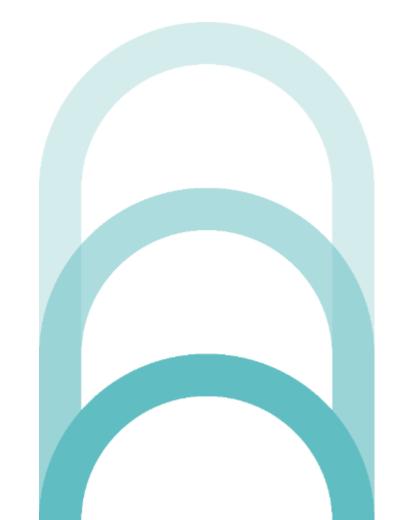


## CORPORATE PRESENTATION

Disrupting the varicose vein market with Sonovein®



October 2025

## **Executive Summary**

- A disruptive approach to varicose vein treatment: Sonovein® is totally non-invasive and robotic-driven
- A substantial market: varicose veins affect 1 in 3 adults, 13 B\$ total market
- A proven technology: 97% efficacy in FDA study, zero serious adverse event, 3 500+ veins treated, commercial PoC
- **US market path:** successful FDA-approved pivotal study in 2025, FDA approval expected 2026
- Commercial strategy: accelerate on EU + Middle East markets, during US + China reg. approval processes
- China path: strong local partnership and joint-venture ramp-up for domestic and imported devices
- R&D: Minimum Viable Product reached in 2024, transformative improvements planned for 2025, 2026 and 2027
- Financials: from 2025 onward, expected revenues growth from commercial acceleration.

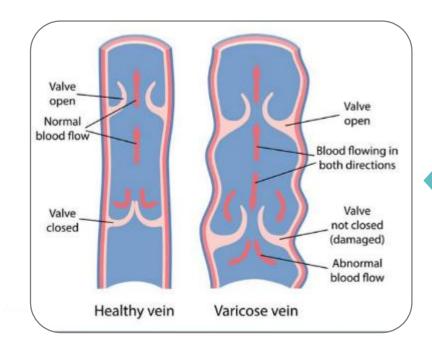


## **Market Overview**





## Varicose Veins: A Widespread Condition

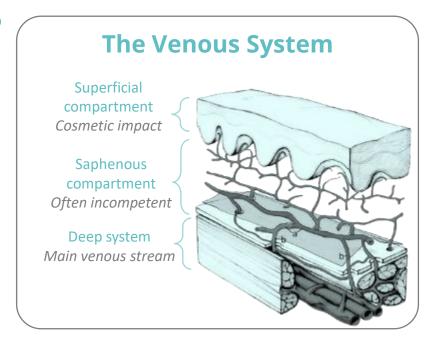


#### What are varicose veins?

Varicose veins are swollen, twisted subcutaneous veins of the lower leg.

Valve dysfunction leads to blood reflux in the veins.

Incompetent saphenous veins often require removal.



**31%** of adults aged 18 to 64



are affected by varicose veins

Source: Maurins et al., 2008





## From Invasive to Intelligent: Vein Care Reimagined

#### **Surgery**

*Invasive ++ (1920s)* 



Stripping

- Surgical vein removal
- Requires anaesthesia
- Long recovery
- Higher risk of complications

#### **Endovenous**

Minimally invasive (2000s)



Laser, Radiofrequency Glue

- Laser, RAF, or glue via catheter
- Still requires sterile field
- Risk of recurrence and side effects
- Manual technique = variable results

#### Sonovein®

Non-invasive, next market shift (2020s)



- Robotic with real-time ultrasound imaging
- 0 serious adverse event to date
- Walk-in, walk-out in under 1 hour
- One-operator, outpatient procedure
- Built-in data capture & future AI integration



## Varicose Veins: A Multibillion \$ Market Potential

### Aligned with Current Market Trends







\$13B

Current medical costs for varicose vein treatments worldwide



Annual addressable procedures







Obesity



3 Lifestyle



50% of people are afraid of surgery

as varicose veins are not life-threatening, some patients refuse surgical treatments



Seamless integration into aesthetic and cosmetic centers outside the surgical field.

