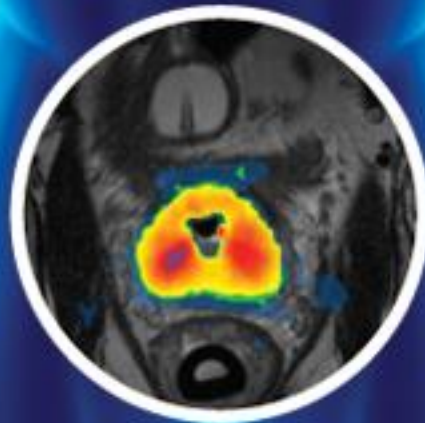


# PROFOUND MEDICAL CORP.

Pioneering a new standard of care in the  
treatment of prostate cancer



TSXV:PRN

# Forward-Looking Statements

This presentation and oral statements made during this meeting regarding Profound and its business which may include, but are not limited to, the expectations regarding the efficacy of Profound's technology in the treatment of prostate cancer. Often, but not always, forward-looking statements can be identified by the use of words such as "plans", "is expected", "expects", "scheduled", "intends", "contemplates", "anticipates", "believes", "proposes" or variations (including negative variations) of such words and phrases, or state that certain actions, events or results "may", "could", "would", "might" or "will" be taken, occur or be achieved. Such statements are based on the current expectations of the management of each entity. The forward-looking events and circumstances discussed in this presentation may not occur by certain specified dates or at all and could differ materially as a result of known and unknown risk factors and uncertainties affecting the company, including risks regarding the pharmaceutical industry, economic factors, the equity markets generally and risks associated with growth and competition.

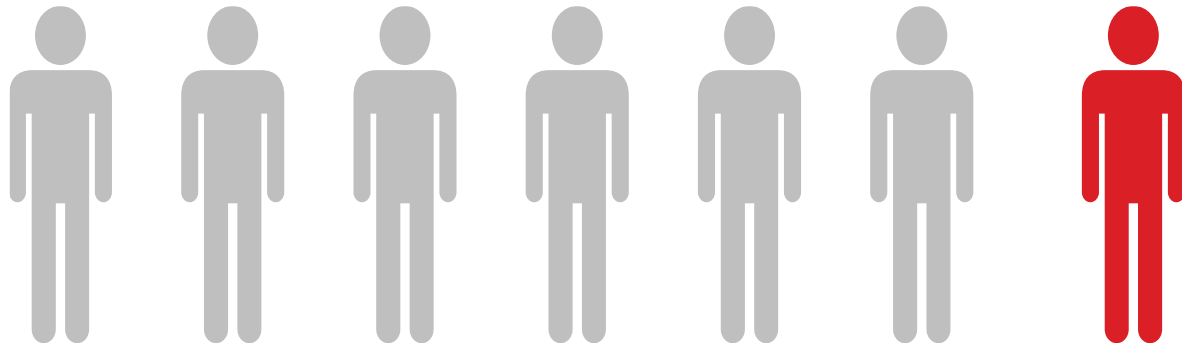
Although Profound has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors that cause actions, events or results to differ from those anticipated, estimated or intended. No forward-looking statement can be guaranteed. Except as required by applicable securities laws, forward-looking statements speak only as of the date on which they are made and Profound undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise, other than as required by law.

# Investment Highlights

- Commercializing a new, minimally invasive technology (TULSA) for the ablation of targeted prostate tissue
- Received CE Mark approval in April 2016 for TULSA-PRO™
- Large and growing market opportunity; significant unmet medical need
- Strong IP portfolio
- Attractive razor/razor blade revenue model
- MRI installed base with strong partnerships
- Near- and mid-term milestones offer value inflection opportunities

