

# INVESTOR PRESENTATION AUGUST 2025

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

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Conquering Upper Limb  
Paralysis with Wearable  
Medical Robotics

**myomo**  
my own motion



# 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.

# Investment Highlights

1

**CMS Reimbursement Fees  
Opens Access to Large  
Medicare-age Population**

2

**Up to 600,000+ Patient  
Prevalence Population –  
Equating to a Sizable  
Market Opportunity**

3

**First-Mover Advantage in a  
Large and Growing Market  
with Strong Competitive  
Position**

4

**Technology Leader with  
Exciting Product  
Development Roadmap**

5

**Accelerating Direct  
Billing Pipeline and  
Growing Orthotics &  
Prosthetics (“O&P”)  
Channel**

6

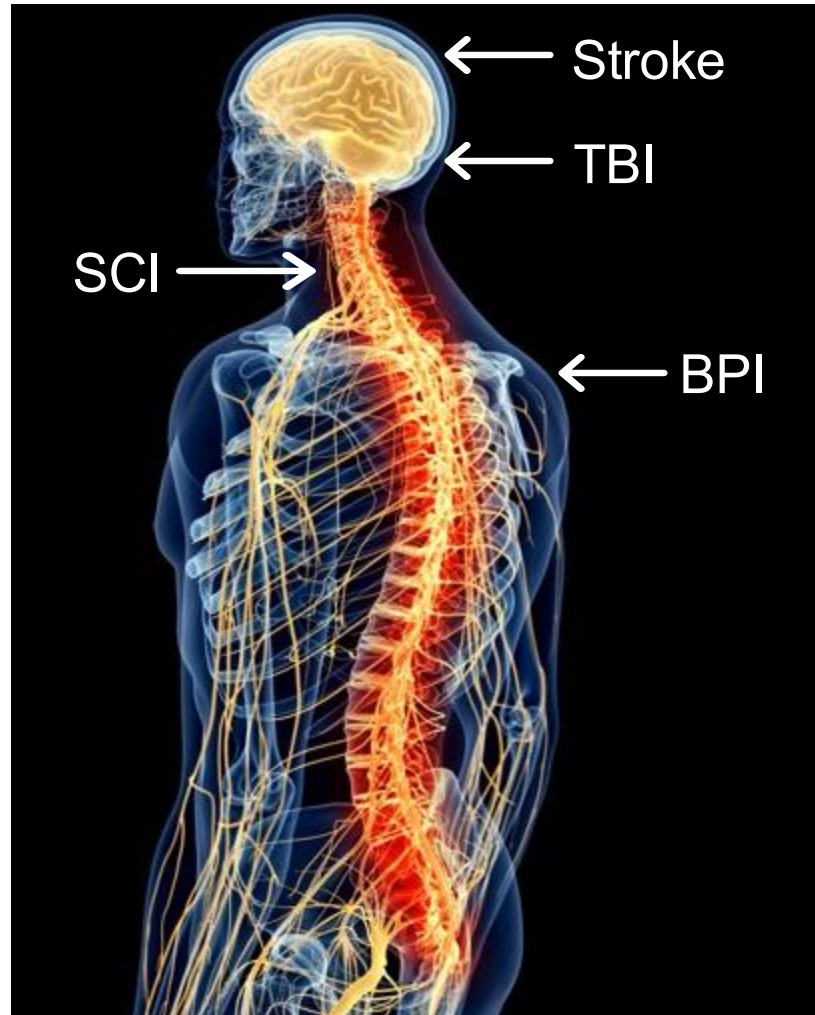
**Attractive Margin Profile  
with Expanding Operating  
Leverage at Scale**



