



Investor Deck

July 2022

Image: Donna, TCAR® and CEA patient



Forward Looking Statement

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In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk. By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.

The less invasive standard in stroke prevention





➤ **Every patient has the right to the best outcomes possible.**

We are committed to reducing the risk of stroke and its devastating impact.

Image: Jackie, TCAR patient

Consequences of Stroke in the United States



MORTALITY

**5th most common
cause of death**



DEBILITATION

**>7 million survivors
living with
persistent disability**



COST

**\$50 billion in annual,
stroke-related costs**

Sources: CDC. "Stroke Facts | Cdc.Gov." *Centers for Disease Control and Prevention*, www.cdc.gov, 5 Apr. 2022, <https://www.cdc.gov/stroke/facts.htm>.
Getting Stroke Treatments to People Earlier to Prevent Debilitating Outcomes." *Institute for Healthcare Policy & Innovation*, ihpi.umich.edu, 7 Nov. 2016, <https://ihpi.umich.edu/news/getting-stroke-treatments-people-earlier-prevent-debilitating-outcomes>.

34%

of ischemic strokes
are caused by Carotid
Artery Disease (CAD)

4.3M

PEOPLE IN THE U.S.
SUFFER FROM CAD

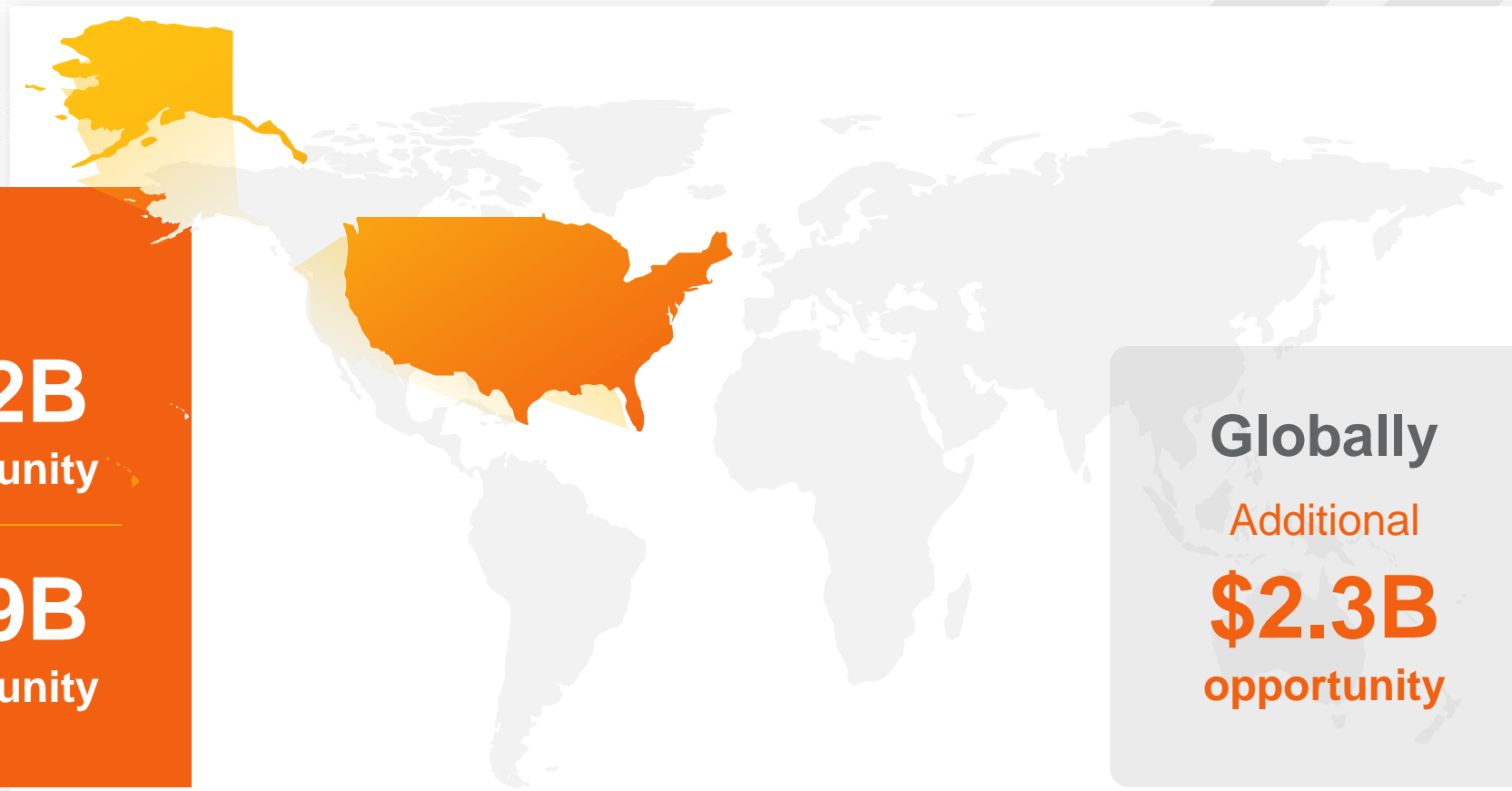
>430,000

U.S. DIAGNOSES
PER YEAR



