



Butterfly Network Q2 2024 Earnings Call

August 1, 2024

Forward Looking Statements

This presentation includes “forward-looking statements” within the meaning of the “safe harbor” provisions of the United States Private Securities Litigation Reform Act of 1995. Our actual results may differ from our expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “believe,” “predict,” “potential,” “continue,” and similar expressions (or the negative versions of such words or expressions) are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, our expectations with respect to financial results, future performance, commercialization and plans to deploy our products and services, development of products and services, and the size and potential growth of current or future markets for our products and services. Forward-looking statements are based on our current beliefs and assumptions and on information currently available to us. These forward-looking statements involve significant known and unknown risks and uncertainties and other factors that could cause the actual results to differ materially from those discussed in the forward-looking statements. Most of these factors are outside our control and are difficult to predict. Factors that may cause such differences include, but are not limited to: our ability to grow and manage growth effectively; the success, cost, and timing of our product and service development activities; the potential attributes and benefits of our products and services; the degree to which our products and services are accepted by healthcare practitioners and patients for their approved uses; our ability to obtain and maintain regulatory approval for our products, and any related restrictions and limitations of any approved product; our ability to identify, in-license, or acquire additional technology; our ability to maintain our existing license, manufacturing, supply, and distribution agreements; our ability to compete with other companies currently marketing or engaged in the development of products and services that we are currently marketing or developing; changes in applicable laws or regulations; the size and growth potential of the markets for our products and services, and our ability to serve those markets, either alone or in partnership with others; the pricing of our products and services, and reimbursement for medical procedures conducted using our products and services; our estimates regarding expenses, revenue, capital requirements, and needs for additional financing; our financial performance; our ability to raise financing in the future; and other risks and uncertainties indicated from time to time in our most recent Annual Report on Form 10-K, as amended, or in subsequent filings that we make with the Securities and Exchange Commission. We caution that the foregoing list of factors is not exclusive. We caution you not to place undue reliance upon any forward-looking statements, which speak only as of the date of this press release. We do not undertake or accept any obligation or undertake to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions, or circumstances on which any such statement is based.





2024 Strategic Pillars



Strengthen Core

- Penetrate further into Hospitals, Clinic, Veterinary, Med Schools, globally
- Segment market: iQ+ affordable workhouse & high-end, feature-rich iQ3

Accelerate growth in our core business.



Expand

- Transform standard of care through new applications and AI powered tools
- Allow novice users to scan in home
- One probe per provider model vs. one per many

Expand market with new users and applications.



Differentiate

- Continue investing in our Ultrasound-on-Chip™
- Continue R&D of multiple fit-for-purpose form factors
- Drive awareness of environmental benefits of non-lead crystal probe

Maintain differentiated technology positioning.



Generate

- 2024 Guidance: \$75-80mm or 15-20% growth
- Maintain balance between investment & return: Efficient use of capital via high impact investment

Drive our pathway to profitability.





Transforming Care with the World's First Complete **Ultrasound-on-Chip™ Solution.**

Q2 2024 Highlights

- **Posted Butterfly's highest quarterly revenue in history.**
 - **\$21.5mm** in revenue, reflecting **16% revenue growth YoY**, despite it being our toughest comp quarter.
- **Achieved \$10mm annualized reduction in OpEx.**
- **Continued commercial and clinical momentum with Butterfly iQ3.**
 - Drove Ecommerce success, where iQ3 represented **74%** of online purchases.
 - Launched Butterfly iQ3 in Canada, where iQ3 represented **89%** of sales.
 - Upgraded **1,122 trade-in** probes to iQ3.



Unlocking a New Medical School Sales Model.

For medical schools

Campus Essentials Program

Incorporate Butterfly onto your supply list and
unlock special pricing for your students.





3 new partners announced. Strong inbound continues.



