

The future of medicine is electronic.

# Disclaimers / Safe Harbor Statement

presentation has been This prepared to assist us in determining the potential level of investor interest in our company. This presentation and information contained in this presentation is confidential and proprietary to us and is being distributed to you on a confidential basis. No part of this presentation or the information contained herein may be reproduced, photocopied, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose.

#### **Forward-Looking Statements**

This presentation contains forward-looking statements. All statements other than statements of historical facts contained in this presentation may be forward-looking statements. Statements regarding our future results of operations and financial position, economic performance, business strategy and plans and objectives of management for future operations, including, among others, statements regarding the consummation of the offering, our expected growth, acquisition strategies, investments, and future capital expenditures are all forward looking statements. Without limiting the generality of the foregoing, words such as "may," "will," "should," "expect," "believe," "anticipate," "intend," "could," "estimate," "target," "project," "might," "plan," "predict" or "continue" or the negative or other variations thereof or comparable terminology are intended to identify forward-looking statements. We caution you that any such forward-looking statements are not guarantees of future performance, and are subject to risks, assumptions and uncertainties that are difficult to predict and beyond our ability and control. Although we believe that the expectations reflected in these forward-looking statements are reasonable as of the date made, actual results may prove to be materially different from the results expressed or implied by the forward-looking statements. Any differences could be caused by a number of factors, including but not limited to: our anticipated needs for working capital; our ability to secure additional financing; regulatory or legal developments in the United States and other countries; economic and market conditions; our expectation regarding timing, costs, conduct and development of our products and product candidates; and our efforts to expand our products and business. Many of the important factors that will determine these results are beyond our ability to control or predict. Accordingly, you should not place undue reliance on any such forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made, and, except as otherwise required by law, we do not undertake any obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise. New factors emerge from time to time, and it is not possible for us to predict which will arise. We cannot assess the impact of each factor on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forwardlooking statements.

In addition, statements that "we believe" and similar statements reflect our beliefs and opinions on the relevant subject. These statements are based upon information available to us as of the date made, and while we believe such information forms a reasonable basis for such statements, such information may be limited or incomplete, and our statements should not be read to indicate that we have conducted an exhaustive inquiry into, or review of, all potentially available relevant information. These statements are inherently uncertain, and you are cautioned not to place undue reliance upon these statements.

#### **Industry Information**

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third-party sources, as well as data from our internal research, and are based on assumptions made by us upon reviewing such data, and our experience in, and knowledge of, such industry and markets, which we believe to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which we operate, our addressable market, and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, which could cause results to differ materially from those expressed in the estimates made by the independent parties and by us.

#### **Additional Information**

This presentation shall not constitute an offer to sell or the solicitation of an offer to buy our securities, nor shall there be any sale of our securities in any state or jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

### TIVIC HEALTH

# **Investment Highlights**

# Commercial-stage in Bioelectronic Medicine, field projected to grow at 35% CAGR.1

One of the most promising new fields of medicine for chronic inflammatory conditions.

### FDA-approved, award-winning product, multiple billion-dollar segments. 2

First product targets inflammation of sinus passages, meant as proof source from which to launch multiple products. Strong IP. Peer-reviewed publications. Partnerships with Tier 1 medical research facilities.

## Extensible therapeutic platform.

High safety profile, low-risk, and broad application space in peripheral and central nervous system. Standalone therapies or adjunct to other therapeutic approaches.

## Multiple commercial and research catalysts

Build out of healthcare-centric channels and physician engagement expected to drive commercial milestones. Clinical read-outs and new product launches expected to drive new value.

## **Experienced management team with recent hires**

Backgrounds include growth through M&A/JVs, organic growth and strategic partnerships.

<sup>(1)</sup> IDTechEx Bioelectronic Medicine, 2019-2029

<sup>(2)</sup> Data from publicly available census information (that has not been independently verified by the company) combined with company sponsored market research study of 2007 people with recurring sinus conditions (conducted by consumer research firm, Intellego Insights).

