



# INVESTOR PRESENTATION MAY 2024

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

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Conquering Upper Limb  
Paralysis with Wearable  
Medical Robotics

**myomo**<sup>®</sup>  
my own motion

# Legal Disclaimer

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

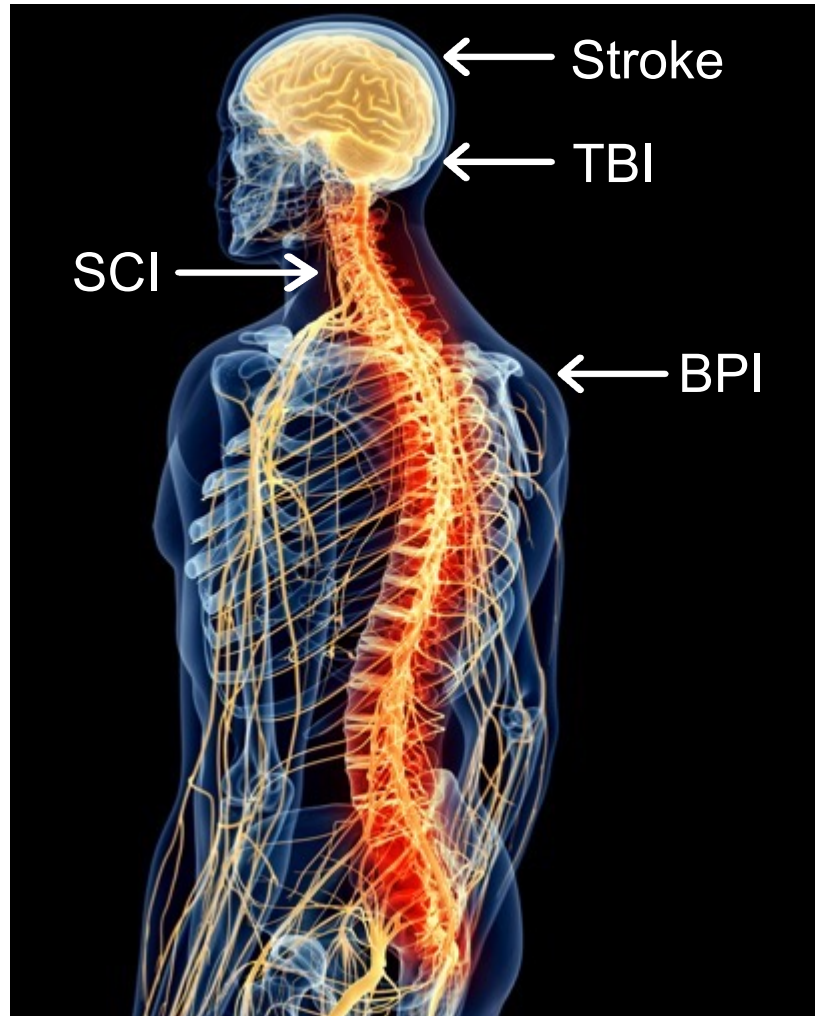




# Causes of Arm and Hand Paralysis: Stroke, Nerve Injury, or Disease

## 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



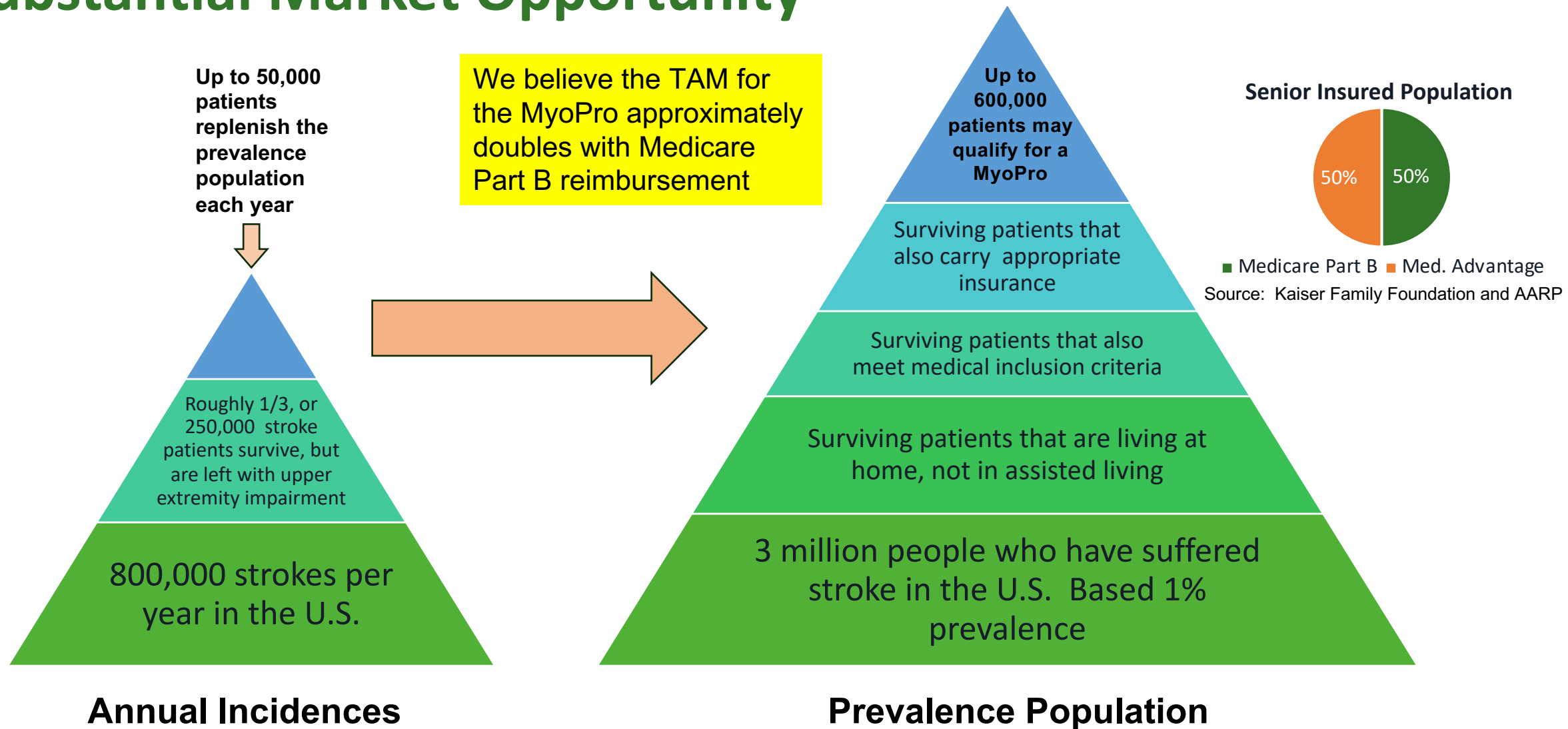
### Medical:

- Botox
- Baclofen



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

# Substantial Market Opportunity



# Clarity on Reimbursement

## HCPSC 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 HCPSC codes:
  - L8701 (Motion W) - \$33,481
  - L8702 (Motion G) - \$65,872

## All Medicare Advantage Plans Now Obligated to Cover the MyoPro

- Must be medically necessary
- Will begin filing claims with payers that we avoided due to refusal to reimburse

Nearly 100 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**

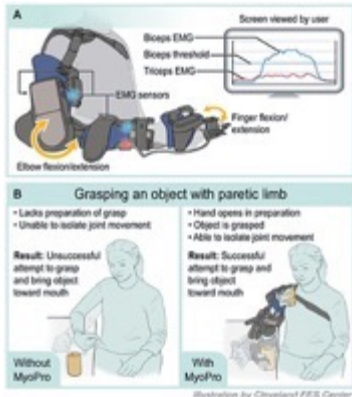
**Australia:** National Disability Insurance Scheme (NDIS) has now approved reimbursement for the MyoPro, which should lead to additional sales in the country



