



**myomo**<sup>®</sup>  
*my own motion*

*Conquering Upper Limb Paralysis with  
Wearable Medical Robotics*

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

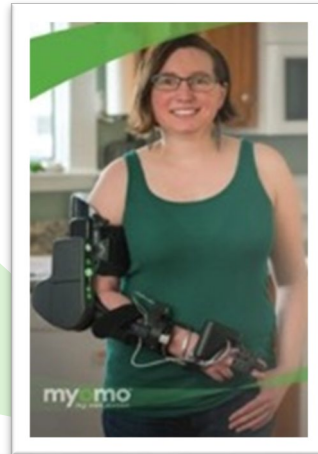
**Investor Presentation**  
**May 2021**

# 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.

# Company Overview

We design, manufacture and provide 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

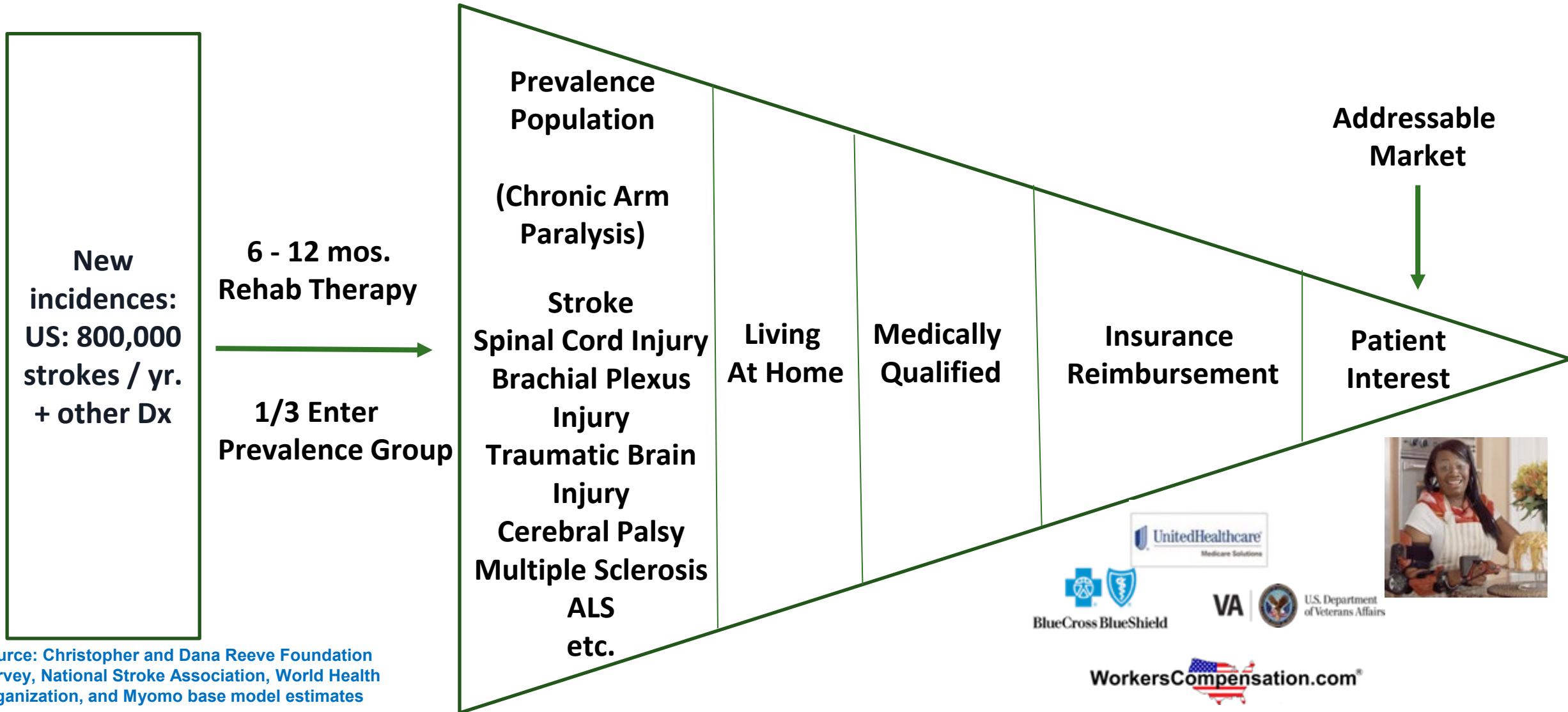
# Investment Highlights

- **Large unmet medical need and potential market expansion through product line extensions**
  - Patient Population with Chronic Arm Paralysis = Approx. 3M in US
  - New Incidences in US each year = Approx. 250K due to new strokes, other neuro conditions
  - Worldwide need: Prevalence = Approx. 1% of Population
- **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; new JV for China announced
- **Record candidate pipeline growth in Q1 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**
- **Q1 2021 revenue up 132% YoY; Growth rate of Revenues and Pipeline is accelerating**
- **Cash position as of 3/31/21 = \$17.4 million. With lower expected cash burn in 2021 as revenues scale we have sufficient cash without the need to access capital until well into 2022.**

# If You Know 100 People, You Probably Know Someone who needs a MyoPro



# A Large Unmet Need: Sizing the 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 Users and Value Propositions



**Bettina**

- Skiing accident @ age 15 led to brachial plexus injury
- No use of right arm for 20 years
- Avoided amputation by obtaining MyoPro



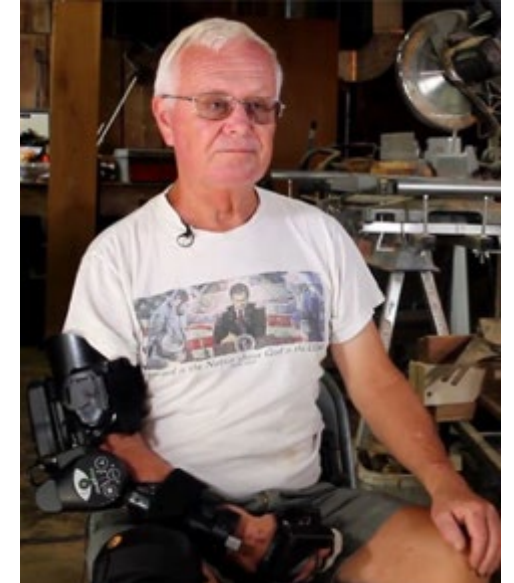
**Lucinda**

- Stroke during brain tumor operation
- Restored use of arm and hand
- Able to return to work



**Igal**

- No use of right arm, 4 years post-stroke
- Able to perform activities of daily living

