



myomo[®]
my own motion

*Conquering Upper Limb Paralysis with
Wearable Medical Robotics*

Paul R. Gudonis, Chairman and CEO
David Henry, CFO

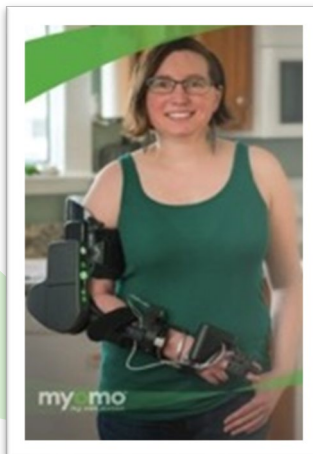
Investor Presentation
May 2021

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Company Overview

We design, manufacture and provide the MyoPro™, a wearable medical robotic device that restores movement and function of paralyzed arms and hands



Only commercially available device of its kind with FDA registration, government and private reimbursement and CE mark

Lightweight and portable, to enable users to perform Activities of Daily Living



Can benefit patients suffering from stroke, brachial plexus injury, traumatic brain or spinal cord injury, as well as ALS or other neuromuscular disease/injury

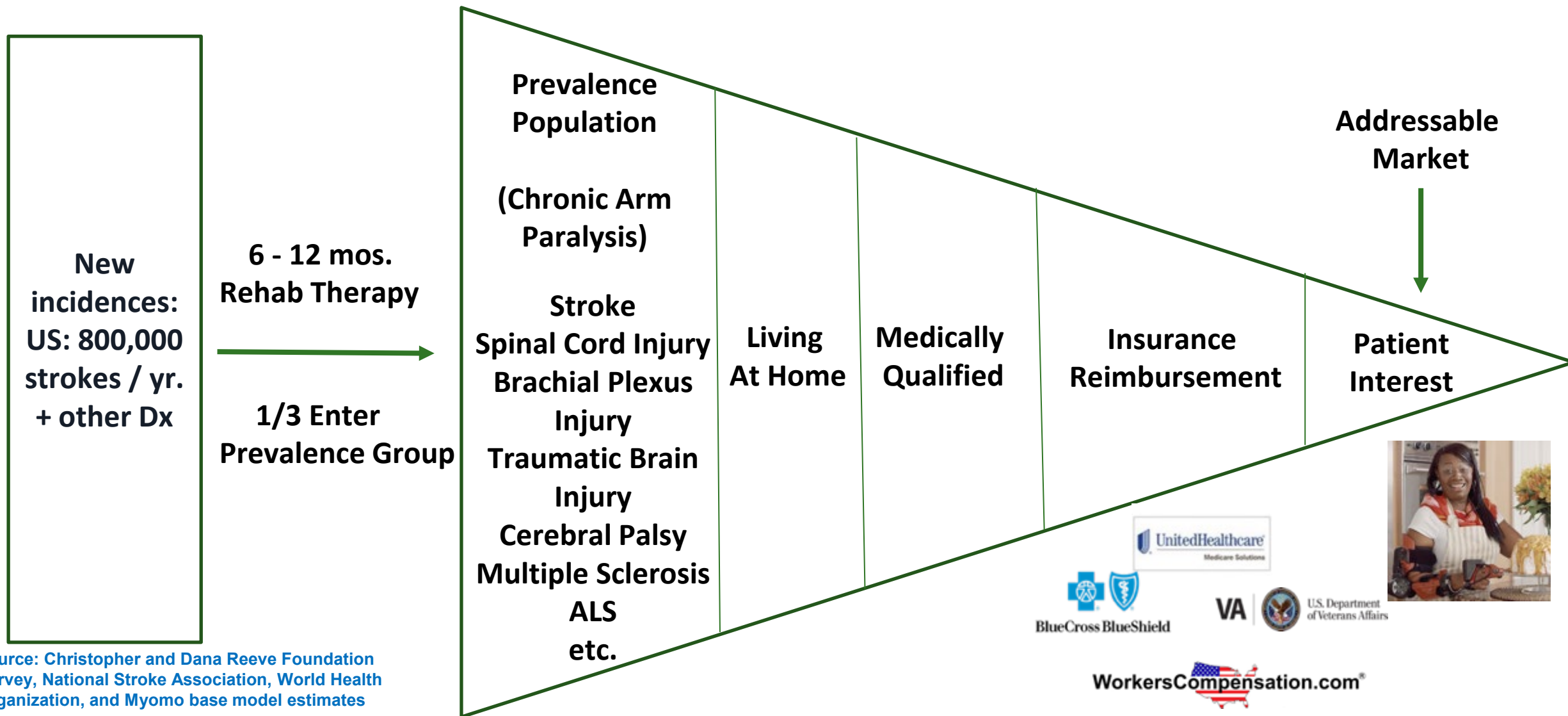
Investment Highlights

- Large unmet medical need and potential market expansion through product line extensions
 - Patient Population with Chronic Arm Paralysis = Approx. 3M in US
 - New Incidences in US each year = Approx. 250K due to new strokes, other neuro conditions
 - Worldwide need: Prevalence = Approx. 1% of Population
- Experienced management team expanding and strengthening platform for only commercially-available device to restore function for upper extremity paralysis
 - FDA registered in US; CE mark in Europe; new JV for China announced
- Record candidate pipeline growth in Q1 from ongoing rollout in US and International markets supported by growing direct-to-patient marketing via social media
- Emphasizing our growing Direct Billing channel, resulting in higher ASPs and gross margin
- Q1 2021 revenue up 132% YoY; Growth rate of Revenues and Pipeline is accelerating
- Cash position as of 3/31/21 = \$17.4 million. With lower expected cash burn in 2021 as revenues scale we have sufficient cash without the need to access capital until well into 2022.