Sources: Weerd M Stroke 2010; Modus Health Group for 2021, Vascularweb.org; Virani, Salim, et al. "Heart Disease and Stroke Statistics— 2020 Update." American Heart Association, 3 Mar. 2020.

Over \$5 Billion Global Market Opportunity



U.S. Opportunity

Converting current procedures¹

\$1.2B
opportunity

Treating the untreated

\$1.9B
opportunity

Globally

Additional

\$2.3B
opportunity

¹ 169,000 annual U.S. patients treated | Sources: Modus Health Group data for 2021; GlobalData Carotid and Renal Artery Stents Global Market Model, 2015-2030; Internal estimates.
Note: \$1.2B calculated as annual procedures multiplied by average sales price of each TCAR product (1 unit each).

Recent Standard Surgical Risk Expansion

Broadening reach across the U.S.

U.S. Opportunity

Converting current procedures¹

\$1.2B
opportunity

~170K

patients eligible for TCAR



High Surgical Risk



Standard Surgical Risk

**All patients of
all risk levels**

¹ 169,000 annual U.S. patients treated | Sources: Modus Health Group data for 2021; GlobalData Carotid and Renal Artery Stents Global Market Model, 2015-2030; Internal estimates.

Driving Adoption and Sustained Growth through Mounting Clinical Evidence

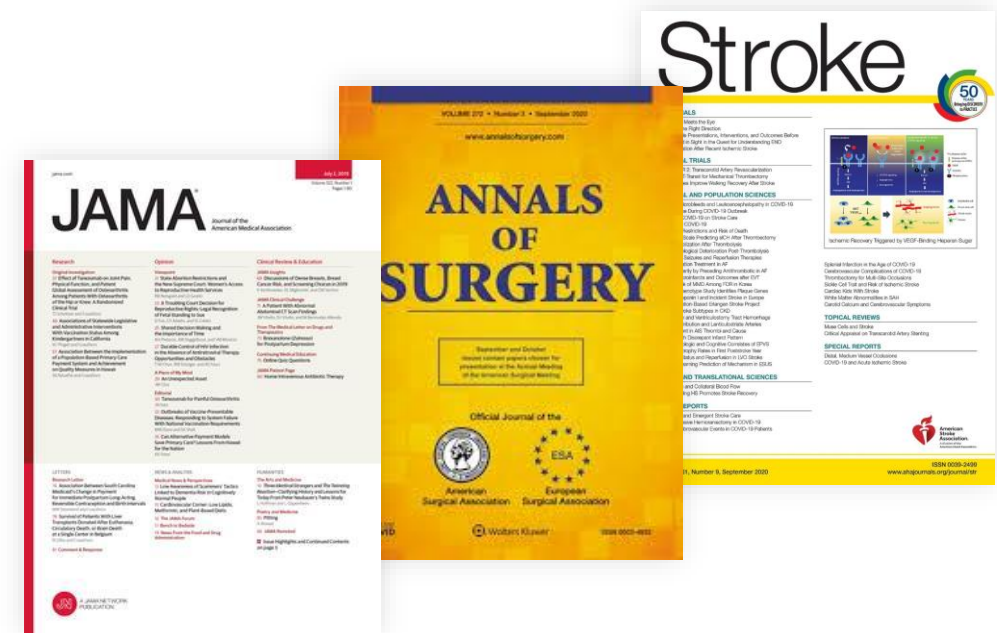
Data on >18,000 TCAR patients
published in peer-reviewed journals

