

# SI-BONE



**CanAccord AAOS Conference**

**Las Vegas**

March 12, 2019



# Safe Harbor Statement

This presentation contains “forward-looking statements,” which are statements related to future events that by their nature address matters that are uncertain. All forward-looking information is inherently uncertain and actual results may differ materially from assumptions, estimates or expectations reflected or contained in the forward-looking statements as a result of various factors. For details on the uncertainties that may cause our actual results to be materially different than those expressed in our forward-looking statements, please review our registration statement on Form S-1 and Quarterly Report on Form 10-Q, which contain risk factors. Forward-looking statements address our expected future business, financial performance, financial condition as well as results of operations, and often contain words such as “intends,” “estimates,” “anticipates,” “hopes,” “projects,” “plans,” “expects,” “seek,” “believes,” “see,” “should,” “will,” “would,” “target,” and similar expressions and the negative versions thereof. Such statements are based only upon current expectations of SI-BONE. Any forward-looking statement speaks only as of the date made. Reliance should not be placed on forward-looking statements because they involve known and unknown risks, uncertainties and other factors which may cause actual results, performance or achievements to differ materially from those expressed or implied. Forward-looking statements include statements that address activities, events or developments that SI-BONE expects, believes or anticipates will or may occur in the future. Forward-looking statements are based on SI-BONE’s experience and perception of current conditions, trends, expected future developments and other factors it believes are appropriate under the circumstances and are subject to numerous risks and uncertainties, many of which are beyond SI-BONE’s control. With respect to the forward-looking statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. We undertake no obligation to publicly update or revise any forward-looking statements to reflect new information or future events or otherwise unless required by law.

This presentation is intended for investors and not health care professionals or patients. This presentation may discuss indications and/or products that are not yet cleared for market by regulatory authorities. If you have questions about our approved products and their indications for use, please visit [www.si-bone.com](http://www.si-bone.com)