If You Know 100 People, You Probably Know Someone who needs a MyoPro



A Large Unmet Need: Sizing the Market Opportunity



Source: Christopher and Dana Reeve Foundation Survey, National Stroke Association, World Health Organization, and Myomo base model estimates

Myomo Addresses an Unmet Need that Existing Upper Extremity Treatments Don't

Current Treatment Options

Rehabilitation:

- Occupational therapy
- Static bracing
- Saebo
- Electrical stimulation (Bioness)
- Stationary robotics



Medical:

- Botox
- Baclofen



The Medical Need:
A lightweight, portable
device to restore
function for use at
home, work, and
school

MyoPro Users and Value Propositions



Bettina

- Skiing accident @ age 15 led to brachial plexus injury
- No use of right arm for 20 years
- Avoided amputation by obtaining MyoPro



Lucinda

- Stroke during brain tumor operation
- Restored use of arm and hand
- Able to return to work



Igal

- No use of right arm, 4 years post-stroke
- Able to perform activities of daily living

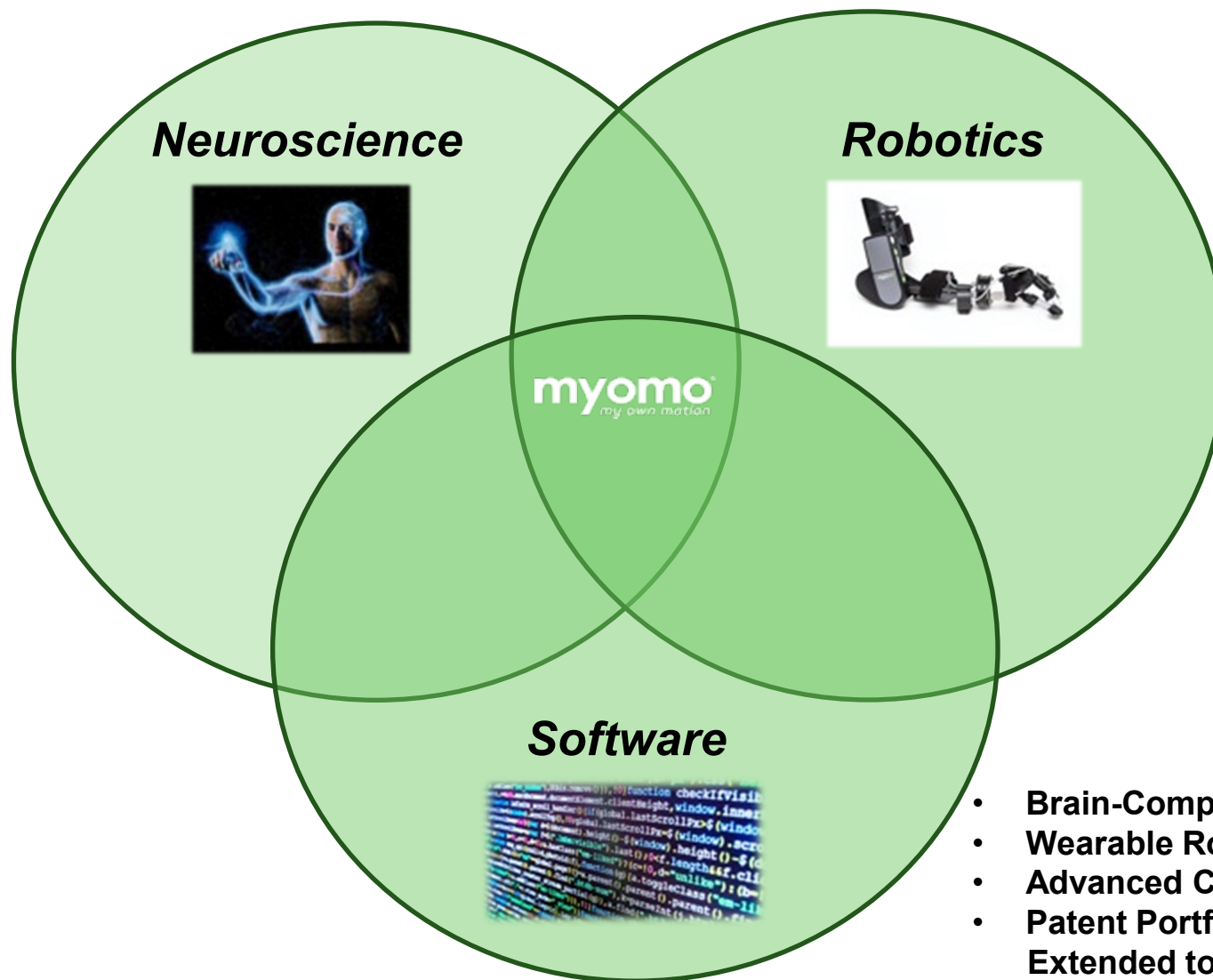


Dave

- US veteran, arm paralyzed due to stroke
- VA-provided MyoPro led to active use of arm and hand