54% of undiagnosed patients

in industrialized countries

Largely unmet medical need in emerging countries + China

**SONOVEIN** is often the **only suitable option** for patients refusing surgery

**SONOVEIN** potentially addresses a major



#### MARKET OVERVIEW



## Sonovein Value Creation for Medical Devices In a Multibillion \$ Market Potential

Minimally

invasive

market

shift

## **Surgical stripping**

- Medical device costs
- **Peripherals** costs



Stripping hook: \$10-30

sterile room, hospital stay, nurses, anesthetist doctor's fee

#### **Endovenous**



Fiber/catheter: \$200-\$1k

80-90%

sterile room, post-op recovery, nurses, anesthetist doctor's margin

#### sonovein





Sonovein per use: \$1k-3k

Office rental doctor's margin

**Medical device** 

5-10 M€

500 M€ - 1B€

**Several B€** 

Non-

invasive

market

shift



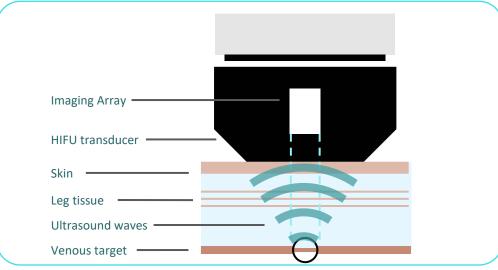
## SONOVEIN® A Game-Changing Technology

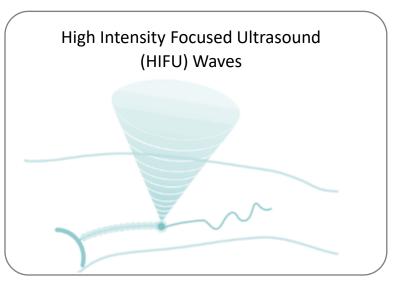


## SONOVEIN'

## A game changing technology: Robotic, non-invasive







The energy is delivered via the **extra-corporeal treatment** probe.

The high-energy ultrasound waves propagate **through the skin** and are focused on a portion of **the target tissue**, generating **controlled heating** and causing the ablation of tissue within the focal area.

The process is then repeated in a **stepwise fashion** with **robotic driven** movements.

The tissue and its reaction is **monitored in real-time** with embedded ultrasound imaging.





## SONOVEIN BY THERACLION

## A game changing technology: Robotic, non-invasive



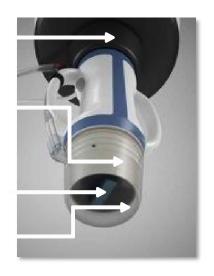
## Robotic treatment head with embedded ultra-sound imaging

Robotized head

Consumable: Cooling and coupling Technology (through Epack TM)

Ultrasound imaging probe

HIFU transducer



#### Millimetric treatment accuracy

- 1 Robotized head
  - ead 4
- Rear handle and brakes
- 2 Touchscreen
- 5 Ultrasound probe
- 3 Treatment head
- 6 Cooling system



#### **INTELLECTUAL PROPERTY**

Active patents: 134 granted, 170 filed, 23 families

in HIFU procedure safety & efficacy, system design and application

Strong barriers against future competitive threats





## From tortuous veins to retreatments—Sonovein® adapts where others can't.

## One system. Full flexibility.

Sonovein allows you to expand your treatment offering—without increasing complexity.