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

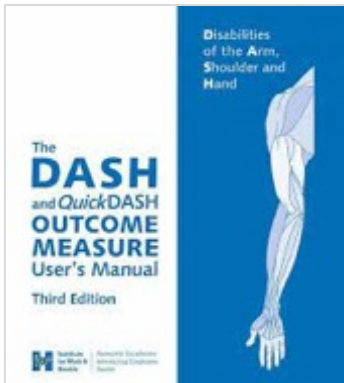


# Recent Clinical Research Accepted for Publication



## 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:



U.S. Department  
of Veterans Affairs

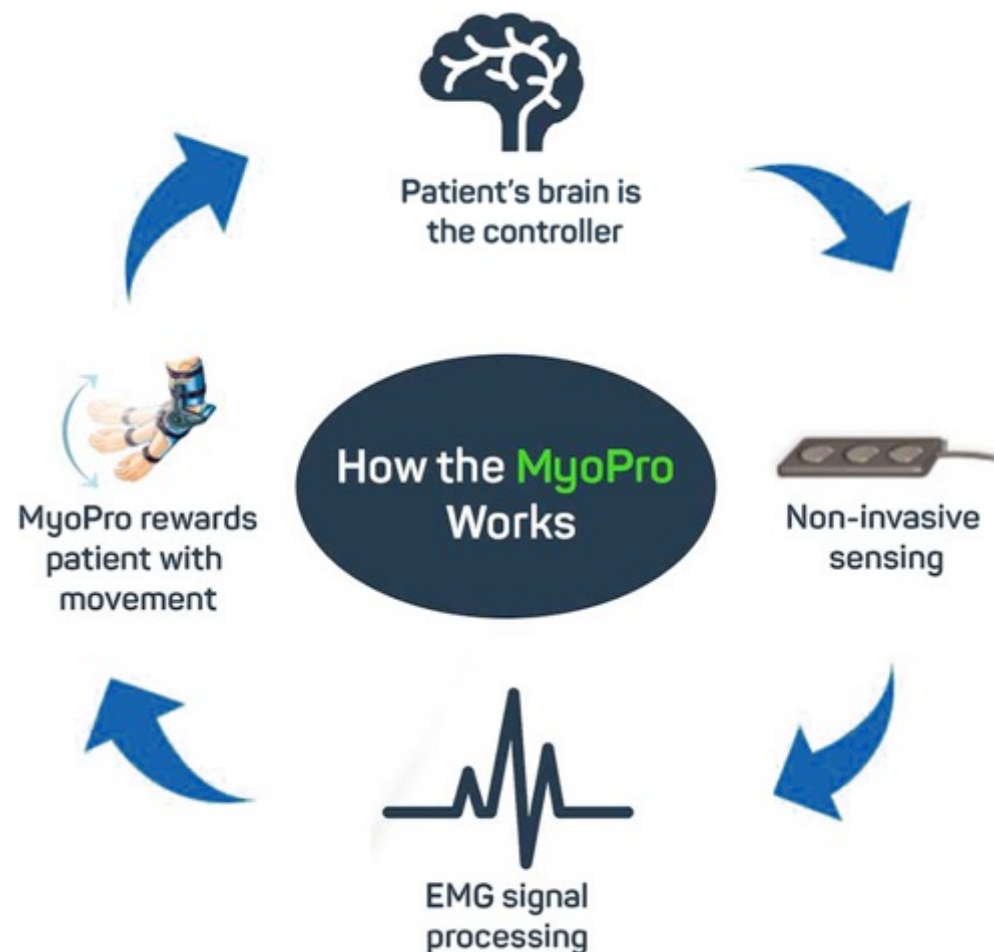


**Kessler**  
REHABILITATION CENTER



