# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

FORM 8-K

Washington, D.C. 20549

|  | CURRENT REPORT   |   |
|--|--|---|
| Purs   | suant to Section 13 OR 15(d) of the Securities Excha   | ange Act of 1934  |
|  | Date of Report (Date of earliest event report<br>January 11, 2023  | ted):   |
| CI   | EARPOINT NEURO (Exact name of registrant as specified in its ch  |   |
| Delaware (State or other jurisdiction of incorporation)  | 001-34822<br>(Commission<br>File Number)   | 58-2394628<br>(I.R.S. Employer<br>Identification Number)  |
|  | 120 S. Sierra Ave., Suite 100<br>Solana Beach, CA 92075<br>(Address of principal executive offices, zip code |   |
|  | (888) 287-9109<br>(Registrant's telephone number, including area co  | de)   |
| — Check the appropriate box below if the Form 8-K filing | s is intended to simultaneously satisfy the filing obligation  | tion of the registrant under any of the following provisions:   |
| 1  | `  | <i>、</i>  |
| Securities registered pursuant to Section 12(b) of the A | ct:  |   |
| Title of each class                                      | Trading Symbol(s)  | Name of each exchange on which registered   |
| Common Stock, \$0.01 par value per share                 | re CLPT  | Nasdaq Capital Market   |
| Exchange Act of 1934 (§240.12b-2 of this chapter).       |  | Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities  Emerging Growth Company □  ransition period for complying with any new or revised financial |
| accounting standards provided pursuant to Section 13(a   | a) of the Exchange Act.  |   |

#### Item 2.02. Results of Operations and Financial Condition.

On January 11, 2023, ClearPoint Neuro, Inc. (the "Company") issued a press release announcing its preliminary, unaudited financial results for the fourth fiscal quarter ended December 31, 2022. A copy of the press release is furnished herewith as Exhibit 99.1.

The information in Item 2.02 of this Form 8-K, as well as Exhibit 99.1 attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended (the "Securities Act"), or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 7.01. Regulation FD Disclosure.

On January 11, 2023, the Company posted an updated investor presentation to its website at http://ir.stockpr.com/clearpointneuro/investor-presentations. A copy of the investor presentation is being furnished herewith as Exhibit 99.2. The Company may use the investor presentation from time to time in conversations with analysts, investors and others

The information in Item 7.01 of this Form 8-K, as well as Exhibit 99.2 attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Exchange Act, nor shall it be deemed incorporated by reference in any filing under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

The following exhibit is furnished herewith:

Exhibit 99.1 Press Release dated January 11, 2023

Exhibit 99.2 <u>Investor Presentation dated January 11, 2023</u>

Exhibit 104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 11, 2023 CLEARPOINT NEURO, INC.

By: /s/ Danilo D'Alessandro

Danilo D'Alessandro Chief Financial Officer



# ClearPoint Neuro Reports Fourth Quarter and Full Year 2022 Preliminary Revenue Results and Guidance for Full Year 2023 Revenue

SOLANA BEACH, CA, January 11, 2023 – ClearPoint Neuro, Inc. (Nasdaq: CLPT) (the "Company"), a global therapy-enabling platform company providing navigation and delivery to the brain, today announced preliminary, unaudited financial results for its fourth quarter and full year ended December 31, 2022.

#### Fourth Quarter 2022 Preliminary Unaudited Financial Highlights

- Preliminary unaudited revenue of \$5.2 million, a 21% year-over-year increase;
- Increased biologics and drug delivery revenue to \$2.3 million, a 37% year-over-year increase;
- Increased functional neurosurgery products and services to \$2.3 million, a 7% year-over-year increase;
- Cash burn of approximately \$3.0 million in the fourth quarter. The Company had approximately \$37.5 million in cash, cash equivalents, and short-term investments at December 31, 2022.

