

Gary Maharaj

President and Chief Executive Officer

Tim Arens

Senior Vice President of Finance and Information Technology
and Chief Financial Officer

MAY 2020



SURMODICS

SAFE HARBOR

Some of the statements made during this presentation may be considered forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Statements that are not historical or current facts, including statements about beliefs and expectations regarding the Company's ability to ensure the uninterrupted supply of our medical device and in vitro diagnostic products and technologies, expectations about the impact of delayed elective procedures on our medical device business, expectations about clinical trial patient follow-up, statements about initiating future clinical trials, expectations about the publication of clinical study data, targeted times for regulatory clearances, the Company's goals and objective, and estimates of fiscal 2020 revenues related to the TRANSCEND study, are forward-looking statements. Forward-looking statements involve inherent risks and uncertainties, and important factors could cause actual results to differ materially from those anticipated, including (1) our ability to successfully develop and commercialize our SurVeil™ DCB (including realization of the full potential benefits of our agreement with Abbott), A vess™ DCB, Sundance™ DCB and other proprietary products; (2) our reliance on third parties (including our customers and licensees) and their failure to successfully develop, obtain regulatory approval for, market and sell products incorporating our technologies; (3) possible adverse market conditions and possible adverse impacts on our cash flows, and (4) the impacts, duration and severity of the global COVID-19 pandemic and the effects of responses to it on healthcare systems, the general economy, our business partners, and our operations; and (5) the factors identified under "Risk Factors" in Part I, Item 1A of our Annual Report on Form 10-K for the fiscal year ended September 30, 2019, and updated in our subsequent reports filed with the SEC. These reports are available in the Investors section of our website at <https://surmodics.gcs-web.com> and at the SEC website at www.sec.gov. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update them in light of new information or future events.

Primary COVID-19 response actions taken are as follows:

- Enabled the majority of non-manufacturing employees to work from home
- Maintained U.S. and Ireland manufacturing operations to ensure the uninterrupted supply of our medical device and in vitro diagnostic products and technologies, while implementing safety measures including staggered shifts & social distancing protocols within our facilities
- Reduced discretionary spending and capital expenditures, while continuing to execute on our strategic objectives to position the Company for long-term value creation



COVID-19 RESPONSE

Since the emergence of COVID-19 in the U.S. and Europe, Surmodics has responded with preparation and action to mitigate the impact of this outbreak on our employees, our community and our mission.

BUSINESS IMPACT MITIGATION

Primary Objectives:

1. Manage liquidity
2. Support our business operations
3. Sustain our value-creating capabilities

We have taken actions to emerge from the COVID-19 pandemic in a strong position and remain committed to executing on our strategic objectives



Protect our balance sheet and ensure appropriate liquidity and flexibility

- Reduced discretionary spending and deferred certain capital expenditures to preserve liquidity
- Strong balance sheet: \$48.4 million in cash and investments as of March 31, 2020

Support Core Medical Device & IVD manufacturing operations

- We are maintaining the essential supply of medical device and in vitro diagnostic products and technologies to our customers
- We are managing our supply chain closely to maintain critical inventory and supplies
- Continuous focus on optimizing revenue and cash flow performance

Sustain our capabilities to create long-term shareholder value

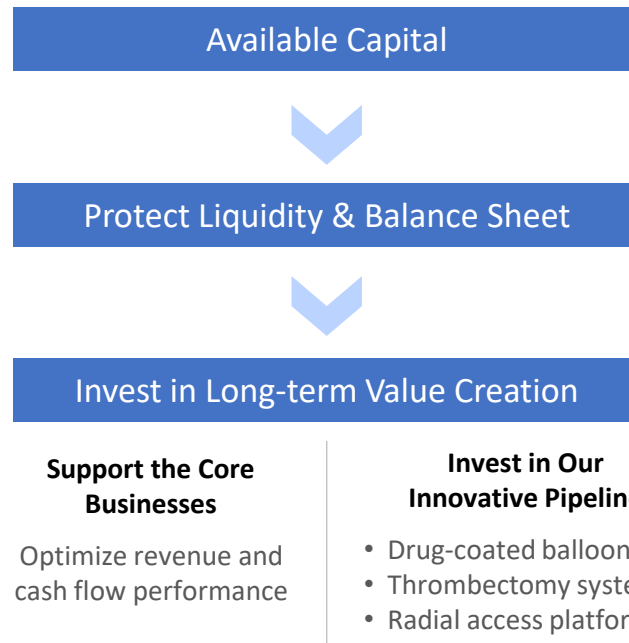
- We continue to invest in R&D and clinical activities for our key drug-coated balloon (“DCB”), radial access and thrombectomy programs
- Seeking clearances on recent submissions for thrombectomy and radial access products
- Working with TRANSCEND site coordinators to maximize study follow-up; continue to target fiscal 2021 submission for FDA approval
- Poised to initiate first-in-human trial for our Sundance™ DCB as early as safely feasible

