

# TransMedics – Redefining What's Possible in Organ Transplantation

November 2021



# Cautionary Note Regarding Forward-Looking Statements

This presentation contains forward-looking statements. Investors are cautioned not to place undue reliance on these forward-looking statements, including statements about our results of operations, commercial opportunity and the rate of adoption and benefits of the OCS. 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. Some of the key factors that could cause actual results to differ include: that we continue to incur losses; our need to raise additional funding; our existing and any future indebtedness, including our ability to comply with affirmative and negative covenants under our credit agreement to which we will remain subject to until maturity, and our ability to obtain additional financing on favorable terms or at all; the fluctuation of our financial results from quarter to quarter; our ability to use net operating losses and research and development credit carryforwards; our dependence on the success of the OCS; the rate and degree of market acceptance of the OCS; our ability to educate patients, surgeons, transplant centers and private payors of benefits offered by the OCS; the impact of the outbreak of the novel strain of coronavirus and associated containment and remediation efforts; our ability to improve the OCS platform; our dependence on a limited number of customers for a significant portion of our net revenue; the timing of and our ability to obtain and maintain regulatory approvals or clearances for our OCS products; our ability to adequately respond to FDA follow-up inquiries in a timely manner; the performance of our third-party suppliers and manufacturers; the timing or results of clinical trials for the OCS; our manufacturing, sales, marketing and clinical support capabilities and strategy; attacks against our information technology infrastructure; the economic, political and other risks associated with our foreign operations; our ability to attract and retain key personnel; our ability to protect, defend, maintain and enforce our intellectual property rights relating to the OCS and avoid allegations that our products infringe, misappropriate or otherwise violate the intellectual property rights of third parties; our ability to obtain and maintain regulatory approvals or clearance for our OCS products; the pricing of the OCS, as well as the reimbursement coverage for the OCS in the United States and internationally; regulatory developments in the United States, European Union and other jurisdictions; the extent and success of competing products that are or may become available; the impact of any product recalls or improper use of our products; our use of proceeds from our equity offerings; our estimates regarding revenues, expenses and needs for additional financing; and the risks identified under the heading "Risk Factors" and in our annual report on Form 10-K for the year ended December 30, 2020, our quarterly reports on Form 10-Q for the quarters ended March 31, 2021, June 30, 2021, September 30, 2021 and in any subsequent filings with the Securities and Exchange Commission ("SEC"). Additional information will be made available by our annual and quarterly reports and other filings that we make from time to time with the SEC. These forward-looking statements (except as otherwise noted) speak only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by applicable law.

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# TransMedics – What We Do



Increasing Supply of  
Organ Transplants

Transforming Solid  
Organ Transplantation

Improving  
Post-Transplant  
Clinical Outcomes



# Organ Transplant Therapy Benefits & Challenges

## Transplant Benefits

### PATIENTS:

- ✓ Longer life expectancy
- ✓ Better quality of life

### PROVIDERS:

- ✓ Treatment of choice for end-stage organ failure
- ✓ Meeting CMS volume and quality metrics

### PAYORS:

- ✓ Cost-effective treatment for end-stage organ failure

## Major Challenges

### LOW DONOR UTILIZATION:

Need to improve utilization of existing donor organs for transplants

### CHALLENGING CLINICAL OUTCOMES:

Need to improve post-transplant clinical outcomes

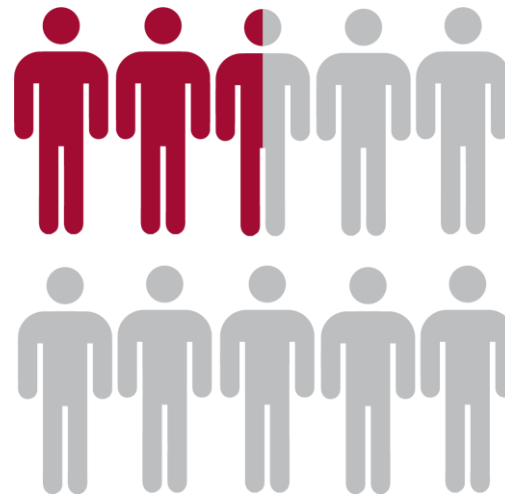


# Cold Storage Limits Utilization of Donor Organs & Negatively Impacts Post-Transplant Clinical Outcomes

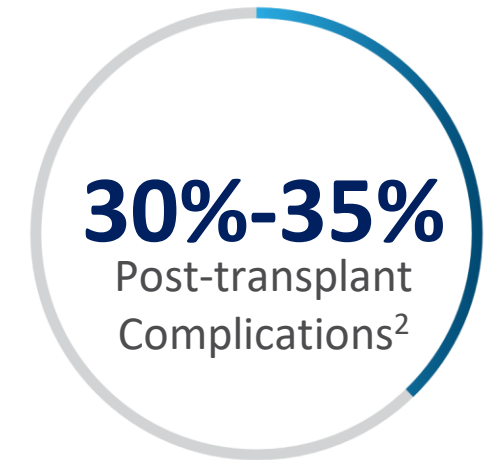


## Cold Storage

- X Severe Time-Dependent Injury (Ischemia)
- X No Organ Optimization Capabilities
- X No Assessment of Organ Viability