Low periprocedural stroke and death rates

Lower odds cranial nerve injury

Lower odds myocardial infarction

Lower odds hospital stay >1 day



Note: Data as of Q1 Earnings Call on May 4, 2022

Leveraging an Efficient Clinical Footprint



**58 Sales
Territories**



**~1,000
Hospitals**



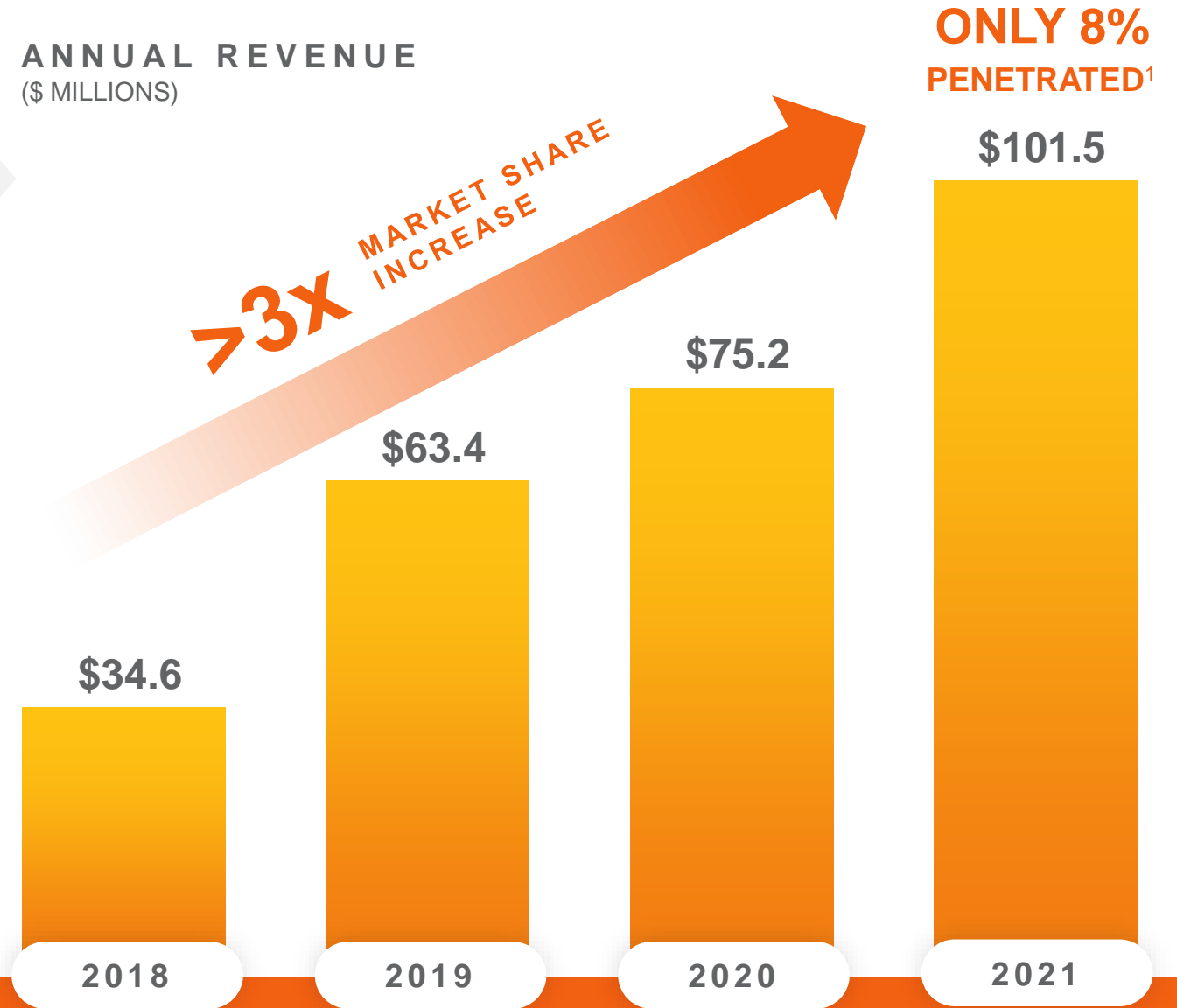
**>2,000 Trained
Physicians**

Note: Data as of year-end 2021

Strong Growth Foundation

