

Penumbra, Inc.

42nd Annual J.P. Morgan Healthcare Conference



Safe Harbor

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

Except for historical information, certain statements in this presentation and oral statements accompanying this presentation are forward-looking in nature and are subject to risks, uncertainties and assumptions about us. Our business and operations are subject to a variety of risks and uncertainties and, consequently, actual results may differ materially from those projected by any forward-looking statements. Factors that could cause actual results to differ from those projected include, but are not limited to: failure to sustain or grow profitability or generate positive cash flows; failure to effectively introduce and market new products; delays in product introductions; significant competition; inability to further penetrate our current customer base, expand our user base and increase the frequency of use of our products by our customers; inability to achieve or maintain satisfactory pricing and margins; manufacturing difficulties; permanent write-downs or write-offs of our inventory; product defects or failures; unfavorable outcomes in clinical trials; inability to maintain our culture as we grow; fluctuations in foreign currency exchange rates; potential adverse regulatory actions; and the potential impact of any acquisitions, mergers, dispositions, joint ventures or investments we may make. These risks and uncertainties, as well as others, are discussed in greater detail in our filings with the Securities and Exchange Commission ("SEC"), including our Annual Report on Form 10-K for the year ended December 31, 2022 filed with the SEC on February 23, 2023. There may be additional risks of which we are not presently aware or that we currently believe are immaterial which could have an adverse impact on our business. Any forward-looking statements are based on our current expectations, estimates and assumptions regarding future events and are applicable only as of the dates of such statements. We make no commitment to revise or update any forward-looking statements in order to reflect events or circumstances that may change.

TRADEMARKS

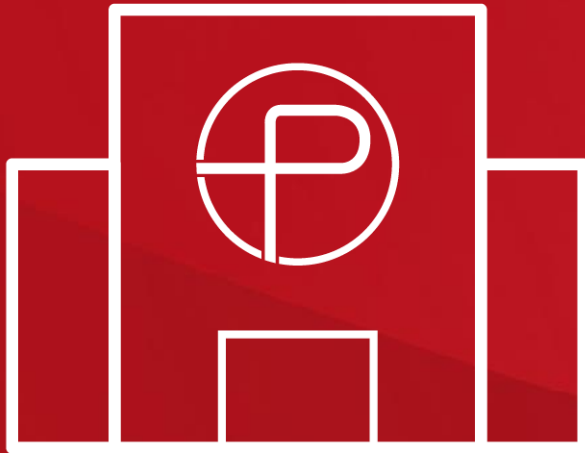
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Footnotes for Slides 6–10:

- a. Internal industry research using Guidepoint Qsight
- b. 1) 'Heart Disease and Stroke Statistics—2022 Update: A Report From the American Heart Association (Page e391), 2) <https://www.cdc.gov/stroke/facts.htm>, 3) <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6584910/>, 4) WFITN Presentation by Emory, 5) Internal estimate for the progression of strokes to be
- c. Internal industry research using Guidepoint Qsight
- d. 1) NIH - Incidence of Emergency Department Visits for ST-Elevation Myocardial Infarction, 2) Medical Science Monitor - Relation of Angiographic Thrombus Burden with Severity of Coronary Artery Disease in Patients with ST Segment Elevation Myocardial Infarction, 3) Source: Harskamp, Ralf E et al. "Saphenous vein graft failure and clinical outcomes: toward a surrogate end point in patients following coronary artery bypass surgery?." American heart journal vol. 165,5 (2013): 639-43. doi:10.1016/j.ahj.2013.01.019, 4) Source: Modi K, Soos MP, Mahajan K. Stent Thrombosis. [Updated 2021 Sep 24]. In: StatPearls [Internet]. Treasure Island (FL): StatPearls Publishing, 5) Source: Claire Bouleti, Nathan Newton, Stéphane Germain, The no-reflow phenomenon: State of the art, Archives of Cardiovascular Diseases, Volume 108, Issue 12, 2015 ,Pages 661-674. 6) Internal industry research using Guidepoint Qsight
- e. Internal industry research using Guidepoint Qsight
- f. 1) Internal industry research with DRG, 2) Internal industry research using Definitive Healthcare
- g. Internal industry research using Guidepoint Qsight
- h. 1) Internal industry research with DRG, 2) Internal industry research using Guidepoint Qsight
- i. Internal industry research using Guidepoint Qsight
- j. 1) The Sage Group ALI final report; 2) Gilliland C, Shah J, Martin J. Acute limb ischemia. Tech Vasc Interv Radiol 2017;20(4):274-280, 3) Internal industry research using Guidepoint Qsight