Significant Under Utilization  
Only 2-3 out of 10 thoracic  
organs are used<sup>1</sup>



Challenging  
Post-Transplant  
Clinical Outcomes

<sup>1</sup> U.S. Organ Procurement and Transplant Network (OPTN) 2016 Annual Report

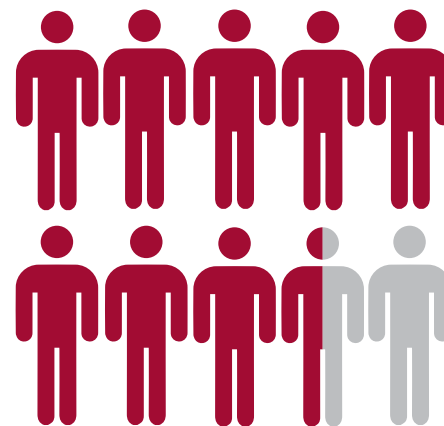
<sup>2</sup> The Lancet Respiratory Medicine Journal; Results of OCS Lung INSPIRE Trial; Singh et al.; ISHLT Primary graft dysfunction Incidence, Risk factors and Outcomes ; Transplantation 2019; Vol 103, No.2 336-343.



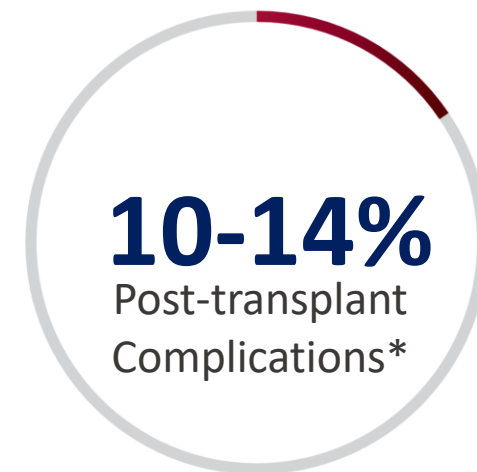
# TransMedics Organ Care System (OCS™) – Overcomes Cold Storage Limitations

## OCS™

- ✓ Significant Reduction in Ischemia
- ✓ Enable Organ Optimization Outside of the Human Body
- ✓ Allow for Organ Viability Assessment



Significant Increase in  
Organ Utilization



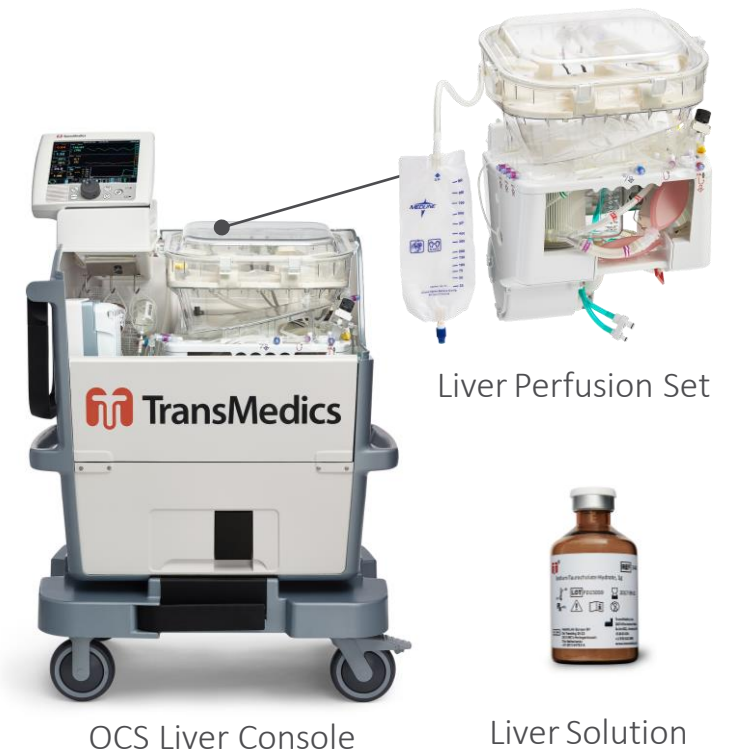
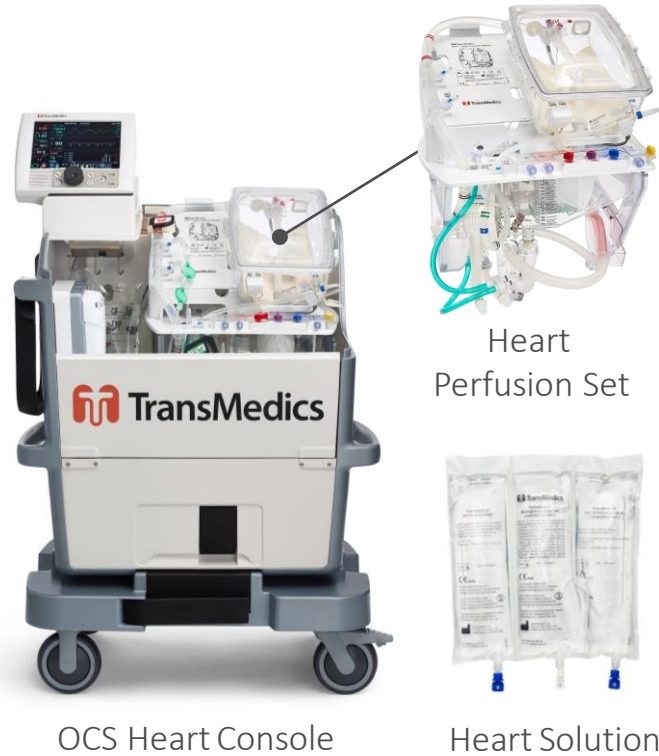
Significant  
Improvement  
of Clinical Outcomes

