

# INVESTOR PRESENTATION OCTOBER 2024

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

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Conquering Upper Limb  
Paralysis with Wearable  
Medical Robotics



# 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.

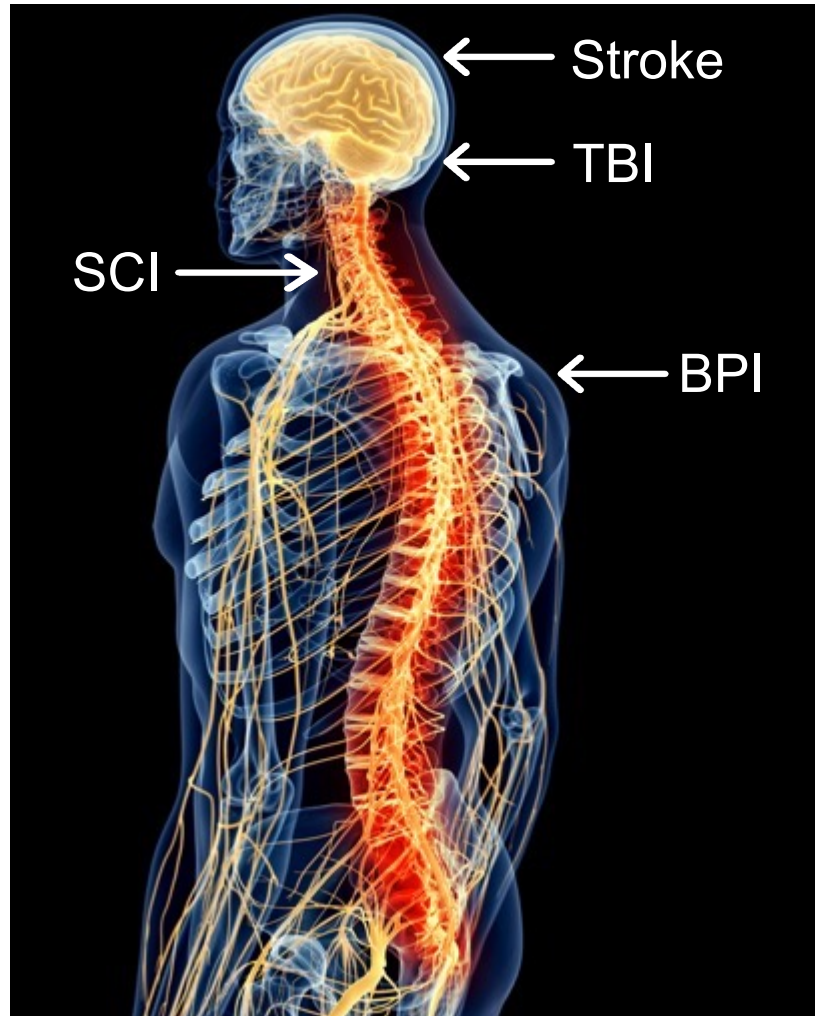
**It's a new world for  
people suffering  
from upper  
extremity  
impairment**



# Causes of Arm and Hand Paralysis: Stroke, Nerve Injury, or Disease

## Major Dx

- Stroke/CVA
- Traumatic Brain Injury
- Spinal Cord Injury
- Brachial Plexus Injury



## Other Dx

- Cerebral Palsy
- Multiple Sclerosis
- ALS
- Spinal Muscular Atrophy
- Acute Flaccid Myelitis

# 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



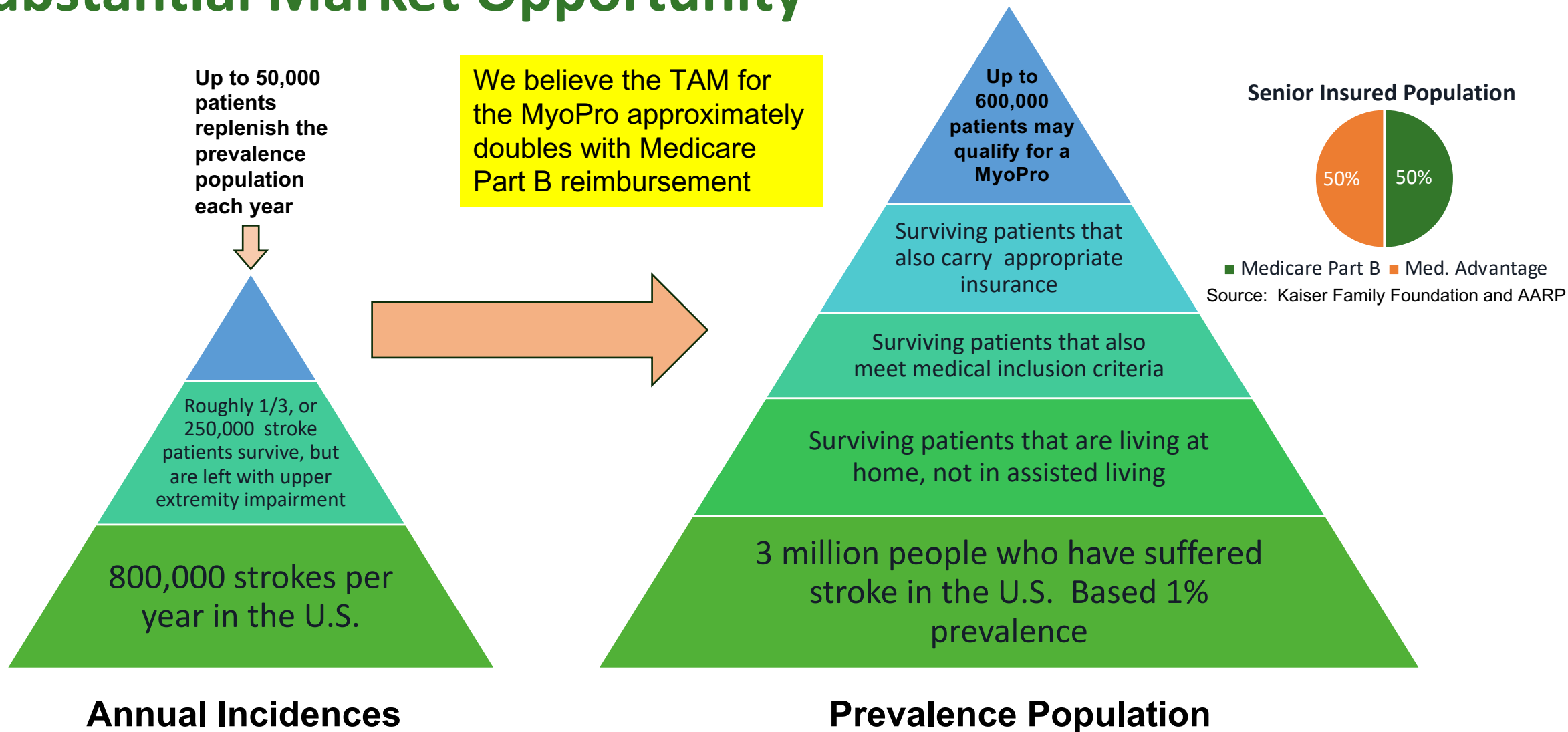
### Medical:

- Botox
- Baclofen



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

# Substantial Market Opportunity



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

# Clarity on Reimbursement

## HCPCS Codes L8701, L8702 for MyoPro

- Issued January 2019
- As of January 1, 2024, these codes are in the brace benefit category, meaning lump sum reimbursement
- Effective April 1, 2024, the published fees for our HCPCS codes:
  - L8701 (Motion W) - \$33,481
  - L8702 (Motion G) - \$65,872

## Many Medicare Advantage Plans Reimburse for the MyoPro on a Case-by-Case Basis

- Must be medically necessary
- With posting of Medicare fee, will begin filing claims with payers that we avoided due to refusal to reimburse
- Working to obtain payer contracts

## Nearly 130 VA medical centers have ordered MyoPros



BlueCross BlueShield



Humana



U.S. Department  
of Veterans Affairs

# Reimbursement Status: International Markets

**Germany:** Reimbursement for the MyoPro is on a case-by-case basis, with insurance companies often paying for a six-month trial to demonstrate the benefit to the patient, followed by full payment for the device in over half of these trial cases



Several positive rulings by the Social Court stating that Statutory Health Insurance (SHI) firms such as Barmer must reimburse for the MyoPro

**BARMER**

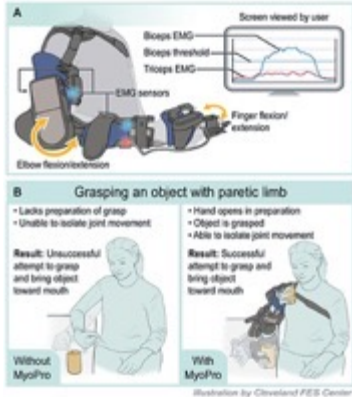
**Australia:** National Disability Insurance Scheme (NDIS) has now approved reimbursement for the MyoPro, which should lead to additional sales in the country



**Other Markets:** Reimbursement is obtained by working through local O&P distribution partners on a case-by-case basis (UK, Italy, Denmark)

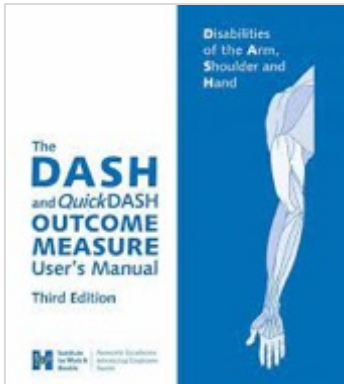


# Recent Clinical Research Accepted for Publication



## Myoelectric Arm Orthosis Assists Functional Activities: A 3-Month Home Use Outcome Report

**Results:** Statistically significant and clinically meaningful improvements were observed on the functional tasks. By three months, participants were able to use the MyoPro to accomplish the tasks, reduce the amount of time spent to complete the tasks, and had a higher probability of success as compared to without the MyoPro. With the MyoPro, participants showed significant improvement in overall task completion and completed the tasks in a significantly decreased time as compared to without the MyoPro



## Influence of a Myoelectric Arm Orthosis. A Minimum 6 to 17-Month Retrospective Home Use Study On Subjects 65 And Older Using The DASH Outcome Measure (Medicare-Age Population)

