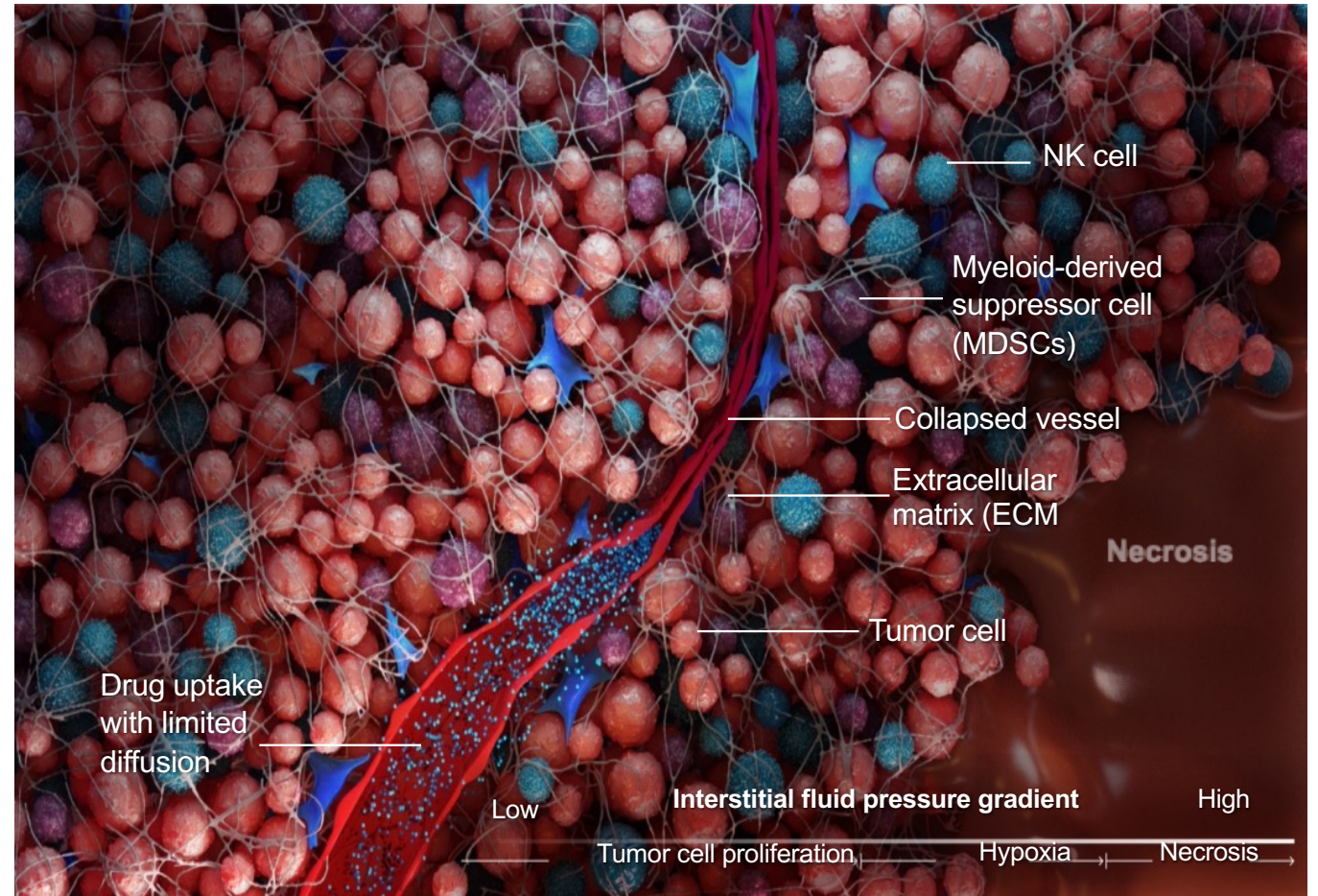
Our Ask – Request that CMS:

- *Extend TPT status an additional year to ensure accurate data collection for rate setting purposes*
- *If TPT status is not extended for TriNav in 2023, CMS should **provide a complexity adjustment when CPT code 37243 is paired with TriNav** (HCPCS code C1982), moving it from APC 5193, Level 3 Endovascular procedures, to APC 5194, Level 4 Endovascular procedures*
- *Ensure access to this transformative technology for all liver cancer patients and underserved populations in the United States by providing sufficient reimbursement that covers the cost of treatment*