# 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.





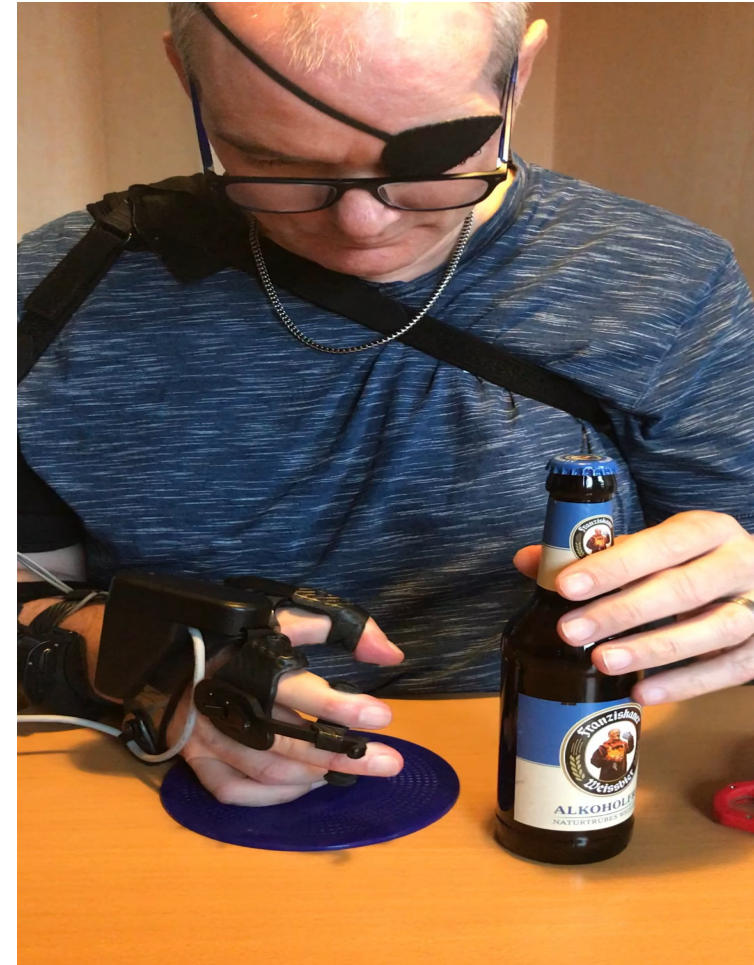
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# Enabling a Paralyzed Arm to Move Again



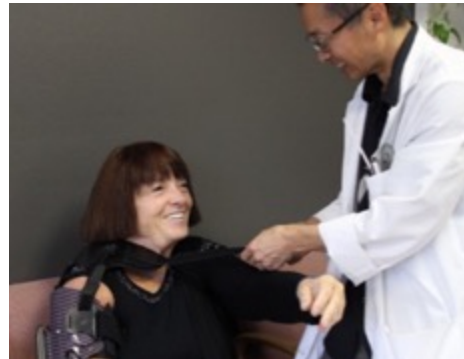
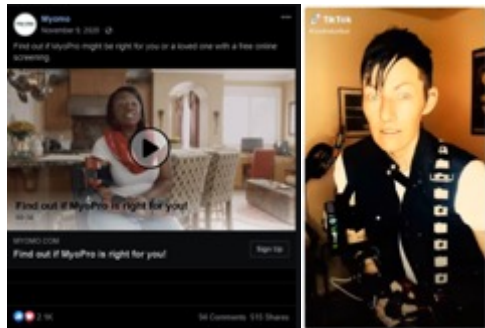
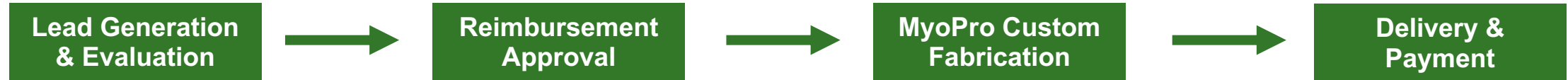
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# Go-to-Market Approach: How a Patient Obtains a MyoPro