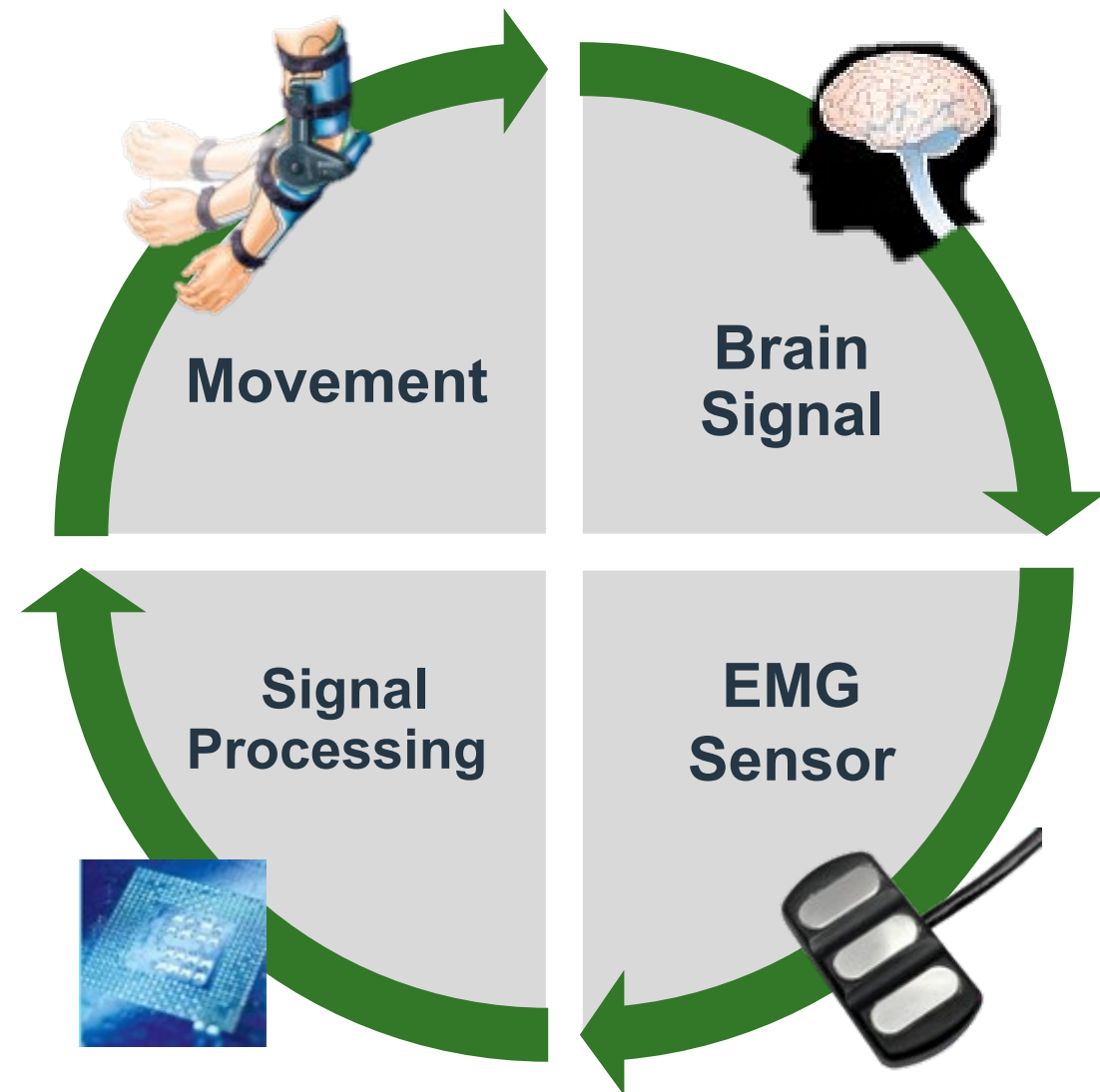
Myomo's Technology Leadership

Operating at the
Intersection of 3
Scientific and
Engineering
Disciplines



- Brain-Computer Interface via EMG Sensors
- Wearable Robotics
- Advanced Control Algorithms
- Patent Portfolio For EMG-Controlled Orthotics Extended to 2039

MyoPro Powered Arm Brace: How it Works



Massachusetts
Institute of
Technology

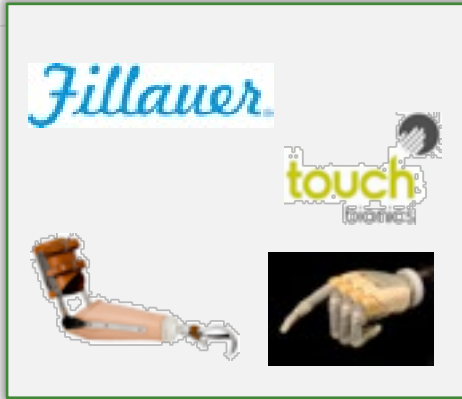


HARVARD
MEDICAL SCHOOL

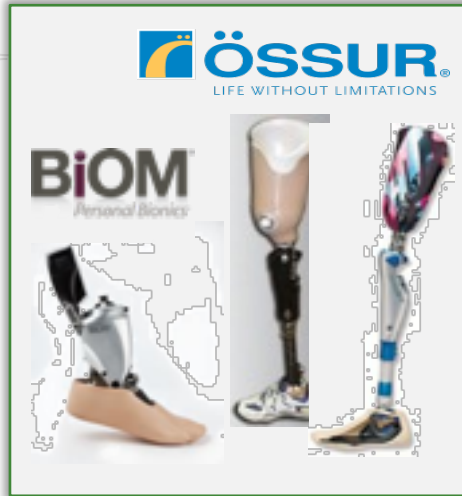
Competitive Positioning

Prosthetics

Upper
Limb
Products



Lower
Limb
Products



Orthotics (Braces)

