



INVESTOR PRESENTATION

AUGUST 2022

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

**Conquering Upper Limb
Paralysis with Wearable
Medical Robotics**

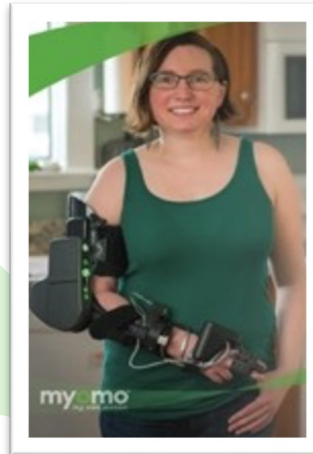
myomo[®]
my own motion

Legal Disclaimer

This presentation contains forward-looking statements regarding the trading of the Company's common stock on the NYSE American, the Company's plans for the use of proceeds and advancing its product line, increasing its sales and marketing efforts and growing its business, the Company's financial position and projections of future operating results, and the Company's future business expectations, which are based upon the current estimates, assumptions and expectations of the Company's management and its knowledge of the relevant market. The Company has tried, where possible, to identify such information and statements by using words such as "anticipate," "believe," "envision," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "will," "would," "could," "should," "continue," "contemplate" and other similar expressions and derivations thereof in connection with any discussion of future events, trends or prospects or future operating or financial performance, although not all forward-looking statements contain these identifying words. Forward-looking statements, which are included in accordance with the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, are only predictions and may differ materially from actual results due to a variety of risks, uncertainties and other factors. These risks and uncertainties include, among others, risks related to the Company's liquidity and financial position, the trading of its common stock, its new products, services, and technologies, government regulation and taxation, and fraud. More information about factors that potentially could affect Myomo's business and financial results are included in the Company's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. The Company cautions readers not to place undue reliance on any such forward-looking statements, which speak only as of the date made. The Company disclaims any obligation subsequently to revise any forward-looking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

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

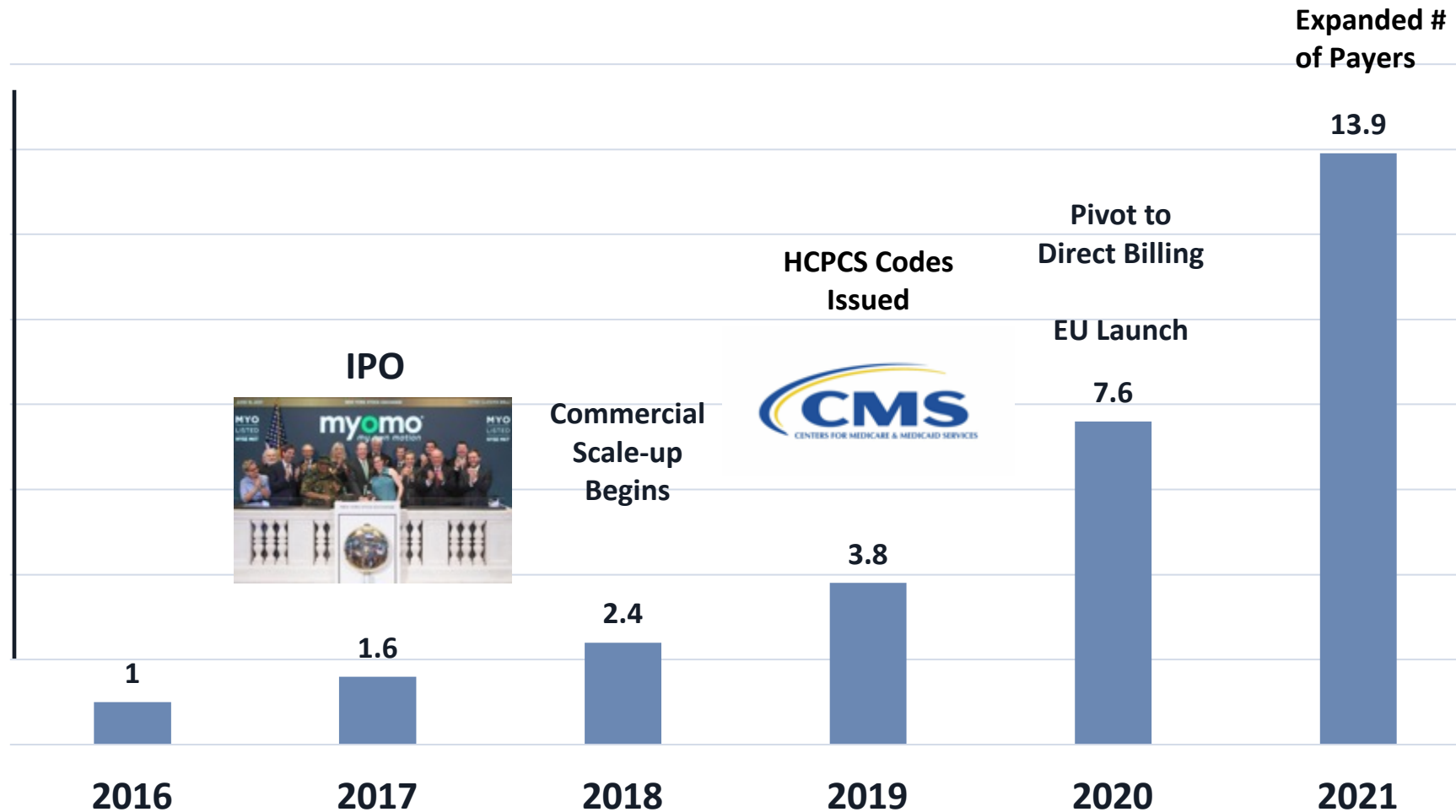
Investment Highlights: Market Leader in New Product Category

- **Creating a new product category for this large unmet medical need**
 - 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 is rapidly scaling the only commercially-available device to restore function for upper extremity paralysis**
 - Revenue growth rates of 83% and 98% in 2021 and 2020, respectively.
- **Nearly 1,050 patient candidates in pipeline; Backlog of 163 units = \$6.2M pending revenue**
- **Commercial and government health insurance plans reimburse for devices on a case-to-case basis (over 1,700 delivered to patients)**
- **Revenue Growth driven by shift to Direct Billing channel and greater International sales, resulting in higher ASPs and gross margin**
- **Cash position as of 6/30/22 = \$10.2 million. Sufficient runway to last well into 2023**