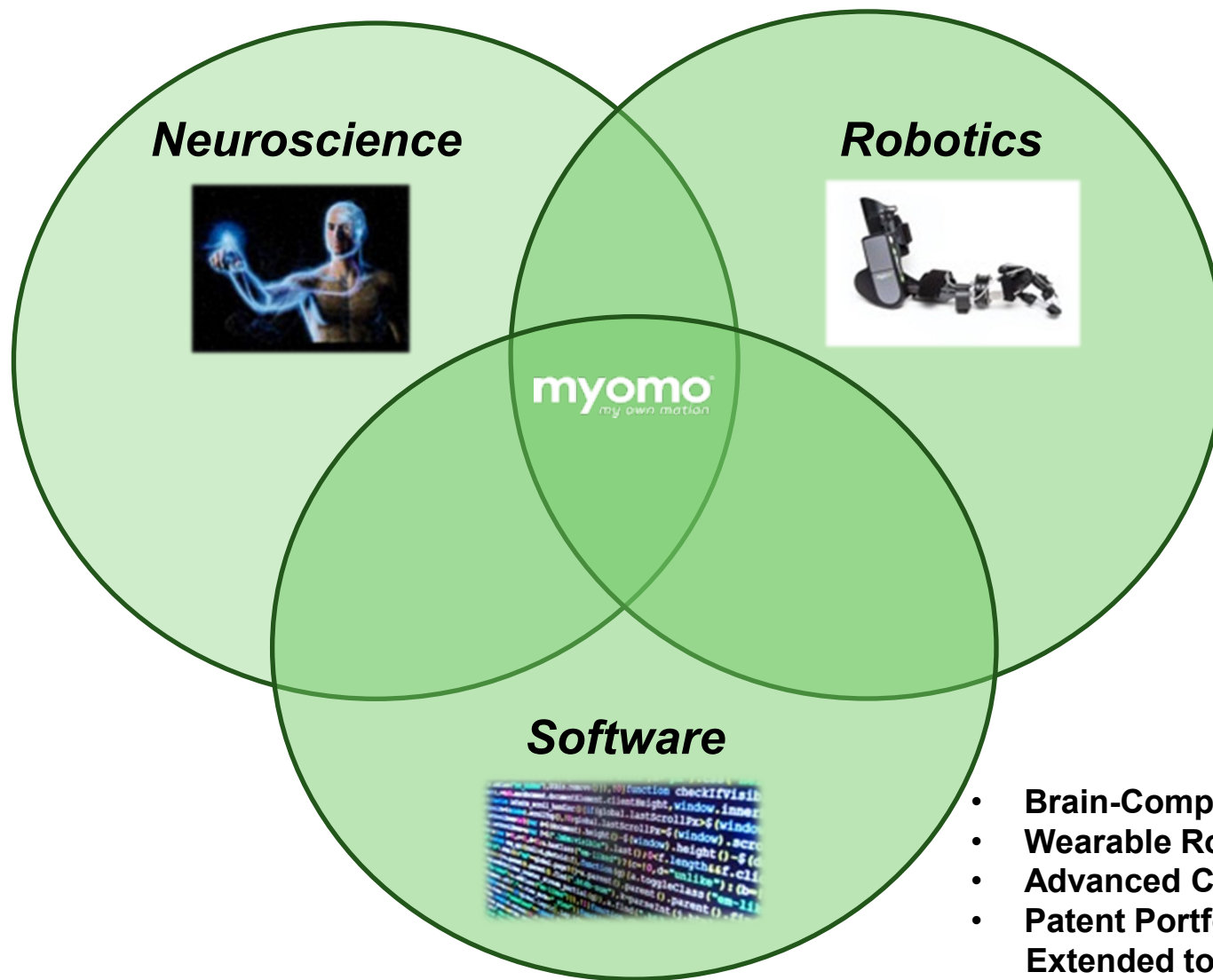


**Dave**

- US veteran, arm paralyzed due to stroke
- VA-provided MyoPro led to active use of arm and hand