Only commercially available upper limb product line to restore function



myopro®

Upper
Limb
Products

Foot Drop



Stance Control



Exoskeletons



Wheelchair



Lower
Limb
Products

Unit Volume



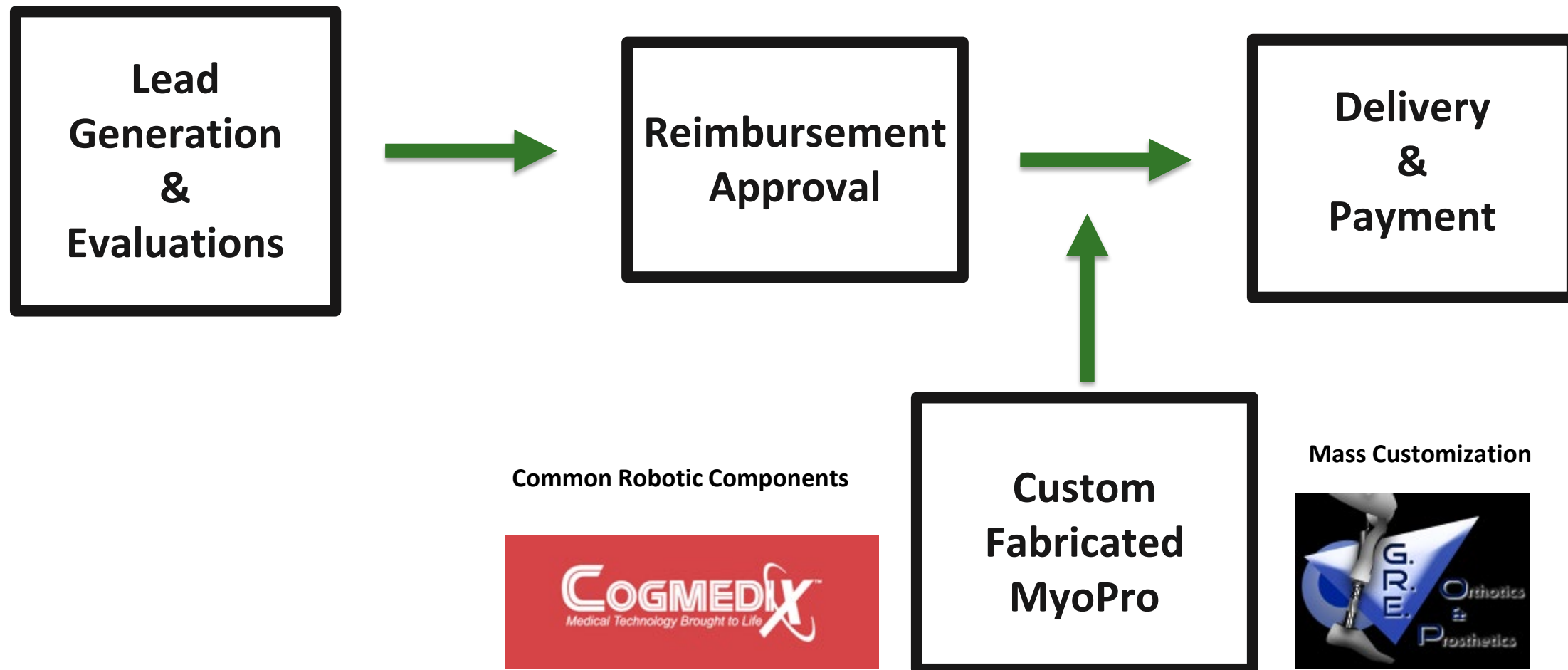
* Orthotics and Prosthetics

Trends in Healthcare Fueling Myomo's Growth

- **Large and Growing Pool of Patient Candidates**
 - Stroke Incidence increases with Aging Population, Underlying Health Conditions
- **Centralized → Decentralized Patient Care**
 - From Rehab Clinic to At Home Use
- **In-person Visits → Telehealth**
 - Enabled by broadband Internet
- **Clinician Recommendations → Patients & Families seeking information on Healthcare Options →**
 - Direct-to-Patient Marketing

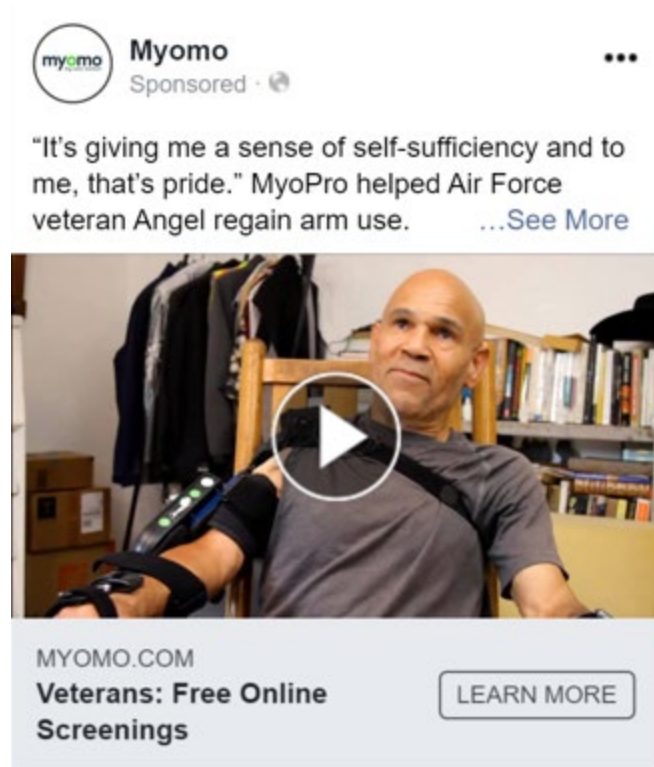


Go to Market Approach: Direct Billing and Provider



Filling the Pipeline via Digital Marketing and Telehealth

Facebook Marketing Ad



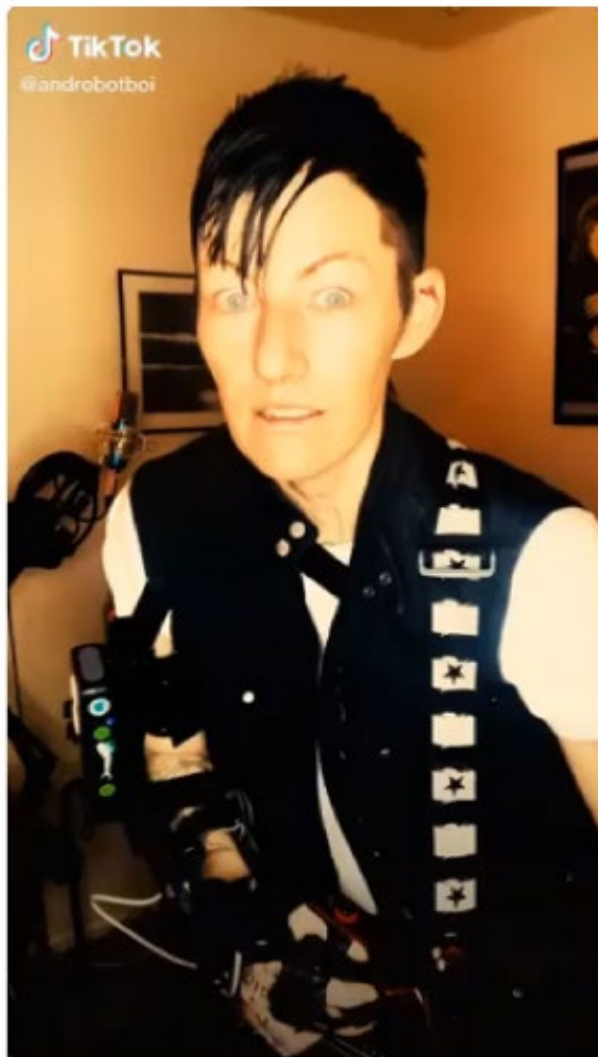
Digital marketing to patients and families (B2C)