Key Milestones Driving Revenue Growth

Revenues

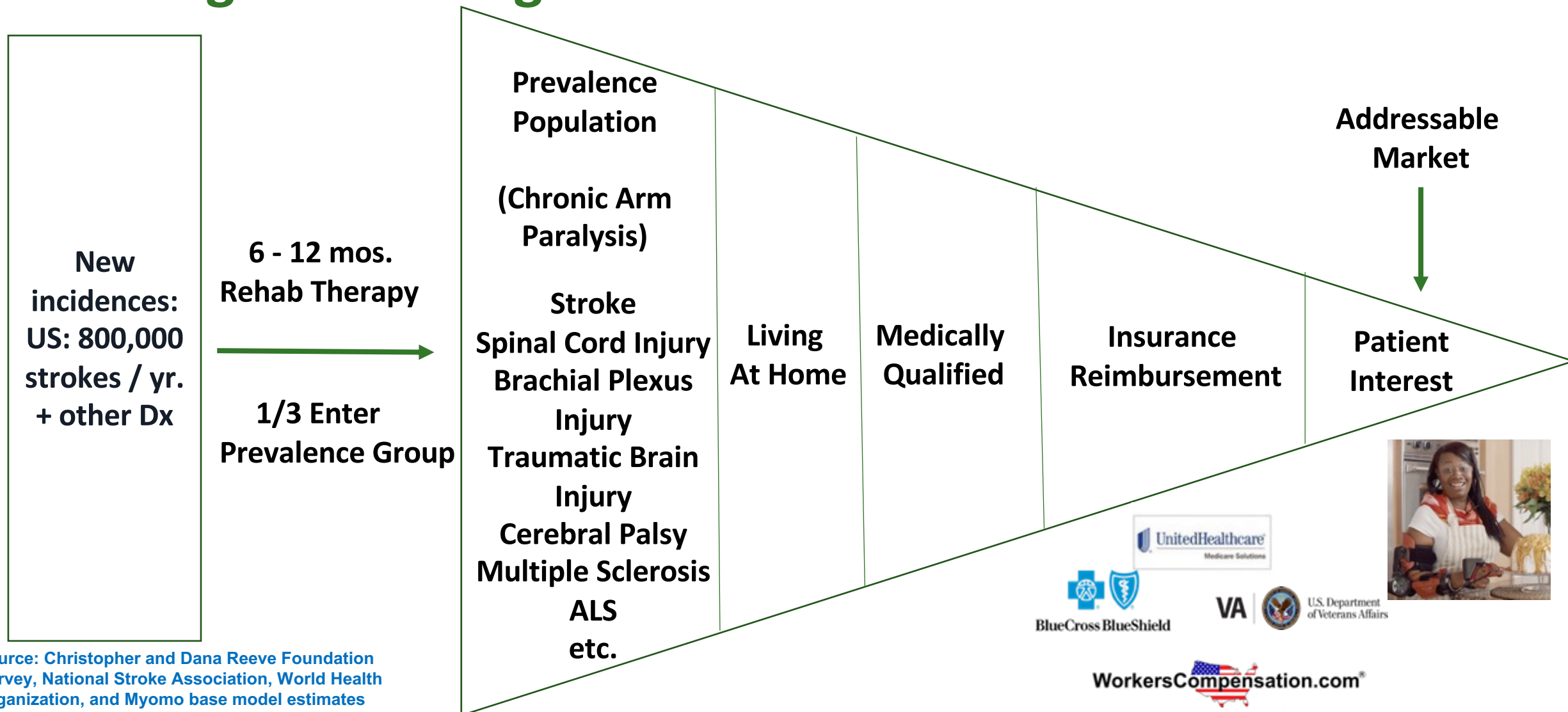
\$M



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



Defining the US Target Market



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



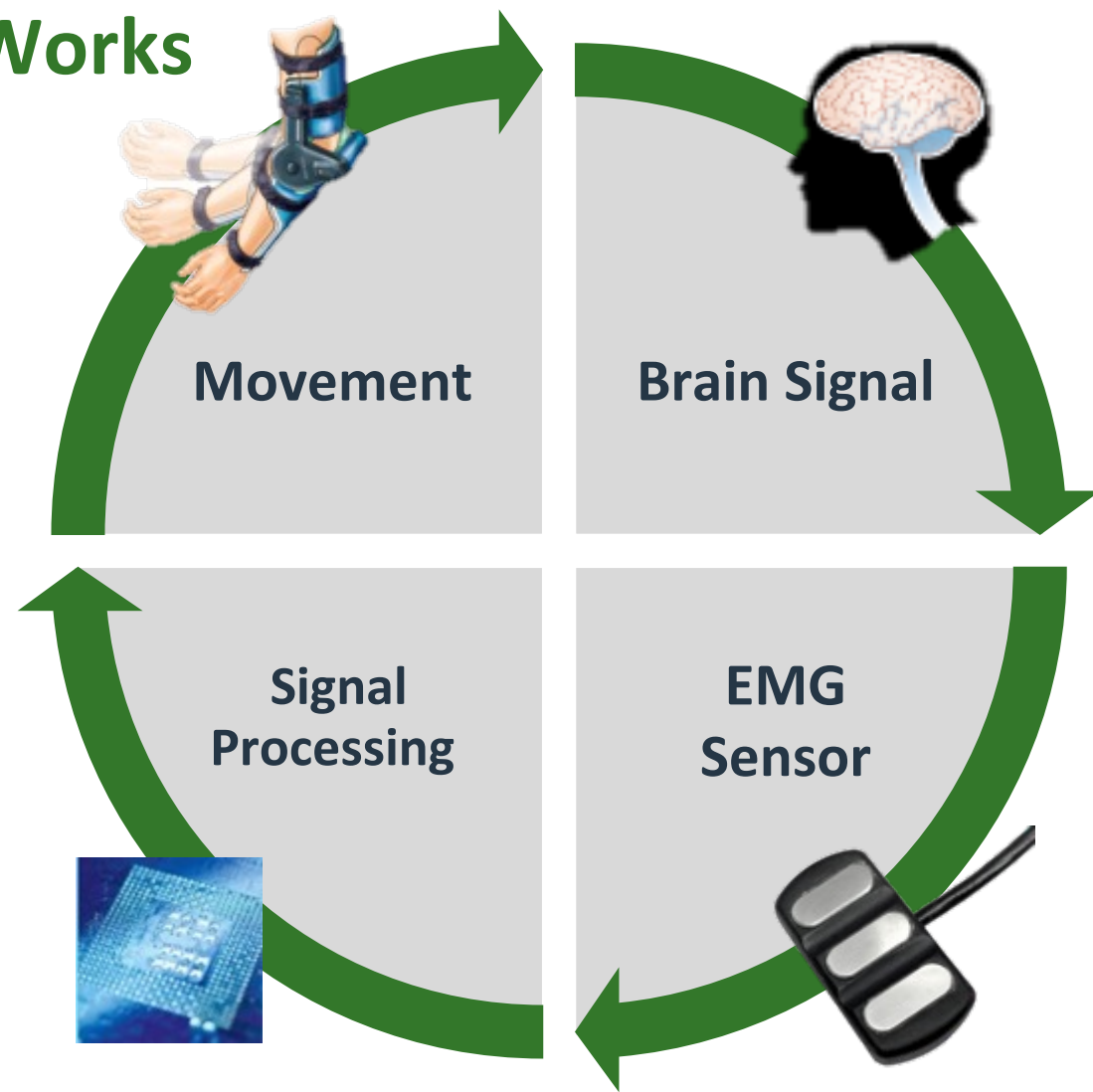
Medical:

- Botox
- Baclofen



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

MyoPro Powered Arm Brace: How it Works



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

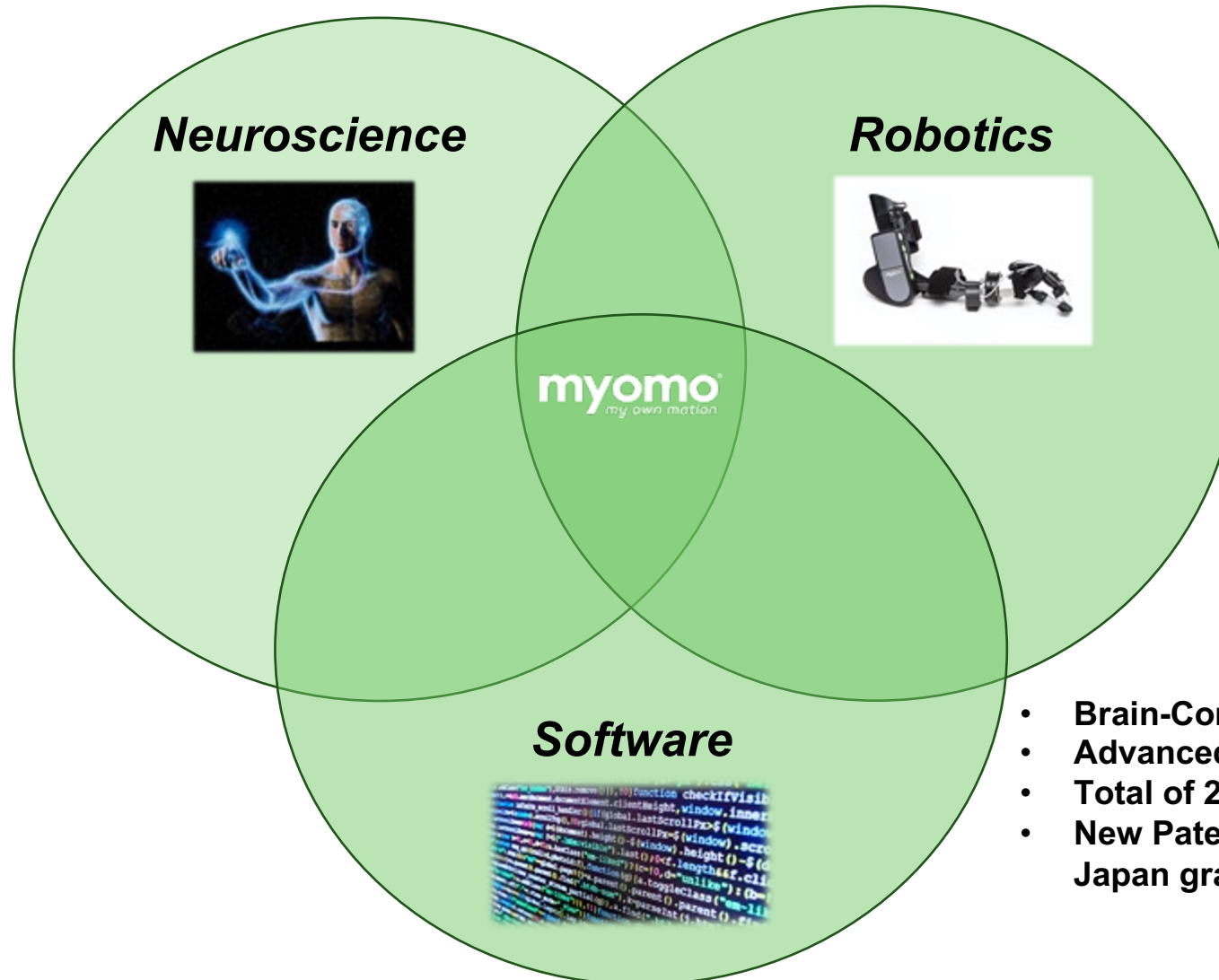


Dave

- 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
- Advanced Control Algorithms
- Total of 20 patents valid through 2039
- New Patents for China, Hong Kong, and Japan granted

Recent Clinical Research



Myoelectric Arm Orthosis in Motor Learning-Based Therapy for Chronic Deficits After Stroke and Traumatic Brain Injury

Svetlana Pundik^{1,2*}, Jessica McCabe¹, Margaret Skelly¹, Ahlam Salameh^{1,2}, Jonathan Naft¹, Zhengyi Chen¹, Curtis Tatsuoka¹ and Stefania Fatone³



Application of a myoelectric elbow flexion assist orthosis in adult traumatic brachial plexus injury: patient perspectives

Christina M. Webber^{1,2}, Jason S. Egginton³, Alexander Y. Shin² and Kenton R. Kaufman^{2,4}