with significant opportunity ahead

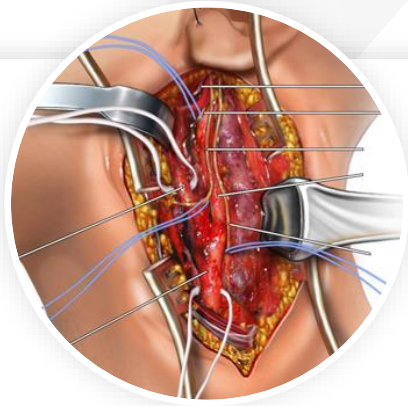
ANNUAL REVENUE
(\$ MILLIONS)



¹Based on 13.9K U.S. TCAR procedures relative to 169K US carotid procedures in 2021

New Era

of Transcarotid Therapy



Carotid Endarterectomy (CEA)

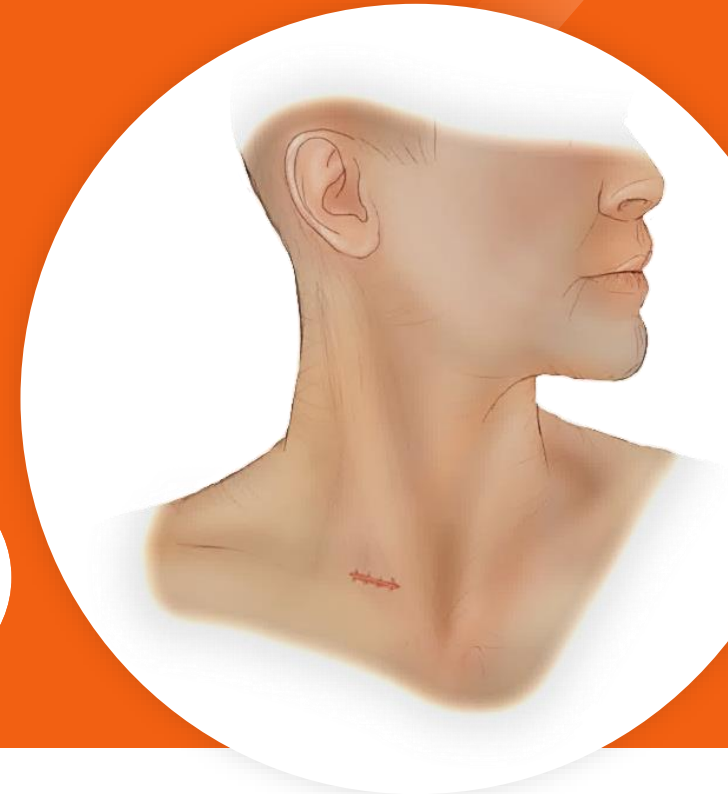
70 YEARS:
A DATED STANDARD
OF CARE

⊗ **HIGHER RATE**
of procedural complications

TransCarotid Artery Revascularization (TCAR)

