

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

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): **January 9, 2024**

SILK ROAD MEDICAL, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-38847
(Commission
File Number)

20-8777622
(IRS Employer
Identification No.)

1213 Innsbruck Drive
Sunnyvale, California
(Address of principal executive offices)

94089
(Zip Code)

(408) 720-9002
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

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, Par Value \$0.001 Per Share	SILK	Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

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.

Item 7.01. Regulation FD Disclosure.

On January 9, 2024, Silk Road Medical, Inc. (the “Company”) made available on its corporate website (www.silkroadmed.com) a new investor presentation, which the Company intends to use at investor conferences and in other forums (the “Investor Presentation”). The Company intends to disclose the information contained in the Investor Presentation, in whole or in part, and with updates and possibly modifications, in connection with presentations to investors, analysts and others and on its corporate website. A copy of the Investor Presentation containing the information that may be disclosed by the Company is attached as Exhibit 99.1 to this report and the information set forth therein is incorporated herein by reference and constitutes a part of this report.

The information contained in Exhibit 99.1 is summary information that is intended to be considered in the context of the Company’s Securities and Exchange Commission (“SEC”) filings and other public announcements that the Company may make, by press release or otherwise, from time to time. The Company undertakes no duty or obligation to publicly update or revise the information contained in Exhibit 99.1, although it may do so from time to time as its management believes is warranted. Any such updating may be made through the filing of other reports or documents with the SEC, through press releases or through other public disclosure. By filing this report and furnishing this information, the Company makes no admission as to the materiality of any information contained in this report, including Exhibit 99.1.

The Company is furnishing the information contained in Exhibit 99.1 pursuant to Regulation FD and Item 7.01 of Form 8-K promulgated by the SEC. This information is intended to be furnished under Item 7.01 of Form 8-K and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits.**(d) Exhibits.**

Exhibit No.	Description
99.1	Investor Presentation of Silk Road Medical, Inc. (January 2024) (furnished herewith)
104	Cover Page Interactive Data File (formatted as inline XBRL)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

SILK ROAD MEDICAL, INC.

Date: January 9, 2024

By: /s/ Mhairi L. Jones
Name: Mhairi L. Jones
Title: Chief Accounting Officer and Vice President, Finance



J.P. Morgan Healthcare Conference

January 2024



Image: Donna, TCAR® and CEA patient

Forward Looking Statement

Certain information contained in this presentation and statements made orally during this presentation relate to or are based on studies, publications, surveys and other data obtained from third-party sources and Silk Road's own internal estimates and research. While Silk Road believes these third-party sources to be reliable as of the date of this presentation, it has not independently verified, and makes no representation as to the adequacy, fairness, accuracy or completeness of, any information obtained from third-party sources and undertakes no obligation to update such information after the date of this presentation. While Silk Road believes its internal research is reliable, such research has not been verified by any independent source.

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. All statements other than statements of historical facts contained in this presentation, including statements regarding our anticipated 2023 full year revenue, future results of operations and financial position, business strategy, current and prospective markets or products, clinical activities, regulatory approvals, degree of market acceptance, and plans and objectives of management for future operations, are forward-looking statements. The words "may," "will," "should," "expect," "plan," "anticipate," "could," "intend," "target," "project," "estimate," "believe," "predict," "potential" or "continue" or the negative of these terms or other similar expressions, as well as the use of future dates, are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words.

The forward-looking statements in this presentation represent our views as of the date of this presentation. Although we believe the expectations reflected in such forward-looking statements are reasonable, we can give no assurance that such expectations will prove to be correct. Accordingly, you are cautioned not to place undue reliance on these forward-looking statements. Such statements are based on current assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. For Silk Road Medical, such risks and uncertainties include, among others, our final 2023 full year revenue; future operating results and financial performance; risks surrounding our recent CEO transition; our success in retaining and recruiting key personnel; our ability to continue to grow our business and expand the use of TCAR; our ability to obtain an adequate supply of materials and components from our third-party suppliers; product development plans and our ability to commercialize new products in a timely manner; the success of current clinical trials; plans to conduct further clinical trials; our ability to obtain additional indications or new regulatory approvals or clearances for our products; market acceptance and use of our products by physicians; our ability to grow and leverage our commercialization infrastructure; increased competition; the effect of economic conditions and COVID-19 or similar pandemics on our business; government and third-party payer coverage and reimbursement and our ability to obtain and maintain intellectual property protection for our products. More detailed information on these and other factors that could affect our actual results are described in the section entitled Risk Factors in our most recent quarterly report on Form 10-Q filing made with the Securities and Exchange Commission. Except as required by applicable law, we do not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise. No representations or warranties (expressed or implied) are made about the accuracy of any such forward-looking statements.

