



### Market Snapshot

NASDAQ ticker symbol	SRTS
Stock price (05/11/22)	\$8.10
52-week range	\$3.08- \$11.96
Market capitalization	~\$145 mil
Shares outstanding	16.7 mil
Institutional ownership	13.7%
Insider ownership	22.7%
Fiscal year-end	Dec 31

## ABOUT SENSUS HEALTHCARE

Sensus Healthcare, Inc. is a medical device company specializing in clinically effective, non-invasive, minimally invasive and cost-effective treatments for both oncological and non-oncological conditions. Sensus offers its proprietary low-energy X-ray technology known as superficial radiation therapy (SRT), which is the culmination of more than a decade of research and development, to treat non-melanoma skin cancers (NMSC) and keloids with its SRT-100™, SRT-100+™ and SRT-100 Vision™ systems. The addition of aesthetic dermatology products expands its portfolio of innovative medical device products, allowing Sensus to provide revolutionary treatment options to enhance the quality of life of patients around the world.

## INVESTMENT HIGHLIGHTS

**Safe, effective, patented and reimbursed products with patient, physician and payer benefits.** NMSC patients have excellent clinical outcomes, no downtime and superior aesthetics with SRT vs. Mohs surgery. SRT physicians expand their practices and improve efficiencies, while increased patient visits heighten the opportunity for cross-selling treatments; Payers benefit from reimbursement comparable to Mohs, without the extra expenses for wound care and reconstructive surgery. Reimbursement codes were revalued upwards by as much as 66% on 1/1/21, providing additional incentives to customers.

**Large U.S. market with OUS and pipeline opportunities.** In the U.S. there are about 1,000 Mohs surgeons, 14,000 dermatologists, 6,500 plastic surgeons and 5,500 radiation oncologists. Sensus operates a direct salesforce in the U.S. with distributors in China and certain other international markets. All SRT systems have regulatory clearance in the U.S., and the SRT-100 is cleared in Canada, China, the EU, Israel, and Mexico, among others, with expectations for additional clearances in Latin America and Asia. In October 2021, Sensus' license in China was renewed for five more years. Sensus plans to broaden SRT treatment indications to include other skin conditions. A 2021 leasing program has improved customer ROI on the premium SRT-100 Vision™ and increased ASPs.

**Well-defined customer base to treat a rapidly growing patient population.** The primary customers for SRT systems are dermatologists and plastic surgeons, with radiation oncologists representing an additional market opportunity. It is projected that there will be more than 71 million new cases of skin cancer in the United States alone by 2032, and the number of NMSC cases is already three times all other cancers combined.

**Acquired and developed new products to strengthen the portfolio.** Its 2020 acquisition of a mobile aesthetic laser company brings an additional recurring revenue stream and new customers across Florida. In 2022, Sensus added the TransDermal Infusion System™ distribution for needle-free delivery of aesthetic medicines. In addition, Sentinel™, Sensus' powerful I.T. platform provides the company with opportunity for shared revenue while providing customers with asset management capabilities, as well as HIPAA compliant Patient Data collection. Furthermore, growth in service contracts provides a further source of high-margin recurring revenues.

**Strong financial momentum.** Net income and EPS were \$5.3 million and \$0.32 per share, respectively in 4Q21, and 2021 net income and EPS were \$4.1 million and \$0.25, respectively on revenues of \$27.0 million. Revenue for 1Q22 was \$10.3 million, up 237% with EPS from operations of \$0.20. Cash and equivalents at 3/31/22 were \$32.8 million, including \$15.0 million from the sale of a non-core asset. Additionally, the board of directors approved a \$3.0 million share repurchase program.

**Executive team has strong record with capital equipment business models.** Led by industry veteran CEO Joseph Sardano, the executive team's experience includes capital equipment sales at GE, Siemens, Toshiba, Hologic and others.