# THE BIG IDEA

The body is an electrochemical system.

Bioelectronic medicine restores health by tuning body's innate electrical signals.

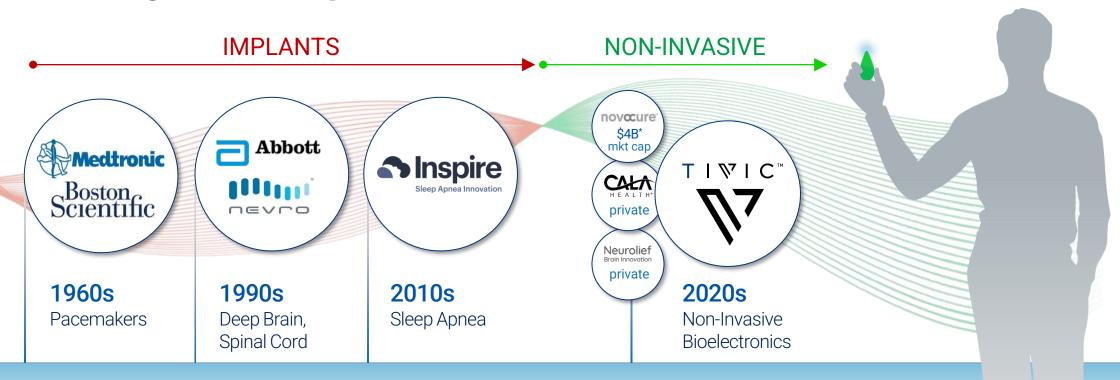
Bioelectronic medicine represents a multi-billion-dollar opportunity and has the "potential to become a pillar of medical treatment."

McKinsey & Company

Bioelectronics 'jump-start the next wave of device therapeutics.

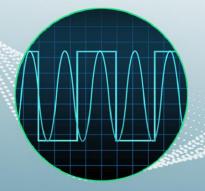
### **BIOELECTRONIC MEDICINE**

# Moving from Implants to Non-invasive



- Bioelectronics historically implanted technology.
- Tivic Health tunes neural signals non-invasively.
- Strong safety profiles, broader applicability, opportunity to deliver first-line therapeutics.

# Non-Invasive Peripheral Nerve Stimulation (nPNS)



# Programmable Parameters

produces varied biological responses for different diseases and conditions



# Proprietary Algorithms

detects optimal treatment zones, personalize therapeutic stimulation



# Patented Form Factor

enables low-level electrical current to penetrate deeply through tissue





CLEARS CONGESTION, RELIEVES SINUS PAIN

- FDA-approved and CE-marked
- Pulsed low-level current; guided treatment
- \$249 MSRP
- \$11.1B sinus, cold & allergy sector, dominated by pharmaceuticals<sup>1</sup>









Available today at:

amazon.com
BEST BUY



T | W | C TM tivichealth.com



(1) Data from Mintel Group Ltd.

(CE Mark).

(2) Maul XA, Borchard NA, Hwang PH, Nayak JV. Microcurrent technology for rapid relief of sinus pain: a randomized, placebo-controlled, double-blinded clinical trial. Int Forum Allergy Rhinol. 2019;9:352–356.

(US FDA de novo), and for temporary relief of sinus pain, pressure and congestion

TIVIC

#### MARKET SEGMENTS AT A GLANCE

# **CLEARUP Market Segments at a Glance**





Cnart



Nighttimo



Migraina\* 0

	Severe Sinus Sufferers	Wellness	Sport Performance	Nighttime Congestion	Migraine* & Headache Avoiders
	Just want relief	Avoid pharma side-effects	Breathe better, perform better	Congestion impedes sleep	Relief & prevention w/o side effects
<b>Addressable</b> Market (# of people)	12.8M	22.3M	16.2M	15.3M	43.4M people
<b>Serviceable</b> Market Value @ \$249 MSRP**	\$0.9B	\$1.2B	\$2.4B	\$0.6B	\$4.0B
Current Penetration**	<0.002%	<0.002%	-	-	-