***New MyoPro 2+***

**Remote Measurement  
and In-House Manufacturing**



**Referral to OT for training  
MyoCare Coaches**

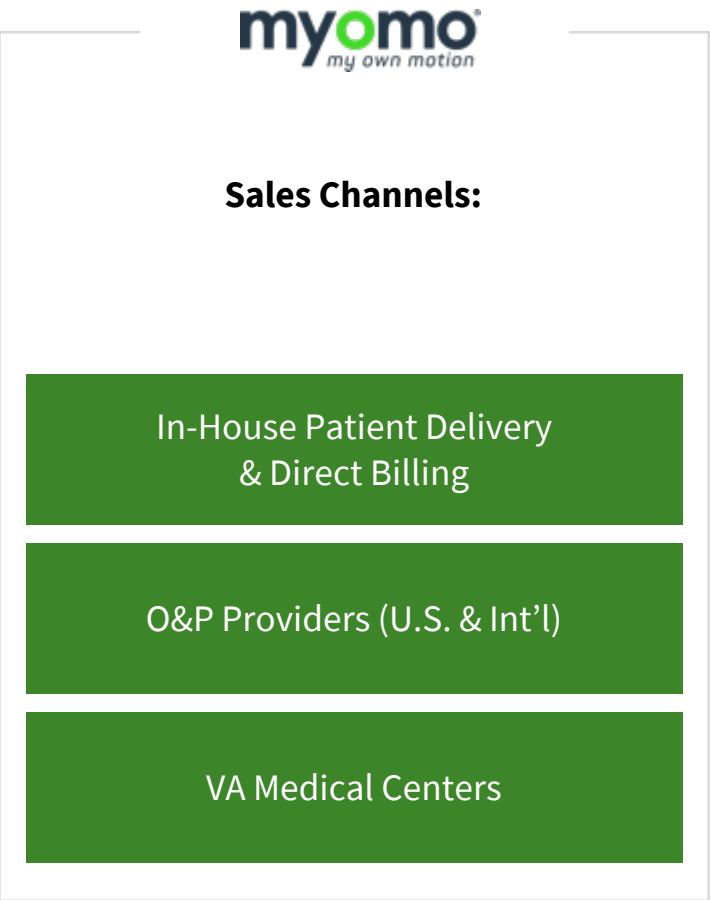
# Cost-Effective TV Advertising for Target Demographic



Do you know someone  
with a paralyzed arm?

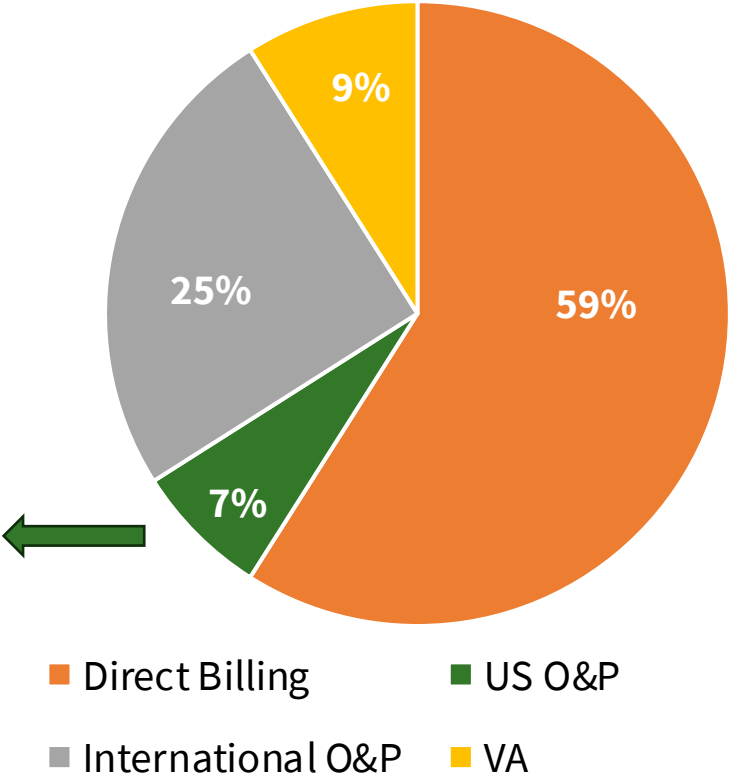
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# Go-to-Market Approach: Multi-Channel, Emphasis on Direct Billing and International Sales

