

REFINITIV

## DELTA REPORT

### 10-Q

CLPT - CLEARPOINT NEURO, INC.

10-Q - JUNE 30, 2024 COMPARED TO 10-Q - MARCH 31, 2024

The following comparison report has been automatically generated

TOTAL DELTAS 517

█ CHANGES 140

█ DELETIONS 165

█ ADDITIONS 212

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended **March 31, June 30, 2024**

Or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number: **001-34822**

**ClearPoint Neuro, Inc.**

(Exact Name of Registrant as Specified in Its Charter)

**Delaware**

(State or Other Jurisdiction  
of Incorporation or Organization)

**58-2394628**

(IRS Employer  
Identification Number)

**120 S. Sierra Ave., Suite 100**  
**Solana Beach, California**  
(Address of Principal Executive Offices)

**92075**

(Zip Code)

**(888) 287-9109**  
(Registrant's Telephone Number, Including Area Code)

**Securities registered pursuant to Section 12(b) of the Act:**

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.01 par value per share	CLPT	Nasdaq Capital Market

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files.)  Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer" "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  Yes  No

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  Yes  No

As of **May 1, 2024** **July 31, 2024**, there were **27,420,327** **27,595,699** shares of common stock outstanding.

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## CLEARPOINT NEURO, INC.

### TABLE OF CONTENTS

	Page Number
<b>PART I – FINANCIAL INFORMATION</b>	<b>1</b>
<b>Item 1.</b> <a href="#">Financial Statements (unaudited)</a>	<b>1</b>
<a href="#">Condensed Consolidated Balance Sheets as of March 31 June 30, 2024</a> <a href="#">2024 and December 31, 2023</a> <a href="#">December 31, 2023</a>	1
<a href="#">Condensed Consolidated Statements of Operations for the three months ended March 31, 2024</a> <a href="#">2023</a>	2
<a href="#">Condensed Consolidated Statements of Operations for the 4 six months ended June 30, 2024</a> <a href="#">2023</a>	2
<a href="#">Condensed Consolidated Statements of Stockholders' Equity for the three and six months ended March 31 June 30, 2024</a> <a href="#">2024 and 2023</a> <a href="#">2023</a>	3
<a href="#">Condensed Consolidated Statements of Cash Flows for the three six months ended March June 31, 2024</a> <a href="#">2024 and 2023</a> <a href="#">2023</a>	4
<a href="#">Notes to Condensed Consolidated Financial Statements</a>	56
<b>Item 2.</b> <a href="#">Management's Discussion and Analysis of Financial Condition and Results of Operations</a>	<b>1718</b>
<b>Item 3.</b> <a href="#">Quantitative and Qualitative Disclosures About Market Risk</a>	<b>2325</b>
<b>Item 4.</b> <a href="#">Controls and Procedures</a>	<b>2325</b>
<b>PART II – OTHER INFORMATION</b>	
<b>Item 1.</b> <a href="#">Legal Proceedings</a>	<b>2426</b>
<b>Item 1A.</b> <a href="#">Risk Factors</a>	<b>2426</b>
<b>Item 2.</b> <a href="#">Unregistered Sales of Equity Securities and Use of Proceeds</a>	<b>2426</b>
<b>Item 3.</b> <a href="#">Defaults Upon Senior Securities</a>	<b>2426</b>
<b>Item 4.</b> <a href="#">Mine Safety Disclosures</a>	<b>2426</b>
<b>Item 5.</b> <a href="#">Other Information</a>	<b>2426</b>
<b>Item 6.</b> <a href="#">Exhibits</a>	<b>2527</b>
<b>SIGNATURES</b>	<b>2628</b>

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### Trademarks, Trade Names and Service Marks

ClearPoint Neuro®, ClearPoint®, SmartFlow®, SmartFrame®, SmartGrid®, Inflexion™®, SmartTwist™®, SmartTip™®, ClearPoint Maestro®, SmartFrame Array®, SmartFrame OR™, ClearPoint Neuro Orchestra™, ClearPoint Prism®, SmartFlow Flex™, ClearPointer™, ClearPoint Pursuit®, and When Your Path is Unclear, We Point The Way®, and MRI® Interventions® are all trademarks of ClearPoint Neuro, Inc. Any other trademarks, trade names or service marks referred to in this Quarterly Report on Form 10-Q (this "Quarterly Report") are the property of their respective owners.

#### SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This Quarterly Report contains "forward-looking statements" as defined under the U.S. federal securities laws. The forward-looking statements relate to our expectations for performance, revenues and costs, and the adequacy of cash and cash equivalent balances and short-term investments to support operations and meet future obligations. These statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements, expressed or implied by the forward-looking statements.

In some cases, you can identify forward-looking statements by terms such as "anticipates," "believes," "could," "estimates," "expects," "intends," "may," "plans," "potential," "predicts," "projects," "should," "will," "would," and similar expressions intended to identify forward-looking statements, although not all forward-looking statements contain these words. Although we believe that we have a reasonable basis for each forward-looking statement contained in this Quarterly Report, we caution you that these statements are based on a combination of facts and factors currently known by us and our projections of the future, about which we cannot be certain.

In evaluating forward-looking statements, you should refer to (i) the section titled "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended December 31, 2023, which we filed with the United States Securities and Exchange Commission ("SEC") on March 12, 2024 (the "2023 Form 10-K"), (ii) Item 2 of this Quarterly Report, under the heading "Management's Discussion and Analysis of Financial Condition and Results of Operations -- Factors Which May Influence Future Results of Operations" and (iii) Part II, Item 1.A of this Quarterly Report. As a result of these risk factors, we cannot assure you that the forward-looking statements in this Quarterly Report will prove to be accurate. Furthermore, if our forward-looking statements prove to be inaccurate, the inaccuracy may be material. In light of the significant uncertainties in these forward-looking statements, you should not regard these statements as a representation or warranty by us or any other person that we will achieve our objectives and plans in any specified time frame, or at all. We do not undertake to update any of the forward-looking statements after the date of this Quarterly Report, except to the extent required by applicable securities laws.

#### PART I – FINANCIAL INFORMATION

##### ITEM 1. FINANCIAL STATEMENTS

**CLEARPOINT NEURO, INC.**  
**Condensed Consolidated Balance Sheets**  
(in thousands, except for share and per share data)

		March 31, 2024	June 30, 2024	December 31, 2023	December 31, 2023
					(Unaudited)
	<b>ASSETS</b>				
	<b>ASSETS</b>				
	<b>ASSETS</b>				
Current assets:		Current assets:	Current assets:	Current assets:	Current assets:
Cash and cash equivalents					
Accounts receivable, net					
Inventory, net					
Prepaid expenses and other current assets					
Total current assets					
Property and equipment, net					
Operating lease, right-of-use assets					
Software license inventory					
Licensing rights					
Other assets					
Total assets					

LIABILITIES AND STOCKHOLDERS' EQUITY		
LIABILITIES AND STOCKHOLDERS' EQUITY		
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Current liabilities:		
Current liabilities:		
Accounts payable		
Accounts payable		
Accounts payable		
Accrued compensation		
Other accrued liabilities		
Operating lease liabilities, current portion		
Deferred product and service revenue, current portion		
2020 senior secured convertible note payable, net		
Total current liabilities		
Operating lease liabilities, net of current portion		
Deferred product and service revenue, net of current portion		
2020 senior secured convertible note payable, net		
Total liabilities		
Commitments and contingencies	Commitments and contingencies	Commitments and contingencies
Stockholders' equity:		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at March 31, 2024 and December 31, 2023		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at March 31, 2024 and December 31, 2023		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at March 31, 2024 and December 31, 2023		
Common stock, \$0.01 par value; 90,000,000 shares authorized at March 31, 2024 and December 31, 2023; 27,416,345 shares issued and outstanding at March 31, 2024; and 24,652,729 issued and outstanding at December 31, 2023		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at June 30, 2024 and December 31, 2023		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at June 30, 2024 and December 31, 2023		
Preferred stock, \$0.01 par value; 25,000,000 shares authorized; none issued and outstanding at June 30, 2024 and December 31, 2023		
Common stock, \$0.01 par value; 90,000,000 shares authorized at June 30, 2024 and December 31, 2023; 27,588,812 shares issued and outstanding at June 30, 2024; and 24,652,729 issued and outstanding at December 31, 2023		
Additional paid-in capital		
Accumulated deficit		
Total stockholders' equity		
Total liabilities and stockholders' equity		

See accompanying notes to Condensed Consolidated Financial Statements.

**CLEARPOINT NEURO, INC.**  
**Condensed Consolidated Statements of Operations**  
**(Unaudited)**  
**(in thousands, except for share and per share data)**

	For The Three Months Ended March 31,		For The Three Months Ended June 30,	
	2024	2024	2023	2024
Revenue:		Revenue:	Revenue:	
Product revenue				
Service and other revenue				
Total revenue				
Cost of revenue				
Gross profit				
Research and development costs				
Sales and marketing expenses				

General and administrative expenses	
Operating loss	
Other expense:	
Other expense, net	
Other expense, net	
Other expense, net	
Other income (expense), net	
Other income (expense), net	
Other income (expense), net	
Interest income, net	
Net loss	
Net loss per share attributable to common stockholders:	
Basic and diluted	
Basic and diluted	
Basic and diluted	
Weighted average shares used in computing net loss per share:	
Basic and diluted	
Basic and diluted	
Basic and diluted	

	For The Six Months Ended June 30,	
	2024	2023
Revenue:		
Product revenue	\$ 8,579	\$ 4,967
Service and other revenue	6,918	6,416
Total revenue	15,497	11,383
Cost of revenue	5,984	5,055
Gross profit	9,513	6,328
Research and development costs	5,745	6,628
Sales and marketing expenses	7,124	6,407
General and administrative expenses	5,614	6,136
Operating loss	(8,970)	(12,843)
Other expense:		
Other expense, net	(21)	(13)
Interest income, net	437	195
Net loss	\$ (8,554)	\$ (12,661)
Net loss per share attributable to common stockholders:		
Basic and diluted	\$ (0.32)	\$ (0.52)
Weighted average shares used in computing net loss per share:		
Basic and diluted	26,460,237	24,583,439

See accompanying notes to Condensed Consolidated Financial Statements.

