

See cells

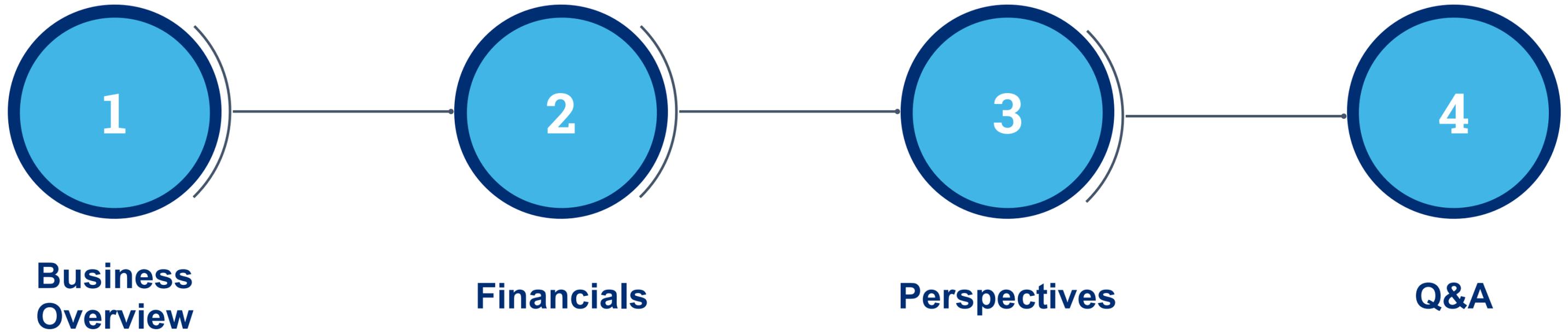
Change lives



Mauna Kea Technologies

2023 Full Year Results Presentation
25 April 2024

AGENDA



BUSINESS OVERVIEW



AN AMBITIOUS TRANSFORMATION ROADMAP BUILT ON SOLID FOUNDATIONS

2022

NEW FOUNDATIONS

- ✓ New **partnership strategy**
- ✓ **U.S. organization reshuffle** and significant headcount reductions

2023-2025

GROWTH EXPANSION

- ✓ **Ramp-up** of U.S. GI
- ✓ **Launch of new indications** (pancreatic cysts and food intolerance)
- ✓ **R&D pipeline development** and acceleration of AI applications

2026+

SUSTAINED PROFITABILITY

- ✓ Commercialization of **combined technologies** with partners
- ✓ **Cash flow** generation

2023 ACHIEVEMENTS: DELIVERED ON COMMITMENTS ESTABLISHING FOUNDATIONS FOR FUTURE GROWTH

ENCOURAGING FINANCIAL RESULTS

- ✓ **FY sales of €10.5m up +42%¹**
- ✓ **Positive operating income of €1.2m**
vs negative €9.1m in 2023

IMPROVED FINANCIAL STRUCTURE

- ✓ **Equity raise** with Telix
- ✓ **EIB loan** restructuring



PARTNERSHIPS AGREEMENTS

- ✓ **Tasly JV** operational launch of Tasly JV
- ✓ **Iris Alliance** with Telix extended

