



myomo[®]
my own motion

*Conquering Upper Limb Paralysis with
Wearable Medical Robotics*

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

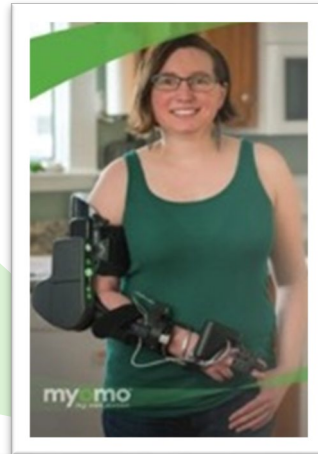
Investor Presentation
October 2020

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Company Overview

We design, manufacture and sell 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

- **Large unmet medical need and potential market expansion through product line extensions**
 - Estimated \$10B U.S. market opportunity
 - Estimated \$20B opportunity outside the U.S.
- **Experienced management team expanding and strengthening platform for only commercially-available device to restore function for upper extremity paralysis**
 - FDA registered in US; CE mark in Europe
- **Accelerating pipeline growth from ongoing rollout in US and International markets supported by growing direct-to-patient marketing via social media**
- **Emphasizing our growing Direct Billing channel, resulting in higher ASPs and gross margin**
- **Strong commercial momentum reflected in Direct Billing revenue percentage, reimbursement pipeline and backlog**
- **Cash position as of 6/30/20 = \$10.7 million supports sales, marketing and expansion of Direct Billing initiative**

Large Market Opportunity

Total U.S. Market Potential

\$10 B

Total U.S. Market Size

*25% of 3M existing cases of upper extremity paralysis
Private payers only*

+\$1.2 B

New Incidences / Year

25% of 350k new cases each year

Total Worldwide Market Potential*

\$30 B

Estimate Includes:
U.S. + EU + ROW

***15M strokes per year. Roughly 1/3 of patients don't qualify medically, 1/3 recover and the remainder represent Myomo's market opportunity**

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



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



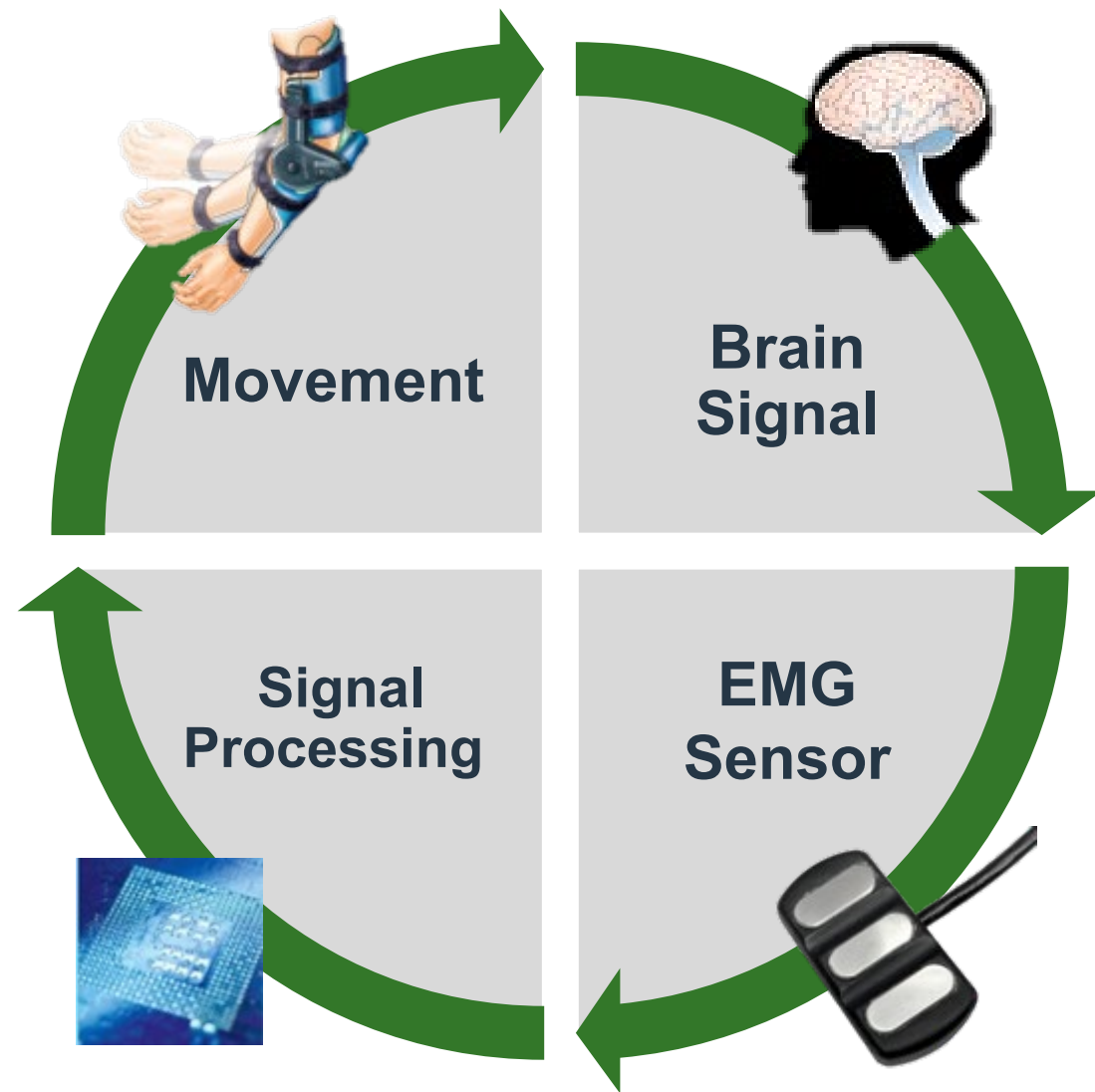
Medical:

- Botox
- Baclofen

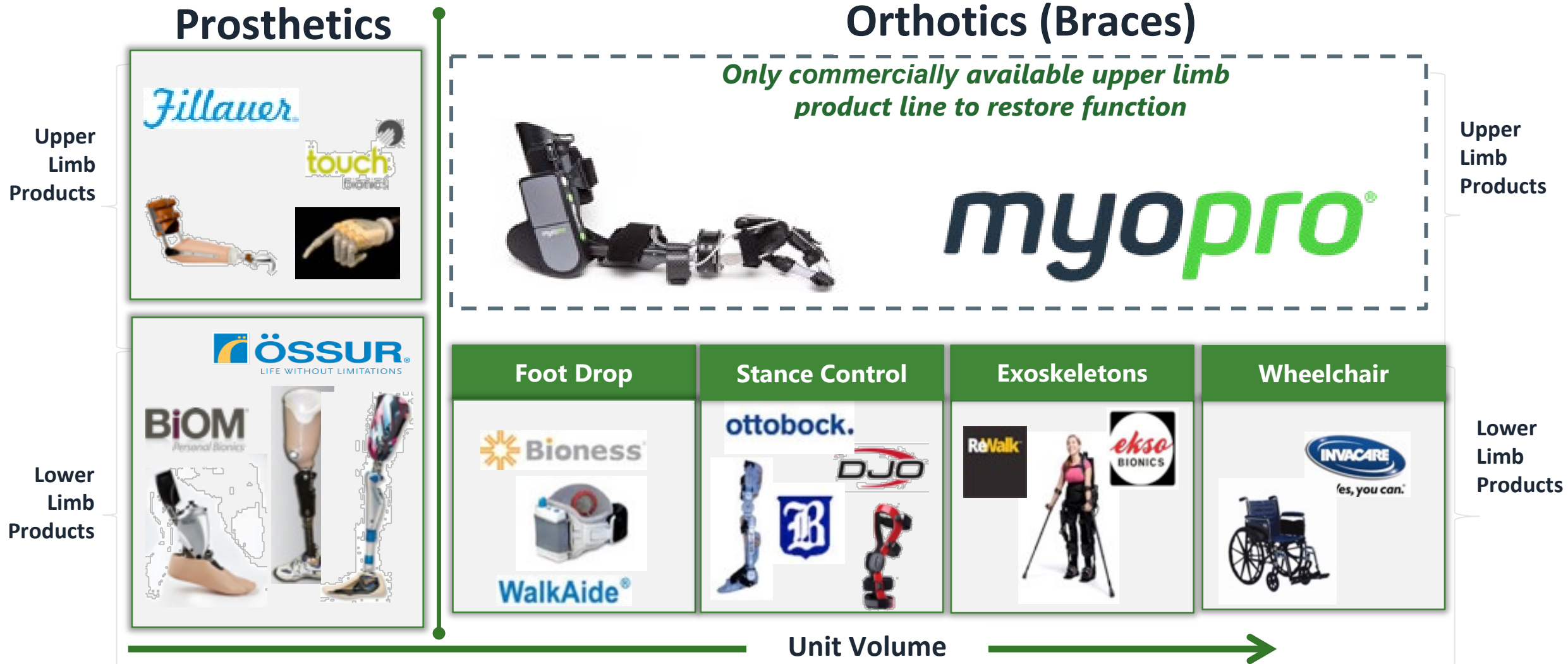


The Medical Need:
A lightweight, portable
device to restore
function for use at
home, work, and
school

