

# Management Presentation

November 2010

### IssuerFreeWritingProspectuEiledPursuanto SECRule433

On November 10, 2010, the issuer, EnteroMedicsInc., filed a RegistratiorStatementon FormS-1 (RegistratiorNo. 333-170503) with the Securitiesand ExchangeCommissior(the "SEC")with respect to the offering to which this presentation relates. A copyof the preliminary prospectus for the offering is included in that registrationstatement. Before you invest, you should read the prospectus in that registrations tatement and other documents the issuerhas filed with the SEC more complete information about the issuerand this offering. You may obtain these documents for free by visiting EDGAR the preliminary prospectus and, when available, the final prospectus relating to the offering may be obtained from Craig-Hallum Capital Group LLC's prospectus departmentat 222 SouthNinth Street, Suite 350, Minneapolis MN 55402 or by phoneat (612) 334-6300.

Thispresentation contain forward-looking tatement about Entero Medicanc. Our actual results could differ materially from thosediscussedue to knownand unknown isks uncertaintie and other factor sincluding our limited history of operations; our lossessinceinceptionand for the foreseeable uture; our lackof regulatory approval for our Maestro® System for the treatment of obesity;our preliminaryfindingsfrom our EMPOWER\*pivotaltrial; our ability to complywith the Nasdaq continuedistingrequirementsour abilityto commercializour MaestroSystemour dependencon third partiesto initiate and performour clinicatrials; the need to obtain regulatory approval for any modification to our Maestro System physician adoptionof our MaestroSystemand VBLOC@agalblockingtherapy;our abilityto obtain third party coding,coverageor paymentlevels ongoing regulatory compliance our dependence on third party manufacturer and suppliers the successful developmentof our salesand marketingcapabilitiesour ability to raise additionalcapital when needed; international commercializatioand operation pur ability to attract and retain management and other personnet and to manage our growth effectivelypotentialproductiabilityclaimspotentialhealthcardraudandabuseclaimshealthcardegislativeeformandour ability to obtain and maintain intellectual property protection for our technology and products These and additional risks and uncertaintieare describednore fully in the Company' filings with the Securitieand Exchange ommission particularly hose factorsidentifiedas "riskfactors'in the Company' Registration Statementon FormS-1 filed with the SECon November 10, 2010.We are providing his information as of the date of this presentation and do not under take any obligation to update any forward-lookingtatements ontained n this documents a result of new information future events or otherwise.

# Offering Summary

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issuel:
Ticker / Exchange:
Offering Size:
Warrant Coverage:
Over-Allotment:
Use of Proceeds:

Sole Underwriter: Expected Pricing: Management:

- EnteroMedics Inc. ETRM / NASDAQ 12 million shares (100% primary) 100% Coverage (25% premium to offer price) 15% (100% primary) • Continue work toward US regulatory approval
- International commercialization efforts
- Clinical and product development activities
- Working capital and other corporate purposes
   Craig-Hallum Capital Group
   Mid-December
- Mark Knudson, PhD (CEO)
- Greg Lea (CFO)

# **Background and Investment Highlights**

- Founded in 2002 to create neuroblocking cemaker for obesity (Maestro system) that would:
  - Target the shortcomings of existing treatments by addressing he unmet needs of 26 million eligible surgical candidates
  - Control the co-morbidities of diabetes and high blood pressure
- ~400 Patients have used the Maestro System
  - 20-30% excess weight loss (EWL)
  - Excellent safety profile
  - 24 month data continues to demonstrate increased EWL
  - 294 patient EMPOWER pivotal trial launched in July 2007
    - Efficacy endpoint missed because safety and system checks created unexpected therapeutic block and weight loss in the placebo arm
  - FDA encouraged re-submission and granted IDE approval for second pivotal trial (ReCharge)
- Broad IP portfolio protects vagues rve blocking in the gastrointestinal tract
- Experienced board of high-profile medical device venture capitalists participated in \$6.3 million financing in September 2010
- Proposed equity raise expected to fully fund second FDA approver proved trial and Australian commercialization

5

# The Obesity Epidemic

- 1/3 of US adults are obese (2/3 of Australian adults are overweight or obese)
  - More than 72 million people in the US (Body Mass Index "BAGO)
  - 1 in 8 deaths in the US are caused by an overweight/obesity related illness
  - CDC estimates an overall economic cost of obesity of approximately \$150 billion
- Approximately 26 million surgical candidates in the US (BMI>35)
- About 1% of eligible patients seek surgery
  - 220,000 bariatric procedures completed in the US (13,900 in Australia) in 2008
- High priority for US government and major strategic players