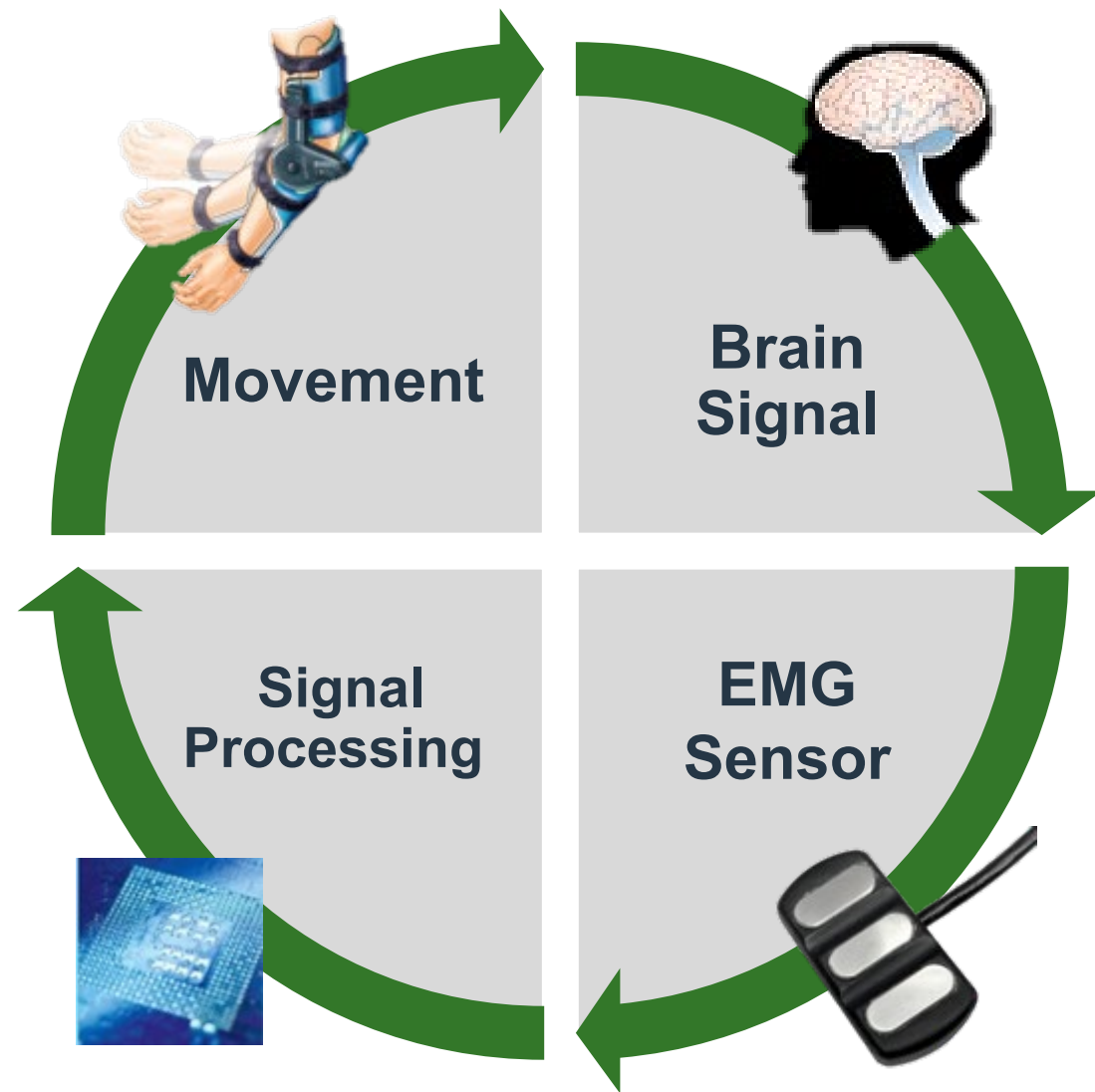
# Myomo's Technology Leadership

Operating at the Intersection of 3 Scientific and Engineering Disciplines

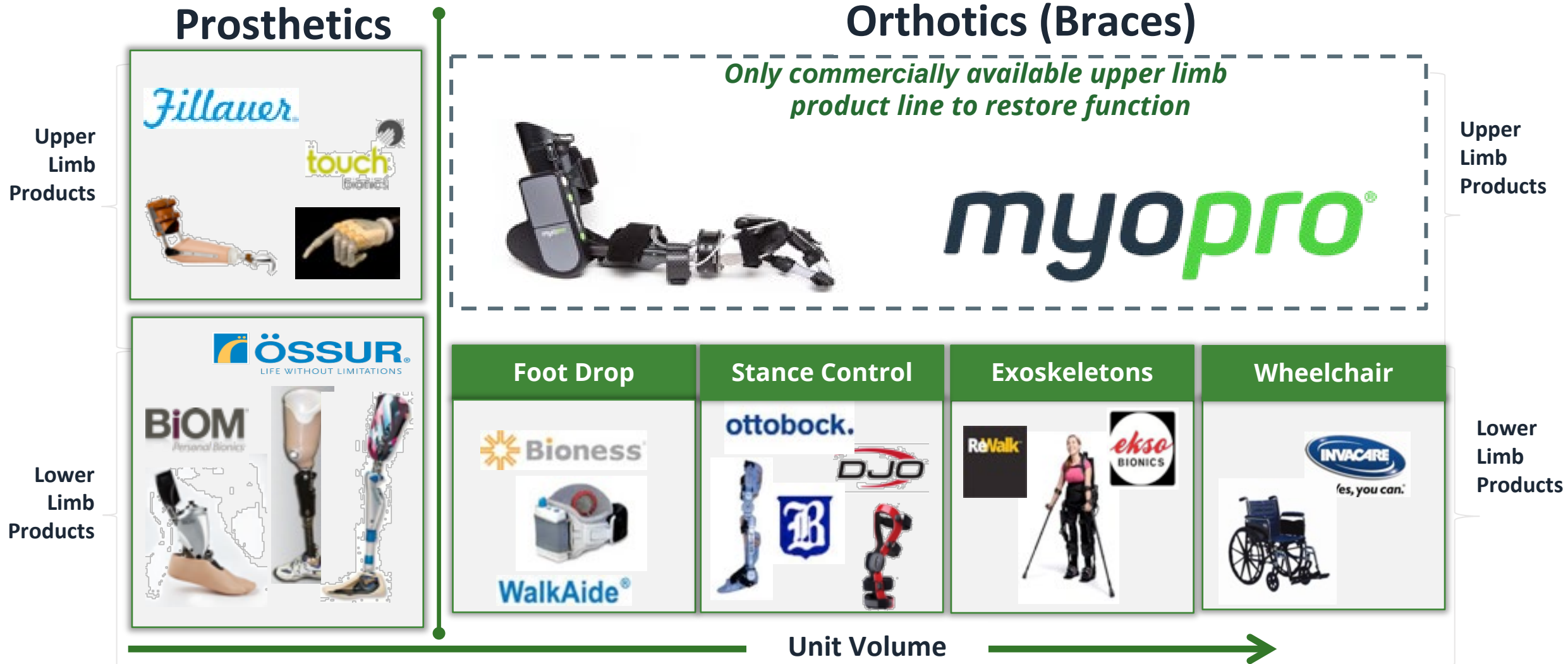


- Brain-Computer Interface via EMG Sensors
- Wearable Robotics
- Advanced Control Algorithms
- Patent Portfolio For EMG-Controlled Orthotics Extended to 2039