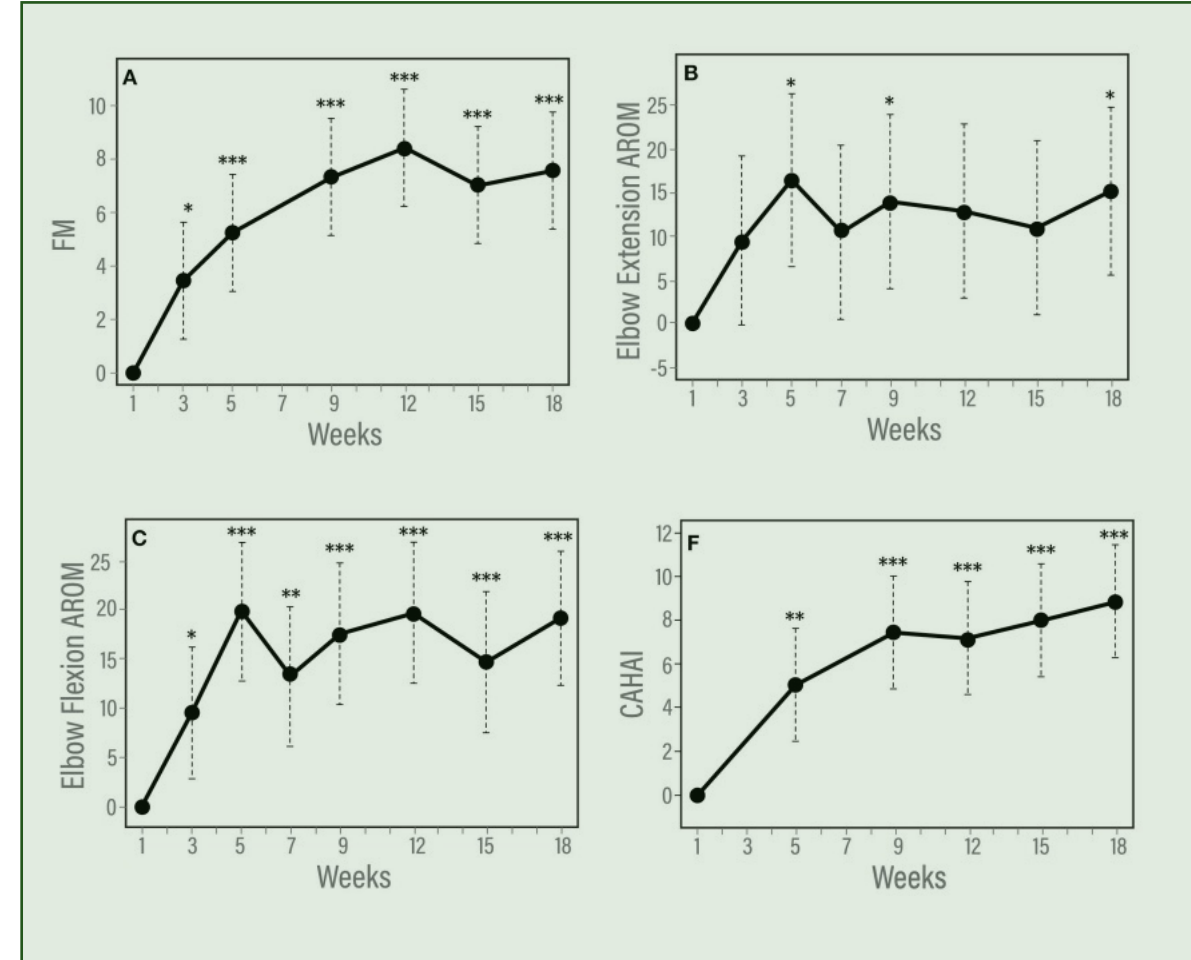


The Utilization Effects of Powered Wearable Orthotics in Improving Upper Extremity Function in Persons with SCI: A Case study

Ghaith J. Androwis, Ph.D.^{*}, Steven Kirshblum, M.D., Guang Yue, Ph.D.



Guidelines for Adult Stroke Rehabilitation and Recovery A Guideline for Healthcare Professionals From the American Heart Association/American Stroke Association

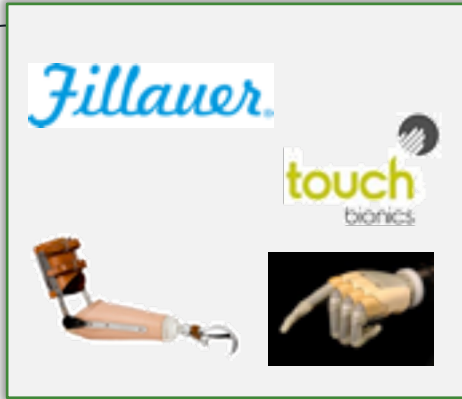


VA Study Patient Outcomes

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

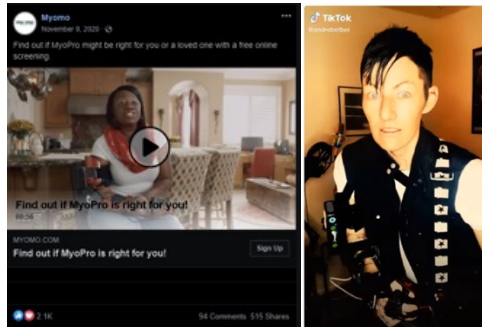
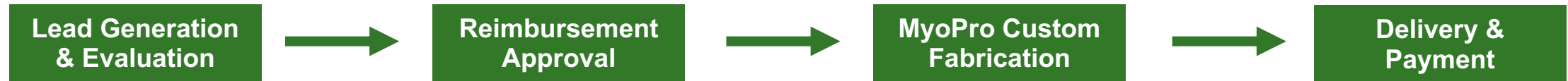
Unit Volume

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: How a Patient Obtains a MyoPro



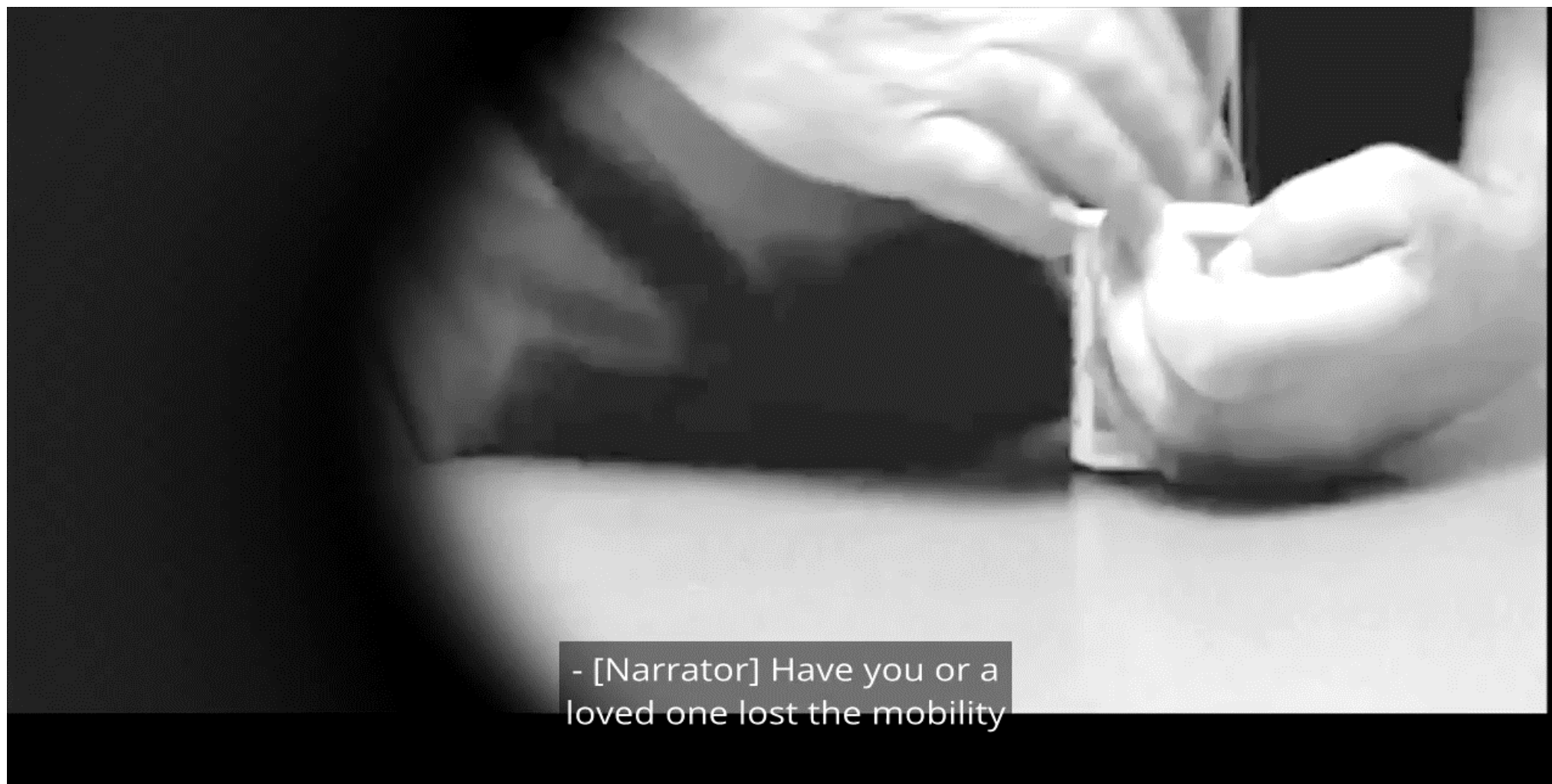
New MyoPro 2+

**Remote Measurement
and In-House Manufacturing**



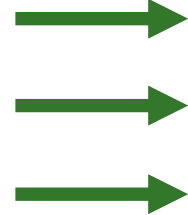
**Referral to OT for training
MyoCare Coaches**