MyoPro Powered Arm Brace: How it Works

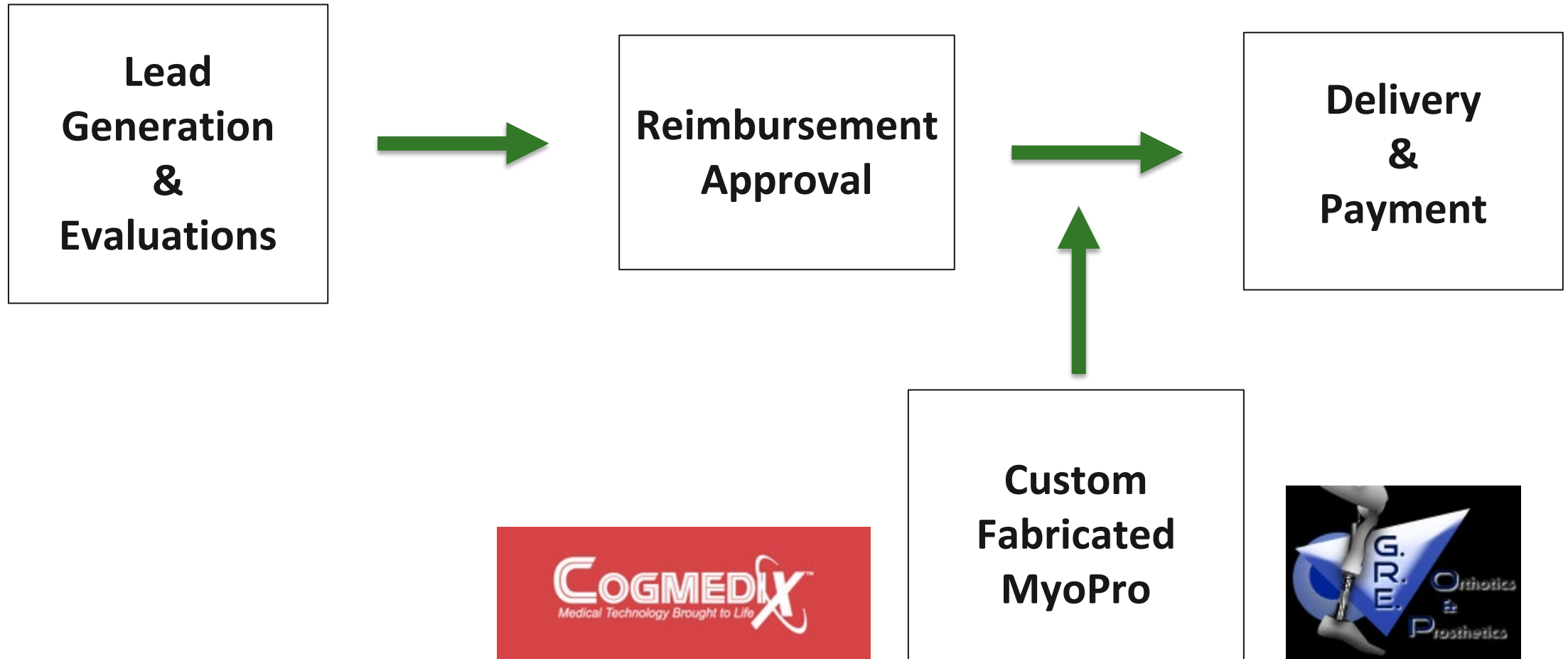


Competitive Positioning



* Orthotics and Prosthetics

Go to Market Approach: Direct Billing and Provider



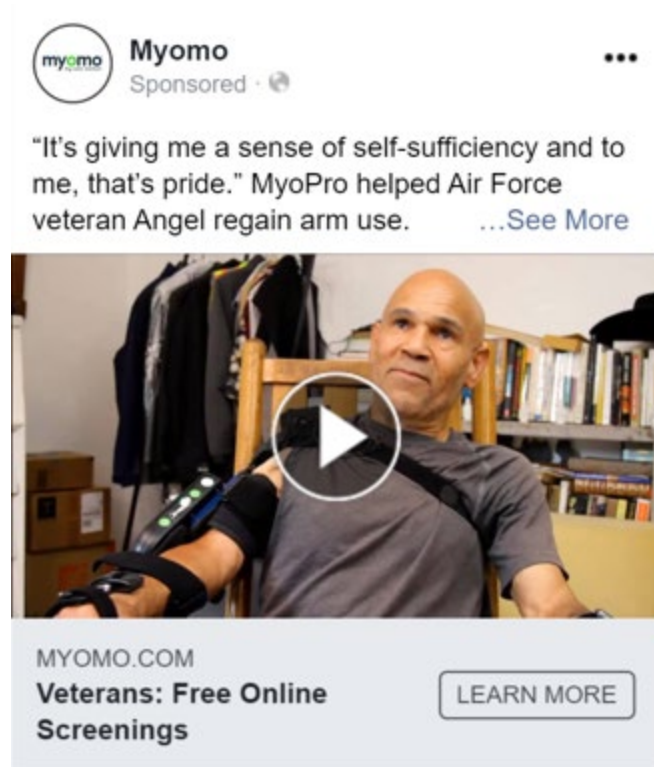
Trends in Healthcare Fueling Myomo's Growth