# 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:

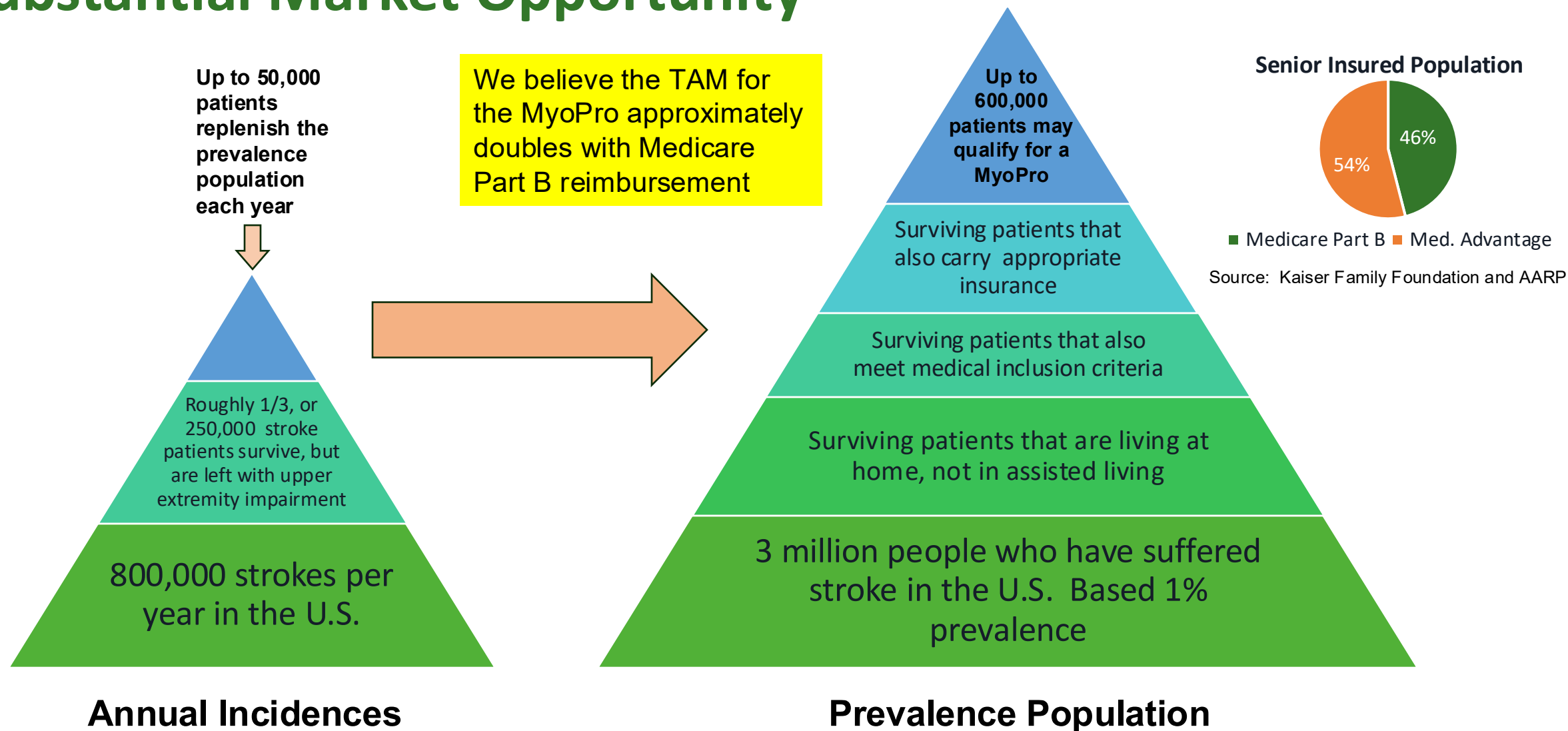
- Botox
- Baclofen



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



# Substantial Market Opportunity





# Reimbursement and Contracting Status

## 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 January 1, 2025, the updated published fees for our HCPSC codes:
  - L8701 (Motion W) - \$34,284
  - L8702 (Motion G) - \$67,453

Medicare Advantage plans are required to follow Medicare coverage guidelines.

- Applying legal pressure to increase pre-authorization rates

Have entered into contracts with commercial payers covering over 25 million lives.