Our Company



Headquartered
in Alameda



~4,000
Employees



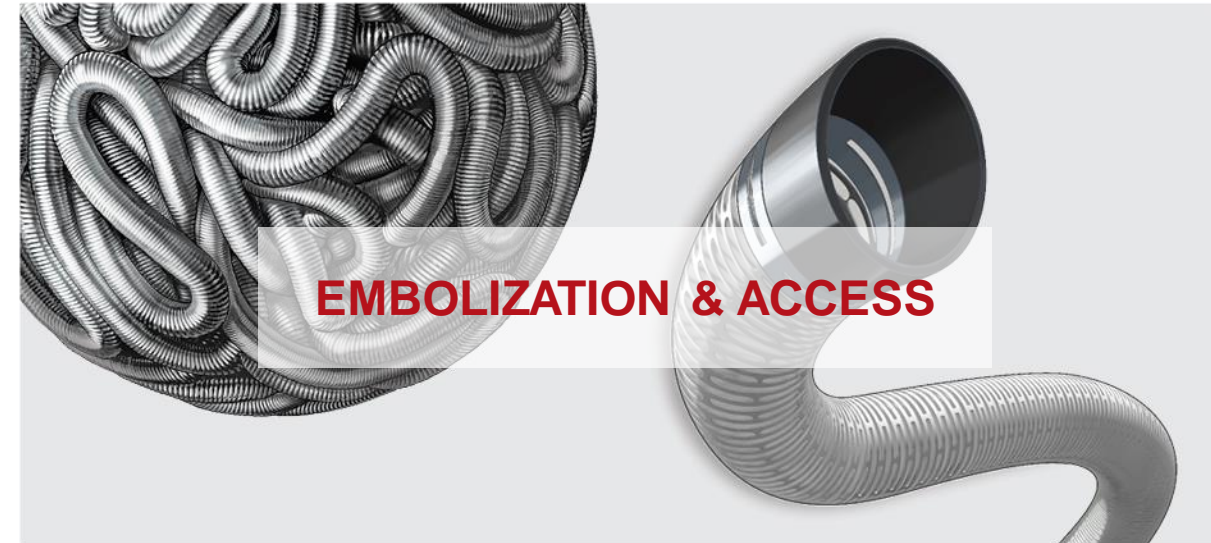
Products Available
in **100+** Markets



Products
Manufactured in CA

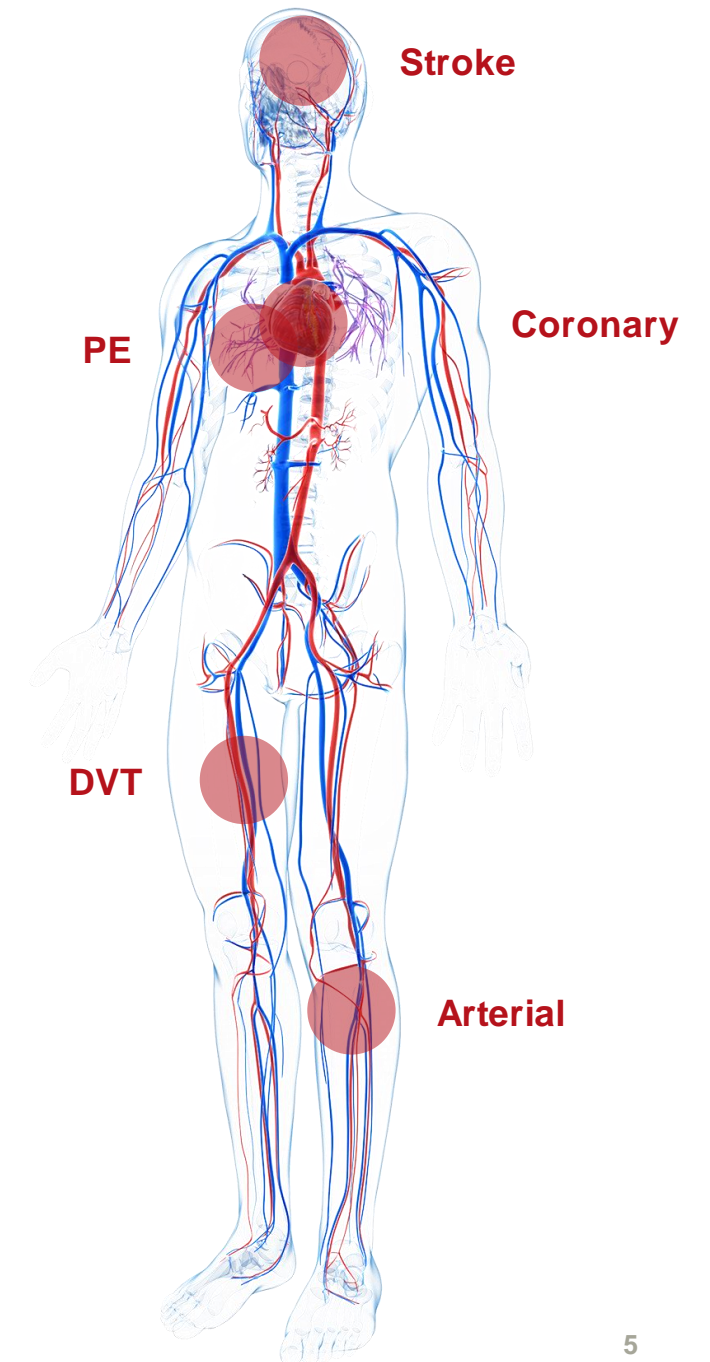


2023 Revenue Guidance
\$1.05B–\$1.07B
(+24% to 26% YOY)
Strong Profitability





Deep Dive on Thrombectomy