# MyoPro Powered Arm Brace: How it Works



# Competitive Positioning



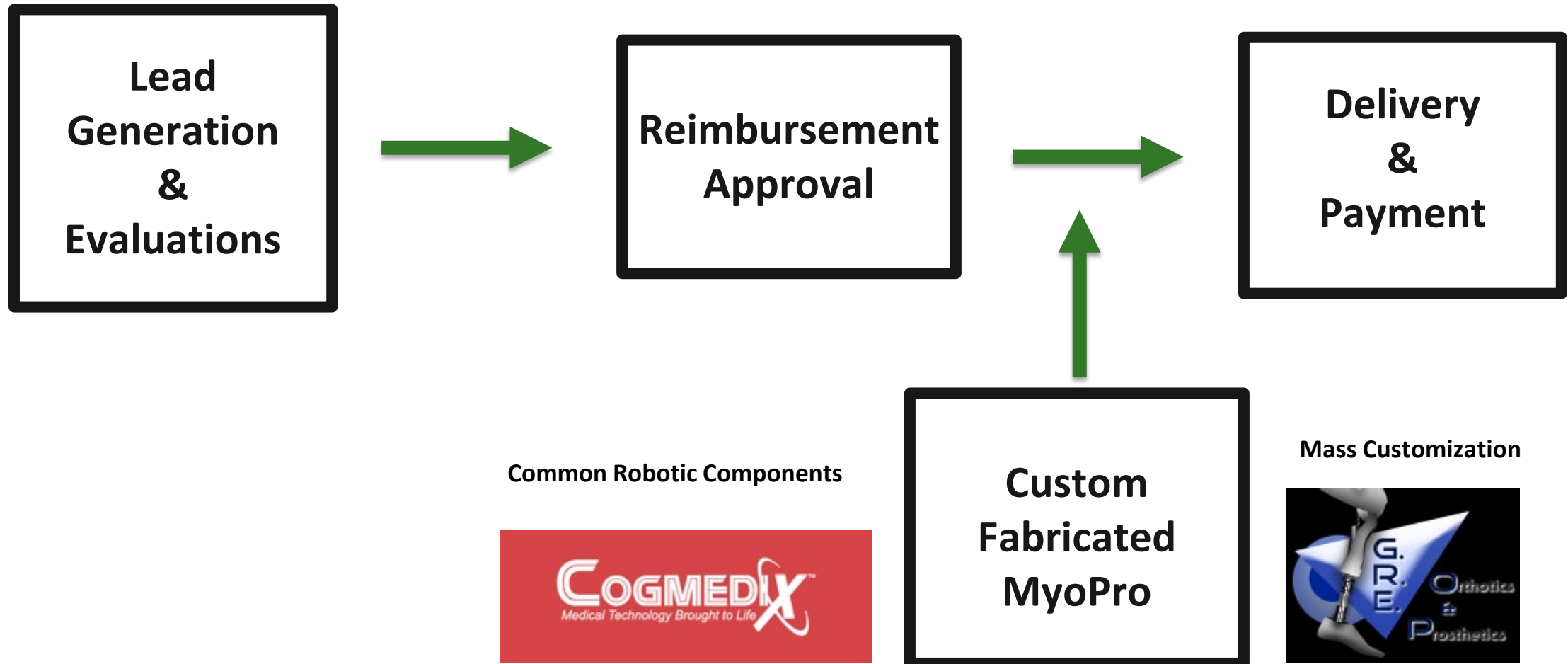
\* Orthotics and Prosthetics

# 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

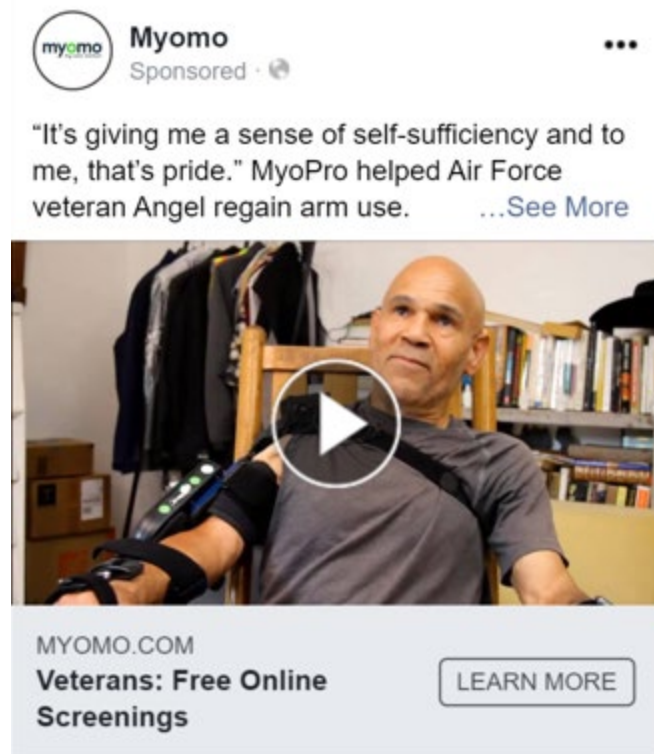


# Go to Market Approach: Direct Billing and Provider



# Filling the Pipeline via Digital Marketing and Telehealth

## Facebook Marketing Ad



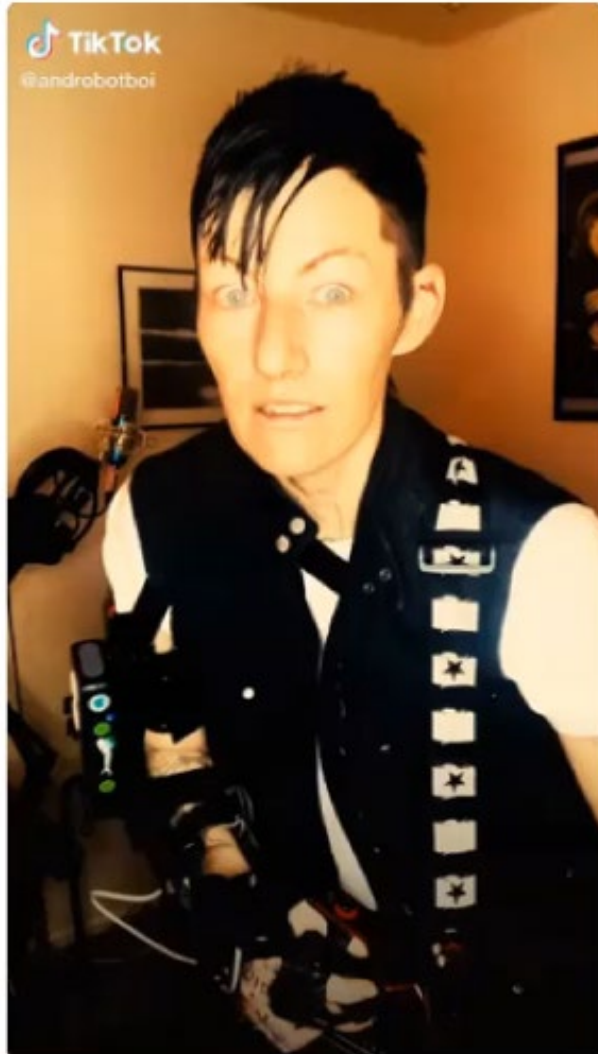
Digital marketing to patients and families (B2C)

## TeleHealth Evaluation



Moved online: faster, more convenient, less costly

# Meet Sara Groves – MyoPro User on TikTok



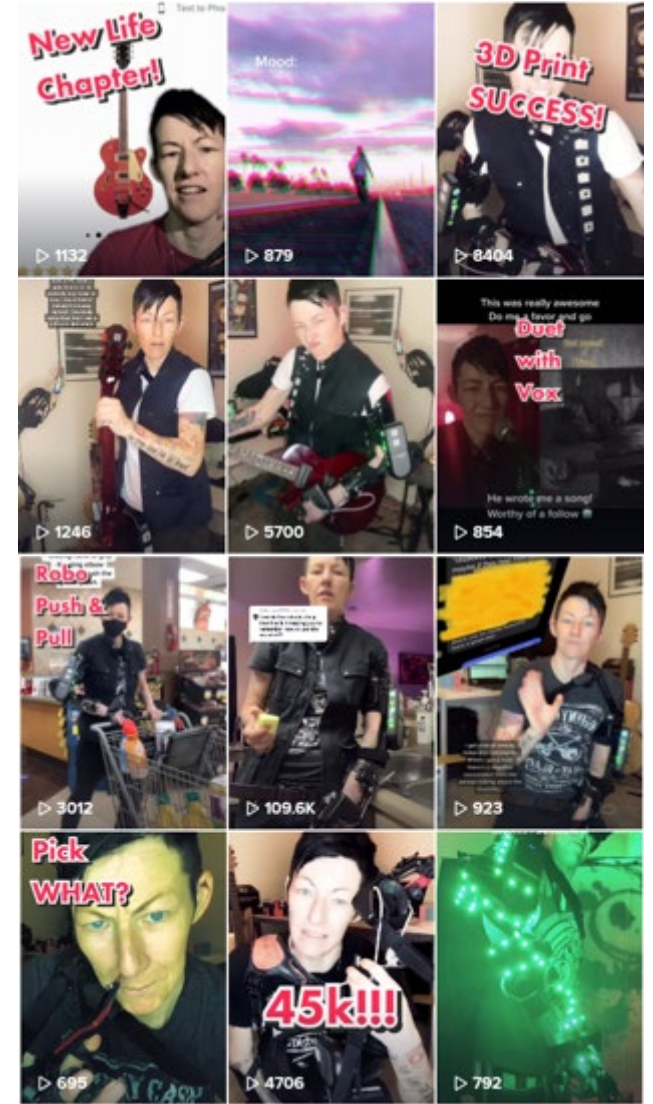
**androbotboi**

Andro ROBOT Boi

Follow

149 Following 46.1K Followers 735.2K Likes

Andro ROBOT Boi  
support: \$androbotboi



[Click here](#) to watch Sara's TikTok video.