**CLEARPOINT NEURO, INC.**  
**Condensed Consolidated Statements of Stockholders' Equity**  
**(Unaudited)**  
**(Dollars in thousands)**

For The Three Months Ended March 31, 2024	For The Three and Six Months Ended June 30,								
	Common Stock	Common Stock	Additional Paid-in Capital	Accumulated Deficit	Total	Common Stock	Additional Paid-in Capital	Accumulated Deficit	Total

Balances, January 1, 2024	
Balances, January 1, 2024	
Balances, January 1, 2024	
Issuances of common stock:	
Public offering of common stock	
Public offering of common stock	
Public offering of common stock	
Share-based compensation	
Option exercises	
Payments for taxes related to net share settlement of equity awards	
Net loss for the period	
Balances, March 31, 2024	
Issuances of common stock:	
Share-based compensation	
Share-based compensation	
Share-based compensation	
Option exercises (cashless)	
Payments for taxes related to net share settlement of equity awards	
Issuance of common stock under employee stock purchase plan	
Net loss for the period	
Balances, June 30, 2024	

	For The Three Months Ended March 31, 2023				For The Three and Six Months Ended June 30, 2023			
	Common Stock	Common Stock	Additional Paid-in Capital	Accumulated Deficit	Common Stock	Additional Paid-in Capital	Accumulated Deficit	Total
	Shares				Total			
Balances, January 1, 2023								
Balances, January 1, 2023								
Balances, January 1, 2023								
Issuances of common stock:								
Share-based compensation								
Share-based compensation								
Share-based compensation								
Payments for taxes related to net share settlement of equity awards								
Net loss for the period								
Balances, March 31, 2023								
Issuances of common stock:								
Share-based compensation								
Share-based compensation								
Share-based compensation								
Payments for taxes related to net share settlement of equity awards								
Issuance of common stock under employee stock purchase plan								
Net loss for the period								
Balances, June 30, 2023								

See accompanying notes to Condensed Consolidated Financial Statements.

**CLEARPOINT NEURO, INC.**  
**Condensed Consolidated Statements of Cash Flows**

**(Unaudited)**  
**(in thousands)**

	For The Three Months Ended March 31,		For The Six Months Ended June 30,		
	2024	2024	2023	2024	2023
Cash flows from operating activities:		Cash flows from operating activities:		Cash flows from operating activities:	
Net loss					
Adjustments to reconcile net loss to net cash flows from operating activities:					
Allowance for credit losses (recoveries)					
Allowance for credit losses (recoveries)					
Allowance for credit losses (recoveries)					
Depreciation and amortization					
Share-based compensation					
Amortization of debt issuance costs and original issue discounts					
Amortization of lease right-of-use, net of accretion in lease liabilities					
Accretion of discounts on short-term investments					
Increase (decrease) in cash resulting from changes in:					
Accounts receivable					
Accounts receivable					
Accounts receivable					
Inventory, net					
Prepaid expenses and other current assets					
Other assets					
Accounts payable and accrued expenses					
Lease liabilities					
Lease liabilities					
Lease liabilities					
Deferred revenue					
Net cash flows from operating activities					
Cash flows from investing activities:					
Purchases of property and equipment					
Purchases of property and equipment					
Purchases of property and equipment					
Acquisition of licensing rights					
Proceeds from maturities of short-term investments					
Net cash flows from investing activities					
Cash flows from financing activities:					
Proceeds from public offering of common stock, net of offering costs					
Proceeds from public offering of common stock, net of offering costs					
Proceeds from public offering of common stock, net of offering costs					
Proceeds from stock option exercises					
Payments for taxes related to net share settlement of equity awards					
Proceeds from issuance of common stock under employee stock purchase plan					
Net cash flows from financing activities					

Net change in cash and cash equivalents	
Cash and cash equivalents, beginning of period	
Cash and cash equivalents, end of period	
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>	
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>	
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>	
Cash paid for:	
Cash paid for:	
Cash paid for:	
Income taxes	
Income taxes	
Income taxes	
Interest	

#### **NON-CASH INVESTING AND FINANCING TRANSACTIONS:**

- The Company had \$0.2 million in capital expenditures accrued but not yet paid at June 30, 2023.
- During the six months ended June 30, 2024 and 2023, the Company recorded net transfers of ClearPoint reusable components having an aggregate net book value of \$0.3 million and less than \$0.1 million, respectively, between loaned systems, which are included in property and equipment in the accompanying condensed consolidated balance sheets, and inventory.
- As discussed in Note 7, the Company entered into a lease for a manufacturing facility in Carlsbad, California, which commenced in June 2023. In connection with the new lease, the Company recorded a right-of-use asset in exchange for an operating lease liability in the amount of approximately \$2.5 million.

See accompanying notes to Condensed Consolidated Financial Statements.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

#### **1. Description of the Business and Financial Condition**

ClearPoint Neuro, Inc. (the "Company" "Company") is a commercial-stage medical device company focused on the development and commercialization of innovative platforms for performing minimally invasive surgical procedures in the brain. From the Company's inception in 1998, the Company has deployed significant resources to fund its efforts to develop the capabilities for enabling neurosurgery interventions, building an intellectual property portfolio, and identifying and building out commercial applications for the technologies it develops. In 2021, the Company's efforts expanded beyond the MRI suite to encompass development and commercialization of new neurosurgical device products for the operating room setting. In 2022, the Company commercialized the ClearPoint Prism Neuro Laser Therapy System as its first therapy product offering. The Company has exclusive global commercialization rights to the ClearPoint Prism Neuro Laser Therapy System through its Swedish partner, Clinical Laserthermia Systems ("CLS").

Since 2021, a growing part of the Company's revenue is derived from consulting professional services to pharmaceutical and biotech companies, academic institutions, and contract research organizations having a focus on biologics and drug delivery. The Company's services include protocol consultation and solutions for pre-clinical preclinical study design and execution for the delivery of pharmaceutical agents to the brain. The Company also partners with customers to develop devices used for administration of therapies into the central nervous system. Currently, the Company has more than 50 biologics and drug delivery customers who are evaluating or using its products and services in trials to inject gene and cell therapies directly into the brain. These relationships involve drug development programs that are at various stages of development ranging from preclinical research to late-stage regulatory trials for multiple distinct disease states. This part of the Company's business potentially represents the largest opportunity for growth; however, the Company's ability to grow in this market is dependent on its ability to maintain and establish new relationships with customers, such customers' continuation of research and product development plans, and such customers' achievement of success in completion of clinical trials and subsequent regulatory approvals of their biologics and drugs.

#### *Macroeconomic Trends*

The Company continues to monitor the impact of various macroeconomic trends, such as global economic and supply chain disruptions, geopolitical instability (including instability resulting from military conflicts), labor shortages, inflationary conditions, and inflationary conditions. Impacts from inflationary

pressures, such as increasing costs for research and development of the Company's products, administrative and other costs of doing business, and the Company's access to capital markets and other sources of funding in the future could adversely affect the Company's business, financial condition and results of operations. Additionally, these trends could adversely affect the Company's customers, which could impact their willingness to spend on the Company's products and services, or their ability to make payment, which could harm the Company's collection of accounts receivable and financial results. The continued development and fluidity of these situations preclude any prediction as to the ultimate impact they will have on the Company's business, financial condition, results of operation and cash flows.

#### *Liquidity*

The Company has incurred net losses since its inception, which has resulted in a cumulative deficit at **March 31, 2024** **June 30, 2024** of **\$176.6 million** **\$181.0 million**. In addition, the Company's use of cash from operations amounted to **\$3.8 million** **\$6.5 million** for the **three** **six** months ended **March 31, 2024** **June 30, 2024**, and \$13.7 million for the year ended December 31, 2023. Since its inception, the Company has financed its operations principally from the sale of equity securities and the issuance of notes payable, however, there is no assurance such a future sale of equity securities and/or issuance of notes payable will be at terms favorable to the Company or available at all in the future. As required by generally accepted accounting principles in the U.S. ("GAAP"), the Company has evaluated its ability to continue as a going concern and has determined that based on current forecasts, existing cash and cash equivalent balances at **March 31, 2024** **June 30, 2024** are sufficient to support the Company's operations and meet its obligations for at least the next twelve months.

In 2020, pursuant to the terms of a Securities Purchase Agreement (the "SPA"), the Company issued secured convertible notes to two investors which raised gross proceeds of \$25 million, of which \$15 million has been converted to common stock and \$10 million remains outstanding (the "Outstanding First Closing Note"). Such notes

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

**unless earlier converted or redeemed, mature on January 29, 2025. See Note 6 below for additional information with respect to these notes.**

In March 2024, the Company completed a public offering of 2,653,848 shares of its common stock from which the net proceeds totaled approximately \$16.2 million after deducting underwriting discounts and commissions, and other offering expenses paid by the Company. See Note 8 below for additional information with respect to the common stock offering.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

**In 2020, pursuant to the terms of a Securities Purchase Agreement (the "SPA"), the Company issued secured convertible notes to two investors which raised gross proceeds of \$25 million, of which \$15 million has been converted to common stock and \$10 million remains outstanding (the "Outstanding First Closing Note"). See Note 6 below for additional information with respect to these notes.**

## **2. Basis of Presentation and Summary of Significant Accounting Policies**

### *Basis of Presentation and Use of Estimates*

In the opinion of management, the accompanying unaudited condensed consolidated financial statements have been prepared on a basis consistent with the Company's December 31, 2023 audited consolidated financial statements, and include all adjustments, consisting of only normal recurring adjustments, necessary to fairly state the information set forth therein. These condensed consolidated financial statements have been prepared in accordance with SEC rules for interim financial information, and, therefore, omit certain information and footnote disclosures necessary to present such statements in accordance with GAAP. The preparation of these condensed consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenue, expenses and the related disclosures at the date of the financial statements and during the reporting period. Actual results could materially differ from these estimates. These condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and notes thereto included in the Company's 2023 Form 10-K. The accompanying condensed consolidated balance sheet as of December 31, 2023 has been derived from the audited consolidated financial statements at that date but does not include all information and footnotes required by GAAP for a complete set of financial statements. The results of operations for the three and six months ended **March 31, 2024** **June 30, 2024**, may not be indicative of the results to be expected for the entire year or any future periods.

### *Inventory*

Inventory is carried at the lower of cost or net realizable value. The costs of inventory are determined using the standard cost method, which approximates actual cost based on a first-in, first-out method. Items in inventory relate predominantly to the Company's ClearPoint system and related disposables. Software license inventory related to ClearPoint systems undergoing on-site customer evaluation is included in inventory in the accompanying condensed consolidated balance sheets. All other software license inventory is classified as a non-current asset. The Company periodically reviews its inventory for excess and obsolete items and provides a reserve upon identification of potentially excess or obsolete items.

### *Intangible Assets*

The Company is a party to a license agreement that provides rights to the Company for the development and commercialization of products. Under the terms of the license agreement, the Company made payments to the licensor upon execution of the license agreement for access to the underlying technology, and future payments will be based

upon achievement of regulatory and commercialization milestones as defined in the license agreement. In 2022, the Company made a payment to the licensor for the achievement of a regulatory milestone, which acts as a prepayment for future royalties.