CAVT – Second Generation Thrombectomy Technology

LIGHTNING FLASH™



LIGHTNING BOLT™ 7



THUNDERBOLT™

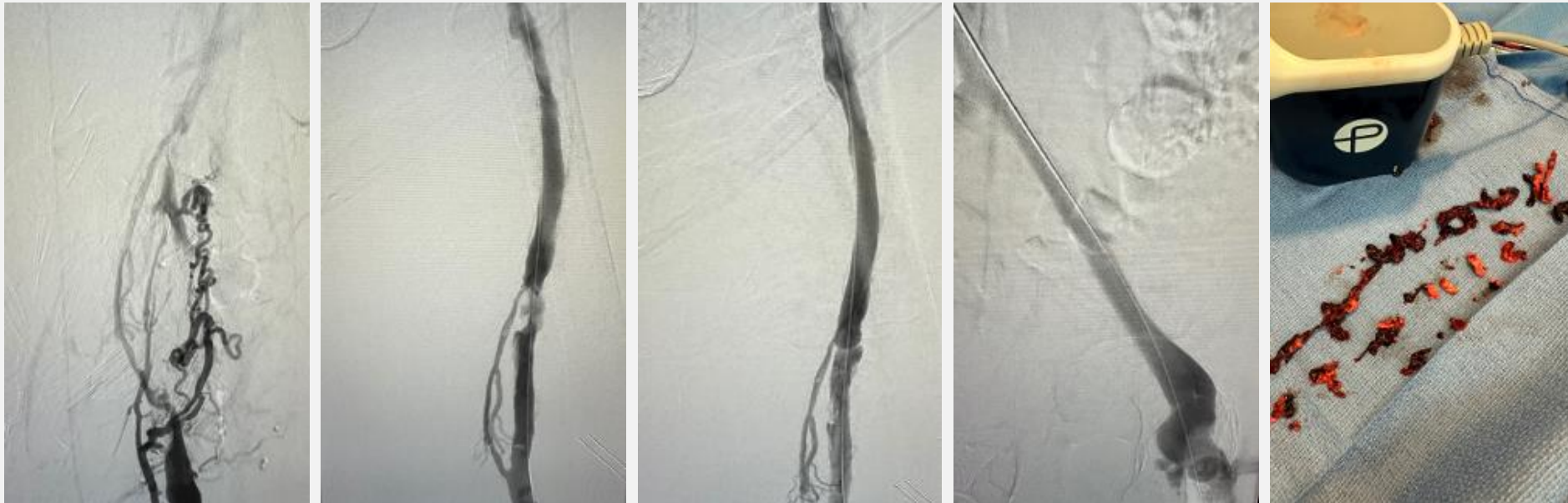




CAVT – Second Generation Thrombectomy Technology

LIGHTNING FLASH

DVT

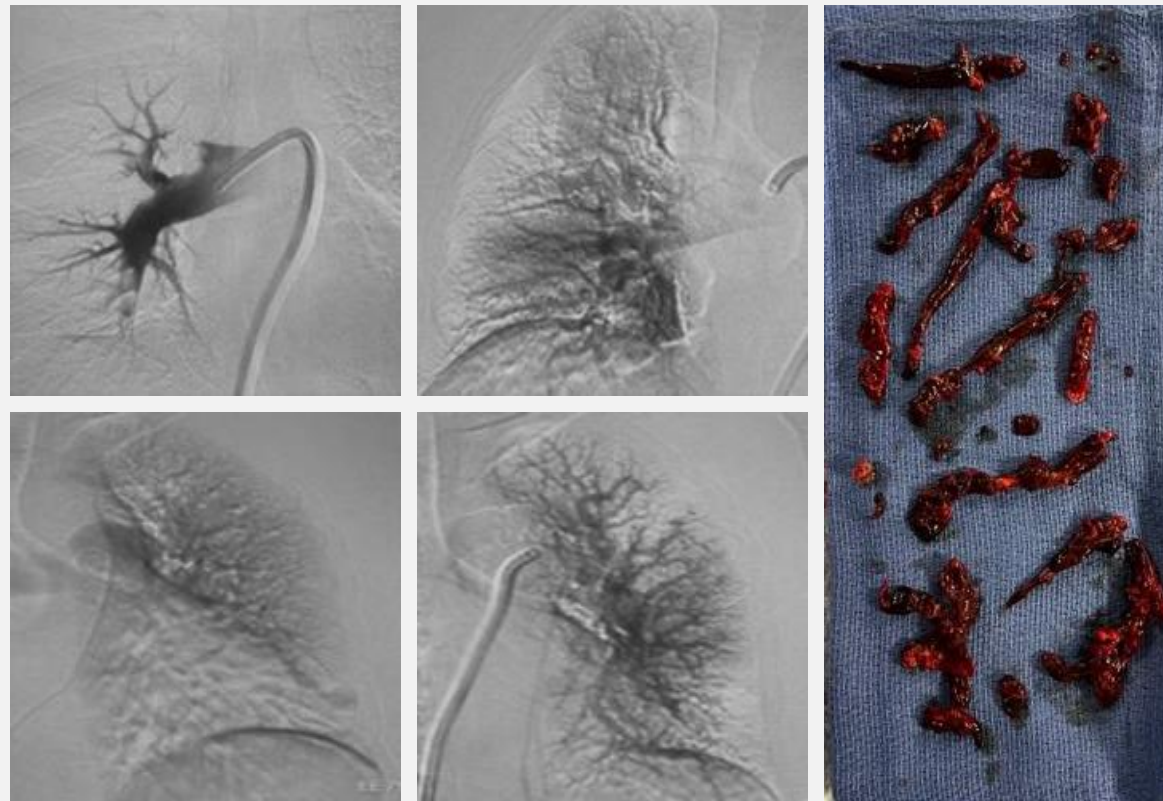




CAVT – Second Generation Thrombectomy Technology

