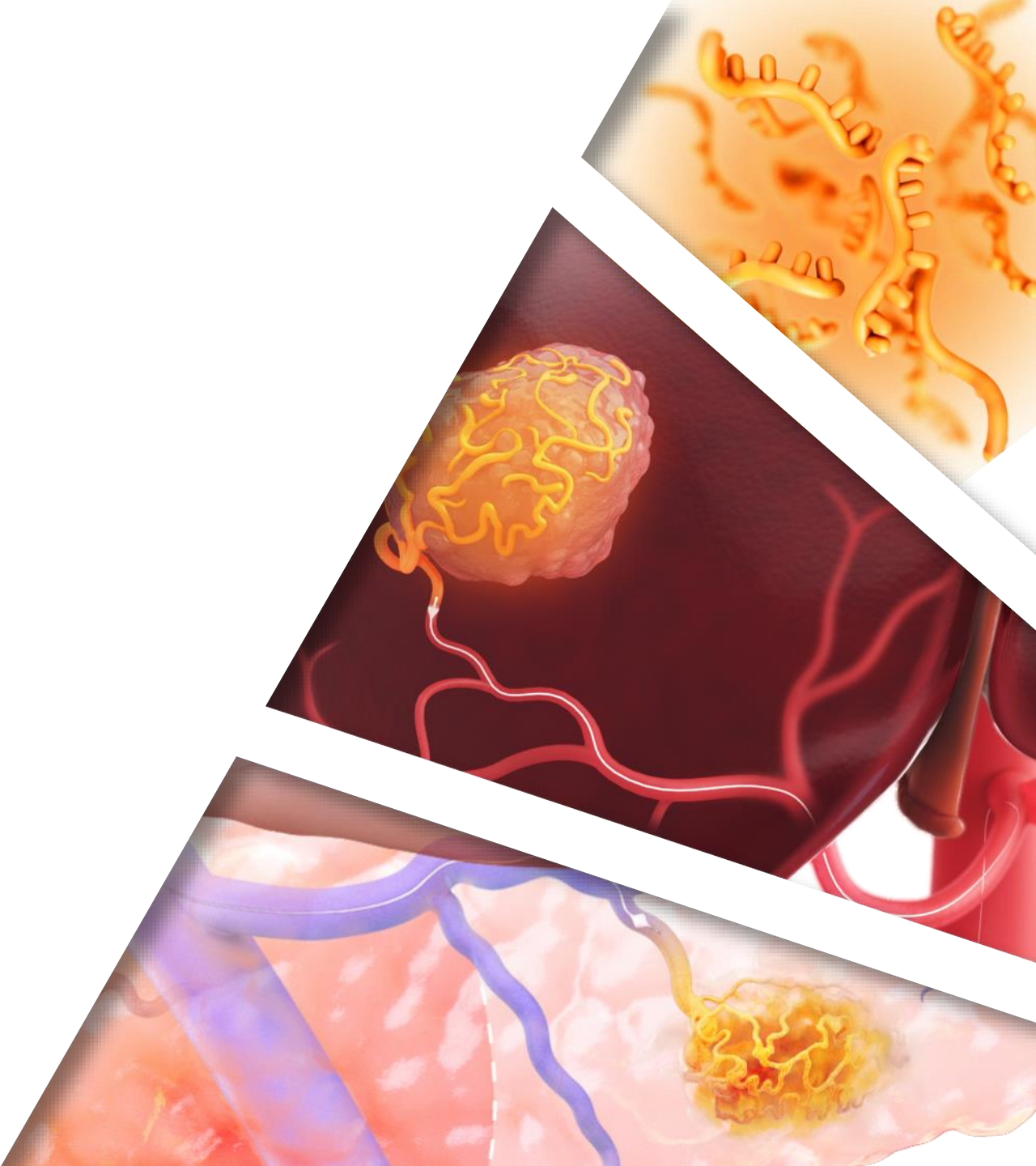




# TriSalus Life Sciences

January 2025



# Disclaimer

Certain statements in this presentation may constitute “forward-looking statements” within the meaning of applicable United States federal securities laws. Forward-looking statements include, but are not limited to, statements regarding TriSalus’s expectations, hopes, beliefs, intentions or strategies regarding the future, including, without limitation, statements regarding TriSalus’s business strategy and clinical development plans; the safety and efficacy of TriSalus’s product candidates; TriSalus’s plans and expected timing concerning clinical trials, clinical trial enrolment and clinical trial results; the size and growth potential of the markets for TriSalus’s products and TriSalus’s ability to serve those markets; TriSalus’s ability to compete with other companies; TriSalus’s expected financial results as of and for the year and quarter ended December 31, 2023; TriSalus’s projected financial results and expected cash runway; TriSalus’s ability to partner with other companies; and TriSalus’s products continuing to be subject to a favorable reimbursement environment. In addition, any statements that refer to projections, forecasts, or other characterizations of future events or circumstances, including any underlying assumptions, are forward-looking statements. The words “anticipate,” “continue,” “could,” “estimate,” “expect,” “may,” “might,” “plan,” “possible,” “potential,” “predict,” “project,” “should,” “strive,” “would” and similar expressions may identify forward-looking statements, but the absence of these words does not mean that statement is not forward-looking. Forward-looking statements are predictions, projections, and other statements about future events based on current expectations and assumptions and, as a result, are subject to risks and uncertainties.

Such statements are subject to a number of known and unknown risks, uncertainties and assumptions, and actual results may differ materially from those expressed or implied in the forward looking statements due to various important factors, including, but not limited to: changes in business, market, financial, political and legal conditions; unfavorable changes in the reimbursement environment for TriSalus’s products; TriSalus’s product candidates not achieving success in preclinical or clinical trials or not being able to obtain regulatory approval, either on a timely basis or at all; future clinical trial results/data may not be consistent with interim, initial or preliminary results/data or results/data from prior preclinical studies or clinical trials; TriSalus’s ability to maintain and grow its market share; the size of the addressable markets for TriNav and TriSalus’s product candidates being less than TriSalus estimates; TriSalus’s ability to successfully commercialize any product candidates that are approved; TriSalus’s ability to continue to fund preclinical and clinical trials for its product candidates; future economic and market conditions; the effects of competition on TriSalus’s business; risks relating to the uncertainty of the projected financial information with respect to TriSalus; the ability of the company to raise money to finance its operations in the future; and the outcome of any potential litigation, government and regulatory proceedings, investigations and inquiries. You should carefully consider the risks and uncertainties described in the “Risk Factors” section of TriSalus’s Quarterly Report on Form 10-Q for the quarter ended September 30, 2023, and other documents filed by TriSalus from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those expressed or implied in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements. TriSalus and its representatives assume no obligation and do not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Neither TriSalus nor its representatives give any assurance that TriSalus will achieve its expectations.

Certain financial information and data in this presentation may be unaudited and may not conform to Regulation S-X promulgated under the Securities Act of 1933, as amended. Accordingly, such information and data may not be included, adjusted, or presented differently in any documents filed with the SEC.