## Treat cases that are often untreatable with traditional methods:

- Short segments & CHIVA-style cases without surgery
- Tortuous veins difficult or impossible to catheterize
- Perforators especially in ulcer patients
- Allergy-prone patients avoid glue, foam, or chemicals
- Blood disorders where puncturing is contraindicated
- Post-treatment recurrences even after glue,
   RF, laser or stripping



## SONOVEIN® A product ready for scale-up



## SONOVEIN BY THERACLION

### Now a mature device: Effective and safe







- 96.8% efficacy\* in the U.S. pivotal study
- 0 severe adverse event\*\*
- Treatment duration ≤1h





#### Established international presence

- Commercial sites in 10+ countries
- Presence in EU, Middle East, Asia, US
- Top centers at more than 100 treatments/year





#### CE Mark under MDR in Europe

Latest generation of Sonovein received MDR certification

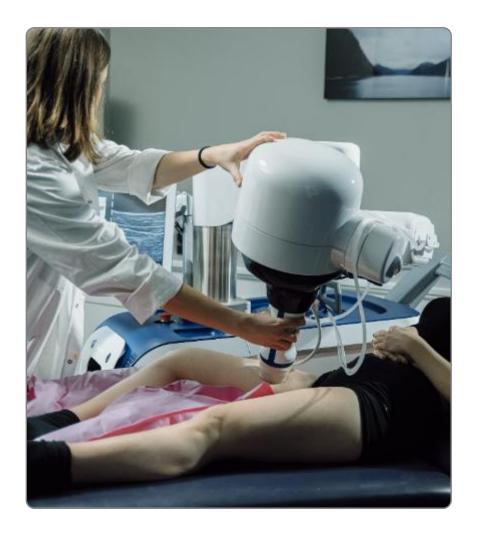




FDA feasibility study: finalized 2022

FDA pivotal study: results published September 2025

FDA approval: submission planned for end of 2025







## Now a mature device: Effective and safe

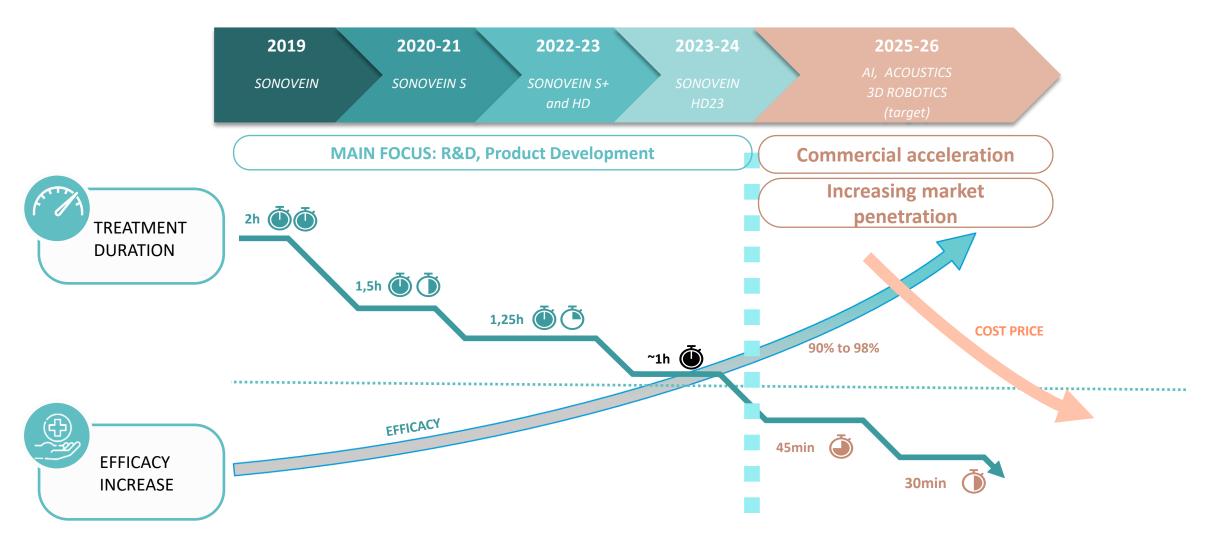
A 90% to 98% efficacy, on 6+ sites across Europe, across hundreds of patients, up to 3-year follow-up, in commercial routine