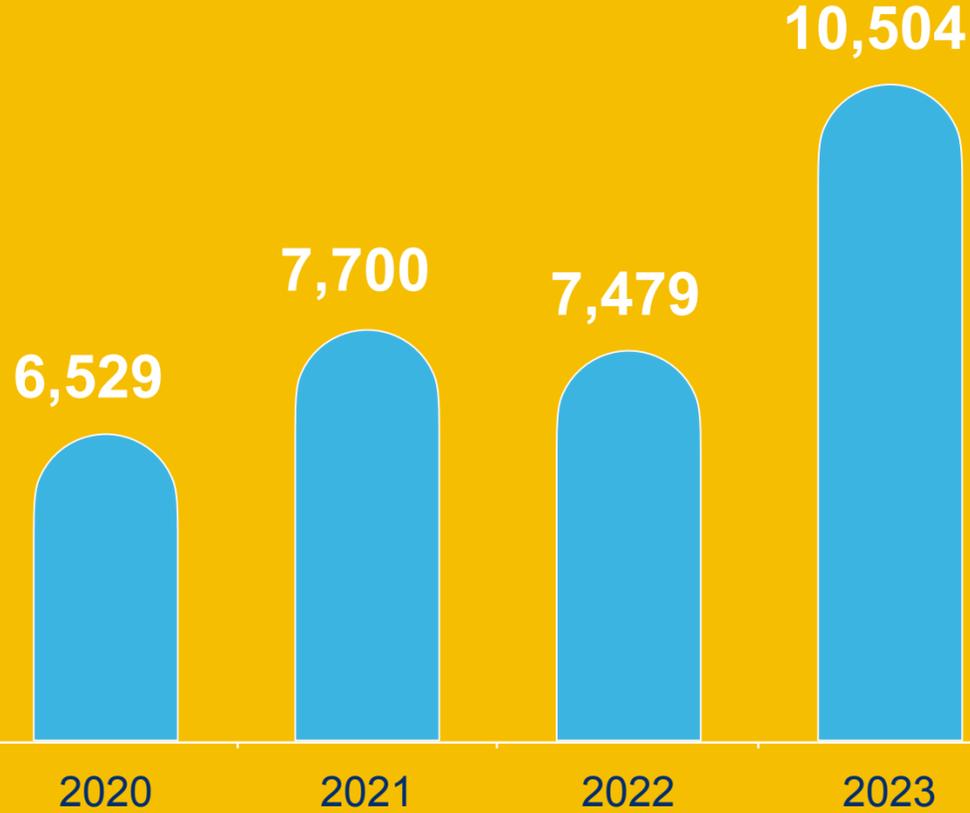
TECHNOLOGY ENHANCEMENT

- ✓ **Agile R&D project management** for continuous technology improvement
- ✓ **AI applications** development with V7

ACCELERATION OF SALES IN 2023, 2nd BEST YEAR IN THE GROUPE'S HISTORY

- ✓ **Uplift of the U.S. driven by the acceleration PPU usage** generating steady and recurring revenues
- ✓ **First contribution from Tasly JV** with licensing revenues offsetting (temporary) loss of APAC sales

Total sales 2020-2023 (in €K)



Q1 2024 SALES

In €k	Q1 2024	Q1 2023	Change (%)
Systems	70	387	-82%
Consumables	870	662	+32%
Services	216	318	-32%
License fees	501	2.802	-82%
Total sales	1.658	4.158	-67%

Systems sales

- Timing of system sales shifted to Q2 2024

Consumables sales

- Continued positive trend of PPU volume more than compensating negative price impact