# Improving Therapeutic Delivery to Liver & Pancreatic Tumors

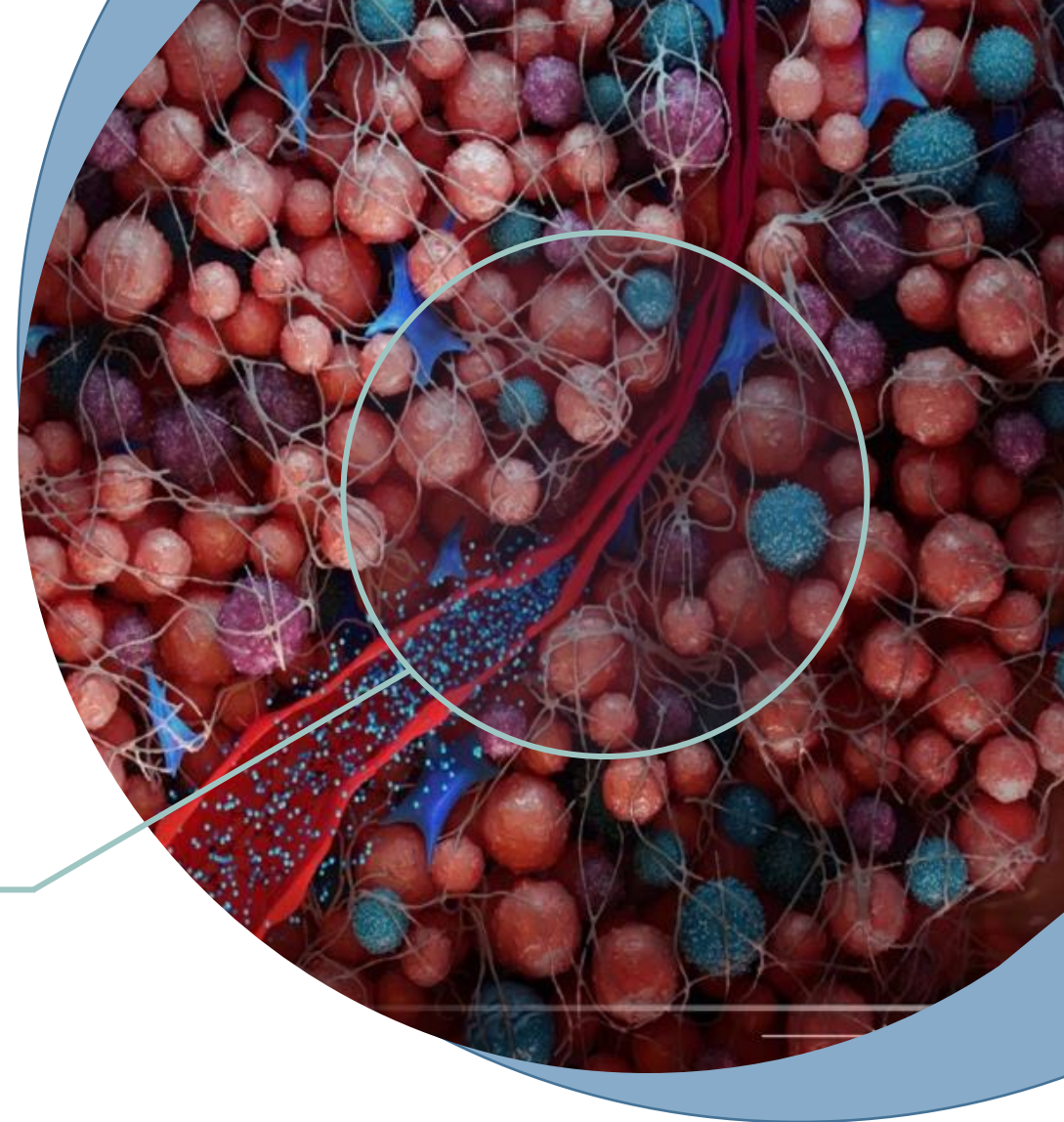
<b>Core Med Tech Business</b>	<ul style="list-style-type: none"><li>• A high-growth MedTech business with strong commercial potential, significant upside from expansion in existing and new applications</li></ul>
<b>Our Technology</b>	<ul style="list-style-type: none"><li>• Pressure Enabled Drug Delivery™ (PEDD™) infusion, which improves therapeutic delivery for hepatocellular carcinoma, pancreatic cancer, and other solid liver tumors</li><li>• Nelitolid, a TLR9 agonist, delivered via PEDD to liver and pancreatic tumors</li></ul>
<b>Attractive Markets</b>	<ul style="list-style-type: none"><li>• PEDD market opportunity exceeds \$1 billion</li><li>• Nelitolid (SD-101), if approved for combination with locally advanced pancreatic cancer, adds \$1 billion upside</li></ul>
<b>Upcoming Milestones</b>	<ul style="list-style-type: none"><li>• Nelitolid, a TLR9 agonist, reverses immunosuppression and demonstrated Phase 1 proof of concept in Uveal Melanoma Liver Metastases.</li><li>• Phase 1 in Locally Advanced Pancreatic Cancer completing enrollment</li></ul>
<b>Additional Upside</b>	<ul style="list-style-type: none"><li>• Additional growth from new product launches, pipeline advancement anticipated over next 18 months</li></ul>
<b>2025 Outlook</b>	<ul style="list-style-type: none"><li>• Anticipate 2024 revenue of ~\$28-30MM, with capacity to sustain 50% annual growth rate in 2025</li></ul>

# Tumor microenvironment limits drug delivery in liver and pancreatic tumors

- High intra-tumoral pressure in solid tumors limits efficient drug delivery to tumor
- Elevated interstitial fluid pressures reduce movement of fluid from vessel into tissue
- Lymphatic system within tumors is often underdeveloped and cannot drain fluids away

Limited drug uptake due to collapsed vessel

**(<1% in some settings with IV delivery)**



REFERENCES: 1. Kiet al. "Measurement of Tumor Pressure and Strategies of Imaging Tumor Pressure for Radioimmunotherapy." Nuclm, Hyeon-Gi ear medicine and molecular imaging vol. 53,4 (2019): 235-241. doi:10.1007/s13139-019-00598-7. 2. Heldin et al, "High Interstitial Fluid Pressure An Obstacle in Cancer Therapy," Nature Review, Vol 4, Oct 2004. 3. Sheth RA, et al. J Vasc Interv Radiol. 2013;24:1201-1207.4. Jain RK, Stylianopoulos T. Nat Rev Clin Oncol. 2010;7(11):653-664. DOI: 10.1038nrclinonc.2010.139., Wilhelm et al. (2016) Nature Reviews Materials 1.5:16014.

# PEDD opens collapsed vessels, improving drug delivery in high pressure tumors<sup>1</sup>

Angiogram of liver tumor vessels demonstrating PEDD method:

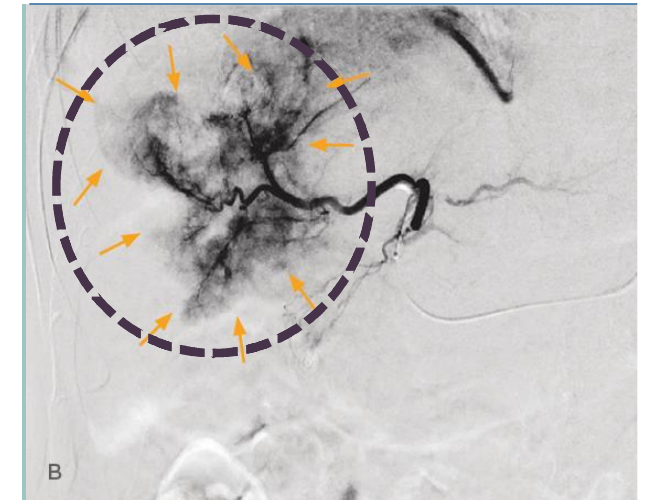
- ↑ **Opens collapsed tumor vessels**  
wider than conventional catheter
- ↑ **Delivers increased contrast dye**  
(surrogate for therapeutic) to tumor
- ↓ **Protects normal tissue**  
from chemo or radiation by reducing reflux