TYPE OF RESULT	AUTHOR	EFFICACY RESULTS	TITLE	Reference	
<b>Press Release</b> Public	Theraclion	Out of 70 patients, occlusion rate at 12 months: 96.8%	Theraclion announces successful U.S. FDA pivotal study with 96.8% occlusion rate	Theraclion, 2025	
<b>Publication</b> Public	Dr. Rodriguez Carvajal Marbella, Spain	94% to 97% at twelve months on 164 veins	Extra-Corporeal thermal ablation with High Intensity Focused Ultrasound for superficial venous insufficiency: Preliminary results at twelve months follow-up	Phlebology, 2025	
<b>Publication</b> Public	Prof. Izquierdo Lamoca Madrid, Spain	2-Year Results on 204 veins: Occlusion rate: 94,3% at 12 Months / 95,5% at 24 Months	High Intensity Focused Ultrasound Treatment for the Chronic Venous Disease based on the CHIVA Strategy	Journal of Vascular Surgery, 2025	
<b>Publication</b> Public	Prof. Casoni Parma, Italy	Out of 262 legs analyzed, main pain score was 1,03 $\pm$ 1,27. HIFU is an almost pain-free procedure	Comparing anesthesia protocols in High Intensity Focused Ultrasound treatments:  The HIFU-pain study	Phlebology, 2024	
<b>Publication</b> Public	Prof. Casoni Parma, Italy	Out of 188 limbs treated, shrinkage/closure rate: 97,6% at 6 Months / 98,3% at 12 Months	HIFU in treating GSV vein incompetence: Perioperative and 1-year outcomes	Phlebology, 2024	
Congress Presentation Public	Prof. Casoni Parma, Italy	2-Year Results : <b>362</b> veins treated 16 Perforators = <b>94</b> % Occlusion Rate	What's new ? – High Intensity Focused Ultrasound (SONOVEIN)	Italian Society of Physiology Roma, Italy, 2024	
<b>Publication</b> Public	Dr. Elias Englewood, USA	First Ever SONOVEIN Chapter written in an American Reference Book	Chapter 45: High Intensity Focused Ultrasound (HIFU) for chronic venous disease	Handbook of Venous and Lymphatic Disorders, Edited by Gloviczki, USA, 2024	
Congress Presentation Public	Dr. Rodriguez Carvajal Marbella, Spain	<b>90% on</b> 205 Veins	High Intensity Focused Ultrasound (HIFU)	<b>Vein In Venice,</b> Venice, Italy, 2024	
Congress Presentation Public	Dr. Stalnikiewicz Lille, France	100% on GSV / 70 – 80% on Perforators	High Intensity Focused Ultrasound (HIFU): short mid-term results		
<b>Publication</b> Public	Dr. Reyero & Izquierdo Madrid, Spain	3-Year Results on 119 Patients: 94,1% (119 patients)	Treatment with Localized High Intensity Ultrasound 3-Year Results	Angiologia, 2023	
Congress Presentation Public	Dr. Steinbacher Melk, Austria	100% (23 veins)	First Experience with Sonovein HD	<b>AVF 2023,</b> San Antonio, Texas, 2023	
Congress Presentation Public	Prof. Strejcek Prague, Czech Republic	90,2% (41 patients)	Overview of a Pool of 41 Veins Treated in Routine Activity Over a 1-Month Period	AVF & UIP, San Antonio & Miami, 2023	





## Now a mature device: R&D as a market penetration driver







## **R&D** as a market penetration driver:

## improving the product to enlarge addressable patients & centers



Accelerate treatment time

From: 45 min to 1h

Down to: 30min



Improve ease of use

**From:** a device for an ultrasound trained medical doctor

**Down to:** an Al-guided, intuitive

device for a non-specialist



Increase addressable patient population

From: mostly great saphenous\* vein

**Up to:** more types of veins, larger, deeper



17



**KEY ENABLERS:** 

AI – treatment assistance ACOUSTICS – faster pulse **ROBOTICS** – faster positionning **CLINICAL PRACTICE** 

Regular technical logs analysis identifies the most valuable improvement needs and drives R&D project priorities