#### Full Year 2022 Preliminary Unaudited Financial Highlights

- Achieved preliminary unaudited record revenue of \$20.6 million, a 26% year-over-year increase, versus most recent guidance of \$21.0 \$22.0 million;
- Increased biologics and drug delivery revenue to \$9.1 million, a 34% year-over-year increase;
- Increased functional neurosurgery products and services revenue to \$9.1 million, a 13% year-over-year increase;
- Added multiple new biologics and drug delivery partners in the year to bring the total to more than 50 partners.

#### **Business Outlook and Planned Value Creating Milestones**

- The Company estimates revenue in 2023 to be between \$25.0 million and \$27.0 million, representing growth between 22% and 31%;
- Submission to the FDA of a Biologics License Application (BLA) by PTC Therapeutics for Upstaza™, using the ClearPoint SmartFlow® Cannula for minimally invasive infusion of the gene therapy;
- Initiation of multiple pharmaceutical partner clinical trials globally;
- Expansion of the installed base to approximately 10 additional centers worldwide;
- Revenue growth from international customers driven by 8 active centers installed in the E.U. and U.K.;
- Commercialization of the ClearPoint PRISM™ Neuro Laser Therapy System and expansion into limited market release centers;
- Completion of Phase 1 safety study in Lund, Sweden, for the use of PRISM™ for brain lesions;
- Up to 8 FDA submissions for new hardware and software products in our portfolio;
- Production of first devices at our new expanded manufacturing facility in California.

"Our team made tremendous progress toward our four-pillar growth strategy in 2022 and finished the year with approximately 26% growth in revenue, driven by the 34% revenue growth in our biologics and drug delivery business, and 11 new centers installed worldwide," commented Joe Burnett, President and CEO of ClearPoint Neuro. "While recognized revenue in the fourth quarter was below our expectations based on timing and delivery for certain products and services, our backlog of received purchase orders grew to the highest level in our history setting us up for a strong 2023. We are forecasting revenue for 2023 in the range of \$25.0 million to \$27.0 million, representing growth of between 22% and 31% percent. Our team has done a great job managing our cash position in the past year by pausing less crucial programs while continuing to invest in our supply chain to ensure product availability to hospitals and our pharmaceutical partners. As a result, our cash burn in the fourth quarter was approximately \$3.0 million, which was the lowest in several quarters, bringing our current cash, cash equivalents, and short-term investments balance at year end to approximately \$37.5 million."

The preliminary unaudited financial results described in the press release are estimates only and subject to revision until we report our full financial results for the fourth quarter and full year 2022 during our upcoming earnings announcement.

#### **About ClearPoint Neuro**

ClearPoint Neuro's mission is to improve and restore quality of life to patients and their families by enabling therapies for the most complex neurological disorders with pinpoint accuracy. Applications of the Company's current product portfolio include deep brain stimulation, laser ablation, biopsy, and delivery of drugs, biologics, and gene therapy to the brain. The ClearPoint® Neuro Navigation System has FDA clearance, is CE-marked, and is installed in more than 65 sites in the United States, Canada, and Europe. ClearPoint Neuro is partnered with more than 50 biologics/pharmaceutical companies and academic centers, providing solutions for direct CNS delivery of therapeutics in pre-clinical studies and clinical trials worldwide. To date, more than 5,000 cases have been performed and supported by the Company's field-based clinical specialist team, which offers support and services to our customers and partners. For more information, please visit www.clearpointneuro.com.