# Prostate Cancer Incidence

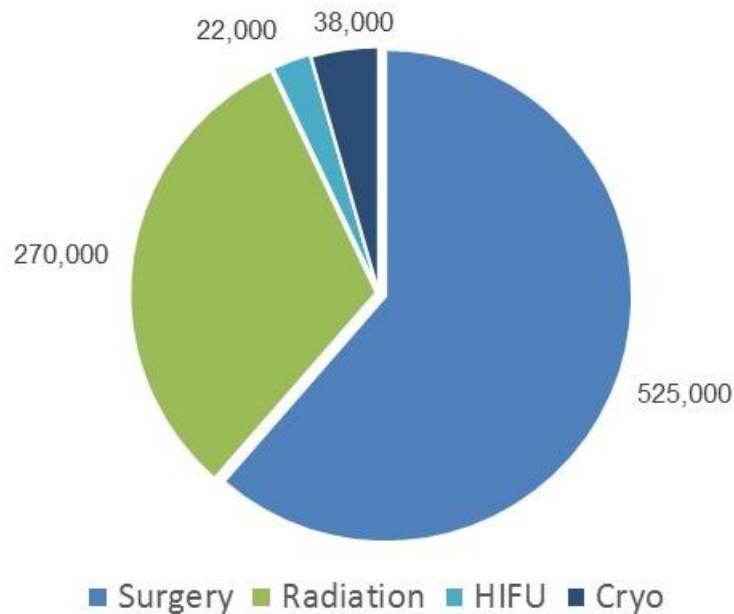
1 in 7 men will be diagnosed with prostate cancer in their lifetime



American Cancer Society, [www.cancer.org](http://www.cancer.org)

# Large & Growing Market

# of Procedures (EU & US)



500,000 new patients per year  
850,000 procedures per year

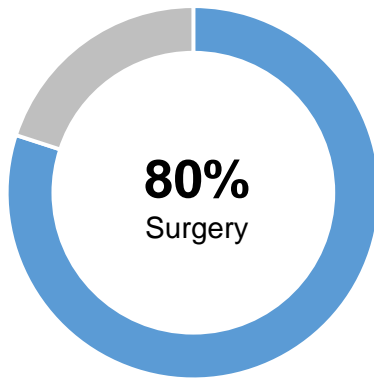
US\$40 Billion Market

- Surgery \$18B
- Radiation \$20B
- HIFU \$0.9B
- Cryo \$0.7B

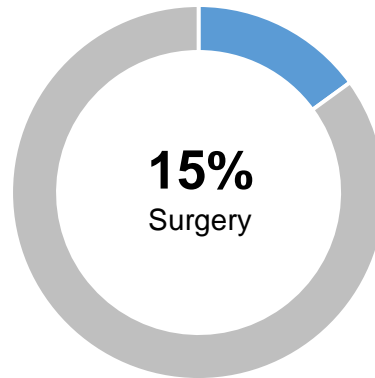
# The Problem

While prostate cancer survival rates are high, the current therapies have undesirable complication rates

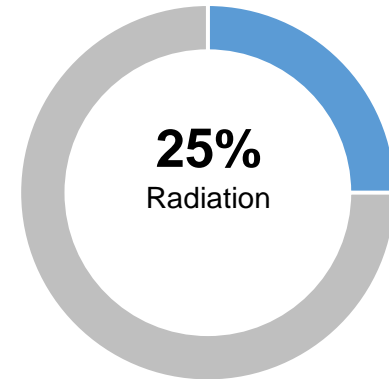
Impotency



Severe Incontinence



Bowel Problems





## What If?

What if you could treat localized prostate cancer in **2 hours**?

- Minimally invasively
- With **real-time image guidance**
- In a **single treatment**
- With the same or even **better outcomes** than surgery or radiation