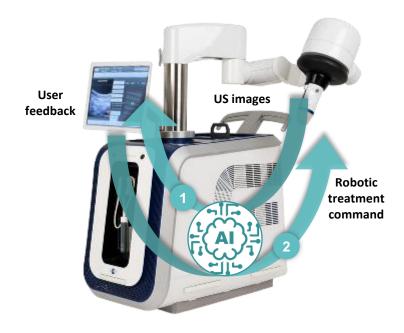
SpeedPulse Clinical trial ongoing in Prague to test enhanced accelerated treatments acoustics

Theraclion Corporate presentation \* Largest vein pool the VV market





## Why AI is the future of sonovein



#### Live imaging + robotics + AI engine => road to automated treatment

1) The SONOVEIN is permanently collecting US imaging and technical data

=> an integrated AI engine (GPU) could analyse and propose treatment action:

- Locate the vein / target
- Move to target
- Choose the adapted treatment parameters
- Deliver the therapy
- Move on to the next relevant location.

Al algorythms are particularly efficient for these tasks

Leveraging its robotic and control features, the SONOVEIN could autonomously execute the proposed treatment action

All enables simpler, more intuitive and significantly faster treatments, reducing the learning curve and providing new doctors with the expertise of an experienced KOL



## SONOVEIN<sup>®</sup> Go-to-Market strategy

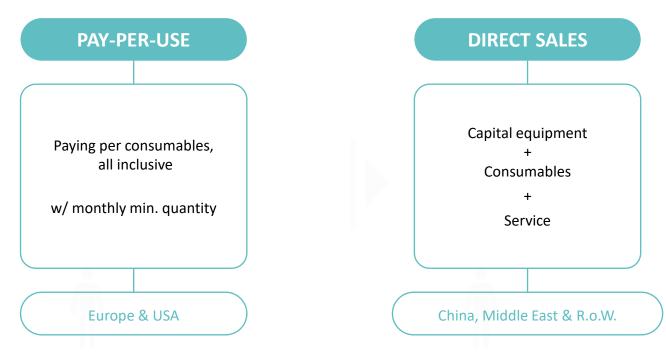




### Go to market acceleration: Two business models



#### **FAVORING RECURRING REVENUES**



Diversified customer targets



Large centers: hospitals, vein clinics



Small physician offices

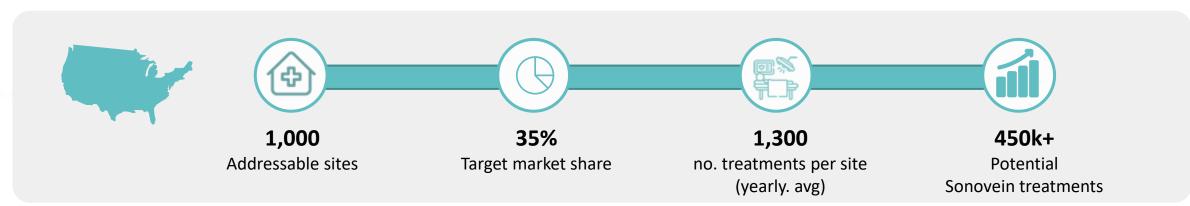






## US market: a main Priority - FDA study follow-up completed





#### **PIVOTAL STUDY**

Main focus during the past two years
Top KOL onboarded

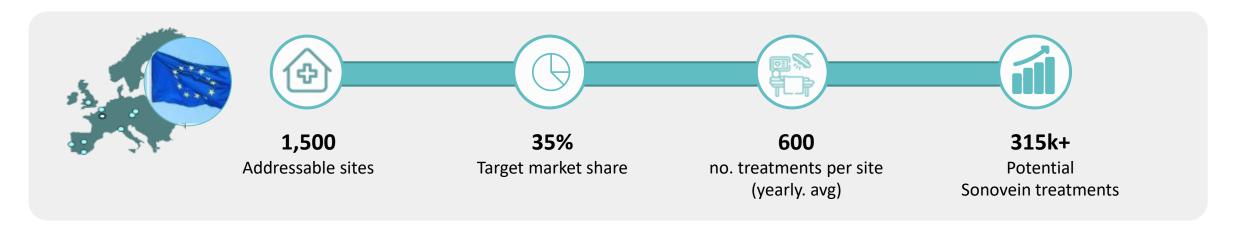
#### **INITIAL COMMERCIAL TARGET**

First 300 medical centers, revenue: \$100-200m/y





## EU market: a commercial potential - and partnerships developments



#### **COMMERCIAL RAMP-UP**

- Tier-1 sites at 100 or 150 treatments per year already
- Commercial relationships and existing recurring revenue
- Start of reimbursement in some countries (Spain, Italy)