TeleHealth Evaluation



Moved online: faster, more convenient, less costly

Meet Sara Groves – MyoPro User on TikTok



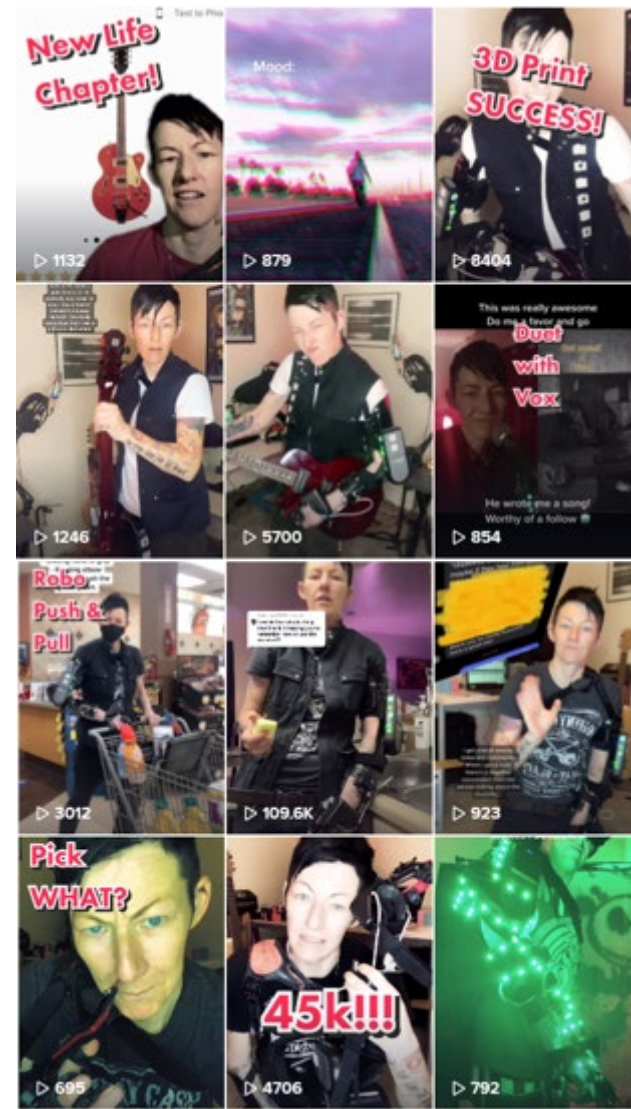
androbotboi

🤖 Andro ROBOT Boi 🤖

Follow

149 Following 46.1K Followers 735.2K Likes

Andro 🤖 ROBOT 🏳️‍🌈 Boi
support: \$androbotboi



[Click here](#) to watch Sara's TikTok video.

Expanding list of Payers Reimbursing for a MyoPro

Commercial Payers



- Approvals on a case by case basis
- Over 90% of new cases are now Direct Billing by Myomo

Military



- Approved for Vets
- > 40 VAMC's have ordered MyoPro's

Medicare



- New HCPCS codes in 2019
- Medicare Advantage claims paid
- Part B Medicare under discussion

Myomo Now a Certified Medicare Provider


Medicare.gov

Supplier Directory

The Official U.S. Government Site for Medicare

Supplier Directory Results

KEY

 Accepts Medicare Assignment

Your search results for ZIP code 02142 are displayed below.

If you have additional questions, please call 1-800-MEDICARE (1-800-633-4227).TTY users should call 1-877-486-2048.

Show All Results

Hide All Results

Print All Results

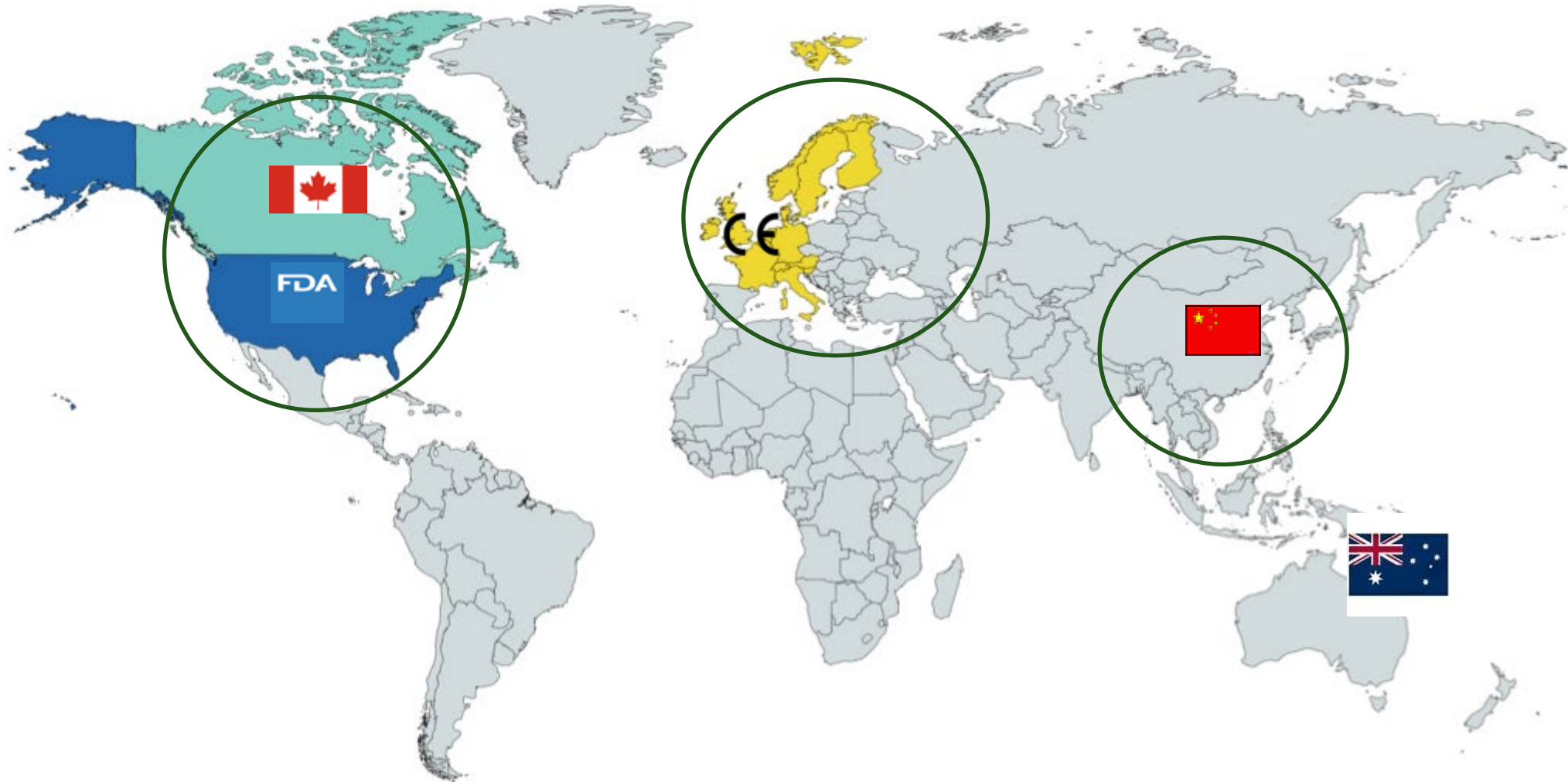
Orthoses: Custom Fabricated (1 result)

Viewing 1 - 1 of 1

Supplier Information	Distance
<div><div>MYOMO</div><div>1 BROADWAY 4TH FLOOR CAMBRIDGE, MA 02142 (877) 736-9666</div><div>Map and Directions</div></div>	<div>0.80 Miles</div>