In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk. By attending or receiving this presentation you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of our business.



Introducing Chas McKhann



- 25-year medtech veteran
- President and CEO, Apollo Endosurgery (NASDAQ: APEN, acquired by Boston Scientific)
- CCO roles Torax Medical (acquired by JNJ) and Intersect ENT (NASDAQ: XENT, acquired by Medtronic)
- Commercial leadership roles at Boston Scientific CRM and Cordis – Launched CYPHER, first DES

Introducing Chas McKhann



A personal connection:



Father founding
Chairman of Neurology
at **Johns Hopkins**



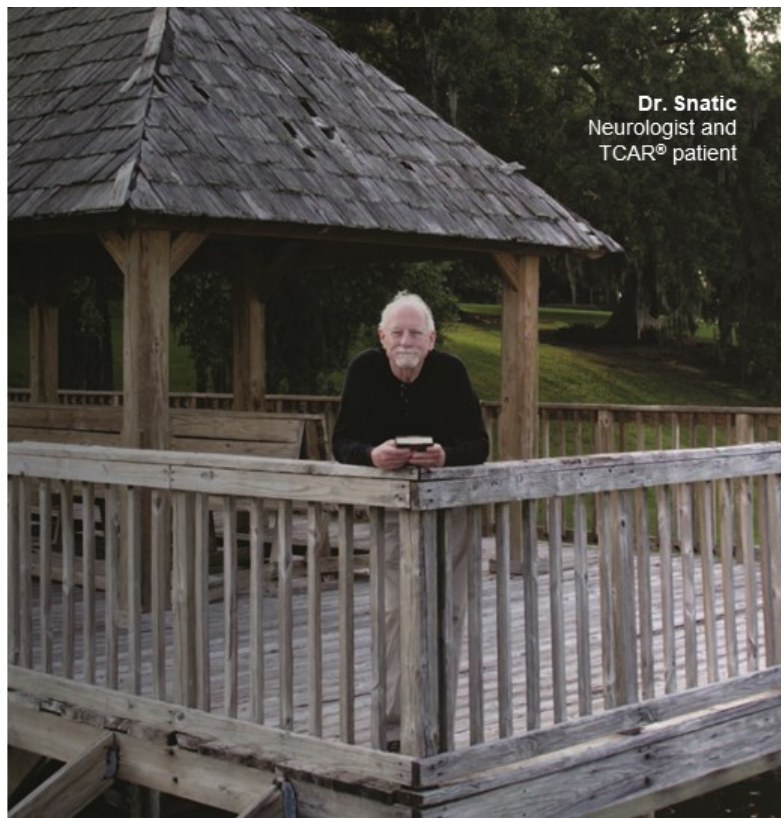
Brother a
neurosurgeon at
Columbia



The Only At-Scale, Full-Capability Carotid Company

We are dedicated to **preventing stroke and protecting the health of people** with carotid artery disease.

Dr. Snatic
Neurologist and
TCAR® patient



Our Leadership Team



Lucas Buchanan

CFO & COO

*The Vertical Group,
Medtronic, E&Y*



Andrew Davis

CCO

*Medtronic, 3M,
Boston Scientific*



Bill Whealon

EVP, R&D

Medtronic, Covidien



**Dr. Sumaira
MacDonald**

Executive Medical Director

*International-renowned Carotid KOL,
Newcastle University, Freeman
Hospital*



Richard Ruedy

EVP, Clinical,
Regulatory, & Quality

*Abbott, Nevro, Cardica,
Acta*



Kevin Klemz

EVP, CLO & Corporate
Secretary

Vyair, Tornier, ev3

1 in 3

ischemic strokes are caused by **Carotid Artery Disease (CAD)**

4.3M

PEOPLE IN THE U.S.
SUFFER FROM CAD

>430,000

U.S. DIAGNOSES
PER YEAR



1. Weerd M Stroke 2010; Modus Health Group for 2021.
2. Vascularweb.org; Virani, Salim, et al. "Heart Disease and Stroke Statistics—2020 Update." American Heart Association, 3 Mar. 2020.