## THE FASTEST-GROWING & MOST-PREVALENT CANCER: NON-MELANOMA SKIN CANCER

### Mohs (Surgical) Treatment Option

- Invasive and complicated procedure that requires a highly skilled surgeon
- Often results in poor cosmetic outcomes in facial areas, forcing patients to consider reconstructive surgery and wound care
- Preexisting conditions (i.e., diabetes, heart conditions) increase the risk of poor healing outcomes
- Lower limb (e.g., shin) and scalp are especially hard-to-heal areas
- Quality-of-life is adversely impacted, especially during the recovery period

### SRT (Non-Surgical) Treatment Option

- Comparable cure rates to Mohs, as supported by published clinical studies
- Non-invasive procedure with no lifestyle impact
- No anesthesia, no cutting and no pain
- No comorbidity limitations to patient selection
- Ideal to treat challenging sites on the body (e.g., lower limb, scalp)
- Multiple patient visits (10-20) allow the practice to cross-sell products and procedures
- Lower healthcare system costs compared with Mohs surgery



## KELOIDS: A POTENTIALLY LARGER MARKET THAN NMSC

- Keloids are an area of irregular fibrous tissue formed at the site of a scar or injury
- The NIH estimates that 11+ million people worldwide are living with keloid scars
- Genetic predisposition to keloids among those of African, Latin and Asian descent
- In 2017 Sensus received keloid clearance in China
- Current treatment methods may reduce the size of the keloid but are not a permanent solution, and most patients are informed by their physicians “there is no remedy”
- Recurrence rates of keloids are very high, up to 90%, and keloids frequently come back worse post-keloidectomy
- Insurance does not cover keloid removal unless it is combined with SRT
- Recent clinical study on keloid surgery followed by SRT had 3% recurrence
- Over 100 Sensus customer sites are treating keloids



### SAFE & PROVEN TECHNOLOGY

#### Superficial Radiotherapy (SRT)

- Low-energy photo radiotherapy
- 100% of the energy is focused directly onto the surface of the skin using custom applicators
- Penetrates no deeper than 5mm below the surface of the skin
- Covered by IP portfolio
- Compact 30" x 30" footprint
- 2 models: SRT-100™ and SRT-100 Vision™
- Proven, award-winning technology
- Scalable platform for new, future indications

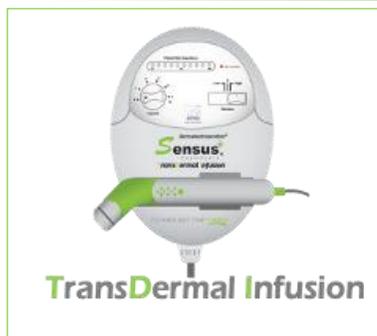


SRT-100 Vision™

#### SRT-100 Vision

- State-of-the art, image-guided SRT
- The world's first hybrid, image-guided SRT platform (IGSRT)
- Designed to track disease progression, plan treatment, guide therapy, administer radiation and evaluate treatment
- Targets teaching hospitals and radiation oncology centers
- Comprehensive enterprise integration
- Advanced workflow and safety

### TransDermal Infusion™ - FDA-Cleared Alternative to Injections



The TransDermal Infusion System allows drugs to penetrate the skin's innermost, hypodermic layer by increasing permeability. Faster than traditional iontophoresis, it allows delivery of drugs that are otherwise not able to be absorbed.

Target applications include the following:

- Skin Rejuvenation
- Hair Restoration Hyperpigmentation
- PRP
- Regenerative Modalities
- Hyaluronic Acid
- Growth Factor and Peptides
- Vitamin C
- Pre- and Post-Micro-Needling Treatments
- Hyperhidrosis –
- Botulinum Toxin Administration
- Anesthetic Prior to an Invasive Procedure
- Steroid Applications
- Sexual Wellness (P-Shot)
- Acne
- Actinic Keratosis

### GROWTH STRATEGY

- Expand U.S. operations, sales & marketing in additional states with increased sales organization
- Expand international markets, especially Latin America & Asia supported by new China distribution agreement
- Add SRT indications, including psoriasis
- Increase awareness of SRT for treating keloids
- Rollout new aesthetic dermatology offerings, including lasers and TransDermal Infusion
- Increase high margin recurring revenue via Sentinel capabilities; expand leasing programs for premium Vision™

### INVESTOR RELATIONS CONTACTS

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