- Once coverage and fee are determined by CMS, Myomo will be able to provide the MyoPro to Medicare Part B patients in 39 states
- Working on becoming certified in the remaining states
- Working on becoming a provider for patients covered by state Medicaid plans
- Can now begin the process of entering into contracts with commercial insurance payers as a provider

Initial Steps to Address the Global Need



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European Expansion Underway and New China JV

Europe

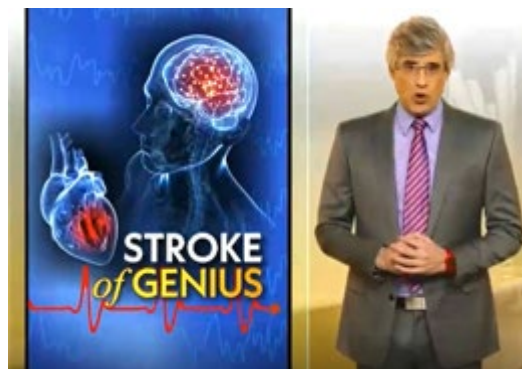
- Established Myomo footprint in Europe – Myomo Europe GmbH based in Germany
- Recruited O&P providers in Germany, Denmark, UK, Italy
- Obtaining initial reimbursements and booking orders
- Statutory Health Insurance to cover MyoPro in Germany on case-by-case basis; BARMER, Allianz and other payers (40% of population)

China

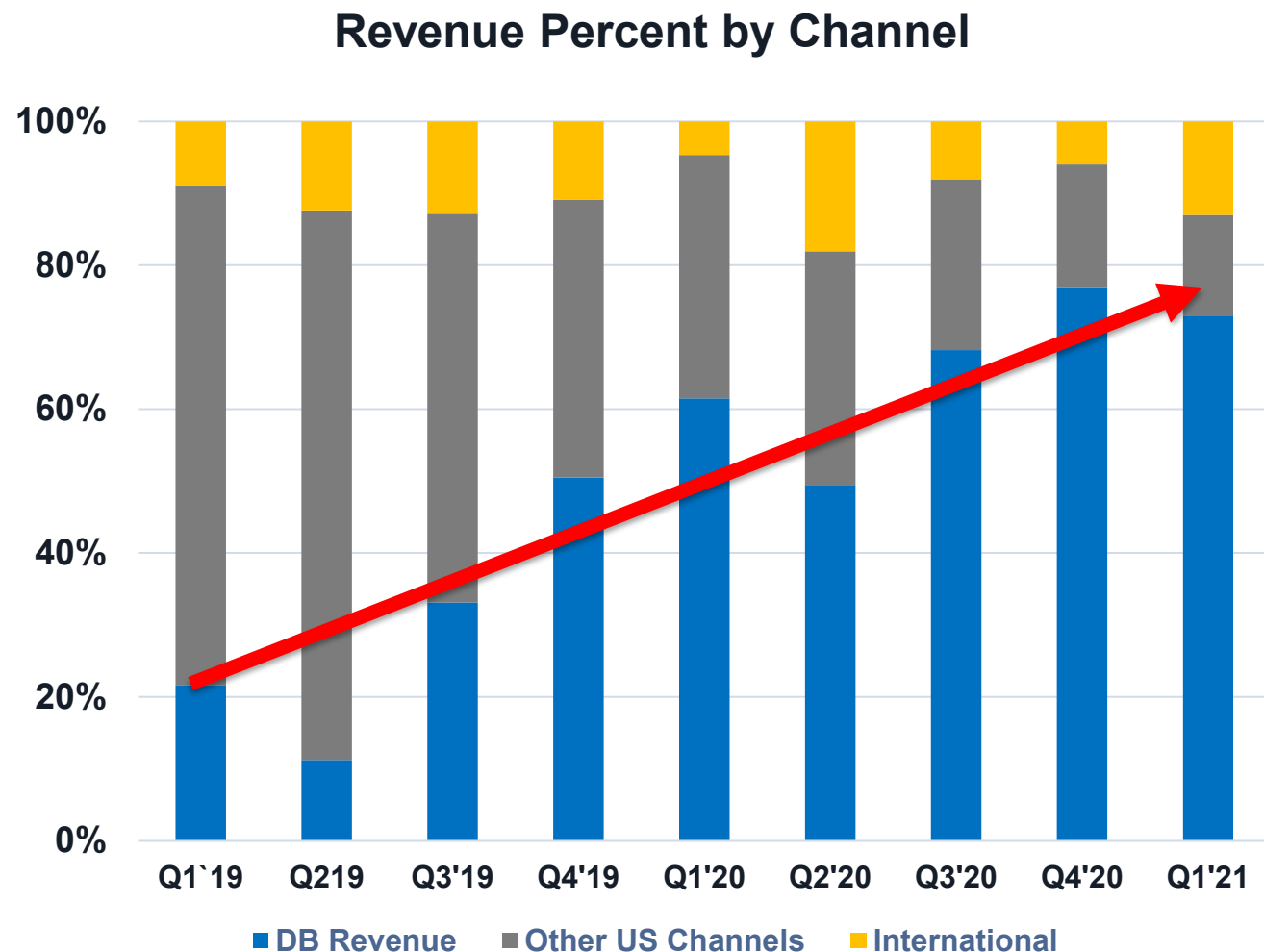
- Announced Myomo China JV with Ryzur, medical device and rehab co.
- Chinese partners providing capital, local manufacturing and distribution
- Myomo to own 19.9% of JV
- JV to license Myomo technology for \$2.5M upfront + \$10M+ over 10 years
- Myomo to maintain IP on control system chips and software

Recap of Recent News Announcements

- **MyoPro Featured on German TV Show**
- **CBS Sunday Morning (1/31) on research with MyoPro @ T Jefferson Univ Hospital**
- **MyoCare Program Introduced to Support Users**
- **Myomo Certified as a Medicare Provider**
- **VA Research Finds MyoPro Delivers Meaningful Improvements in Motor Function for Brain Injury Patient**
- **New US/EU Patents Issued; Valid to 2039**
- **MyoGames Introduced for Users**