#### Forward-Looking Statements

Statements in this press release covering preliminary financial results for completed periods and expected results in future periods, and statements concerning the Company's plans, growth and strategies may include forward-looking statements within the context of the federal securities laws. Statements regarding the Company's future events, developments and future performance, the size of total addressable markets or the market opportunity for the Company's products and services, as well as management's expectations, beliefs, plans, estimates or projections relating to the future, are forward-looking statements within the meaning of these laws. Uncertainties and risks may cause the Company's actual results to differ materially from those expressed in or implied by forward-looking statements. Particular uncertainties and risks include those relating to: the impact of the COVID-19 pandemic, global instability, supply chain disruptions, labor shortages, and macroeconomic and inflationary conditions; future revenue from sales of the Company's ClearPoint Neuro Navigation System and other new products offered by the Company's ability to market, commercialize and achieve broader market acceptance for the Company's ClearPoint Neuro Navigation System and other new products offered by the Company; the ability of our biologics and drug delivery partners to achieve commercial success, including their use of our products and services in their delivery of therapies; and risks inherent in the research, development, and regulatory approval of new products. More detailed information on these and additional factors that could affect the Company's actual results are described in the "Risk Factors" section of the Company's Annual Report on Form 10-K for the year ended December 31, 2021, and the Company's Quarterly Report on Form 10-Q for the three months ended September 30, 2022, both of which have been filed with the Securities and Exchange Commission, and the Company's Annual Report on Form 10-

K for the year ended December 31, 2022, which the Company intends to file with the Securities and Exchange Commission on or before March 31, 2023.

### **Contact:**

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Caroline Corner, Investor Relations ir@clearpointneuro.com

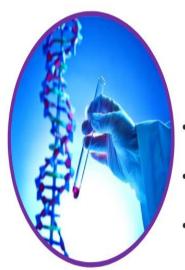


Statements herein concerning the Company's plans, growth and strategies may include forward-looking statements within the context of the federal securities laws. Statements regarding the Company's future events, developments and future performance, preliminary financial results for completed periods and expected results in future periods, the size of total addressable markets or the market opportunity for the Company's products and services, as well as management's expectations, beliefs, plans, estimates or projections relating to the future, are forward-looking statements within the meaning of these laws. Uncertainties and risks may cause the Company's actual results to differ materially from those expressed in or implied by forward-looking statements. Particular uncertainties and risks include those relating to: the impact of the COVID-19 pandemic, global instability, supply chain disruptions, labor shortages, and macroeconomic and inflationary conditions; future revenue from sales of the Company's ClearPoint Neuro Navigation System and other new products offered by the Company; the Company's ability to market, commercialize and achieve broader market acceptance for the Company's ClearPoint Neuro Navigation System and other new products offered by the Company; the ability of our biologics and drug delivery partners to achieve commercial success, including their use of our products and services in their delivery of therapies; and risks inherent in the research, development, and regulatory approval of new products. More detailed information on these and additional factors that could affect the Company's actual results are described in the "Risk Factors" section of the Company's Annual Report on Form 10-K for the year ended December 31, 2021, and the Company's Quarterly Report on Form 10-Q for the three months ended September 30, 2022, both of which have been filed with the Securities and Exchange Commission, and the Company's Annual Report on Form 10-K for the year ended December 31, 2022, which the Company intends to file with the Securities and Exchange Commission on or before March 31, 2023.



### Our Company

# ClearPoint Neuro: <u>Two</u> Opportunities, <u>One</u> Platform





- A Common Installed Base Platform and Clinical Specialist Support team
- 35 Active Indications totaling more than 1 million patients diagnosed annually
- A \$12B+ Potential Total Addressable Market