Services sales

- Lower invoicing to Johnson & Johnson with CLEAR study enrollment terminated

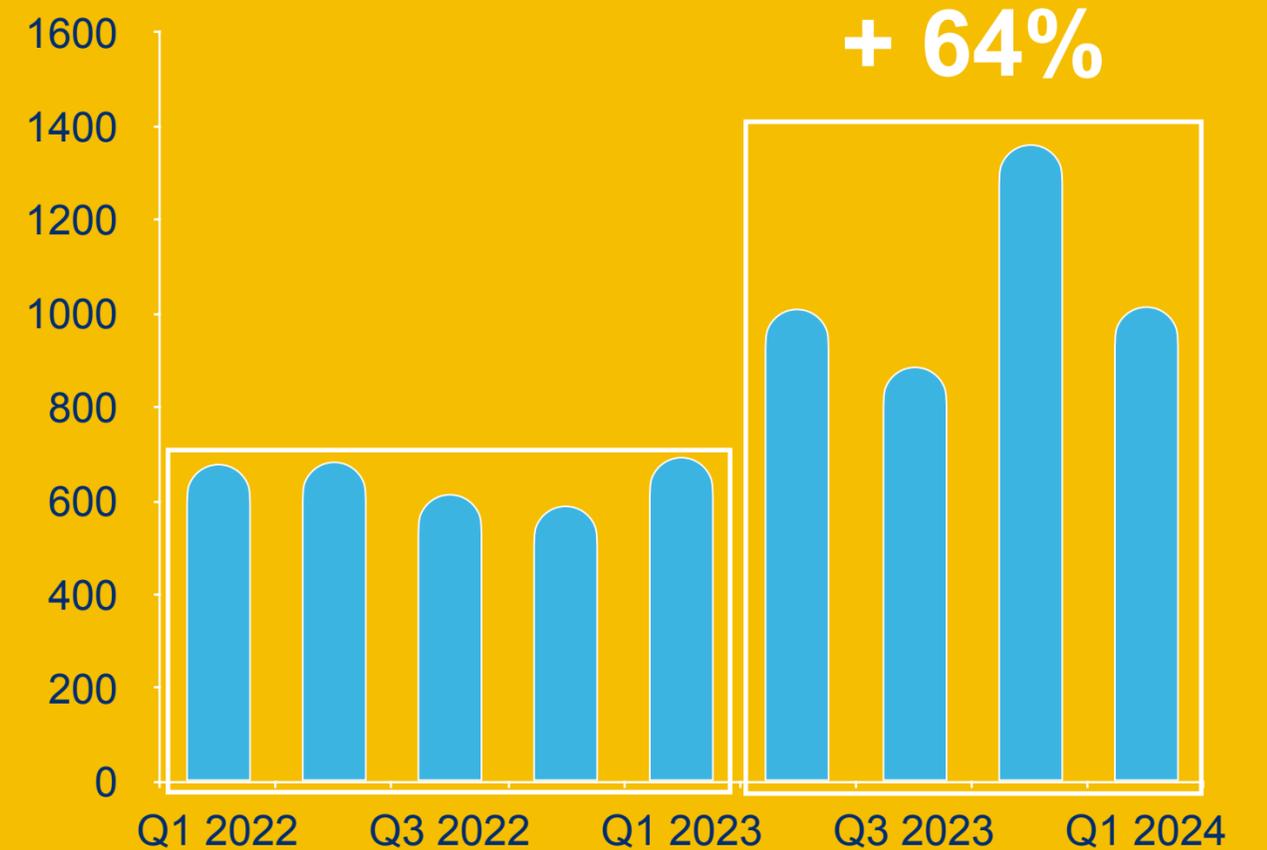
License fees

- High basis of comparison with \$2.5m technology fee received from Tasly JV in 2023

A GROWING AND SUSTAINABLE PPU BUSINESS IN ESOPHAGEAL CANCER IN THE U.S.

- ✓ **Rationalization of the customer base** focusing on active and profitable accounts
- ✓ **Increased monthly usage and addition of new accounts** with quick ramp-up
- ✓ **Focus on community hospitals and ASCs** (vs Academic Medical Centers previously) leading to strong volume and sustainability