MyoPro Delivery and Payment: Shift to Direct Billing

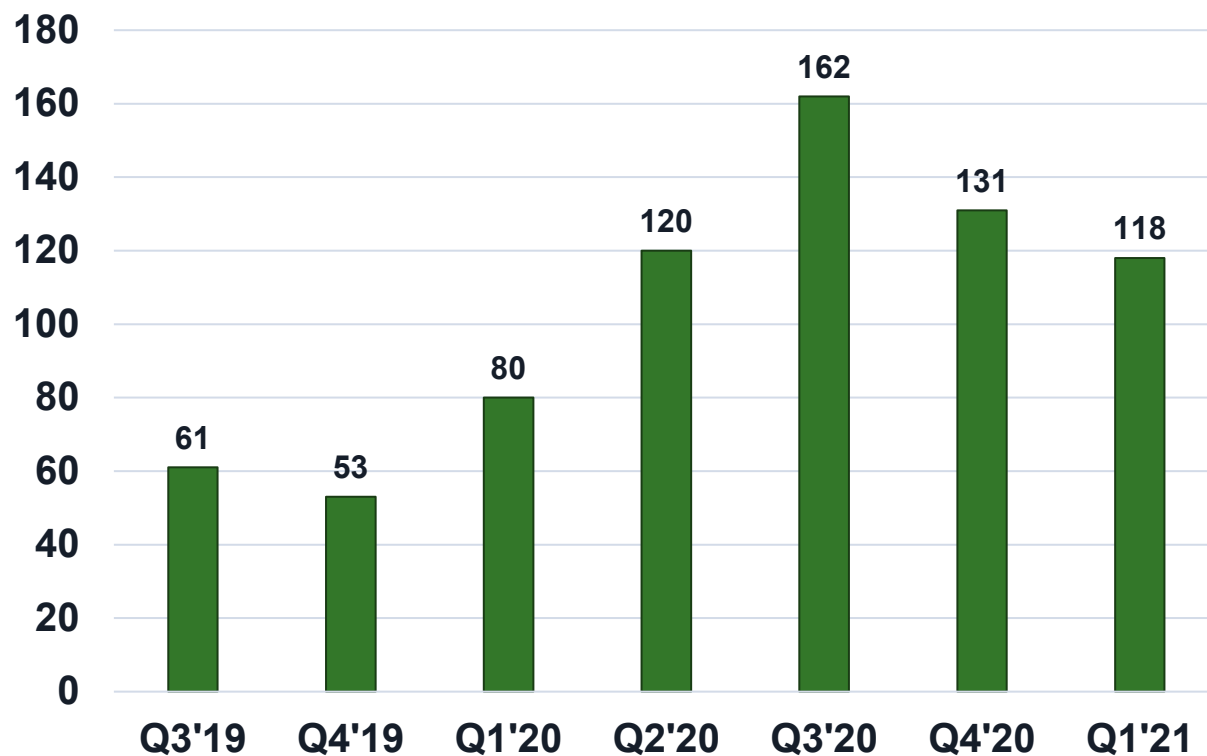


- **Emphasis on the direct billing channel results in higher average selling price and higher gross margin per unit**
- **International revenue expected to grow in the future as we capitalize on favorable coverage policy in Germany and work to obtain coverage policies in other countries**
- **Revenue recognition timing:**
 - **Direct Billing – Effective Q4'20, certain payers recognized on delivery (represents 40% of direct billing revenue), rest upon payment, 45 days to 6 months after delivery**
 - **O&P/VA Channels – Upon shipment**
 - **International – Upon delivery**

Backlog: Authorization to Revenue - Near-Term Indicator

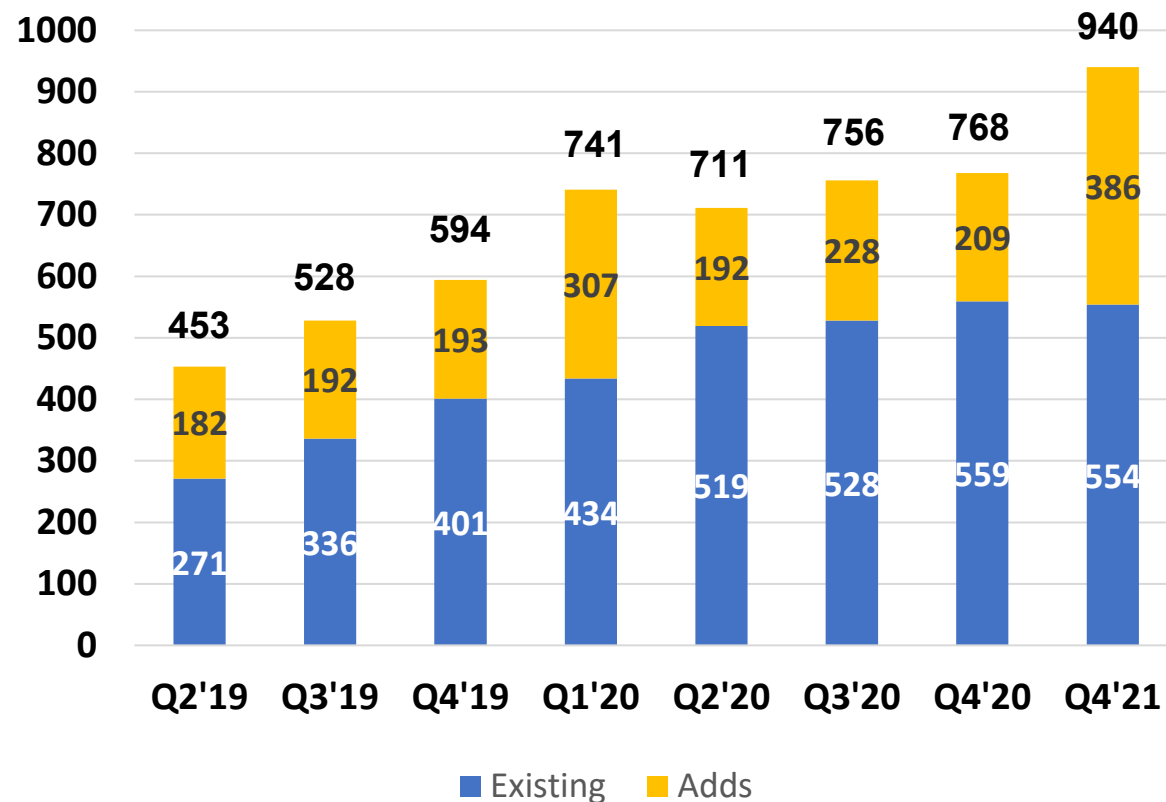
Pipeline: Successful Evaluation to Authorization – Longer-Term Indicator