#### PRODUCT REFINEMENT WITH KOL

- Fine-tuning product, protocols, and business offering
- Real-life field feedback and product needs collection
- Diversity of market practices addressed
- Data collection for next AI developments

#### **INTERNATIONAL AWARENESS**

- Sonovein's promotion by KOL in some of the largest European countries: Italy, France, Spain and the UK
- 50+ conferences by 15 KOL and 9 reference scientific papers
   H1 2025: 13 presentations in 7 countries





## Opportunities in China and Rest of the World

#### **MARKET**

- Largest potential varicose vein market in Asia
- Underserved market that could move directly to Sonovein's noninvasive solution to reach so far untreated patients



- Domestic product development and market access via Furui
- Global manufacturing
- JV's products sold only in China

#### **NEXT MILESTONES**

- Joint-Venture with Furui
- Prototyping and certification achieved
- Registration
- Clinical trial start (1-2 years)

#### **MARKET**

- Inbound demand from some countries, especially Middle East
- Business Model: Sonovein acquisition
- Large untapped market, not yet quantified



#### **MARKET PATH**

- Opportunistic sales of Sonovein
- Short term focus : Middle East
- Longer term focus: Latin America, Rest of Asia (India, etc)

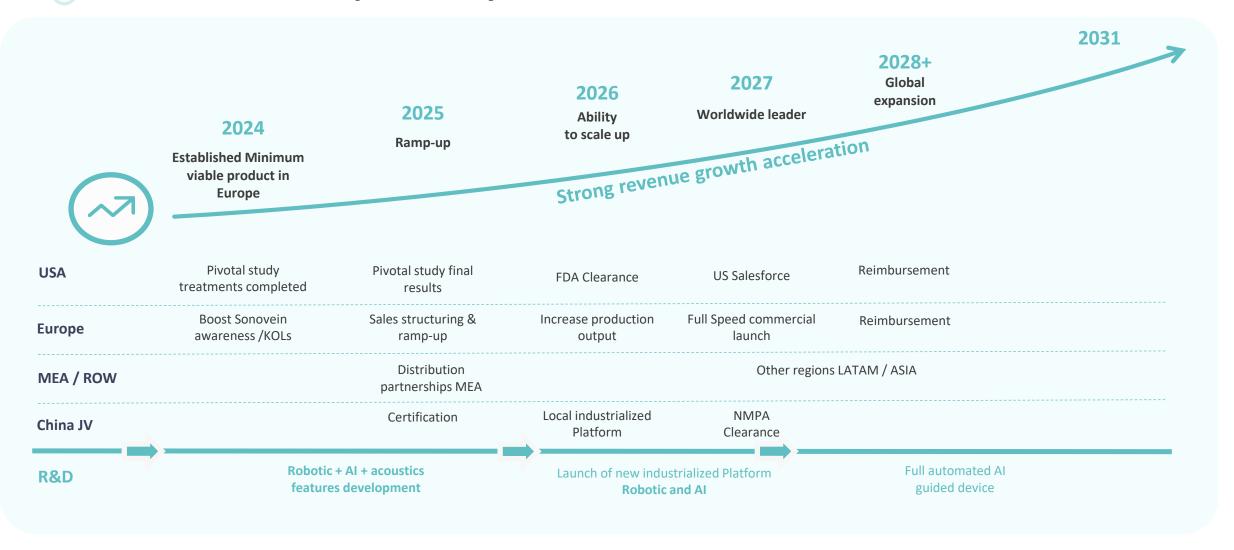
#### **ROW TARGETS**

- ±100 Sonovein sold in 2030
- Consumables sales + Service attached to the machines

