



# DIH

**DEDICATED TO RESTORING MOBILITY AND  
ENHANCING HUMAN PERFORMANCE**

**Investor Presentation  
November 2024**

**Nasdaq: DHAI**





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# DIH at a glance:

**Robotic-enabled movement platform improving the lives of people with disabilities and functional impairments**



Improving lives by providing human movement therapy while **empowering** leading scientists and clinics to study balance and movement disorders **through Advanced Technology.**



**ADDRESSING INCREASED MARKET DEMAND BY PROVIDING INNOVATIVE SOLUTIONS FOR HOSPITALS, CLINICS, AND RESEARCH INSTITUTIONS**



DIH – a Global Solution Provider, has the **broadest portfolio in neuro-rehabilitation and human performance research**, with over **4,500 devices installed**.

With an aging population and an increasing number of people living with neurological diseases, hospitals and clinics will be understaffed; **robotic rehabilitation** fills the gap and **helps therapists and patients thrive**.

**More intensive, repetition-based therapy**, supported by Advanced Technology is shown to have **superior patient outcomes** and can send them home sooner.


**Technology solves the supply-demand problem** in rehabilitation settings **by allowing occupational and physical therapists to work with multiple patients effectively**.

**Bridges the gap between Clinical and Research applications by enabling and inventing** the most advanced technological ways to study and treat balance and movement disorders.

**INVESTOR PRESENTATION**  
**DIH AT A GLANCE**





**1 HQ**  
 DIH Holding US



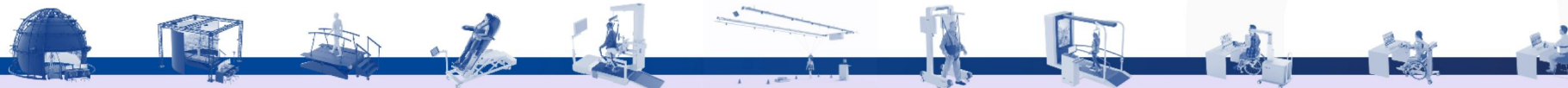
**5 Commercial Regions**  
 USA, Singapore, Chile, Slovenia, Germany



**3 Sites**  
 For R&D and manufacturing in CH, NL and USA



**243 Employees**  
 in 9 global locations from 33 nationalities




**19 Products & Systems**



**4,500+ Devices installed<sup>1</sup>**



**1,500+ Medical device registrations**  
 in 75 countries



**\$64.5M**  
 FY24<sup>2</sup> Revenue



**\$60M - \$67M**  
 FY25 Revenue Guidance



**1,800**  
 Customer Accounts

<sup>1</sup> Includes clinical and research install base  
<sup>2</sup> FY24 year ending March 31, 2024

# **Meeting market demands with innovative Advanced Technologies**

### Health Providers

**Research  
Facilities**



**Rehabilitation  
Hospitals**



**Physical Therapy and  
Rehab Clinics**



### Patients

**Neurological**



- Stroke
- SCI & cerebral palsy
- Parkinson's disease
- Traumatic brain injury

**Orthopedic**



- Amputation
- Osteoarthritis
- Musculoskeletal disorders

**Geriatric & Pediatric**



- Aging population with an increased risk of falling and functional impairment
- Pediatric patients with mobility impairments



INVESTOR PRESENTATION

**INTEGRATED SOLUTIONS FOR THE ENTIRE CONTINUUM OF CARE  
ACROSS MULTIPLE MARKETS**



**Research & Human  
Movement Labs\***  
("Research Market")



**Rehabilitation  
Hospitals and Outpatient Clinics**  
("Hospital and Clinic Market")



**ARM & HAND**



**GAIT & BALANCE**



**DATA  
INTEGRATION**

\*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

<sup>1</sup> Two product lines available <sup>2</sup> Product line consists of three products <sup>3</sup> Prototype available; In development .