\*The Lancet Respiratory Medicine Journal; Results of OCS Lung INSPIRE Trial; Results of OCS Heart EXPAND Trial





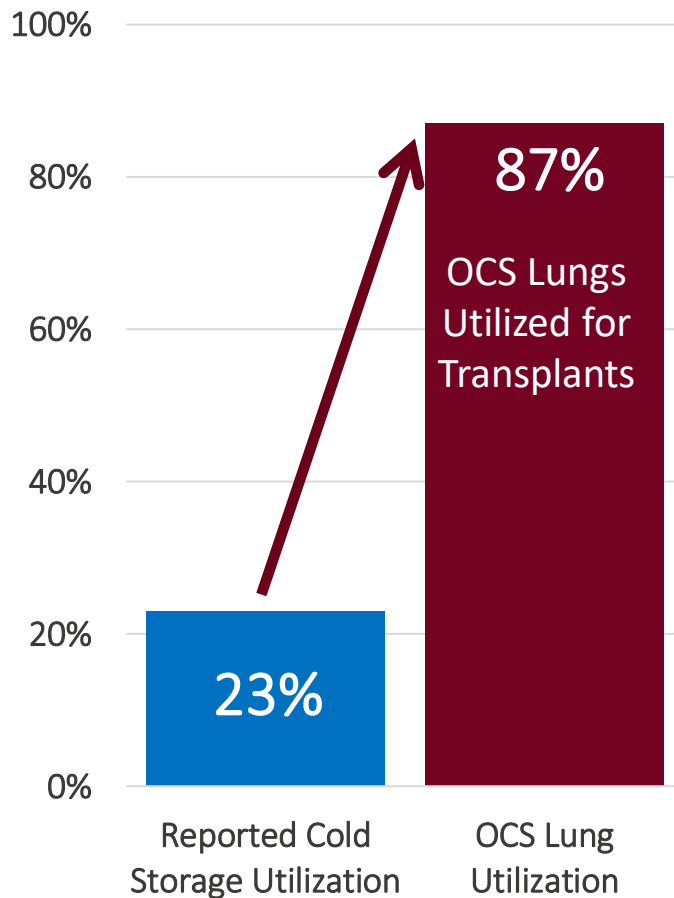
# The OCS™ Multi-Organ Technology Platform – Only FDA Approved Technology for Lung, Heart and Liver Transplantation