ROADMAP

## SONOVEIN BY THERACLION

## **Growth roadmap and key milestones**





## SONOVEIN® A foundation for future perspectives



## Sonovein success in Varicose Veins will open the way to other therapies

#### **THYROID NODULES**

\$3.6B market 1,800,000 annual thyroid nodules surgeries WW

Theraclion's historical market

Latest Vein platform can disrupt the Thyroid market

#### **BREAST CANCER**

\$20B market, strong growth

Huge potential for HIFU combined with traditionnal therapies: immunology or chemotherapy

Clinical studies ongoing at University of Virginia with Theraclion's device

#### **MORE INDICATIONS**

Hyperthermia - Possibility to heat cancer tissue locally prior to radiotherapy

Research programs ongoing

Other indications

#### **VARICOSE VEINS**

**Build platform** 

Succeed 1st commercial breakthrough



## SONOVEIN® Structured for Success



## SONOVEIN BY THERACLION

## A sharp and engaged management team

## A dynamic leadership



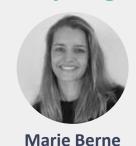
Martin Deterre, PhD
CEO
15y. exp
Livanova, Pixium
M.I.T., Polytechnique
Theraclion since Dec. 2020
Joined as CTO;

CEO since May 2023

#### ... Supported by a highly skilled and experienced team



Christophe Lamboeuf Chief Financial Officer 30+y. exp, Mauna Kea, Intrasense, Skytech, GE THC since 2024

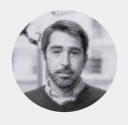


Head of Marketing & Customer Relations

10y. exp, Dior, Figaret, EM Lyon, THC since Oct. 2021



Michel Nuta, MD Chief Medical Officer 30+y. exp, ex-VNUS THC since Jan. 2013



Jérémie Anquez, PhD
Chief Scientific Officer
15+y. exp
Telecom ParisTech
THC since June 2010



Thibault Le Normand
Chief Business Officer

10y. exp
Sophysa
THC since May 2025



Gaylord Tallec, PhD
VP Operations
15y. exp
CEA, lifesearch
THC since Sept. 2016



Vivien Jourdannaud
VP QARA
10y. exp
Mauna Kea
THC since Oct. 2015



30 employees based in Paris, France 23 engineers, 6 PhD, 1 PharmD, 1 MD





## An experienced and supportive board

## An experienced chairman



Yann Duchesne
Chairman of the board
McKinsey 20y. Private
Equity 13y.
Theraclion since 2022

#### With highly qualified board members



Lijuan Deng
Board Member

17+y. in healthtech
Board of Echosens, Furui

THC since 2023



Mehdi El Glaoui, Pharm.D Board Member Ex-CEO Lab. Cassenne, Wyeth, Marjorelle THC since 2021



Claude Lenoir
Board Member
Former CEO of Echosens and
Air Liquide Medical Systems
THC since 2023

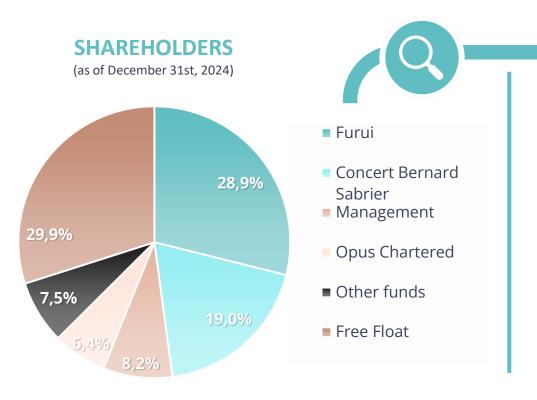


Cédric Bellanger
Board Member
CBML / Augusta
Real Estate & Capital Investment
fund manager
THC since 2022





## **THERACLION** shareholding structure



FURUI (300049:CH): GENUINE STRATEGIC PARTNERSHIP

- Theraclion's investor since 2016
- China JV created in 2017
- Replication of Echosens' Success:
  - **Echosens (France):** +/-300 employees, global leader in non-invasive liver diagnostics.
  - Furui lead development in China, supports R&D in France and global commercial deployment.
  - Echosens China is a key contributor to Echosens Global P&L.