New: Piloting TV Advertising in Selected Markets



[Watch the video](#)

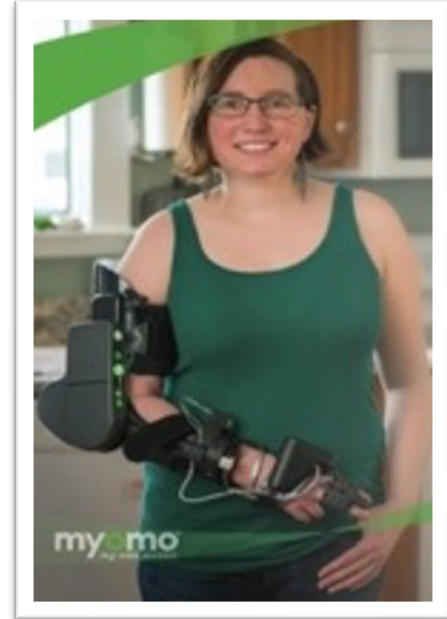
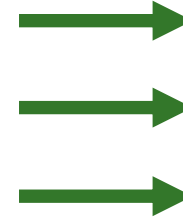
Go-to-Market Approach: Multi-Channel, Emphasis on Direct Billing and International Sales



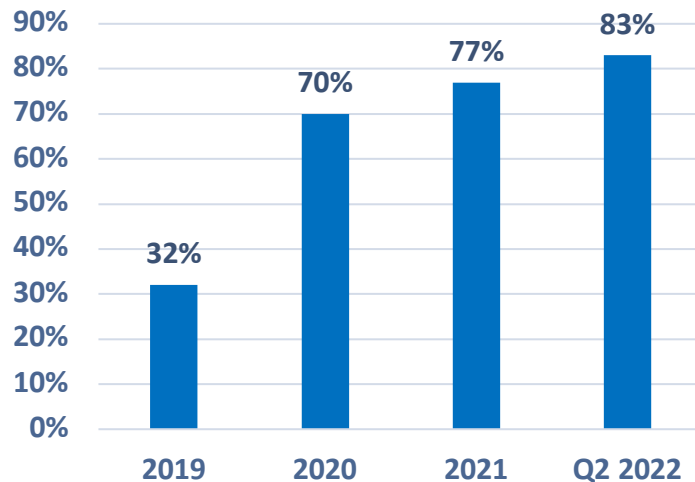
Direct Billing

O&P Provider (US and International)

VA Medical Centers



% of revenue **Shift to Direct Billing**



ASP



Increasing # of Payers reimbursing cost of a MyoPro

Commercial Payers



- Approvals on a case- by- case basis
- > 80% of Pipeline consists of patients with insurers who have authorized or reimbursed for the MyoPro

Military



- Approved for Vets
- > 60 VAMC's have ordered MyoPro's

Medicare

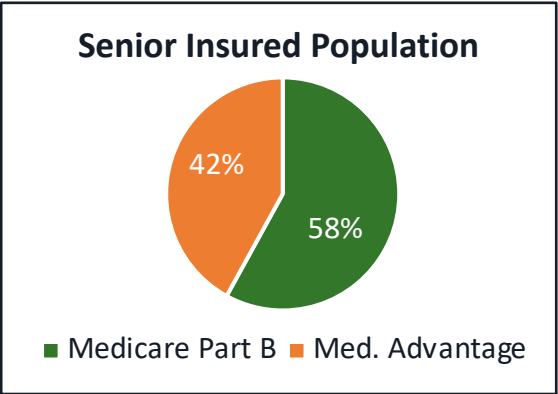


- New HCPCS codes in 2019
- Medicare Advantage claims paid
- Public Meeting re: Part B held on June 8

Medicare Coverage Update

Benefit Category Change Under Consideration by CMS to Brace (Orthotic) from DME Rental

| Current | If Classified as a Brace |
|---|---|
| <div><div>➤ Classified as DME Rental. Coverage can be declined by CMS. Reimbursement over 13 months.</div><div>➤ Medicare leads obtained put on hold. 40% of all leads generated.</div><div>➤ Estimate 10% of prevalence population is our addressable market</div></div> | <div><div>➤ Reimbursed Lump Sum. Braces are a covered benefit. Difficult to deny coverage. Advantageous from cash flow perspective.</div><div>➤ Thousands of Medicare patients in our CRM can be reactivated with no incremental advertising cost. Medicare leads become “good leads”. Cost per pipeline add expected to drop significantly.</div><div>➤ Addressable market estimated to increase to 15-20% of prevalence population. Hundreds of thousands of potential additional candidates.</div></div> |

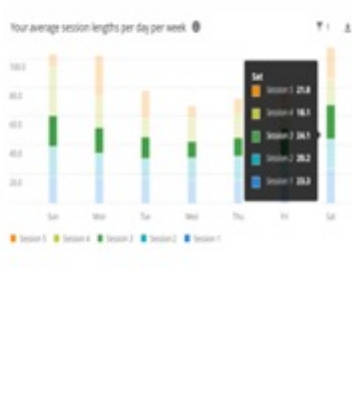
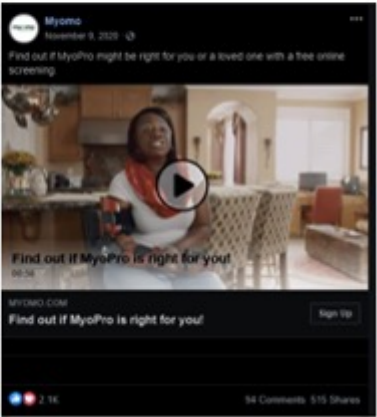