Aging population

**>1B**

Members of a growing elderly population, worldwide<sup>1</sup>

**46%+**

of the world's aging population has disabilities<sup>2</sup>



Increasing neurological disorders and related disabilities

Est. **15%**

of the global population is affected by neurological disorders<sup>3</sup>

**38%+**

of stroke survivors were found to have disabilities<sup>4</sup>



Need of care and lack of therapist

Est. **2.4B**

People are currently living with a health condition that may benefit from rehabilitation<sup>5</sup>

**1.09**

physiotherapists per 1,000 people<sup>6</sup>



**Advanced Technology is key to meeting market demands.**

<sup>1</sup> WHO: Ageing and Health; <https://www.who.int/news-room/fact-sheets/detail/ageing-and-health>  
<sup>2</sup> United Nations: Aging and Disability; <https://www.un.org/development/desa/disabilities/disability-and-ageing.html>  
<sup>3</sup> <https://pubmed.ncbi.nlm.nih.gov/36902495/>  
<sup>4</sup> NCBI: Causes and Trends of Disabilities in Community-Dwelling Stroke Survivors: A Population-Based Study; <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9833459/>

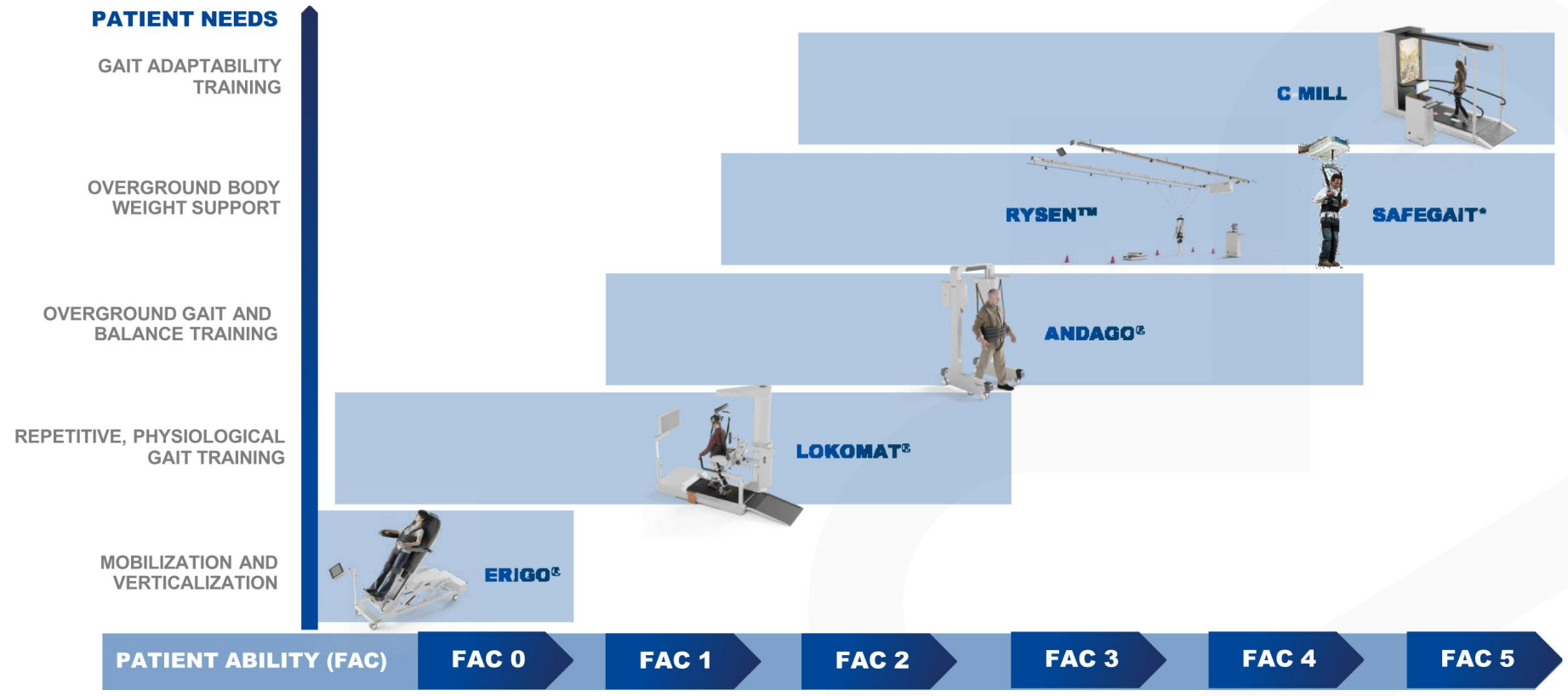
<sup>5</sup> WHO: Rehabilitation; <https://www.who.int/news-room/fact-sheets/detail/rehabilitation#:~:text=Globally%2C%20an%20estimated%202.4%20billion,and%20characteristics%20of%20the%20population.>  
<sup>6</sup> 2020: World Physio; <https://world.physio/sites/default/files/2021-02/AMC2020-Europe.pdf> // WHO: <https://www.who.int/data/gho/indicator-metadata-registry/imr-details/3408>; [https://www.theglobaleconomy.com/rankings/physiotherapists\\_per\\_1000\\_people/](https://www.theglobaleconomy.com/rankings/physiotherapists_per_1000_people/)