**Standard Catheter**



Failure to penetrate  
tumor may limit therapeutic  
effectiveness

**PEDD Method**



Collapsed vessels  
opened for deep perfusion  
throughout tumor

**Same patient several minutes apart**

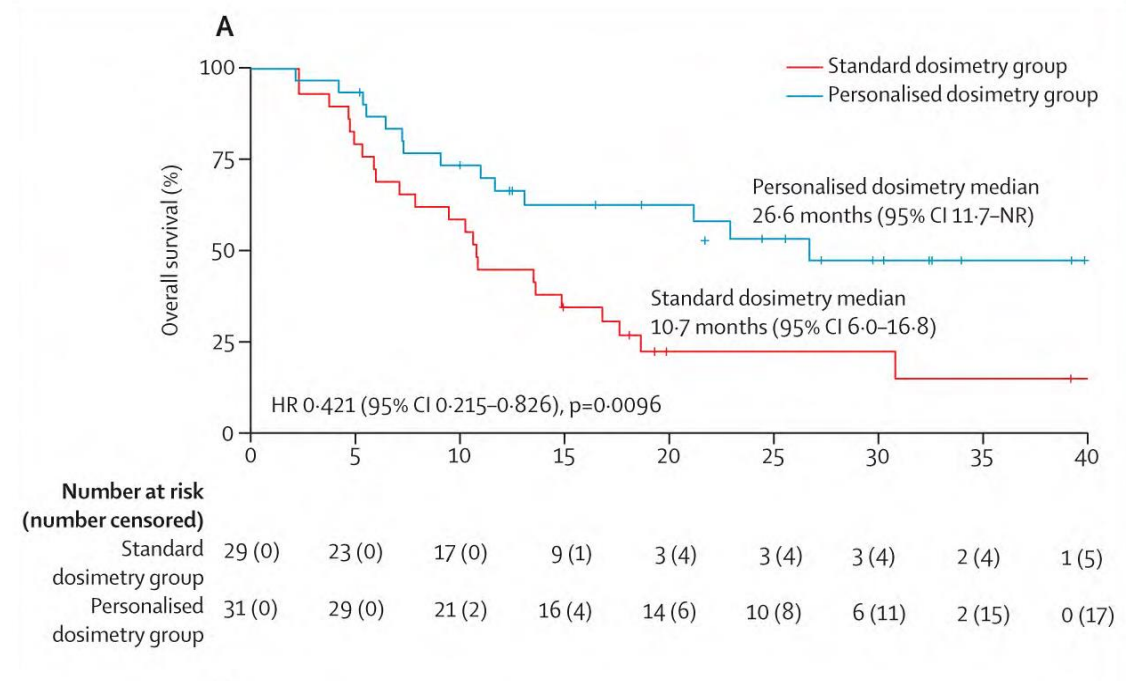
1. TriSalus images and data on file

# Increased delivery of Y90 beads to tumor correlated with improved survival

## THE LANCET Gastroenterology & Hepatology

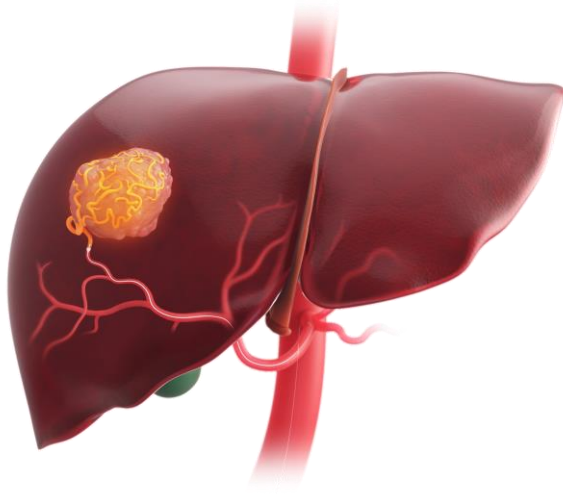
### Personalised versus standard dosimetry approach of selective internal radiation therapy in patients with locally advanced hepatocellular carcinoma (DOSISPHERE-01): a randomised, multicentre, open-label phase 2 trial

Etienne Garin\*, Lambros Tselikas\*, Boris Guiu, Julia Chalaye, Julien Edeline, Thierry de Baere, Eric Assenat, Vania Tacher, Corentin Robert, Marie Terroir-Cassou-Mounat, Denis Mariano-Goulart, Giuliana Amaddeo, Xavier Palard, Antoine Hollebecque, Marilyne Kafrouni, H  l  ne Regnault, Karim Boudjema, Serena Grimaldi, Marjolaine Fourcade, Hicham Kobeiter, Eric Vibert, Samuel Le Sourd, Lauranne Piron, Dani  le Sommacale, Sophie Laffont, Boris Campillo-Gimenez, Yan Rolland, on behalf of the DOSISPHERE-01 Study Group†



Garin, E. et al. Personalised versus standard dosimetry approach of selective internal radiation therapy in patients with locally advanced hepatocellular carcinoma (DOSISPHERE-01): a randomised, multicentre, open-label phase 2 trial. Lancet Gastroenterol. Hepatol. 6, 17-29 (2021)

# TriNav<sup>®</sup> Infusion System: a better solution for drug delivery



## TriNav Infusion System

Commercial-stage, FDA-cleared technology using the proprietary PEDD method

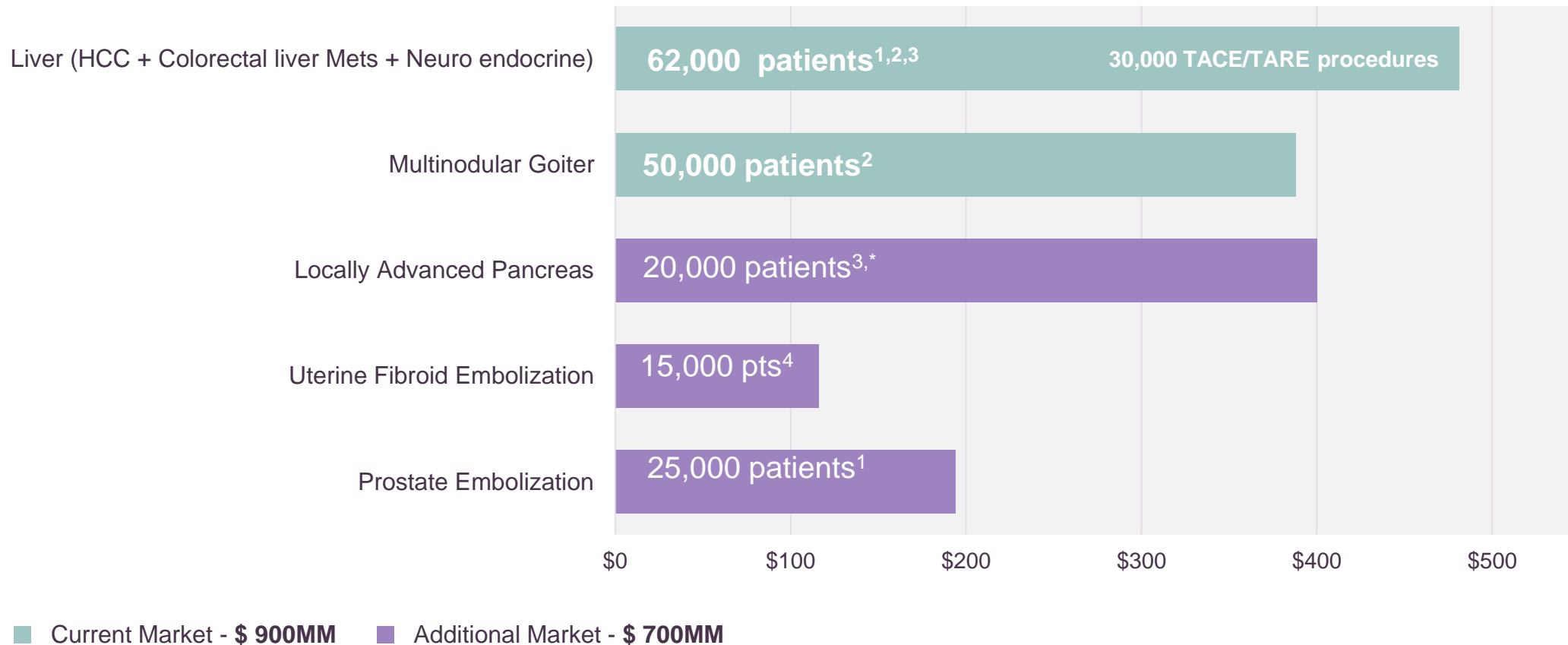
**510(k) cleared device for vascular access throughout the body except the heart and brain**

**Unique HCPCS reimbursement code for procedures using the TriNav system**

**Validated in multiple clinical and HEOR studies**

**Addressable market in excess of \$1.5B**

# Combined U.S. PEDD total addressable market is >\$1.5 billion annually



Source: 1. American Cancer Society, National Cancer Institute SEER Database, Horn, Epidemiology of Liver Metastases, Cancer Epidemiology, 2020, TriSalus Assumption; 2. <https://my.clevelandclinic.org/health/treatments/7016-thyroidectomy>, Ho TW et al. Utilization of thyroidectomy, Am J Surg 2011;201:570-4.; 3. American Cancer Society, National Cancer Institute SEER Database, TriSalus Assumptions 4. ACOG Committee Opinion #293, Obstetrics & Gynecology 103(2):p 403-404, February 2004.



