



Beleggersbijeenkomst RR Mechatronics Bond III

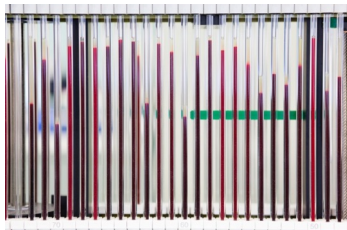
Vrijdag 3 april 2020, 11:00 uur - 12:00 uur



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RR Mechatronics Beleggersbijeenkomst

3 April 2020, video

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Our WHY

We, the team of RR Mechatronics, believe that every patient deserves the right diagnosis and care

Focusing on hematology, we help to provide precise and accurate laboratory measurements

By developing, producing, selling, and servicing state-of-the-art medical technology solutions

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The Medical Technology Company

- Medical Technology company
- State-of-the-art R&D
 - Processes, methodologies, regulatory, skills, high-class people
- Sublime regulatory environment
 - Greenlight.Guru implementation
- Strong growth due to alliances, commercial expansion
- NPD programs fuel further growth
 - State-of-the-art, Gold Standards, lower CAPEX, smaller footprint, higher uptime, improved ease-of-operation, improved recurring business model
 - Starsed range, Lorca-platform, RPI
 - Product Roadmap: Instruments, reagents, data

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2019 highlights W&V

- Bruto marge naar €6.667k van €7.414k
 - Gestopt met productlijn om met RPI meerdere klanten te bedienen
 - Lorrca verkopen trager dan verwacht
- Personeelskosten sterk gestegen van €3.174k naar €4.151k
 - Geheel in lijn met geplande ontwikkeling
- Kosten goed onder controle
 - Overige kosten gelijk met 2018
- Bedrijfsresultaat -€795k van €1.004k
 - Lagere BM en stijging personeelskosten
- Rentelasten t.g.v. obligaties van €80k naar €363k
- Netto resultaat -€1.188k van -€672k

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2019 highlights balans

- Immateriële vast activa van €6.124k naar €7.236k
 - Activering R&D werkzaamheden
- Voorraden van €2.454k naar €2.904k
 - Geplande verhoging in anticipatie 2020
- Liquide middelen gedaald van €2.792k naar €516k
 - Verbruik New Product Development programma
- Groepsvermogen naar €3.230k van €4.432k
- Langlopende schulden van €4.633k naar €5.602k
 - Saldering aflossingen bank (€552k) en uitgifte obligaties

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Corona maatregelen

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Prioriteiten Corona

1. Veiligheid & Gezondheid medewerkers
2. Ondersteuning instrumenten in het veld wereldwijd
3. Cash
4. Productie Lorca en Starsed instrumenten
5. New Product Development

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Maatregelen

- Steeds verdergaande maatregelen
 - Hygiëne, afstand, niesinstructie
 - Alleen noodzakelijke reizen > geen reizen. Geen bezoekers.
 - Snel ziekmelden!
 - Thuiswerken waar mogelijk. Veel video en telefoon meetings.
 - Op de zaak mensen verder uit elkaar
 - Verschoven diensten, ook weekends
 - Intensieve communicatie met medewerkers
 - Eerste *company wide* RRM video meeting

Corona acties

- Verhoging voorraden consumables
 - Reagents, controlebloed, verbruiksartikelen, onderdelen
- Instrumenten op voorraad produceren
- Actief trainen op overnemen taken
 - Verlaging wederzijdse afhankelijkheid
- Veel communicatie met distributeurs en laboratoria
 - Onze leveringen lopen volledig door
 - Onze dienstverlening loopt volledig door

Corona business impact

- 1^e kwartaal 2020 praktisch op budget
 - Tot 15 maart boven budget
 - Enkele Lorrca's en Starsed instrumenten *on hold* voor uitlevering.
- Wij houden rekening met lagere instrument verkopen in kwartaal 2 en 3.
 - Hebben ook scenario met verdere lagere verkopen in kwartaal 4
- Er worden nog steeds instrumenten verkocht
- Onze recurring business blijft noodzakelijk voor laboratoria
 - Recurring business was in 2019 gestegen tot +50% omzet