**INVESTOR PRESENTATION**  
**CONTINUUM OF CARE FOR UPPER EXTREMITIES REHABILITATION**



MMT: Manual Muscle Test for shoulder and/or elbow; MMT 2 for Armeo Senso =with arm weight support

**INVESTOR PRESENTATION**  
**CONTINUUM OF CARE FOR LOWER EXTREMITIES REHABILITATION**



FAC: Functional Ambulation categories

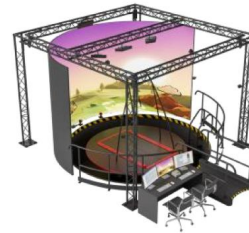
\* Available only in the USA

**INTENDED USE**

TARGETS ALL ASPECTS OF BALANCE AND LOCOMOTION. THE USE OF VIRTUAL REALITY ENABLES RESEARCHERS TO ASSESS THE SUBJECT'S BEHAVIOR AND INCLUDES SENSORY INPUTS LIKE VISUAL, AUDITORY AND VESTIBULAR.

PROVIDES ANALYSIS AND THERAPY IN CHALLENGING CONDITIONS TO IMPROVE GAIT, WHILE REAL-TIME FEEDBACK ENABLES ANALYSIS AND TRAINING DURING THE SAME SESSION.

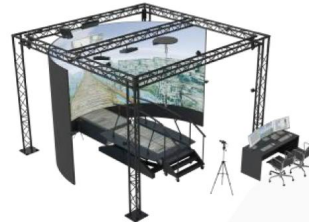
ENABLES MULTIPLE SYSTEM ENHANCEMENTS FOR ADDED FUNCTIONALITY OF GAIT-LAB.



**CAREN EXTENDED\***  
Computer Assisted  
Rehabilitation Environment



**CAREN HIGH END\***  
Computer Assisted  
Rehabilitation Environment



**GRAIL\***  
Gait Real-time Analysis  
Interactive Lab



**M GAIT\***  
Modular Gait Lab

\*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

DIH provides a broad portfolio of devices and an extensive range of services, to become a Total Solution partner for our customers



**BUSINESS MODEL  
and PLANNING**

We provide guidelines and support customers in building their rehabilitation project. **We find the right solution to match the organizations' needs, space and budget.**



**CLINICAL  
SERVICES**

To help make the best use of our solutions, we offer **clinical integration consulting and ongoing support**, as well as education and training.



**TECHNICAL  
SERVICES**

We provide **technical support and regular maintenance** after installation so customers can maintain **clinical routines without disruption.**



**RESEARCH  
SERVICES**

Research drives us forward and our **support and services** help institutions initiate their own research programs.



**MARKETING  
SERVICES**

Customers **immediately stand out from other rehabilitation facilities.** With our support we make sure they are seen and heard.