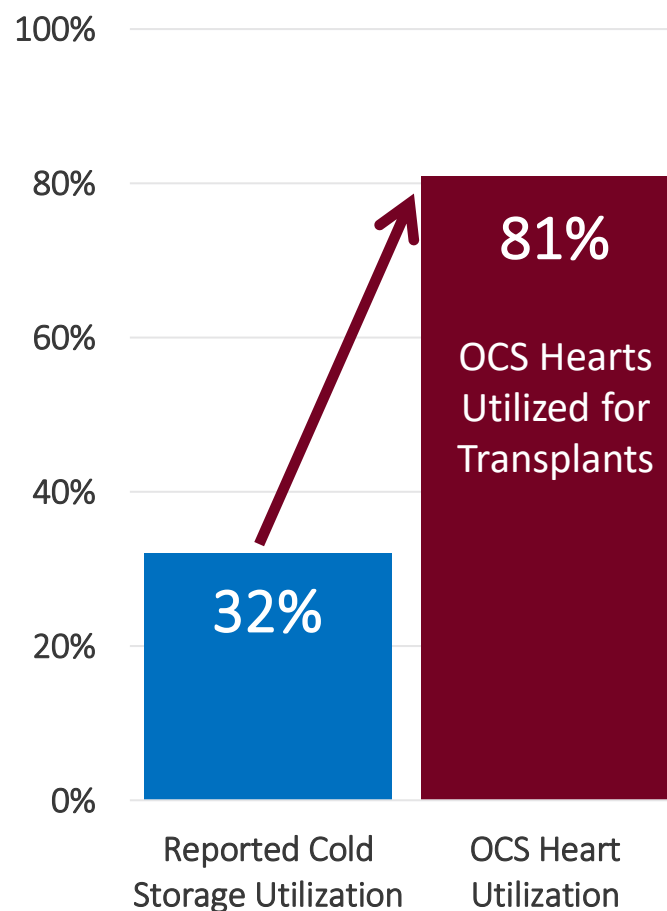


# The OCS™ Technology Impact on Donor Organ Utilization

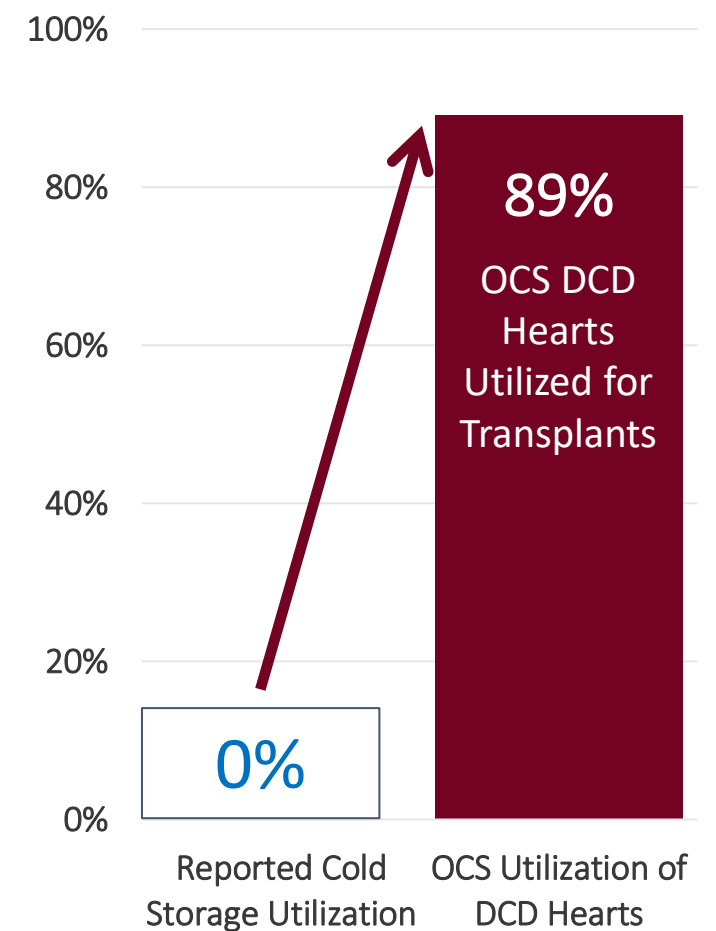
OCS Lung EXPAND FDA Trial Results



OCS Heart EXPAND FDA Trial Results



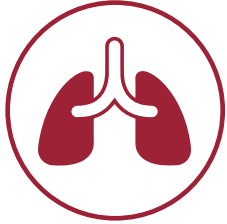
OCS Heart DCD FDA Trial Results







# OCS™ Impact on Post-Transplant Clinical Outcomes



## OCS Lung Clinical Outcomes

**87%** Utilization of lungs currently unused from DBD & DCD donors – good outcomes

**50%** Reduction of severe post-transplant complications

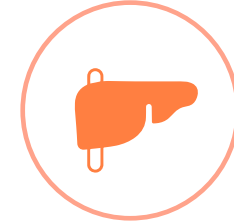


## OCS Heart Clinical Outcomes

**81%** Utilization of DBD hearts currently unused – good outcomes

**65%** Lower\* severe post-transplant complications

**95%** Patient survival after DCD donor heart transplants



## OCS Liver Clinical Outcomes

**98%** Utilization of livers from DBD & DCD donors

**43%** Reduction of severe post-transplant complications

**84%** Reduction in long-term biliary complications

\* Nicoara A., et al. Primary graft dysfunction after heart transplantation: Incidence, trends, and associated risk factors; Am J Transplant. 2018;18:1461–1470.



# Organ Transplant & Donor Retrieval Market Dynamics

## Highly Concentrated

~55 Transplant Centers  
Drive ~70% of Lung,  
Heart & Liver  
Transplants in the U.S.