# Our Solution

**TULSA-PRO™**

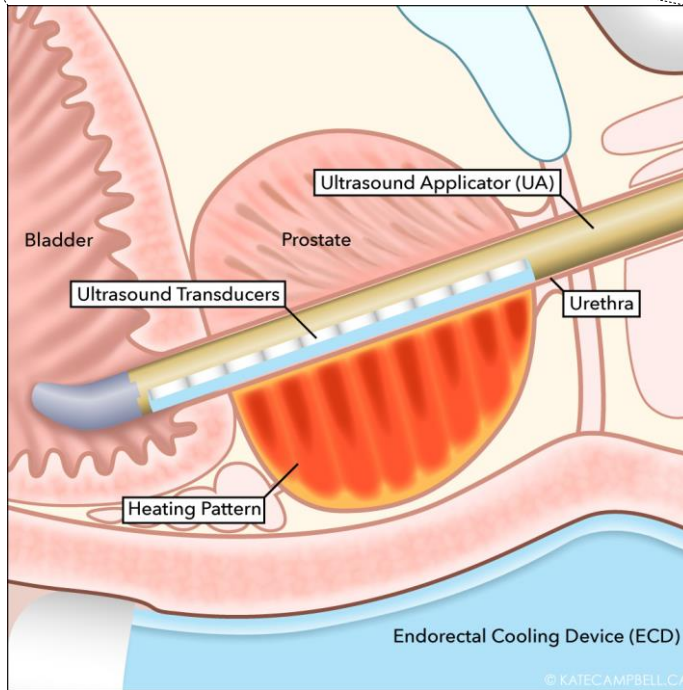
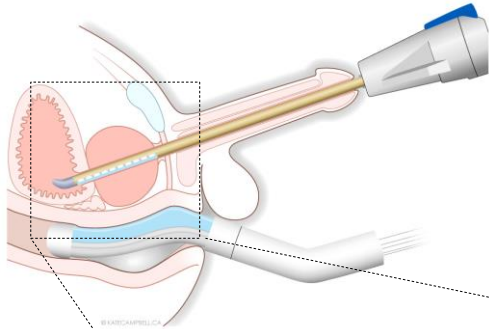


- 1. Ultrasound Applicator
- 2. Endorectal Cooling Device
- 3. Positioning System
- 4. Positioning System Interface Box
- 5. System Cart
- 6. System Electronics

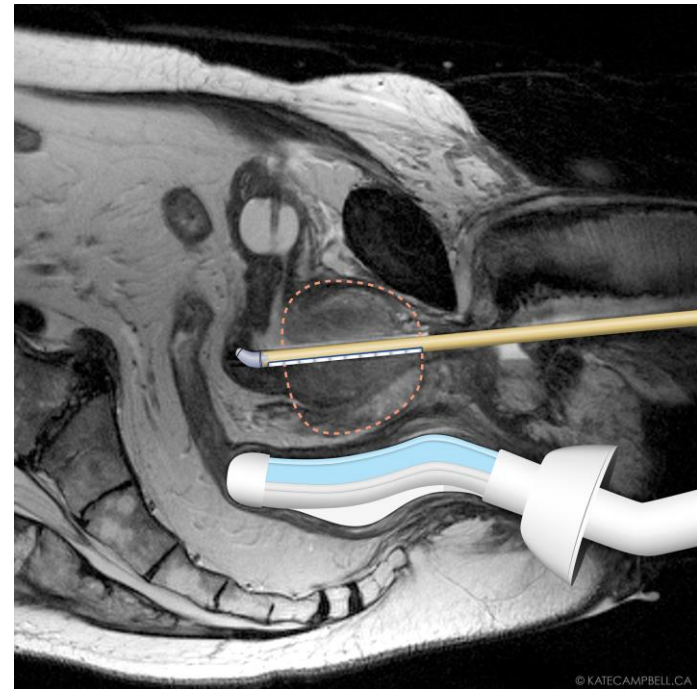
} Disposables  
} Capital Equipment



# Our Solution



**TULSA-PRO™**

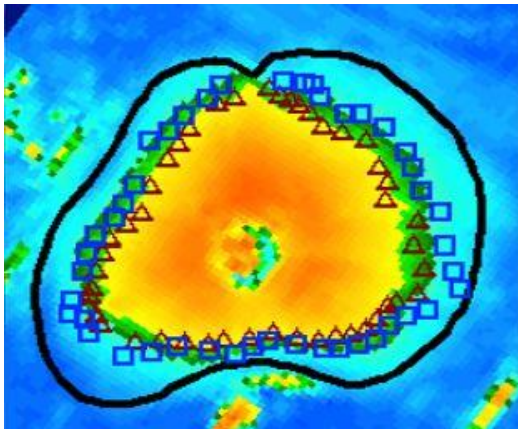


# TULSA-PRO Procedure

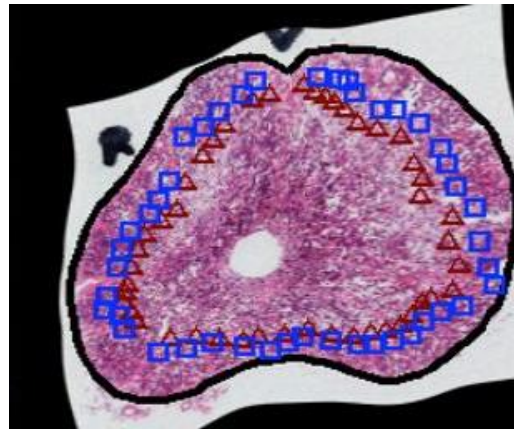
[Click here to view Animation](#)