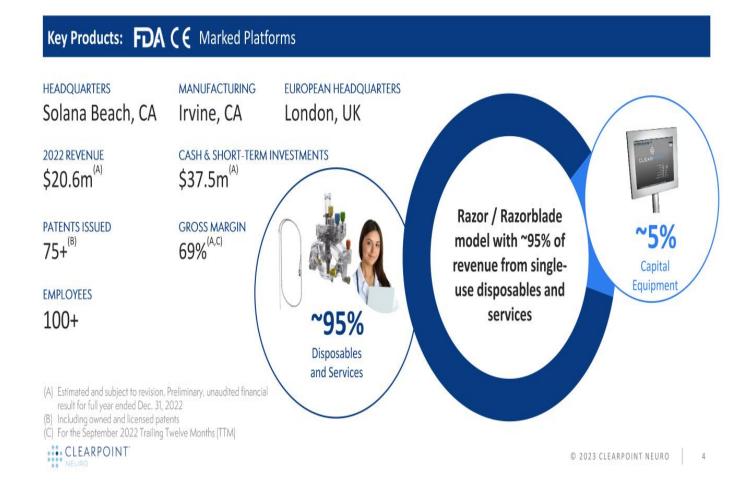


- (1) A Biologics & Drug Delivery Enabling Company with;
  - A unique portfolio of Navigation Tools, Infusion Cannulas, Pre-Clinical and Clinical Services
  - More than 50 active pharma/biotech, academic and contract research organization partners
- (2) A Neuro Navigation and Device Company with;
  - A growing portfolio of Navigation, Therapy and Access Devices supporting DBS, Laser Ablation, Biopsy and Brain Computer Interface implantation
  - An expanding global installed base of more than 65 centers



## Our Company

# ClearPoint Neuro: A Proven Platform



## Limitations of Traditional Stereotactic Neurosurgery

# Lack of Real-Time Image Guidance

### PRIMARY CHALLENGE

For minimally invasive procedures to be successful, the surgeon needs imaging to see into the head

MRI is the best imaging tool for the brain

Large, metallic frames are not MRI compatible







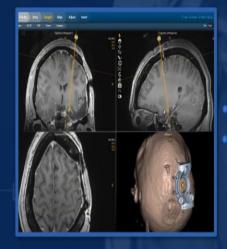
Big Iron companies like Siemens and Philips are innovating to make interoperative MRI scanners more accessible



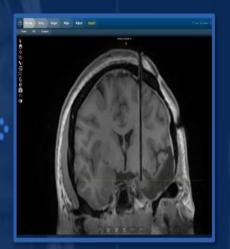


Video source: https://www.youtube.com/watch?v=PsL9B7ftbG4

# Our Platform - Procedure Overview The ClearPoint® Neuro Navigation System







Leverage live MR Imaging to Decide, Guide, Treat and Confirm with sub-millimetric accuracy.

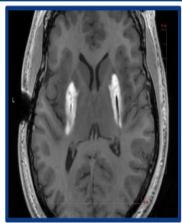




### Our Platform

# SmartFrame® XG

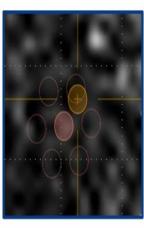




SmartFrame XG Trajectory Tower with ClearPoint 2.1 Software

# SmartFrame Array™





SmartFrame Array Tower with "virtual array" Software and next generation robotic system with increased automation and enabling software\*

ClearPoint plans to translate more than 10 years of experience and over 5,000 cases performed in the complex MRI suite into unique and competitive products for the Operating Room

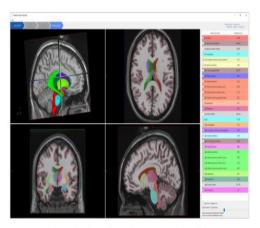
© 2023 CLEARPOINT NEURO

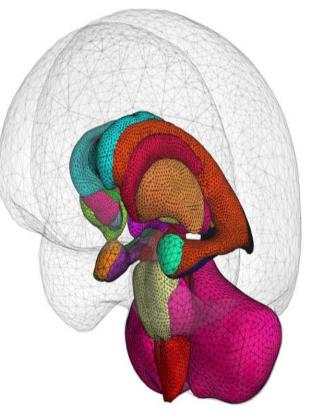
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### Our Platform

# The ClearPoint 'Maestro' Brain Model\* Licensed and Jointly Developed with Philips

- 1. Shape Constrained, triangular mesh model enables point-based correspondence across multiple subjects.
- 2. Fast and capable of peri-procedural imaging without CPU acceleration.
- 3. This model is the basis for future navigation tools, for both the MRI suite and OR, across Biologics & Drug Delivery, DBS Navigation, Brain Computer Interface, Laser Ablation and more.