In conformity with Accounting Standards Codification Section (ASC) 350, "Intangibles" – Goodwill and Other, the Company amortizes the payments related to the license rights described above over an expected useful life of up to five years, or as commercial sales occur for that are related to the royalty prepayment. In addition, the Company periodically evaluates the recoverability of its investment in the license rights and records an impairment charge in the event such evaluation indicates that the Company's investment is not likely to be recovered.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

*Revenue Recognition*

The Company's revenue is comprised primarily of: (1) product revenue resulting from the sale of functional neurosurgery, navigation, therapy, and biologics and drug delivery disposable products; (2) product revenue resulting from the sale of ClearPoint capital equipment and software; (3) consultation service revenue and clinical case support revenue

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

in connection with customer-sponsored preclinical and clinical trials; (4) license revenue for the granting of licenses to develop and commercialize the Company's SmartFlow Cannula devices with the Company's customers' proprietary biologics as a combination product; and (5) revenue resulting from the service, installation, training, and shipping related to ClearPoint capital equipment and software. The Company recognizes revenue when (i) control of the Company's products is transferred to its customers or (ii) services are provided to customers, each in an amount that reflects the consideration the Company expects to receive from its customers in exchange for those products and services, in a process that involves identifying the contract with a customer, identifying the performance obligations in the contract, determining the transaction price, allocating the transaction price to the distinct performance obligations in the contract, and recognizing revenue when or as the performance obligations have been satisfied. A performance obligation is considered distinct from other obligations in a contract when it provides a benefit to the customer either on its own or together with other resources that are readily available to the customer and is separately identified in the contract. When a contract calls for the satisfaction of multiple performance obligations for a single contract price, the Company typically allocates the contract price among the performance obligations based on the relative stand-alone selling prices for each such performance obligation customarily charged by the Company. The Company considers a performance obligation satisfied once it has transferred control of a good or service to the customer, meaning the customer has the ability to use and obtain the benefit of the good or service. The Company recognizes revenue for satisfied performance obligations only when it determines there are no uncertainties regarding payment terms or transfer of control.

*Lines of Business; Timing of Revenue Recognition*

- *Functional neurosurgery* navigation product, biologics and drug delivery systems product, and therapy product sales: Revenue from the sale of functional neurosurgery navigation products (consisting of disposable products sold commercially and related to cases utilizing the Company's ClearPoint system), biologics and drug delivery products (consisting primarily of disposable products related to customer-sponsored clinical trials utilizing the ClearPoint system), and therapy products (consisting primarily of disposable laser-related products used in neurosurgical procedures) is generally based on customer purchase orders, the predominance of which require delivery within one week of the order having been placed, and is generally recognized at the point in time of shipping to the customer, which is the point at which legal title, and risks and rewards of ownership, transfer to the customer. For certain customers, legal title and risks and rewards of ownership transfer upon delivery to the customer as stated in their respective contracts, in which case revenue is recognized upon delivery.
- *Capital equipment and software sales:*
  - *Capital equipment and software sales preceded by evaluation periods:* The predominance of capital equipment and software sales (consisting of integrated computer hardware and software that are integral components of the Company's ClearPoint system) are preceded by customer evaluation periods. During these evaluation periods, installation of, and training of customer personnel on, the systems have been completed and the systems have been in operation. Accordingly, revenue from capital equipment and software sales following such evaluation periods is recognized at the point in time that the Company is in receipt of an executed purchase agreement or purchase order.
  - *Capital equipment and software sales not preceded by evaluation periods:* Revenue from sales of capital equipment and software not having been preceded by an evaluation period is recognized upon delivery to the customer and installation. For capital equipment that does not require installation, revenue is recognized upon shipment; however, for those customers where legal title and risks and rewards of ownership transfer upon delivery, revenue is recognized at such time.

For both types of capital equipment and software sales described above, the determination of the point in time at which to recognize revenue represents that point at which the customer has legal title, physical possession, and the risks and rewards of ownership, and the Company has a present right to payment.

ClearPoint Neuro, Inc.

**Notes to Condensed Consolidated Financial Statements  
(Unaudited)**

- **Functional neurosurgery** **Neurosurgery navigation and therapy services**: The Company recognizes revenue for such services over time as the services are delivered to the customer based on the extent of progress towards completion of the performance obligation.
- **Biologics and drug delivery services and other revenue**:
  - **Consultation Professional and Consulting** Services: The Company recognizes **consultation** **professional and consulting** revenue over time as the services are delivered to the customer based on the extent of progress towards completion of the performance obligation. The Company may use output methods, such as time elapsed, or input methods, such as labor hours expended or costs incurred, to measure progress depending on which better depicts the transfer of control to the customer.
  - **Clinical Service Access Fees**: For contracts in which the Company receives a periodic fixed fee, irrespective of the number of cases attended by the Company's personnel or hours incurred during such periods, revenue is recognized ratably over the period covered by such fees. A time-elapsed output method is used for such fees because the Company transfers control evenly by providing a stand-ready service.
  - **Clinical Procedure-Based Service Procedure-Based Fees**: The Company recognizes revenue at the point in time a **relevant** case is **attended by Company personnel** completed. .
  - **License fees**: License fees represent the use of functional intellectual property as it exists at the point in time at which the license is granted and does not require any significant development or customization. Accordingly, the Company recognizes license revenue at the point in time in which the license becomes effective and the intellectual property is made available to the customer.
  - **Milestone fees**: Event-based payments which are subject to the customer's achievement of specified development or regulatory milestones are included in the transaction price if, in the Company's judgment, it is probable that these milestones will be achieved and a significant future reversal of cumulative revenue under the contract will not occur. The Company re-evaluates the probability of achievement of such milestones at the end of each reporting period and adjusts the transaction price as necessary.
- **Capital equipment-related services**:
  - **Equipment service**: Revenue from service of ClearPoint capital equipment and software previously sold to customers is based on agreements with terms ranging from one to three years and is recognized ratably on a monthly basis over the term of the service agreement. A time-elapsed output method is used for service revenue because the Company transfers control evenly by providing a stand-ready service.

The Company may also enter into contracts with customers who own ClearPoint capital equipment, which bundle maintenance and support services and access to software and hardware upgrades made commercially available over the term of the contract, for a single contract price, typically paid on an annual basis. The Company allocates the contract price among the performance obligations based on the relative stand-alone prices for each such performance obligation and recognizes the revenue ratably on a monthly basis. A time-elapsed output method is used as the Company is providing a stand-ready service for each of the performance obligations.

- **Installation, training and shipping**: Consistent with the Company's recognition of revenue for capital equipment and software sales as described above, fees for installation, training and shipping in connection with sales of capital equipment and software that have been preceded by customer evaluation periods are recognized as revenue at the point in time the Company is in receipt of an executed purchase order for the equipment and software. Installation, training and shipping fees related to capital equipment and software sales not having been preceded by an evaluation period are recognized as revenue concurrent with the recognition of revenue from sales of the related capital equipment.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

The Company operates in one industry segment, and the predominance of its sales are to U.S.-based customers.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

Payment terms under contracts with customers generally are in a range of 30-60 days after the customers' receipt of the Company's invoices.

The Company's terms and conditions do not provide for a right of return unless for: (a) product defects; or (b) other conditions subject to the Company's approval.

See Note 3 for additional information regarding revenue recognition.

#### Net Loss Per Share

The Company computes net loss per share using the weighted-average number of common shares outstanding during the period. Basic and diluted net loss per share are the same because the conversion, exercise or issuance of all potential common stock equivalents, which comprise the Company's outstanding common stock options and unvested restricted stock units, as described in Note 8, and the potential conversion of the Outstanding First Closing Note, as described in Note 6, would be anti-dilutive, due to the reporting of a net loss for each of the periods in the accompanying condensed consolidated statements of operations.

#### Concentration Risks and Other Risks and Uncertainties

Financial instruments that potentially subject the Company to significant concentrations of credit risk consist primarily of cash and cash equivalents and accounts receivable. The Company may at times invest its excess cash in interest bearing accounts and U.S. government debt securities. It classifies all highly liquid investments with original stated maturities of three months or less from the date of purchase as cash equivalents and all highly liquid investments with stated maturities of greater than three months but less than twelve months as short-term investments.

The Company holds the remainder of its cash and cash equivalents on deposit with financial institutions in the U.S. insured by the Federal Deposit Insurance Corporation. At **March 31, 2024** **June 30, 2024**, the Company had approximately **\$0.1 million** **\$1.0 million** in bank balances that were in excess of the insured limits.

At **March 31, 2024** **June 30, 2024**, there was one customer whose accounts receivable balance represented **16%** **11%** of accounts receivable at that date. At December 31, 2023, there were four customers whose accounts receivable balances represented 28%, 26%, 16%, and 10% of accounts receivable at that date.

One pharmaceutical customer, a related party who is a stockholder, a noteholder, and whose chief executive officer is a **representative on member** of the Company's Board of Directors (see Note 6), for whom the Company provides hardware, software, clinical services and market development services in support of the customer's clinical trials, and from whom the Company earns a quarterly fee, accounted for 9% and **13%** **12%** of total sales in the three-month periods ended **March 31, 2024** **June 30, 2024** and 2023, respectively, and **9%** and **13%** of total sales in the six-month periods ended **June 30, 2024** and 2023, respectively. There were two additional customers, **both** **who comprised** **11%** and **10%** of **whom** the total sales in the six-month period ended **June 30, 2024**, and two customers who comprised 14% and 13% of the total sales in the three-month period ended **March 31, 2024** **June 30, 2023**.

Prior to granting credit to a customer, the Company generally performs credit evaluations of the **customers' customer's** financial condition. In general, the Company does not require collateral from customers in connection with an extension of credit. The accounts receivable balance is reduced by an allowance for credit losses from the potential inability of the Company's customers to make required payments. The allowance for credit losses at **March 31, 2024** **June 30, 2024**, and December 31, 2023, was **\$1.3 million** **\$0.9 million** and \$1.4 million, respectively. The Company evaluates the historic loss experience on the accounts receivable balance and also considers separately customers with receivable balances that may be negatively impacted by current economic developments and market conditions. The estimate is a result of the Company's ongoing evaluation of collectability, customer creditworthiness, historical levels of credit losses and future expectations.

The Company is subject to risks common to emerging companies in the medical device industry, including, but not limited to: new technological innovations; acceptance and competitiveness of its products; dependence on key

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

personnel; dependence on key suppliers; dependence on third-party collaboration, license and joint development partners; changes in general economic conditions and interest rates; protection of proprietary technology; compliance with changing government regulations; uncertainty of widespread market acceptance of products; access to credit for capital purchases by customers; and product liability claims. Certain components used in manufacturing have

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

relatively few alternative sources of supply and establishing additional or replacement suppliers for such components cannot be accomplished quickly. The inability of any of these suppliers to fulfill the Company's supply requirements may negatively impact future operating results.