LIGHTNING FLASH

PE

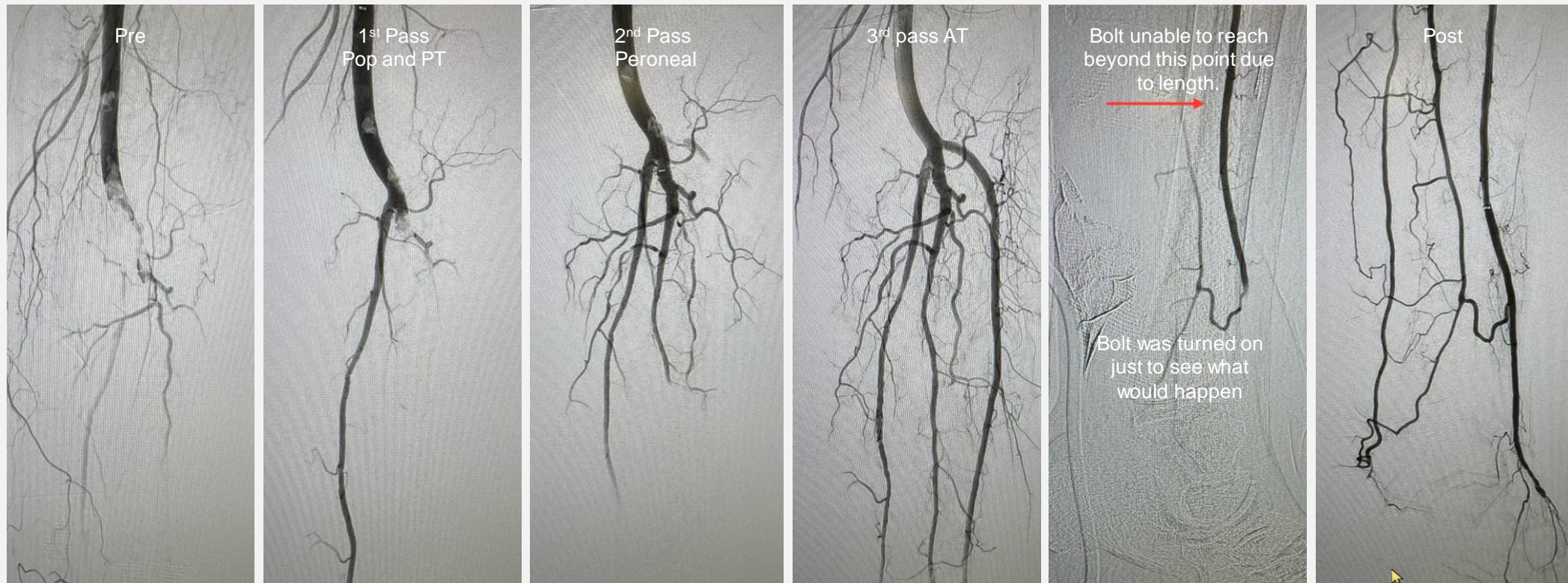




CAVT – Second Generation Thrombectomy Technology

LIGHTNING BOLT 7

Arterial

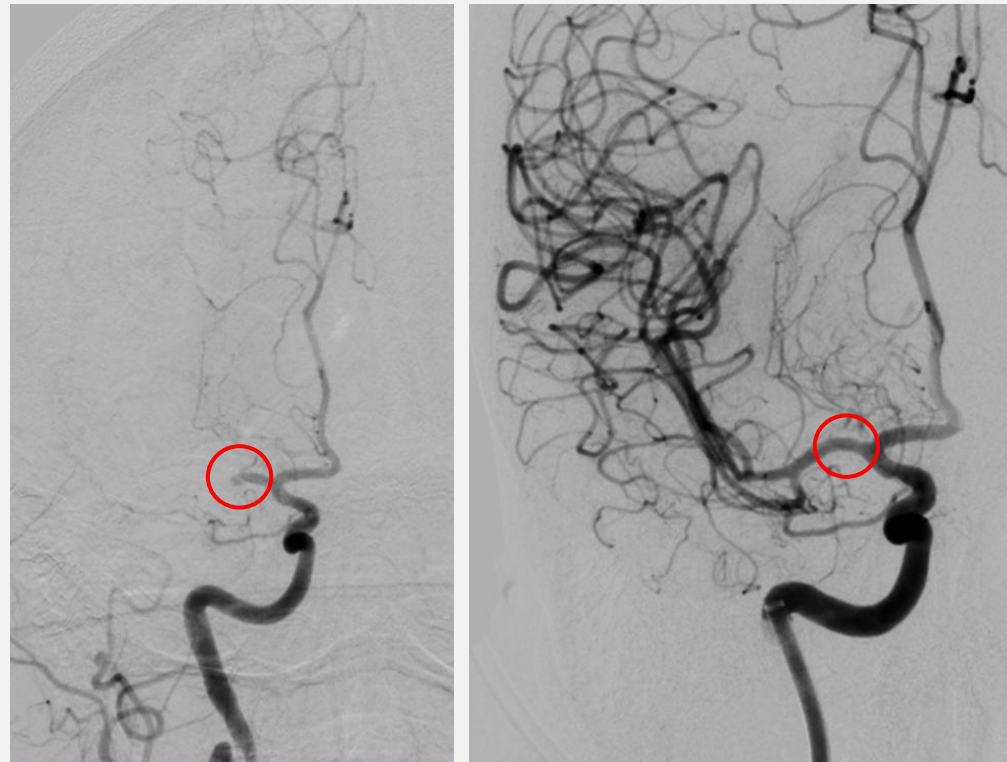




CAVT – Second Generation Thrombectomy Technology

THUNDERBOLT

Stroke





CAVT – Second Generation Thrombectomy Technology

LIGHTNING FLASH™