Number of quarterly procedures

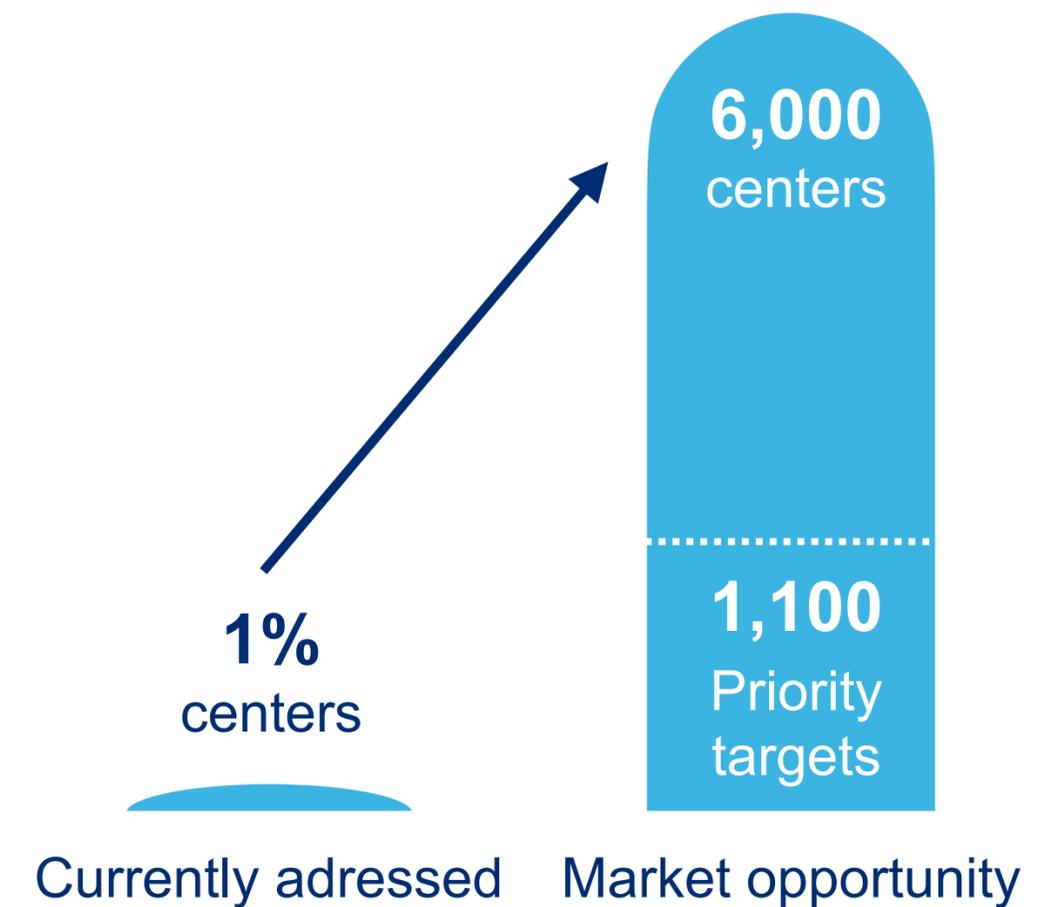


STRONG OPPORTUNITY FOR EXPANSION IN ASCs STILL LARGELY UNTAPPED

A FAVORABLE STRUCTURAL SHIFT FROM HOSPITAL TO ASCs IN THE U.S.

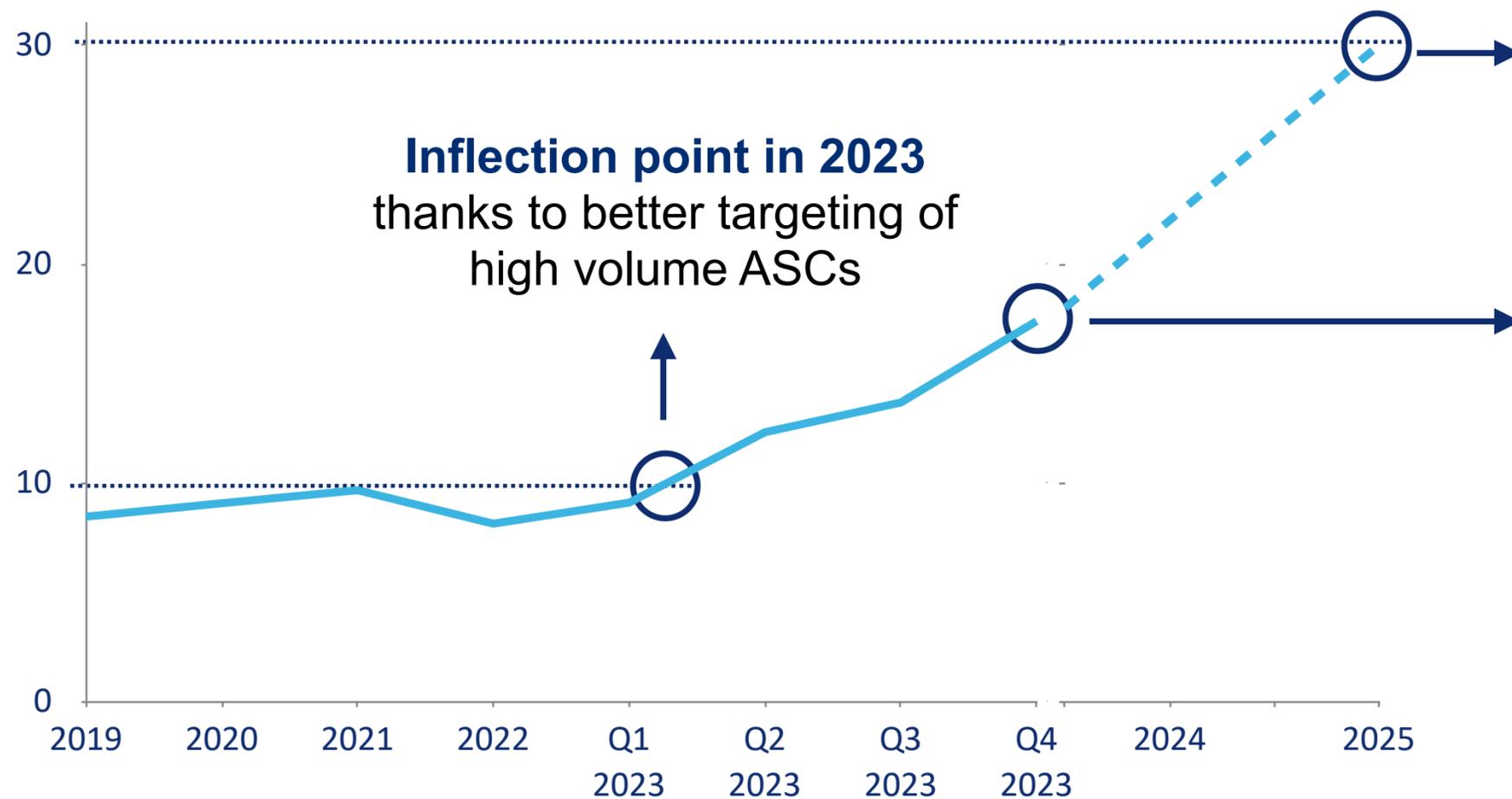
- ✓ **14M** GI endoscopy procedures in ASCs in 2023¹
- ✓ **+22%** expected growth by 2033²
- ✓ **Upper GI endoscopy** identified as the highest potential procedure for transition from hospital to ASCs²