# **Current Treatments**

### **Pharmaceuticals Bariatric Surgery More Invasive** Less Invasive Serious safety concerns Bypass & sleeve surgery irreversible and risky Less effective for morbid obesity Adjustable gastric bands have long-term follow-- Limited weight loss up burdens (e.g. vomiting, quarterly adjustments) - Unsustained effect All result in major lifestyle changes including side Adverse side-effects effects, dietary restrictions and food intolerances Duration of use restrictions EnteroMedics

# Role of the Vagus Nerve

- Vagus nerve controls:
  - Sensation of hunger
  - Expansion, fullness and emptying of stomach
  - Digestive enzyme secretion
- Severing the vagus nerve (vagotomy) causes:
  - Reduced appetite
  - Delayed stomach emptying
  - Prevention of weight gain
- The effects of vagotomy are not sustainable
  - The body accommodates for, or "works around", the permanent interruption

20% of vagus nerve fibers send instructions from the brain

> 80% of vagus nerve fibers send messages to the brain

### VBLOC Therapy Delivered via the Maestro System

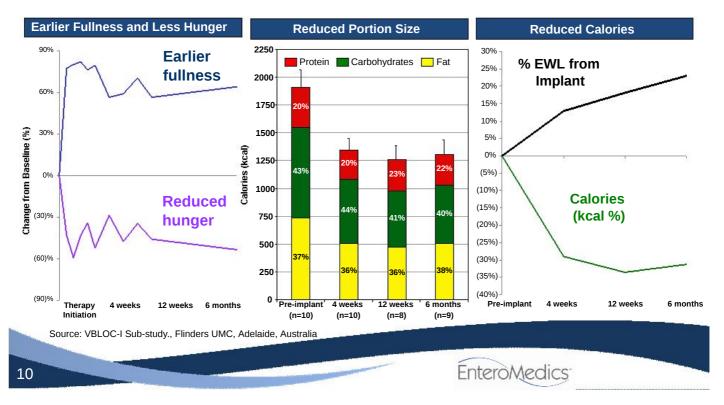
### VBLOC Therapy

- Intermittent neuroblockingtechnology
- Pacemaker-like device (Maestro System) including leads laporoscopically implanted on the intra-abdominal vagaunks
- Vagusnerve controls hunger; VBLOC Therapy blocks vaguse signals, therefore reducing hunger feelings and promoting earlier fullness



The implantation procedure and usage of the Maestro System carry some risks, such as the risk generally associated with laparoscopic procedures and those related to treatment as described in the EMPOWER clinical study informed <u>consent</u>.

### Significant impact on hunger and fullness drives successful weight loss



# The Maestro System Clinical Experience

#### **Safety**

- No deaths or therapy related SAEs; Low SAE rate
- Positive safety profile
- Low 1-year surgical revision rate

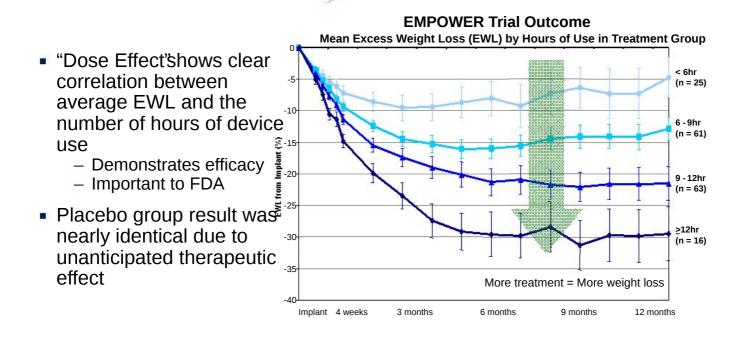
- **Efficacy**
- Clinically significant weight-loss Control of major co-morbidities – Diabetes and hypertension

Study	Location	# Patients ~400 Overall	Study Duration (yrs)	Efficacy %EWL
First Generation Maestro RF System				
VBLOC-1	OUS	31	0.5	14.2 (6months)
VBLOC-RF2	OUS	38	3	23.0 (2 years) <sup>€)</sup>
EMPOWER	US	294	2/5	19.4 (2 years <sup>3)</sup>
Second Generation Maestro RC System				
VBLOC-RC1	OUS	5	1/5	25.9 (1 year)
VBLOC-DM2	OUS	28	1/5	25.3 (1 yeaf <sup>3)</sup>
ReCharge	US	234	1/5	IDE Approved