The Problem

High Pressure in Liver and Pancreas Tumors Limits Drug Delivery

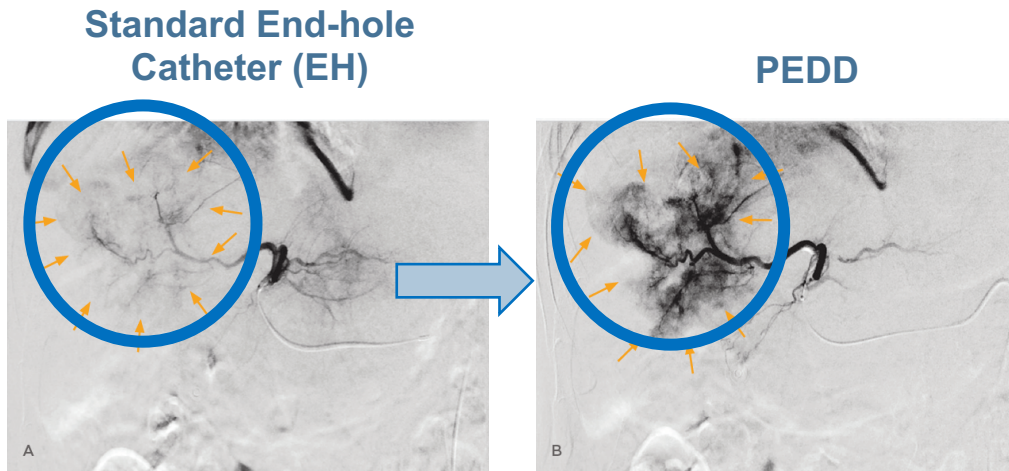
- High intra-tumoral pressures limit drug delivery
- **< 1% of therapeutic may be delivered into tumors with standard approaches**



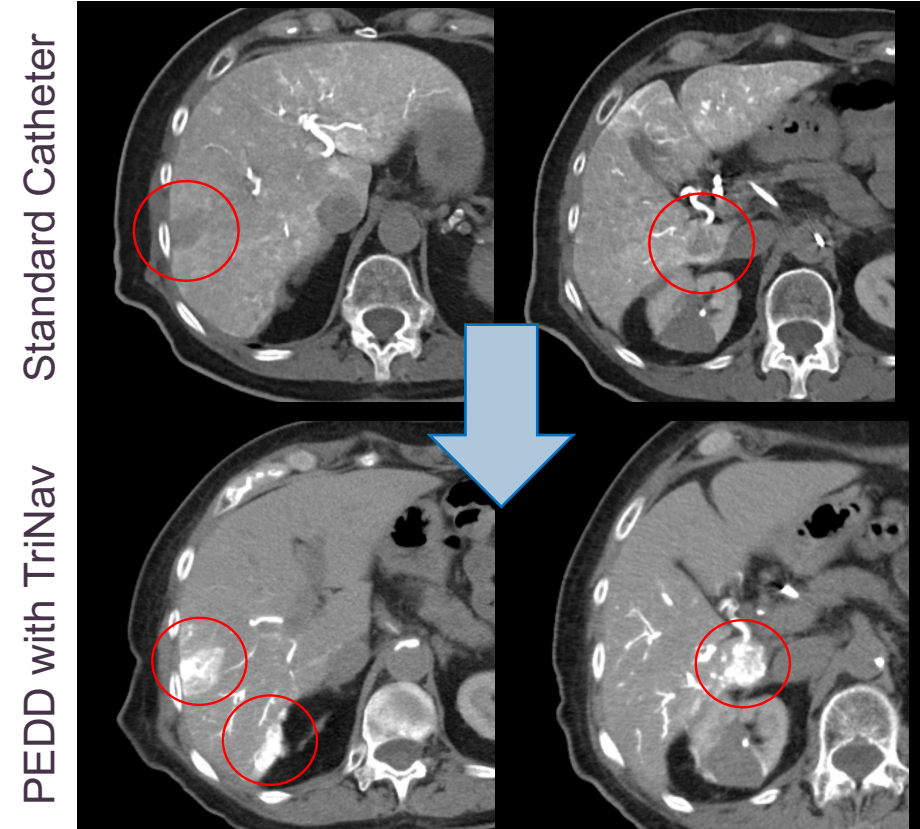
Our Platform Solution

Our Drug Delivery Technology – Pressure Enabled Drug Delivery PEDD™ Drives More Therapeutic Into High Pressure Tumors