## Complex

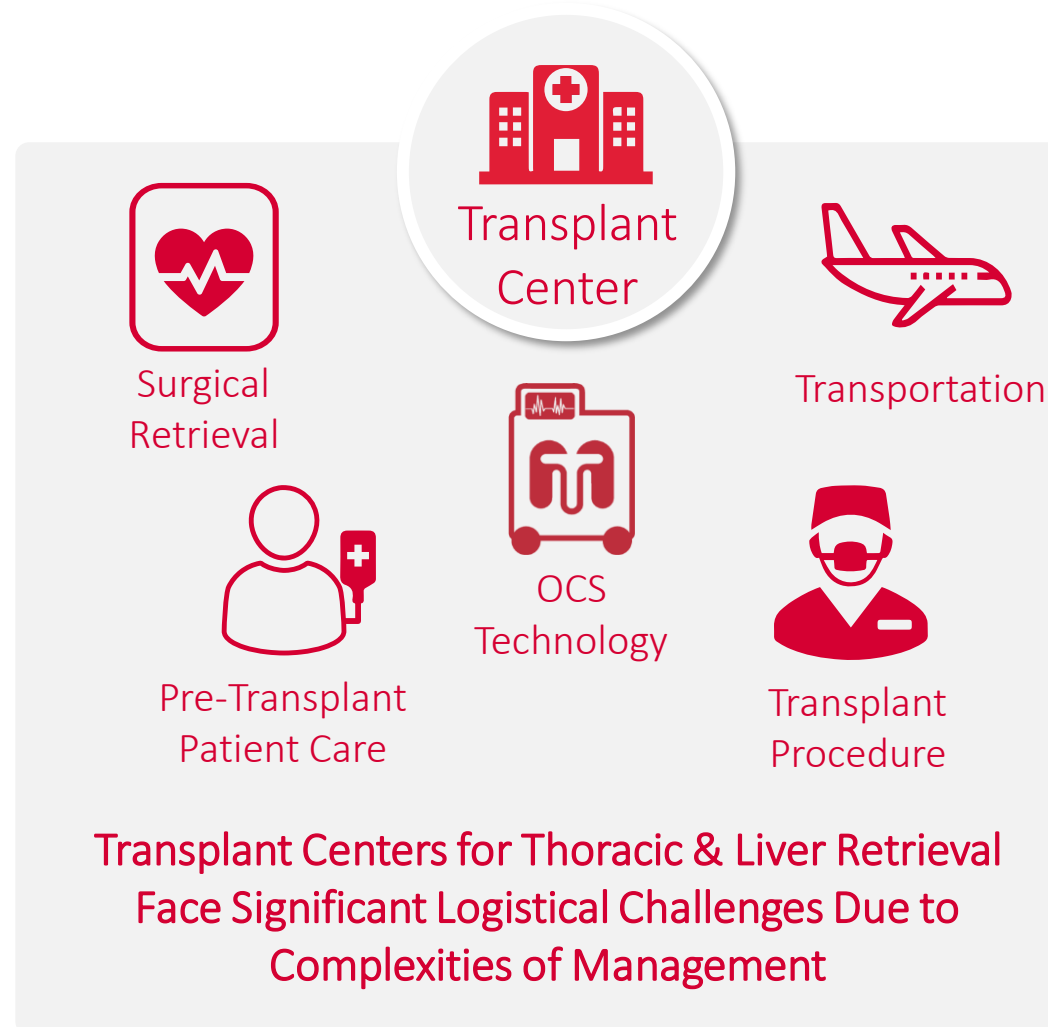
Donor Organ Surgical  
Retrieval, Preservation &  
Logistics that Includes  
Organ Procurement  
Organizations (OPOs)

## National Mandate by CMS & HHS

to Increase Organ  
Transplantation in the  
U.S.



# Challenging Existing Lung, Heart & Liver Retrieval Workflow



OPOs are under significant pressure by CMS & HHS to increase the number of organ transplants in the U.S.

## National OCS™ Program

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Launched national program for organ retrieval and management in collaboration with leading Transplant programs and OPOs across the U.S.

Goal: to Maximize Organ Utilization for Transplantation in the U.S.