✓ **LOWER**
Adverse events

**PARADIGM
SHIFT IN CARE**



TCAR Portfolio

Purpose Built for Transcarotid



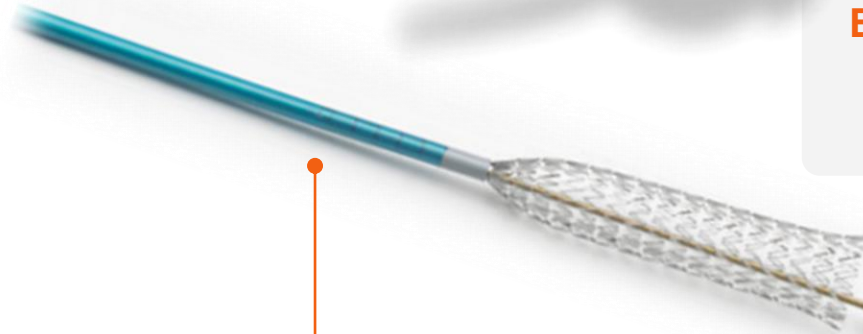
Direct carotid
access

Robust flow
reversal

ENHANCE®
Transcarotid Peripheral
Access Kit



ENROUTE® Transcarotid
Neuroprotection
System (NPS)



ENROUTE®
Transcarotid
Stent System



ENROUTE®
0.014" Guidewire

Prioritizing the Patient

Shorter procedure time and hospital length of stay

Local anesthesia

Short recovery times

High patient satisfaction

Image: Dr. Wilson, TCAR patient



The proof is in
the filter



50,000+
TCAR procedures
worldwide¹

¹ Data as of Q2 Earnings Call on July 26, 2022

Efficiencies of a Less Invasive Approach

Average Procedure Time¹

TCAR

73 Mins

vs.

CEA

121 Mins

Ability to treat

67% more

patients vs. CEA



Cost of Operating Room Time²

TCAR

\$2,701

vs.

CEA

\$4,477

Reduced OR Time
Cost over CEA:

\$1,776

\$\$\$

\$\$\$\$\$

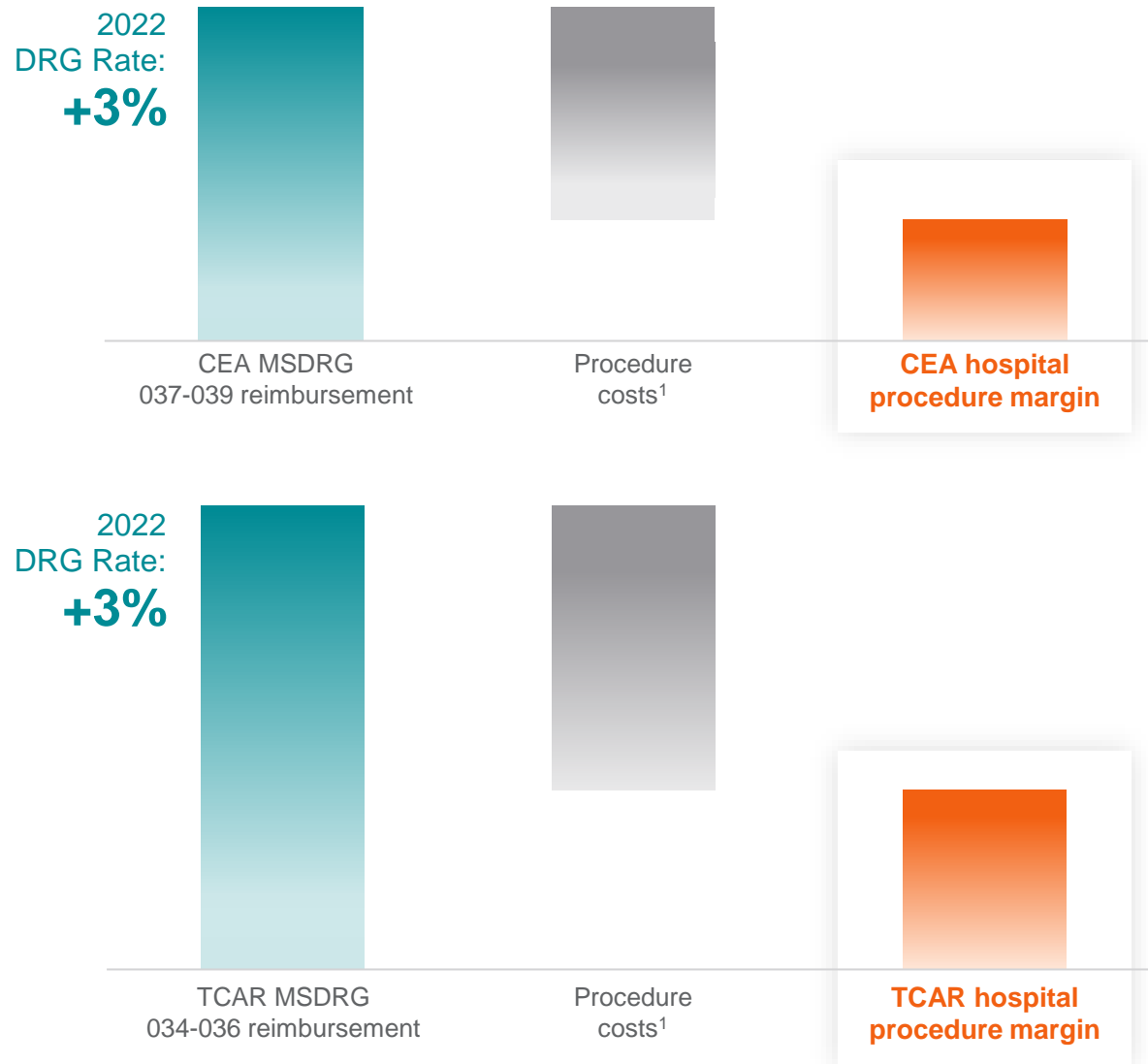
¹ Annals of Surgery 2020 - M. Malas, Transcarotid Revascularization with Dynamic Flow reversal versus Carotid Endarterectomy in the Vascular Quality Initiative Surveillance Project.

² Childers et al. JAMA Surg 2018 Apr; 153(4).

Procedure Margin

Favorable Economic Value Proposition

TCAR also reduces in-hospital complications and length of stay



Source: Health Advances consulting and company analysis.

¹Procedure costs include OR time, devices, medication, overhead, etc. Excludes hospital length of stay expenses.

Growing TCAR Adoption

US Procedures
Net revenue (\$mm)