Backlog

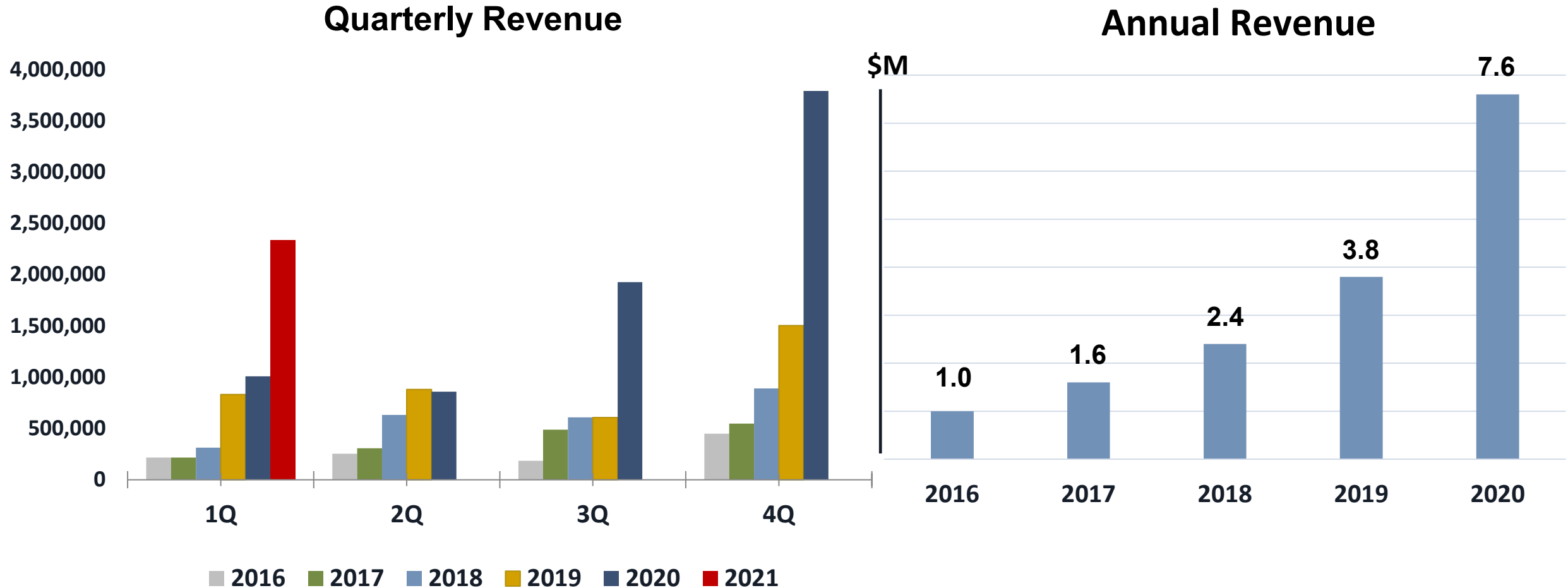


	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21
Authorizations	38	40	66	75	98	86	66
Revenue Units	22	43	30	24	51	97	65

Pipeline



Q1 2021 Revenue Growth = 132% YoY



P&L and Key Balance Sheet Metrics

P&L

(\$000's)	Actual Q1'21	Actual Q1'20	Actual 2020	Actual 2019
Revenue	\$ 2,336	\$ 1,008	\$ 7,583	\$ 3,838
COGS	623	319	2,600	1,421
Gross Profit	1,713	689	4,983	2,417
Gross Margin	73.3%	68.4%	65.7%	63.0%
Operating Expenses:				
R&D	526	507	1,669	1,750
SG&A	4,120	3,605	13,817	11,462
Total	4,646	4,112	15,486	13,212
Operating Loss	\$ (2,933)	\$ (3,423)	\$ (10,503)	\$ (10,795)
Int and other exp, net	-	302	475	112
Change in fair value of derivatives	-	(82)	(123)	(194)
Loss on Ext. of Debt	-	159	709	-
Income Taxes	28	-	-	-
	28	379	1,061	(82)
Net Loss	\$ (2,961)	\$ (3,802)	\$ (11,564)	\$ (10,713)

Key Balance Sheet Metrics

(\$000's)	Actual Q1'21	Actual Q4'20
Cash	\$ 17,371	\$ 12,241
Working Capital	15,832	11,576
Net Book Value	16,067	11,565
Shares Outstanding	5,604	4,593

Target: Achieve Cash Flow Breakeven in Q4 2021

Key Drivers

- Increasing # of Patient Candidates entering the Pipeline
- Continued Shift to Direct Billing = Higher ASP and Margin
- Demonstrating Operating Leverage: Q1 2021 Oper. Loss = \$2.9M, Q1 2020 = \$3.4M
- Grow Backlog of Authorized MyoPro's for Delivery and Payment by Sept 30, 2021
- Requires ~ \$7M revenue in Q4 2021

Proven Technology & Healthcare Leadership

Management Team Members



Paul R. Gudonis **Chairman & CEO**

Scaled multiple tech co's, largest from \$5M to \$1.2B revenue (BBN/Genuity)



Jonathan Naft CPO, VP | GM

Developed new O&P industry products,
Opened international markets for Myomo



Micah Mitchell **Chief Commercial Officer**

Grew sales 10x at several custom DME businesses



Gene Tacy, MSEE **VP of Engineering**

Developed Myomo's proprietary EMG powered medical devices



Cliff Conneighton **Chief Marketing Officer**

Led marketing to grow ATG to \$500M in revenues



Dr. Harry Kovelman **Chief Medical Officer**

Track record of expanding patent access for new technologies



Courtney Maulen, MS, OTR/L

Built Dept. of Patient Advocacy to process 10x growth in claim volume



David Henry, CFO

Raised nearly \$900M in capital for public companies



Kathy Sawyers, PT, ATP **Sr. Dir. – Clinical Outcomes**

Oversees clinician training and user support



Barry Camrell **VP of QA/RA**

Established quality systems for U.S. and int'l markets

Board of Directors & Advisors



Ross D. Zafonte, DO **Chair, SAB**

Harvard Med. School, Spaulding Rehab.



Thomas Kirk **Lead Independent Director**

Former CEO, Hanger Clinics



Amy Knapp **Board Member**

BrightHealth, United Healthcare



Thomas Crowley **Board Member**

Experienced Med Device CEO



Steve Sanghi **Board Advisor**

Chairman,& CEO, Microchip Technology Inc.

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Thank You!



For Additional Information:

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508-344-5235