Improved Therapeutic Delivery improves Outcomes



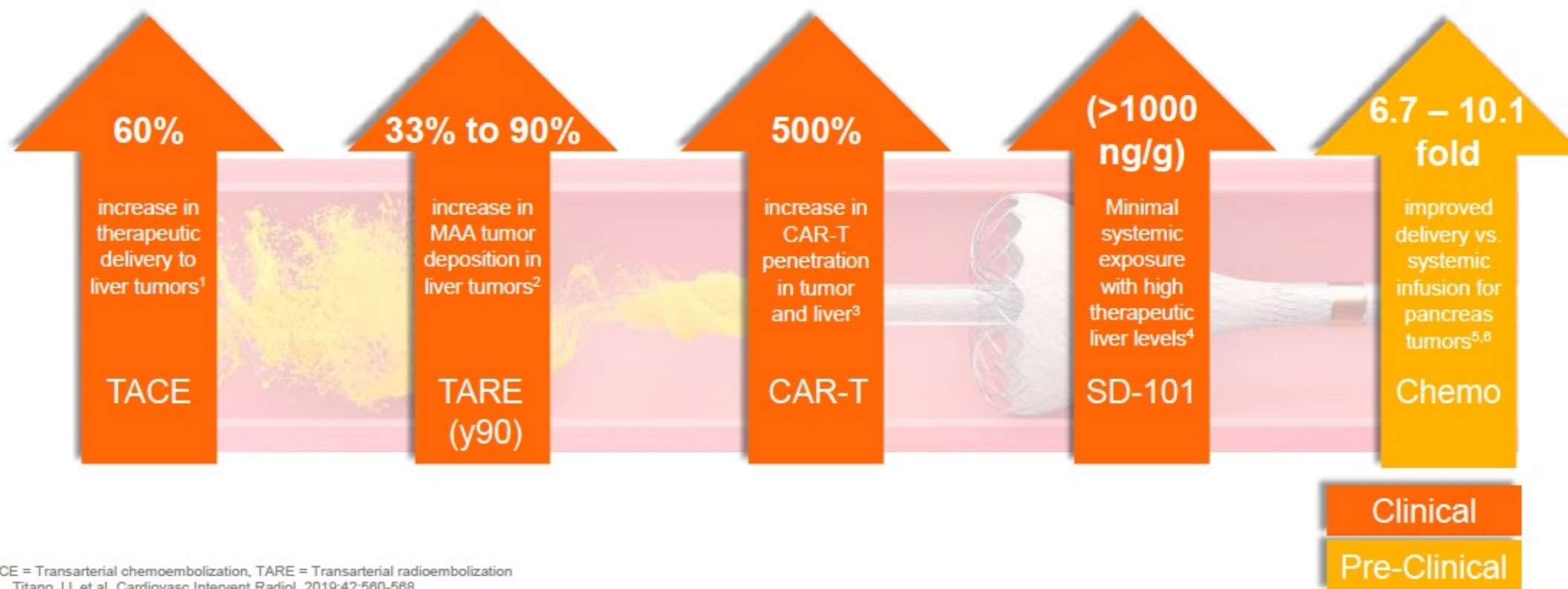
CT Angiograms



Our Platform Solution

PEDD™ Drives More Therapeutic Into High Pressure Tumors

Important Option for Liver Cancer Patients Undergoing Interventional Radiology Procedures



TACE = Transarterial chemoembolization, TARE = Transarterial radioembolization

1) Titano JJ, et al. Cardiovasc Intervent Radiol. 2019;42:560-568.

2) Pasciak AS, et al. J Vasc Interv Radiol. 2015;26:660-669.