Alloray

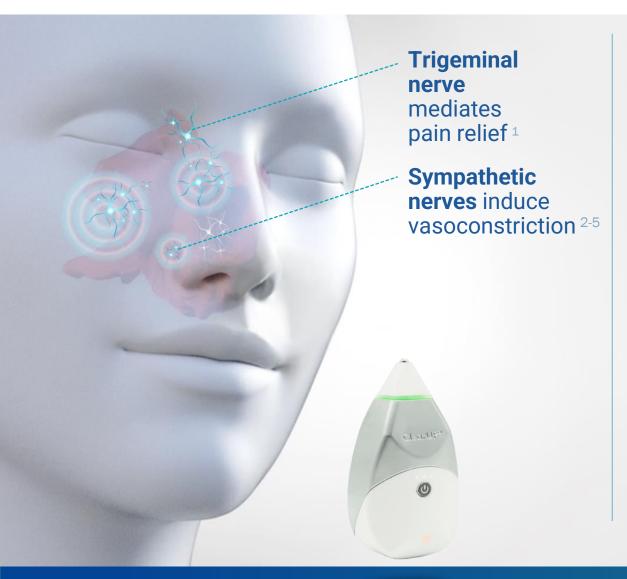
Covere Cinus

<sup>•</sup> Migraine claims require separate FDA Approval; all others covered by existing FDA Approvals

<sup>\*\*</sup> Data from company-sponsored proprietary segmentation study conducted by Intellego Insights. N=2007 respondents. Calculation of Serviceable Market Value = Total # of consumers in segment X discounted purchase intent at \$249 price point (80% of Definitely Would Buy, 50% of probably would buy) X MSRP \$249. Actual selling price may be higher or lower based on segment and distribution channel blend. Penetration calculated as company's total sales history / serviceable market value of the segment.

### NEUROMODULATION: MULTIPLE MECHANISMS OF ACTION

# More than a sinus treatment



ClearUP has been proven effective in treating sinus and nasal inflammatory conditions.

Other inflammatory conditions associated with nerve activity in the head and neck represent potential product candidates:

- migraines (39 million U.S., \$1B est. globally) <sup>6</sup>
- pain and swelling from facial and sinus surgeries (600,000 functional endoscopic surgeries annually, U.S.) 7
- temporomandibular joint disorder (31 million U.S.) 8
- tinnitus (50 million U.S.) 9
- trigeminal neuralgia (150,000 U.S., rare severe condition) <sup>10</sup>
- ear infections (50% of children) <sup>11</sup>

<sup>\*</sup> References for footnotes 1-11 are on appendix slide 23.

#### RECENTLY ANNOUNCED

# Building on core competence in nPNS: Vagus Nerve

Tivic recently announced new clinical program for vagus nerve stimulation.

Program incorporates similar technology to ClearUP.

Leverages team's experience in neuroimmunology and low-current, low-frequency bioelectronic therapies. **Vagus nerve** regulates autonomic nervous system; effects on brain and immune system

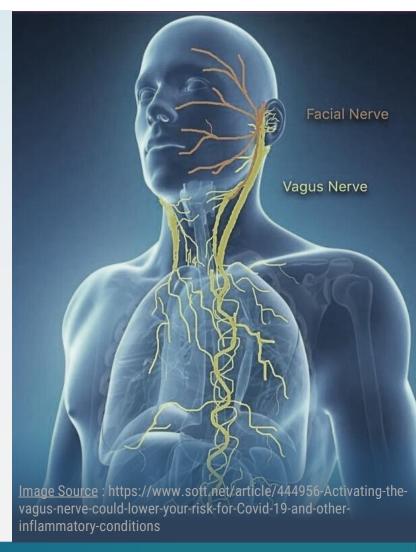
Tivic's approach may allow more precise influence on vagus nerve signals, enhancing effectiveness and safety.