#### Recent Accounting Standards Not Yet Adopted

In November 2023, the FASB issued ASU 2023-07, "Segment Reporting (Topic 280): Improvements to Reportable Segment Disclosures." The amendments improve reportable segment disclosure requirements, primarily through enhanced disclosures about significant segment expenses. In addition, the amendments enhance interim disclosure requirements, clarify circumstances in which an entity can disclose multiple segment measures of profit or loss, provide new segment disclosure requirements for entities with a single reportable segment, and contain other disclosure requirements. ASU 2023-07 is effective for calendar year-end public business entities in the 2024 annual period and in 2025 for interim periods. Early adoption is permitted. The Company expects to adopt ASU 2023-07 **for the retrospectively in its 2024 annual period** **financial reporting** and **its 2025 interim periods, retrospectively, financial reporting**, and is currently evaluating the impact of this ASU on its consolidated financial statements.

In December 2023, the FASB issued ASU 2023-09, "Improvements to Income Tax Disclosures," which requires that an entity, on an annual basis, disclose additional income tax information, primarily related to the rate reconciliation and income taxes paid. The provisions of the ASU are intended to enhance the transparency and decision usefulness of income tax disclosures. The guidance **will** **may** be applied on a prospective basis with the option to apply the standard retrospectively and is effective for calendar year-end public business entities in the 2025 annual period and in 2026 for interim periods with early adoption permitted. The Company is currently evaluating the impact of this ASU on its consolidated financial statements.

### 3. Revenue Recognition

#### Revenue by Service Line

(in thousands)	Three Months Ended March 31,		Three Months Ended June 30,	
	(in thousands)	2024	(in thousands)	2024
Biologics and drug delivery				
Disposable products				
Disposable products				
Disposable products				
Services and license fees				
Subtotal – Biologics and drug delivery revenue				
Functional neurosurgery navigation and therapy				
Neurosurgery navigation and therapy				
Disposable products				
Disposable products				
Disposable products				
Services				
Subtotal – Functional neurosurgery navigation and therapy				
Subtotal – Neurosurgery navigation and therapy				
Capital equipment and software				
Systems and software products				
Systems and software products				
Systems and software products				
Services				
Subtotal – Capital equipment and software revenue				
Total revenue				

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

(in thousands)	Six Months Ended June 30,	
	2024	2023
Biologics and drug delivery		
Disposable products	\$ 2,224	\$ 940
Services and license fees	6,410	5,104
Subtotal – Biologics and drug delivery revenue	8,634	6,044
Neurosurgery navigation and therapy		
Disposable products	4,513	3,676
Services	—	886
Subtotal – Neurosurgery navigation and therapy	4,513	4,562
Capital equipment and software		
Systems and software products	1,842	351
Services	508	426
Subtotal – Capital equipment and software revenue	2,350	777
Total revenue	\$ 15,497	\$ 11,383

#### Contract Balances

- **Contract assets** – The timing of revenue recognition may differ from the time of billing to the Company's customers. In most cases, customers are billed upon shipment of such products or delivery of such services and the related contract assets, which represent an unconditional right to consideration, and comprise the accounts receivable balance. When revenue is recognized in advance of its right to bill and receive consideration, the Company records this unbilled receivable as a contract asset, which is classified as other current assets in the accompanying condensed consolidated balance sheets. Additionally, at March 31, 2024, the Company also had

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

\$0.2 million in deferred contract costs, classified as other current assets, related to up-front costs for direct materials incurred to fulfill a customer contract.

(in thousands)	March 31, 2024	December 31, 2023	December 31, 2023
Accounts receivable, net			
Accounts receivable, net			
Accounts receivable, net			
Other contract assets			
Unbilled receivables			
Unbilled receivables			
Unbilled receivables			
Deferred contract costs			

- **Contract liabilities** – Contract liabilities consist of amounts that have been invoiced and for which the Company has the right to bill, but that have not been recognized as revenue as the related goods or services have not been transferred. The Company's contract liabilities are generally comprised of the following: (1) capital equipment and software-related service fees that are typically billed and collected at the inception of the service agreements, which have terms ranging from one to three years; (2) annual fees for agreements with customers that bundle the capital equipment and software-related service fees with software and hardware upgrades that are made commercially available over the term of the contract; and (3) up-front payments from customers made in connection with consulting services. The unearned portion of all such fees is classified as deferred revenue.

(in thousands)	March 31, 2024	December 31, 2023	December 31, 2023
Deferred revenues			
Deferred revenues			
Deferred revenues			

During the three and six months ended **March 31, 2024** **June 30, 2024**, the Company recognized approximately **\$1.5 million** **\$0.5 million** and **\$2.0 million** of revenue, respectively, which was previously included in deferred revenue in the accompanying condensed consolidated balance sheet at December 31, 2023.

Transaction price allocated to remaining performance obligations represents contracted revenue that has not yet been recognized, which includes deferred revenue that will be recognized as revenue in future periods. The majority of the remaining performance obligations relate to capital equipment and software-related service agreements and the upfront

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

payments discussed under the heading "Contract Balances" above, which amounted to approximately **\$1.6 million** **\$1.5 million** at **March 31, 2024** **June 30, 2024**. The Company expects to recognize 71% of this revenue over the next twelve months and the remainder thereafter.

#### 4. Fair Value Measurement

Fair value measurements are based on a three-tier hierarchy that prioritizes the inputs used to measure fair value. These tiers include: Level 1, defined as observable inputs such as quoted market prices in active markets; Level 2, defined as inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and Level 3, defined as unobservable inputs for which little or no market data exists, therefore requiring an entity to develop its own assumptions.

The fair value of cash and cash equivalents of **\$35.4 million** **\$32.8 million** and **\$23.1 million** as of **March 31, 2024** **June 30, 2024**, and December 31, 2023, respectively, is derived using Level 1 inputs. The cash equivalents are comprised of short-term bank deposits, money market funds, and U.S. Government debt securities with original maturities of three months or less, and the carrying value is a reasonable estimate of fair value.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

**5. Inventory**

Inventory consists of the following as of **March 31, 2024** **June 30, 2024** and December 31, 2023:

(in thousands)	March 31, 2024	December 31, 2023	June 30, 2024	December 31, 2023
Raw materials and work in process				
Software licenses				
Finished goods				
Inventory, net, included in current assets				
Software licenses – non-current				
Total				

**6. Note Payable**

In January 2020, the Company completed a financing transaction with two investors (the "2020 Convertible Noteholders"), whereby the Company issued an aggregate principal amount of \$17.5 million of secured convertible notes (the "First Closing Notes") pursuant to the SPA, which, unless earlier converted or redeemed, mature on the fifth anniversary of the issuance January 29, 2025, and bear interest at a rate equal to the sum of (i) the greater of (a) the three (3)-month Secured Overnight Financing Rate ("SOFR") ("SOFR") and (b) two percent (2%), plus (ii) a margin of 2% on the outstanding balance of the First Closing Notes, payable quarterly on the first business day of each calendar quarter. The First Closing Notes may be converted at a price of \$6.00 per share, subject to certain adjustments set forth in the SPA and the note agreement, and may not be pre-paid without the consent of the noteholder. In December 2020, the Company issued the Second Closing Note (as defined in the SPA) to one of the 2020 Convertible Noteholders in an aggregate principal amount of \$7.5 million.

In May 2021, one of the 2020 Convertible Noteholders (the "Converting Noteholder" "Converting Noteholder") converted the entire \$7.5 million principal amount of such Converting Noteholder's First Closing Note, and related accrued interest of approximately \$0.04 million, into 1,256,143 shares of the Company's common stock.

In December 2020, the Company issued the Second Closing Note to one of the 2020 Convertible Noteholders in an aggregate principal amount of \$7.5 million. In November 2021, the holder of the Second Closing Note converted the entire principal amount of such note, along with related accrued and payment in-kind interest aggregating \$0.3 million, into 773,446 shares of the Company's common stock.

At each of **March 31, 2024** **June 30, 2024** and December 31, 2023, the amount outstanding under the First Closing Notes is an aggregate principal amount of \$10 million. The aggregate carrying amount of the **outstanding** **Outstanding** First Closing Note in the accompanying condensed consolidated balance sheets is presented net of financing costs, comprised of

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

commissions and legal expenses, having an unamortized balance of **\$0.04 million** **\$0.02 million** and **\$0.1 million** at each of those respective dates.

The **outstanding** **Outstanding** First Closing Note is secured by all the assets of the Company.

The holder of the **outstanding** **Outstanding** First Closing Note is a significant customer of the Company, whose chief executive officer is a member of the Company's Board of Directors. See Note 2, *Concentration Risks and Other Risks and Uncertainties*.

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

*Scheduled Note Payable Maturity*

Scheduled principal payment as of **March 31, 2024** June 30, 2024 with respect to the remaining note payable is summarized as follows:

Year ending December 31,	Year ending December 31, (in thousands)	Year ending December 31, (in thousands)
2025		
Total scheduled principal payment		
Less: Unamortized financing costs		
Total		

## 7. Leases

The Company subleases office space in Solana Beach, California, that serves as its corporate headquarters and houses certain management and personnel. The sublease term commenced on December 15, 2020, is set to expire on December 31, 2026, and is renewable for an additional five-year period, at the Company's option, provided that the Company's landlord has entered into an extension of its prime lease for the office space that encompasses the Company's office space for at least five years.

The Company leases space in Carlsbad, California, that serves as office space and a manufacturing facility under a lease that commenced on June 1, 2023 and ends on May 31, 2033. The Company has two options to extend the lease term for thirty-six or sixty months, at the then fair market rental value. Upon establishment of the new manufacturing facility in Carlsbad, the Company terminated its prior manufacturing facility lease in Irvine, California, effective October 2023. The lease termination did not have a material impact to the financial statements.

The aforementioned leases are classified as operating leases in conformity with GAAP. The aggregate lease costs, included in general and administrative expense, were \$0.2 million and \$0.3 million for each of the three months ended **March 31, 2024** June 30, 2024 and 2023, and \$0.5 million and \$0.3 million for the six months ended June 30, 2024 and 2023, respectively.

## 8. Stockholders' Equity

### 2024 Public Offering

In March 2024, the Company completed a public offering of 2,653,848 shares of its common stock, composed of 2,307,694 shares of common stock offered at a public offering price of \$6.50 per share and an additional 346,154

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

shares of common stock sold pursuant to the exercise of the underwriters' option to purchase additional shares at the public offering price.

Net proceeds from the offering totaled approximately \$16.2 million after deducting underwriting discounts and commissions, and other offering expenses paid by the Company.

The underwriting agreement contains representations, warranties, agreements and indemnification obligations by the Company that are customary for this type of transaction.