# Proven Accuracy

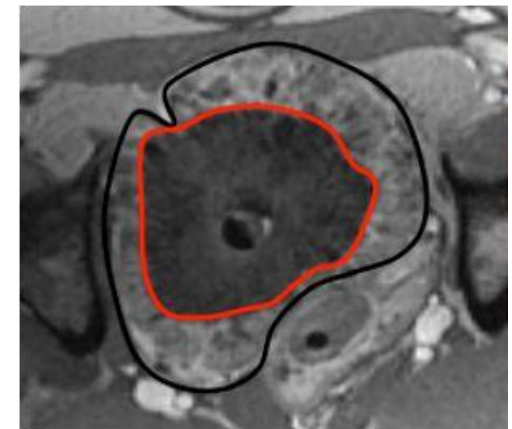
Testing in prostates showed excellent agreement between MRI temperature measurements, histology and contrast-enhanced MRI



MR Thermometry



Histology



Contrast-enhanced MRI



- 0% cell kill
- all tissues outside are normal



- 100% cell kill
- all tissues inside are killed

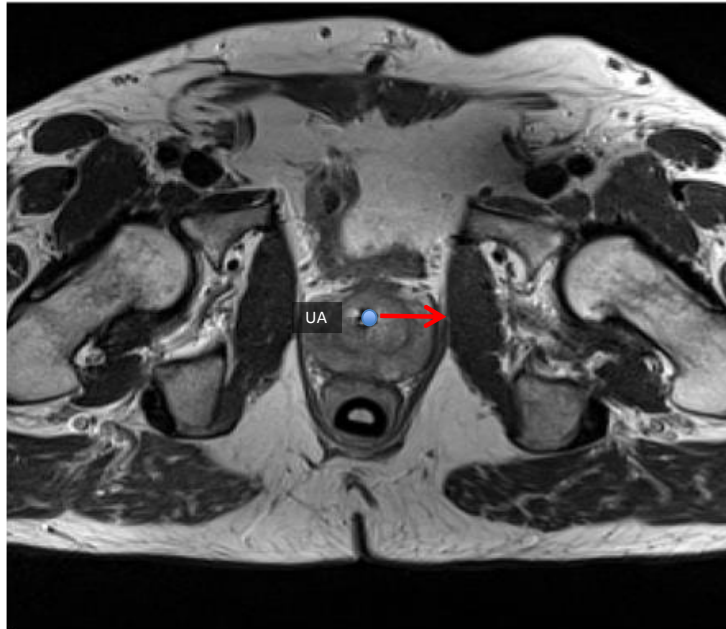


- Prostate region of non-perfusion

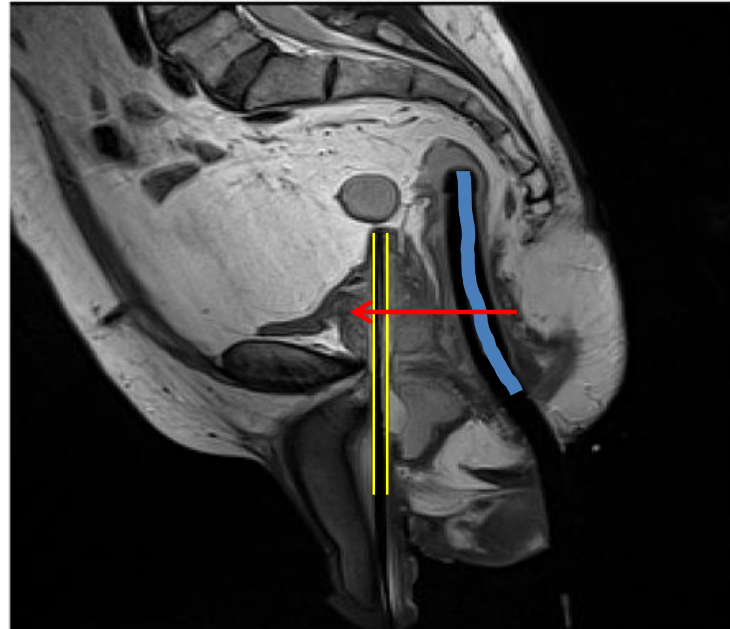
# Reduced Tissue Damage

Our preclinical study observed 83% of urethral tissue was preserved after treatment