# Analysis of real-world data provides evidence that TriNav system successfully treats complex liver cancer patients<sup>1</sup>

## Population/Setting

- Retrospective analysis of 300 million patient claims over 3 years
- 98% of all payors
- Compared 258 TriNav patients to 8,940 conventional microcather patients

## TriNav Patient Type: Key Findings

### TriNav patients are more complex:

- More comorbidities and more liver-related adverse events
- More likely to have had prior embolization and/or prior systemic therapy
- Sicker and showed a higher burden of disease

## Comparative Findings

- In chemoembolizations, *TriNav delivered 40% more doxorubicin*
- **Higher disease burden patients receiving TriNav had outcomes similar to healthier non-TriNav patients**
- In matched cohort analyses, TriNav patients did better
  - **48% increase** in liver transplantation
  - **50% reduction** in 30-day inpatient admissions
  - **17% reduction** in complications
  - **40% reduction** in fatigue

1. Cook et al, Real-world evidence of Pressure-enabled Drug Delivery, *Current Medical Research and Opinion*, March 2024

# Focused, accessible hospital market with attractive reimbursement

## Highly Targeted Market

- ~400 hospitals cover 95% of procedure volume
- Targeting 450 out of the 1,000 Interventional Radiologists who perform embolizations
- Commercial team partner to educate physicians and staff to drive adoption

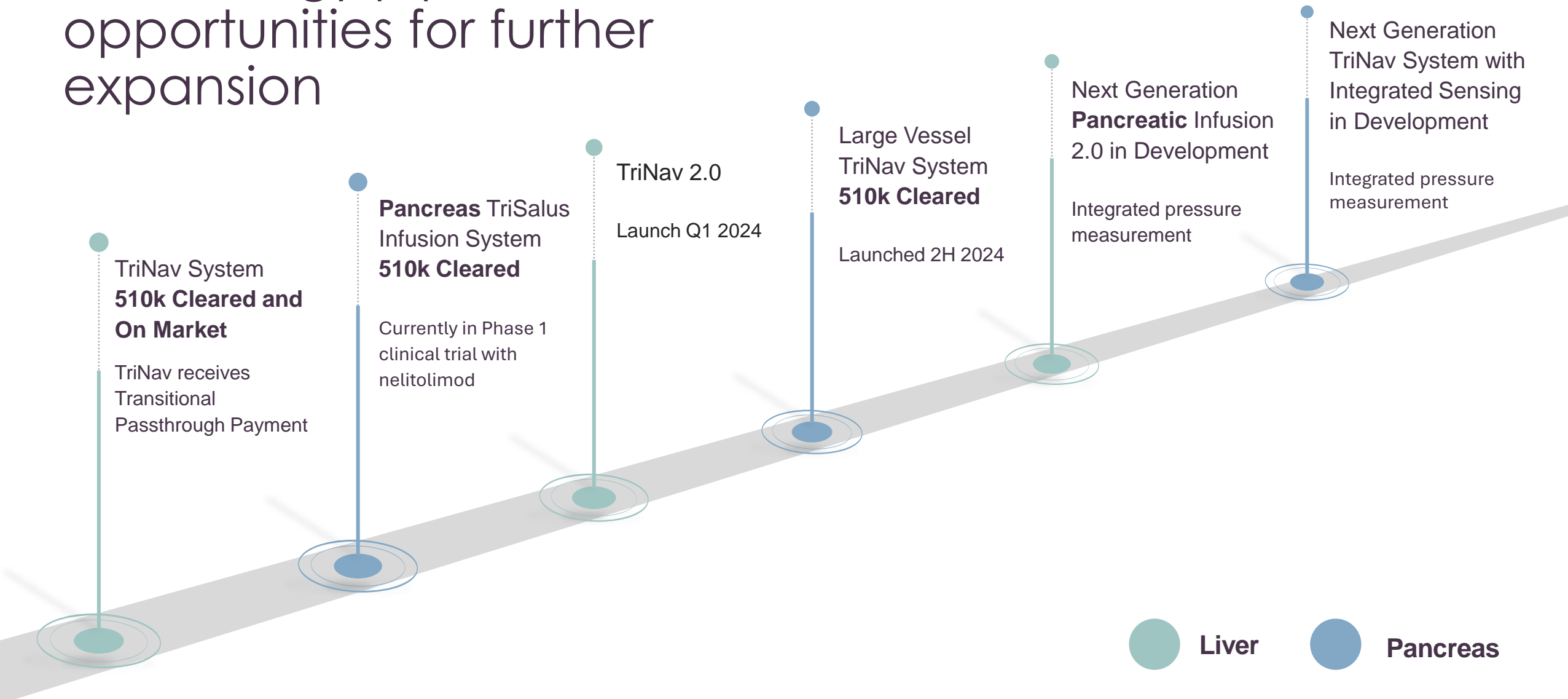
## Traditional Medicare Patients

- CMS issued HCPCS *procedural* code C9797, reimbursed under APC 5194 (Level 4 endovascular procedures), effective January 1, 2024
- C9797 exclusive to PEDD devices
- Reimbursement rate \$17,957 for 2025
- TriNav selling price \$7,750/catheter as of January 1, 2025

## Private Payer Patients

- Commercial payers generally follow Medicare guidelines
- Payment rates generally 105% - 125% of CMS payment rate

# Technology pipeline: opportunities for further expansion



SECTION 2

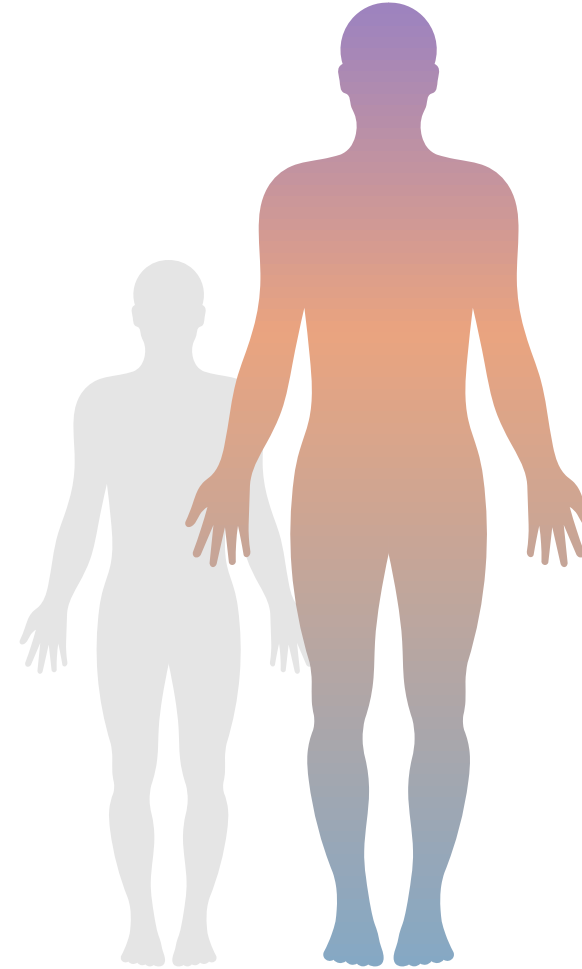
# Future Areas of Growth

New applications and product launches

# Data support for TriNav system in “complex patients”

## Deliver Program initial focus is on four studies:

- PEDD benefits in multinodular goiter
- Registry study for uterine fibroid embolizations
- PEDD benefits in complex patients
- cTACE for colorectal and neuroendocrine liver metastases
- Potential expansion to additional populations
- Collaboration with leading IRs and Oncology KOLs