### Equity Compensation Plans

The Fourth Amended and Restated 2013 Incentive Compensation Plan became effective in 2022. In May 2024, the Company's stockholders approved the Fifth Amended and Restated 2013 Incentive Compensation Plan, which increased the number of shares of common stock available for awards under the plan by 1.95 million shares. The plan permits the issuance of options, restricted stock, restricted stock units and other awards to selected employees, directors and

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

consultants of the Company. The equity incentive plans are more fully described in Note 9 to the consolidated financial statements in the Company's Annual Report on Form 10-K for the year ended December 31, 2023.

### Share-Based Compensation Expense

The Company records share-based compensation expense on a straight-line basis over the vesting periods of the related grants and recognizes forfeitures as they occur. The following table sets forth share-based compensation expense included in the condensed consolidated statements of operations:

(in thousands)	Three Months Ended March 31,		(in thousands)	Three Months Ended June 30,	
	2024	2023		2024	2023
Cost of revenue					

Research and development  
 Sales and marketing  
 General and administrative  
 Share-based compensation expense

(in thousands)	Six Months Ended June 30,	
	2024	2023
Cost of revenue	\$ 51	\$ 47
Research and development	743	652
Sales and marketing	945	847
General and administrative	1,561	1,406
Share-based compensation expense	\$ 3,300	\$ 2,952

Share-based compensation expense by type of share-based award is summarized below:

(in thousands)	Three Months Ended March 31,		Three Months Ended June 30,	
	(in thousands)	2024	(in thousands)	2023
Stock options				
RSAs and RSUs				
ESPP	\$			

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

(in thousands)	Six Months Ended June 30,	
	2024	2023
Stock options	\$ 403	\$ 514
RSAs and RSUs	2,776	2,304
ESPP	121	134
	\$ 3,300	\$ 2,952

Total unrecognized compensation expense by type of award and the weighted-average remaining requisite holding period over which such expense is expected to be recognized (in thousands, unless otherwise noted):

	March 31, 2024	
	Unrecognized Expense	Remaining Weighted-Average Recognition Period (in years)
Stock options	\$ 792	1.46
RSAs and RSUs	5,899	1.60

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

	June 30, 2024	
	Unrecognized Expense	Remaining Weighted-Average Recognition Period (in years)
Stock options	\$ 597	1.31
RSAs and RSUs	11,310	2.03

*Stock Option Activity*

Stock option activity under the Company's current and previous plans during the three six months ended March 31, 2024 June 30, 2024 is summarized below:

	Stock Options	Stock Options	Weighted-average Exercise price per share	Weighted-average Remaining Contractual Life (in years)	Intrinsic Value <sup>(1)</sup> (in thousands)	Stock Options	Weighted-average Exercise price per share	Weighted-average Remaining Contractual Life (in years)	Intrinsic Value <sup>(1)</sup> (in thousands)
Outstanding at December 31, 2023									
Exercised									
Exercised									
Exercised									
Forfeited or expired									
Forfeited or expired									
Forfeited or expired									
Outstanding at March 31, 2024									
Outstanding at March 31, 2024									
Outstanding at March 31, 2024									
Exercisable at March 31, 2024									
Vested and expected to vest at March 31, 2024									
Outstanding at June 30, 2024									
Outstanding at June 30, 2024									
Outstanding at June 30, 2024									
Exercisable at June 30, 2024									
Vested and expected to vest at June 30, 2024									

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

(1) Intrinsic value is calculated as the estimated fair value of the Company's stock at the end of the related period less the option exercise price of in-the-money options.

*Restricted Stock Award Activity*

Restricted stock award ("RSA") activity for the **three** **six** months ended **March 31, 2024** **June 30, 2024** is summarized below:

	Restricted Stock Awards	Restricted Stock Awards	Weighted - Average Grant Date Fair Value	Restricted Stock Awards	Weighted - Average Grant Date Fair Value
Outstanding at December 31, 2023					
Vested					
Forfeited					
Outstanding at March 31, 2024					
Outstanding at June 30, 2024					

*Restricted Stock Unit Activity*

Restricted stock unit ("RSU") activity for the **three** **six** months ended **March 31, 2024** **June 30, 2024** is summarized below:

	Restricted Stock Units	Restricted Stock Units	Weighted - Average Grant Date Fair Value	Restricted Stock Units	Weighted - Average Grant Date Fair Value
Outstanding at December 31, 2023					
Granted					
Vested					
Forfeited					
Outstanding at March 31, 2024					

#### ESPP

On June 3, 2021, the Company's stockholders adopted and approved the ClearPoint Neuro, Inc. Employee Stock Purchase Plan (the "ESPP" "ESPP"), which allows eligible employees to acquire shares of the Company's common stock

**ClearPoint Neuro, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
**(Unaudited)**

through payroll deductions at a discount to market price. A total of 400,000 shares of the Company's common stock were made available for issuance pursuant to the terms of the ESPP. Each offering period is for six months, and the first offering period commenced on July 1, 2021. **On March 31, 2024 During the six months ended June 30, 2024, 236,091 62,800 shares were purchased at an average per share price of common stock were available for issuance under the ESPP: \$4.58.**

#### **ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

*The following discussion and analysis of our financial condition and results of operations should be read together with our unaudited Condensed Consolidated Financial Statements and the related notes thereto appearing in Part I, Item 1 of this Quarterly Report. This discussion and analysis contains forward-looking statements that are based upon current expectations and involve risks, assumptions and uncertainties. You should review the section titled "Risk Factors" appearing in our the 2023 Form 10-K and in Part II, Item 1.A of this Quarterly Report for a discussion of important risk factors that could cause actual results to differ materially from the results described in or implied by the forward-looking statements described in the following discussion and analysis. In addition, historical results and trends that might appear in this Quarterly Report should not be interpreted as being indicative of future operations.*

##### **Overview**

We are a commercial-stage medical device company that develops and commercializes innovative platforms for performing minimally invasive surgical procedures in the brain. We have deployed significant resources to fund our efforts to develop the capabilities for enabling neurosurgery interventions, building an intellectual property portfolio, and identifying and building out commercial applications for the technologies developed by our company.

The foundational part of our business is providing medical devices for neurosurgery applications. Our primary medical device product, the ClearPoint system, is an integrated system comprised of hardware components, disposable components, and intuitive, menu-driven software, which is in commercial use globally. The primary applications for the ClearPoint system are to target and guide the insertion of deep brain stimulation electrodes, biopsy needles, and laser catheters, as well as the infusion of pharmaceuticals into the brain. The ClearPoint system was originally designed for use in an MRI setting. In 2021, we launched the SmartFrame Array Neuro Navigation System and Software, which allow for operating room placement of the ClearPoint system, and in 2024, we commenced limited market release of released the SmartFrame OR Stereotactic System, which allows for complete procedures to be performed in the operating room. In 2022, we commercialized the ClearPoint Prism Neuro Laser Therapy System as our first therapy product offering. We have exclusive global commercialization rights to the ClearPoint Prism Neuro Laser Therapy System through our Swedish partner, Clinical Laserthermia Systems AB and its affiliates, or CLS.

The second part of our business is focused on partnerships in the biologics and drug and delivery space. Our services include protocol consultation and solutions for preclinical study design and execution for the delivery of pharmaceutical agents to the brain. We also partner with customers to develop devices used for administration of therapies into the central nervous system. Currently, we have more than 50 biologics and drug delivery customers who are evaluating or using our products and services in trials to inject gene and cell therapies directly into the brain. These partnerships involve drug development programs that are at various stages of development ranging from preclinical research to late-stage regulatory trials for multiple distinct disease states. This part of our business potentially represents the largest opportunity for growth; however, our ability to grow in this market is dependent on our ability to maintain and establish new relationships with customers, such customers' continuation of research and development plans, and such customers' achievement of success in completion of clinical trials and subsequent regulatory approvals of their biologics and drugs.

Substantially all our revenue for the three and six months ended March 31, 2024 June 30, 2024 and 2023 relates to (i) sales of our ClearPoint system products and related services and (ii) consulting providing services from our customers in the biologics and drug delivery space. We have financed our operations and internal growth primarily through the sale of equity securities and the issuance of notes payable. We have incurred significant losses since our inception in 1998 as we have devoted substantial efforts to research and development. As of March 31, 2024 June 30, 2024, we had accumulated losses of \$176.6 million \$181.0 million. We may continue to incur operating losses as we expand our ClearPoint system platform, consulting services to our pharmaceutical and other medical technology customers, and our business generally.

##### **Factors Which May Influence Future Results of Operations**

The following is a description of factors that may influence our future results of operations, and that we believe are important to an understanding of our business and results of operations.

##### **Macroeconomic Trends**

We continue to monitor the impact of various macroeconomic trends, such as global economic and supply chain disruptions, geopolitical instability (including instability resulting from military conflicts), labor shortages, and inflationary conditions. Impacts from inflationary pressures, such as increasing costs for research and development of our products, administrative and other costs of doing business, and our access to capital markets and other sources of funding in the future could adversely affect our business, financial condition and results of operations. Additionally, these trends could adversely affect our customers, which could impact their willingness to spend on our products and services, or their ability to make payment, which could harm the Company's collection of accounts receivable and financial results. The

continued development and fluidity of these situations precludes any prediction as to the ultimate impact they will have on our business, financial condition, results of operation and cash flows.

#### **Revenue**

In 2010, we received 510(k) clearance from the FDA to market our ClearPoint system in the U.S. for general neurosurgical procedures; in February 2011 and May 2018, we also obtained CE marking for our ClearPoint system and SmartFlow cannula, respectively; and in June 2020, we obtained CE marking for version 2.0 of our ClearPoint software and our Infexion head fixation frame. In January 2021, we received 510(k) clearance for the SmartFrame Array Neuro Navigation System. In September 2022, the ClearPoint Prism Neuro Laser Therapy System, for which we have exclusive global rights to commercialize, received 510(k) clearance through our Swedish partner, CLS. The Prism laser represents the first therapy product we have commercialized. In January 2024, we received 510(k) clearance from the FDA for the SmartFrame OR Stereotactic System.

In 2021, we started providing consulting services to our pharmaceutical and other medical technology customers for improving outcome predictability and optimizing preclinical and clinical workflows. Our expertise is concentrated in benchtop testing, preclinical studies, clinical trial support, regulatory consultation, and over-arching translation from the preclinical to the clinical setting to enhance accuracy and precision of drug delivery. In 2024, we expanded our services to our pharmaceutical and other medical technology customers to include development of devices used for administration of therapies into the central nervous system.

Future revenue from sales of our ClearPoint platform products and services is difficult to predict and may not be sufficient to offset our continuing research and development expenses and our increasing selling, general and administrative expenses.

Generating recurring revenue from the sale of products is an important part of our business model for our ClearPoint system. Our product revenue was approximately \$3.6 million \$4.9 million and \$8.6 million for the three and six months ended March 31, 2024 June 30, 2024, respectively, and was almost entirely primarily related to our ClearPoint system. Our service and other revenue was approximately \$4.0 million \$2.9 million and \$6.9 million for the three and six months ended March 31, 2024 June 30, 2024, respectively, of which 94% 91% and 93%, respectively, is related to the biologics and drug delivery service line.