Source: Kaiser Family Foundation and AARP

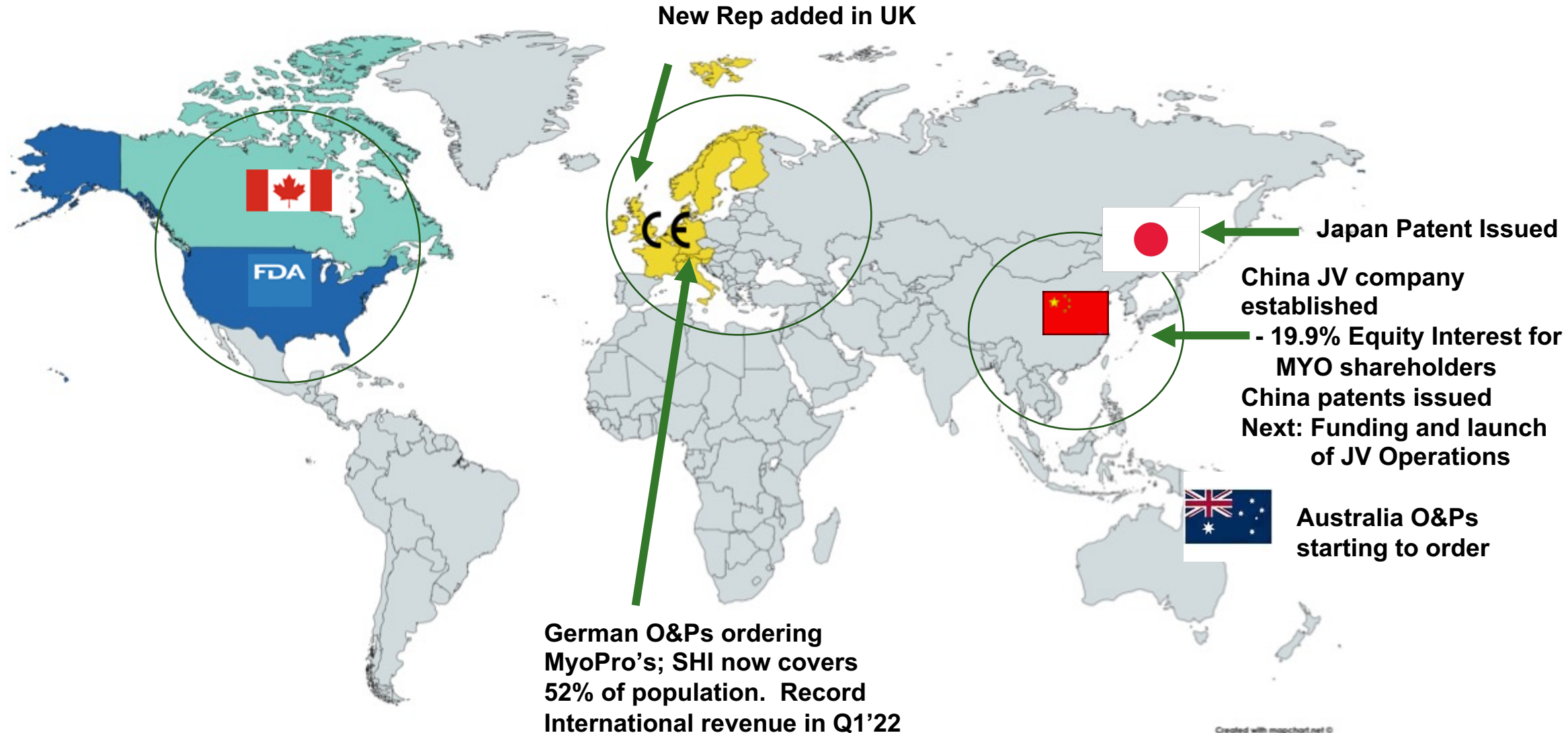
Continuing the Digital Transformation of Myomo Operations

Faster ----- *Lower Cost* ----- *More Convenient*

| | Lead Generation | Patient Evaluation | Product Measurement | Fabrication & Assembly | Post Delivery Support |
|---------|------------------------------------|-------------------------|-------------------------------|----------------------------|---|
| Past | In-person hospital meeting | In-person screening day | In-person casting | Outsourced, manual process | Rehab hospital OTs |
| Present | Direct-to-patient online marketing | Telehealth Evaluation | Telehealth remote measurement | In-house 3-D printing | MyoCare Coaches, Telehealth follow-ups, cloud-based data collection |