CAPITAL ALLOCATION PRIORITIES

While we are taking measures to defer discretionary expenditures and prioritize liquidity in the near term, our long-term capital allocation priorities remain unchanged.

We continue to support long-term value creation through investment in our innovative product platforms.

Available Capital (\$'s in Millions)	March 31, 2020
Cash	\$15.2
Short-term Debt Securities	\$33.2
Total	\$48.4



COVID-19 ROYALTY REVENUE IMPLICATIONS

Procedures which are, on average, Urgent/Non-elective, Moderately Urgent or Elective in Nature

SEGMENT

← Urgent

Mod.
Urgent

→ Elective

Peripheral

X

Neuro

X

Coronary

X

Structural heart

X

Other

X

Estimated Distribution of
Surmodics' Royalty Revenues

SEGMENT

% Of Royalty Revenue*

Peripheral

25-35%

Neuro

25-35%

Coronary

25-35%

Structural heart

<10%

Other

<10%

*Based upon Surmodics' historical royalty revenue mix

COVID-19 IMPACT ON TRANSCEND FOLLOW-UP

Study enrollment completed – August 2019

- Patient follow-up for 12-month primary endpoint has been completed for more than 50% of study participants
- For remaining participants, we expect delays in patient follow-up due to COVID-19; however, we are working to minimize out-of-window data and are in regular communication with FDA
- Based on recent communications, FDA understands constraints and is working with sponsors to determine appropriate adjustments to study protocols



While the COVID-19-related restrictions on hospitals present challenges to TRANSCEND patient follow-up, we are working with the FDA and exploring options to obtain necessary data to submit for PMA approval in FY21, as planned.





TRANSCEND

SURVEIL™ DRUG-COATED BALLOON TRIAL

TRANSCEND Study:

446 Patients Enrolled;

±1-month window for 12-month binary patency primary end-point patient follow-up, post-procedure

3 of the top 10   
INNOVATIONS
in vascular medicine
by **2020**

We are actively preparing for the next phase of the pandemic response, which will be to emerge in a strong position to accelerate the execution of our strategic objectives, each of which support our Vision.



VISION

Well-stocked R&D pipeline with multiple new product launches planned over next 5 years

Fiscal 2020 Strategic Objectives:

- **SurVeil™ Drug-Coated Balloon**
 - Obtain CE Mark
 - Execute TRANSCEND clinical trial
 - Progress toward FDA approval in Fiscal 2021
- **Product Pipeline**
 - Radial access device development & regulatory clearances
 - Thrombectomy device development & regulatory clearance
 - A vess™ and Sundance™ DCB's – obtain clinical data
- **Optimize cash flow performance from legacy product offerings**

PRODUCT PIPELINE: FOCUSED ON PRODUCT INNOVATION



IMPACT TO PATIENTS

Growing incidence of peripheral artery disease (PAD)

VISION

3 of the Top 10 Innovations
Focused on PAD and designed to be:
**safe, clinically effective & improve
healthcare economics**

IMPACT TO INVESTORS

Investing to build long-term
sustainable growth and
profitability

IMPACT TO PATIENTS

Product innovations aimed at making significant improvements in patient outcomes and quality of life (QOL), while reducing healthcare costs

PATIENTS

- **Superficial Femoral Artery (SFA)**
 - > 500K procedures annually
 - Pain on ambulation – reduced QOL

- **Below-the-knee disease (BTK)**
 - More than **3.5 million patients** with critical limb ischemia (CLI) by 2020
 - 33% amputation; 20% die in 1 year

- **AV access for End Stage Renal Disease (AV for ESRD)**
 - More than **5 million patients** with ESRD WW
 - AV access 1% of procedures but 7% of Medicare Costs
 - Impacts QOL for ESRD patients

DESIRED OUTCOMES

- Reduction in reintervention rates
- Improved QOL by reduction in pain and increase in mobility

- Reduction in reintervention rates
- Improved QOL as a result

- Healthcare economic benefits across the board in all indications above



Significant Need

202 million patients worldwide living with Peripheral Artery Disease (PAD)

Our whole product solutions strategy is focused on creating innovative, differentiated product platforms that solve clinically meaningful problems in treating peripheral vascular disease.