Multiple comorbidities

Previous embolization

Multi-focal disease – breast cancer liver mets

Hypovascular tumors colorectal cancer

Uterine fibroid

Large tumor size

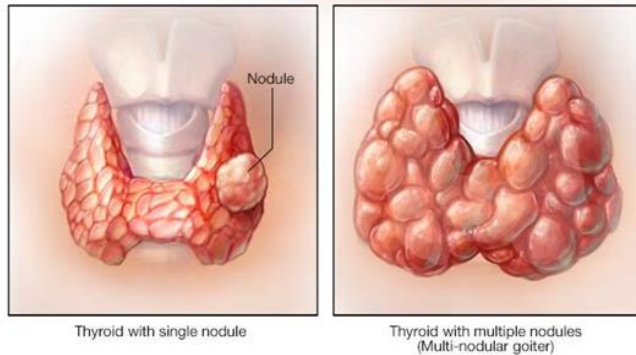
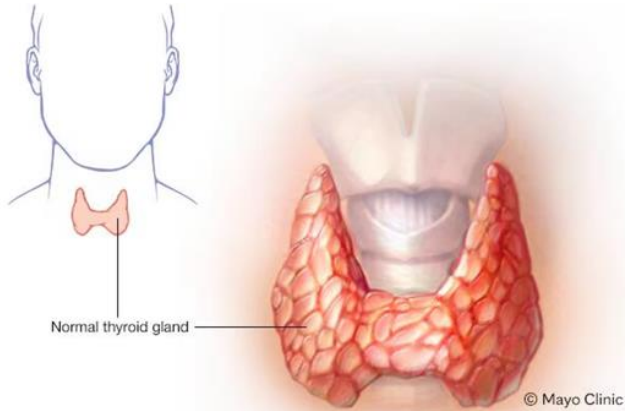
Multinodular goiter

# MultiNodular Goiter

Novel minimally invasive approach via PEDD with potential to become standard-of-care

# Multinodular goiter - large U.S. market opportunity

High unmet need in thyroid artery embolization with continued expected growth



~5% of population affected

## Risk factors

Iodine deficiency

Female sex

Metabolic syndrome

## Treatment

Watchful waiting,

Medical therapy

Surgery (Thyroidectomy)

Radioactive iodine (RAI) therapy

Radiofrequency ablation

## Thyroidectomy

Risks of laryngeal nerve injury,  
long-term hormone replacement  
therapy, bleeding

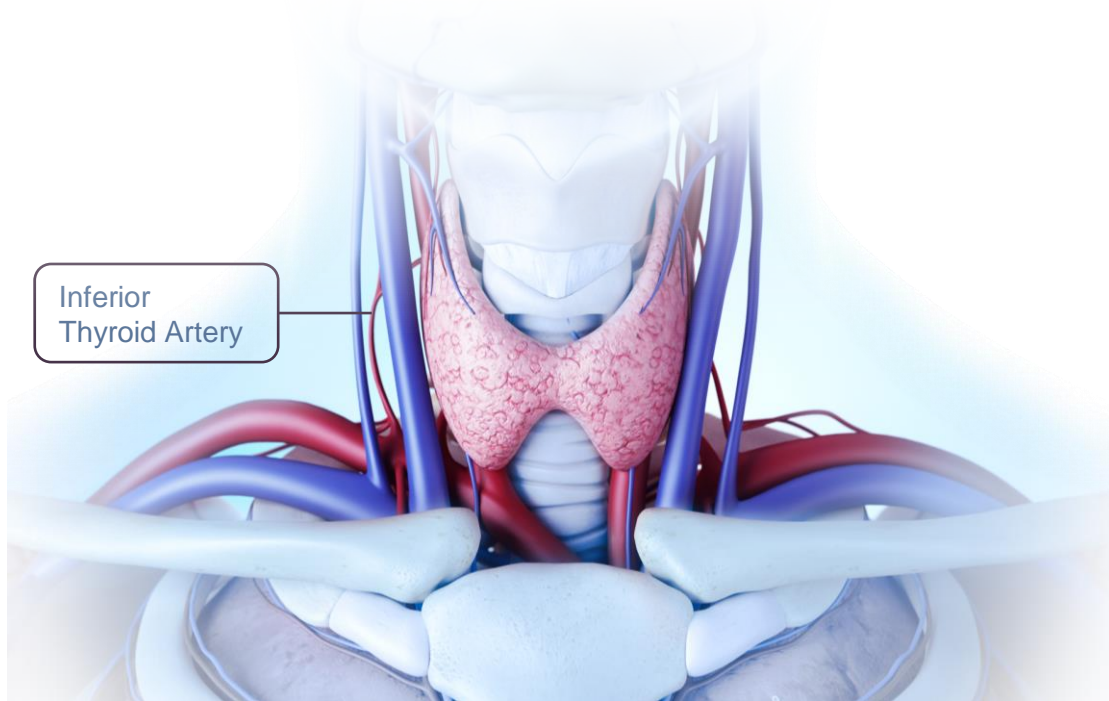
50,000

potential embolization  
patients per year

**Opportunity:** Offer alternative to surgery and avoid long-term thyroid replacement therapy

# TriNav system has potential to be standard of care for treatment of multinodular thyroid disease

**TriNav system enables treatment of the entire gland through the inferior thyroid arteries minimizing complication of stroke**



Ablation	Surgery	Radioiodine Therapy	Embolization with PEDD
Limited to smaller lesions	Recurrent laryngeal nerve injury	Sialadenitis	Able to embolize all tumor sizes
Potential for skin and nerve injury	Long-term hormone replacement	Long-term hormone replacement therapy	Preserves thyroid gland
	Secondary malignancy	Secondary malignancy	No radiation or microwave exposure
	Large tumors/goiters require extensive procedure		Uses bland beads to restrict blood flow for high-level tumor necrosis



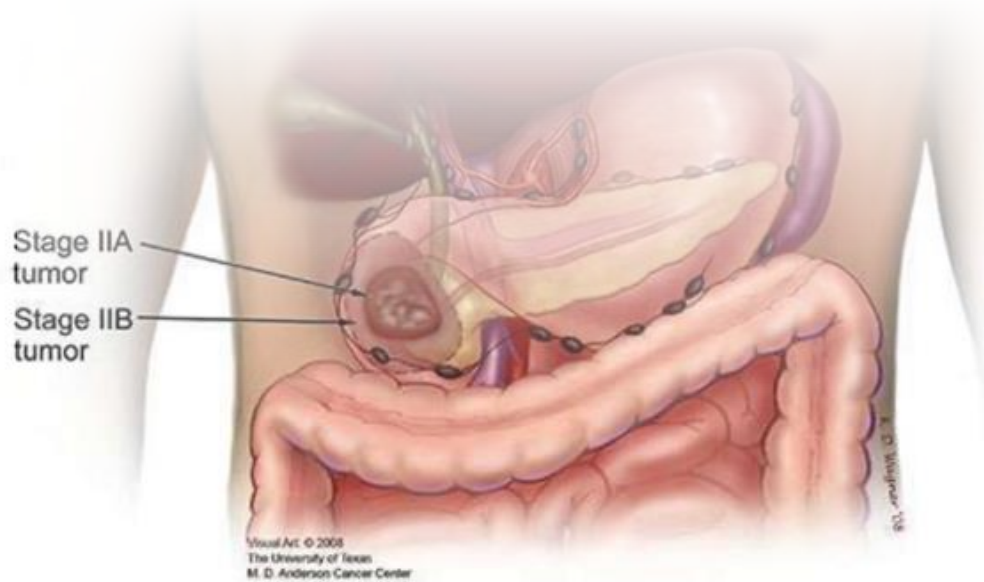
# Novel pancreatic infusion technology for use with standard of care treatments (y90) and in combination with nelitolimod