# Optimized Workflow to Remove Logistical Barriers & Maximize Organ Utilization



Transplant  
Center



Transplant  
Procedure



Pre-Transplant  
Patient Care



## National OCS Lung Program



Surgical  
Retrieval



OCS  
Technology



OCS  
Clinical  
Expert



Transportation



OPO



Donor  
Management



Allocation



# TransMedics is Uniquely Positioned to Deliver Results

**Multi-Organ  
Technology**



**Extensive  
Clinical  
Evidence**



**Team of OCS  
Clinical  
Experts**



**Established  
Transplant Program  
Relationships**



**Dedicated to  
Transforming  
Transplantation**







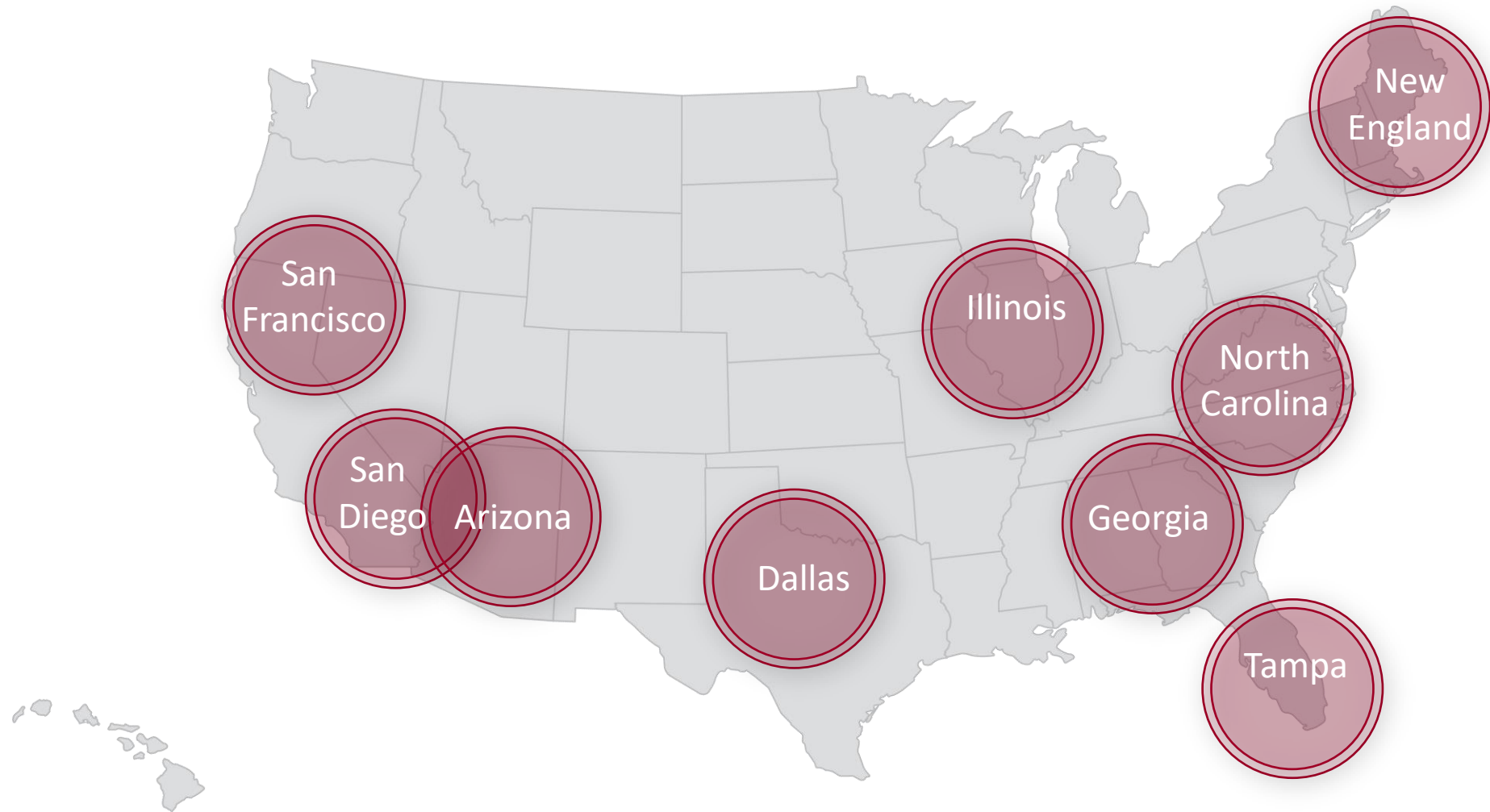
## Established Infrastructure to Deliver on our Mission