VISION

Well-stocked R&D pipeline with multiple new product launches planned over next 5 years

Initial Platforms:

- Drug-Coated Balloons (DCB)
 - SurVeil™ DCB
 - Avesse™ DCB
 - Sundance™ DCB
- Thrombectomy
 - Pounce™ Mechanical Thrombectomy
- Sublime™ Radial Access Platform
 - Guide Sheath
 - .014" RX PTA Dilatation Catheter
 - .018" RX PTA Dilatation Catheter

Desired Outcomes:



Improve Clinical Outcomes



Reduce Healthcare Costs



SURVEIL™ DCB 12-MONTH EFS DATA

0.035" OTW PTA platform
4–7 mm x 40–150 mm

Uniform drug topcoat
Paclitaxel + proprietary excipient
2.0 $\mu\text{g}/\text{mm}^2$ drug load
360° coating coverage

Shaft coating
Serene™ hydrophilic coating

Proprietary PhotoLink™ basecoat

PREVEIL 12-Month Study Results:

- First-in-human trial conducted in the U.S. (13 patients / 3 sites)
- 12-month data results:
 - Acute success measures of safety achieved in 100% of subjects
 - 100% freedom from CD-TLR and CD-TVR
 - Continued significant improvement in Rutherford classification, resting ankle brachial index (ABI), and walking impairment questionnaire (WIQ) including walking distance, walking speed and stair-climbing scores
 - Median paclitaxel plasma concentration peaked immediately post-procedure (C_{max} 1.07 ng/mL) and was undetectable at 30 days (reported in six-month results)
- Device met secondary performance criteria
 - Key secondary safety endpoints included freedom from major vascular complications, evidence of paclitaxel toxicity, or thrombolysis in myocardial infarction (TIMI)

“The ongoing positive results from this study demonstrate that the *SurVeil* DCB has the potential to be a next-generation DCB with improved efficacy of drug transfer. These 12-month data continue to support the functionality and safety of the device.”

— Kenneth Rosenfield, MD, Nov. 2018

CAUTION: SurVeil™ Drug-Coated Balloon is an investigational device. Limited by Federal (or United States) law to investigational use.



TRANSCEND: SURVEIL™ DCB PIVOTAL TRIAL

Completed enrollment in TRANSCEND pivotal trial for *SurVeil* DCB

STUDY DESIGN

Summary

Randomized control pivotal trial evaluates *SurVeil* drug-coated balloon for treatment of peripheral artery disease in the upper leg compared to the Medtronic IN.PACT® Admiral® drug-coated balloon.

Number of Subjects and Sites

Up to 446 subjects
Up to 60 sites in U.S. and 18 outside U.S.

Study Duration

60 months post procedure

TRANSCEND
SURVEIL™ DRUG-COATED BALLOON TRIAL



CAUTION: *SurVeil*™ Drug-Coated Balloon is an investigational device. Limited by Federal (or United States) law to investigational use.

IN.PACT and ADMIRAL are trademarks of Medtronic.

PRIMARY ENDPOINTS

Effectiveness

Primary patency, defined as a composite of freedom from clinically-driven target lesion revascularization (TLR) and binary restenosis (restenosis defined as duplex ultrasound [DUS] peak systolic velocity ratio [PSVR] ≥ 2.4 or $>50\%$ stenosis as assessed by independent angiographic and DUS core labs) through 12 months post-index procedure.

Safety

Composite of freedom from device- and procedure-related death through 30 days post-index procedure and freedom from major target limb amputation (above the ankle) and clinically-driven target vessel revascularization (TVR) through 12 months post-index procedure.

PRINCIPAL INVESTIGATORS

William (Bill) Gray, MD, FACC, FSCAI
Clinical Advisor — Main Line Health, Inc.,
Wynnewood, PA

Kenneth Rosenfield, MD

Chair Advisory Board — Interventional
Cardiology, Mass. General Hospital

Marianne Brodmann MD, PhD
Clinical Advisor — Interventional Cardiology,
Division of Angiology Medical University, Graz

TRANSCEND PROGRESS:

First module for
PMA submitted
in FY20

Enrollment completed
(446 subjects) in
August 2019

CE MARK PROGRESS:

All required modules were submitted to the European Notified Body during Fiscal 2019. Notified Body is currently in the latter stages of reviewing our application for CE Mark.