Locally Advanced Pancreatic Cancer

# Large, growing market opportunity in locally advanced pancreatic cancer

High unmet need for improved treatments

## Locally Advanced Adenocarcinoma



~30-50% of patient ineligible for surgery

Multi-agent chemotherapy primary treatment for most patients

Outcomes: 2L + overall survival approximately 5-6 months

25,000 potential patients per year

**Opportunity:** Deliver therapeutics to site of disease in combination with systemic therapy with incremental minimal toxicity

# TriSalus developed a separate, novel PEDD method for the pancreas

FDA-cleared And In Phase 1 Clinical Trials With Nelitolidom

Poor blood flow limits drug access to pancreas<sup>1,2,3</sup>

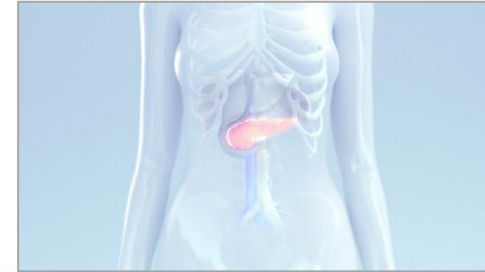
Pancreatic arteries difficult to access<sup>4,5</sup>

Innovative retrograde venous approach eliminates need for balloons that eliminate blood flow<sup>6,7</sup>

Target vessel pressure monitoring for safety, efficacy, and consistency

510k cleared

Phase 1 locally advanced pancreas data from MDACC was presented at SITC 2023



1. Rakesh Jain (2013) Normalizing Tumor Microenvironment to Treat Cancer: Bench to Bedside in Biomarkers. 31:17 2205-2218.  
2. DuFort et al, Interstitial Pressure in Pancreatic Ductal Adenocarcinoma Is Dominated by a Gel-Fluid Phase. Biophysical Journal 110 2106-2119.  
3. Soltani et al Numerical Modeling of Fluid Flow in Solid Tumors. PLoS ONE 6:6 e20344  
4. Homma, H. et al. Cancer 89, 303-313 (2000).  
5. Rosemurgy, A. S. et al. J Pancreat Cancer 3, 58-65 (2017).

6. Piras, C., Paulo, D. N. S., Paulo, I. C. A. L., Rodrigues, H. & Silva, A. L. da. Acta Cirurgica Brasileira 25, 105-110 (2010).  
7. Moody, A. R. & Poon, P. Y. American Journal of Roentgenology 158, 779-783 (1992). 5. Okahara, M. et al. Abdom Imaging 35, 134-142 (2010).

# Collaboration with Y90 partner for pancreatic infusion of Y90 beads

## Pre-clinical

### In normal swine (n=12, 6 head and 6 body)

25, 100, and 500 Gy to head or body of pancreas (2 per dose level for head and body/tail)

PET/CT for pancreatic dosimetry and SPECT/CT for off-target dose within 24 hours

Further dose ranging if deemed necessary

## Phase 1- Y90 Delivered Pancreatic Infusion Device

### To be Determined

## Phase 2 - Concept & Regulatory Strategy

### To be Determined

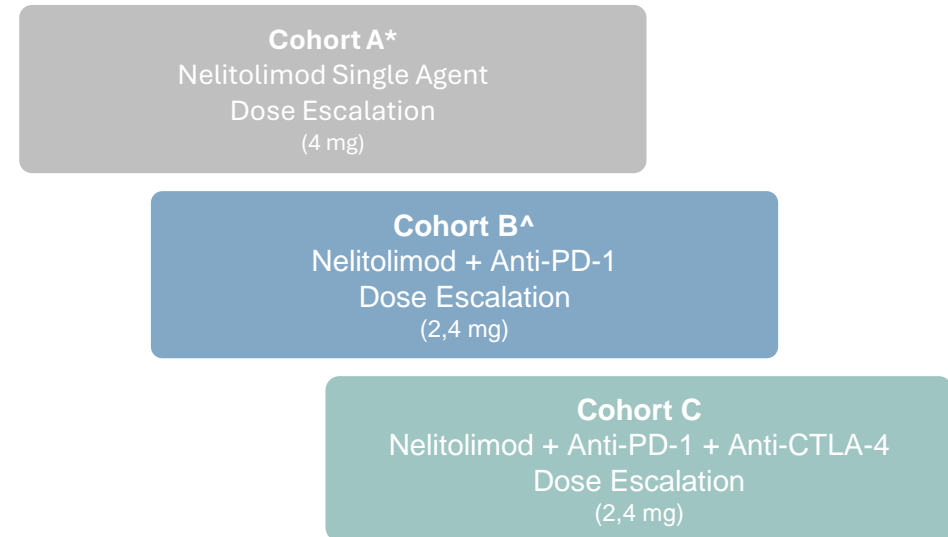
## Summary of Objectives Met and Goals for Further Development

- Locally Advanced PDAC 1L+
- Cohort 1 – 3 dose levels, 3 per level
- Cohort 2 – pancreatic head, 3 dose levels, n=3 per level
- Primary endpoint: safety and dose determination
- Secondary endpoint: progression free survival (PFS) and duration of disease
  
- PET/CT to quantify dose delivered target pancreatic tissue, non-target pancreatic tissue, and non-target extrapancreatic tissue
- Y90 localization to target and non-target tissue on PET/CT
- Extrapancreatic radiographic changes
- Necroscopy to examine target tissue and non-target tissue for radiation effects
  
- The combination of pancreatic infusion device and radiation has potential to improve response rates and reduce toxicity

# PERIO-3: nelitolimod + PEDD method for locally advanced pancreatic carcinoma

- Phase 1 trial currently enrolling at MD Anderson Cancer Center
- First time use of novel device with PEDD method to infuse into pancreatic tumors via venous vasculature
- Completed minimum enrollment at initial three dose levels without any safety dose limiting events
- Comparison of pre- and post-nelitolimod infusion PDAC tumor specimens revealed decreases in MDSC-associated genes and increased T cell activation
- Nanostring and flow cytometry analysis indicating systemic immune activation