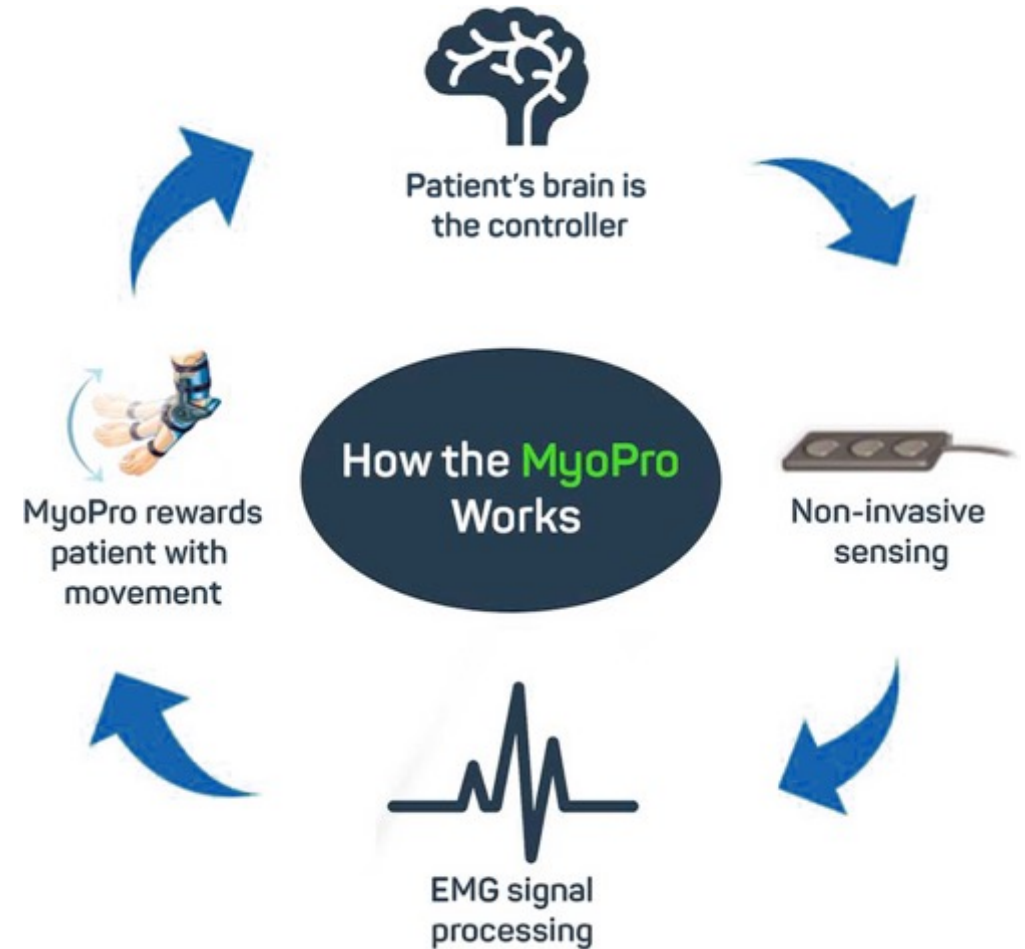
**Results:** Subjects had an average improvement of 18 points on the DASH validated outcome measure. Results were clinically significant for a range of patients Ages 66 to 77 with the MyoPro intervention between 2 and 12 years after the onset of their diagnosis. Subjects recovering from arm impairment show an improvement in the DASH self reported score of their ability to complete activities in their home

Other Research:



# MyoPro Powered Arm Brace: Only Device to Restore Function

- MyoPro uses advanced sensor technology as a **brain-computer interface to detect the user's intention to move** via the body's electromyogram (EMG) signal
- Myomo's proprietary control algorithms interpret the strength of the patient's EMG signal, and our microprocessor-based system can amplify the EMG signal by a factor of 100,000x
- Lightweight motors in the device are activated enabling the patient to move their impaired arm through their own volition
- 24 Patents in U.S. and International markets valid through 2039. Additional patents pending.



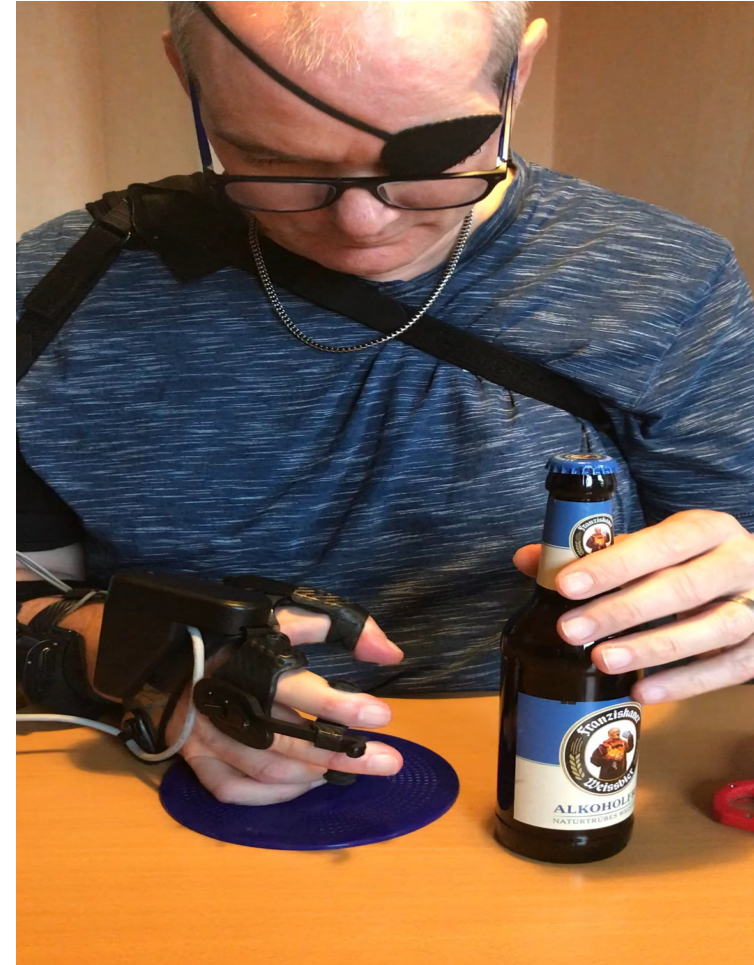


<https://youtu.be/vVrA9MownDQ?si=tRIFlcmSPjQKO7FW>

# Enabling a Paralyzed Arm to Move Again

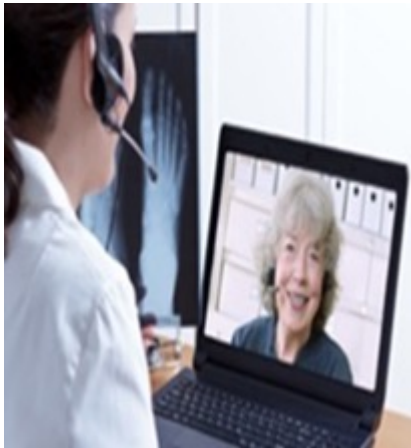
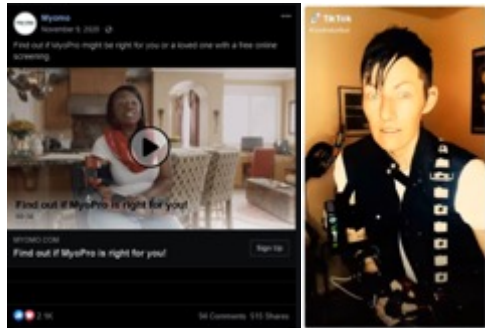
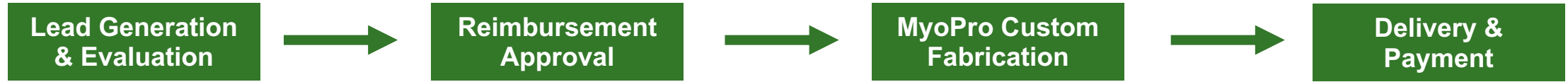