# Expanding list of Payers Reimbursing for a MyoPro

## 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 under discussion

# 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](#)

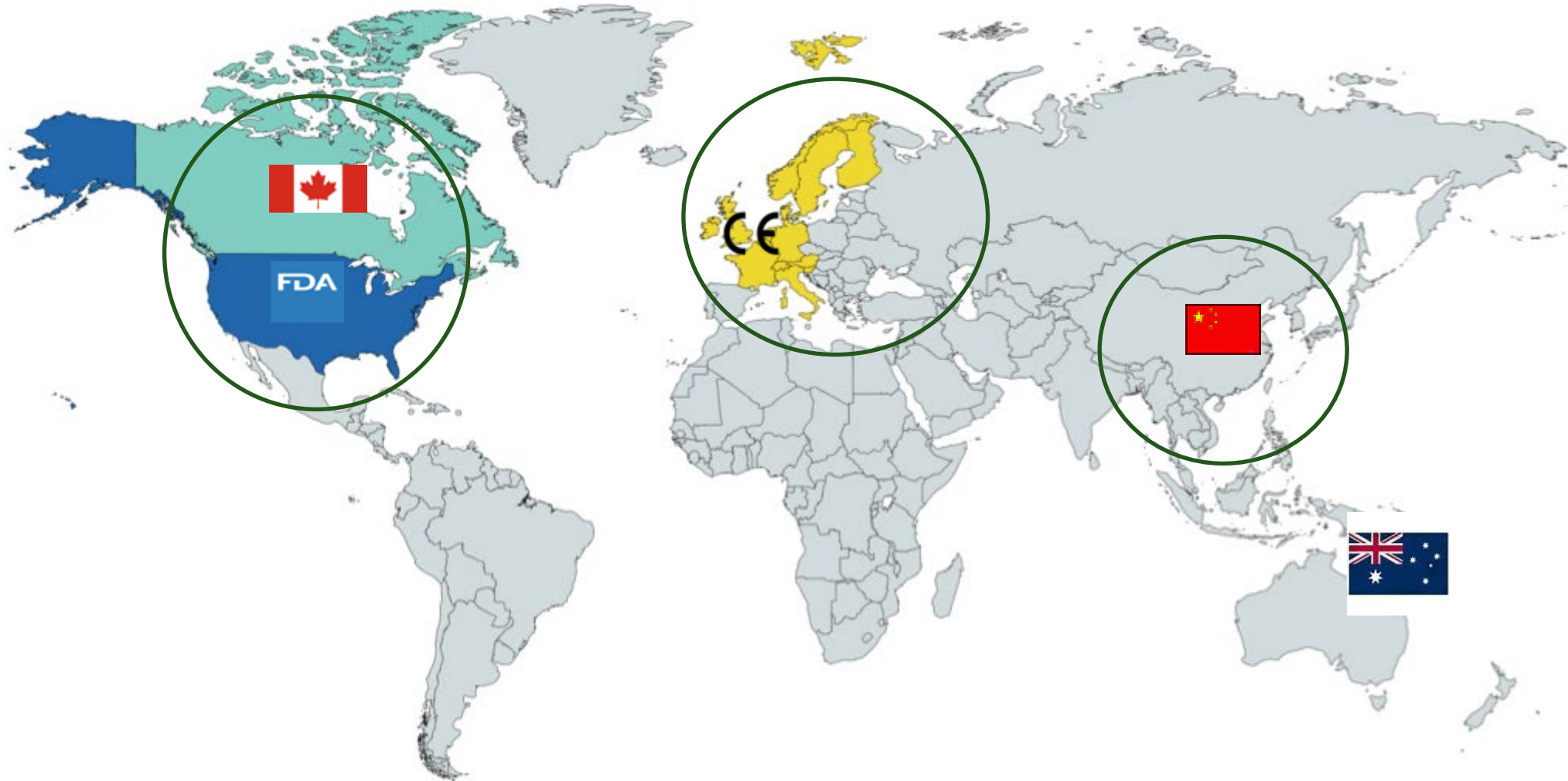
**Orthoses: Custom Fabricated (1 result)**

Viewing 1 - 1 of 1

| <a href="#">Supplier Information</a>                        | <a href="#">Distance</a>  |
|---|---|
| <p><a href="#">MYOMO</a></p> <p>1 BROADWAY 4TH FLOOR<br/>CAMBRIDGE, MA 02142<br/>(877) 736-9666</p> <p><a href="#">Map and Directions</a></p> | <p>0.80<br/>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

# Initial Steps to Address the Global Need



Created with mapchart.net ©

# European Expansion Underway and New China JV

## Europe

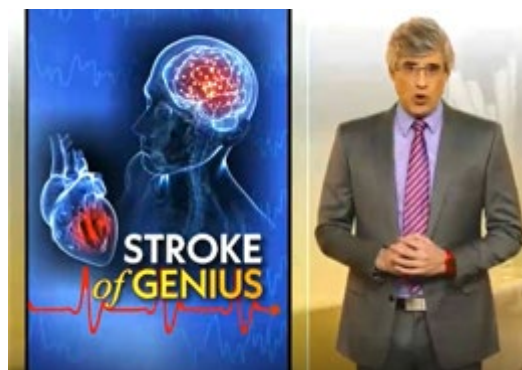
- Established Myomo footprint in Europe – Myomo Europe GmbH based in Germany
- Recruited O&P providers in Germany, Denmark, UK, Italy
- Obtaining initial reimbursements and booking orders
- Statutory Health Insurance to cover MyoPro in Germany on case-by-case basis; BARMER, Allianz and other payers (40% of population)

## China

- Announced Myomo China JV with Ryzur, medical device and rehab co.
- Chinese partners providing capital, local manufacturing and distribution
- Myomo to own 19.9% of JV
- JV to license Myomo technology for \$2.5M upfront + \$10M+ over 10 years
- Myomo to maintain IP on control system chips and software