STRATEGIC AGREEMENT WITH ABBOTT



February 27, 2018 – Abbott and Surmodics Announce Agreement for Next-Generation Drug-Coated Balloon Development and Commercialization

- Exclusive worldwide commercialization rights for SurVeil™ drug-coated balloon (DCB) for superficial femoral artery (SFA)
- \$25 million upfront payment
- \$10 million milestone payment for completion of TRANSCEND enrollment
- \$56 million remaining for potential, pre-commercialization milestones
- Options to negotiate agreements for Sundance™ below-the-knee (BTK) and A vess™ arteriovenous (AV) fistula drug-coated balloon products
- Revenue realized from product sales to Abbott after regulatory clearance, including a base transfer price plus a share of profits from Abbott sales of the device

CAUTION: SurVeil™ Drug-Coated Balloon is an investigational device. Limited by Federal (or United States) law to investigational use.

The ABBOTT logo is a trademark of Abbott Laboratories.

SURVEIL™ DCB - IMPACT TO FINANCIALS

\$35M of the potential \$91M of SurVeil™ DCB upfront and milestone **payments** have been received through Q2 2020

Payment	Amount	Date
Upfront License Fee	\$25M	Feb 2018
TRANSCEND Enrollment Milestone	\$10M	Aug 2019

~ 59% of the estimated total **\$35M** – **\$40M** TRANSCEND Clinical Study costs have been incurred through Q2 2020

Upfront and milestone revenue is recognized based upon the % of the TRANSCEND study costs incurred*

For example, FY'19 revenue was recognized as follows:

- Upfront license fee - \$25M x (~51% - ~18%) = \$8.4M
- TRANSCEND completion milestone - \$10M x ~51% = \$5.1M

*TRANSCEND costs incurred following the execution of the SurVeil DCB development and distribution agreement with Abbott Vascular

TRANSCEND Study Cost Schedule

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025
Value Creating Event		TRANSCEND Enrollment Complete		U.S. PMA Approval				5-year Follow-Up Complete
Estimated % of TRANSCEND Study Costs Incurred		~ 51%		~ 75%				~ 100%

Revenue Recognition Schedule Through Fiscal 2020

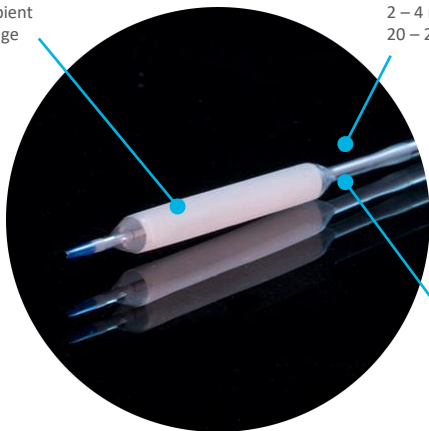
Revenue (\$ in millions)	FY 2018A	FY 2019A	FY 2020E
Upfront License Fee	\$4.4	\$8.4	\$3.7 - \$3.9
TRANSCEND Completion Milestone	-	5.1	1.4 - 1.6
Total SurVeil Upfront & Milestone #1 Revenue	\$4.4	\$13.5	\$5.1 - \$5.5
Cumulative Revenue	\$4.4	\$17.9	\$23.0 - \$23.4
% recognized	~18%	~ 51%	~ 66%

We expect to recognize the entire \$35 million associated with the license fee and enrollment milestone over the period ending fiscal 2025; revenue from the \$56 million of outstanding milestones (if any) will be recognized over the same time period, beginning in the period of achievement

DCB PLATFORM EXTENSION

Sundance™ Below-The-Knee DCB

Uniform sirolimus drug coating
Sirolimus + Proprietary Excipient
360° uniform coating coverage



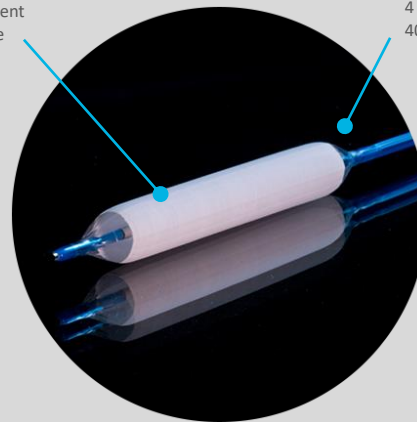
Surmodics .014" PTA platform
2 – 4 mm diameter
20 – 220 mm lengths