<https://vimeo.com/781545268/da823e7df8>



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# 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**

# Cost-Effective TV Advertising for Target Demographic

## MyoPro Can Make Your Life Easier



Without MyoPro



With MyoPro

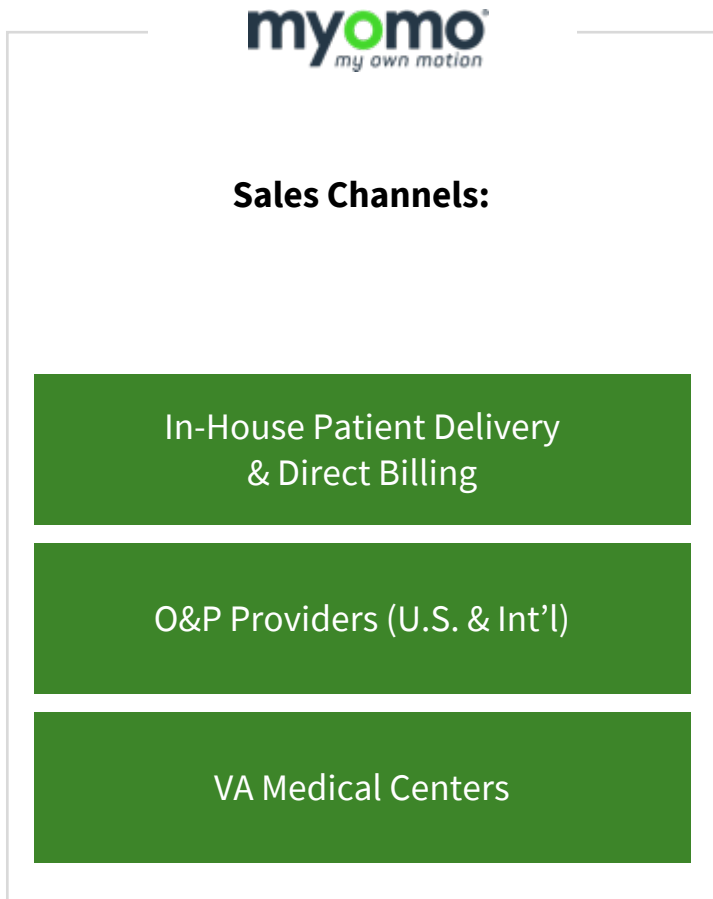
**800-453-1234**

**MyoPro.com**

*Now accepting Medicare!*

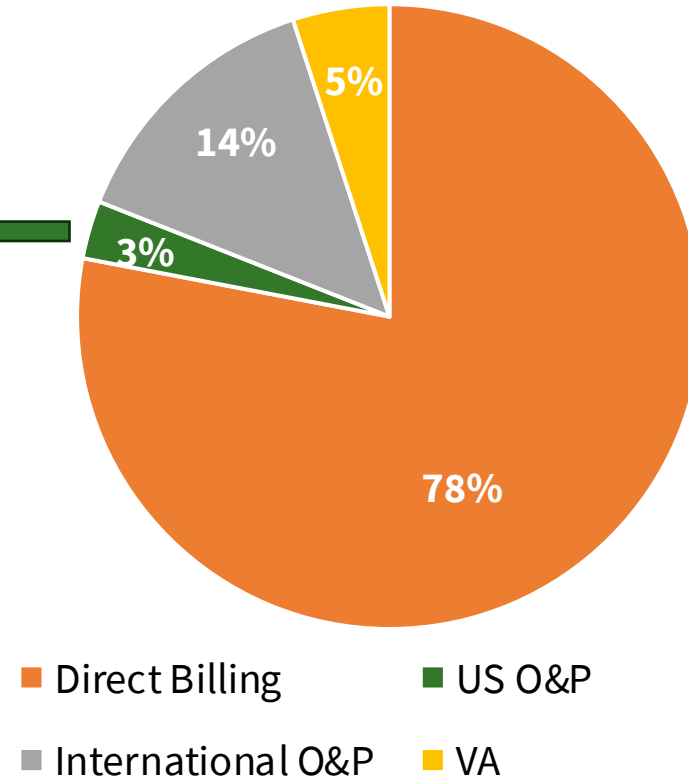
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# Go-to-Market Approach: Multi-Channel, Emphasis on Direct Billing and International Sales