**INVESTOR PRESENTATION**  
**TRUSTED BY LEADING REHABILITATION AND RESEARCH INSTITUTIONS**



**>60**

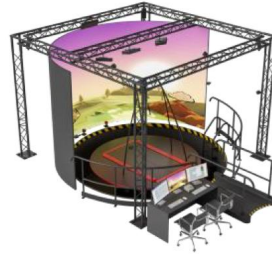
**Leading Institutions trust DIH**

DIH collaborates with world renowned institutions in rehabilitation and research as reference centers and innovation partners

INVESTOR PRESENTATION  
**MARKET LEADING PRODUCT INVESTIGATION AS  
EVIDENCED BY TOTAL NUMBER OF PUBLICATIONS<sup>1</sup>**



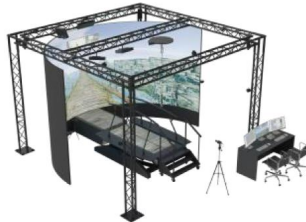
**LOKOMAT  
610**



**CAREN  
204\***



**ARMEO LINE  
217**



**GRAIL &  
M-Gait  
234\***



**ERIGO  
60**



**C-Mill  
70\***

**>1,300**

**Published Publications**

>1,000 publications in peer-reviewed<sup>2</sup> journals  
40+ ongoing studies

<sup>1</sup>The Knowledge Platform includes all research articles, conference proceedings, and theses available on our devices and can be accessed via [knowledge.hocoma.com](http://knowledge.hocoma.com) and [knowledge.motekmedical.com](http://knowledge.motekmedical.com)

<sup>2</sup>Reviewed and evaluated by a group of experts in the field before the article is published.

\*Motek Products are currently being sold by DIH through an exclusive relationship between Motek and DIH





DIH is uniquely positioned as a leader in rehabilitation-tech and research markets

**INVESTOR PRESENTATION**  
**SOURCES OF COMPETITIVE ADVANTAGE**



**Leading Technology**

Highly recognized premier brands and technologies in our industry, endorsed by leading rehabilitation institutes and opinion leaders



**Product Portfolio**

Broadest product portfolio in advanced robotics and sophisticated VR-enabled movement systems; most competitors operate in a single product category



**Industry Experience**

Organizational breadth and depth with significant experience in acquisition integration; key to our growth strategy and differentiation from competitors that are early in their organizational life cycles



**Innovation**

Sustained innovation capabilities with decades of proven expertise and resources



**Tech Partnerships**

Platform and core technology (hardware and software) supported by strong partnerships with leading research groups



**Network Effect**

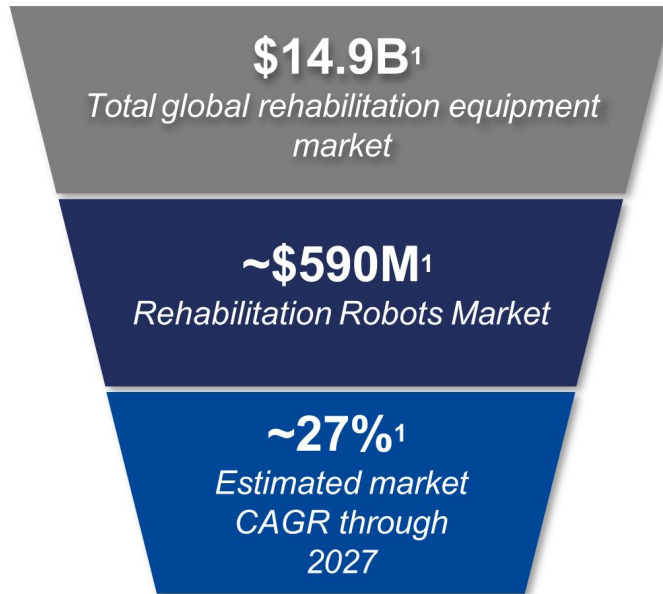
Strong supporting functions and operational infrastructure that establish a platform network effect which will be difficult to replicate



**Commercial Reach**

Strong global market coverage with approx. 3-5x more sales volume than competitors

Global Market



- Global solution provider combining innovative robotic and VR technologies with clinical integration and proprietary insights.
- Transformative total solutions provider and consolidator in a fragmented and manual-labor-driven industry.
- Innovative and broad product portfolio, covering the entire continuum of care.