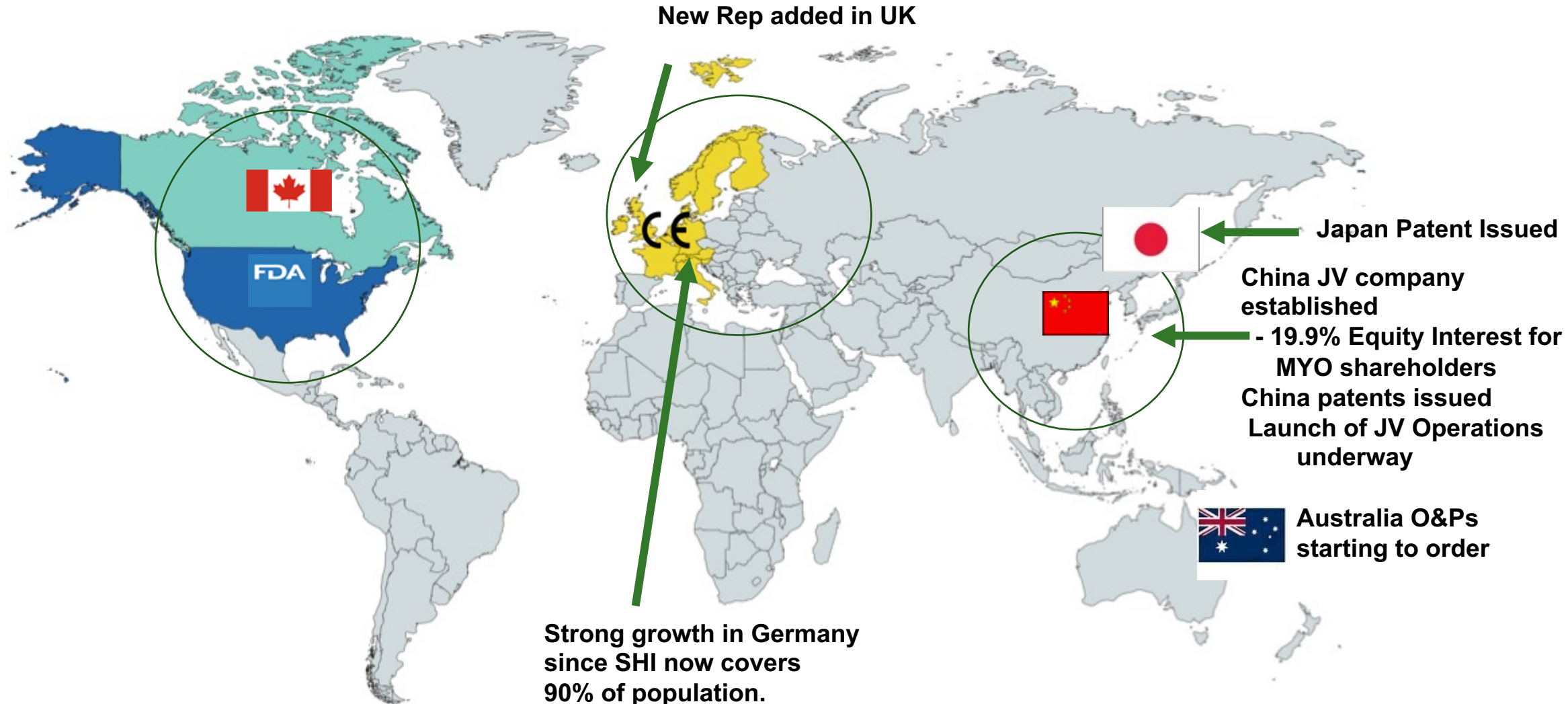


**With Medicare Reimbursement, we have the opportunity to re-engage the O&P channel**

Q1 2024 Product Revenue %

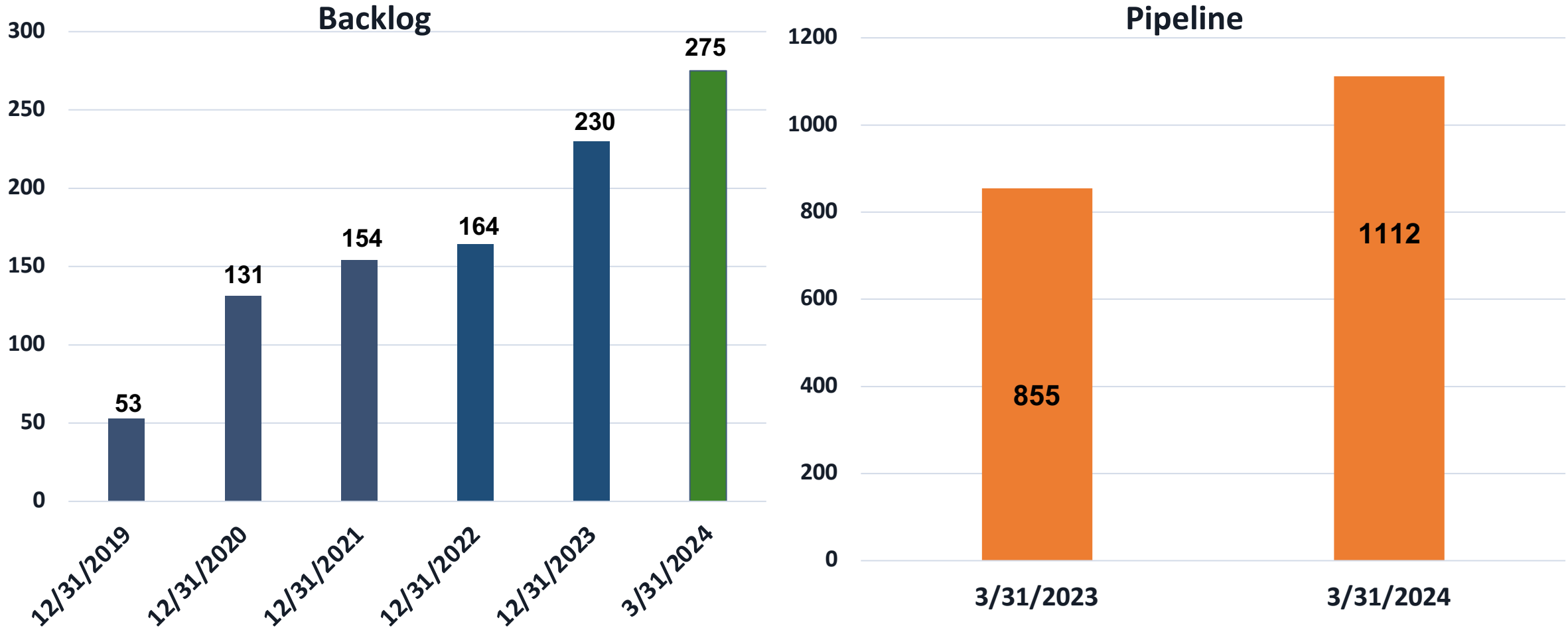


# International Update: Activity in Key Markets





# Backlog and Pipeline are Leading Indicators of Revenue



- Patient pipeline at March 31, 2024 includes 230 Medicare Part B patients. Q1 2024 backlog includes 83 Medicare Part B patients

# P&L and Key Balance Sheet Metrics

## P&L

(\$000's)	Actual Q1'24	Actual Q1'23	Actual 2023	Actual 2022
Product Revenue	\$ 3,754	\$ 3,447	\$ 17,476	\$ 14,555
License Revenue	-	-	1,765	1,000
Total Revenue	3,754	3,447	19,241	15,555
COGS	1,455	1,139	6,059	5,302
Gross Profit	2,299	2,308	13,182	10,253
Gross Margin	61.2%	67.0%	68.5%	65.9%
Operating Expenses:				
R&D	956	477	2,636	2,482
Selling, Clinical & Mktg	2,362	2,031	9,043	9,757
G&A	2,870	2,471	9,735	8,686
Total	6,188	4,979	21,414	20,925
Operating Loss	\$ (3,889)	\$ (2,671)	\$ (8,232)	\$ (10,672)
Int income	(135)	(86)	(410)	(88)
Other expense	-	17	170	67
Income Taxes	82	42	156	70
	(53)	(27)	(84)	49
Net Loss	\$ (3,836)	\$ (2,644)	\$ (8,148)	\$ (10,721)