Hydrophilic shaft coating
Surmodics PRISTYNE™
hydrophilic coating

- Granted “Breakthrough Device Designation” from FDA Q1 FY 2020
- Preparation complete to begin FIH study enrollment, contingent on the feasibility of safely initiating the trial at clinical sites in light of COVID-19

Avess™ AV Fistula DCB

Uniform paclitaxel drug coating
Paclitaxel + Proprietary Excipient
360° uniform coating coverage

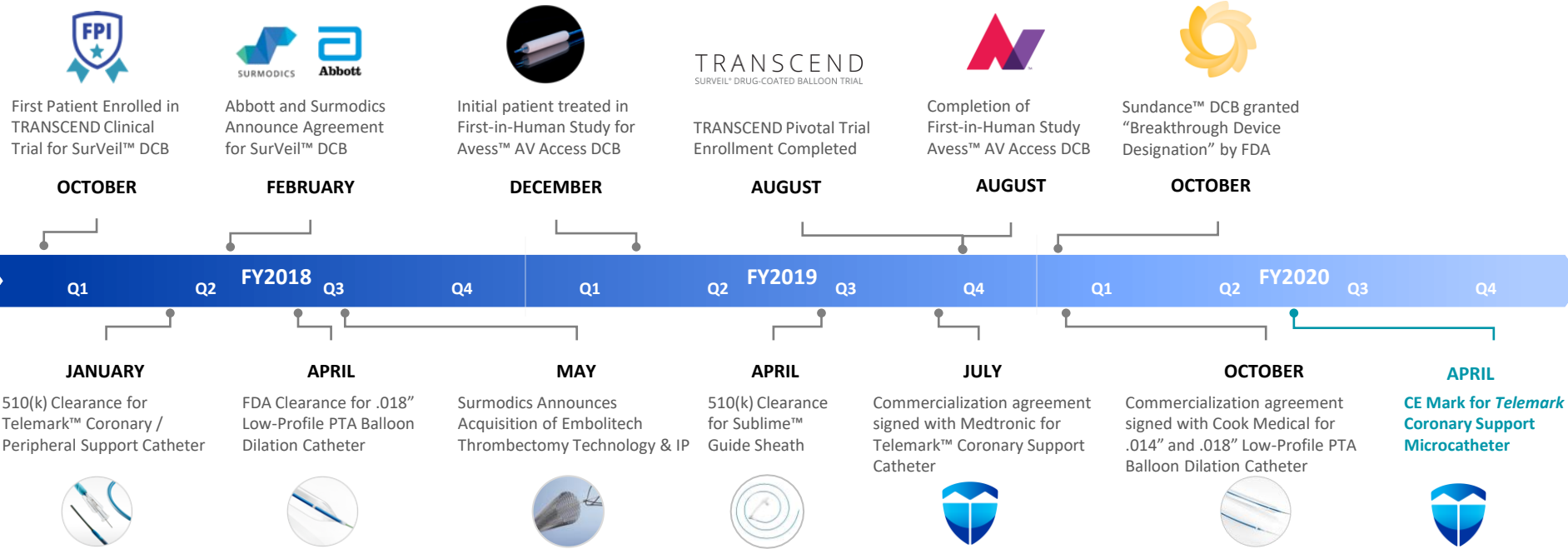


Surmodics .035" PTA platform
4 – 12 mm diameter
40 – 80 mm lengths

- Completed FIH enrollment Q4 FY 2019
- Expect FIH study data to be published in the second half of calendar 2020. Freedom from revascularization at six months was greater than 90% for the 12 subjects.