3) Katz et al. "HITM-SURE: Phase Ib CAR-T hepatic artery infusion trial for stage IV adenocarcinoma using Pressure-Enabled Drug Delivery technology." SITC (2018) Poster Presentation.

4) Increased therapeutic levels compared to existing delivery methods. TriSalus clinical data on file.

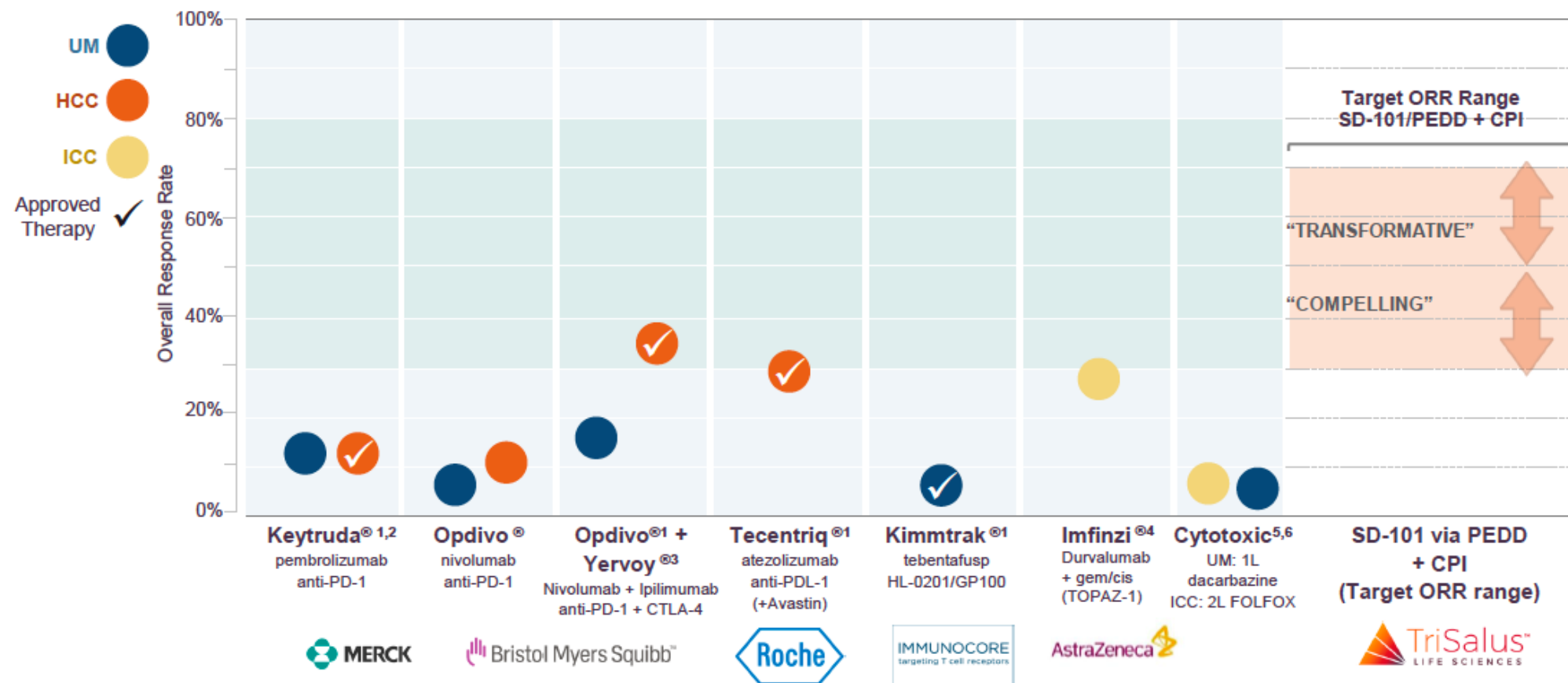
5) Shankara Narayanan JS, Vicente DA, Ray P, et al. Pressure-enabled delivery of gemcitabine in an orthotopic pancreatic cancer mouse model. Surgery. 2020;168(3):448-456.

6) Data on file, Porcine Animal Model, TriSalus Life Sciences®, 2019.

