



### Market Snapshot

NASDAQ ticker symbol	SRTS
Stock price (06/05/18)	\$6.56
52-week range	\$5.00- \$7.08
Market capitalization	\$89 mil
Shares outstanding	13.6 mil
Institutional ownership	9.79%
Insider ownership	40.96%
Fiscal year-end	Dec 31

## ABOUT SENSUS HEALTHCARE

Sensus Healthcare is a medical device company committed to enabling the non-invasive and cost-effective treatment of non-melanoma skin cancer and keloids. The Sensus product portfolio, including the SRT-100™ and the SRT-100 Vision™, utilizes a proprietary low-energy x-ray radiation technology known as Superficial Radiation Therapy (SRT). To date, the technology has been used to effectively and safely treat thousands of patients. The SRT-100™ has FDA approval, CE mark and multiple other regulatory clearances worldwide, and the installed based is more than 350 in 14 countries.

## INVESTMENT HIGHLIGHTS

**Safe, effective, patented and reimbursed products with benefits for patients, physicians and payers.** Patients have excellent clinical outcomes, no downtime and superior aesthetics with SRT vs. Mohs surgery. Physicians further expand their practices and improve efficiencies, while increased patient visits heighten the opportunity for cross-selling; equipment is paid off in as little as 6-9 months. Payers benefit from reimbursement comparable to Mohs, without the extra expenses for wound care and reconstructive surgery.

**Clearly-defined customer base to treat a rapidly-growing patient population.** The primary SRT-100™ customers are dermatologists and plastic surgeons. Radiation oncologists are an additional market opportunity. This defined customer base is covered by a targeted salesforce. There will be more than 6 million new cases of skin cancer per year by 2020, and the incidence of non-melanoma skin cancer is three times all other cancers combined.

**Large U.S. market with OUS and pipeline opportunities.** In the U.S., there are approximately 1,000 Mohs surgeons, 14,000 dermatologists, 6,500 plastic surgeons and 5,500 radiation oncologists. Sensus operates a direct salesforce in the U.S., with a large distribution partner in China. In addition to China, the SRT-100 has regulatory clearance in Canada, European Union, Israel, Mexico and Russia, with expectations for added clearances in Latin American and Asian countries. Sensus plans to broaden SRT treatment indications to include psoriasis and other skin conditions as well as Intraoperative Radiation Therapy (IORT) for breast and other cancers.

**Over 39% year over year revenue growth to \$20.6M in 2017, and a 37% increase to \$6.0 million for the first quarter of 2018; mid-to-high-60s gross margin.** The revenue model includes the sale of capital equipment with an annual service contract. This model without significant consumables aligns with the evolving reimbursement environment.

**Executive team has strong record with capital equipment business models.** Led by 30-year industry veteran CEO Joseph Sardano, the executive team's experience includes capital equipment sales at GE, Siemens, Toshiba, Hologic and others.

## THE FASTEST-GROWING & LARGEST CANCER INCIDENCE: NON-MELANOMA SKIN CANCER

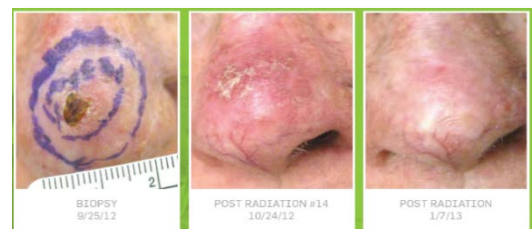
### Mohs (Surgical) Treatment Option

- Invasive and complicated procedure
- Requires highly-skilled surgeon
- Often results in poor cosmetic outcomes in facial areas, forcing patients to consider reconstructive surgery and wound care
- Preexisting conditions (diabetes, heart conditions) increase risks for poor healing outcomes
- Lower limb (shin) and scalp are hard-to-heal areas
- Quality-of-life is adversely impacted, especially during recovery



### SRT (Non-Surgical) Treatment Option

- Similar cure rates as Mohs, supported by clinical studies
- Non-invasive, no lifestyle impact
- No anesthesia, no cutting, no pain
- No comorbidity limitations
- Ideal to treat challenging sites on the body: lower limb, scalp
- Multiple patient visits (10-20) allow the physician practice to cross-sell products and procedures
- Lower cost to the healthcare system than Mohs, which often involves wound care and reconstruction



## KELOIDS: A POTENTIALLY LARGER MARKET THAN NMSC

- Keloids are an area of irregular fibrous tissue formed at the site of a scar or injury
- The NIH estimates that more than 11 million individuals worldwide are living with keloid scars
- Genetic predisposition to keloids among those of African, Latin and Asian descent;
- Received keloid clearance in July 2017 for China
- Current treatment methods may reduce the size of the keloid, but are not a permanent solution and most patients are told by their doctors “*there is no remedy*”
- Recurrence rates of keloids are very high, at up to 90%; surgery to remove them often makes them worse
- Insurance does not cover treatment unless combined with SRT
- Recent clinical study on keloid surgery followed by SRT had 100% cure rate (0% recurrence)



## SAFE & PROVEN TECHNOLOGY

### Superficial Radiotherapy (SRT)

- Low-energy photo radiotherapy
- 100% of the energy is focused directly onto the surface of the skin using custom applicators
- Penetrates no deeper than 5mm below the surface of the skin
- Covered by IP portfolio
- Compact 30" x 30" footprint
- 2 models: SRT-100™ and SRT-100 Vision™
- Proven, award-winning technology
- Scalable platform for new, future indications



### State-of-the-Art, Image-Guided SRT

- SRT-100 Vision™: FDA 510(k)-cleared
- The world's first hybrid Image-guided SRT Platform (IGSRT)
- Designed to track disease progression, plan treatment, guide therapy, administer radiation and evaluate treatment
- Targets teaching hospitals and radiation oncology centers
- Comprehensive enterprise integration
- Advanced workflow and safety

## GROWTH STRATEGY

- Expand U.S. operations, sales and marketing
- Expand international markets, particularly Latin America, China, Israel and Europe
- Increase awareness of SRT for treating keloids; full launch with dermatologists and plastic surgeons with patient awareness campaign
- Expansion in product roadmap for new indications to include psoriasis as well as IORT
- Develop new laser products; layer in strategic, accretive acquisitions and experienced sales reps

## FINANCIAL SUMMARY

- Revenues for the first quarter of 2018 were \$6.0 million, the 10th consecutive quarter of double-digit revenue growth, compared with \$4.4 million for the first quarter of 2017
- Revenues for 2017 increased 39% to \$20.6 million, compared with \$14.8 million for 2016.
- Cash, cash equivalents and investments were \$9.5 million as of March 31, 2018
- Borrowings under the revolving line of credit were \$4.2 million as of March 31, 2018

## 2017 ACCOMPLISHMENTS/2018 MILESTONES

- ✓ Received China Drug Administration (CDA) regulatory clearance in July 2017 for SRT-100™ for treatment and prevention of keloids
- ✓ Received Mexico SRT-100™ regulatory clearance in October 2017
- ✓ Filed 510(k) application to U.S. FDA for intra-operative radiation therapy (IORT) for the treatment of breast and other cancers
- Increase direct sales representatives to 30, up from 22 as of year-end 2017
- Receive CDA regulatory clearance for SRT-100 Vision™
- Expand OUS presence through further regulatory clearances and new partnerships
- Receive clearance on 510(k) applications submitted in December 2017 to U.S. FDA

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