# Market Leadership



## ROBUST CLINICAL DATA

>65 published clinical studies/papers  
2 randomized trials



## POSITIVE FINANCIAL PROFILE

\$55.4M revenue for 2018  
15% growth  
>90% gross margins



## REIMBURSEMENT ADVANTAGE

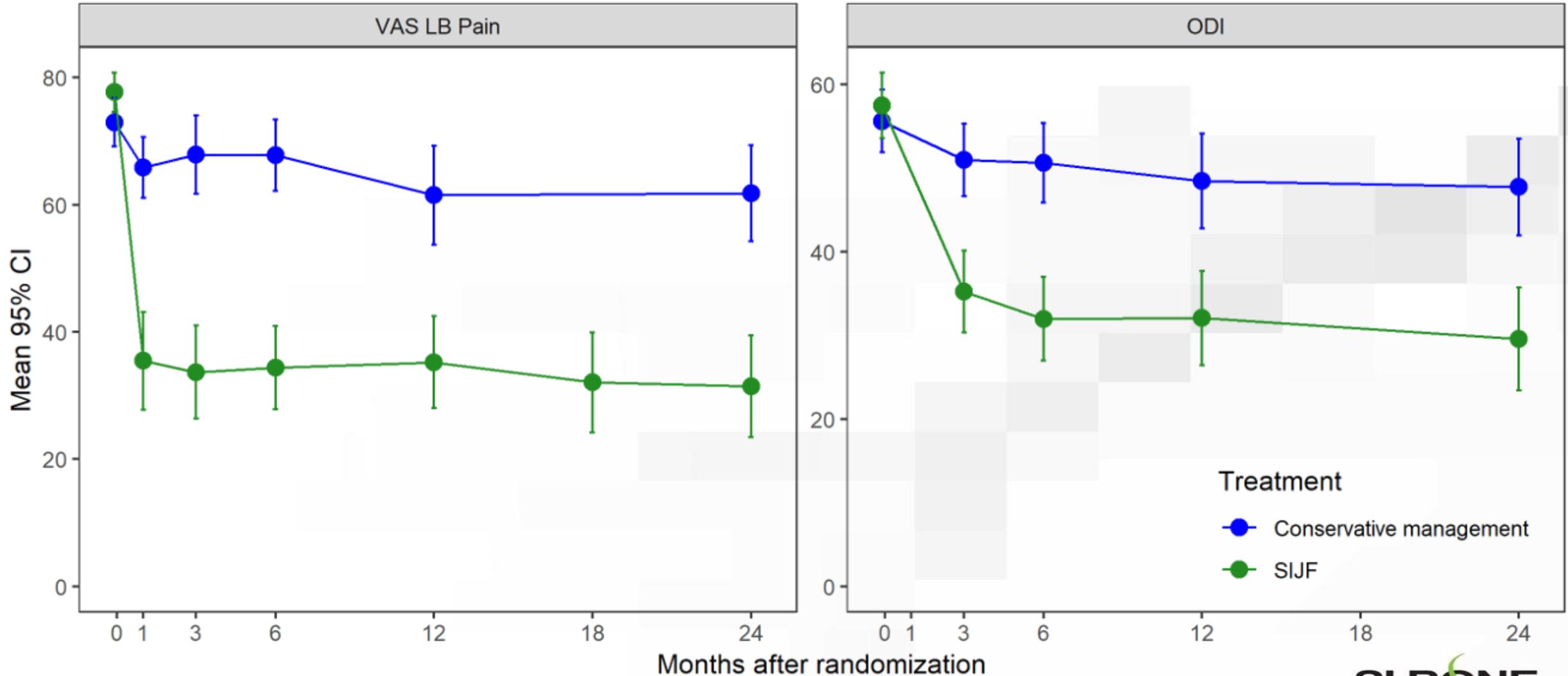
260M+ U.S. covered lives  
30 U.S. commercial payor exclusives