LIGHTNING BOLT™ 7

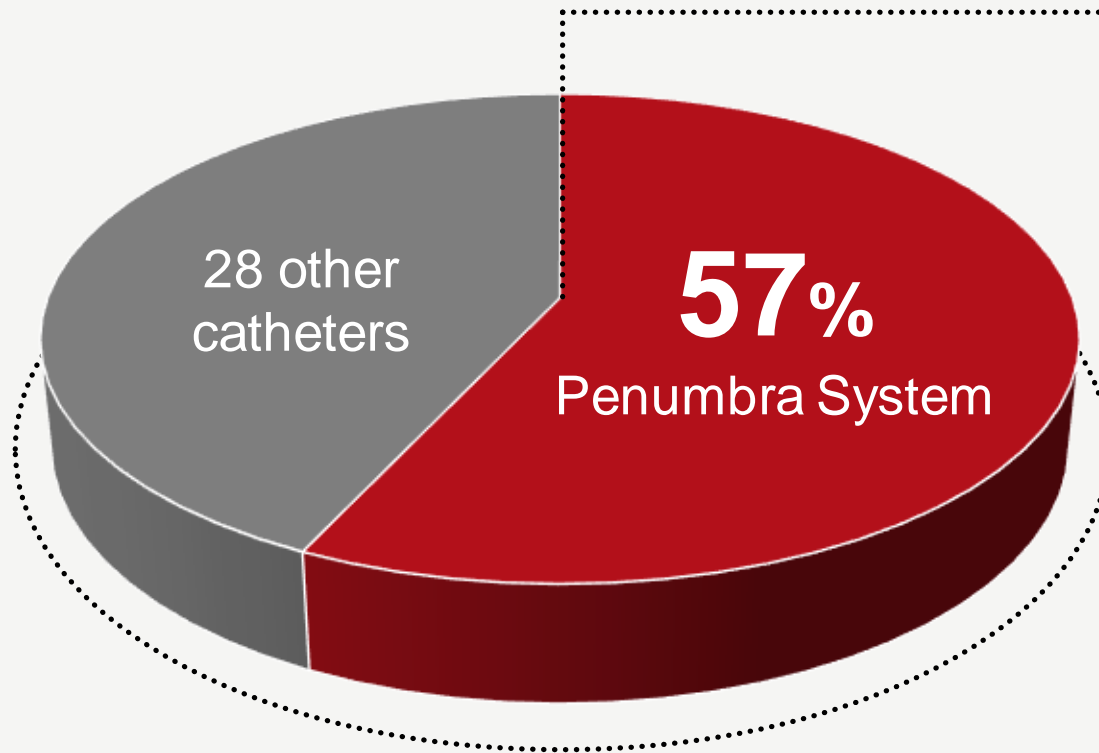


THUNDERBOLT™

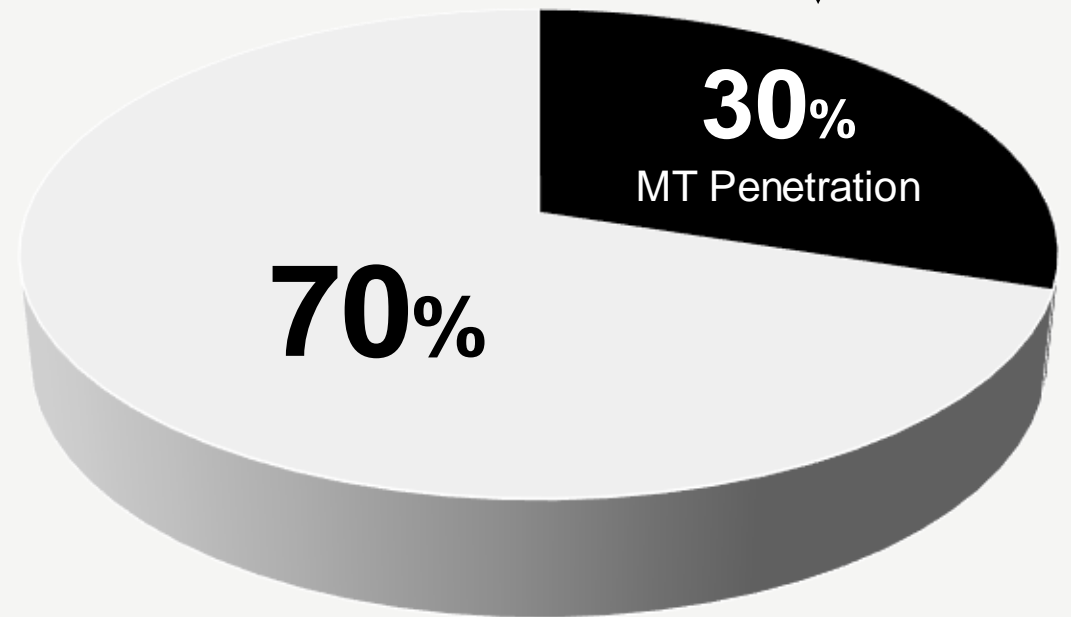




Stroke



Mechanical Thrombectomy (MT)^a

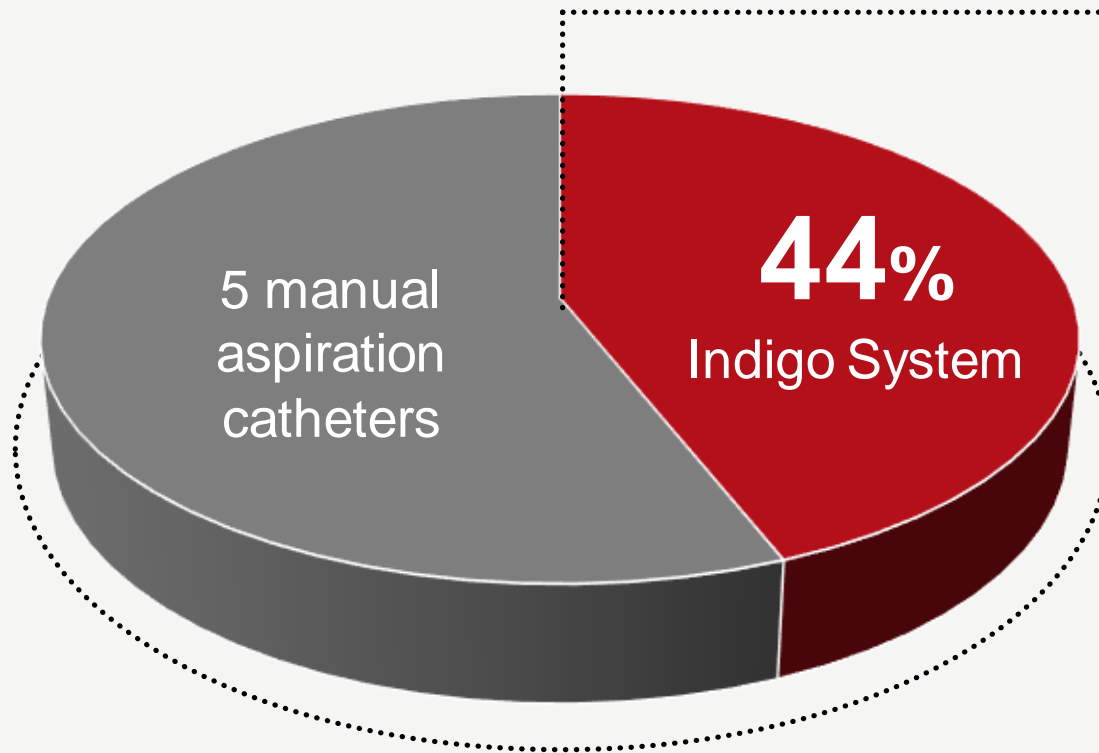


Total Number of Annual U.S. Patients
200,000^b

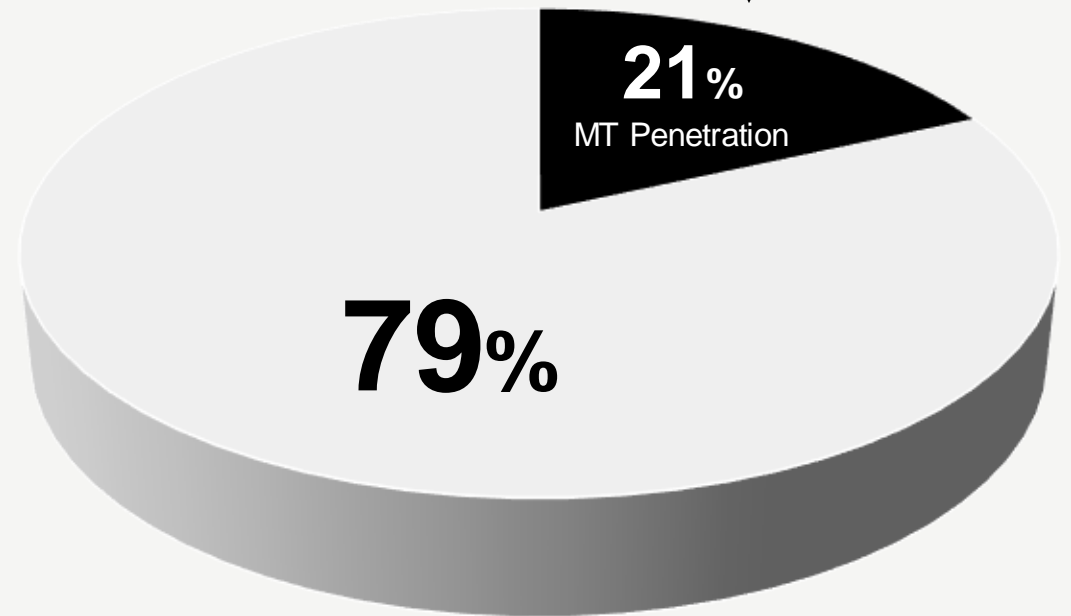
Sources are listed on slide 2.