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Corona impact op New Product Development

- RRM is een zeer succesvol en gezond bedrijf
- Onze enige reden voor extra kapitaal is NPD
- Nieuwe instrumenten bieden ons geweldige kansen
- Al onze inspanningen zijn erop gericht NPD programma te continueren
 - Alle uitgaven worden kritisch beoordeeld door Finance Manager/CEO
 - Nieuwe verplichtingen worden in principe niet aangegaan
- Wij hebben een fantastisch team R&D engineers en ondersteuning.

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Attractiviteit medische sector

- Onze medische instrumenten zijn van groot belang
 - Juist nu. Voor, tijdens en na de crisis.
 - In-Vitro Diagnostiek (IVD) aantrekkelijke markt
 - Wereldwijde groei wordt voorzien
 - Wereldbevolking wordt ouder
 - Meer bevolkingsgroepen krijgen toegang tot medische zorg
 - Starsed bloedbezinkingsmetingen op-één-na meest gevraagde hematologie test
 - Lorrca sikkelcel meting uniek!
 - RPI biedt klanten kans op sterke margeverhoging

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Introduction RRM








**3000+ ESR instruments delivered
Worldwide**

**Smallest to largest labs
Single labs to largest chains
Gold Standard only**








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Introduction RRM

- RR Mechatronics established 1986
 - Zwaag The Netherlands
 - Providence, RI, USA
- Focus on hematology: ESR and RBC-analyzer
- World leader in ESR automation
 - Specialist in Westergren gold standard
- Instruments on all continents
 - Customers from research, small labs to worlds largest labs
- Medical Technology Company



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The Solutions from RRM

Starsed, Lorrca & RPI

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RRM lines of business

Starrsed ESR

- Gold Standard
- Global reach
- Market leader
- Fast growing
- Growth drivers
 - Lab automation
 - Emerging markets

Lorcca

- World leading hemorheology
- Patented Oxygenscan
- Growth drivers
 - Break-through position in SCD
 - Pharma: companion diagnostics
- Lorcca expandable platform technology: pipeline projects

RPI

- Next generation reagent re-constitution
- OEM-sales to large IVD players
- Allows for continued milking strategies
- OEM field introductions Q4-2020

- Recurring business model: Reagents, Controls, Parts

Starrsed range

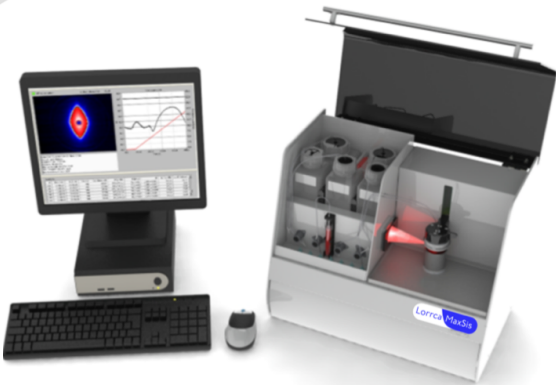


- Starrsed ESR = Westergren automated

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Masters of Measurement

Lorrca reference instrument

- Osmotic Fragility
- Erythrocyte Deformability
- Aggregation & Critical Stress
- Oxygenscan
 - Sickle Cell Disease (SCD)



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Masters of Measurement


RPI

- New generation reagent production instrument



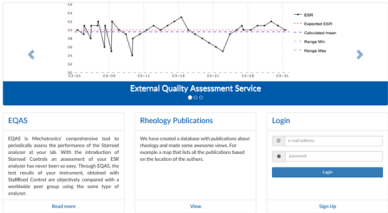

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Solutions

- **Starsted Control & EQAS**
- **Starsted Reagents**
- **Starsted CAP-Accredited**



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The Lorrca Platform




Functional Red Blood Cell
Analysis

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20-25 million SCD patients



Survival of Patients with SCD by Number of VOCs/Year^a



SCD is an inherited blood disorder

SCD affects 20-25 million people globally, and 50-80% of infants born with SCD in Africa die before the age of 5 years (Avcun & Qizilme, 2012).