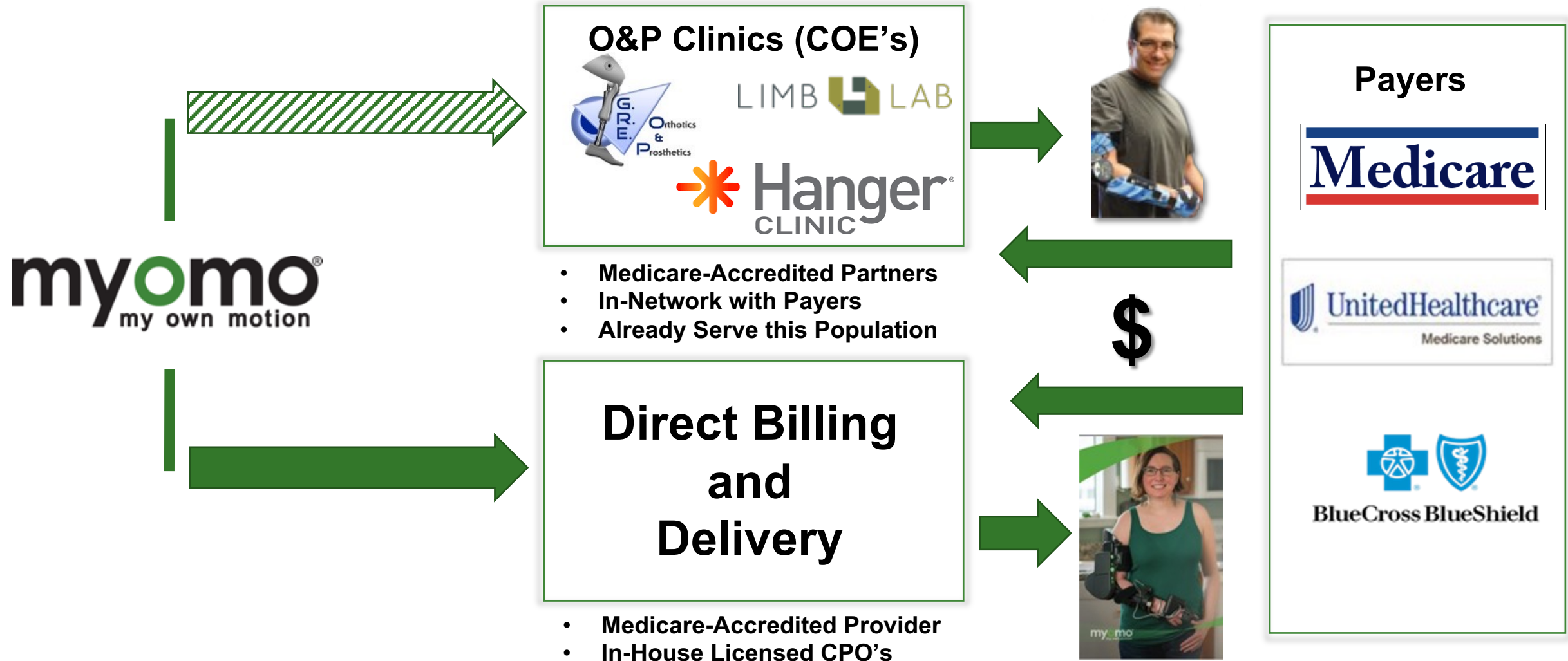


**With Medicare Reimbursement, we have the opportunity to re-engage the O&P channel**

Q2 2024 Product Revenue %

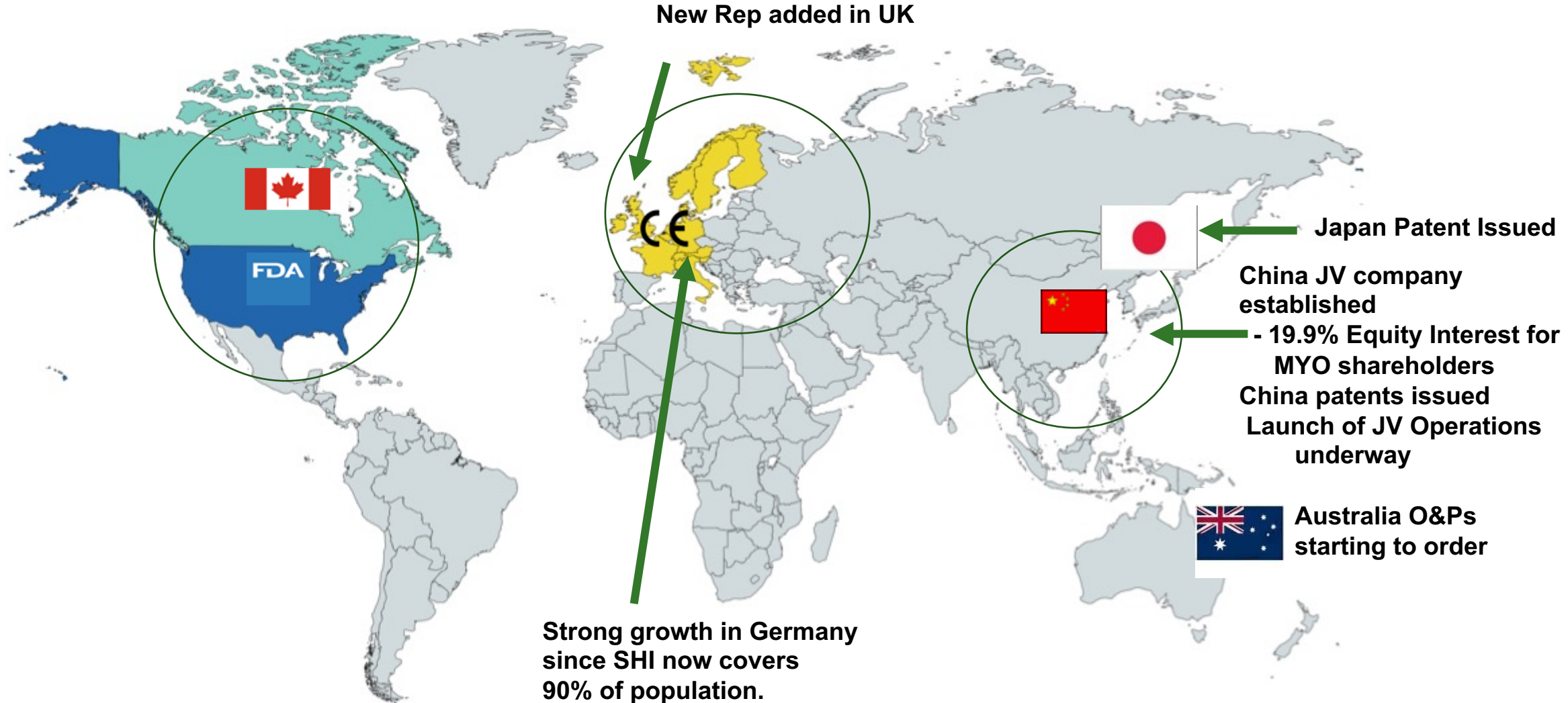