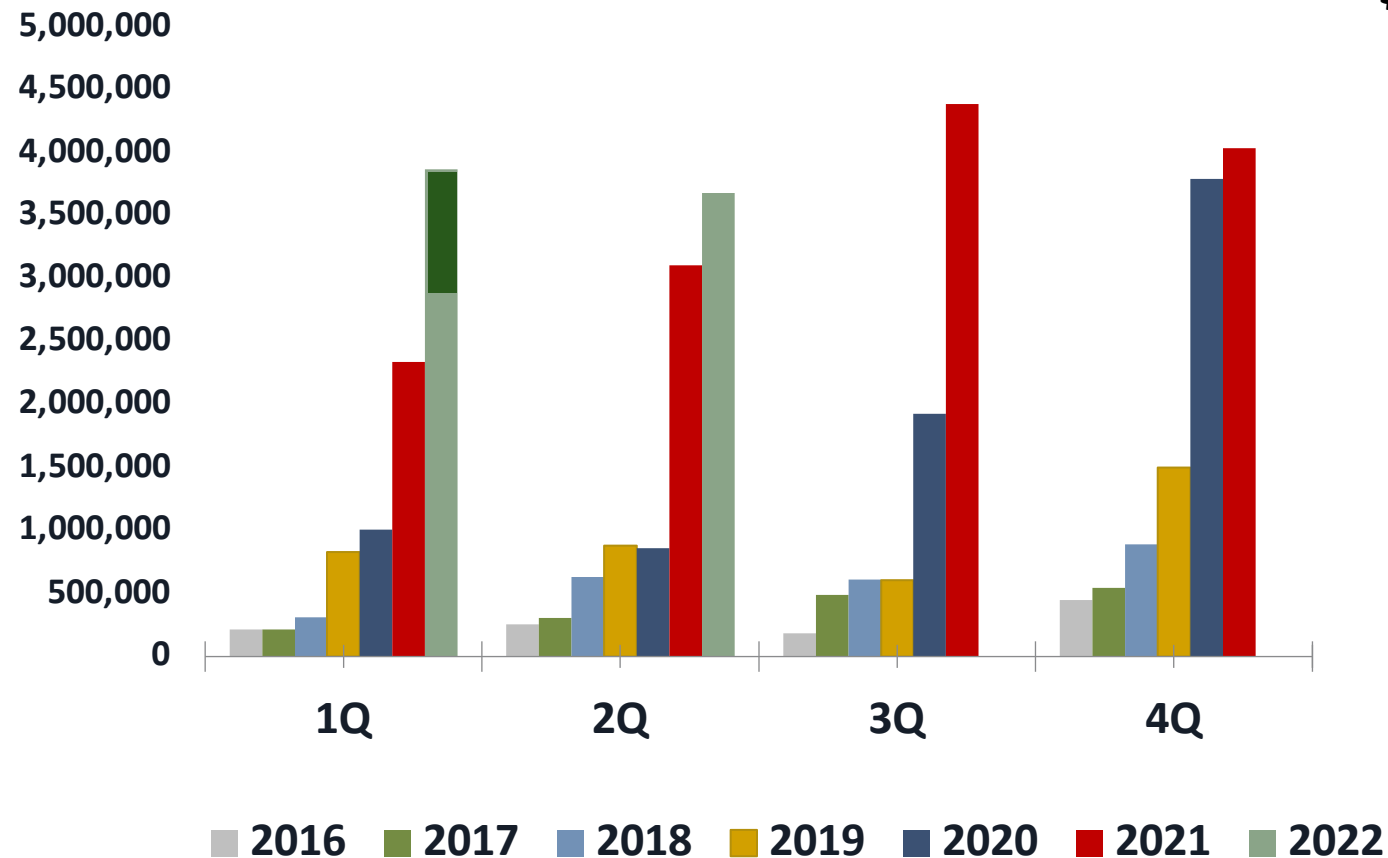


International Update: Activity in Key Markets

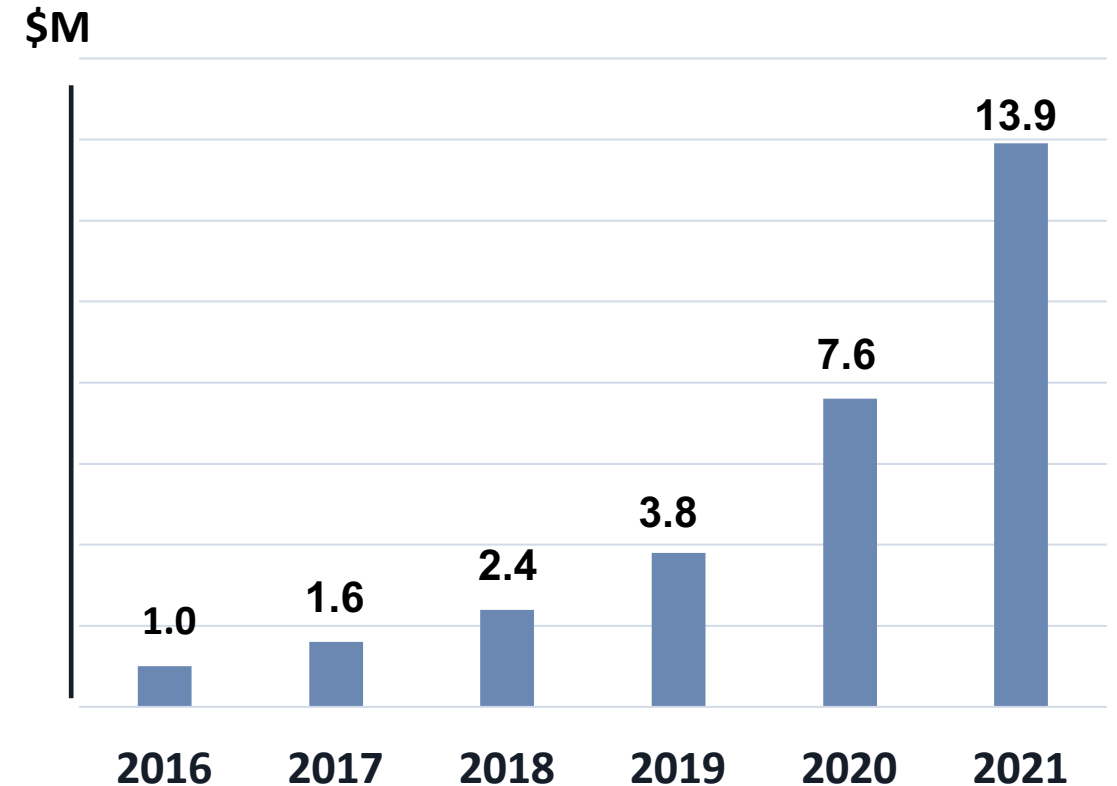


Revenue Growth: 2016- 2022

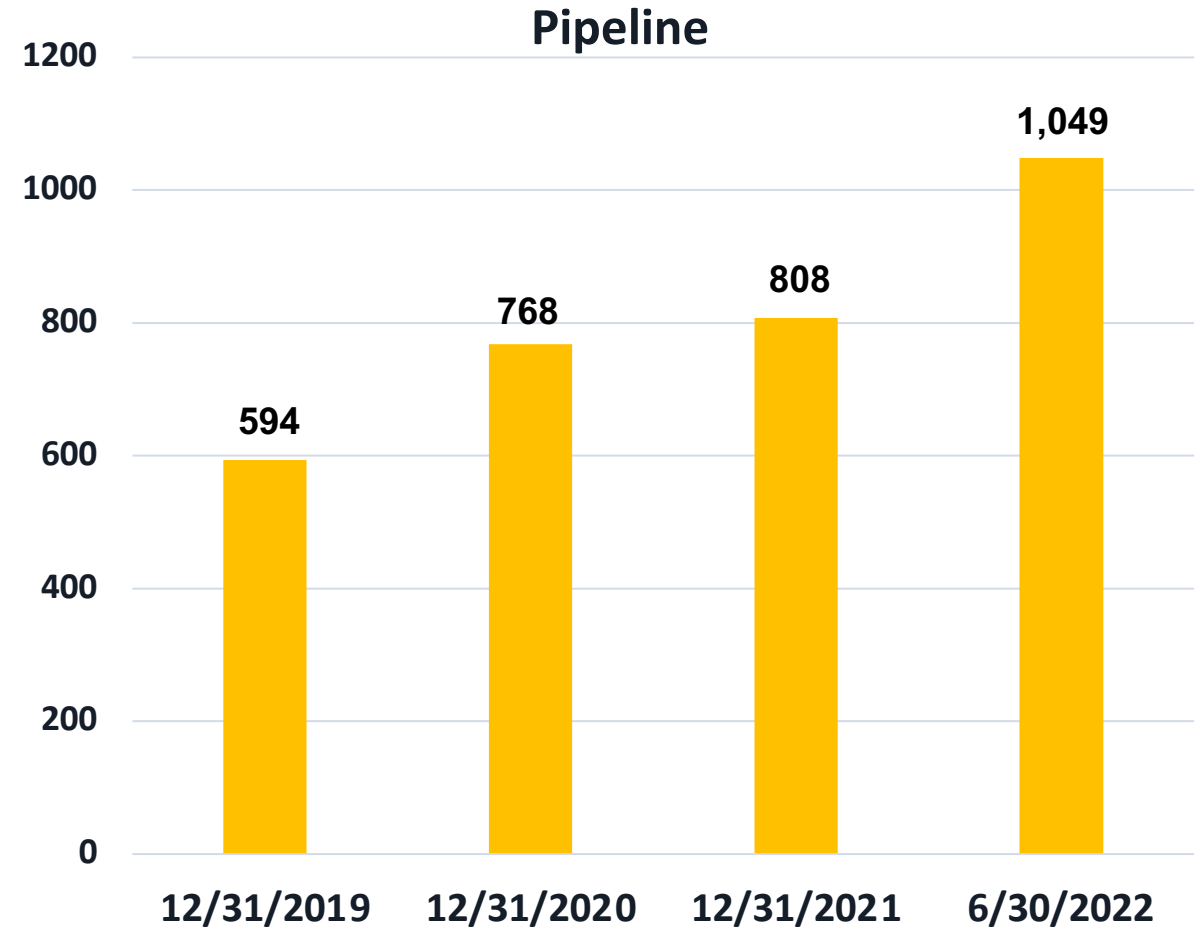
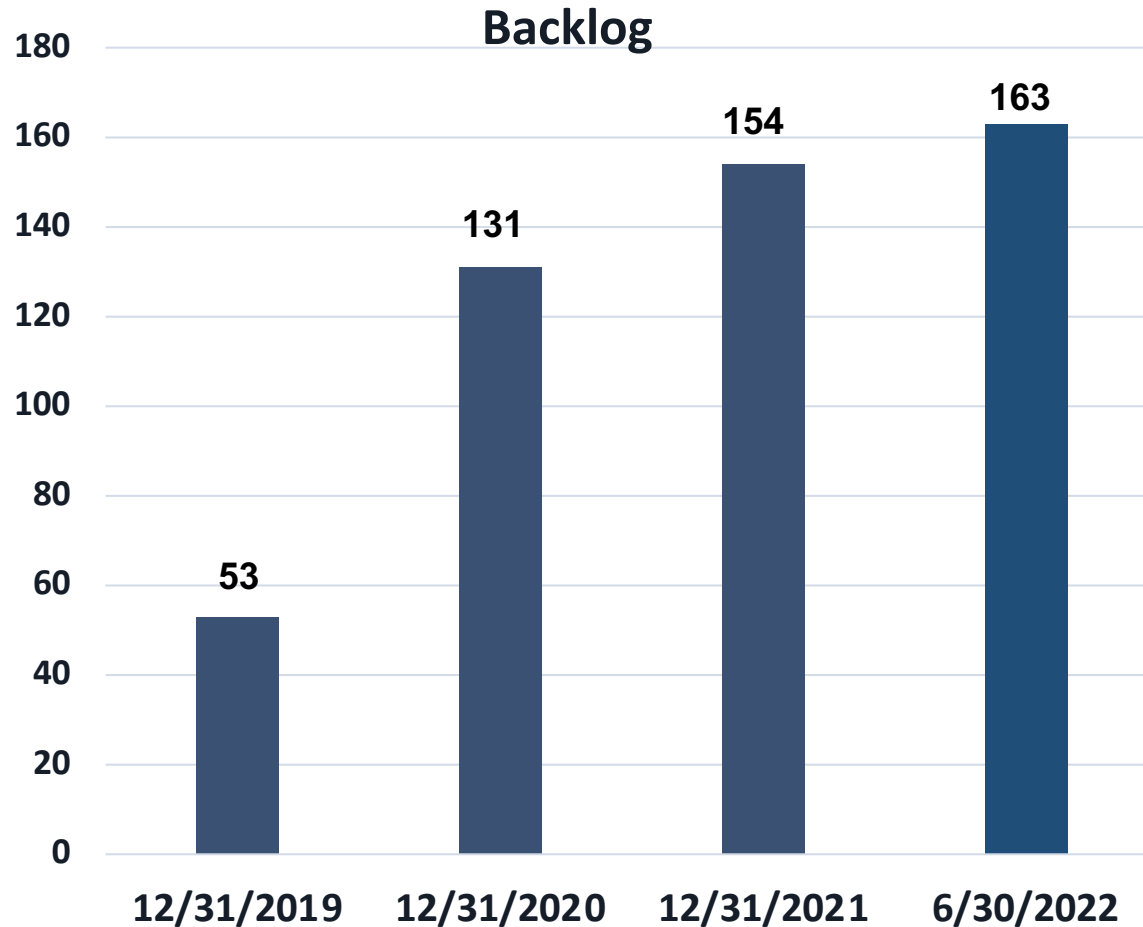
Quarterly Revenue



Annual Revenue



Backlog and Pipeline are Leading Indicators of Revenue



- 2021 Pipeline growth affected by COVID-19 and new Apple privacy restrictions
- Record 420 patients added to Pipeline in Q2 2022

P&L and Key Balance Sheet Metrics

P&L

| (\$000's) | Actual Q2'22 | Actual Q2'21 | Actual 2021 | Actual 2020 |
|-------------------------------------|-----------------|-----------------|----------------|----------------|
| Revenue | \$ 3,678 | \$ 3,104 | \$ 13,856 | \$ 7,583 |
| COGS | 1,267 | 902 | 3,544 | 2,600 |
| Gross Profit | 2,411 | 2,202 | 10,312 | 4,983 |
| Gross Margin | 65.6% | 70.9% | 74.4% | 65.7% |
| Operating Expenses: | | | | |
| R&D | 633 | 600 | 2,557 | 1,669 |
| SG&A | 4,664 | 4,202 | 18,023 | 13,817 |
| Total | 5,297 | 4,802 | 20,580 | 15,486 |
| Operating Loss | \$ (2,886) | \$ (2,600) | \$ (10,268) | \$ (10,503) |
| Int and other exp, net | 29 | 6 | 15 | 475 |
| Change in fair value of derivatives | - | - | - | (123) |
| Loss on Ext. of Debt | - | - | - | 709 |
| Income Taxes | (6) | 15 | 89 | - |
| | 23 | 21 | 104 | 1,061 |
| Net Loss | \$ (2,909) | \$ (2,621) | \$ (10,372) | \$ (11,564) |

Key Balance Sheet Metrics

| (\$000's) | Actual Q2'22 | Actual Q1'22 |
|----------------------|-----------------|-----------------|
