

Company Overview

AUGUST 2023

Safe Harbor Statement

Certain statements in this presentation, including responses to questions, contain or may contain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this presentation are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expect,” “plan,” “anticipate,” “could,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential” or “continue”, the negative of these terms or other similar expressions, or the use of future dates, although not all forward-looking statements contain these words. Forward-looking statements may include, but are not limited to, statements regarding: our estimates of the annual total addressable global market for our product and service offerings; our expectations about market trends, new product timing and success, and our anticipated future operating results.

Each forward-looking statement is subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied in such statement. Applicable risks and uncertainties include, but are not limited to the following: Vapotherm has incurred losses in the past and may be unable to achieve or sustain profitability in the future or achieve its 2023 financial guidance including revenue growth, gross margin, cash operating expense reduction, and reduced cash burn; risks associated with its manufacturing operations in Mexico; Vapotherm’s ability to raise additional capital to fund its existing commercial operations, develop and commercialize new products, and expand its operations; Vapotherm’s ability to comply with its financial covenants, execute on its path-to-profitability initiative, convert excess inventory into cash and fund its business through 2023; Vapotherm’s dependence on sales generated from its High Velocity Therapy systems, competition from multi-national corporations who have significantly greater resources than Vapotherm and are more established in the respiratory market; the ability for Precision Flow systems to gain increased market acceptance; Vapotherm’s inexperience directly marketing and selling its products; the potential loss of one or more suppliers and dependence on its new third party manufacturer; Vapotherm’s susceptibility to seasonal fluctuations; Vapotherm’s failure to comply with applicable United States and foreign regulatory requirements; the failure to obtain U.S. Food and Drug Administration or other regulatory authorization to market and sell future products or its inability to secure, maintain or enforce patent or other intellectual property protection for its products; the impact of COVID on its business, including its supply chain, a possible delisting of Vapotherm’s common stock and the other risks and uncertainties included under the heading “Risk Factors” in Vapotherm’s Annual Report on Form 10-K for the fiscal year ended December 31, 2022, as filed with the SEC on February 23, 2023, and its subsequent filings with the SEC, including its Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2023. The forward-looking statements contained in this press release reflect Vapotherm’s views as of the date hereof, and Vapotherm does not assume and specifically disclaims any obligation to update any forward-looking statements whether as a result of new information, future events or otherwise, except as required by law.



A global healthcare technology company helping patients with **respiratory distress**

The **only mask-free, clinically validated** alternative to current standard of care for the treatment of respiratory distress

Clinically
Validated

4.0M+
Patients Treated

37K+
Installed Base

Respiratory distress –

Severe Difficulty Breathing –
Can't get enough O₂ (hypoxic)
or
clear enough CO₂ (hypercapnic)

Affects All Ages
– pre-term infants, children,
adults



**A Large
and
Growing \$8B
Market**

THE CAUSES

COPD
Pneumonia
Heart failure
Asthma
COVID-19
... and many other diseases

THE DRIVERS

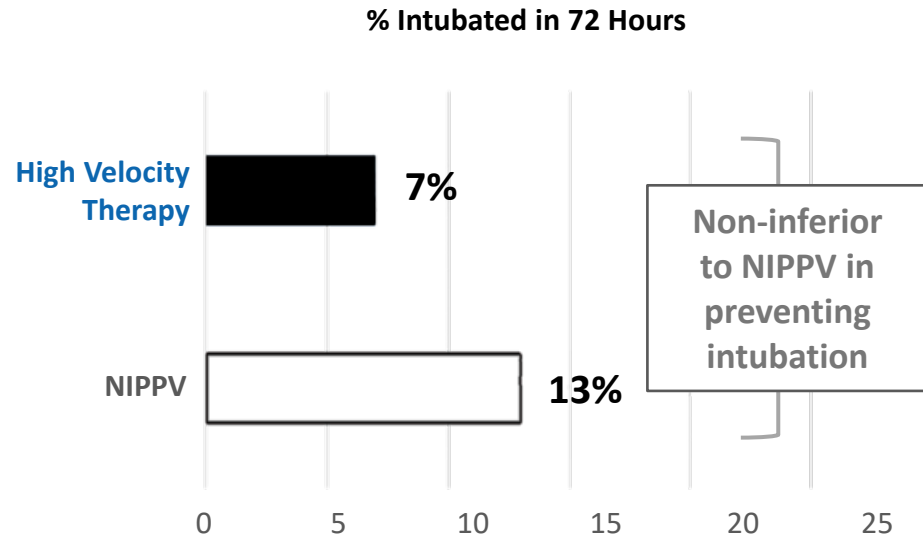
Aging population
Growing prevalence of COPD
Growing prevalence of
heart failure
COVID-19 long haulers