# With Reimbursement in Place, We Intend to Develop a Nationwide Network of MyoPro Centers of Excellence (COE's)





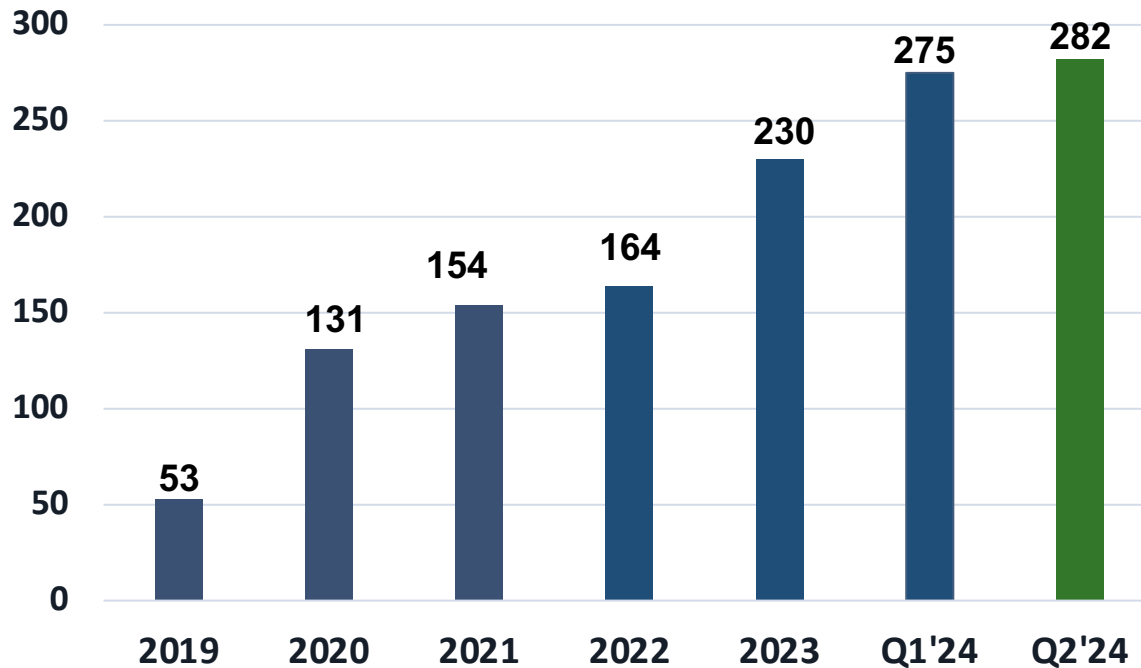
# International Update: Activity in Key Markets