Our revenue recognition policies are more fully described in Note 2 to the Condensed Consolidated Financial Statements included above in Part I, Item 1 in this Quarterly Report.

Underlying the revenue from sales of products and services to our biologics and drug delivery customers is the number of direct customers and end users of our products and/or services ("Partners"). Our Partners consist of pharmaceutical and biotech companies, academic institutions, or customer-sponsored contract research organizations that are developing methods to deliver a wide variety of molecules, genes or proteins to targeted brain tissue or structures that would need to bypass the blood-brain barrier for the treatment of a variety of disorders. This is a novel area in which commercialization must be preceded by FDA-mandated clinical trials, which are expensive and time consuming to conduct, and for which the commercial success is uncertain, pending, in part, on the outcome of those trials. While our revenue from sales of products and services to our biologics and drug delivery customers is indicative of growth, the number of Partner relationships is also of importance as we recognize the possibility that some Partners' research will reach commercial success, and others may not. To the extent our Partners achieve commercial success, our expectation is that we will share in such success through our Partners' use of our products and services in their delivery of therapies. At March 31, 2024 June 30, 2024, we had more than 50 Partners, which is similar to the number of Partners as of the same date in 2023.

#### **Cost of Revenue**

Cost of revenue includes the direct costs associated with the assembly and purchase of components for functional neurosurgery navigation products, biologics and drug delivery products, non-neurosurgery therapy products, and ClearPoint capital equipment and software that we have sold, and for which we have recognized the revenue in accordance with our revenue recognition policy, as well as labor hours and materials for the cost of providing pre-clinical, preclinical, consulting, and service revenue. Cost of revenue also includes the allocation of manufacturing overhead costs and depreciation of loaned systems installed under our ClearPoint placement program, as well as provisions for obsolete, impaired, or excess inventory.

#### **Research and Development Costs**

Our research and development costs consist primarily of costs associated with the conceptualization, design, testing, and prototyping of our ClearPoint system products and enhancements. Such costs include salaries, travel, and benefits for research and development personnel; materials and laboratory supplies in research and development activities; outside consultant costs; and licensing costs related to technology not yet commercialized. We anticipate that, over time, our research and development costs may increase as we: (i) develop devices and services for delivery of therapeutics into the central nervous system, system; (ii) expand products into the operating room and therapeutics space, space; and (iii) expand the application of our technological platforms internationally.

Product development timelines, likelihood of success, and total costs can vary widely by product candidate. There are also risks inherent in the regulatory clearance and approval process. At this time, we are unable to estimate with any certainty the costs that we will incur in our efforts to expand the application of our technological platforms.

#### **Sales and Marketing, and General and Administrative Expenses**

Our sales and marketing, and general and administrative expenses consist primarily of salaries, incentive-based compensation, travel and benefits, including share-based compensation; marketing costs; professional fees, including fees for outside attorneys and accountants; occupancy costs; insurance; and other general and administrative expenses, which include, but are not limited to, corporate licenses, director fees, hiring costs, taxes, postage, office supplies, information technology and meeting costs. Our sales and marketing expenses are expected to continue to increase due to costs associated with the continued commercialization of our products and services and the increased headcount necessary to support growth in operations.

#### **Critical Accounting Policies and Estimates**

There have been no significant changes in our critical accounting policies and estimates during the three six months ended March 31, 2024 June 30, 2024, as compared to the critical accounting policies and estimates described in our 2023 Form 10-K.

#### **Results of Operations**

Three Months Ended **March 31, 2024** June 30, 2024, Compared to the Three Months Ended **March 31, 2023** June 30, 2023

(Dollars in thousands)	(Dollars in thousands)	Three Months Ended March 31,				Three Months Ended June 30,				Percentage Change	
		2024		2023		Percentage Change	2024		2023		
		Product revenue	Service and other revenue	Product revenue	Service and other revenue		Product	Service and other	Product	Service and other	
Product revenue	Product revenue	\$ 3,635	\$ 2,630	38	38	% revenue	\$ 4,944	\$ 2,337	112	112	%
Service and other revenue	Service and other revenue	4,004	2,803	2,803	43	43	2,914	3,613	3,613	(19)	(19)%
Total revenue	Total revenue	7,639	5,433	5,433	41	41	7,858	5,950	5,950	32	32 %
Cost of revenue	Cost of revenue	3,114	2,231	2,231	40	40	2,870	2,824	2,824	2	2 %
Gross profit	Gross profit	4,525	3,202	3,202	41	41	4,988	3,126	3,126	60	60 %
Research and development costs	Research and development costs	2,625	3,023	3,023	(13)	(13)	3,120	3,605	3,605	(13)	(13)%
Sales and marketing expenses	Sales and marketing expenses	3,290	2,933	2,933	12	12	3,834	3,474	3,474	10	10 %
General and administrative expenses	General and administrative expenses	2,841	2,958	2,958	(4)	(4)	2,773	3,178	3,178	(13)	(13)%
Other expense:											
Other expense, net											
Other expense, net											
Other expense, net		(26)		(11)		NM%					
Other income (expense), net											
Other income (expense), net											
Other income (expense), net		5		(2)		NM					
Interest income, net	Interest income, net	111	114	114	(3)	(3)	Interest income, net	326	81	81	302 %
Net loss	Net loss	\$ (4,146)	\$ (5,609)	(26)	(26)	% Net loss	\$ (4,408)	\$ (7,052)	(37)	(37)	%

NM – The percentage change is not meaningful.

Revenue. Total revenue was \$7.6 million for the three months ended **March 31, 2024** June 30, 2024, and \$5.4 million \$6.0 million for the three months ended **March 31, 2023** June 30, 2023, which represents an increase of \$2.2 million \$1.9 million, or 41% 32%.

(Dollars in thousands)	(Dollars in thousands)	Three Months Ended March 31,				Three Months Ended June 30,				Percentage Change	
		2024		2023		Percentage Change	2024		2023		
		Biologics and drug delivery	Disposable products	Biologics and drug delivery	Disposable products		Services and license fees	Biologics and drug delivery	Disposable products	Services and license fees	
Biologics and drug delivery		\$ 553	\$ 594	(7)	(7)	% \$	1,671	\$ 346	383	383	%
Disposable products		3,754	2,082	2,082	80	80	2,656	3,022	3,022	(12)	(12)%
Services and license fees	Services and license fees	Subtotal – Biologics and drug delivery revenue									
Subtotal – Biologics and drug delivery revenue		4,307	2,676	2,676	61	61	4,327	3,368	3,368	28	28 %

Functional neurosurgery navigation and therapy	1,927	1,858	1,858	4	4 %	2,586	1,818	1,818	42	42 %
Neurosurgery navigation and therapy										
Disposable products										
Disposable products										
Disposable products	1,927	1,858	1,858	4	4 %	2,586	1,818	1,818	42	42 %
Services	Services	—	503	503	(100)	(100)	Services	—	383	383 (100)
Subtotal – Functional neurosurgery navigation and therapy	1,927	2,361	(18)	%						
Subtotal – Neurosurgery navigation and therapy	2,586	2,201	17	%						
Capital equipment and software										
Systems and software products										
Systems and software products										
Systems and software products	1,155	178	178	549	549 %	687	173	173	297	297 %
Services	Services	250	218	218	15	15 %	Services	258	208	24 %
Subtotal – Capital equipment and software revenue	1,405	396	396	255	255 %	Subtotal – Capital equipment and software revenue	945	381	381	148 148 %
Total revenue	Total revenue	\$7,639	\$5,433	41	41 %	Total revenue	\$7,858	\$5,950	32	32 %

Biologics and drug delivery revenue, which includes sales of disposable products and services related to customer-sponsored pre-clinical and clinical trials, increased 61% to \$4.3 million for the three months ended March 31, 2024 June 30, 2024, from \$2.7 million \$3.4 million for the same period in 2023. This increase is attributable to a \$1.7 million \$1.3 million increase in product revenue as a result of increased demand for disposables as multiple partners progress in their trials, partially offset by a decrease of \$0.4 million in service revenue related to new pre-clinical trials and consulting agreements entered into with our Partners other revenue, during the three months ended March 31, 2024 June 30, 2024, compared to the same period in 2023.

Functional neurosurgery Neurosurgery navigation and therapy revenue, which primarily consists of disposable product commercial sales related to cases utilizing the ClearPoint system, decreased 18% increased 17% to \$1.9 million \$2.6 million for the three months ended March 31, 2024 June 30, 2024, from \$2.4 million \$2.2 million for the same period in 2023. The decrease increase is driven by lower service higher product revenue of \$0.5 million \$0.8 million as a result of increased case volume, new capital placements, and new product offerings (SmartFrame OR and Prism) during the three months ended June 30, 2024, compared to the same period in 2023. This is partially offset by a decrease of \$0.4 million in service and other revenue primarily as a result of pausing a co-development program with one of our Brain Computer Interface partners, partially offset by higher product revenue of \$0.1 million during the three months ended March 31, 2024 June 30, 2024, compared to the same period in 2023.

Capital equipment and software revenue, consisting of sales of ClearPoint reusable hardware and software and of related services, increased 255% 148% to \$1.4 million \$0.9 million for the three months ended March 31, 2024 June 30, 2024, from \$0.4 million for the same period in 2023 due to a large an increase in the placements of ClearPoint navigation capital and software and Prism laser units.

**Cost of Revenue and Gross Profit.** Cost of revenue was \$3.1 million \$2.9 million, resulting in gross profit of \$4.5 million \$5.0 million and gross margin of 63%, for the three months ended March 31, 2024 June 30, 2024, and was \$2.2 million \$2.8 million, resulting in gross profit of \$3.2 million \$3.1 million and gross margin of 53% for the three months ended March 31, 2023 June 30, 2023. The increase in gross margin was 59% primarily due to lower costs for the three months ended March 31, 2024, June 30, 2024 due to the transition to the new manufacturing facility, occurring in line with 2023, and higher volumes for the same period in 2023, three months ended June 30, 2024.

**Research and Development Costs.** Research and development costs were \$2.6 million \$3.1 million for the three months ended March 31, 2024 June 30, 2024, compared to \$3.0 million \$3.6 million for the same period in 2023, a decrease of \$0.4 million \$0.5 million, or 13%. The decrease was due primarily to lower product and software development costs of \$1.0 million as a result of reprioritization of certain research and development initiatives, initiatives, partially offset by increases in personnel costs of \$0.3 million and trial costs of \$0.2 million.