\*The ClearPoint Maestro\*\* Brain Model is only available in the United States.

# Broad and Growing User Base of Leading Neurosurgery Centers

# 65+ Centers in the US, Canada and EU... and Growing Globally

UC San Francisco
Stanford University
Lucile Packard Children's Hospital
Benioff Children's Hospital
San Francisco VA
USC Keck Hospital
UC San Diego
Mayo Clinic in Arizona
University of Colorado
University of Utah

Cook Children's Hospital Texas Children's Hospital MD Anderson Cancer Center

Houston Methodist Hospital Univ. Kansas Medical Center Dallas Presbyterian Hospital

Cincinnati Jewish Children's National

Banner Health Tucson

Ohio State University

University of Oklahoma Medical Center Methodist Hospital San Antonio

Barnes-Jewish Hospital

Froedtert Hospital

CLEARPOINT

University of Wisconsin
University of Michigan
University of Minnesota
Cleveland Clinic
Northwestern Central DuPage
Nationwide Children's
Le Bonheur
INOVA Fairfax
Cincinnati Children's Hospital

Charles River Labs – Laval
Charles River Labs – Mattawan
Children's Mercy Hospital
CHOA Scottish Rite
Carilion Clinic
UPMC
Hos. Univ. of Pennsylvania
University of Alabama at Birmingham
Children's Hospital of Alabama

Rigshospitalet (Copenhagen, Denmark)
Mazowiecki Szpital Bródnowski (Warsaw, Poland)
Hôpital Fondation Rothschild (Paris, France)
Skånes Universitetssjukhus Lund (Lund, Sweden)
University Hospital of Wales (United Kingdom)
Universitätsklinikum Düsseldorf (Düsseldorf, Germany)
Universitätsklinikum Freiburg (Freiburg, Germany)
n Policlinico Umberto I (Rome, Italy)

Emory University Mt. Sinai West Yale University Weill Cornell

Johns Hopkins University Boston Children's Hospital Massachusetts General Hospital 'Brigham & Women's

Duke University
National Institutes of Health
Memorial Sloan-Kettering
Dartmouth-Hitchcock

Beth Israel Deaconess Children's Hospital of Philadelphia Hackensack Univ. Med. Center