Our Platform Solution

PEDD™ Enables Development of Next-generation Treatments

TriNav is an Integral Component of a Novel Immunotherapy Platform Projected to Improve Outcomes in Liver Cancer Patients



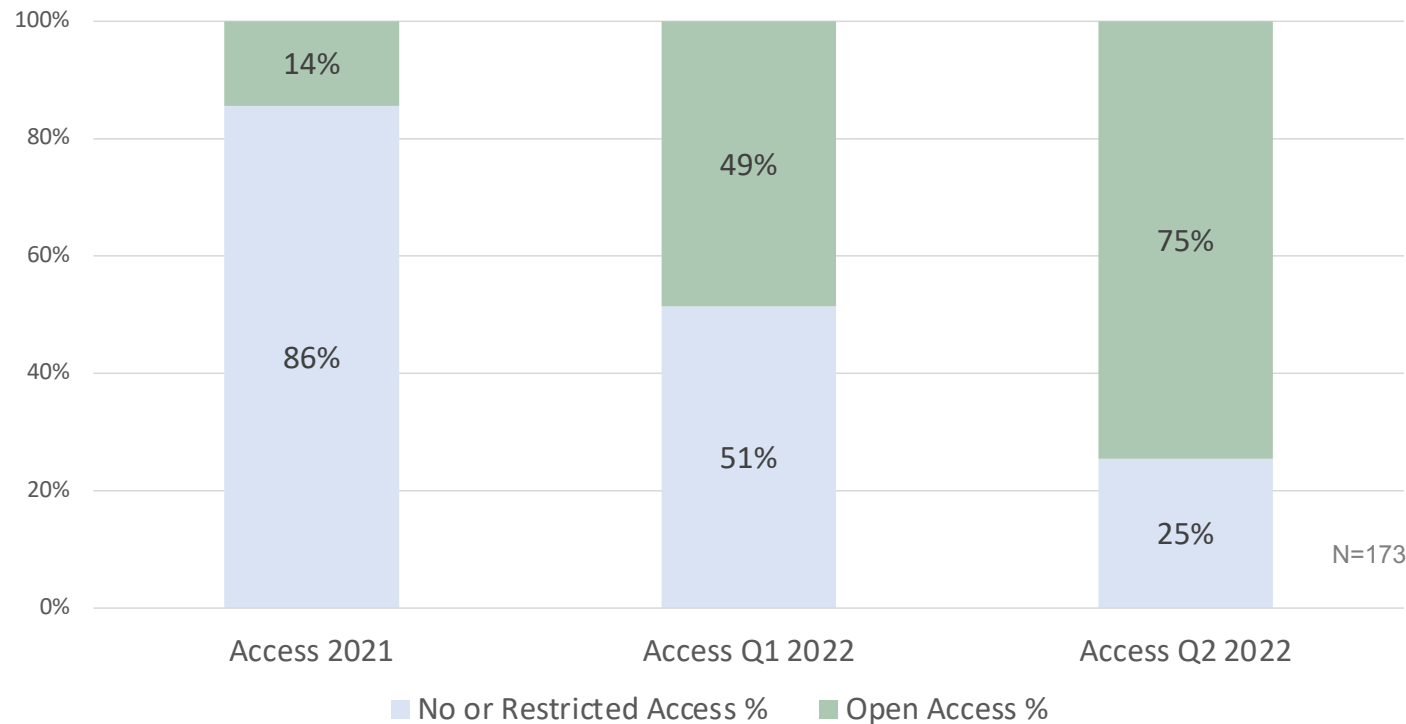
1) Refer to drug product package insert
2) For UM: Nat Commun 2012 12(1):5155
3) For UM: J Clin Onc 2021 39(6) 599-607

4) NEJM Evid 2022; 1 (8)
5) For ICC: www.thelancet.com/oncology Vol 22 May 2021
6) For UM: J Clin Onc 20 36(12) 1232-1239

COVID significantly impacted TriNav Adoption

COVID Severely Impacted Hospital Access and Physician Training Opportunities for TriNav in 2021

86% of TriNav accounts had COVID-related access restrictions during 2021. Post-Omicron wave, access significantly improved in Q2 2022