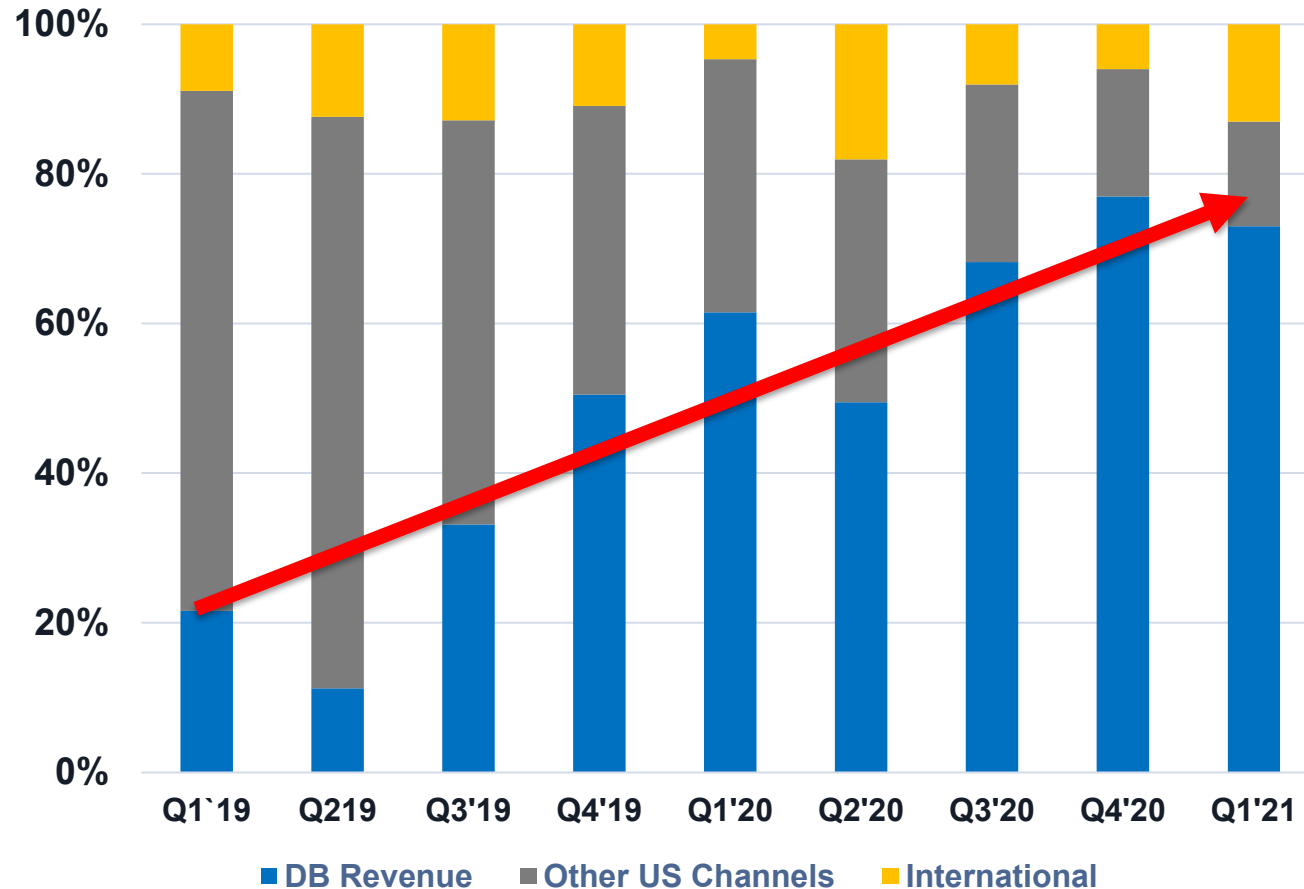
# Recap of Recent News Announcements

- **MyoPro Featured on German TV Show**
- **CBS Sunday Morning (1/31) on research with MyoPro @ T Jefferson Univ Hospital**
- **MyoCare Program Introduced to Support Users**
- **Myomo Certified as a Medicare Provider**
- **VA Research Finds MyoPro Delivers Meaningful Improvements in Motor Function for Brain Injury Patient**
- **New US/EU Patents Issued; Valid to 2039**
- **MyoGames Introduced for Users**



# MyoPro Delivery and Payment: Shift to Direct Billing

Revenue Percent by Channel

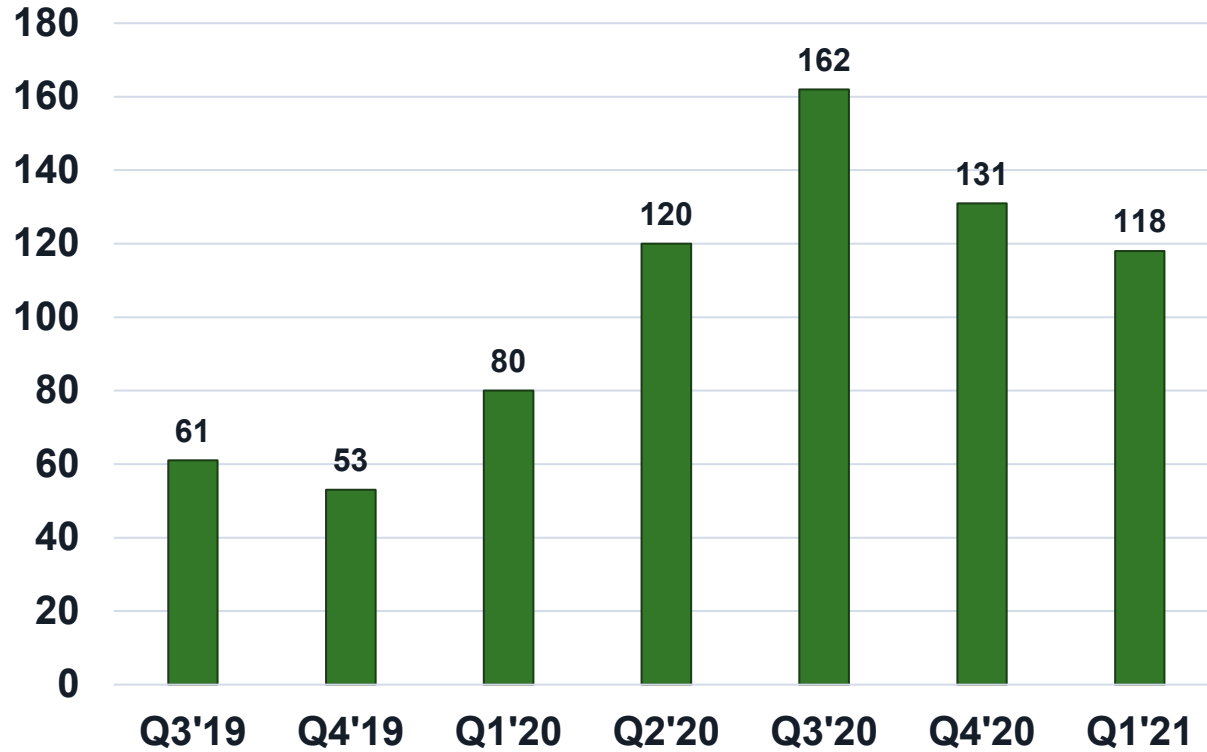


- **Emphasis on the direct billing channel results in higher average selling price and higher gross margin per unit**
- **International revenue expected to grow in the future as we capitalize on favorable coverage policy in Germany and work to obtain coverage policies in other countries**
- **Revenue recognition timing:**
  - **Direct Billing – Effective Q4'20, certain payers recognized on delivery (represents 40% of direct billing revenue), rest upon payment, 45 days to 6 months after delivery**
  - **O&P/VA Channels – Upon shipment**
  - **International – Upon delivery**