## MARKET LEADER

5,100 U.S. procedures in 2018  
279,000 U.S. potential patients per year

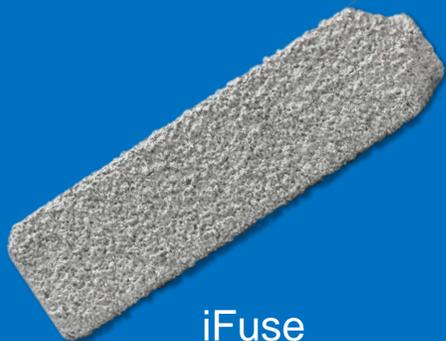
# iMIA 2 Year RCT



# Adjacent Markets

ONE PRODUCT  
COMPANY

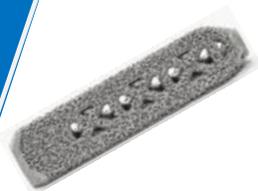
2009 – 2016



SACRO-PELVIC SOLUTIONS  
COMPANY

2017 – 2019

Platform  
Technology



iFuse-3D

2017

Enabling Technologies



iFuse  
Neuromonitoring



iFuse  
Navigation



iFuse  
Robotics

2018



iFuse  
Decorticator

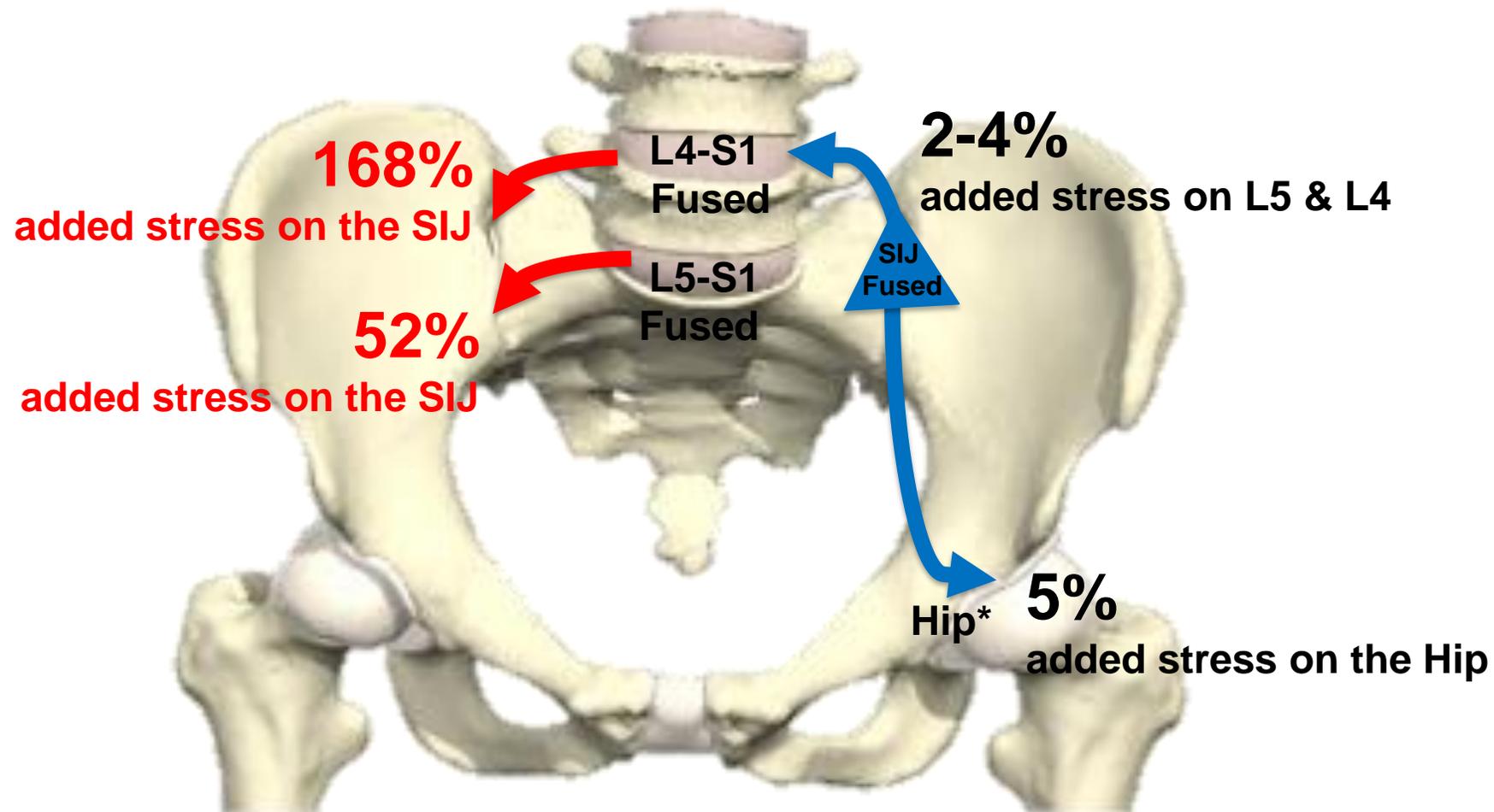
2019

Adjacent  
Markets



Adult  
Deformities

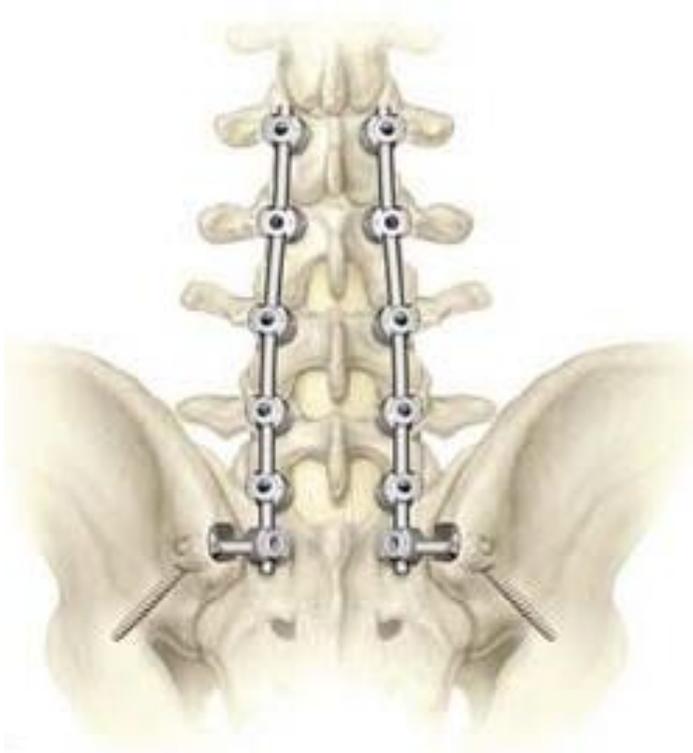
# Fused L4-S1: Significant Stresses on the SIJ



# Current Sacropelvic Fixation Techniques

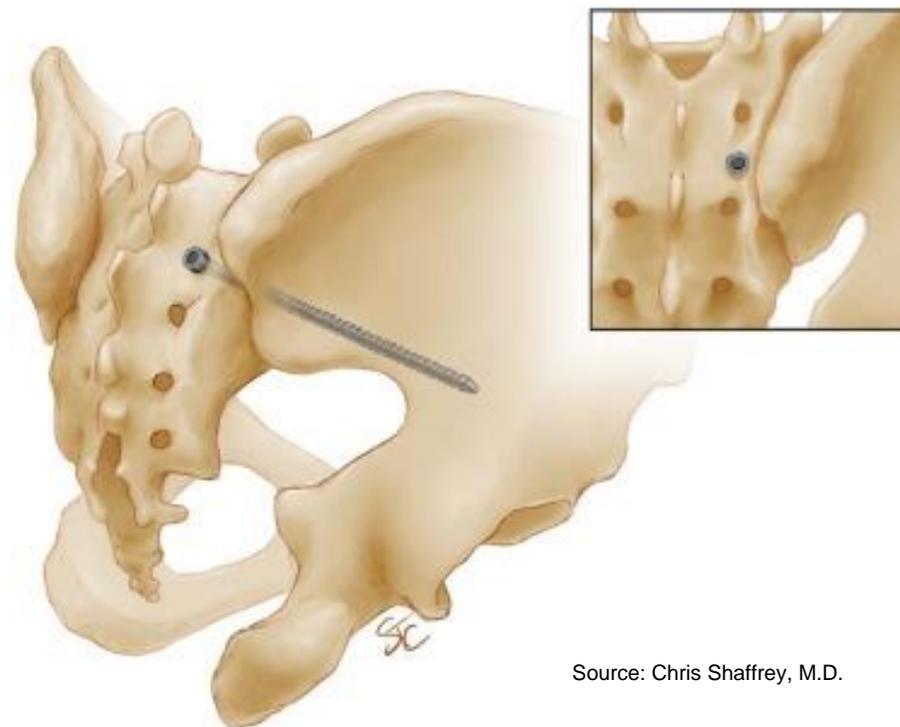
## Iliac Screws:

1. Immobilize the SIJ
2. **Don't cross the SIJ**
3. About 50% of the market



## S2AI Screws:

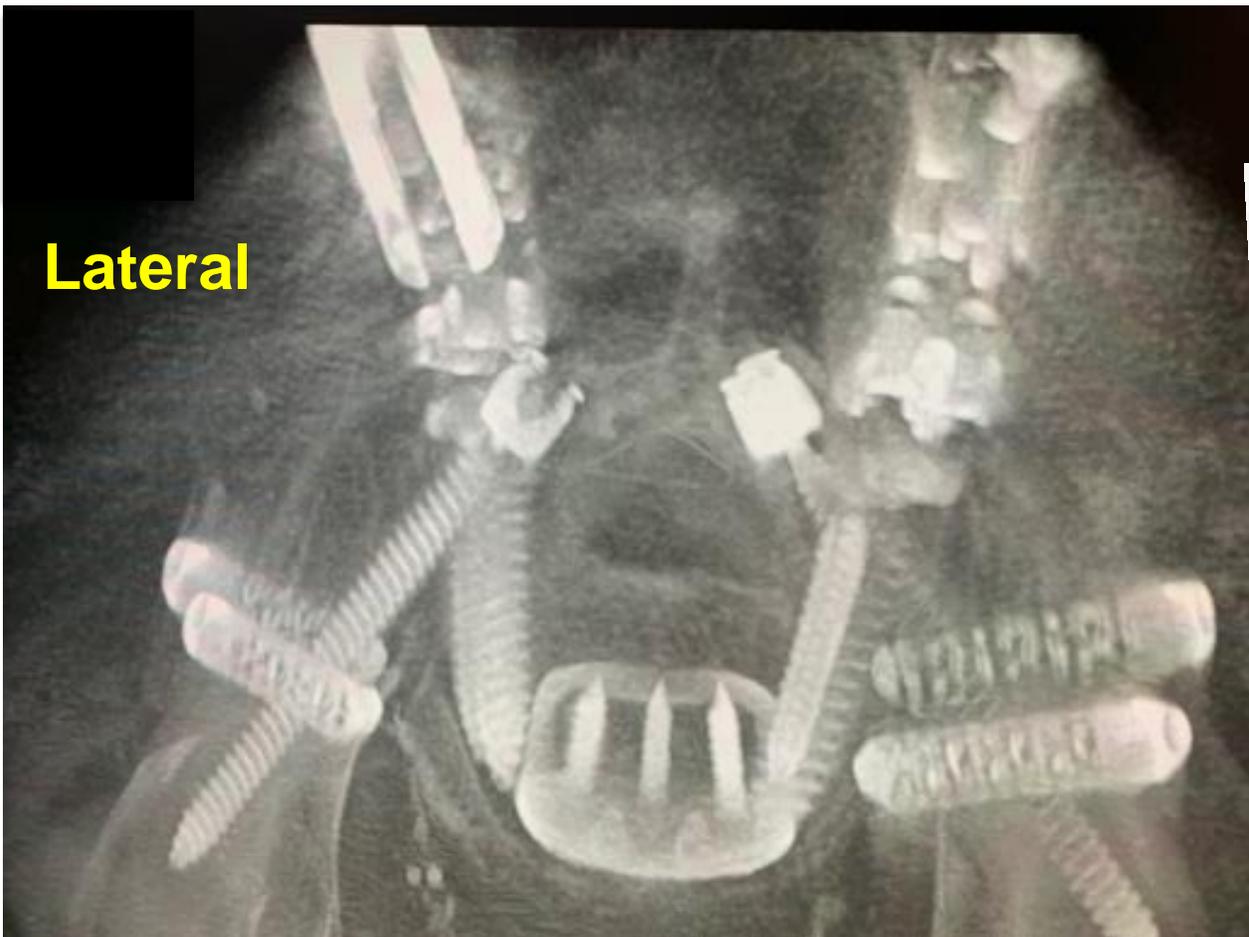
1. Immobilize the SIJ
2. **Cross the SIJ**
3. 12-68% loosening rate
4. About 50% of the market



Source: Chris Shaffrey, M.D.