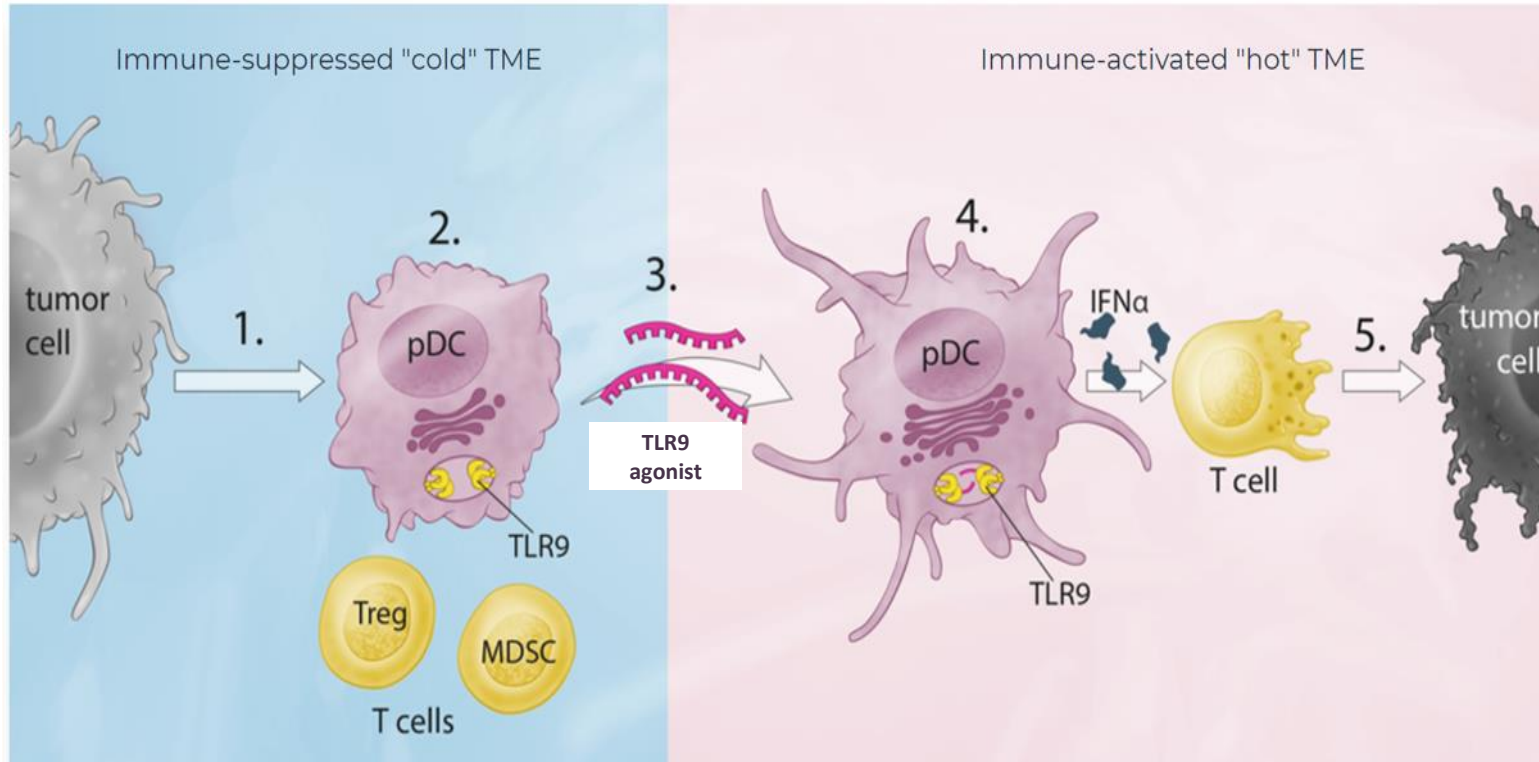
## PERIO-3 (PDAC) Phase 1 Study Design



## REGIMEN: Nelitolimod via PEDD



# Nelitolimod dual mechanism of action overcomes immunosuppression

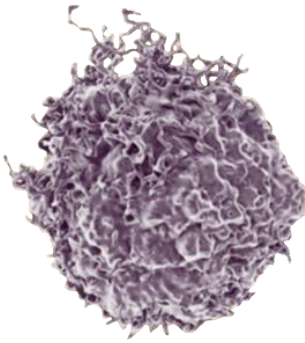


1. Nelitolimod binds to TLR9 receptors in the tumor
2. PEDD method allows for high concentration of therapeutic into the tumor
3. Nelitolimod is taken into tumor cells and eliminates immunosuppressive cells
4. Nelitolimod activates immune system in the tumor

# Clinical proof-of-concept

Dual moa with potential to enhance checkpoint activity both in tme and systemically

Unresponsive “Cold”  
Tumor Pre-Nelitolimod



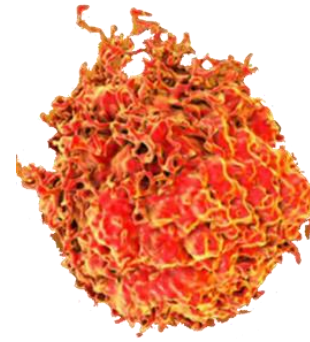
MDSC accumulation

T cell paucity

Immunotherapy failure



Responsive “Hot”  
Tumor Post-Nelitolimod



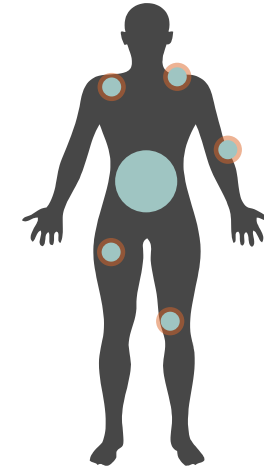
MDSC depletion

T cell infiltration

Enhanced chemotherapy, CPI/chemo combination activity



Enhanced immune Effects in  
Target Organ and Systemically



Systemic immune stimulation as  
evidenced by declines in ctDNA  
with disease control and early  
evidence for PFS<sup>2</sup>

**PEDD method shown to unlock dual MOA in liver and  
pancreas<sup>1</sup>**

MDSC – myeloid derived suppressor cells. 1.Data on File. 2.Patel SITC 2023

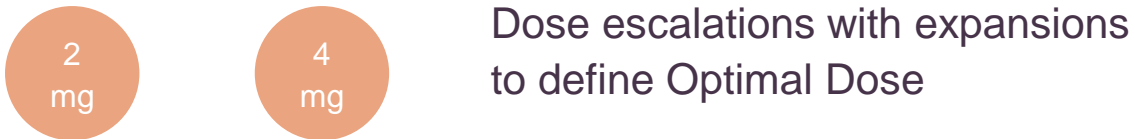
# TS-PERIO-03 Phase 1 study for locally advanced PDAC