# Backlog: Authorization to Revenue - Near-Term Indicator

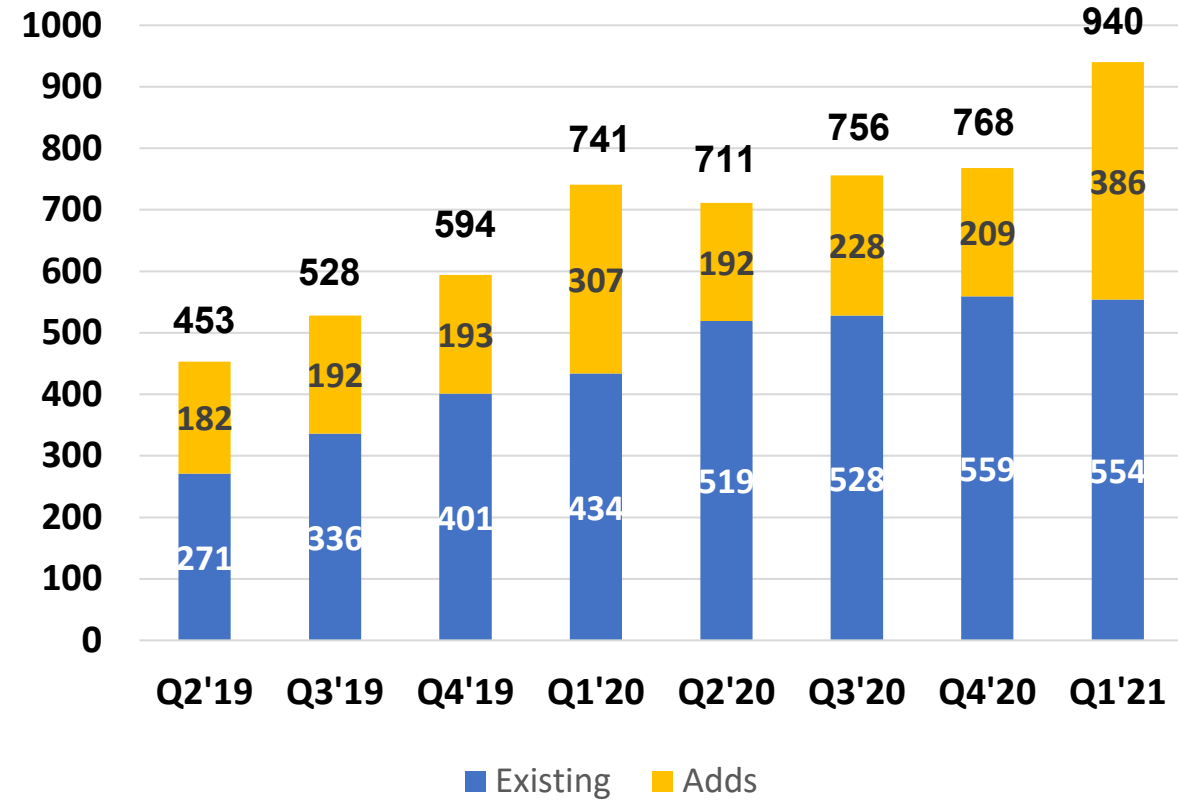
# Pipeline: Successful Evaluation to Authorization – Longer-Term Indicator

### Backlog



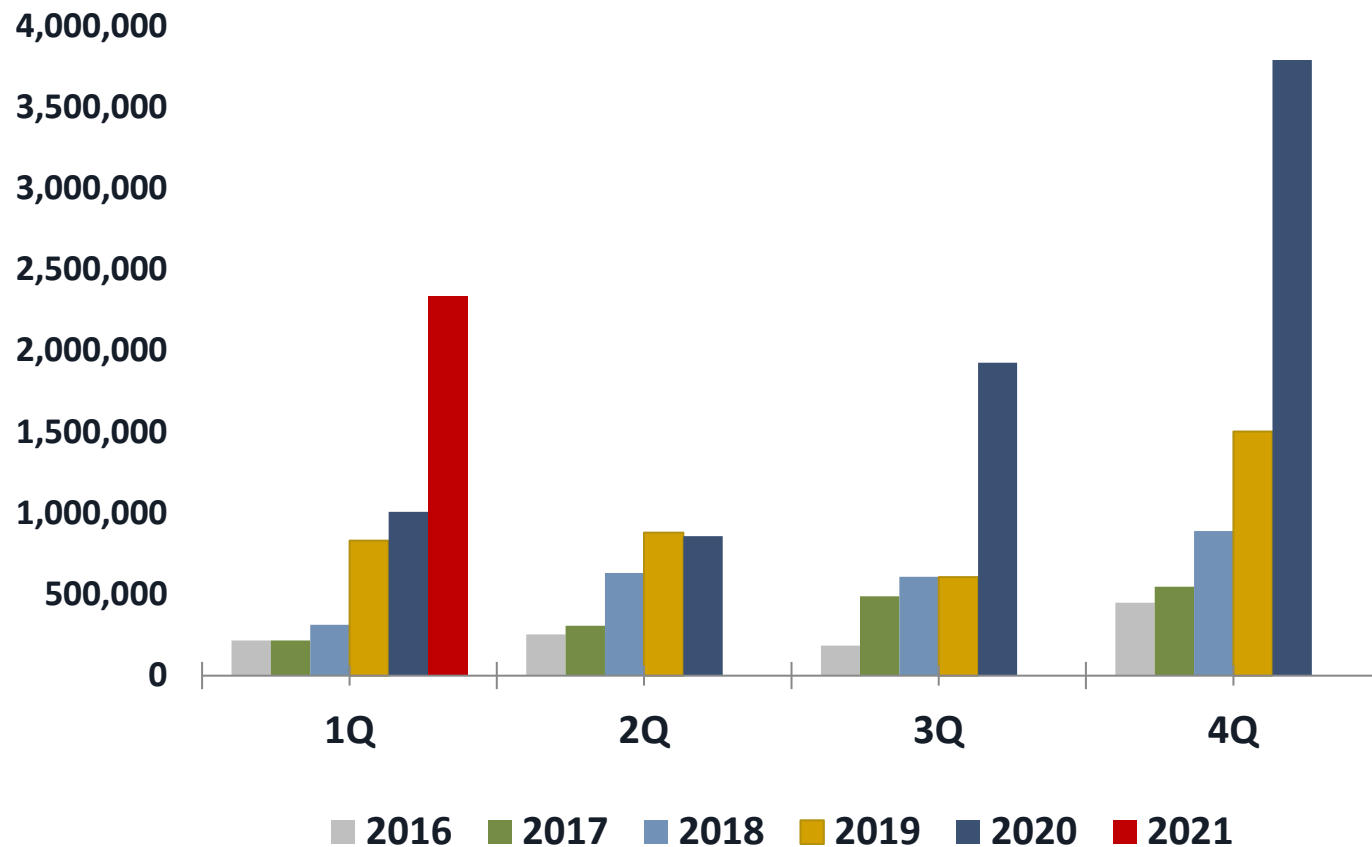
|                       | Q3'19     | Q4'19     | Q1'20     | Q2'20     | Q3'20     | Q4'20     | Q1'21     |
|-----------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Authorizations</b> | <b>38</b> | <b>40</b> | <b>66</b> | <b>75</b> | <b>98</b> | <b>86</b> | <b>66</b> |
| <b>Revenue Units</b>  | <b>22</b> | <b>43</b> | <b>30</b> | <b>24</b> | <b>51</b> | <b>97</b> | <b>65</b> |