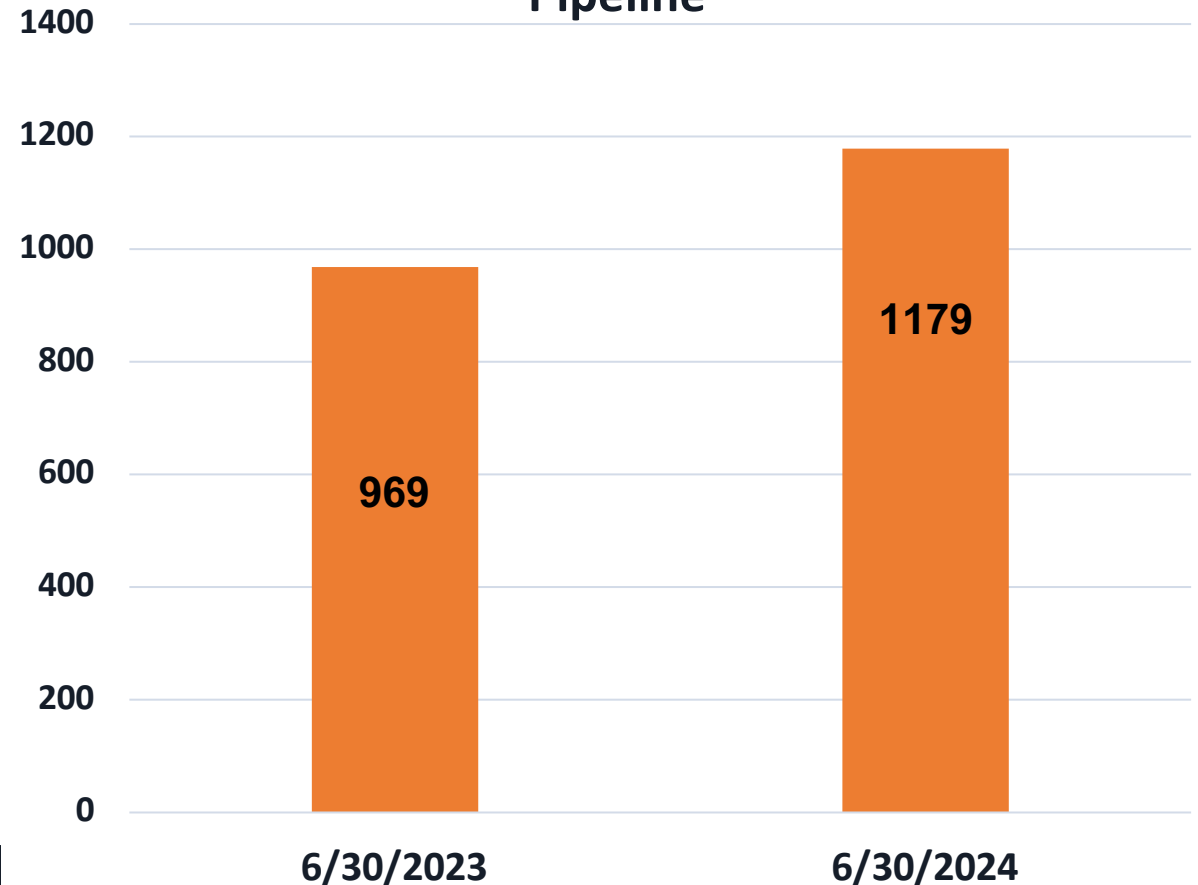
Created with mapchart.net ©

# Backlog and Pipeline are Leading Indicators of Revenue

## Backlog



## Pipeline



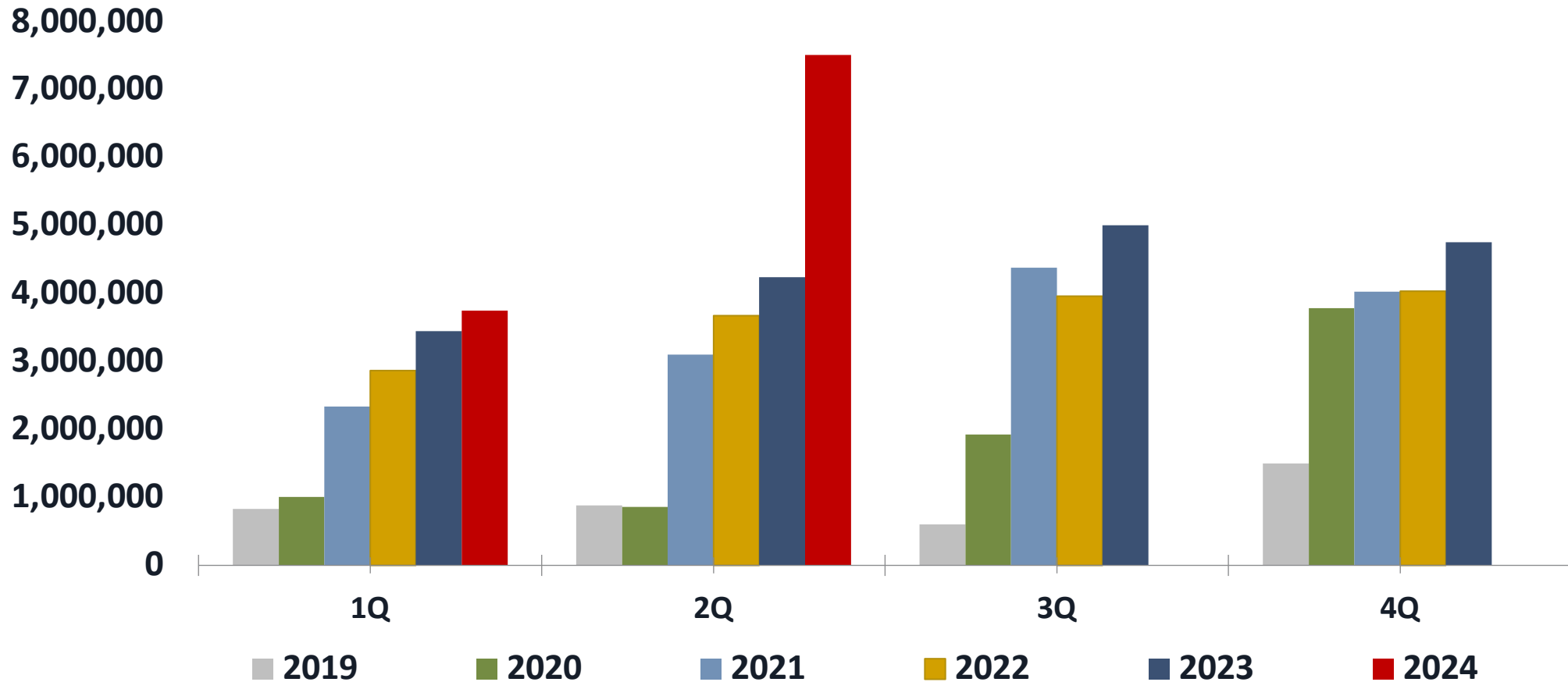
	Q3'22	Q4'22	Q1'23	Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
Authorizations	130	98	122	125	156	183	180	213
Revenue Units	87	101	80	97	119	107	91	158
Book-to-Bill*	1.24	0.74	1.15	1.03	1.05	1.42	1.49	1.04

\* Net of drops from the backlog

➤ Patient pipeline at June 30, 2024 includes 220 Medicare Part B patients. Q2 2024 backlog includes 96 Medicare Part B patients

# Revenue Growth Accelerated in Second Quarter

## Quarterly Product Revenue



# P&L and Key Balance Sheet Metrics

## P&L

(\$000's)	Actual Q2'24	Actual Q2'23	Actual 2023	Actual 2022
Product Revenue	\$ 7,520	\$ 4,244	\$ 17,476	\$ 14,555
License Revenue	-	1,715	1,765	1,000
Total Revenue	7,520	5,959	19,241	15,555
COGS	2,195	1,677	6,059	5,302
Gross Profit	5,325	4,282	13,182	10,253
Gross Margin	70.8%	71.9%	68.5%	65.9%
Operating Expenses:				
R&D	1,007	564	2,636	2,482
Selling, Clinical & Mtkg	2,777	2,272	9,043	9,757
G&A	2,656	2,548	9,735	8,686
Total	6,440	5,384	21,414	20,925
Operating Loss	\$ (1,115)	\$ (1,102)	\$ (8,232)	\$ (10,672)
Interest income	(107)	(103)	(410)	(88)
Other expense	-	18	170	67
Income Taxes	114	(3)	156	70
	7	(88)	(84)	49
Net Loss	\$ (1,122)	\$ (1,014)	\$ (8,148)	\$ (10,721)