It is estimated that 240,000 children are born with SCD annually in sub-Saharan Africa (Makani et al., 2011).

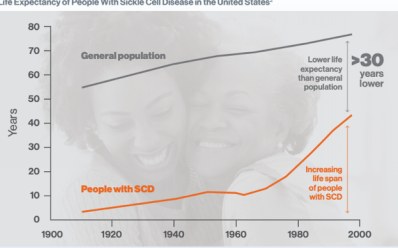
Every day, approximately 1,000 children in Africa are born with SCD.


SCD, besides central Africa, has also a high prevalence in India, especially in the central and western regions.

Cell traits and Sickle cell disease is common among people of African, Middle Eastern, and South Asian descent, especially India.


Source: <https://www.rethinkscd.com/> 23

Life Expectancy of People With Sickle Cell Disease in the United States^a






Prevalence of sickle cell trait varies greatly between different regions but reaches levels as high as 40 percent in some areas of sub-Saharan Africa, eastern Saudi Arabia, and central India.



In resource-poor countries more than 90 percent of children with SCD do not survive to adulthood.


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SCD: a Multiorgan Disorder


Central Nervous System




Musculoskeletal




Cardiopulmonary



Reticuloendothelial



Gastrointestinal and Urogenital



Acute Pain is the number one cause of hospital admissions⁴

Cerebrovascular accident

- Transient ischemic attack occurs in ~4%⁵
- Overt stroke occurs in ~16%⁵
- Silent cerebral infarction occurs in ~20% of children⁶
- Screen for vascular disease and stroke starting at age 2 years and continuing until at least age 16 years⁷
- Retinopathy occurs in ~23%⁵
- Seizures occur in ~12%⁵

Among patients with SCD, chronic and acute complications can include:

Bone pain crisis (~30%) is the most common complication of vaso-occlusive pain, and can lead to **bone or bone marrow infarction and osteonecrosis**^{8,9}

Avascular necrosis: 21%¹⁰

Among patients with SCD, chronic and acute complications can include:

Acute chest syndrome (ACS) occurs in ~75%⁵

Pulmonary hypertension occurs in ~20%⁶

Left-sided heart disease occurs in ~13%⁶

Among patients with SCD, chronic and acute complications can include:

Splenic sequestration, which occurs in ~50% of patients who survive their first episode and can worsen anemia^{9,11}

Among patients with SCD, chronic and acute complications can include:

Gastrointestinal

- Cholelithiasis, acute cholecystitis, biliary sludge, and acute choledocholithiasis are common⁷
- Gallstones occur in ~75%⁷

Urogenital

- Renal dysfunction begins at an early age, and ~30% experience chronic renal failure⁶
- Priapism occurs in ~35% of men¹²