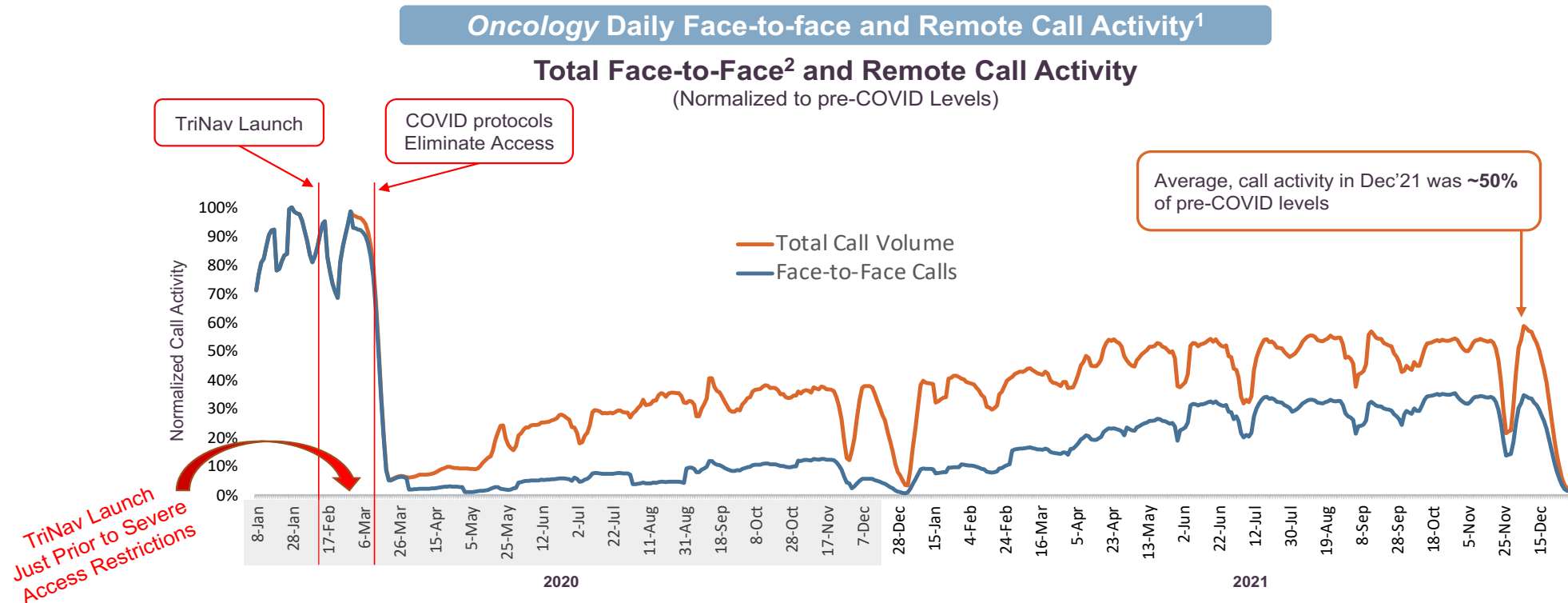
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COVID Significantly Impacted Physician Access

Significantly Reduced In-Person Access

TriNav Launched as COVID Protocols Initially Eliminated Representative Access and Resulted in a Sustained Period of $\geq 50\%$ Reduction in Access to Oncology Physicians



1. Based on data from ZS AccessMonitor subscribers; includes both personal face-to-face and remote calls.

2. Face-to-Face call activity is calculated by taking the % of total in-person call volume and multiplying it by the "normalized" volume — using Jan 2020 for normalization.