- Benefit is in-network status with established fee schedule

More than 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. 100% win rate.

**BARMER**

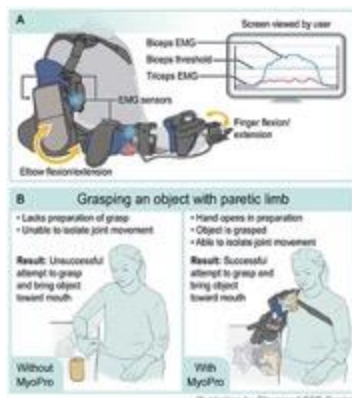
- Based on our reimbursement track record, if a qualified patient wants a MyoPro in Germany and will participate in the appeals process, they will eventually get one.

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



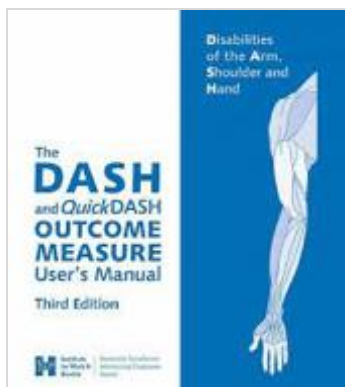
**Other Markets:** Reimbursement is obtained by working through local O&P distribution partners on a case-by-case basis (UK, Italy, Denmark)