Coronary



Mechanical Thrombectomy (MT)^c

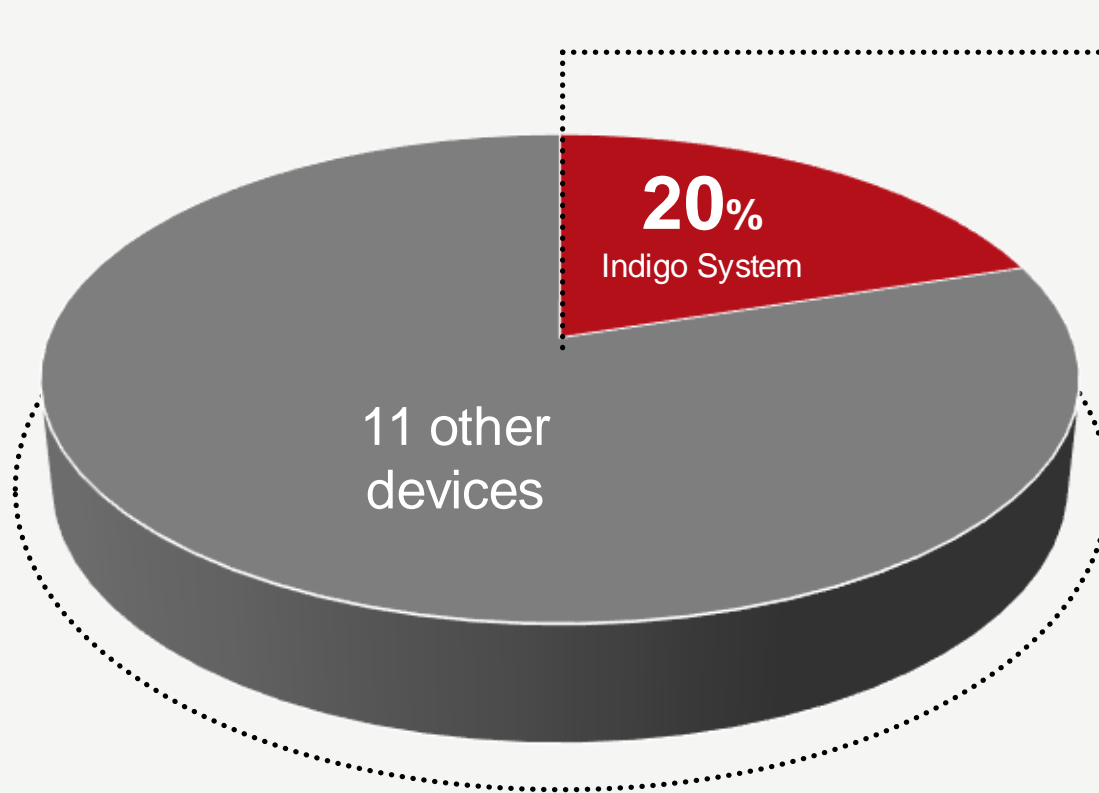


Total Number of Annual U.S. Patients
289,000^d

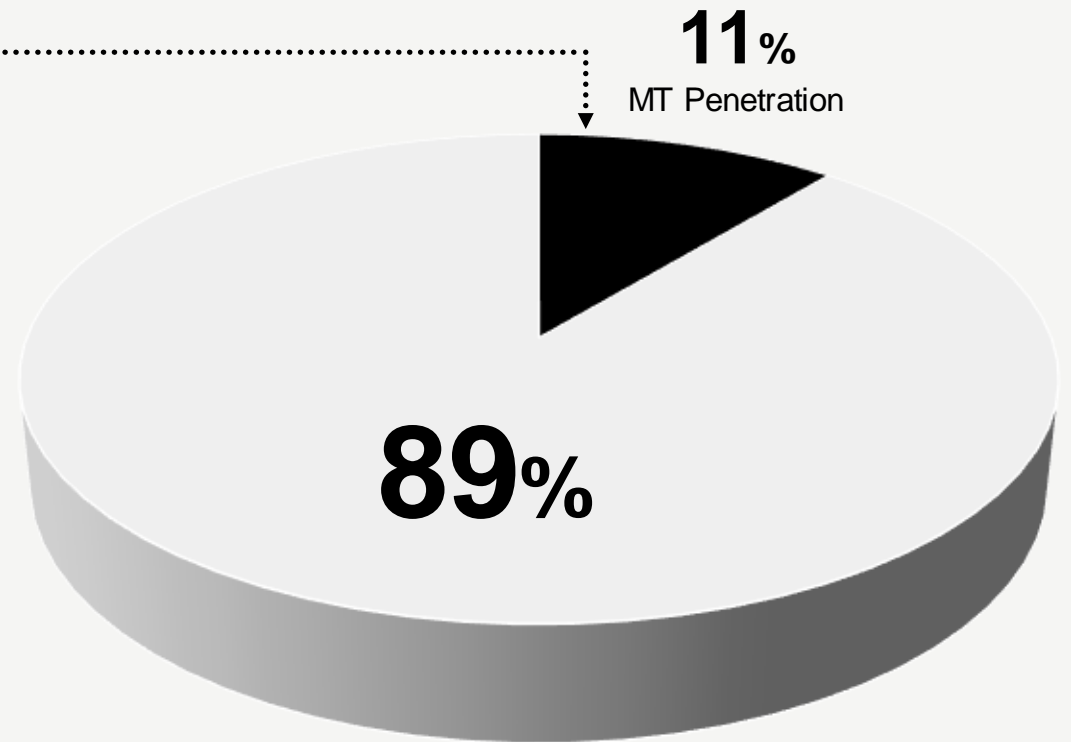
Sources are listed on slide 2.