~4,700 procedures

Strong Growth Profile

2022 REVENUE GUIDANCE:

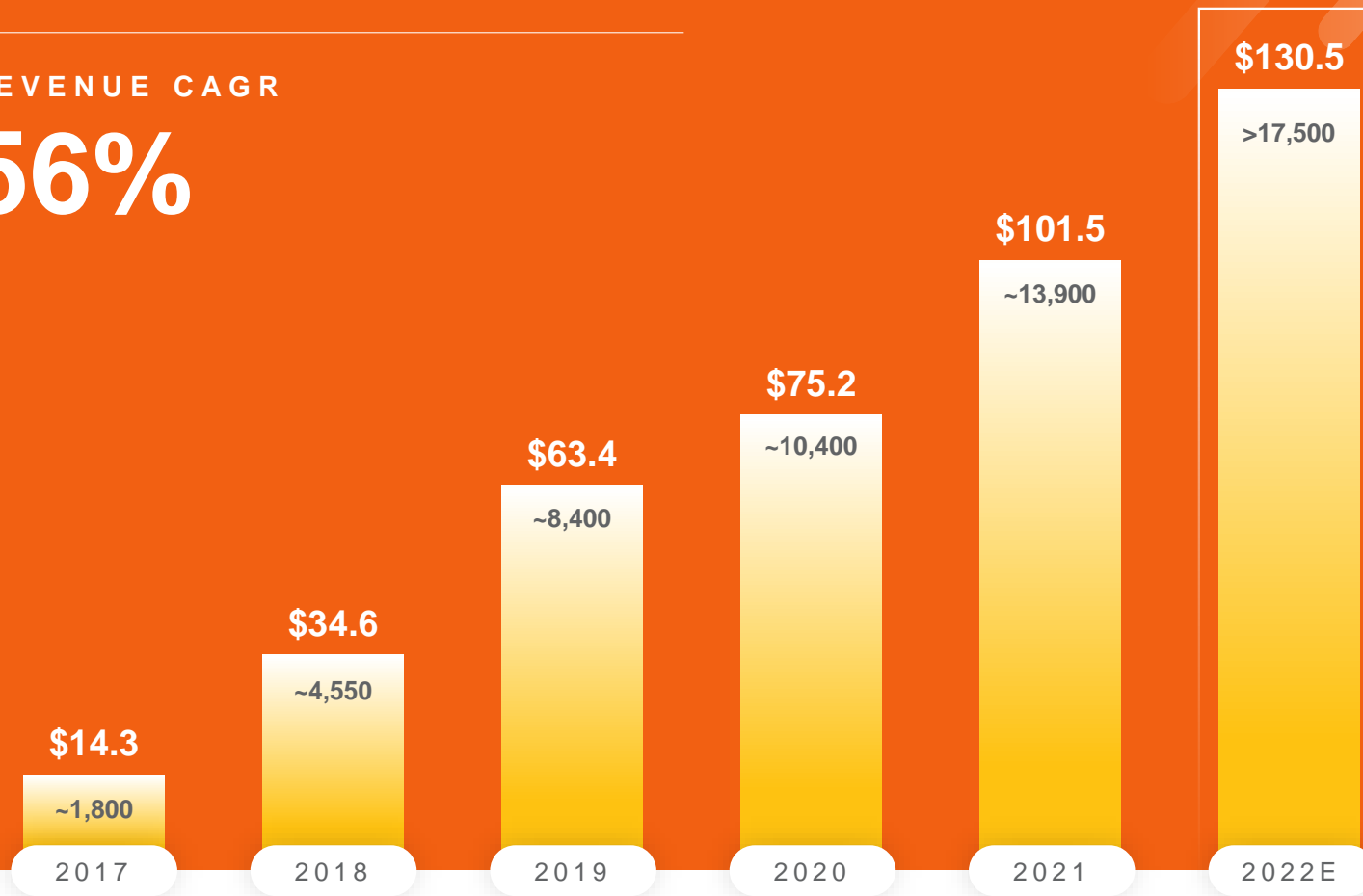
\$128M to \$133M

Annual Revenue and Procedures¹

(\$ millions)

REVENUE CAGR

56%



¹ Represents compounded annual growth rate from 2017 through 2022 (using the midpoint of 2022 revenue guidance).

Sole Player in Expansive Greenfield Opportunity

Easy to Teach
and Learn
Procedure

Dedicated Carotid
Sales Force

Robust
**Intellectual
Property**

Compelling
Clinical Data

TCAR-Specific
Reimbursement

Unique
Transcarotid
Regulatory Label

The image features the SilkRoad Medical logo centered on a white background. The logo consists of the word "SILKROAD" in a bold, sans-serif font, with "SILK" in orange and "ROAD" in dark grey. A stylized orange arrowhead points to the right from the end of "ROAD". Below "SILKROAD" is the word "MEDICAL" in a smaller, dark grey, all-caps sans-serif font, followed by a registered trademark symbol (®). The background is decorated with several large, overlapping diagonal stripes in shades of orange and yellow, creating a dynamic, geometric pattern.

SILKROAD 
MEDICAL[®]