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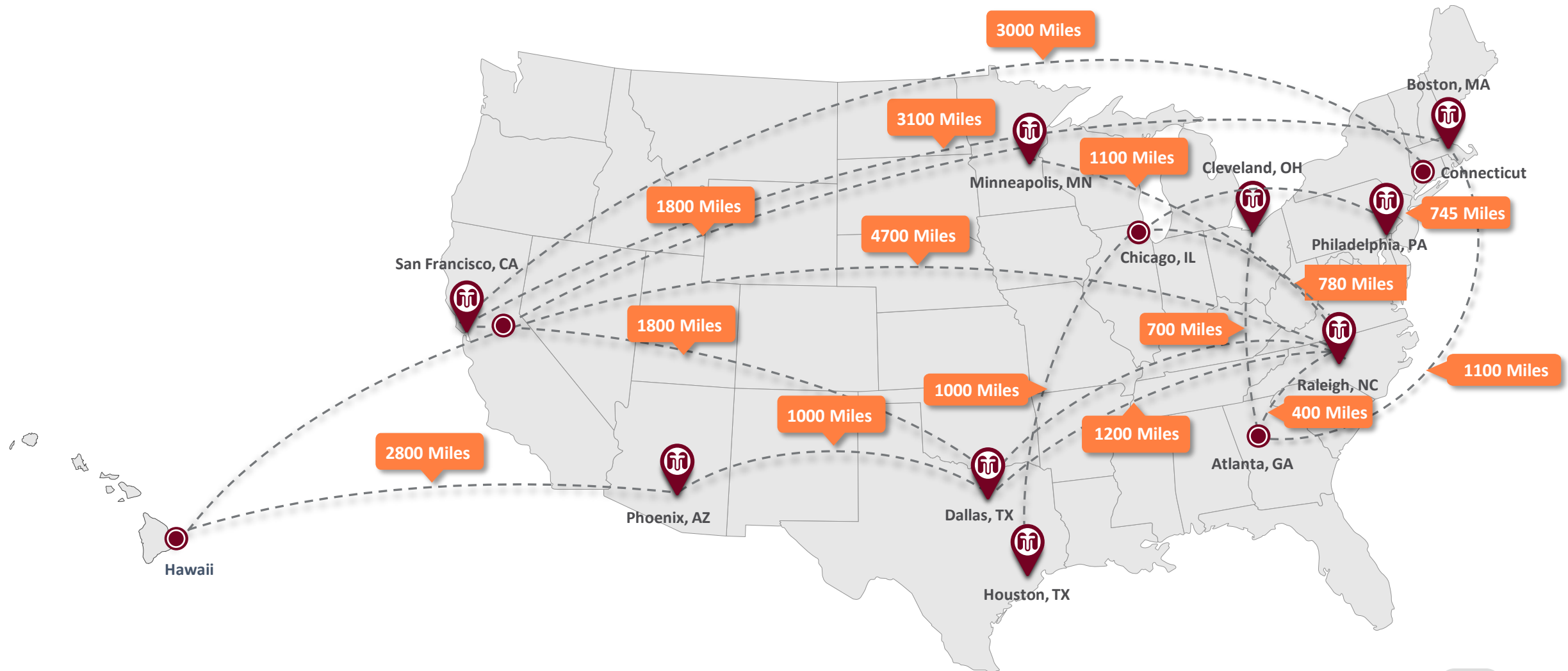