PE



Mechanical Thrombectomy (MT)^e

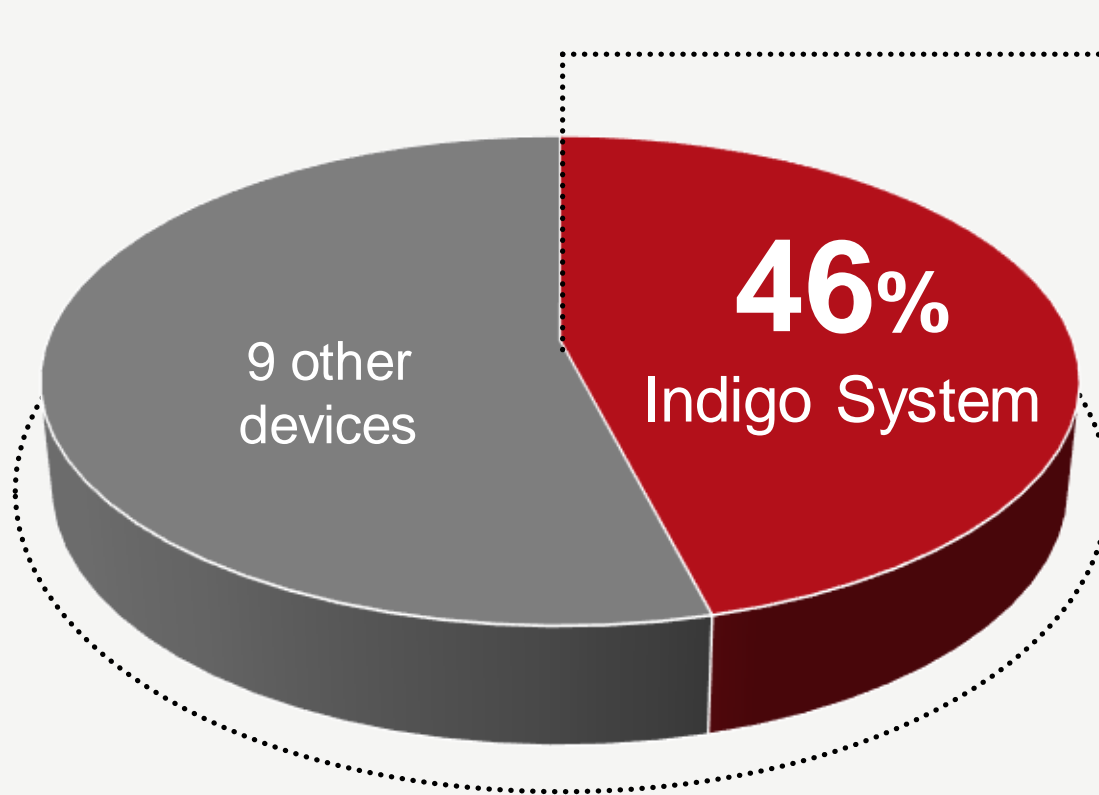


Total Number of Annual U.S. Patients
157,000^f

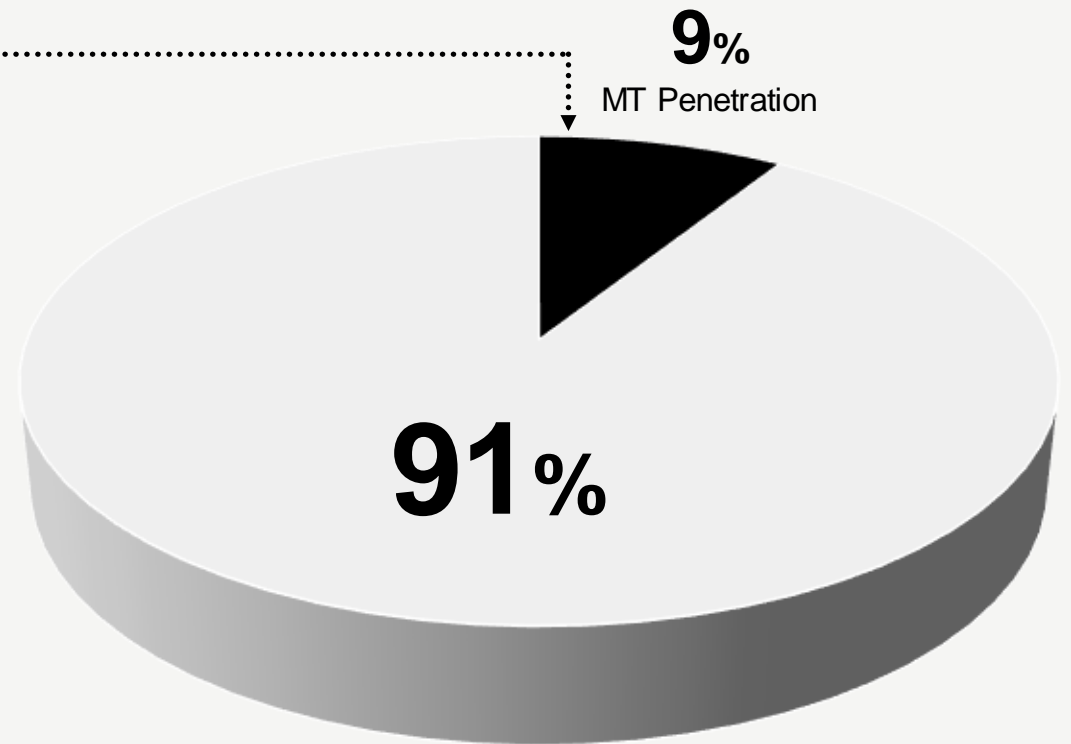
Sources are listed on slide 2.