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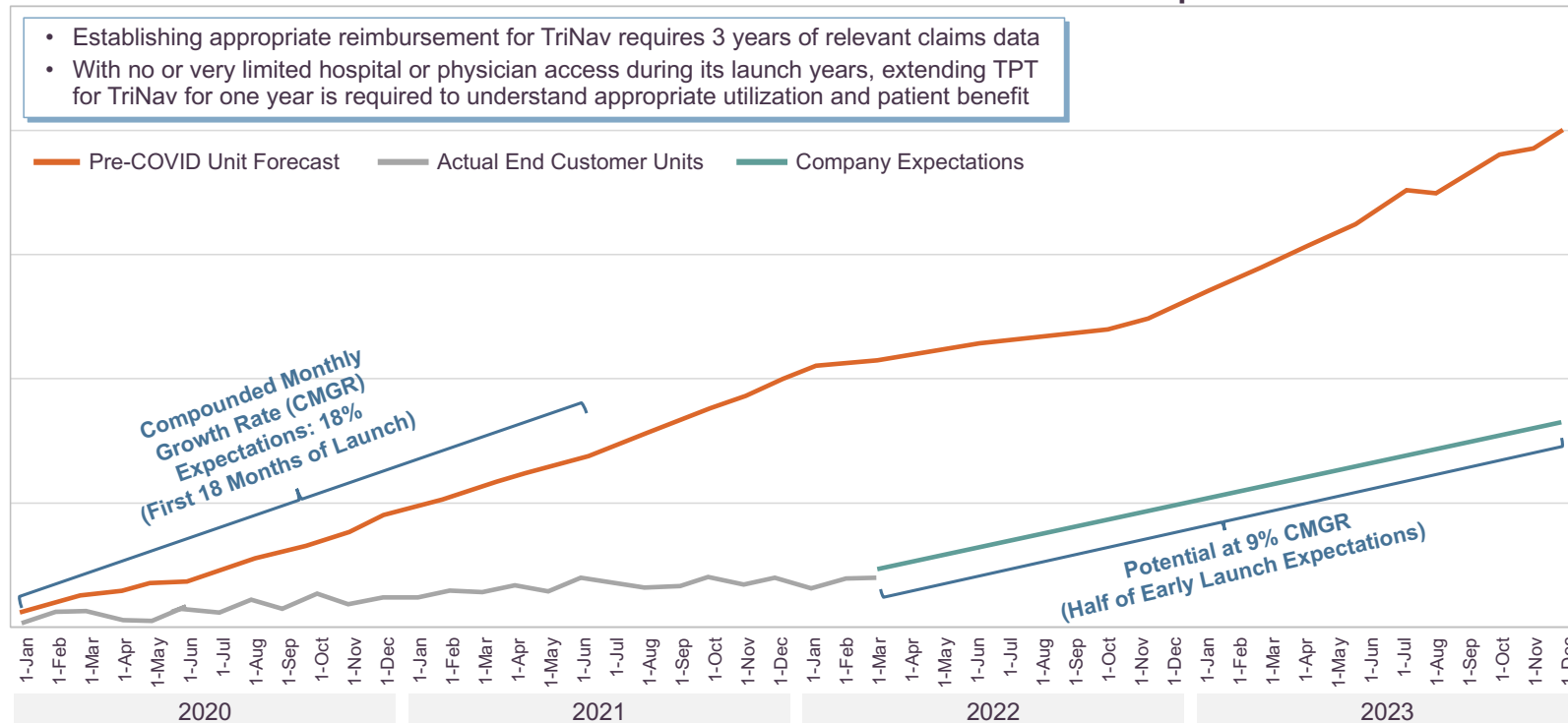
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An Additional year of TPT Provides Additional Time for TriSalus to Provide the Needed Data for Rate Setting Purposes

Additional Time is Needed to Overcome COVID Impact

A One-year TPT Extension Provides CMS with the Opportunity to Establish Appropriate TriNav Utilization and Patient Benefit

TriNav End Customer Unit Performance vs. Pre-COVID-19 Expectations



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TriSalus Challenge and Impact on Hospitals Treating Liver Cancer Patients

Without extension of TPT, or adjustment of TriNav reimbursement CPT code 37243 (Level 3 endovascular procedures) to move to Level 4 Endovascular procedures when TriNav is used, Hospitals will not recover their costs and **patients will lose access to an important therapeutic option**

			Without C1982	With C1982	
HCPCS	APC	Current Payment Rate	Geometric Mean Cost (GMC)	GMC	Payment rate as % of GMC
37243	5193	\$10,760.97	\$11,976.03	\$ 25,253.03	42.6%

The Moran Company, August 2022

37243 Vascular embolization or occlusion, inclusive of all radiological supervision and interpretation, intraprocedural roadmapping, and imaging guidance necessary to complete the intervention; for tumors, organ ischemia, or infarction



Thank You

► trisaluslifesci.com