Inside-Out

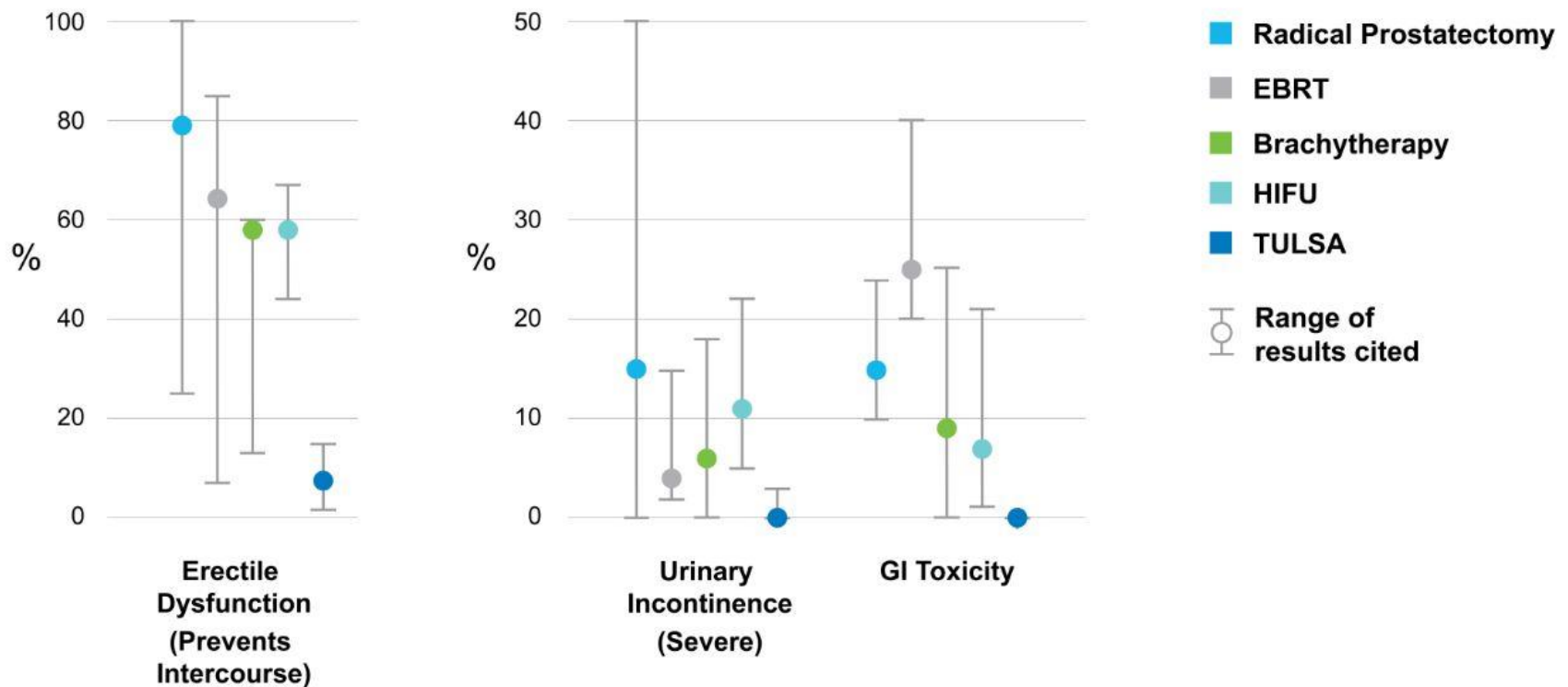


Outside-In



# Lower Complication Rates

Profound's technology results in fewer significant complications



# Phase I Clinical Trial – 12-month data

The Phase I trial has demonstrated that MRI-guided TULSA provides accurate treatment planning, real-time thermal dosimetry and precise control of prostate ablation to within 1.3 mm, with a well-tolerated side-effect profile.