- **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



Filling the Pipeline via Digital Marketing and Telehealth

Facebook Marketing Ad



Digital marketing to patients and families (B2C)

TeleHealth Evaluation



Moved online: faster, more convenient, less costly

Increasing Number of Reimbursements by Payers

Commercial Payers



- Approvals on a case by case basis
- Over 90% of new cases are now Direct Billing by Myomo

Military



- Approved for Vets
- > 40 VAMC's have ordered MyoPro's

Medicare



- New HCPCS codes in 2019
- Medicare Advantage claims paid
- Part B Medicare DME rental claims pending

Myomo Now a Certified Medicare Provider

Medicare.gov

The Official U.S. Government Site for Medicare

Supplier Directory

Supplier Directory Results

KEY Accepts Medicare Assignment

Your search results for ZIP code 02142 are displayed below.

If you have additional questions, please call 1-800-MEDICARE (1-800-633-4227). TTY users should call 1-877-486-2048.

[Show All Results](#)

[Hide All Results](#)

[Print All Results](#)

Orthoses: Custom Fabricated (1 result)

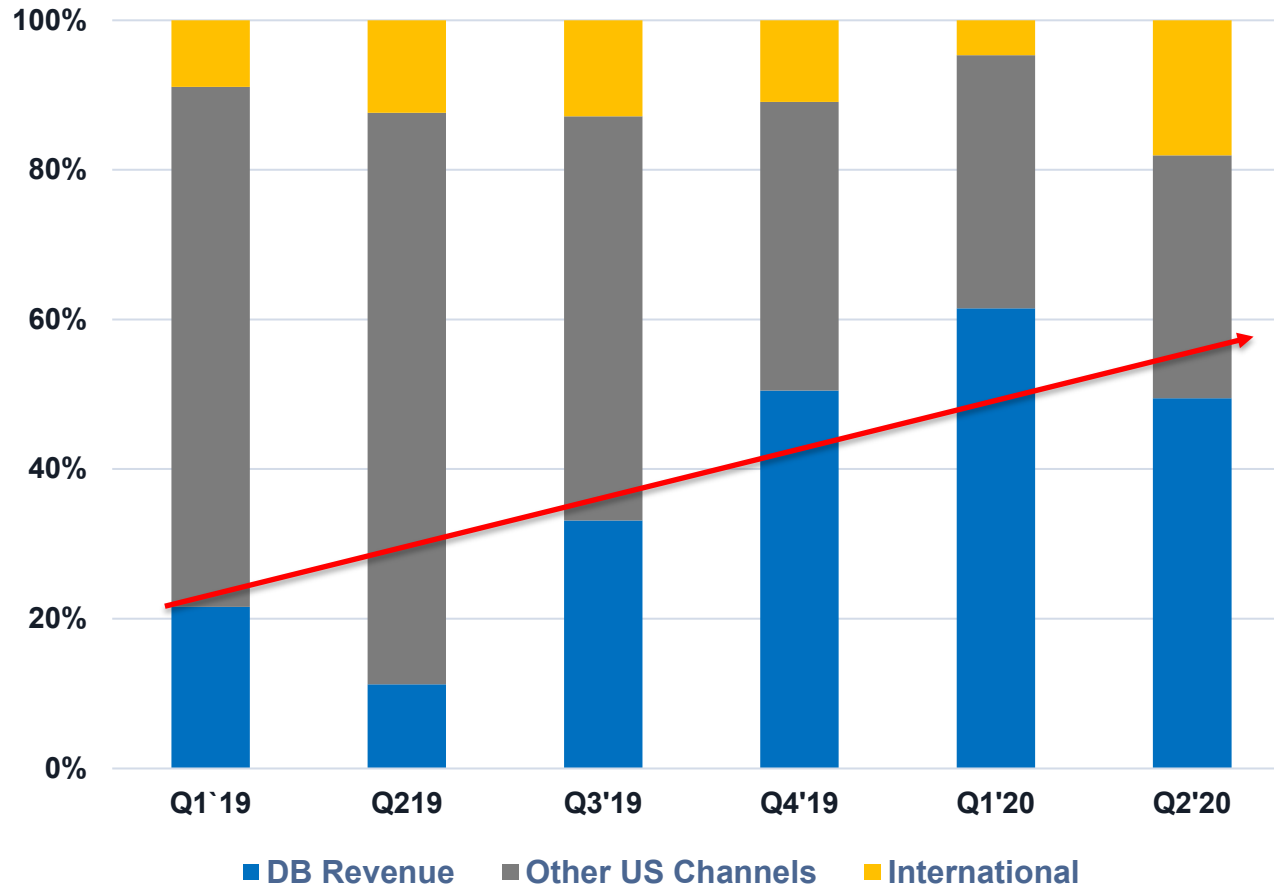
Viewing 1 - 1 of 1

Supplier Information	Distance
<p>MYOMO</p> <p>1 BROADWAY 4TH FLOOR CAMBRIDGE, MA 02142 (877) 736-9666</p> <p>Map and Directions</p>	<p>0.80 Miles</p>

- Once coverage and fee are determined by CMS, Myomo will be able to provide the MyoPro to Medicare Part B patients in 39 states
- Working on becoming certified in the remaining states
- Working on becoming a provider for patients covered by state Medicaid plans