## 9 Active National OCS Program OPO Regions

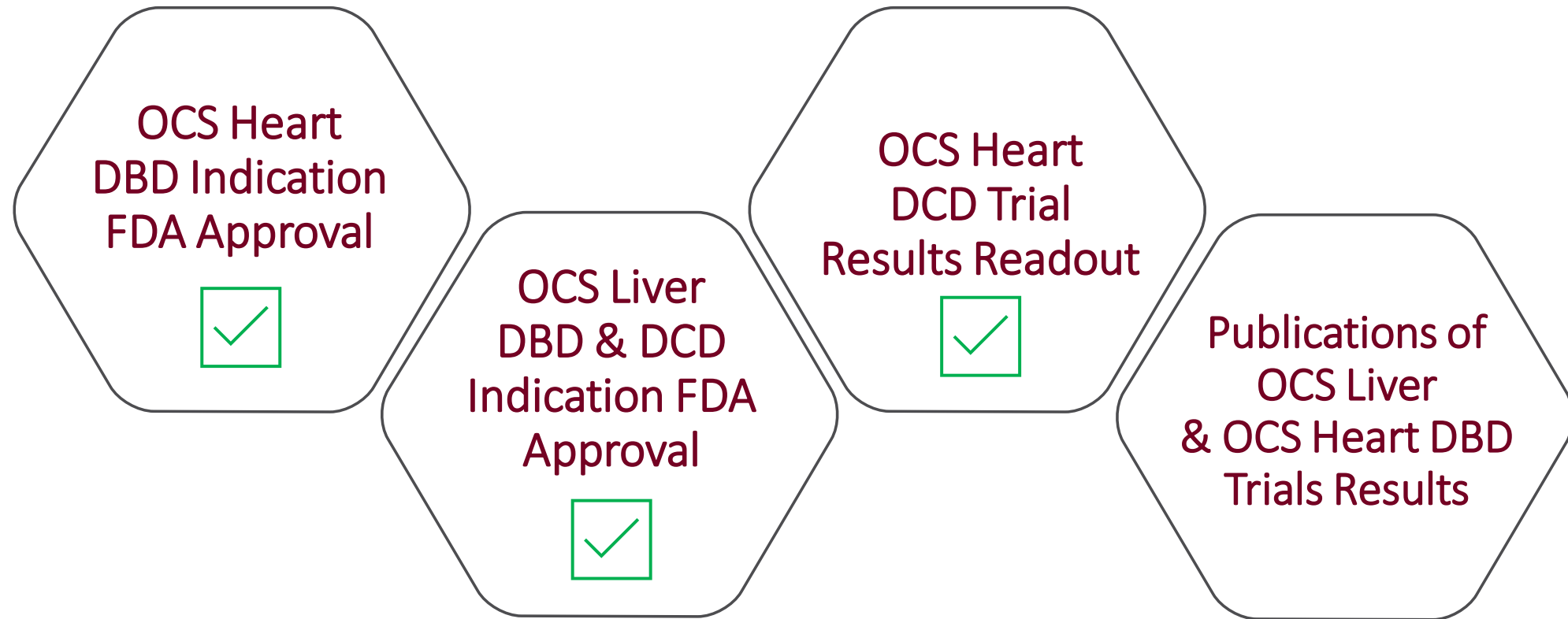




# Successful Clinical Examples of National OCS Lung Program Transplants



# Recent & Potential 2021 Catalysts





# TransMedics Growth Strategy

## Near Term

- FDA Approval of OCS Heart DBD Indication
- FDA Approval of OCS Liver DBD & DCD Indications
- Expand US OCS National Program Across the US

## Mid Term

- Expand National OCS™ Program to Heart and Liver
- FDA Approval of OCS Heart DCD Indications
- Drive U.S. Commercial Revenue Growth

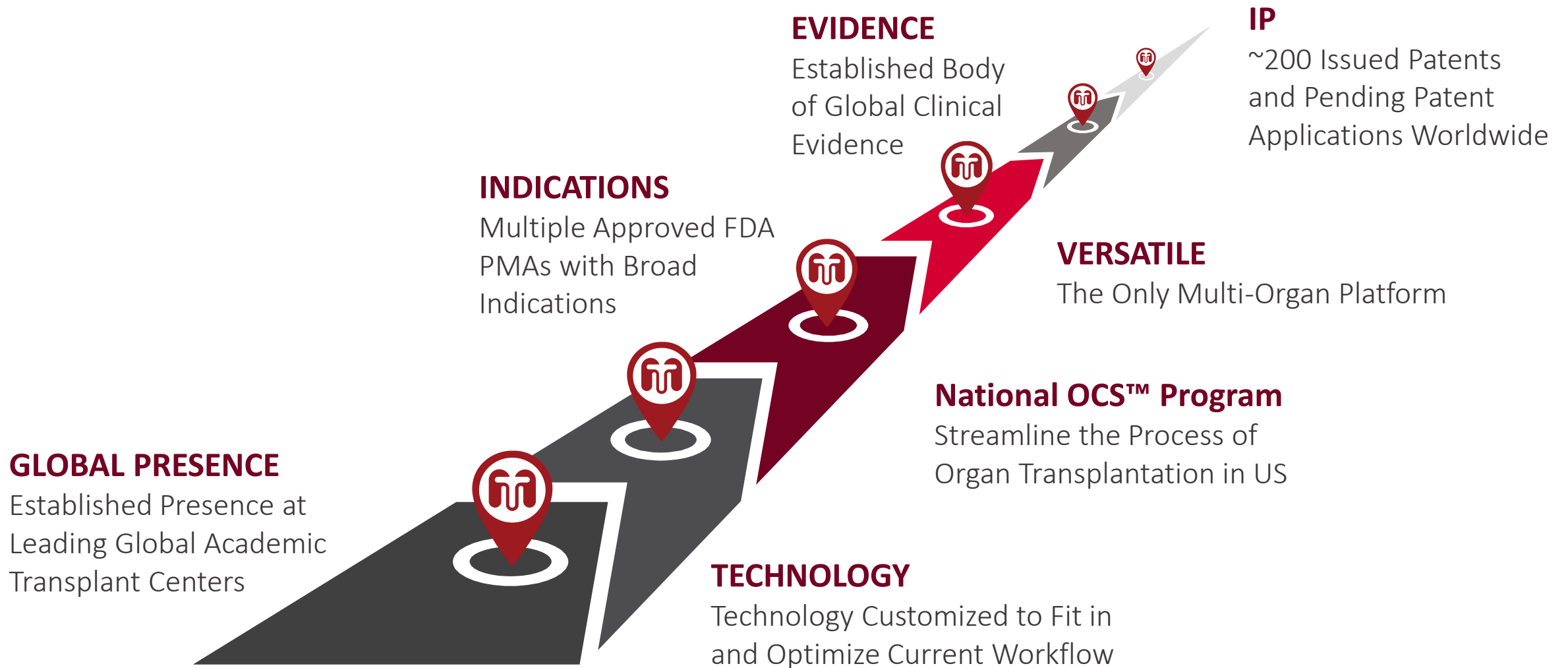
## Long Term

- Initiate OCS Kidney Clinical Program
- Achieve OUS Reimbursement to Expand Intl. Business





# Unique Competitive Advantage







## TransMedics – Significant Growth Potential



# Redefining What's Possible in Organ Transplantation

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