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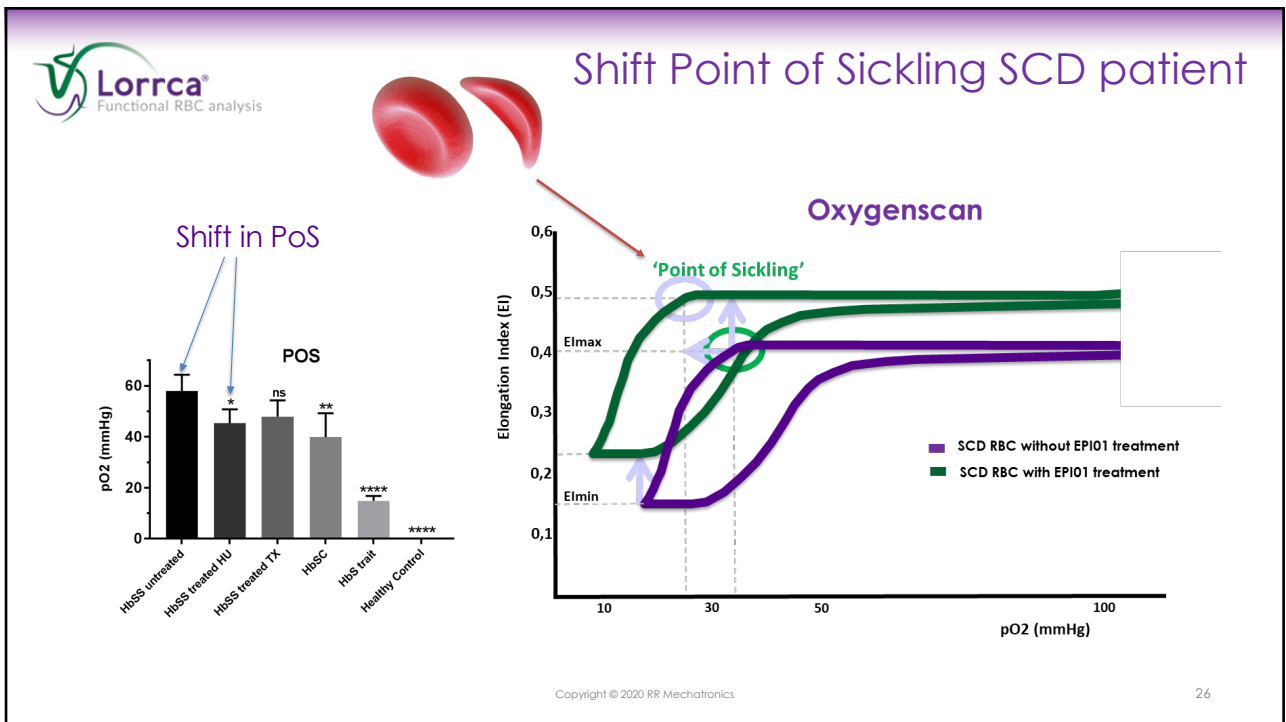
Source: <https://www.rethinkscd.com/> 24

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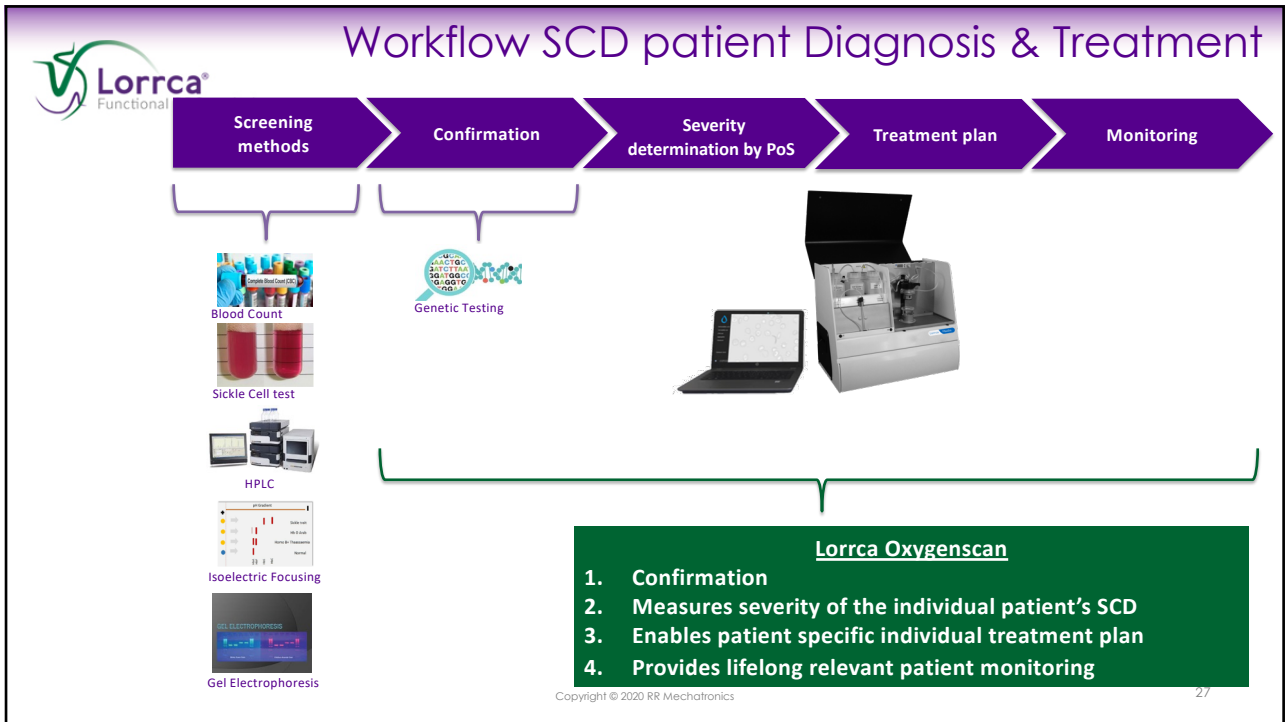
Some customers Lorrca