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Stroke caused by carotid artery disease is preventable

SILK ROAD'S

**Transcarotid
Artery
Revascularization
(TCAR)**



**Carotid
Endarterectomy
(CEA)**

invasive with risk of surgical complications

**Transfemoral
carotid stenting
(CAS)**

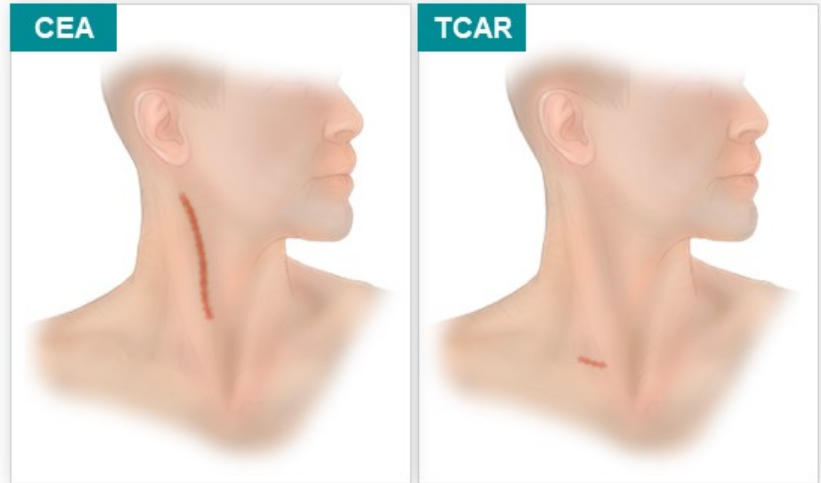
higher risk of stroke than CEA and TCAR; very long learning curve

Medical Therapy


All patients should get optimized medical therapy, with revascularization indicated for more severe blockages

TCAR: a less invasive alternative to carotid endarterectomy

- Innovation that improves upon conventional carotid artery stenting
- Small incision is made above collar bone
- Blood flow is temporarily reversed to protect from stroke and damage to brain



TCAR combines **surgical principles** of neuroprotection and game-changing **endovascular technology**

BENEFIT	SIGNIFICANTLY FAVORS CEA	SIGNIFICANTLY FAVORS TCAR
Safety Profile Less Risk of MI, Cranial Nerve Injury, Risk of Bleeding requiring intervention		
Efficiencies Less Time in the OR, Shorter Length of Stay, Local Anesthesia used more often in TCAR		
Patient Experience Smaller scar in less visible location, Less pain, Faster recovery time		

Recent publication demonstrates that TCAR offers Best-In-Class outcomes

Perioperative Outcomes in Transcarotid Artery Revascularization Versus Carotid Endarterectomy of Stenting Nationwide

Ian A. Ramsey, BS, Joshua D. Burks, MD, Victor M. Lu, MD, PhD, Michael Silva, MD, Ahmed Abdelsalam, MD, Robert M. Starke, MD, MSc, Evan Luther, MD

• National Inpatient Database

• 369,045 procedures from 2015 to 2019

AUTHORS' CONCLUSION:

“TCAR is underutilized relative to other revascularization techniques yet has favorable outcomes compared with CEA and CAS”¹

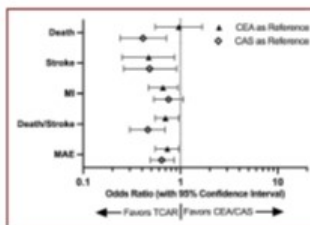


Figure 1: Comparison of TCAR outcomes with those of CEA and CAS using a multivariate logistic regression model, 2015-2019. CAS, carotid artery stenting; CEA, carotid endarterectomy; MAE, major adverse events; MI, myocardial infarction; TCAR, transcarotid artery revascularization

1. Operative Neurosurgery, September 2023

“There was a big difference between the first [CEA] and the second procedure [TCAR]... sort of like a relief off me in some way mentally, and physically I felt awesome.

“The next morning, I got to go home. And I actually walked out of ICU feeling great.

“It was totally different.”

—Donna, TCAR Patient

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Strong Growth Foundation

with significant opportunity ahead

ANNUAL REVENUE (\$ MILLIONS)



1. Based on TCAR procedures implied by 2023 revenue guidance relative to ~170k US carotid artery procedures

60 Days In...

Three Key Insights



TCAR Works...**Consistently**



Our TCAR Base is **Healthy and Growing**



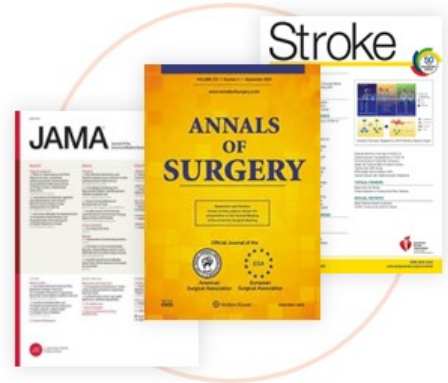
Our Team is **Built to Drive Growth**



TCAR Works Consistently

>300 TCAR Publications

>75,000 TCAR Patients Treated¹



1. Cumulative number of patients treated as of Silk Road Medical Q3 2023 earnings call (11/8/2023)



TCAR Works Consistently in Nearly 45,000 Patients Studied

As Presented in November 2023¹:

Symptomatic Patients

Rate of Perioperative Stroke or Death Across **n = 11,058**

ACCEPTABLE THRESHOLD*: 4.0%

2.3%

Asymptomatic Patients

Rate of Perioperative Stroke or Death Across **n = 33,862**

ACCEPTABLE THRESHOLD*: 2.0%

1.3%

¹ 2023 VEITH Session 80, New Developments in the treatment of carotid stenosis with mesh covered stents and TCAR (Transcervical Carotid Artery Revascularization), Friday November 17th 2023; 08:47 08:52: TCAR is Better Than TFCAS And Brachial/Radial Access for CAS. Marc L Schermerhorn MD (presenter), Mahmoud B Malas MD, MHS



TCAR Works Consistently Across Real World Settings



Care Settings³²⁻³⁷

- Academic
- Teaching
- Community
- Rural



Experience Levels²⁴⁻³¹

- Experienced physicians
- New adopters
- Fellows and trainees



Patient Cohorts

- All age brackets, including 80+¹⁻⁵
- Male/Female⁴⁻⁷
- Standard Risk/High Risk¹²⁻²³
- Symptomatic/Asymptomatic⁸⁻¹¹

See appendix for references



Our TCAR Base is Healthy and Growing

+70%

Average growth in **TCAR utilization** from Year 1 to Year 5 following TCAR training

2X

Rate at which physicians trained from 2021-2023 are **adopting** compared to early TCAR adopters

+60%

Rate at which recent **Fellows** adopt TCAR compared to other TCAR users

1. Silk Road Medical internal utilization data

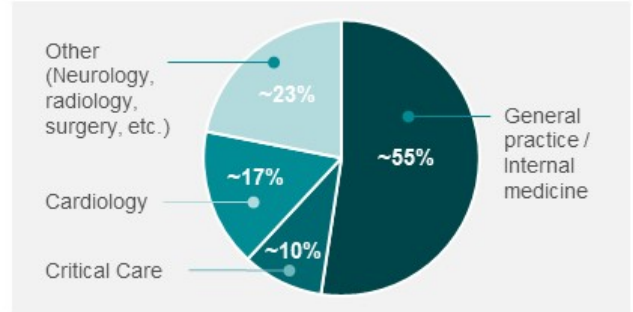


TCAR Base is Supported by a Robust Referral Network

>80% of all carotid procedures (CEA, TCAR, and CAS) are performed by vascular surgeons

>86% of their referring physician relationships have been in place for at least a year

~2/3 of TCAR referrals come from GPs, Internal Medicine, and Critical Care



Source: Internal Silk Road Medical market research and analysis (August 2023)



TCAR Will Lead A Rising Tide in Endovascular CAD Treatment

NCD 20.7 Will Expand Endovascular CAD Treatment

TANGIBLE TCAR TAILWINDS



Emphasis on patient preference and shared decision-making favors TCAR



Increased awareness, diagnosis, and treatment of CAD



More than **100 new account targets** for TCAR

POTENTIAL TCAR HEADWINDS



Broader CMS coverage allows certain patient populations to receive TF-CAS



Team Built to Drive Growth

The Only At-Scale, Full Capability Carotid Company

Commercial

>200 professionals delivering the best outcomes for patients and driving TCAR adoption

Medical Education

Industry leading programs for TCAR training, education, therapy awareness, and Fellows

Clinical & Regulatory

Building an unmatched body of evidence including ROADSTER 3

R&D

Comprehensive internal R&D program focused on expanding our leadership in CAD treatment

Leading the Way in Stroke Prevention



The logo for SilkRoad Medical is positioned in the upper left quadrant. It features the word "SILKROAD" in a bold, sans-serif font, with "SILK" in orange and "ROAD" in dark grey. A stylized orange arrowhead points to the right, integrated into the end of the word "ROAD". Below "SILKROAD" is the word "MEDICAL" in a smaller, all-caps, dark grey sans-serif font, followed by a registered trademark symbol (®). The background of the top half of the page is white, with a large, abstract graphic on the right side consisting of overlapping, diagonal bands in shades of orange and yellow, creating a sense of movement and depth. A thin horizontal line is located below the logo area.

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Appendix

References (Slide 17)

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