# SI-BONE's Bedrock Surgical Technique

Lateral



Posterior

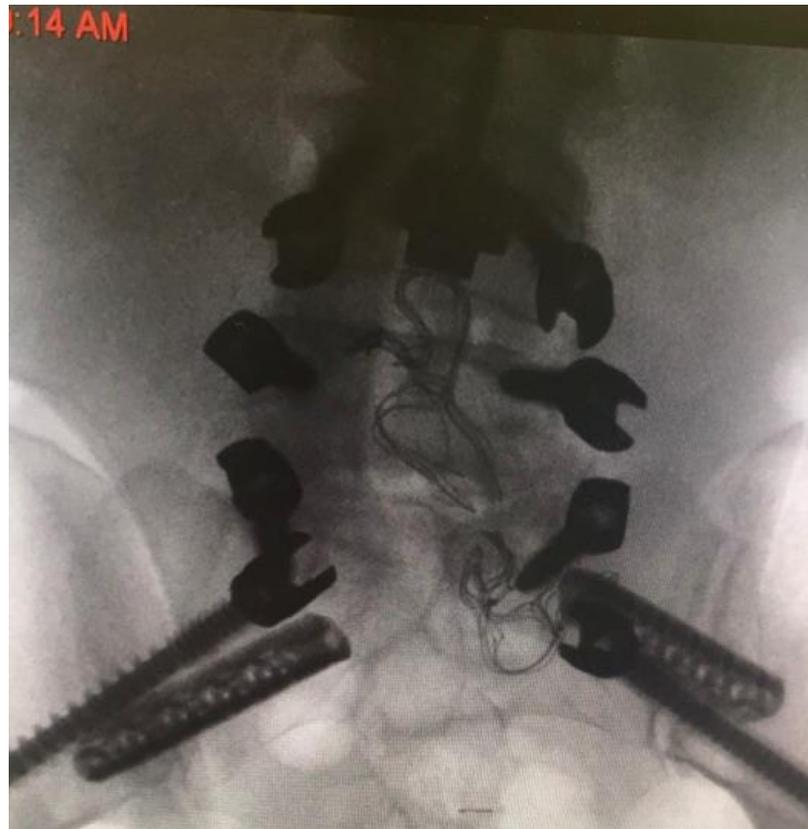


*The iFuse Implant System is intended for sacroiliac fusion for conditions including sacroiliac joint dysfunction that is a direct result of sacroiliac joint disruption and degenerative sacroiliitis. This includes conditions whose symptoms began during pregnancy or in the peripartum period and have persisted postpartum for more than 6 months.*

SI-BONE.

# SI-BONE's Bedrock

- Leadership academic centers engaging
- The trickle-down effect
  - Surgeons focusing on the Sacroiliac joint



## 2018

Barrow's Neurological Institute  
Columbia University (HSS)  
Duke  
Henry Ford  
Michigan State  
NYU  
Rush University  
Scripps  
Thomas Jefferson  
UCSD  
UCSF  
University of Arkansas  
University of IA  
University of MN  
University of MO  
University of Washington  
University of Wisconsin  
UTSW  
UVA  
Washington University  
Wayne State

## Q1 2019

Henry Ford  
Louisiana State University  
New England Baptist Hospital  
Cornell  
Albert Einstein / Montefiore  
U of Rochester  
U of Colorado  
Ortho Carolina  
Baylor Scott & White - Temple

# Revenue Highlights

### Worldwide Annual Revenue (millions)



### US Q4 Revenue (millions)



# Investment Highlights

5,100 U.S. PROCEDURES IN 2018

ROBUST  
DATA

**>65** PUBLISHED  
PAPERS

**2** RANDOMIZED  
TRIALS

REIMBURSEMENT  
ADVANTAGE

**260+**  
MILLION  
COVERED LIVES

**30** USA PAYOR  
EXCLUSIVES

POSITIVE  
FINANCIAL PROFILE

**↑15%**  
GROWTH

2018: \$55.4M REVENUE

**>90%** GROSS  
MARGINS

279,000 U.S. POTENTIAL PATIENTS PER YEAR

# Disclosure

The iFuse Implant System is intended for sacroiliac fusion for conditions including sacroiliac joint dysfunction that is a direct result of sacroiliac joint disruption and degenerative sacroiliitis. This includes conditions whose symptoms began during pregnancy or in the peripartum period and have persisted postpartum for more than 6 months.

There are potential risks associated with the iFuse Implant System. It may not be appropriate for all patients and all patients may not benefit. Risk information available upon request.

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