WE ARE MAKING PROGRESS ON OUR WHOLE-PRODUCT SOLUTIONS STRATEGY

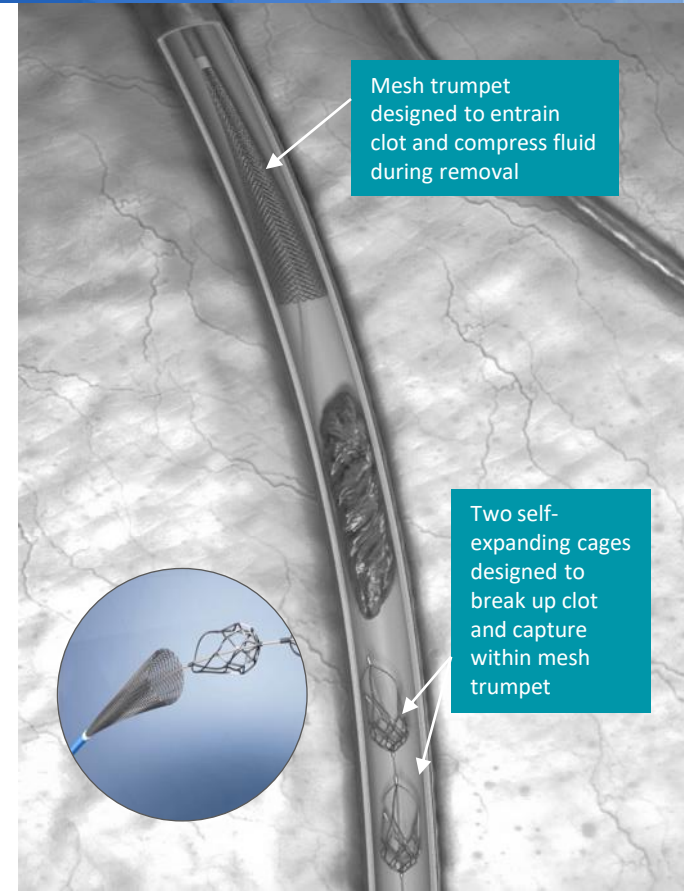
Drug-Coated Balloons (DCB)



510(k) / CE Mark Products

POUNCE™ THROMBECTOMY PLATFORM TECHNOLOGY

- Game-changing technology designed for removal of organized thrombi and emboli, in an approximately \$400M growing global market
- Simple stand-alone intervention, eliminates need for capital equipment and may reduce the need for thrombolytics and complex procedures
- Development is on schedule with successful early pre-clinical results and positive hands-on physician feedback
- Targeting first regulatory clearance for the treatment of clots in the peripheral arteries in 2H'20



RADIAL ACCESS PLATFORM TECHNOLOGY

Radial artery access offers many benefits relative to femoral artery access including reduced bleeding complications, early ambulation, reduced length of stay and costs

- Widely adopted in coronary procedures where devices exist

Initial radial-based products in development include:

- **Sublime™ Guide Sheath (FDA Cleared):**
 - Surmodics Xtreme™ braided technology offers the ability to treat peripheral procedures, including below-the-knee applications
 - Full-length hydrophilic coating for Guide Sheaths
 - 5 Fr and 6 Fr:
 - 120 cm and 150 cm working lengths
 - .018" and .035" Guidewire compatible
- **Therapeutic Devices to Treat Lesions (In Development):**
 - .014" and .018" Radial BTK PTA Balloon Catheters
 - .014" PTA Balloon Catheter – expect 510k clearance in 2H'20
 - Balloon Diameter: 2.0 mm – 4.0 mm
 - Balloon Length: Up to 220 mm long
 - 250 cm working length



Guide Sheath
Coiled 5 Fr Hoop

Braided Peripheral
Radial Guide Sheath



.014 Radial BTK PTA
Balloon Catheter



PRODUCT MILESTONES

FY 2020 GOALS*

- Attain CE marking for SurVeil™ DCB
- Initiate first-in-human trial for Sundance™ sirolimus BTK DCB
- Submit for 510(k) regulatory clearance on at least three devices
- Receive 510(k) regulatory clearance for Sublime radial 014 PTA balloon catheter
- Receive 510(k) regulatory clearance on the initial Pounce thrombectomy device

FY 2020 – FY 2022 GOALS *

- Complete SurVeil™ DCB PMA submission
- Secure PMA of SurVeil™ DCB
- Complete pivotal trial of Aves™ AV DCB
- Initiate pivotal trial for Sundance™ BTK DCB
- Obtain regulatory clearance on at least seven other new-to-the-world vascular devices in areas of unmet clinical needs

* Dependent upon ability to execute on strategic goals impacted by COVID-19

MANAGEMENT TEAM



Gary R. Maharaj
President and Chief Executive Officer
(2010)



Timothy J. Arens
Senior Vice President of Finance and
Information Technology and
Chief Financial Officer
(2007)



Thomas A. Greaney
Chief Operating Officer of Medical Devices
(2015)



Teryl L.W. Sides
Senior Vice President of
Product Development and
Chief Marketing Officer
(2018)



Charles W. Olson
Senior Vice President of
Commercial and Business Development,
Medical Devices
(2001)