HUGE RESERVOIR OF GROWTH



BUILDING ON STRONG GROWTH MOMENTUM TO TRIPLE PPU PROCEDURES BY END 2025

Average PPU procedures /account / month



x3
usage by end-2025

Ambition - End-2025

- 30 procedures/account/month
- 40 active accounts
- 14,500 annual procedures

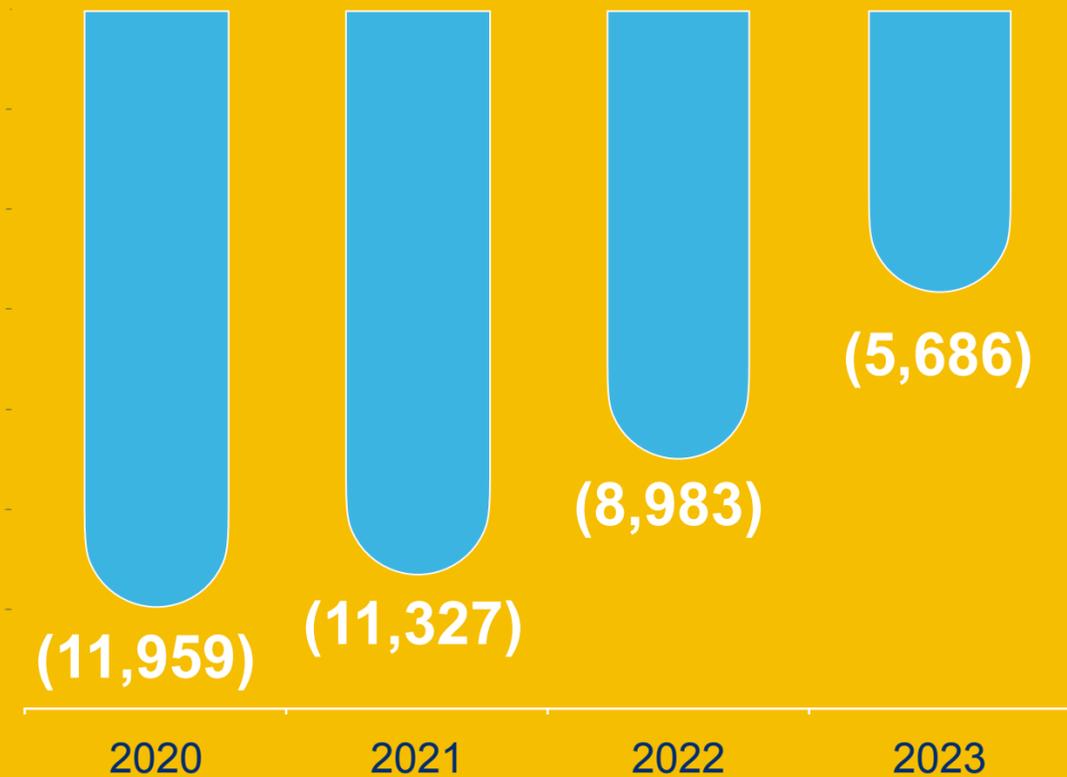
Actual - End-2023

- 17 procedures/account/month
- 25 active accounts
- 5,100 annual procedures

SHARP REDUCTION IN OPERATING LOSSES CUT BY MORE THAN HALF SINCE 2020

- ✓ **Top line improvement** including licensing revenues
- ✓ **Dramatic cut in U.S. commercial costs** with the team restructuring in 2022
- ✓ **Several costs reduction initiatives** notably in G&A expenses

