



Canaccord Genuity Virtual Fireside Chat with Joe Army, President & CEO of Vapotherm

NYSE: VAPO

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Discussion Topics

- **What VAPO's seeing on the ground in the US:** How has demand shifted over the past month from a regional perspective? How have dynamics in VAPO's customer hospitals changed from the beginning of the crisis to now? Has practice around which patients should be intubated and which shouldn't changed, and if so, how? Based on demand trends currently for Precision Flow, where will the next 'hot spots' be? We'll touch on all of these topics with CEO Joe Army.
- **Hi-VNI technology:** We'll look at COVID-19's ability to accelerate awareness of Hi-VNI's value proposition as well as the technology's impact in terms of in-hospital workflow, patient compliance, and customer's ability to treat patients across the spectrum of acute respiratory distress.
- **OUS perspective:** What are the similarities/differences in how OUS customers have responded to COVID-19 vs. US customers? What were VAPO's primary takeaways from its OUS experience during the crisis that helped inform its US preparation?
- **Scaling the business:** We'll walk through the steps VAPO took to scale manufacturing in light of the crisis, the dynamics leading up to the firm's need to scale up production as well as management's forward-looking thoughts around production levels going forward. We'll touch on best practices implemented by VAPO today that will help the business to scale efficiently and effectively going forward.



Discussion Topics Continued

- **Use of technology to drive awareness:** We'll discuss the role Vapotherm Academy has played over the past few months in driving VAPO's business, including touching on the volume of physicians the platform has enabled VAPO to reach virtually, as well as the firm's expectations around the incorporation of connective technology going forward.
- **ED focus:** We'll dive into how Vapotherm has prioritized its ED initiative throughout this crisis, and how the firm's focus on EDs benefits VAPO coming out of this period of time.
- **Hospitals:** How will the hospital landscape in the US change coming out of this period? How might hospital system consolidation and/or creation of larger hospital systems/IDNs impact VAPO's business specifically and/or the medical device field in general? From a capital expenditure standpoint, what level of appetite will hospitals have on the heels of the COVID-19 crisis?
- **OAM:** We'll discuss VAPO's progress with the platform, including the firm's recent interaction with FDA and current timelines, as well as management's outlook around the process and steps required to get OAM to market and drive adoption, and OAM's positioning within VAPO's long-term strategy.