## Outcomes:

- 30 patients treated with at least 12 month follow-up
- No intraoperative complications, no rectal injury or fistula
- Erectile dysfunction rate of 8% (IIEF item 2  $\geq$  2)
- At 12 months, only 1 patient (3%) with Grade 1 urinary incontinence (no pads)
- Functional quality-of-life outcomes back to baseline levels

# Current Therapies

Current techniques may damage tissue far outside the therapy target area, or risk damage to critical structures

## Radiation

- Non-invasive
- Outside-In
- Risk associated with treatment of surrounding tissue
- High rate of side effects, including damage to bowel

## HIFU

- Non-invasive
- Outside-In (Trans-rectal)
- High rate of side effects, including thermal damage to bowel
- Limited to average or smaller size prostates

## Radical Prostatectomy

- Invasive surgical technique
- Removes the gland and related tissues
- High rates of side effects such as incontinence and impotency
- Success related to skill of surgeon

## **TULSA-PRO™**

- Non-invasive
- Inside-Out (Trans-urethral)
- Precisely treats prostate tissue with minimal damage to nearby critical structures
- Low rate of complications



## Advantages

- Safe, fast and accurate
- Millimeter accuracy ablates cancerous tissue while sparing critical structures
- Quick procedure with single treatment and rapid recovery time
- Minimally-invasive using thermal ablation to heat prostate from inside-out
- Guided by real-time MR imaging with temperature (thermometry) feedback
- Technology compatible with leading MRI platforms



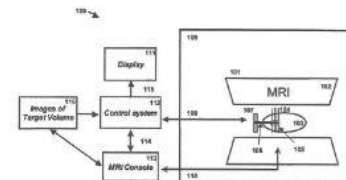
# Opportunity is Well Protected

## Strong IP Portfolio:

- 6 patents issued in the United States
- 6 patents pending in the United States
- 9 patents pending foreign applications

(12) United States Patent		(10) Patent No.:	US 7,771,418 B2
Chopra et al.		(45) Date of Patent:	Aug. 10, 2010
(54)	TREATMENT OF DISEASED TISSUE USING CONTROLLED ULTRASONIC HEATING	6,537,506 B1	3/2003 Boudette et al. .... 60796
		6,542,787 B1	4/2003 McNichols et al. .... 600407
		6,550,644 B2	9/2003 Frowndlich et al. .... 324315
(75)	Inventors: Rajiv Chopra, Toronto (CA); Michael Brownhill, Toronto (CA); Mathieu Berrayck, Toronto (CA)	6,582,381 B1	6/2003 Yehoshelli et al. .... 6012
		6,589,174 B1 *	7/2003 Chopra et al. .... 600479
		6,618,608 B1	9/2003 Mathias et al. .... 600412
		6,618,620 B1	9/2003 Frowndlich et al. .... 60727
(73)	Assignee: Sunnysbrook Health Sciences Centre, Toronto, ON (CA)	6,621,430 B1	9/2000 Slayton et al. .... 600470
		6,671,535 B1	12/2003 McNichols et al. .... 600407
		6,692,450 B1	2/2004 Coleman ..... 6013
(*)	Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 1522 days.	6,735,401 B2	5/2004 Vitek et al. .... 600411
		6,746,465 B2	6/2004 Diodesch et al. .... 606192
		6,755,849 B1	6/2004 Gowik et al. .... 60739
(21)	Appl. No.: 11/076,669	2002/0195682 A1	12/2002 Torcia et al. .... 600411
(22)	Filed: Mar. 9, 2005	2003/0019770 A1	1/2003 Makin ..... 600459
		2003/0018266 A1	2/2003 Makin et al. .... 600459
		2003/0018270 A1	2/2003 Makin et al. .... 600456
(65)	Prior Publication Data	2003/0030706 A1	2/2003 Slayton et al. .... 600470
	US 2006/0206105 A1	Sep. 14, 2006	
(51)	Int. Cl. <i>A61B 18/04</i> (2006.01)		(Continued)
(52)	U.S. Cl. .... 606/28; 606/27		OTHER PUBLICATIONS
(58)	Field of Classification Search ..... 607/97; 607/101; 102; 105; 606/27; 601/2; 600/430; 600/411		Chopra et al. <i>Med. Phys.</i> , 27(9):1281-1286 (2006).
	See application file for complete search history.		(Continued)
(56)	References Cited		Primary Examiner—Roy D Gibson
	U.S. PATENT DOCUMENTS		(57) ABSTRACT
	5,295,684 A	3/1994 Maccari et al. .... 128560/03	The present invention provides a method and apparatus for delivering and controlling thermal therapy to a volume of diseased tissue. Specifically, the invention includes using thermal imaging and other inputs to determine an acoustic (ultrasonic) treatment regime employing interstitial ultrasound applicators to deliver a required isothermic temperature or thermal dose to the affected region in a body or organ. Various aspects of the treatment that can be controlled include individual transducer element operating power and frequency, as well as the rate of cooling and retention of the curative applicator.
	5,553,618 A *	9/1996 Suzuki et al. .... 600-411	
	5,620,470 A *	4/1997 Diodesch ..... 601-3	
	5,647,561 A	7/1997 Damadian ..... 128-081.2	
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	6,516,211 B1	2/2003 Asker et al. .... 600-411	
	6,522,142 B1	2/2003 Frowndlich ..... 324315	