Potential applications include

- Acute and chronic inflammation (e.g. traumatic brain injury, post concussion syndrome)
- Auto-immune inflammation (e.g. rheumatoid arthritis)
- Autonomic nervous system dysfunction (e.g. dysautonomia, post-traumatic stress disorder)

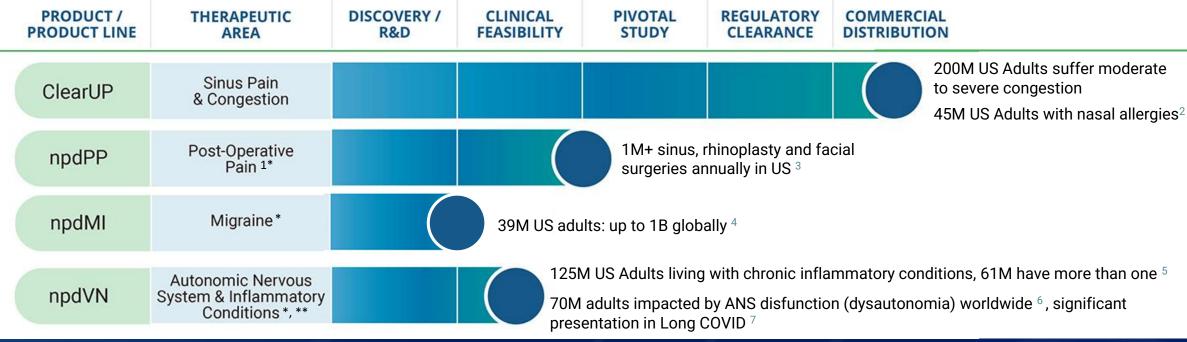
Clinical work underway with the Center for Bioelectronic Medicine





### COMMON PLATFORMS, MULTIPLE OPPORTUNITIES

# Commercial Product + Active Pipeline



<sup>\*</sup>Investigational use only \*\* Based on new variable, multi-frequency waveforms

<sup>(1)</sup> Post-operative pain from Functional Endoscopic Sinus Surgery (FESS), rhinology and other facial surgeries.

<sup>(2)</sup> Data from publicly available information (that has not been independently verified by the company) combined with company sponsored market research study of 600 people with recurring sinus conditions (conducted by consumer research firm, Research America).

<sup>(3)</sup> Bhattacharyya N. Ambulatory sinus and nasal surgery in the United States: demographics and perioperative outcomes. Laryngoscope. 2010 Mar.; plus data from Harvard Health Publishing, "Thinking about rhinoplasty?," https://www.health.harvard.edu/blog/thinking-about-rhinoplasty-2019030616112

<sup>(4)</sup> https://americanmigrainefoundation.org/resource-library/what-is-migraine/; Amiri P, Kazeminasab S, Nejadghaderi SA, Mohammadinasab R, Pourfathi H, Araj-Khodaei M, Sullman MJM, Kolahi AA, Safiri S. Migraine: A Review on Its History, Global Epidemiology, Risk Factors, and Comorbidities. Front Neurol. 2022 Feb 23

<sup>(5)</sup> National Library for Medicine: https://www.ncbi.nlm.nih.gov/books/NBK493173/

<sup>(6)</sup> Medical News Today, "What to know about dysautonomia": https://www.ncbi.nlm.nih.gov/books/NBK493173/

<sup>(7)</sup> Covid-19-Induced Dysautonomia: A Menace of Sympathetic Storm, https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8586167/