# 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:



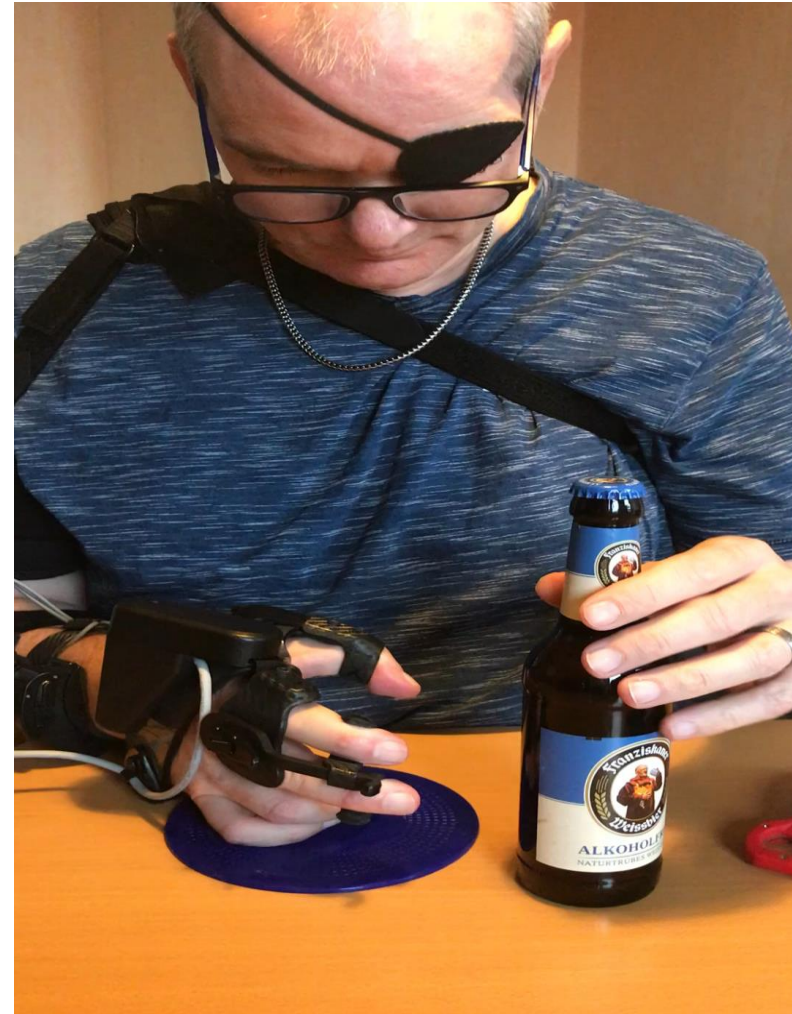
U.S. Department  
of Veterans Affairs



**Kessler**  
REHABILITATION CENTER

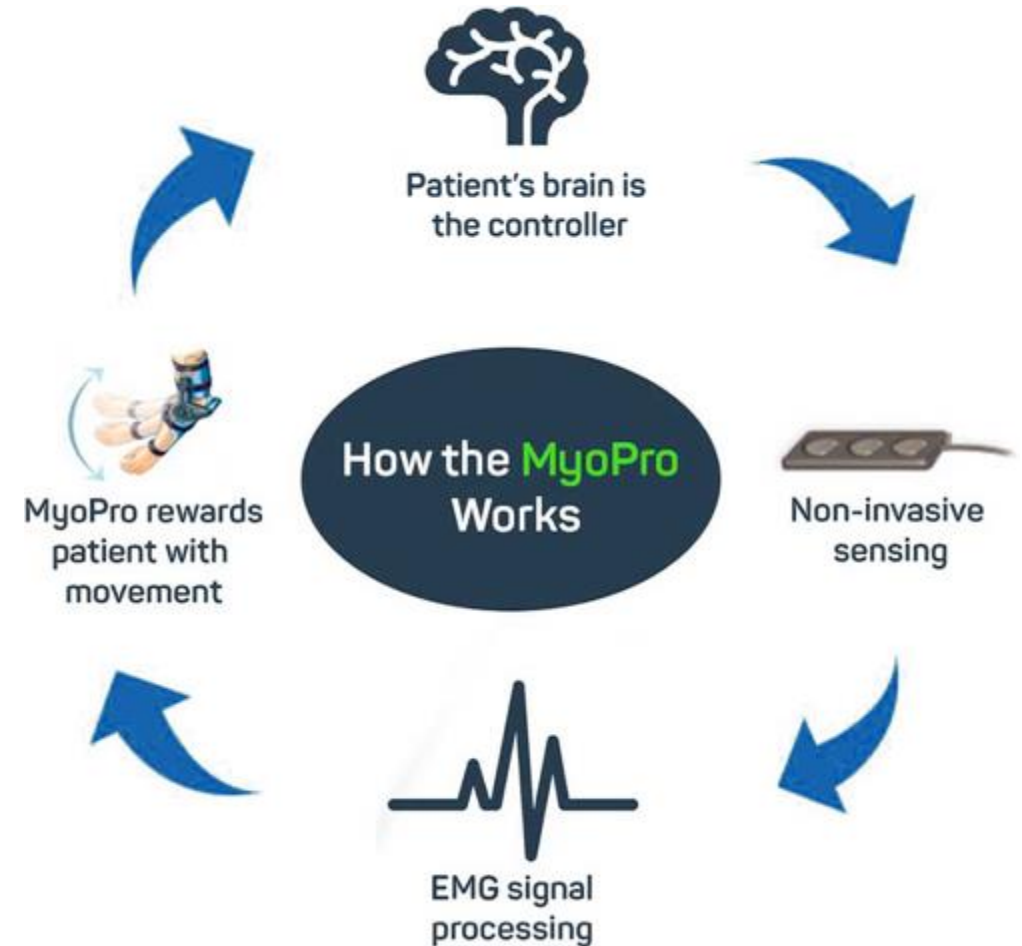


# Enabling a Paralyzed Arm to Move Again



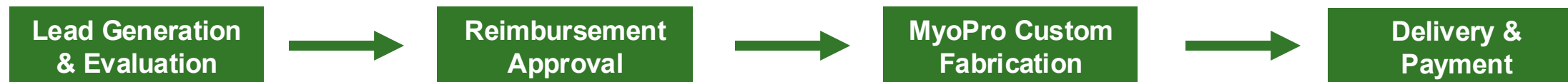
# MyoPro Powered Arm Brace: Only Device to Restore Function

- 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
- 35 Patents in U.S. and International markets valid through 2042. Additional patents pending.
- MyoPro 2x launched in April. Improves ease of donning and user experience.