**Sales and Marketing Expenses.** Sales and marketing expenses were \$3.3 million \$3.8 million for the three months ended March 31, 2024 June 30, 2024, compared to \$2.9 million \$3.5 million for the same period in 2023, an increase of \$0.4 million, or 12% 10%. This increase was due primarily to additional higher travel costs of \$0.3 million, increased personnel costs of \$0.3 million \$0.2 million, including share-based compensation, resulting from increases in headcount, as well as increases in travel costs partially offset by lower marketing expenses of \$0.1 million.

**General and Administrative Expenses.** General and administrative expenses were \$2.8 million for the three months ended **March 31, 2024** **June 30, 2024**, compared to **\$3.0 million** **\$3.2 million** for the same period in 2023, a decrease of **\$0.1 million** **\$0.4 million**, or **4% 13%**. This decrease was due primarily to lower bad debt expense of **\$0.3 million** **\$0.6 million** mainly as a result of subsequent recoveries, partially offset by higher personnel costs and share-based compensation and occupancy costs, each in the amount of **\$0.1 million** **\$0.2 million**.

**Interest Income (Expense).** Net interest income was **\$0.1 million** **\$0.3 million** for each of the three months ended **March 31, 2024** and **June 30, 2024**, compared to **\$0.1 million** for the same period in 2023, as a result of interest rates remaining relatively consistent. We continue to earn interest income from our increased investment in U.S. Government debt securities offset partially by stemming from the interest paid on capital raise in March 2024.

**Six months ended June 30, 2024, Compared to the Outstanding First Closing Note. See Note 6 Six months ended June 30, 2023**

(Dollars in thousands)	Six Months Ended June 30,			Percentage Change
			2023	
	2024	2023		
Product revenue	\$ 8,579	\$ 4,967		73 %
Service and other revenue	6,918	6,416		8 %
Total revenue	15,497	11,383		36 %
Cost of revenue	5,984	5,055		18 %
Gross profit	9,513	6,328		50 %
Research and development costs	5,745	6,628		(13)%
Sales and marketing expenses	7,124	6,407		11 %
General and administrative expenses	5,614	6,136		(9)%
Other expense:				
Other expense, net	(21)	(13)		NM
Interest income, net	437	195		124 %
Net loss	\$ (8,554)	\$ (12,661)		(32)%

NM – The percentage change is not meaningful.

**Revenue.** Total revenue was \$15.5 million for the six months ended June 30, 2024, and \$11.4 million for the six months ended June 30, 2023, which represents an increase of \$4.1 million, or 36%.

(Dollars in thousands)	Six Months Ended June 30,			Percentage Change
			2023	
	2024	2023		
Biologics and drug delivery				
Disposable products	\$ 2,224	\$ 940		137 %
Services and license fees	6,410	5,104		26 %
Subtotal – Biologics and drug delivery revenue	8,634	6,044		43 %
Neurosurgery navigation and therapy				
Disposable products	4,513	3,676		23 %
Services	—	886		(100)%
Subtotal – Neurosurgery navigation and therapy	4,513	4,562		(1)%
Capital equipment and software				
Systems and software products	1,842	351		425 %
Services	508	426		19 %
Subtotal – Capital equipment and software revenue	2,350	777		202 %
Total revenue	\$ 15,497	\$ 11,383		36 %

Biologics and drug delivery revenue, which includes sales of disposable products and services related to customer-sponsored preclinical and clinical trials, increased 43% to \$8.6 million for the six months ended June 30, 2024, from \$6.0 million for the same period in 2023. This increase is attributable to a \$1.3 million increase in service and other revenue related to new preclinical trials and service agreements entered into with our Partners during the six months ended June 30, 2024 and \$1.3 million increase in product revenue as a result of increased demand for disposables as multiple partners progress in their trials, compared to the Condensed Consolidated Financial Statements included above same period in Part 1, Item 1 in this Quarterly Report 2023.

Neurosurgery navigation and therapy revenue, which primarily consists of disposable product commercial sales related to cases utilizing the ClearPoint system, remained relatively consistent at approximately \$4.5 million for the six months ended June 30, 2024 and 2023. Product revenue increased 23%, or \$0.8 million, as a result of increased case volume, new capital placements, and new product offerings (SmartFrame OR and Prism) during the six months ended June 30, 2024, compared to the same period in 2023. This was offset by a decrease in service and other revenue of \$0.9 million primarily as a result of pausing a co-development program with one of our Brain Computer Interface partners.

Capital equipment and software revenue, consisting of sales of ClearPoint reusable hardware and software and of related services, increased 202% to \$2.3 million for the six months ended June 30, 2024, from \$0.8 million for the same period in 2023 due to an increase in the placements of ClearPoint navigation capital and software and Prism laser units.

**Cost of Revenue and Gross Profit.** Cost of revenue was \$6.0 million, resulting in gross profit of \$9.5 million and gross margin of 61%, for the six months ended June 30, 2024, and was \$5.1 million, resulting in gross profit of \$6.3 million and gross margin of 56% for the six months ended June 30, 2023. The increase in gross margin was primarily due to lower costs for the six months ended June 30, 2024 due to the transition to the new manufacturing facility, occurring in 2023, and higher volumes for the six months ended June 30, 2024.

**Research and Development Costs.** Research and development costs were \$5.7 million for the six months ended June 30, 2024, compared to \$6.6 million for the same period in 2023, a decrease of \$0.9 million, or 13%. The decrease was due primarily to lower product and software development costs of \$1.1 million as a result of reprioritization of certain research and development initiatives, partially offset by increased personnel costs of \$0.2 million.

**Sales and Marketing Expenses.** Sales and marketing expenses were \$7.1 million for the six months ended June 30, 2024, compared to \$6.4 million for the same period in 2023, an increase of \$0.7 million, or 11%. This increase was due primarily to higher personnel costs of \$0.5 million, including share-based compensation, resulting from increases in headcount, and increased travel costs of \$0.3 million, partially offset by lower marketing expenses of \$0.1 million.

**General and Administrative Expenses.** General and administrative expenses were \$5.6 million for the six months ended June 30, 2024, compared to \$6.1 million for the same period in 2023, a decrease of \$0.5 million, or 9%. This decrease was due primarily to lower bad debt expense of \$0.9 million mainly as a result of subsequent recoveries, partially offset by higher personnel costs and share-based compensation of \$0.4 million.

**Interest Income (Expense).** Net interest income was \$0.4 million for the six months ended June 30, 2024, compared to \$0.2 million for the same period in 2023, as a result of increased investment in U.S. Government debt securities stemming from the capital raise in March 2024.

#### Liquidity and Capital Resources

We have incurred net losses since our inception, which has resulted in a cumulative deficit at March 31, 2024 June 30, 2024 of \$176.6 million \$181.0 million. In addition, our use of cash from operations amounted to \$3.8 million \$6.5 million for the three six months ended March 31, 2024 June 30, 2024, and \$13.7 million for the year ended December 31, 2023.

Since inception, we have financed our operations principally from the sale of equity securities and the issuance of notes payable. In 2020, we issued secured convertible notes to two investors which raised gross proceeds of \$25 million, of which \$15 million has been converted to common stock and \$10 million remains outstanding.

See Note 6 to the Condensed Consolidated Financial Statements included above in Part 1, Item 1 in this Quarterly Report for additional information with respect to the Outstanding First Closing Note.

As discussed in Note 8, in March 2024, the Company completed a public offering of 2,653,848 shares of its common stock from which the net proceeds totaled approximately \$16.2 million after deducting underwriting discounts and commissions, and other offering expenses paid by the Company.

As a result of these transactions and our business operations, our cash and cash equivalents totaled \$35.4 million \$32.8 million at March 31, 2024 June 30, 2024. In management's opinion, based on our current forecasts for revenue, expense and cash flows, our existing cash and cash equivalent balances at March 31, 2024 June 30, 2024, are sufficient to support our operations and meet our obligations for at least the next twelve months.

#### Cash Flows

Cash activity for the three six months ended March 31, 2024 June 30, 2024 and 2023 is summarized as follows:

(in thousands)	Three months ended March 31,		Six months ended June 30,	
	(in thousands)	2024	(in thousands)	2024
Cash used in operating activities				
Cash provided by (used in) investing activities				
Cash provided by (used in) financing activities				
Cash provided by investing activities				
Cash provided by financing activities				
Net change in cash and cash equivalents				

**Net Cash Flows from Operating Activities.** Net cash flows used in operating activities for the three six months ended March 31, 2024 June 30, 2024, were \$3.8 million \$6.5 million, a decrease of \$1.8 million \$4.2 million from the three six months ended March 31, 2023 June 30, 2023. This decrease was primarily due to a lower net loss of \$1.5 million, lower accounts receivable balances as a result of increased cash collections, and lower inventory purchases after ramping up of inventory stock in response to supply chain disruptions, offset partially by lower deferred revenue, \$4.1 million.

*Net Cash Flows from Investing Activities.* The Company did not have any net cash flows from investing activities for the **three six** months ended **March 31, 2024** **June 30, 2024**.

Net cash flows used in provided by investing activities for the **three six** months ended **March 31, 2023** **June 30, 2023**, were **\$0.1 million** **\$9.4 million** and consisted of proceeds from the maturities of short-term investments, partially offset primarily by equipment acquisitions and investments related to the our new manufacturing site in Carlsbad, CA, California.

*Net Cash Flows from Financing Activities.* Net cash flows provided by financing activities for the **three six** months ended **March 31, 2024** **June 30, 2024**, consisted of proceeds, net of offering costs, of \$16.2 million received from the public offering of our common stock and \$0.3 million in proceeds from the issuance of common stock under the employee stock purchase plan. This is partially offset by payments of \$0.3 million for taxes related to shares withheld in connection with the vesting of restricted stock awards.

Net cash flows provided by financing activities for the six months ended June 30, 2023, consisted of proceeds from the issuance of common stock under the employee stock purchase plan, partially offset by payments for taxes related to shares withheld in connection with the vesting of restricted stock awards of \$0.2 million.

Net cash flows used in financing activities for the three months ended March 31, 2023, consisted of payments for taxes related to shares withheld in connection with the vesting of restricted stock awards.

#### **Operating Capital and Capital Expenditure Requirements**

To date, we have not achieved profitability. We could continue to incur net losses as we continue our efforts to expand the commercialization of our products and services and pursue additional applications for our technology platforms. Our cash balances are primarily held in a variety of demand accounts with a view to liquidity and capital preservation.