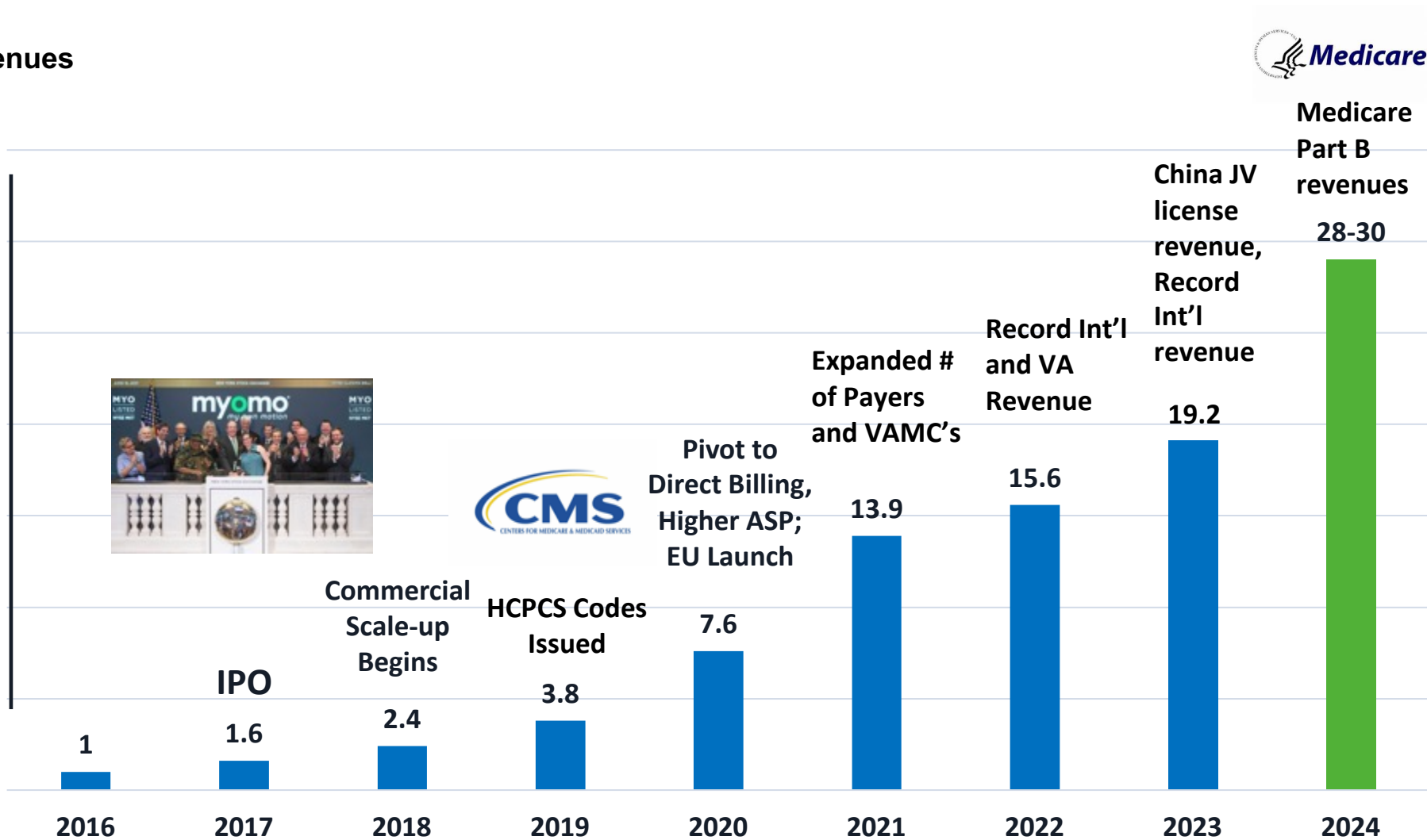
## Key Balance Sheet Metrics

(\$000's)	Actual Q2'24	Actual Q1'24
Cash & Investments	\$ 8,982	\$ 10,959
Working Capital	8,677	10,138
Net Book Value	9,678	10,900
Shares Outstanding	37,923 *	37,286
Warrants Outstanding	668	668

\* Includes unexercised pre-funded warrants

# Key Milestones Driving Revenue Growth

Revenues  
\$M



# Capital Requirements and Cash Flow Breakeven

**It is achievable to be cash flow breakeven on a quarterly basis by the fourth quarter of 2024. Requirements:**

- **We are able to add clinical, manufacturing and reimbursement capacity to serve additional volume as planned.**
- **No unforeseen supply chain disruptions impacting deliveries and revenue**
- **Compensate for additional advertising spend above plan in the second half of 2024 to bring more patients into the top of our funnel and accelerate 2025 revenue growth.**

**No additional capital is expected to be required for liquidity. If equity capital were to be raised, the use of proceeds would be for growth initiatives**

# Strategic Plan to Achieve Revenue Growth

*Increased Marketing, New International Markets, Medicare Reimbursement, and New Product Introduction for Continued Revenue Growth*

*Develop O&P Channel*

*Penetrate Medicare Part B Market*

*Launch China JV*

*Expanded Sales in Germany / EU*

*Increased Penetration of U.S Market*

# 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



### Dr. Harry Kovelman Chief Medical Officer

Track record of expanding patent access for new technologies



### Malcolm Bock VP of Engineering and Product Strategy

Experienced Medical Device Engineering Executive



### Barry Camrell VP of QA/RA

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



### John Frijters Managing Director - International

Experienced executive O&P Europe - based



### Kathy Sawyers, PT, ATP Sr. Dir. - Clinical Outcomes

Oversees clinician training and user support



### Joseph Chicoskie Dir. - Marketing

Has led evolution of Myomo's marketing strategy



### Colin Anderson Dir - Global Operations

Experienced at scaling operations in med device industry



### Thomas Kirk Lead Independent Director

Former CEO, Hanger Clinics



### Amy Knapp Board Member

Experienced Health Insurance Industry Executive



### Thomas Crowley Board Member

Experienced Med Device CEO



### Milton Morris Board Member

Former President & CEO, Neuspera Medical; Boston Scientific exec1



### Yitzchak Jacobovitz Board Member

Partner and Lead Healthcare Analyst AIGH Capital Management



### Heather Getz Board Member

CFO & COO Butterfly Network, Inc.

## Board of Directors



# Thank You!



## For Additional Information:

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