### STRONG INTELLECTUAL PROPERTY

**ISSUED PATENTS PATENTS PENDING** 

### THREE REGULATORY APPROVALS







### TIER 1 MEDICAL PARTNERS





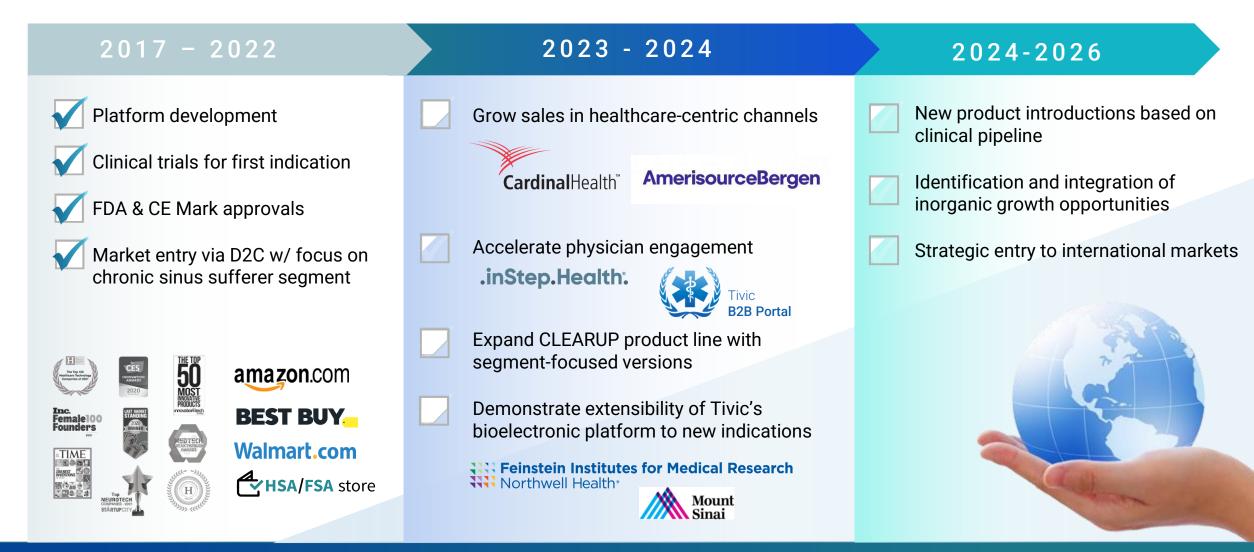


Mount Sinai Feinstein Institutes for Medical Research
Northwell Health



#### MARKET DEVELOPMENT

# Structured Approach to Growth



# **Experienced, Execution-oriented Leadership**

## **Jennifer Ernst**

#### Chief Executive Officer, MBA

Founded and built Tivic Health from founding to IPO in 5 years; first medical product in market in 3. Took prior company (Thin Film Electronics ASA) from 8-person penny-stock to \$480MM market cap as CEO of US subsidiary. International business. MBA.











#### **Kimberly Bambach**

# Chief Financial Officer (Interim)

Joined 2023, 30 years of financial leadership experience in public and private companies. Recently served as Chief Financial Officer of Jushi Holdings Inc., driving over a dozen acquisitions in 18 months. Experience in consumer, medical, ecommerce, retail and media.







#### **Blake Gurfein**

#### Science & Clinical, Ph. D.

Joined 2017, Neuroimmunology background, Asst. Prof. of Medicine, UCSF. Pfizer, EMD Serono. Named to 40 under 40, Silicon Valley Business Journal. Five prior neuromodulation products.









### Elizabeth Jackson

#### **Marketing & Strategy**

Joined 2023, Seasoned executive, entrepreneur, proven EBITDA results at Fortune 100, mid-cap, and VC-backed start-ups. Track record of business transformations leading to successful exits, acquisitions, and integrations. Led and created major businesses during significant market disruptions.









### Ryan Sabia

#### **Sales & Operations**

Joined 2021, Global sales and operations for omnichannel and ecommerce growth companies. Background in health and consumer products.









# **Investor Summary**

# TIVIC



# FDA approved product line



Multiple billion-dollar addressable segments.



Established Tier 1 channels and growing.



Regulatory approvals for both US and international sales.



Robust IP portfolio, recently issued and newly filed patents.



Clinical partnerships with leading medical institutions.