> University of Virginia Tampa General Hospital Mayo Clinic in Florida

100+ Centers Expected by 2025

# Our MRI-guided therapy platform is currently being used to...

CLPT PLATFORM RUNS
ON ALL MAJOR SCANNERS

DELIVER BIOLOGICS
AND DRUGS

IMPLANT NEURO
STIMULATION LEADS

LASER THERAPY

**SIEMENS** 





















... More than 50 total commercial and academic partners Medtronic





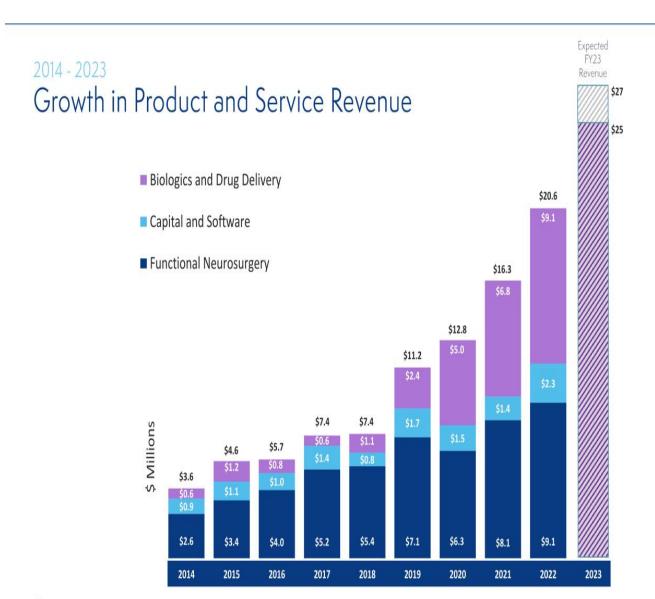














Pillar 4: Global Expansion

~2 X U.S. Revenue

# ClearPoint Neuro Market Opportunity – United States

~\$12B+ Opportunity: Empowering Multiple Treatment Options for 35+ Indications\*

| Indication                                      | atient Population          | Annual Incidence          | Pillar 1:<br>Drug/Cell Delivery                             | Pillar 2:<br>DBS & BCI | Pillar 3:<br>Laser Therapy | Incremental Revenu  |
|---|----------------------------|---------------------------|---|------------------------|----------------------------|---------------------|
| Parkinson's Disease                             | 1,000,0001                 | 60,0001                   | 00  | •                      | •                          | \$270 M - \$1.35 B  |
| Drug Resistant Epilepsy                         | 1,000,0002                 | 11,000³                   | 00  | •                      | •                          | \$49.5 M - \$198 M  |
| Refractory Essential Tremor                     | 3,500,0004                 | 60,0005                   |   |                        | 0                          | \$180 M - \$1.08 B  |
| Brain Tumors (n=3) <sup>6</sup>                 | 35,000 <sup>7,8</sup>      | 13,300 <sup>7,8</sup>     | 00  |                        |                            | \$33.3 M - \$300 M  |
| Severe Obsessive-Compulsive Disorder            | 500,0009,10                | 10,0009,10                |   |                        |                            | \$45 M - \$75 M     |
| Dystonia  | 250,00011                  | 8,00012                   |   | •                      |                            | \$36 M - \$60 M     |
| Rare Genetic/Lysosomal (n=7)13                  | 36,50014-18                | 3,000 <sup>14,19,20</sup> | 00  |                        |                            | \$13.5 M - \$67.5 M |
| Paralysis / Spinal Cord (n=15) <sup>21,22</sup> | 331,000 <sup>22-24</sup>   | 17,900 <sup>23</sup>      | 00  | 0                      |                            | \$80.6 M - \$403 M  |
| Huntington's Disease                            | 30,000 <sup>25</sup>       | 4,000 <sup>25</sup>       | 00  | 0                      |                            | \$18 M - \$90 M     |
| Auditory Nerve Implant                          | 1,867,000 <sup>26,27</sup> | 7,000 <sup>26,27</sup>    |   | 0                      |                            | \$31.5 M - \$63 M   |
| Alzheimer's Disease                             | 6,000,000 <sup>28</sup>    | 500,000 <sup>28</sup>     | 00  | 0                      |                            | \$1.5 B - \$11.3 B  |
| Severe Major Depressive Disorder                | 1,000,00010                | 20,00010,29               |   | 0                      |                            | \$90 M - \$150 M    |
| Stroke Rehabilitation                           | 2,000,00030                | 610,000 <sup>30</sup>     |   | 0                      |                            | \$1.83 B - \$5.49 B |
| Frontotemporal Dementia                         | 60,00031                   | 12,000³1                  | 0   |                        |                            | \$54 M - \$270 M    |
|   |                            |                           |   |                        |                            | \$4.2 B - \$20.8 B  |
| Commercial U.S & EU ClearPoint procedures today |                            |                           | ClearPoint Neuro Navigation Capital, Robotics & Disposables |                        |                            |                     |
| Active clinical trial                           |                            | Cannulas, Pumps           | MER Probes  | Laser Cath., Biopsy    |                            |                     |
| CLEARPOINT Pre-clinical study/testing           |                            |                           | Access Technologies, Clinical Services, Digital Health      |                        |                            | 12                  |