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Lorrca OxygenScan value for SCD Treatments

The Sickle Cell Landscape					
Treatment	Company	Mechanism of Action	Status	2024 expect. Sales (\$m)*	Value of the Lorrca OxygenScan
Voxelotor	Global Blood Therapeutics	Sickle haemoglobin polymerization inhibitor	Filing H2 2019	1,980	Very high in vivo and in vitro, measure the effectivity, dose determination and for monitoring patients
Zynteglo/Lentiglobin	Bluebird Bio	Haemoglobin beta gene therapy	Phase III to start en 2019	1,033	Expected to be very valuable for monitoring patients
Crizanlizumab	Novartis	P-selectin antibody	Filing H1 2019	342	No data available but might be valuable for categorizing and monitoring patients. Also predicting VOC
CTX001	Vertex/Crispr therapeutics	Crispr-associated Cas9 gene-therapy	Phase I/II	271	For development stem cell selection and monitoring patients (see Editas Medicine)
IMR-687	Imara	HbF inducing agent (Also Cycleron, Vifor pharma, Epizyme)	Phase II		Very valuable for determining effectivity and monitoring SCD patients (see results HU)
Endari	Emmas	Reducer of Oxidative stress (Also: Axcella Health, Forma Therapeutics)	FDA approved, Not EMA		Measurable effect in vitro and in vivo (see abstract Sheehan)

*Sickle cell sales only: Source EvaluatePharma

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Het NPD programma

- RPI
 - Introductie eind 2020
 - Grote vraag wegens verhoging marge en verbetering duurzaamheid
- Lorrca
 - Unieke oplossing sikkelcel ziekte
 - Verkopen sterk gestegen eerste kwartaal 2020
 - Introducties sikkelcel-medicijnen boosten verdere verkopen
 - Afrika en India moet focus worden
- Starsed, gouden standaard bloedbezinking
 - Ontwikkeling verloopt goed.
 - Uit Research fase, nu Engineering fase (uitwerken)

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RR Mechatronics

- Een geweldig team professionals
- Attractieve medische markt
- Wereldwijd opererend
 - Nu in rijkere, geïndustrialiseerde landen
 - Grote kansen in opkomende markten
- Unieke oplossingen
 - Gouden standaard bloedbezinking: Starsed
 - Unieke Lorrca
 - RPI al eind 2020 jaar gereed

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- Presentatie van RR Mechatronics zal gedeeld worden op NPEX website
- Voor meer informatie over RR Mechatronics of inschrijven www.npex.nl
- Mocht u nog vragen hebben dan kunt u deze richten aan info@npex.nl
- Investor Relations neemt contact met u op

**Hartelijk dank voor uw deelname aan deze beleggersbijeenkomst
Sterkte en blijf gezond!**