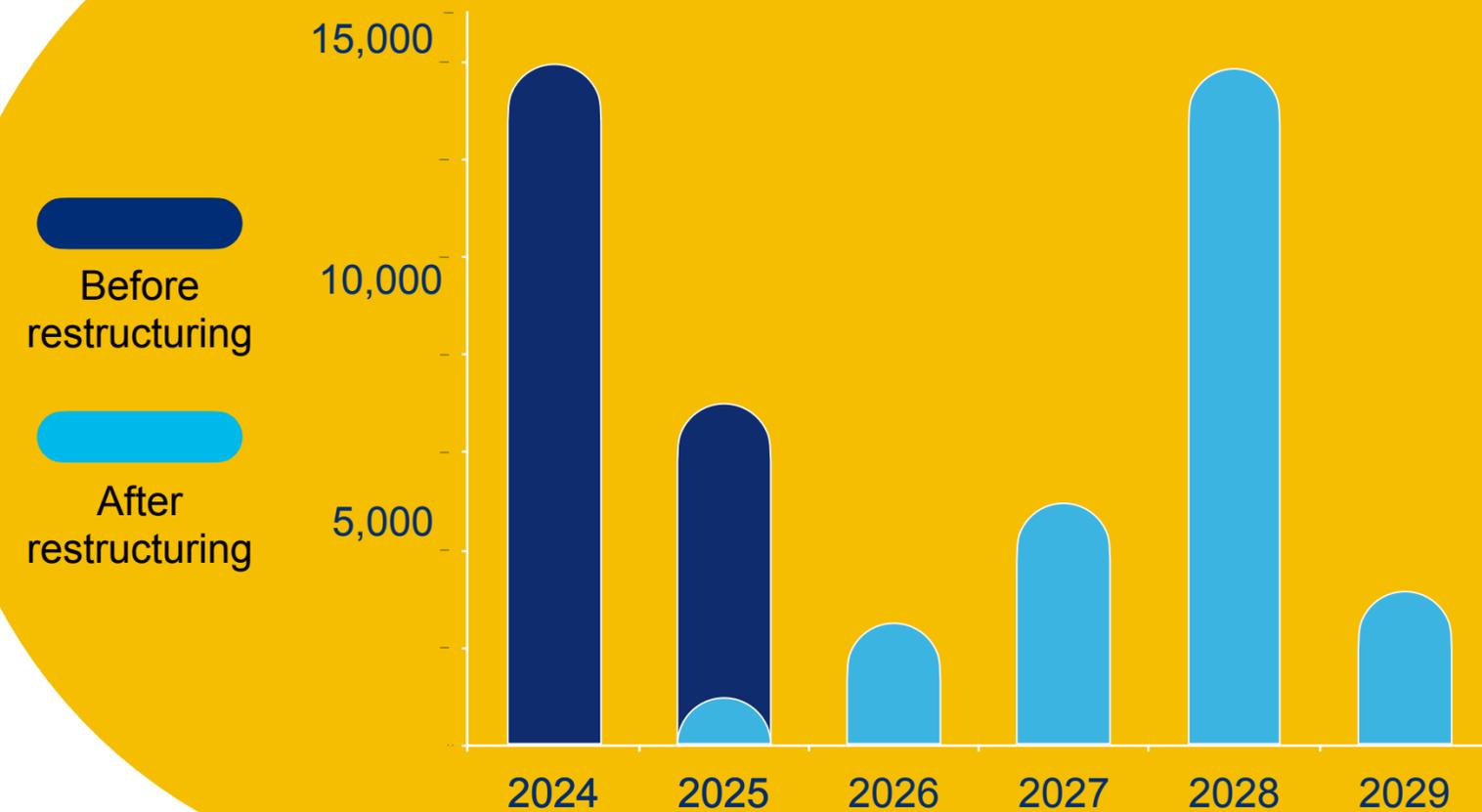
Current operating income 2020-2023 (in €K)



IMPROVEMENT OF FINANCIAL STRUCTURE AND BALANCE SHEET

- ✓ **Extension of EIB loan maturities**
67%¹ of repayments deferred to 2028-2029 vs 2024-2025 before restructuring
- ✓ **Strengthened shareholders' equity**
€6m equity raise from Telix Pharmaceuticals
- ✓ **Increased value of assets**
€16m valuation of shares in Tasly JV²