### Broad acceptance by surgeons and patients

Note: Conducted gastric function study as well in 12 patients 1) 18 patients 2) 159 patients 3) 25 patients

# Maestro System Usage equals RESULTS



EnteroMedics

12

- 294 patient US study using the first generation Maestro RF System
- An unanticipated the rapeutic effect was delivered to the placeboarm
  - Received a low-charge from safety and system diagnostic checks
  - Post-study Rat Model demonstrated low charge effect
- Both groups experienced significant, dose-dependent Excess Weight Loss (EWL)
   EWL greater than 20% in the prescribed use group of both arms
- Safety endpoint met
  - No deaths, low 1-yr surgical revision rate and low serious adverse event rate
  - No therapy related serious adverse events
- 24 month data continues to demonstrate that VBLOC Therapy works
  - Patients using the device for > 9 hours daily have an average EWL of 23% (n=71)
  - Over two-thirds of patients remain in trial



# US RECHARGE Trial Pivotal Trial for US Approval

- Use next generation implantable device
  - More convenient
  - Hours of use controlled by device
- Placebo group will receive non-active device (without leads to the vagus nerve)
  - No charge will be delivered in the placebo group
- 234 morbidly obese subjects (156 treatment | 78 placebo)
  - Treated group "on for ~12 hours per -25 day

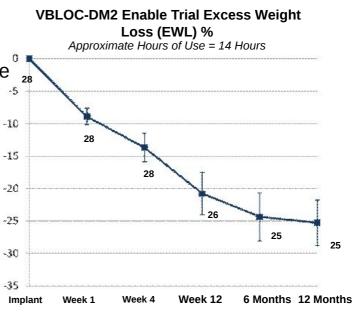
EWL

\*

- Key trial end points at 12 months
  - Efficacy
  - Safety

14

IDE approved October 2010



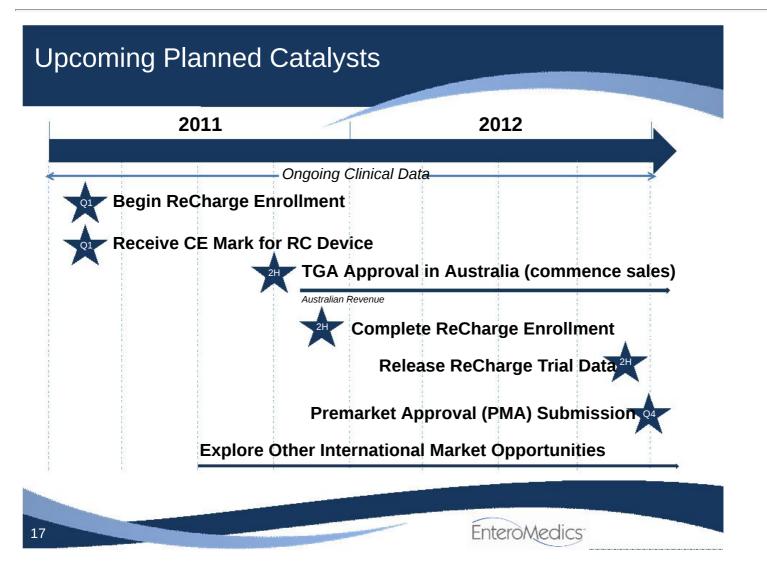
# Significant Promise in Treatment of Co-Morbidities Diabetes and Hypertension

- Clinically significant effect of VBLOC on two major co-morbidities
  - Diabetes
  - Cardiovascular / blood pressure
- Improvements were immediate and sustained
  - Diabetes:
    - HbA1c reduced to below 7.0%
    - Diabetes control level set by the American Diabetes Association
  - Blood pressure:
    - ~10% reduction in Mean Arterial Pressure
    - 10 mmHg reduction diastolic blood pressure
- The combined effect of weight-loss and reduction of key co-morbidities is a positive driver for:
  - Adoption and reimbursement
  - Lowering the risk of stroke, heart attack and heart failure