### ClearPoint Neuro Market Opportunity – United States

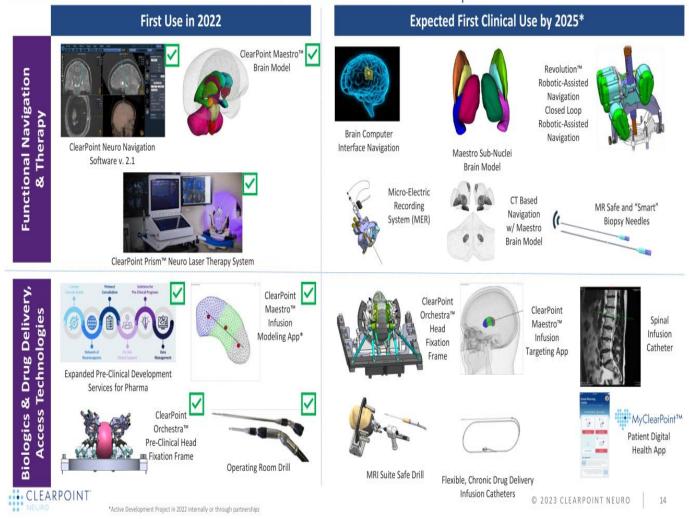
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- Medtronic DBS<sup>™</sup> Therapy for Dystonia Clinical Summary 2015.
- 13. Includes: AADC deficiency, Friedreich's ataxia, Angelman syndrome, multiple system atrophy, metachromatic leukodystrophy, and spinocerebellar ataxia type 3.
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- 21. Includes: stroke, spinal cord injury, multiple sclerosis, cerebral palsy, other (traumatic brain injury, complications from surgery, amyotrophic lateral sclerosis, neurofibromatosis, Chiari malformation, syringomyelia, postpolio syndrome, spinal muscular atrophy, Friedreich's ataxia, transverse myelitis, and spina bifida).
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### Innovation Pipeline

# ClearPoint Neuro is Dedicated to Innovation in the Neuro Space



### New Global Showcase Site

# ClearPoint Global Training & Innovation Center – Solana Beach, CA

- Simulated training experience for surgeons and staff to perform mock procedures and provide development pipeline feedback
- Showcase new technologies to Pharmaceutical and BCI partners
- Home for Clinical Specialists to support cases remotely without travel









# 4 Pillar Growth Strategy by 2025

Target Indications of > 1,000,000 Patients Diagnosed Each Year Potential Total Addressable Market for CLPT of \$12B+

#### **ACHIEVE GLOBAL SCALE**

Expand Global Footprint to 100 Centers
Open WW Training / Remote Support Facility
Launch Robotic Platform into MRI and O.R.
Release Digital Health Patient Portal Application

### **NEW THERAPY DEVICES**

Enter the Neuro Laser Therapy Market Launch Maestro Brain Model and Therapy Apps Penetrate 'Access' Markets to Improve Efficiency (Drill) Build the 'Smart' Biopsy Market

### **NEURO NAVIGATION FOR DBS & BCI**

Expand into the Operating Room, Enter the MER Market Educate Patients on DBS Options including 'Asleep' and 'Awake' Procedures
Participate in Trials for new DBS indications
Launch surgical solution for Brain-Computer Interfaces (BCI)

#### BIOLOGICS & DRUG DELIVERY

Expand Translational & Clinical Services
Accumulate Additional Global Partners Across Diverse Indications
Execute on Development Pipeline for Intracranial and Spinal Routes of Administration
Expand Partnership Models to Include Milestone Based Collaborative Agreements

2022



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# **CLPT Capabilities**

# **Executive Summary**



### Unique platform technology

enabling Precision MRI-Guided Therapies to restore quality of life for some of the most debilitating disorders



### Large, growing installed base

in 65+ of 500+ leading
Neurosurgery and research centers
worldwide



### Pipeline of new revenue streams

from product improvements, biologic and drug delivery partnerships and services, standalone therapy products, and Brain Computer Interface Navigation



### Total potential addressable market

> \$12B for our products, pipeline and partnerships



### **Expandable Platform**

with realizable synergies beyond the MRI and into the operating room and radiology suite



### A growing and passionate team

of embedded scientists and specialists