<sup>1</sup> "Rehabilitation Robots Market by Product, End user and Geography – Forecast and Analysis (2023 – 2027)" November 2022

# Way Forward - Investment Opportunity



**\$50B in manual therapies costs<sup>1</sup>**

High manual therapies costs are primed for disruption across care centers

Robotic solutions provide value and save costs, creating flexibility within institutional budgets

<sup>1</sup> Grandview Research, October 14, 2022



# Financial Highlights



**Second Quarter 2025**

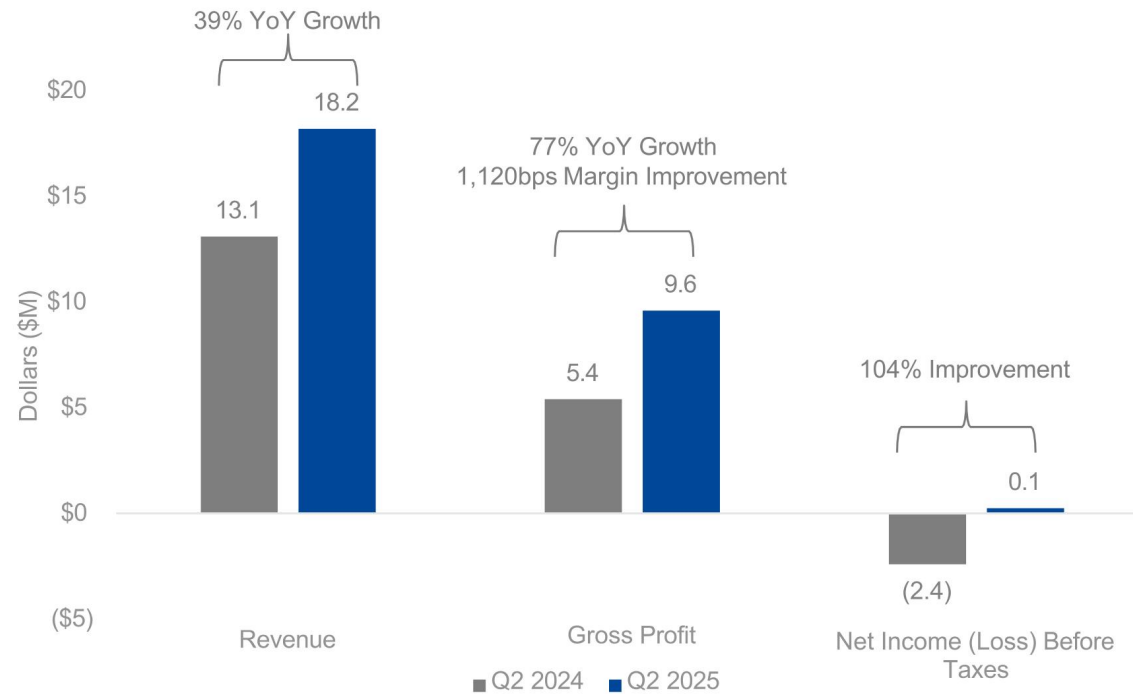
**\$18.2M Revenue, +39% YoY growth**

- 83% devices
- 15% services
- 2% other

**\$0.1M Net Income Before Taxes**

**52.6% Gross Margin**

**(\$1.5M) Cash Flow from Operations**



**Fiscal Year 2025 Revenue Guidance: \$60.0M-\$67.0M**



INVESTOR PRESENTATION  
**DIH EXECUTIVE OFFICERS**



**Jason Chen**  
Chief Executive Officer and  
Chairman of the Board



**Lynden Bass**  
Chief Financial Officer



**Dr. Patrick Bruno**  
Chief Market Officer,  
Hospital & Clinic



**Dietmar Dold**  
Chief Operating Officer



**Deloitte.**



INVESTOR PRESENTATION  
**INTERNATIONAL MANAGEMENT TEAM**



**CEO and Chairman of the Board**  
Jason Chen



**Chief Financial Officer**  
Lynden Bass



**Chief Market Officer,  
Hospital & Clinic**  
Dr. Patrick Bruno



**Chief Operating Officer**  
Dietmar Dold



**Vice President,  
Research**  
Frans Steenbrink



**Senior Vice President,  
Sales – EMEA Indirect**  
Slavko Skafar



**Vice President,  
Global Operations**  
Walther Geiger



**Vice President,  
FP&A and Commercial  
Operations Finance**  
LaTonya Vincent

# THANK YOU

For more information contact  
[investor.relations@dih.com](mailto:investor.relations@dih.com)