EIB loan maturities¹ (in €K)



1. Including PIK interests; 2. Valuation in the statutory accounts of the company

FY 2024 GUIDANCE

> +20% sales growth

Excluding licensing revenues

x2 Cellvizio production

To cope with rising demand

Improving financial profile

- ✓ **Positive PPU sales growth** despite adverse reimbursement impact
- ✓ **First capital sales** to Tasly JV
- ✓ **Commercial launch** of food intolerance business

FINANCIALS



P&L - CURRENT OPERATING INCOME

In €k	FY 2023	FY 2022	Change (%)
Total sales	10.480	7.479	+40%
Other revenues	547	631	-13%
Cost of goods sold	(2,118)	(2,004)	+6%
Gross Profit	8,405	5,475	+54%
<i>% of total sales</i>	<i>79.8%</i>	<i>73.2%</i>	<i>+6.6pts</i>
R&D expenses	(3,860)	(4,068)	-5 %
<i>% of total sales</i>	<i>36.8%</i>	<i>54.4%</i>	<i>-17.6 pts</i>
Sales & Marketing expenses	(5,618)	(5,800)	-3%
<i>% of total sales</i>	<i>53.6%</i>	<i>77.6%</i>	<i>-24.0 pts</i>
G&A expenses	(5,004)	(4,894)	+2%
<i>% of total sales</i>	<i>47.7%</i>	<i>65.4%</i>	<i>-17.7 pts</i>
Other operating expenses	(113)	(327)	-65%
Current Operating Income	(5.686)	(8.983)	-37%

Total sales

- Licensing revenues from Tasly JV

Other revenues

- Reduced tax credit with lower R&D costs

Cost of goods sold

- Placement of new PPU in the U.S.

R&D expenses

- End of Cellvizio Gen3 development

Sales & Marketing expenses

- Rationalization of marketing investments

G&A expenses

- Reorganization of the finance team

Other operating expenses

- Reduced share-based payments with the U.S. team reorganization

P&L - NET PROFIT

In €k	FY 2023	FY 2022	Change (%)
Current Operating Income	(5.686)	(8.983)	-37%
Non-recurring income	6.918	(80)	-
Operating Income	1.231	(9.062)	-
Share of equity affiliates	(2.528)	-	-
Financial result	(1,956)	(2,118)	-8%
Income tax	(475)	-	-
Net Profit (loss)	(3.727)	(11.180)	-67%

Non-recurring income

- Capital gain on transfer of patents in neurology/neurosurgery to Tasly JV

Share of profit of associates

- Net loss from Tasly JV for the period

Financial results

- Financial expenses on PGE and EIB loans and financial income from term deposits

Income tax

- Income tax on MKT SA's positive operating income

CASH FLOW

In €k	FY 2023	FY 2022	Change (%)
Opening cash	3.137	11.866	-37%
Free cash flow	(753)	(8.830)	-91%
Investments	(354)	(57)	+521%
Capital increase	7.394	861	+759%
Debt repayment	(1.728)	(1.177)	+47%
Other financings	274	473	-42%
Change in net cash	4.832	(8.729)	-
Closing cash	7.969	3.137	+154%

Free cash flow

- Cash payments from Tasly JV offsetting cash outflows from operations

Investments

- Placement of new PPU with Gen3 Cellvizio

Capital increase

- Equity investment by Telix at €0.50 and contributions from Vester's equity line

Debt repayment

- PGE repayment and financial interests on EIB loan

PERSPECTIVES



A CLEAR AND AMBITIOUS ROADMAP



**FOOD
INTOLERANCE**



**GI
ENDOSCOPY**



**INTERVENTIONAL
ONCOLOGY
INDICATIONS**



**Establish the global
gold standard for food
intolerance detection**



**Support the growing
adoption and scaling of
the GI legacy business**



**Invest alongside industry
leaders to develop the next
generation technologies**

CONCLUSION

DELIVER FINANCIAL RESULTS

- ✓ **Top line growth** and PPU volume
 - ✓ Improved **financial profile**
-

EXPAND COMMERCIAL ACTIVITIES

- ✓ Large-scale launch of **Food intolerance** business
 - ✓ System/probe sales to **Tasly JV**
-

BUILD PIPELINE

- ✓ **Combination product** in uro-oncology with Telix
- ✓ **Development of AI** for multiple indications