Because of the numerous risks and uncertainties associated with the development and commercialization of medical devices, we are unable to estimate the exact amounts of capital outlays and operating expenditures necessary to successfully commercialize our products and pursue additional applications for our technology platforms. Our future capital requirements will depend on many factors, including, but not limited to, the following:

- the ability of our Partners to achieve commercial success, including their use of our products and services in their pre-clinical preclinical studies, clinical trials and delivery of therapies;
- the ultimate duration and impact of macroeconomic trends, including inflationary pressures, supply chain disruptions, and geopolitical instability (including military conflicts), and legislative and political developments;
- the timing of broader market acceptance and adoption of our products;
- the scope, rate of progress and cost of our ongoing product development activities relating to our products;
- the cost and timing of expanding our sales, clinical support, marketing and distribution capabilities, and other corporate infrastructure;
- the cost and timing of establishing inventories at levels sufficient to support our sales;
- the effect of competing technological and market developments;
- the cost of pursuing additional applications of our technology platforms under current collaborative arrangements, and the terms and timing of any future collaborative, licensing or other arrangements that we may establish;
- the cost and timing of any clinical trials;
- the cost and timing of regulatory filings, clearances and approvals; and
- the cost of filing, prosecuting, defending and enforcing any patent claims and other intellectual property rights.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.**

#### **Interest Rate Risk**

Our exposure to market risk is limited primarily to interest income and expense sensitivity, which is affected by changes in the general level of U.S. interest rates.

Our investments are in short-term bank deposits, short-term U.S. Government debt securities, and institutional money market funds. The primary objective of our investment activities is to preserve principal while at the same time maximizing the income we receive without significantly increasing risk. In the event we invest in short-term investments, due to the nature of our short-term investments and the Company's intent to hold such debt securities to maturity, we believe that we are not subject to any material market risk exposure.

At **March 31, 2024** **June 30, 2024**, we had \$10 million of principal outstanding under the Outstanding First Closing Note, which is subject to interest rate fluctuations. The Outstanding First Closing Note bears interest at a rate equal to the sum of (i) the greater of (a) the three (3)-month Secured Overnight Financing Rate ("SOFR") and (b) two percent (2%), plus (ii) a margin of 2% on the outstanding balance of the First Closing Note, payable quarterly on the first business day of each calendar quarter. At **March 31, 2024** **June 30, 2024**, the three-month SOFR was greater than the 2% floor as a result of rising interest rates, and the rate paid on the Outstanding First Closing Note was 7.3%. If interest rates continue to increase, a one-percent to two-percent increase would result in additional annual interest expense of \$0.4 million to \$0.5 million above the floor, respectively. Information with respect to the Outstanding First Closing Note may be found in Note 6 to the Condensed Consolidated Financial Statements included above in Part **1**, Item 1 in this Quarterly Report.

#### **Foreign Currency Risk**

To date, we have not recorded a significant amount of sales in currencies other than U.S. dollars, and have only limited business transactions in foreign currencies. We do not currently engage in hedging or similar transactions to reduce our foreign currency risks, which at present, are not material. We do not believe we have material exposure to risk from changes in foreign currency exchange rates at this time. We will continue to monitor and evaluate our internal processes relating to foreign currency exchange, including the potential use of hedging strategies.

### **ITEM 4. CONTROLS AND PROCEDURES.**

## **Disclosure Controls and Procedures**

We have established disclosure controls and procedures, as such term is defined in Rule 13a-15(e) under the Securities Exchange Act of 1934 (the "Exchange Act"). Our disclosure controls and procedures are designed to ensure that material information relating to us is made known to our principal executive officer and principal financial officer by others within our organization. Under the supervision and with the participation of our management, including our principal executive officer and principal financial officer, we conducted an evaluation of the effectiveness of our disclosure controls and procedures as of **March 31, 2024** **June 30, 2024** to ensure that the information required to be disclosed by us in the reports that we file or submit under the Exchange Act is recorded, processed, summarized, and reported within the time periods specified in the SEC's rules and forms. Disclosure controls and procedures include, without limitation, controls and procedures designed to ensure that information required to be disclosed by us in the reports that we file or submit under the Exchange Act is accumulated and communicated to our management, including our principal executive officer and principal financial officer as appropriate, to allow timely decisions regarding required disclosure. Based on this evaluation, our principal executive officer and principal financial officer concluded that our disclosure controls and procedures were effective as of **March 31, 2024** **June 30, 2024**.

## **Changes in Internal Control Over Financial Reporting**

During the quarter ended **March 31, 2024** **June 30, 2024**, there were no changes in our internal control over financial reporting that materially affected, or that are reasonably likely to materially affect, our internal control over financial reporting.

## **PART II – OTHER INFORMATION**

### **ITEM 1. LEGAL PROCEEDINGS.**

We are involved from time-to-time with various legal matters arising in the ordinary course of business. These claims and legal proceedings are of a nature we believe are normal and incidental to a medical device company, and may include product liability, intellectual property, employment matters, and other general claims.

We make provisions for liabilities when it is probable that a liability has been incurred and the amount of the loss can be reasonably estimated. Such provisions are assessed at least quarterly and adjusted to reflect the impact of any settlement negotiations, judicial and administrative rulings, advice of legal counsel, and other information and events pertaining to a particular case. We are currently not aware of any such legal proceedings or claim that we believe will have, individually or in the aggregate, a material adverse effect on our consolidated results of operations, cash flows, or financial condition.

### **ITEM 1A. RISK FACTORS.**

There have been no material changes to the risk factors disclosed in **our** **the** 2023 Form 10-K.

### **ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS.**

None.

### **ITEM 3. DEFAULTS UPON SENIOR SECURITIES.**

None.

### **ITEM 4. MINE SAFETY DISCLOSURES.**

None.

### **ITEM 5. OTHER INFORMATION.**

Not applicable. Without limiting the generality of the foregoing, during the quarter ended **March 31, 2024** **June 30, 2024**, no director or Section 16 officer adopted or terminated any Rule 10b5-1 or non-Rule 10b5-1 trading arrangements, as defined in Item 408(a) of Regulation S-K.

### **ITEM 6. EXHIBITS.**

The exhibits listed below are filed, furnished, or incorporated by reference as part of this Quarterly Report.

**Exhibit  
Number**

**Exhibit Description**

3.1	<a href="#">Amended and Restated Certificate of Incorporation of MRI Interventions, Inc. (incorporated by reference to Exhibit 3.1 to the Company's Quarterly Report on Form 10-Q, filed with the SEC on May 11, 2012).</a>
3.2	<a href="#">Certificate of Amendment to the Amended and Restated Certificate of Incorporation of MRI Interventions, Inc. (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K, filed with the SEC on June 8, 2015).</a>
3.3	<a href="#">Certificate of Amendment to the Amended and Restated Certificate of Incorporation of MRI Interventions, Inc. (incorporated by reference to Exhibit 3.3 to the Company's Registration Statement on Form S-1, filed with the SEC on August 2, 2016).</a>
3.4	<a href="#">Certificate of Amendment to the Amended and Restated Certificate of Incorporation of ClearPoint Neuro, Inc. (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K, filed with the SEC on February 12, 2020).</a>
3.5	<a href="#">Certificate of Amendment to the Amended and Restated Certificate of Incorporation of ClearPoint Neuro, Inc. (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K, filed with the SEC on May 25, 2023).</a>
3.6	<a href="#">Fourth Amended and Restated Bylaws of ClearPoint Neuro, Inc. (incorporated by reference to Exhibit 3.1 to the Company's Current Report on Form 8-K filed with the SEC on December 14, 2022).</a>
10.1	<a href="#">Fifth Amended and Restated 2013 Incentive Compensation Plan (incorporated by reference to Appendix A to ClearPoint Neuro, Inc.'s Definitive Proxy Statement on Schedule 14A, filed with the SEC on April 5, 2024).</a>
31.1*	<a href="#">Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) Under the Securities Exchange Act of 1934</a>
31.2*	<a href="#">Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) Under the Securities Exchange Act of 1934</a>
32+	<a href="#">Certification of Chief Executive Officer and Chief Financial Officer Pursuant to Rule 13a-14(b) under the Securities Exchange Act of 1934 and Section 1350 of Chapter 60 of Title 18 of the United States Code</a>
101.INS*	XBRL Instance
101.SCH*	XBRL Taxonomy Extension Schema
101.CAL*	XBRL Taxonomy Extension Calculation
101.DEF*	XBRL Taxonomy Extension Definition
101.LAB*	XBRL Taxonomy Extension Labels
101.PRE*	XBRL Taxonomy Extension Presentation
104*	Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101)

\* Filed herewith.

+ This certification is being furnished solely to accompany this Quarterly Report pursuant to 18 U.S.C. Section 1350, and it is not being filed for purposes of Section 18 of the Securities Exchange Act of 1934 and is not to be incorporated by reference into any filing of the Company, whether made before or after the date hereof, regardless of any general incorporation language in such filing.

**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 thereunto duly authorized.

Date: **May 7, 2024** **August 7, 2024**

CLEARPOINT NEURO, INC.

By: /s/ Joseph M. Burnett  
Joseph M. Burnett  
*Chief Executive Officer*  
(*Principal Executive Officer*)

By: /s/ Danilo D'Alessandro  
Danilo D'Alessandro  
*Chief Financial Officer*  
(*Principal Financial Officer and Principal Accounting Officer*)

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO RULE 13a-14(a) UNDER  
THE SECURITIES EXCHANGE ACT OF 1934**

I, Joseph M. Burnett, certify that:

1. I have reviewed this quarterly report on Form 10-Q for the quarter ended **March 31, 2024** **June 30, 2024**, of ClearPoint Neuro, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **May 7, 2024** **August 7, 2024**

*/s/* Joseph M. Burnett

Joseph M. Burnett

Chief Executive Officer

**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO RULE 13a-14(a) UNDER  
THE SECURITIES EXCHANGE ACT OF 1934**

I, Danilo D'Alessandro, certify that:

1. I have reviewed this quarterly report on Form 10-Q for the quarter ended **March 31, 2024** **June 30, 2024**, of ClearPoint Neuro, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: **May 7, 2024** **August 7, 2024**

/s/ Danilo D'Alessandro

Danilo D'Alessandro

Chief Financial Officer

Exhibit 32

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER AND  
CHIEF FINANCIAL OFFICER PURSUANT TO RULE 13a-14(b) UNDER  
THE SECURITIES EXCHANGE ACT OF 1934 AND SECTION 1350 OF  
CHAPTER 63 OF TITLE 18 OF THE UNITED STATES CODE**

Each of the undersigned, Joseph M. Burnett and Danilo D'Alessandro, certifies pursuant to Rule 13a-14(b) under the Securities Exchange Act of 1934 and Section 1350 of Chapter 63 of Title 18 of the United States Code, that (1) this quarterly report on Form 10-Q for the quarter ended **March 31, 2024** **June 30, 2024**, of ClearPoint Neuro, Inc. (the "Company") fully complies with the requirements of Section 13(a) of the Securities Exchange Act of 1934, and (2) the information contained in this quarterly report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: **May 7, 2024** **August 7, 2024**

/s/ Joseph M. Burnett

Joseph M. Burnett

Chief Executive Officer

/s/ Danilo D'Alessandro

Danilo D'Alessandro

Chief Financial Officer

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