30 Claims, 12 Drawing Sheets





## Strong Market Access Through Key Partnerships

### PHILIPS

Joint Development Agreement announced July 2015 to support TULSA technology on Philips' Ingenia and Achieva 3T MRI systems; Sales and Marketing Agreement announced May 2016 to advance TULSA-PRO commercial launch

### SIEMENS

Strategic Collaboration Agreement announced March 2016 to co-market and co-sell into the Siemens installed base of customers; each partner will invest \$2 million in marketing, educational and sales activities



Engaging in discussions to ensure compatibility of TULSA-PRO with GE 3T MRI systems

# Strong Leadership

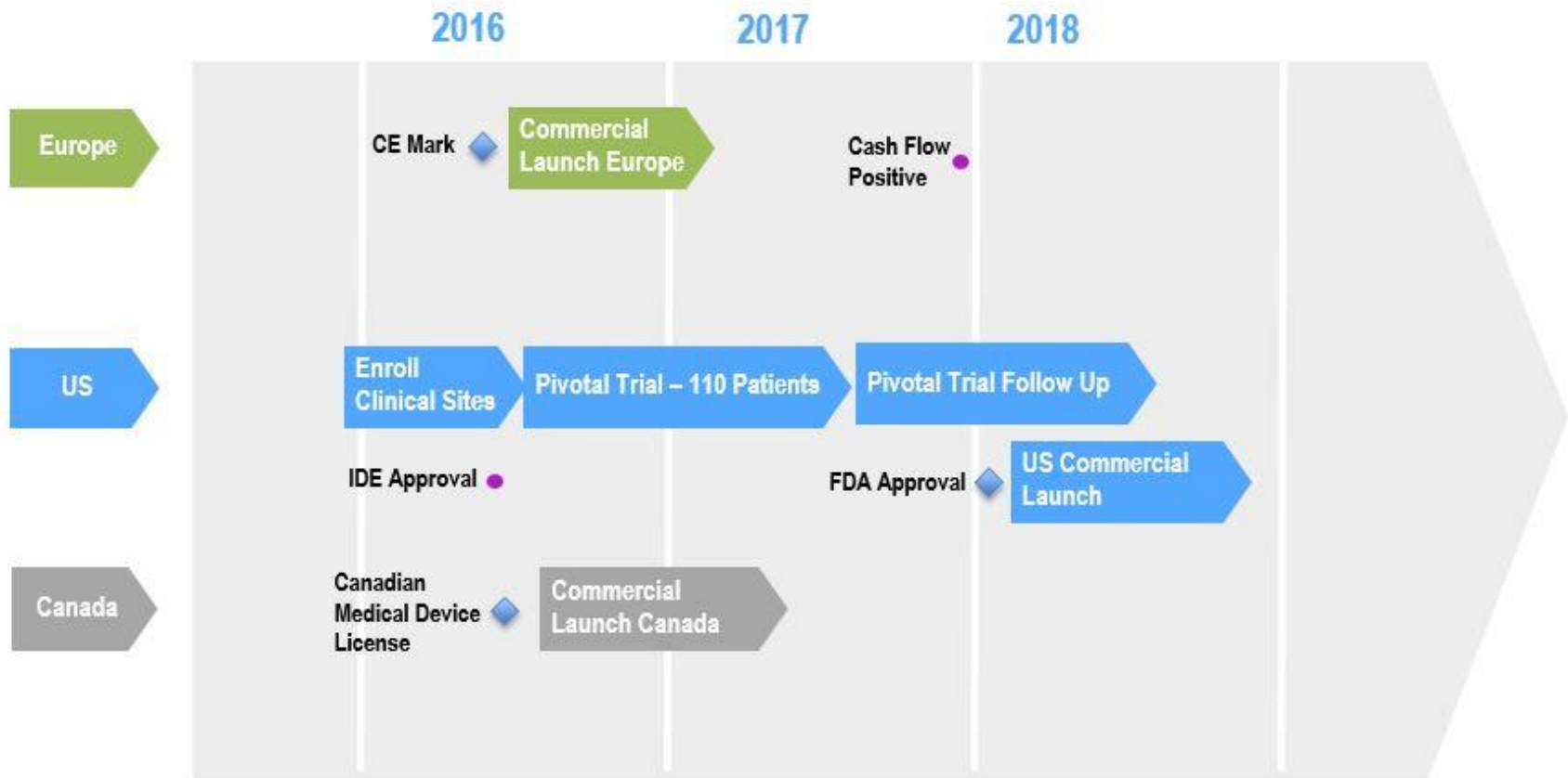
## Executive Team

<b>Steven Plymale</b>	CEO (Xltek, CryoCath, Cedara, Claron, Bluehaven)
<b>Ron Kurtz</b>	VP, Engineering (Xltek)
<b>Goldy Singh</b>	VP, Quality & Regulatory Affairs (Xltek, C.R. Bard, Philips Medical, Natus Medical Inc.)
<b>Hartmut Warnken</b>	VP, International Sales (IMRIS Pte. Ltd., IMRIS Germany GmbH, IMRIS KK Japan)

## Board of Directors

<b>Jean-François Pariseau</b>	Partner, BDC Venture Capital
<b>Damian Lamb</b>	Co-Founder & Managing Director, Genesys Capital Partners
<b>Steven Plymale</b>	CEO, Profound Medical Corp.
<b>William E. Curran</b>	Previously President & CEO, Philips Electronics North America
<b>Arun Menawat</b>	President & CEO, Novadaq Technologies Inc.