- HIFU: High Intensity Focused Ultrasound is a non-invasive therapeutic technique that uses non-ionizing ultrasonic waves to heat or ablate tissue.
- Venous reflux or Chronic Venous Insufficiency (CVI): occurs when veins no longer circulate blood properly. It often affects the leg veins, causing blood to pool and leading to swelling and discomfort.
- Serious Adverse Events (SAE): an adverse reaction that results in death, is life-threatening, requires hospitalisation or prolongation of existing hospitalisation, results in persistent or significant disability or incapacity, or is a birth defect.
- **CEAP classification:** the CEAP (Clinical-Etiology-Anatomy-Pathophysiology) classification is an internationally accepted standard for describing patients with chronic venous disorders
- FDA: Food and Drug Administration





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## Thank you!

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bit.ly/3KYQKJD

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## **APPENDIX**



FY 2024 Financial Results







## P&L : Net loss of 5,7 M€ in 2024

In K€	FY 2024	FY 2023	V%
Sales	830	1,822	(54%)
Other Income	1,332	2,095	
Total Operating Revenues	2,162	3,917	(45%)
Cost of Sales	1,428	330	333%
External operating expenses	3,222	2,602	24%
Comp & Ben.	3,357	3,154	6%
Other operating expenses	973	984	(1%)
Total operating expenses	8,981	7,070	27%
Operating profit	(6,819)	(3,152)	116%
Financial revenue/ (expense)	49	(1,955)	(102%)
non recurring profit / (loss)	30	384	(92%)
R&D tax credit	(984)	(1,049)	(6%)
Net Profit / (Loss)	(5,757)	(3,675)	(56.7%)





## Balance sheet 2024 – Improved Working Capital

K€	FY 2024	FY 2023	Var.
Non-current assets	3,193	2,542	651
Including intangible assets	1,133	1,225	
Including tangible assets	858	106	
Of which non-current financial assets	1,202	1,211	
Current assets	8,273	16,122	(7,849)
Inventory	2,113	3,055	
Cash and cash equivalent	4,171	7,815	
Other assets	1,989	5,252	
Total Asset	11,466	18,664	(7,198)
Equity	-0.1	5,777	
Non current liabilities	6,290	6,290	
Including advances from BPI	6,290	6,290	
Current liabilities	5,176	6,597	(1,421)
Incl. Accruals for Risk & Curr. Exposure	119	215	
Incl. Loans (PGE)	1,292	1,947	
Total Liabilities	11,466	18,664	(7,198)





### Cash flows 2024

Libellé	FY 2024
	12 months
Cash flow from operating activitie	
Profit / (Loss)	(5 757)
Elimination of amortization, depréciation and provision	824
Revenue and expenses related to the discounting of repayable advances	
Others	
Change in WCR related to business activities	2 022
Net Cash from operating activities	(2 911)
Cash flow from investing activities	
Purchase of property, plant and equipment and intangible assets	(102)
Proceeds from sale of property, plant and equipment and intangible assets	(86)
Other cash flows from investing operations	
Cash flow from investing activities	
Cash flow from financing activities	
Proceeds from issue of shares	110
Cash received from new loans issuance	
Reimbursment of debt	(655)
Other cash flows from financing operations	
Net cash flows from financing activities	
Change in cash	(3 644)
Cash at the beginning of the period	7 815
Cash at the end of the period	4 171

#### Cash Flows details FY 2024 ■ Hausse ■ Baisse ■ Total 12000 10000 734 7 815 8 000 2 9 7 5 6 0 0 0 110 4 171 (1141)4000 (655)(6652) 2000

- Positive change in Working Capital drives global cash burn down to 3,6M€.
- Restated cash burn (Excl. Non recurring 2M€ of licensing fees paid in 2024) amounts to 5,6M€ => 0,45 K€ per month.