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



*New MyoPro 2x*

Remote Measurement,  
3D Printed  
and In-House  
Manufacturing



Fitting by licensed CPO  
Referral to OT for training  
MyoCare Coaches

# Cost-Effective TV Advertising for Target Demographic

**MyoPro Can Make Your Life Easier**



Without MyoPro



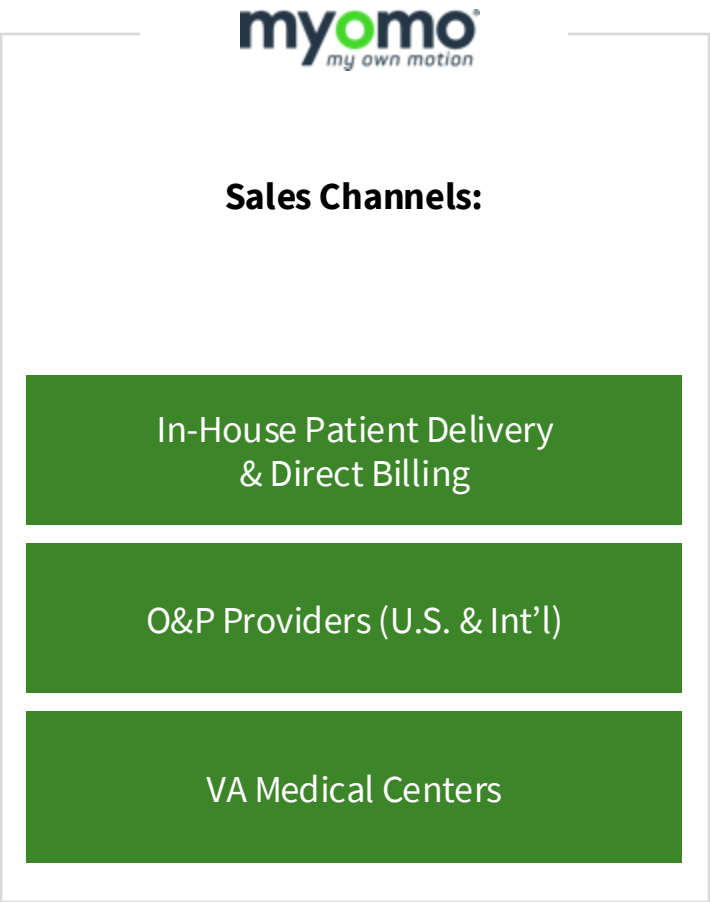
With MyoPro

**800-453-1234**

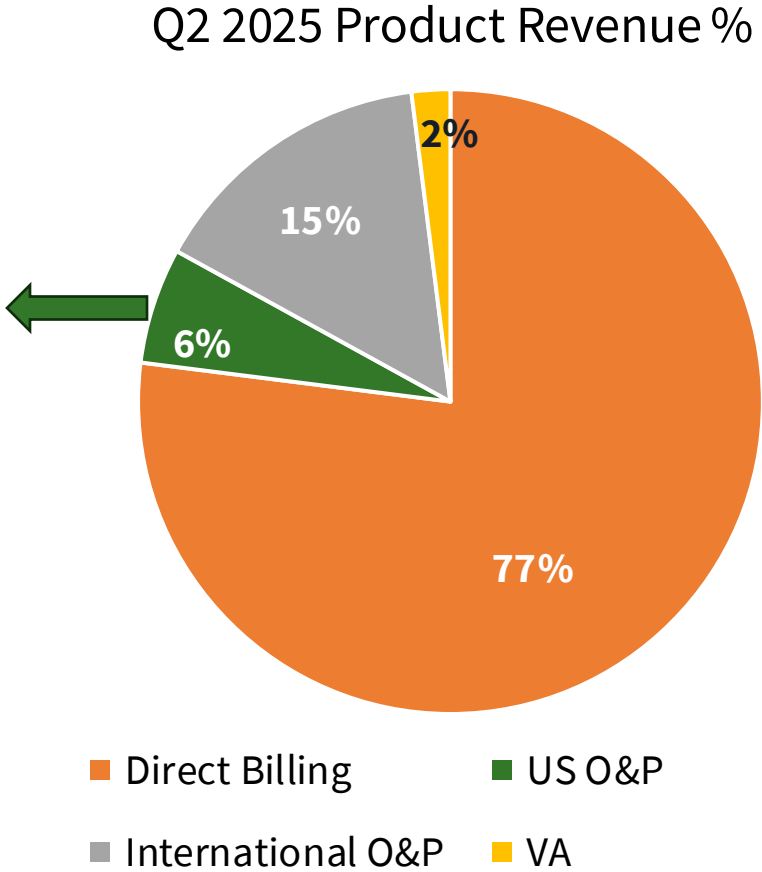
**MyoPro.com**

*Now accepting Medicare!*

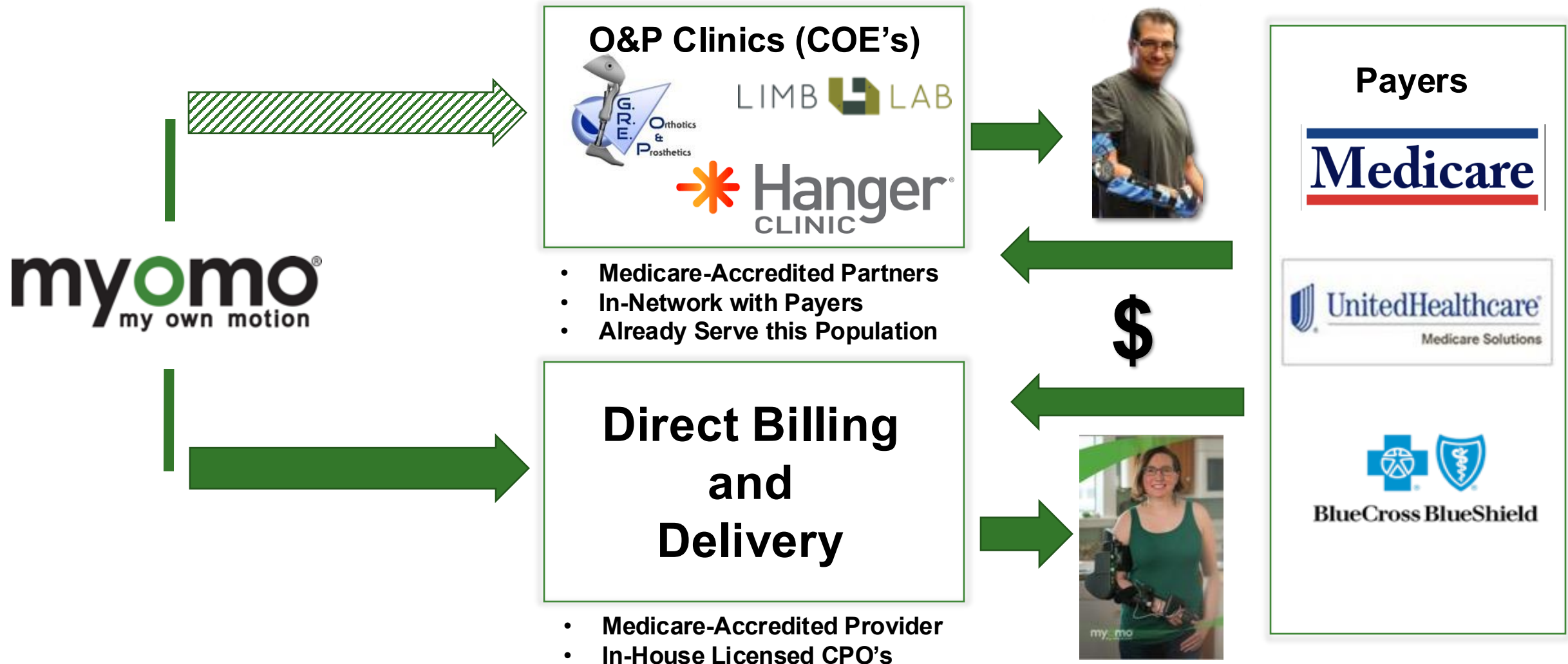
# Go-to-Market Approach: Multi-Channel, Emphasis on Direct Billing and International Sales