- Can now begin the process of entering into contracts with commercial insurance payers as a provider

MyoPro Delivery and Payment: Shift to Direct Billing

Revenue Percent by Channel

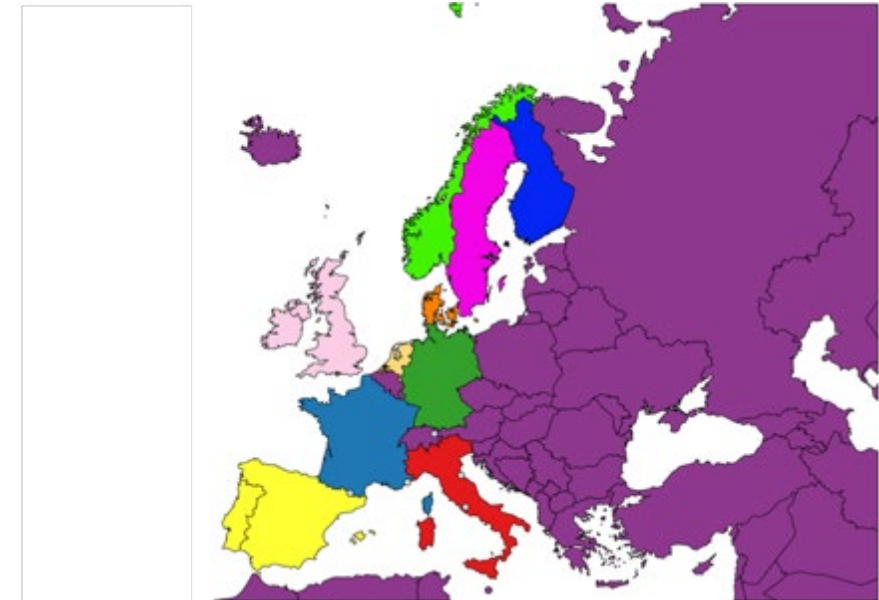


- **Emphasis on the direct billing channel results in higher average selling price and higher gross margin per unit**
- **International revenue percent expected to grow in the future as we capitalize on favorable coverage policy in Germany and work to obtain coverage policies in other countries**
- **Revenue recognition timing:**
 - **Direct Billing – Generally upon payment, 45 days to 6 months after delivery**
 - **O&P/VA Channels – Upon shipment**
 - **International – Upon delivery**

European Expansion Underway

- Established Myomo footprint in Europe – Myomo Europe GmbH
- Recruited O&P providers in Germany, Denmark, UK, Italy
- Conducting evaluations and building patient pipeline
- Obtaining initial reimbursements and booking orders
- Statutory Health Insurance to cover MyoPro in Germany on case-by-case basis; BARMER first payer (9M covered lives)

German News Story



Recap of Recent News Announcements

- **First Authorization/O&P Order from Australia**
- **MyoPro Featured on German TV Show**
- **MyoCare Program Introduced to Support Users**
- **Myomo Certified as a Medicare Provider**
- **Research Finds MyoPro Delivers Meaningful Improvements in Motor Function for Brain Injury Patient**
- **New US/EU Patents Issued; Valid to 2039**