DVT



Mechanical Thrombectomy (MT)^g

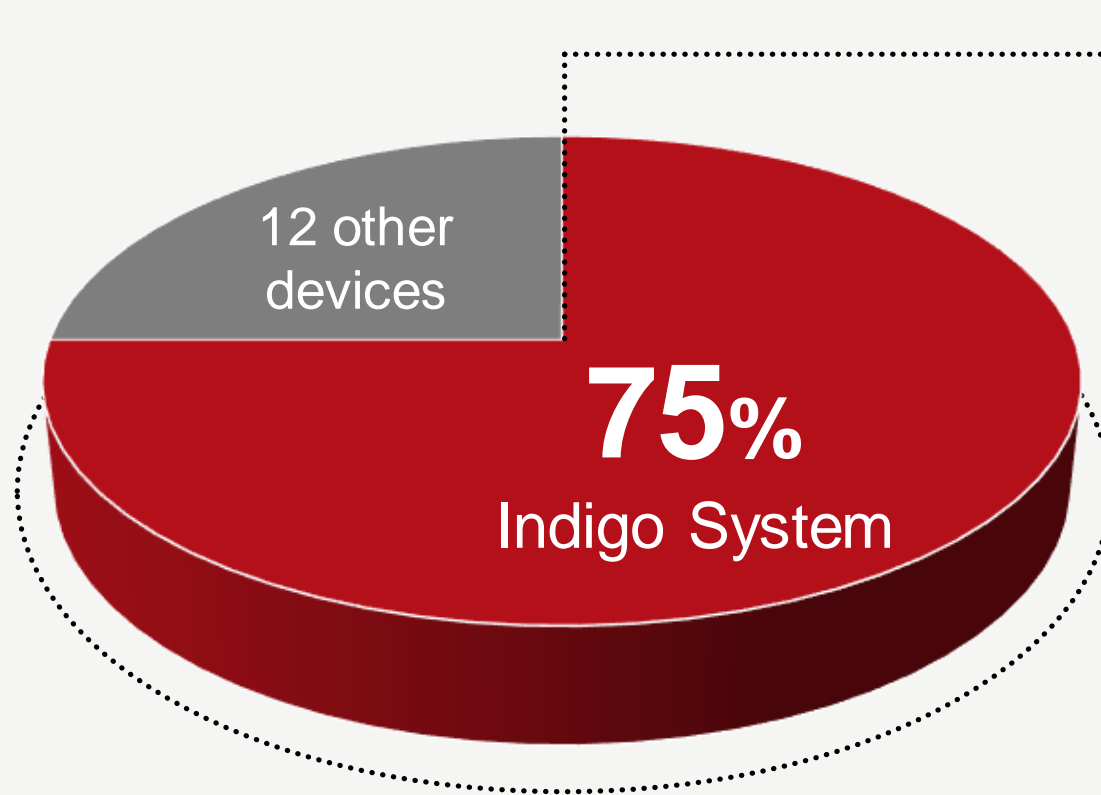


Total Number of Annual U.S. Patients
351,000^h

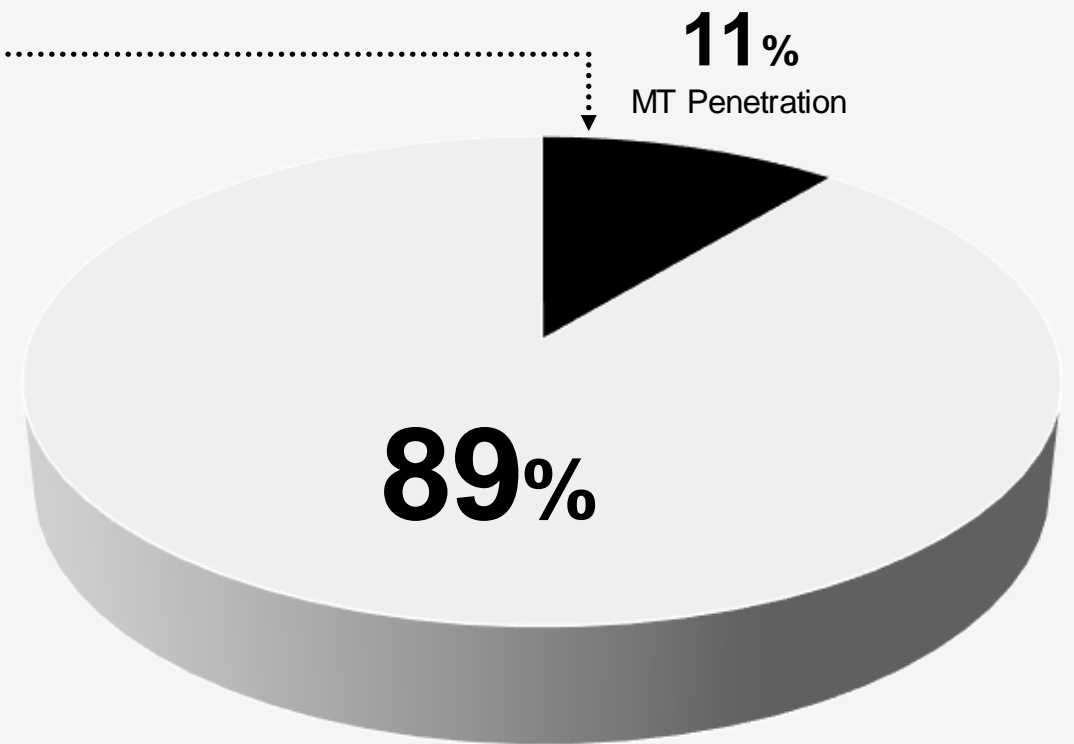
Sources are listed on slide 2.



Arterial



Mechanical Thrombectomy (MT)ⁱ



Total Number of Annual U.S. Patients
259,000^j

Sources are listed on slide 2.



Focused Areas of Work to Increase Number of Patients Treated

INNOVATION

4 new CAVT products
within next 16 months

New information technology
integrated into CAVT
platform

COMMERCIAL

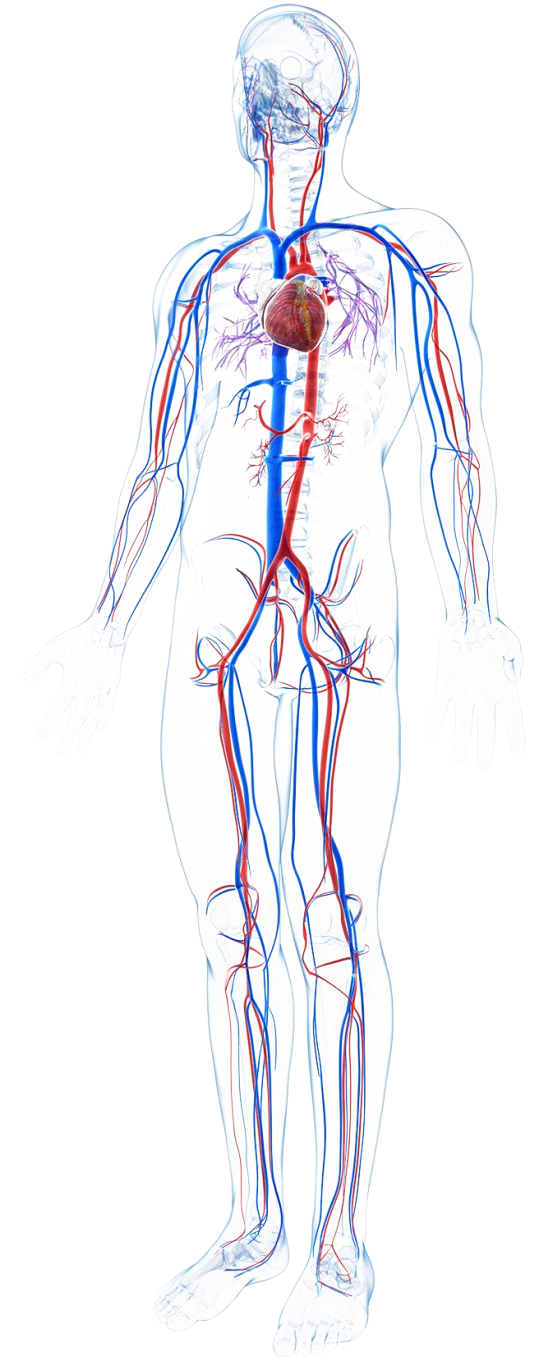
Evolved US vascular
commercial team to be able
to take on increased
opportunity

MARKET ACCESS

Initiate market access
program in DVT, stroke,
arterial, and PE



World's Leader in Mechanical Thrombectomy Head-to-Toe



Thank you