- Australia is expected to be the first market to commercially launch the Maestro System
  - Historical leadership with new obesity treatments
  - Extensive clinical experience with Maestro in the hands of experienced surgeons and bariatric follow up teams
    - In an Australian cohort of 83 EMPOWER patients (61 implanted)
      - o Mean 12-month EWL was 25% for the treatment group and 17% for the placebo group
      - Subjects with > 9 hours/day use achieved 37% (treated) and 21% (placebo) mean EWL
- Path to product launch
  - Announced cooperation agreement with the Australian Institute/Vorfight Control (AIWC) in October 2010
    - Australia's largest network of bariatric clinics
    - Performed 1,250 procedures in 2009 (9% of national total)
    - Will drive surgeon training, be initial users of the device and assist with regulatory and reimbursement approvals
  - CE Mark expected in Q1 2011
  - TGA approval and first revenue in 2H 2011

16



### Highly experienced management team and Board of Directors

Name	Role at EnteroMedics	Background
Mark B. Knudson, PhD	President and CEO and Chairman of the Board	<ul> <li>Faculty, University of Washington School of Medicine</li> <li>Founder and Director of multiple medical device companies</li> <li>President of J&amp;J Professional Diagnostics</li> </ul>
Greg S. Lea	SVP and CFO	<ul> <li>CFO and Director of Pemstar</li> <li>Executive management positions at Jostens Corp and IBM</li> </ul>
Adrianus (Jos) Donders	SVP of Operations	<ul> <li>Senior positions at Medtronic in R&amp;D,</li> <li>Headed Medtronic-Europe neurostim development organization</li> </ul>
Dan L. Cohen	SVP, Government Relations and Health Policy	<ul> <li>VP, Global, Corporate, and Government Affairs, Imamed Corporation</li> </ul>
Katherine S. Tweden, PhD	VP, Research and Clinical	<ul> <li>VP of Research at HeartStent Corporation</li> <li>Research positions at St. Jude Medical and W.L. Gore</li> </ul>
Nicholas L. Teti, Jr.	Board Member	<ul> <li>Special Advisor to Chief Executive Officer of EnteroMedics</li> <li>Chief Executive Officer, Inamed Corporation</li> </ul>
Luke Evnin, Ph.D	Board Member	General Partner, MPM Capital
Catherine Friedman	Board Member	<ul><li>Independent Financial Consultant</li><li>Managing Director, Morgan Stanley</li></ul>
Carl Goldfischer M.D.	Board Member	<ul> <li>Investment Partner, Managing Director, Bay City Capital</li> <li>Chief Financial Officer, ImClone Systems</li> </ul>
Bobby I. Griffin	Board Member	Executive Vice President, Medtronic Corporation     President, Medtronic Pacemaker Business
Donald C. Harrison M.D.	Board Member	Managing Partner, Charter Life Sciences     Chief Executive Officer, University of Cincinnati Medical School
Paul H. Klingenstein	Board Member	Managing Partner, Aberdare Ventures
Jon T. Tremmel	Board Member	<ul> <li>President of the Neurological Division, Medtronic</li> <li>President of the Physio Control Division, Medtronic</li> </ul>

18

# **Financial Summary**

**Balance Sheet Data** As of September 30, 2010

Cash and cash equivalents

**Diluted Shares Outstanding** As converted, as of October 31, 2010

\$13.3 million\* Common Shares 10.9 million Warrants 4.9 million

Options

0.8 million **Diluted Shares Outstanding** 16.6 million

\*Includes \$781K of Series A non-voting convertible preferred stock receivable

19

# Value Creation Opportunity

- Significant revenue opportunity in the US
- Upside
  - Maestro System can attract a larger percentage of the obesity market
  - A metabolic solution with impact beyond obesity
    - Diabetes, hypertension and other GI maladies
- Obesity treatment is a major category for large pharmaceutical and medical device companies
  - Companies are seeking a minimally invasive obesity treatment
    - Allergan(NYSE: AGN) purchased INAMED for 6.9x revenue in 2006 (\$3.1 billion)
    - INAMEDwasthe creator of the LAP-BAND®ystem, an adjustable gastric band used to treat obesity



# **Investment Highlights**

- Next generation device to treat obesity
- Effectiveness and safety supported by multiple trials and 400+ implants
- Clear and significant advantages over current obesity treatments
- Controls the co-morbidities of diabetes and high blood pressure
- IDE approved for second US pivotal trial
- Broad IP portfolio protects vaguerve blocking in the gastrointestinal tract
- Experienced board of high-profile medical device venture capitalists participated in \$6.3 million financing in September 2010
- Proposed equity raise expected ftdly fund second US pivotal trial and Australian commercialization