| Cash | \$ 10,236 | \$ 12,943 |
| Working Capital | 9,421 | 11,952 |
| Net Book Value | 10,348 | 12,870 |
| Shares Outstanding | 6,977 | 6,880 |
| Warrants Outstanding | 694 | 694 |

Strategic Goals: Increase Market Penetration and Generate Operating Leverage

- Accelerate Growth of the Patient Pipeline with Combination of Online Marketing and TV Advertising @ Lower Cost per Pipeline Add
- Utilize Digital Technologies to Reduce Costs of Marketing, Manufacturing, and Delivery
- Develop New Products Using Company's Platform Technology to Expand Target Patient Population
- Expand # of Payers Reimbursing for a MyoPro in US and International Markets, including Part B Medicare beneficiaries

Leadership Team & Board of Directors

Management Team Members



Paul R. Gudonis Chairman & CEO

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



David Henry, CFO

Raised nearly \$900M in capital for public companies



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



John Frijters Managing Director - International

Experienced executive O&P Europe - based



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



Shiven Ruparel, Director of Product Management

Led product development of new MyoPro 2+



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



Milton Morris Board Member

President & CEO, Neuspera Medical

Thank You!



For Additional Information:

Paul R. Gudonis, CEO

paul@myomo.com

617-401-2623

David Henry, CFO

david.henry@myomo.com

508-344-5235