Why We **Win**

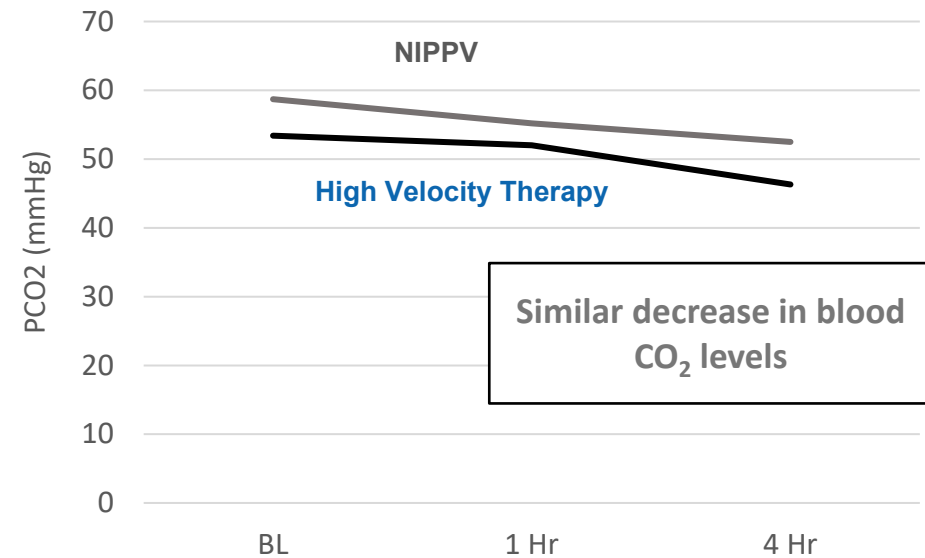


Compelling Clinical Data With More to Come

INTUBATION RATES High Velocity Therapy vs. NIPPV



BLOOD CARBON DIOXIDE LEVELS OVER TIME



The Precision Flow does not provide the total ventilatory requirements of patients

A 204-patient, multi-site prospective randomized controlled trial showed Vapotherm high velocity therapy is a safe and effective alternative to NIPPV for all cause respiratory distress patients

HVT 2.0 Confidence in Care, Throughout the Hospital



- Mask-free respiratory support
- Integrated blower and transfer capabilities
- Large, intuitive touchscreen
- Fully assembled disposable enhances efficiency
- Single use disposable for 3-45 lpm
- Optimized to work with premium ProSoft cannula
- Nurse call and EMR connectivity
- Integrated Oxygen Assist Module vs. separate module
- Sets stage for home and transport

Vapotherm Home Ventilation System



Vapotherm Home Ventilation System:

- *Tidal Volume NIV;*
- *Tidal Volume Assist with Pressure Support; and*
- *High Velocity Therapy*

Integrated humidifier

Easy to use full touch-screen interface

Proprietary HVT cannulas

VapothermAccess 365 patient management

Bluetooth and cellular connectivity

BT connected peak flow meter and pulseox

Connected to VapoCloud for individual patient data

Path to Profitability Significantly De-Risked

- ❑ Drive 15% Revenue Growth
- ❑ Improve Gross Margin to 50%+
- ❑ Reduce Cash OpEx
- ❑ Become Adjusted EBITDA Positive

- Q2 2023 revenue growth of 33.8% (1)
- 2H 2023 expected revenue growth of 19.7% at mid-point of range (1)

- Q2 2023 GM of 42.8%
- 2H 2023 GM guidance of 48.7% at mid-point of range

- Q2 2023 Cash Opex run rate reduced to ~\$57M from \$87M in Q2 2022 (2)
- Q4 2023 Cash Opex run rate expected to be \$48M - \$50M (2)



- Adjusted EBITDA positive expected in 2024 (3)

For the non-GAAP measures noted below, reconciliations to the most comparable GAAP measures can be found on the Company's website: www.Vapotherm.com

(1) Revenue growth calculations exclude revenue from Vapotherm Access which we commercially exited in Q4 2022

(2) Cash operating expenses excludes certain expenses including but not limited to depreciation expense and stock-based compensation expense

(3) Adjusted EBITDA excludes certain expenses including but not limited to interest expense, depreciation expense and stock-based compensation expense

Building Long Term, Sustainable Competitive Advantage

Disruptive **HIGH VELOCITY THERAPY** for treating respiratory distress

\$8 Billion **MARKET** opportunity

Rich product pipeline – **HOME, DIGITAL**

Compelling body of Level 1 **CLINICAL DATA**

Global respiratory **SALES FORCE**

Robust and growing IP **PATENT PORTFOLIO**

Recurring **REVENUE MODEL**

Experienced management **TEAM** and board