## Phase 1 Single-agent Safety

### Enrollment Completed



## Phase 1b Combination with Chemotherapy



## Phase 2 - Concept & Regulatory Strategy

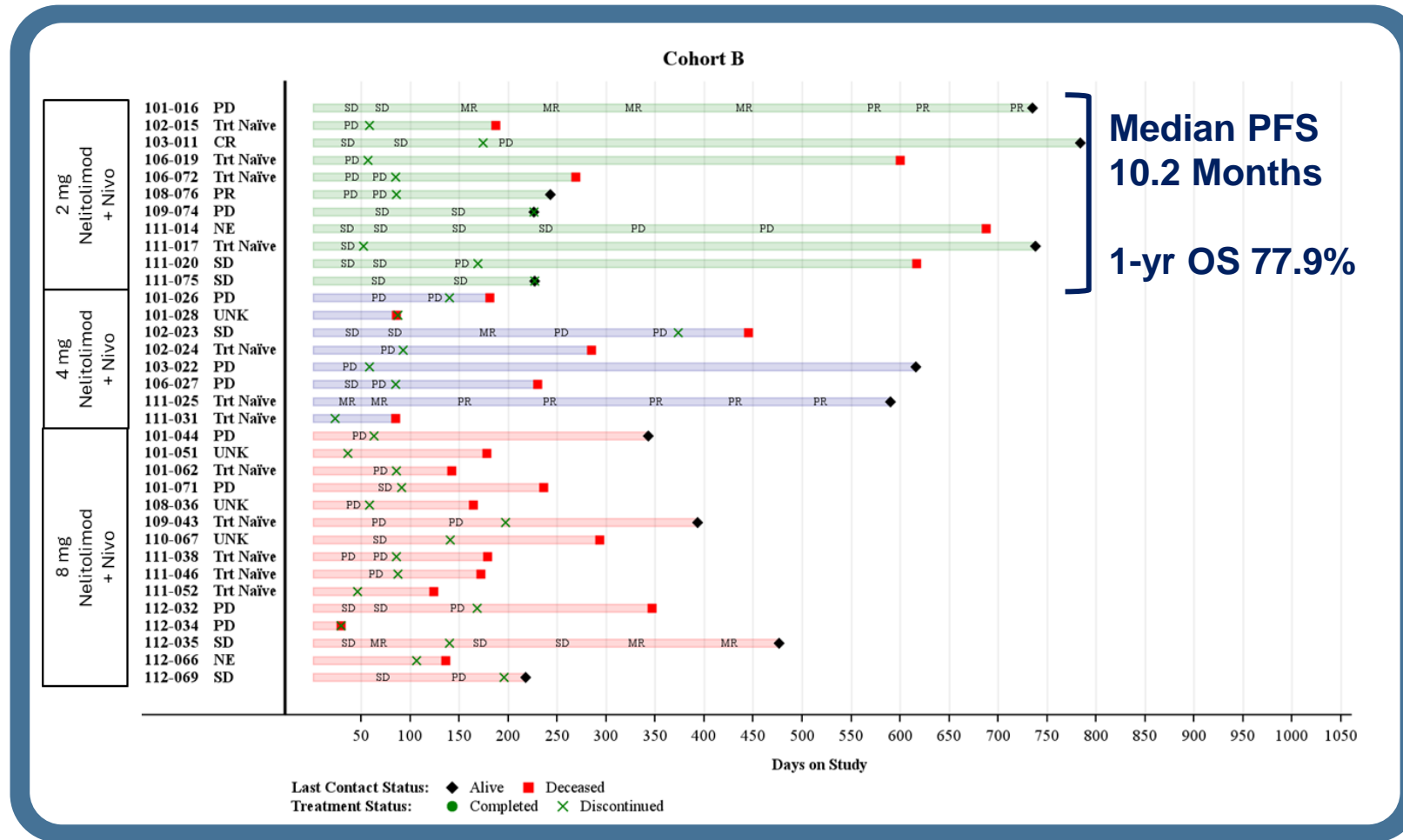
To be determined

## Summary of Objectives Met and Goals for Further Development

- Enrolled 13 patients (0.5, 2, and 4 mg), mostly 3L and 2 patients 2L
- Awaiting data to mature
- Potential for breakthrough designation



# Nelitolimod: SITC 2024 Phase 1 durable disease control and PFS in uveal melanoma liver metastases (UMLM)



- 67 patients and 69% were pre-treated (45% ICI, 18% tebentafusp)
- Grade 3/4 treatment-related AEs (TRAEs) in 13% of pts
- Recommended phase 2 dose was 2 mg nelitolimod + ICI (nivo or ipi/nivo, n=23)
  - 1-year OS = 74.7% (median, 20.6 mos)
  - 1-year PFS = 47.6% (median, 8.7 mos)
  - Disease control rate = 65%
  - OS similar in ICI-refractory (n=6, 80%) and ICI-naïve (n=17, 71%)
  - OS and PFS outcomes not dependent on HLA-A02:01 status
- ctDNA clearance rate was 50%, with 76.9% responding (n=26)
  - 91% showing decrease at the 2 mg dose level (n=11)
  - **ctDNA clearance correlated with OS in mUVM<sup>2</sup>**
- Clinical benefit was associated with reduced tumor MDSCs and increased circulating IL-15/IL-18

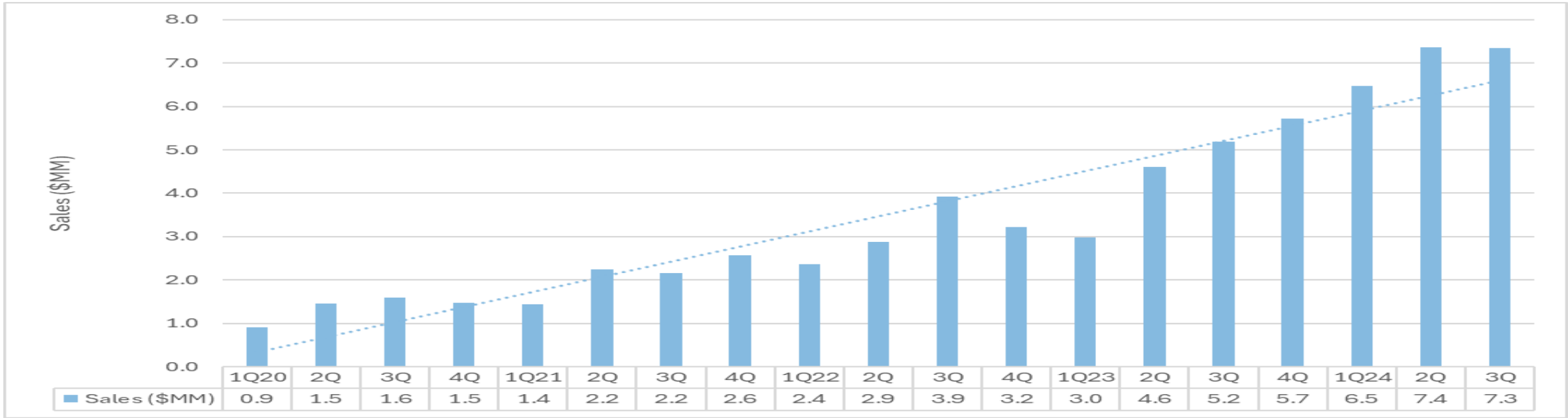
Carvajal. SITC 2024. Rodrigues. Nature Communications. 2024



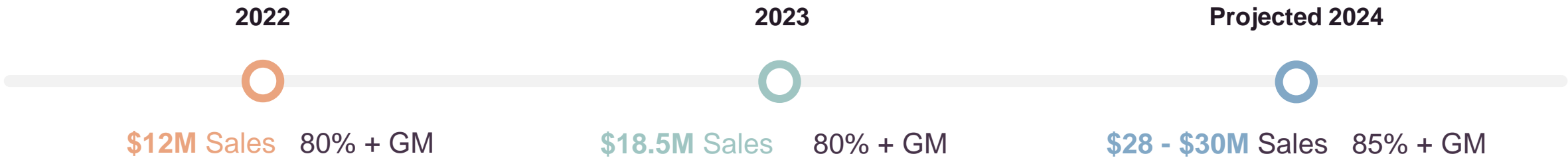
# Corporate Update

Q3 2024

# Strong multi-year growth forecasted



**50% CAGR Projected Beyond 2024**



# Q3 2024 Highlights

Capitalization	TLSI (NASDAQ)
Shares Outstanding <sup>1</sup>	30.5M
Warrants Outstanding <sup>2</sup>	7.3M
52 Week Low – High <sup>3</sup>	\$3.32 - \$10.42
30d Average Daily Volume <sup>4</sup>	41K

42% total revenue growth over Q3 2023

Gross margins YTD of 86%

Cash and Investments of \$11.3M at September 30, 2024

Total debt of \$25M as of Q2 2024 with \$25M additional draws assumed in 2025

Cash runway through the end of 2025



# 2024 and 2025 key milestones

Catalyst	Indication	Timing
PROTECT	Launch of Pressure-enabled Retrograde Occlusive Therapy with Embolization for Control of Thyroid disease clinical study	Launched
Launch of TriNav Large	Hepatocellular Cancer, Uterine Fibroid and Liver metastases	Launched
HEOR TriNav DATA	2 <sup>nd</sup> year data comparing TriNav use in Complex patients in 300 mm patient claims	1H 2025
Launch of TriNav 2.0	Enhanced version of TriNav	1H 2025
Initiation of Phase 1 of Pancreatic Infusion with Y90	Phase 1 Locally Advanced Pancreatic patients with Y90	1H 2025
Launch of TriNav Thyroid Embolization	Full launch of TriNav Thyroid Embolization and Registry Data release	2H 2025
PERIO-3 Phase I Data	Release of PERIO-1 Phase 1 data	2H 2025

# Veteran Industry Leadership



**Mary Szela**  
CEO & President

**Jim Young**  
Chief Financial Officer

**Sean Murphy**  
Chief Manufacturing, Strategy  
& Business Development  
Officer

**Richard Marshak, VMD**  
Chief Commercial Officer

**Jennifer Stevens**  
Chief Regulatory Officer

**Jodi Devlin**  
Chief of Clinical Strategy &  
Operations

**Bryan Cox, PHD**  
Chief of Research



# Improving Therapeutic Delivery to Liver & Pancreatic Tumors

<b>We are</b>	<ul style="list-style-type: none"><li>• A high-growth MedTech business with strong commercial potential, significant upside from expansion in existing and new applications</li></ul>
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# Thank you

## Contacts

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[jfeffer@lifesciadvisors.com](mailto:jfeffer@lifesciadvisors.com)