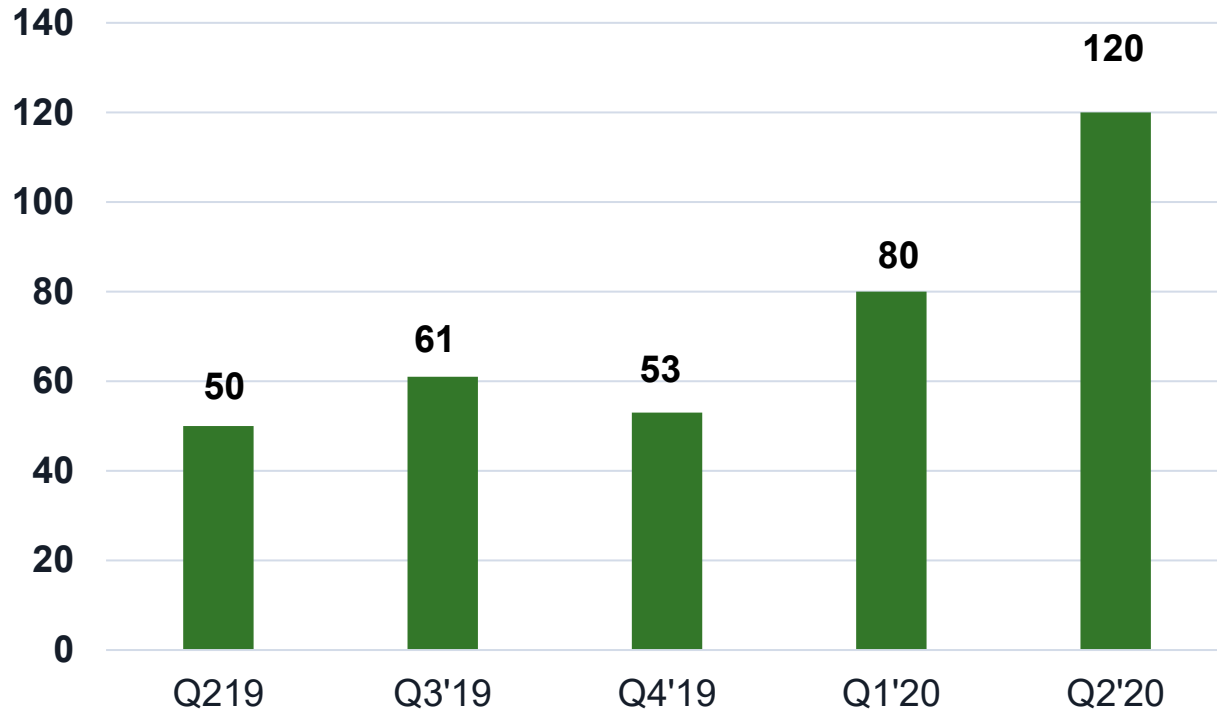
VA

U.S. Department
of Veterans Affairs

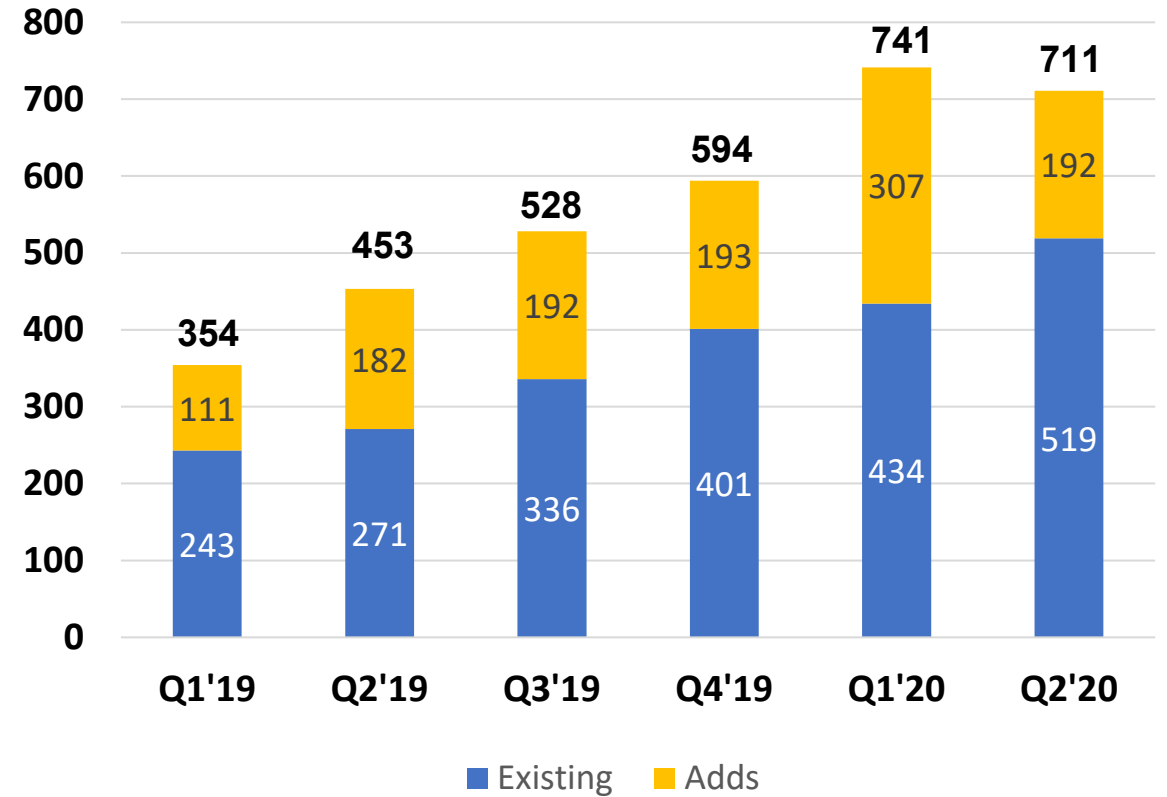
Backlog: Authorization to Revenue - Near-Term Indicator