Active clinical pipeline targeting high-value unmet clinical needs.



Systematic growth strategy built for 21st century.



Experienced leadership, with public company growth experience.



## Jennifer Ernst

CEO, Tivic Health ir@tivichealth.com

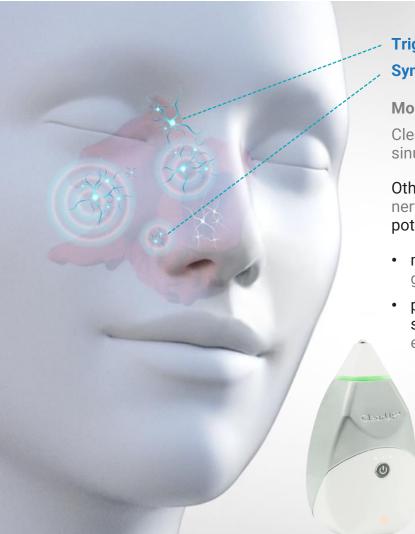
# TIVIC

# Jennifer Ernst

CEO, Tivic Health ir@tivichealth.com

#### **APPENDIX**

# **Dual Mechanisms of Action**



**Trigeminal nerve** mediates pain relief <sup>1</sup> **Sympathetic nerves** induce vasoconstriction <sup>2-5</sup>

#### More than a sinus treatment

ClearUP has been proven effective in treating sinus and nasal inflammatory conditions.

Other inflammatory conditions associated with nerve activity in the head and neck represent potential product candidates:

- migraines (39 million U.S., \$1B est. globally) <sup>6</sup>
- pain and swelling from facial and sinus surgeries (600,000 functional endoscopic surgeries annually, U.S.)
  - temporomandibular joint disorder (31 million U.S.) <sup>8</sup>
  - tinnitus (50 million U.S.) 9
  - trigeminal neuralgia (150,000 U.S., rare severe condition) <sup>10</sup>
  - ear infections (50% of children) 11

#### \* References for slide 11 footnotes:

- 1. Maul, Ximena A., et al. "Microcurrent technology for rapid relief of sinus pain: a randomized, placebo-controlled, double-blinded clinical trial." International forum of allergy & rhinology. Vol. 9. No. 4. 2019.
- 2. Mandel, Yossi, et al. "Vasoconstriction by electrical stimulation: new approach to control of non-compressible hemorrhage." Scientific reports 3.1 (2013): 1-7.
- 3. Franco, O.S., et al. "Effects of different frequencies of transcutaneous electrical nerve stimulation on venous vascular reactivity." Brazilian Journal of Medical and Biological Research 47.5 (2014): 411-418.
- 4. Malm, L. "Stimulation of sympathetic nerve fibres to the nose in cats." Acta otolaryngologica 75.2-6 (1973); 519-526.
- 5. Fischer, Laurent, et al. "Adrenergic and non-adrenergic vasoconstrictor mechanisms in the human nasal mucosa." Rhinology 31.1 (1993): 11-15.
- https://americanmigrainefoundation.org/resource-library/what-is-migraine/; Amiri P, Kazeminasab S, Nejadghaderi SA, Mohammadinasab R, Pourfathi H, Araj-Khodaei M, Sullman MJM, Kolahi AA, Safiri S. Migraine: A Review on Its History, Global Epidemiology, Risk Factors, and Comorbidities. Front Neurol. 2022 Feb 23
- 7. Bhattacharyya N. Ambulatory sinus and nasal surgery in the United States: demographics and perioperative outcomes. Laryngoscope. 2010 Mar
- 8. https://tmj.org/living-with-tmj/basics/
- 9. https://my.clevelandclinic.org/health/diseases/14164-tinnitus
- 10.https://www.aans.org/Patients/Neurosurgical-Conditions-and-Treatments/Trigeminal-Neuralgia
- 11.https://jamanetwork.com/journals/jamapediatrics/fullarticle/2759422