Joseph J. Stich
Senior Vice President of Human Resources
and General Manager of
In Vitro Diagnostics
(2010)



Gordon S. Weber
Senior Vice President of Legal,
General Counsel & Secretary
(2020)



Nusrath Sultana, M.D.
Vice President of Clinical Affairs
(2020)

CLINICAL & SCIENTIFIC ADVISORS



Ken Rosenfield, MD
Chair Advisory Board — Interventional Cardiology
 Massachusetts General Hospital



Marianne Brodmann MD, PhD
Clinical Advisor — Interventional Cardiology
 Division of Angiology Medical University Graz



Gary Ansel, MD, FACC
Clinical Advisor — Interventional Cardiology
 Ohio Health Research



Mike Dake, MD
Clinical Advisor — Interventional Radiology
 Stanford Health Care



Constantino Peña, MD
Clinical Advisor — Vascular and Interventional Radiology
 Miami Cardiac & Vascular Institute



Peter Schneider, MD
Clinical Advisor — Vascular Surgery
 University California San Francisco

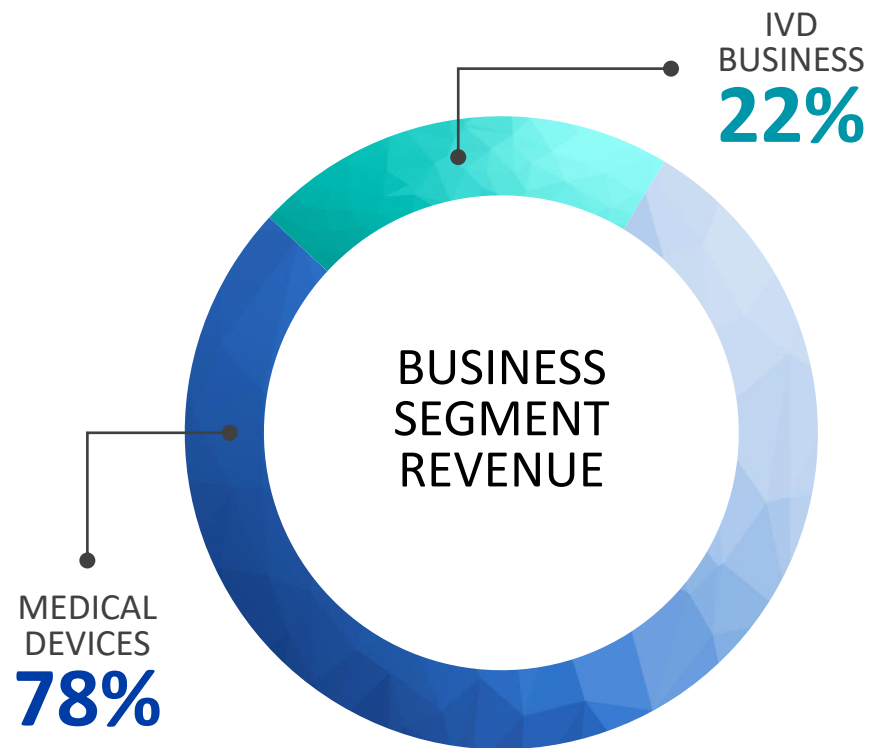


Renu Virmani, MD, FACC
Clinical Advisor — Cardiovascular Pathologist
 CVPath



Prof. Ramon Varcoe
Clinical Advisor — Vascular Surgeon
 Prince of Wales Hospital

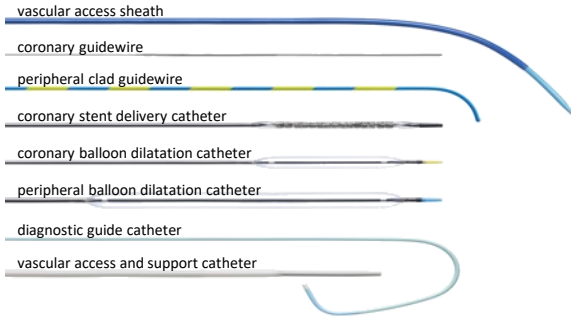
SURMODICS BUSINESS SEGMENTS



For the twelve months ended September 30, 2019

SURMODICS CORE OFFERINGS

MEDICAL DEVICE COATINGS