<b>Jonathan Goodman</b>	President & CEO, Knight Therapeutics

# Solid Path to Commercialization





## Recent & Upcoming Milestones

- Received CE Mark approval in April 2016 for TULSA-PRO™
- Sale of first TULSA-PRO™ to ResoFus Alomar in Spain in April 2016
- Granted IDE Approval from the FDA for Pivotal Trial
- Pivotal Trial commencement
- Expansion of strategic collaborations / distributor partnerships
- Commercial launch Canada
- Solidify reimbursement pathway

# In Conclusion

- TULSA poised to be a game changer in the clinical management of patients by ablation of targeted prostate tissue
- Large and growing market opportunity; significant unmet medical need
- Near- and mid-term milestones offer multiple value inflection opportunities
- Technology well protected by strong IP portfolio
- CE Mark obtained
- Attractive razor/razor blade revenue model
- Well established care delivery infrastructure
- Proven leadership team

**‘A GAME  
CHANGER’**

In the clinical management  
of prostate care

# Capitalization

<b>Exchange &amp; Ticker</b>	<b>TSXV: PRN</b>
<b>Cash</b> (@ March 31, 2016)	\$16.9MM
<b>Debt:</b> FedDev	\$0.8MM
HTX	\$1.3MM
Knight	\$4.0MM
<b>Common Shares</b> (@ March 31, 2016)	
Basic, Fully Diluted	39.5MM; 43.8MM
<b>Significant Shareholders:</b>	
BDC	24.8%
Genesys	23.1%
Knight	7.7%

**PROFOUND**  
**MEDICAL** Corp.

**TSXV: PRN**

[profoundmedical.com](http://profoundmedical.com) | 647-476-1350