## Key Balance Sheet Metrics

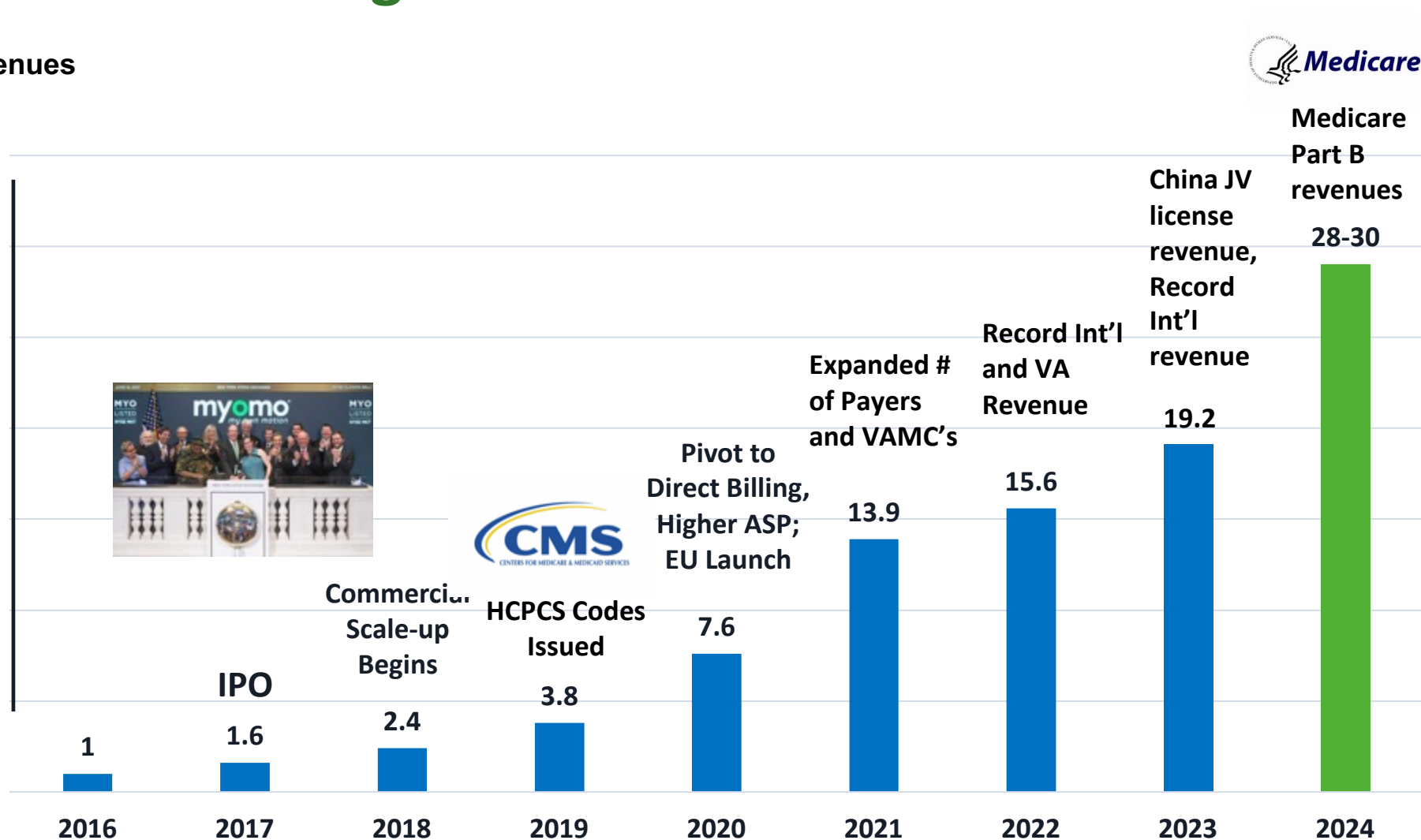
(\$000's)	Actual Q1'24	Actual Q4'23
Cash & Investments	\$ 10,959	\$ 8,866
Working Capital	10,149	8,174
Net Book Value	10,900	8,989
Shares Outstanding	37,286 *	36,759
Warrants Outstanding	668	668

\* 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**

**Assuming the above, no additional equity capital expected to be required for liquidity.**



# 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



### Courtney Accorsi, MS, OTR/L

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

## Board of Directors



### 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.

# Thank You!



## For Additional Information:

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