Leveraging science and expertise to offer world-class coatings and drug delivery

IN VITRO DIAGNOSTICS



Providing critical components for in vitro diagnostic tests and microarrays

Creating sustainable margins for long-term growth and profitability

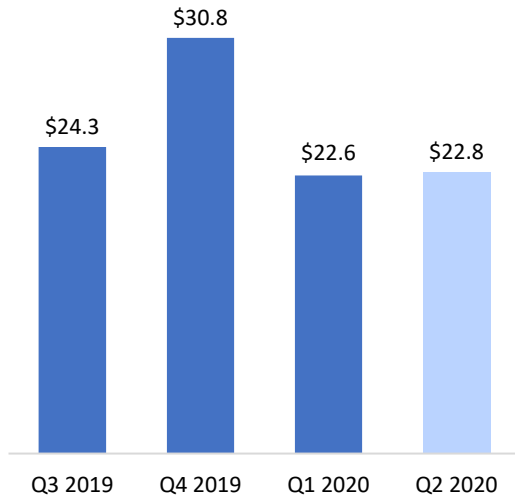
- Technology
- Design capability
- Agility of a start-up



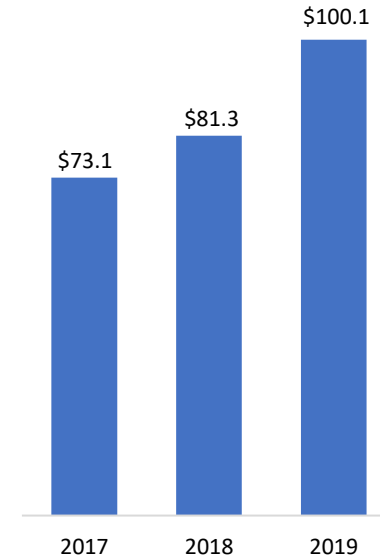
- Operational excellence
- Manufacturing
- Process Engineering

FINANCIAL PERFORMANCE

QUARTERLY REVENUE (MILLIONS)



ANNUAL REVENUE (MILLIONS)

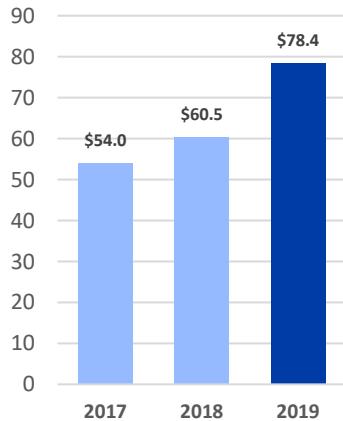


Guidance for fiscal 2020 was withdrawn in April 2020 due to COVID-19 pandemic-related uncertainty

FINANCIALS BY SEGMENT

MEDICAL DEVICE

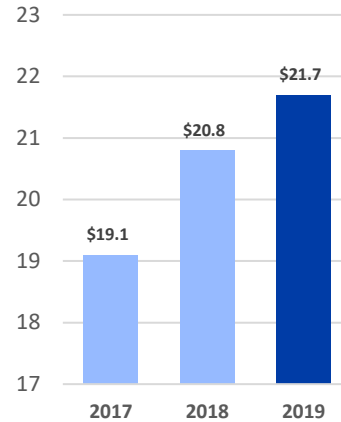
REVENUE (MILLIONS)



Growth 2% 12% 30%

IN VITRO DIAGNOSTICS

REVENUE (MILLIONS)

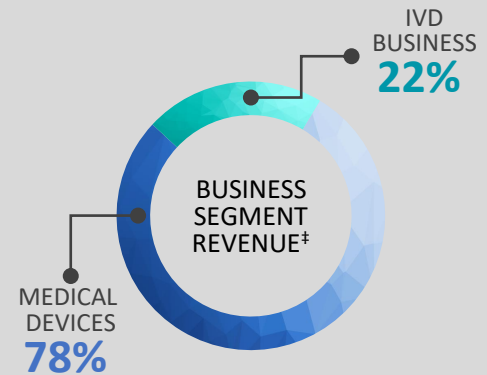


Growth 5% 9% 4%

MISSION: To improve the treatment and detection of disease

Strong balance sheet and attractive cash flows to fund growth strategy

- \$48.4 million of cash/investments as of March 31, 2020
- Operating cash flow of **\$1.3 million** and adjusted EBITDA of **\$3.1 million** for the first six months of fiscal 2020



[‡]For the twelve months ended September 30, 2019

INVESTOR RELATIONS

For additional inquiries, please contact:

Tim Arens • 952-500-7056