

sana | health.

Relief made possible.

Breakthrough Device for Fibromyalgia*

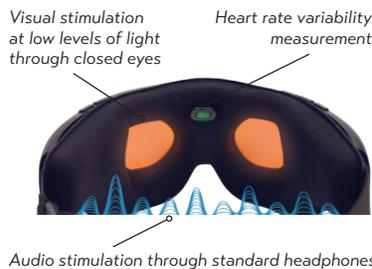


Sana is a simple mask and headphones worn on your head that guides the user into a state of relaxation using audio visual stimulation. Clinical pipeline – Neuropathic pain, Anxiety and PTSD.

Relax: Carefully coordinated pulses of sound and light generate a feeling of relaxation and mental clarity.

Recover: Sana promotes brain balance, which leads to a more restful state of mind.

Restore: Brain wave patterns similar to those found in deep meditation encourage natural restoration.



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Sana gave me my life back.

– Terri, who manages fibromyalgia

📷 SNAPSHOT

- › First market 10M with fibromyalgia (US)
- › Wearable device for chronic pain and mental health recovery
- › FDA Designated Breakthrough Device for Fibromyalgia
- › 120 pivotal Fibromyalgia study at Duke completed
- › 120 person pivotal Neuropathic pain study Mt. Sinai, completing March 22
- › Next trials in pipeline, Anxiety and PTSD
- › 8 patents filed, 2 granted

COMPLETED KEY STUDIES with leading investigators*

75-PERSON USER EXPERIENCE

- 2x increase in relaxation
- 3x reduction in pain level
- 5x improvement in recovery and sleep (HRV)

16-PERSON OUD STUDY

- 45% reduction in anxiety levels
- 39% reduction in pain use and desire to use

20-PERSON TREATMENT RESISTANT PILOT FIBROMYALGIA STUDY

- 90% subjects improved quality of life
- 49% reduction in mean depression
- 20% reduction in pain

“

We are really excited to be running the pivotal study with Sana Health, to look at how Sana can help our patients with Neuropathic pain.



– Dr. David Putrino,
Director of Rehab Medicine, Mt. Sinai

Upcoming Trials

- › FDA approval for Fibromyalgia eta March 22
- › Commercial proof that people will pay out of pocket eta January 22
- › First reimbursed device sales end 22
- › Next gen device with closed loop feedback system July 22
- › Anxiety and PTSD indications Q2 22
- › Further indications in the pipeline: chronic lower back pain, Depression, Post-operative pain, among others.

Team

- › 22 team members
- › 100+ years of combined MedTech experience
- › 18 successful exits
- › We have the expertise to not only build the device, but also clinically test it, get it through FDA and out to the market. **FDA/**

Regulatory Path

- › Non-Significant Risk (NSR) device
- › FDA 513g confirmation for wellness
- › Parallel Path, de novo Class II fibromyalgia (est Q1 2022)

Investor Relations

- › \$20M raised to date – Current bridge 2m

For more information
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*Sana is currently seeking FDA approval for fibromyalgia and will follow with all other indications.

Sana's Origin Story

In 1992 I was forced to drive a jeep off a bridge in the Yemen, close to the capital Sana'a. My jeep crashed down 60' into a dry river bed and was destroyed with me inside it. The impact caused spinal injuries from T8-T10 -mid-back, and a torn aorta. All of this resulted in a longer term nerve damage pain problem that was so severe I was given a five-year life expectancy. In the hospital, I was given all of the standard of care treatment which has not changed substantially in 28 years.

All of this failed. The last thing to be tried was meditation. When you are already in severe pain, learning to meditate simply is not possible. However, I read all the research I could find on how meditation affects the brains of long term meditators. There was already 50 years of western EEG-based research into how meditation changes brain wave patterns; I used this as a roadmap for developing audio-visual neuromodulation to change my EEG pattern.

I ended up being able to use the first prototype device to wipe out my own nerve damage pain in three months. Since then I have been on a lifelong journey to develop the technology to a point where it could be used by anyone anywhere to help millions of people.



Where Sana Health is Today

The trend towards at-home health delivery has been gaining pace in recent years, and with COVID, this has accelerated dramatically. In addition, the substantial increase of anxiety and mental health issues has further raised the need for at-home, non-drug solutions to pain and mental health issues.

The Sana uses pulsing light and sound delivered through a wearable device, coupled with heart rate variability monitoring (and future closed feedback loops to personalize each treatment). A 16-minute Sana session guides the user into a deep state of relaxation or sleep. In early clinical trials this has shown to reduce pain by 20-40%, anxiety by 46%, depression by 49%, and to improve sleep latency and sleep quality.

The Sana is paired with an app that allows us to collect objective and subjective data, and display those back to the user, and in the future, to share those with a physician portal, in addition to developing precision personalized feedback loops to create ever-improving efficacy.

Company Road Map

Our go-to-market focus is fibromyalgia. In Sana Health's first study we reduced fibromyalgia symptoms by 45%, this is 3x the efficacy of the most effective drug for fibromyalgia - Lyrica. Only 20% of fibromyalgia sufferers take Lyrica, because of its quite brutal side effect profile. Lyrica sold \$4.8B in 2018 (fibromyalgia was the largest component of this).

Our FDA pathway is a Class II DeNovo, which we anticipate being approved by December 2021. All of the work has been completed on this internally, and now we just await the efficacy data from the Duke Fibromyalgia study, which we expect in September 2021. We have multiple targets in other pain indications — lower back pain, fatigue mitigation and depression.

Traction

Our core partnerships currently are with Anthem, Harvard Pilgrim, NATO, and DoD . In Sana Health's initial soft commercial launch we are engaging with a select group of physicians, who also comprise our medical advisory board, to flesh out the commercialization path via clinics.

Team Leadership

CEO, Richard Hanbury

Inventor and developer,
25 years with this technology

CFO, Steve Sanders

10 years in med-tech,
\$2.5B in M&A experience

COO, Natasha Bond

20 years in med-tech,
4 successful exits

VP Analytics, Jeff Bower, PhD

10 years in digital therapeutics
analytics

Financial

Sana Health has raised \$17M to date with Founders Fund leading the last two rounds, and other key investors including Noetic, Menlo Ventures, SOSV, Dreamit, and Healthtech Capital. Pain relief is a global market estimated in the US alone as \$70B annually.

We have just closed on \$4M (\$2M open), to reach the following milestones in Q2 22

1. FDA approval on fibromyalgia.
2. Reducing the CoGS to \$85.
3. Proving out the commercial pathway.