ULTRASIGHT

UltraSight Joins Butterfly Garden to Expand AI Real-Time Guidance Across Point of Care Ultrasound Devices



Southwood Inc. Joins Butterfly Garden to Deploy Echocardiography AI on Butterfly's Imaging Platform



1 new term sheet signed. 5 companies in negotiation concurrently, with 15 total in the pipeline.



Update On Supporting Initiatives.

Clinical Research



Academic Emergency Medicine
A GLOBAL JOURNAL OF EMERGENCY CARE

ORIGINAL ARTICLE | Open Access |

Prehospital lung ultrasound in acute heart failure: Impact on diagnosis and treatment

Frances M. Russell MD Michael Supples MD, Omkar Tamhankar BSc, Mark Liao MD,
Patrick Finnegan MD

Access: <https://onlinelibrary.wiley.com/toc/15532712/2024/31/1>

Reeve Foundation and Kessler Foundation Announce Novel Pilot Study to Improve Bladder Health in Individuals with Spinal Cord Injury



Clinical trial will utilize Butterfly iQ™ to address one of
the most common and challenging medical conditions
related to spinal cord injury

Access: <https://www.christopherreeve.org/community/about-us/press-releases/kessler-press-release/>

Butterfly iQ+ recognized in the World Health Organization's 2024 Compendium

WHO compendium of innovative health technologies for low-resource settings

2024



WHO compendium of innovative health technologies for low-resource settings 2024

Commercially available

Ultrasound imaging system*

Country of origin | United States of America
Primary use | Diagnosis/measurement/monitoring
Category | Medical device (including in vitro
diagnostics)

Commercial information

List price (USD): 2699
Year of commercialization: 2019
Number of units distributed: 65 000

Currently marketed in: Argentina, Australia, Austria, Canada, Chile,
Colombia, Denmark, Egypt, Finland, France, Germany, Iceland, India, Israel, Italy, Kenya, Kuwait,
Netherlands (Kingdom of the), New Zealand, Norway, Oman, Pakistan, Poland, Portugal, Qatar, Saudi
Arabia, South Africa, Sweden, Switzerland, Türkiye, United Arab Emirates, United Kingdom, USA
Model: Butterfly iQ+ Ultrasound Product System (850-20014)



Butterfly filed for revocation of the
EU's Restriction of Hazardous
Substances (RoHS) handheld
piezoelectric crystal ultrasound
exemption.

LEAD FREE



RoHS
COMPLIANT



Record Quarterly Revenue

Improved Full Year Adjusted EBITDA Guidance

USD (millions)	Q2 2024	Q2 2023***	Change
Revenue	\$21.5	\$18.5	16%
Gross Margin	58.6%	59.1%	(0.5) pts
Operating expense	\$29.8	\$42.2	(29%)
Adjusted EBITDA Loss*	\$(8.1)	\$(17.0)	52%
Cash, Cash Equivalents and Marketable Securities**	\$106.1	\$138.7	\$(32.5)

Affirmed 2024 Revenue Guidance of \$75-80 million or about 15-20% growth and improved Adjusted EBITDA Guidance to a loss of \$50-\$45 million.

We continue to reduce losses, increase efficiency and support cash runway into 2027.

*reconciliation of Adjusted EBITDA, which is a non-GAAP measure, to the most comparable GAAP measure included in press release

**includes \$4.0M of restricted cash on 6/30/24 and 12/31/23

***except Cash, Cash Equivalents and Marketable Securities, which is 12/31/23



Butterfly March 2024 Investor Day

Key Takeaways

Butterfly is leading a digital ultrasound revolution with its robust R&D roadmap.

Butterfly Garden and Powered by Butterfly will contribute to meaningful revenue generation over the next five years.

Butterfly has a HomeCare business plan in place, and is actively initiating the lung and bladder programs.

Butterfly's success is inevitable.

Access event replay on-demand at:

<https://ir.butterflynetwork.com/events-and-presentations/default.aspx>



Thank you!
Questions?