### Pipeline

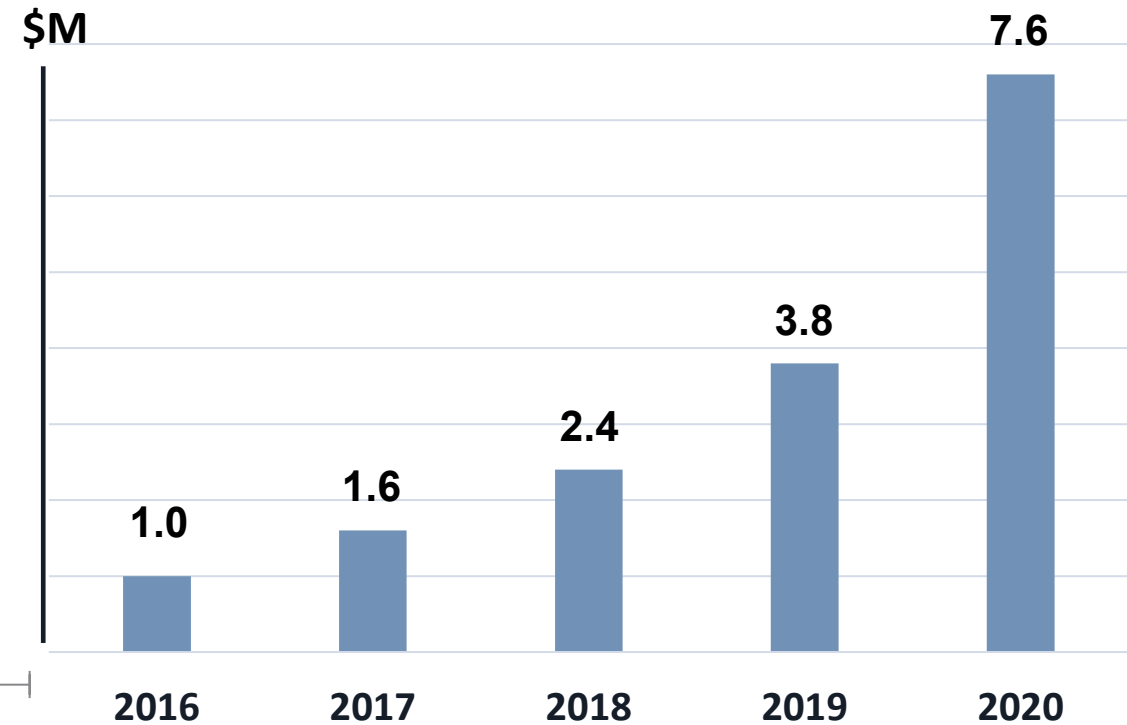


# Q1 2021 Revenue Growth = 132% YoY

## Quarterly Revenue



## Annual Revenue



# P&L and Key Balance Sheet Metrics

## P&L

| (\$000's)                           | Actual<br>Q1'21 | Actual<br>Q1'20 | Actual<br>2020 | Actual<br>2019 |
|-------------------------------------|-----------------|-----------------|----------------|----------------|
| Revenue                             | \$ 2,336        | \$ 1,008        | \$ 7,583       | \$ 3,838       |
| COGS                                | 623             | 319             | 2,600          | 1,421          |
| Gross Profit                        | 1,713           | 689             | 4,983          | 2,417          |
| Gross Margin                        | 73.3%           | 68.4%           | 65.7%          | 63.0%          |
| Operating Expenses:                 |                 |                 |                |                |
| R&D                                 | 526             | 507             | 1,669          | 1,750          |
| SG&A                                | 4,120           | 3,605           | 13,817         | 11,462         |
| Total                               | 4,646           | 4,112           | 15,486         | 13,212         |
| Operating Loss                      | \$ (2,933)      | \$ (3,423)      | \$ (10,503)    | \$ (10,795)    |
| Int and other exp, net              | -               | 302             | 475            | 112            |
| Change in fair value of derivatives | -               | (82)            | (123)          | (194)          |
| Loss on Ext. of Debt                | -               | 159             | 709            | -              |
| Income Taxes                        | 28              | -               | -              | -              |
|                                     | 28              | 379             | 1,061          | (82)           |
| Net Loss                            | \$ (2,961)      | \$ (3,802)      | \$ (11,564)    | \$ (10,713)    |

## Key Balance Sheet Metrics

| (\$000's)          | Actual<br>Q1'21 | Actual<br>Q4'20 |
|--------------------|-----------------|-----------------|
| Cash               | \$ 17,371       | \$ 12,241       |
| Working Capital    | 15,832          | 11,576          |
| Net Book Value     | 16,067          | 11,565          |
| Shares Outstanding | 5,604           | 4,593           |

# Target: Achieve Cash Flow Breakeven in Q4 2021

## Key Drivers

- **Increasing # of Patient Candidates entering the Pipeline**
- **Continued Shift to Direct Billing = Higher ASP and Margin**
- **Demonstrating Operating Leverage: Q1 2021 Oper. Loss = \$2.9M, Q1 2020 = \$3.4M**
- **Grow Backlog of Authorized MyoPro's for Delivery and Payment by Sept 30, 2021**
- **Requires ~ \$7M revenue in Q4 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



**Dr. Harry Kovelman**  
**Chief Medical Officer**

Track record of expanding patent access for new technologies



**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



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

Oversees clinician training and user support



**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.

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# Thank You!



## For Additional Information:

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**David Henry, CFO**

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