Pipeline: Successful Evaluation to Authorization – Longer-Term Indicator

Backlog



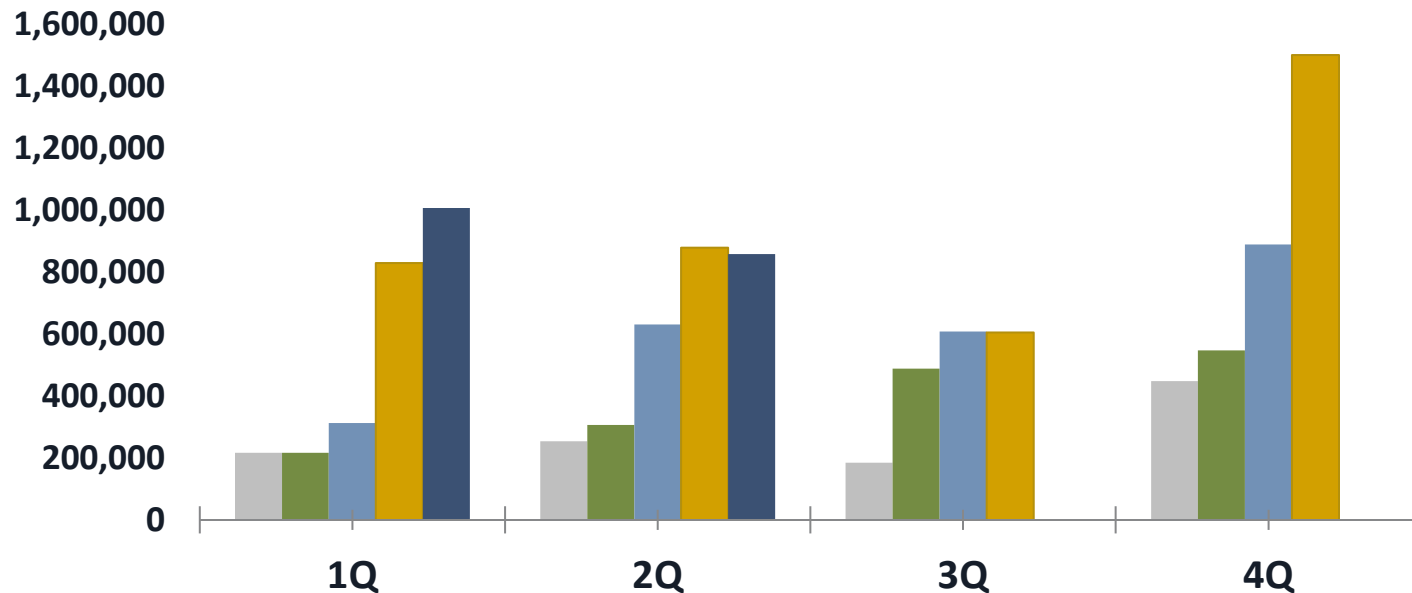
Pipeline



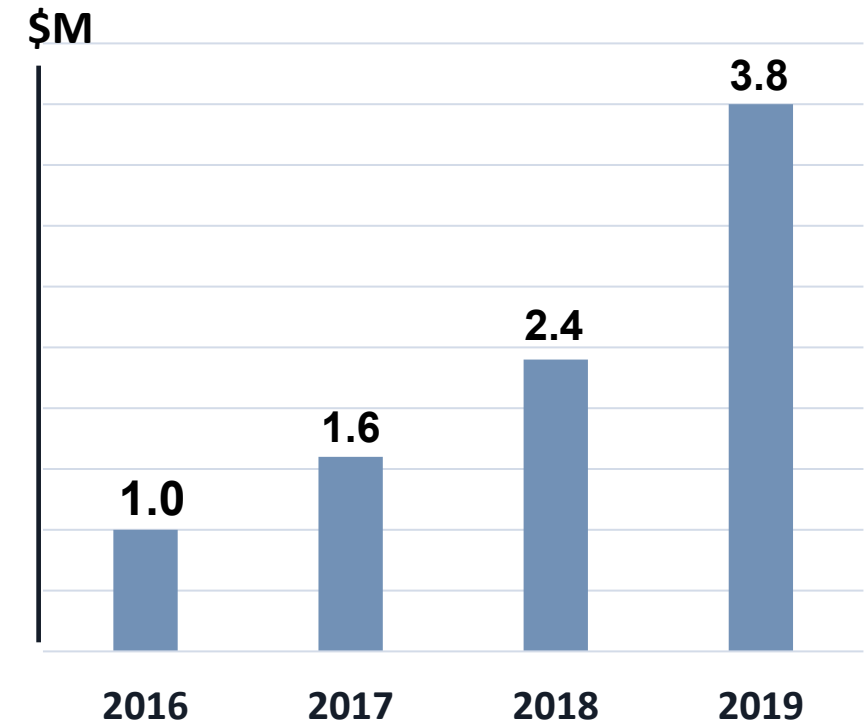
	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20
Authorizations	40	38	40	66	75
Revenue Units	36	22	43	30	24

Revenue Growth = 2016-2019 (50-60% Per Year)

Quarterly Revenue



Annual Revenue



■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020

P&L and Key Balance Sheet Metrics

P&L

(\$000's)	Q2		YTD	YTD
	2020	2019	2020	2019
Revenue	\$ 859	\$ 880	\$ 1,867	\$ 1,710
COGS	419	380	738	667
Gross Profit	440	500	1,129	1,043
Gross Margin	51.2%	56.8%	60.5%	61.0%
Operating Expenses:				
R&D	398	428	905	874
SG&A	2,891	2,779	6,495	5,559
Total	3,289	3,207	7,400	6,433
Operating Loss	\$ (2,849)	\$ (2,707)	\$ (6,271)	\$ (5,390)
Int and other exp, net	130	(42)	433	(84)
Change in fair value of derivatives	(40)	(99)	(122)	(141)
Loss on Ext. of Debt	348	-	507	-
	438	(141)	818	(225)
Net Loss	<u>\$ (3,287)</u>	<u>\$ (2,566)</u>	<u>\$ (7,089)</u>	<u>\$ (5,165)</u>

Key Balance Sheet Metrics

(\$000's)	Q2'20	Q1'20
Cash	\$ 10,733	\$ 13,726
Working Capital	9,955	11,438
Note Payable	1,068	1,725
Net Book Value	10,053	11,783
Shares Outstanding	3,224	2,815

Upcoming Goals and Milestones

- **Receive payment of first Medicare claims (2H 2020)**
- **Obtain case-by-case coverage policy by additional payers (2H 2020)**
- **Increase new “adds to pipeline” to 100/month, 1000 overall (2H 2020)**
- **Launch MyoPal pediatric device (2021)**
- **Achieve cash flow breakeven on a quarterly basis (4Q 2021)**

Proven Technology & Healthcare Leadership

Management Team Members



Paul R. Gudonis
Chairman & CEO

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



Jonathan Naft CPO, VP | GM

Developed new O&P industry products, Opened international markets for Myomo



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



Cliff Conneighton
Chief Marketing Officer

Led marketing to grow ATG to \$500M in revenues



Brandon Green, DO,CP
Chief Medical Officer

Obtained reimbursement for hundreds of Myomo devices



Courtney Maulen, MS, OTR/L

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



David Henry, CFO

Raised nearly \$900M in capital for public companies



Stefanie Dunaway, MS, OTR/L Clinical Services

Trained hundreds of OT's at rehab hospitals



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



Steve Sanghi
Board Advisor

Chairman, & CEO, Microchip Technology Inc.

Key Takeaways

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Thank You!



For Additional Information:

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