With Medicare Reimbursement, we are building the O&P channel



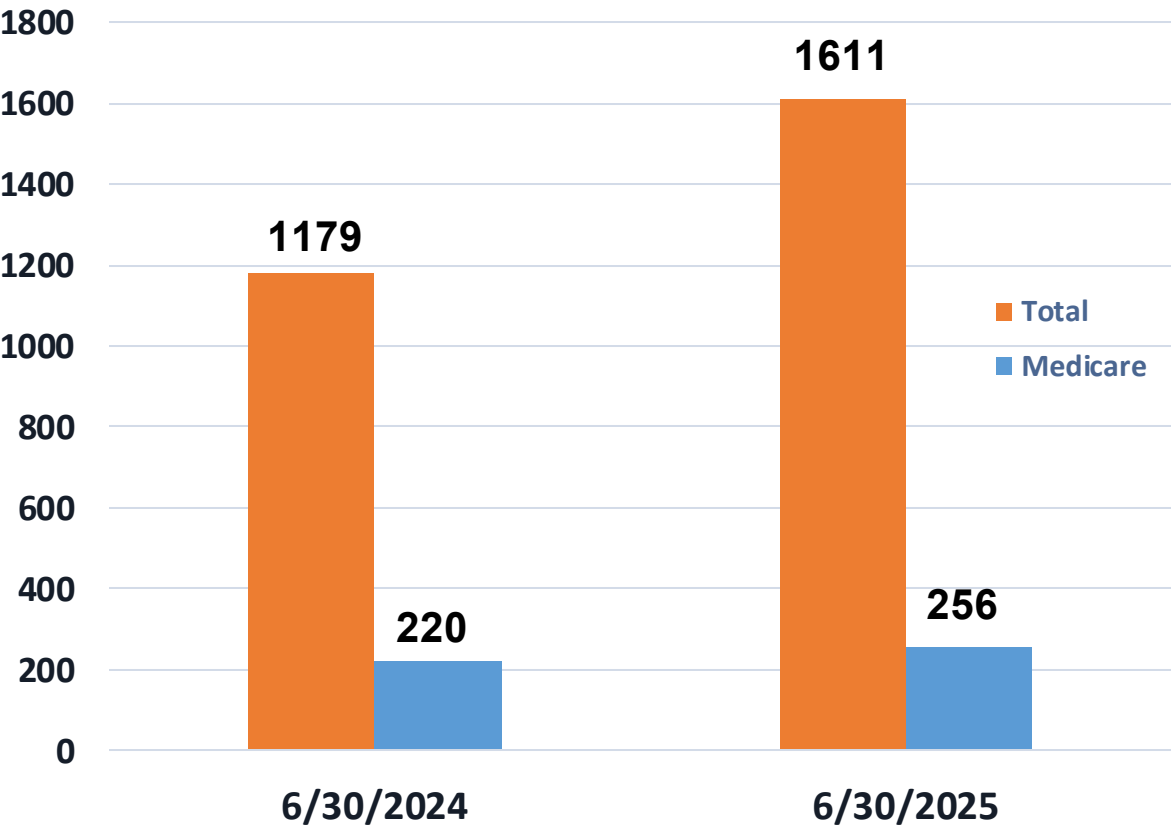
## With Reimbursement in Place, We Are Developing a Nationwide Network of MyoPro Centers of Excellence (COE's)





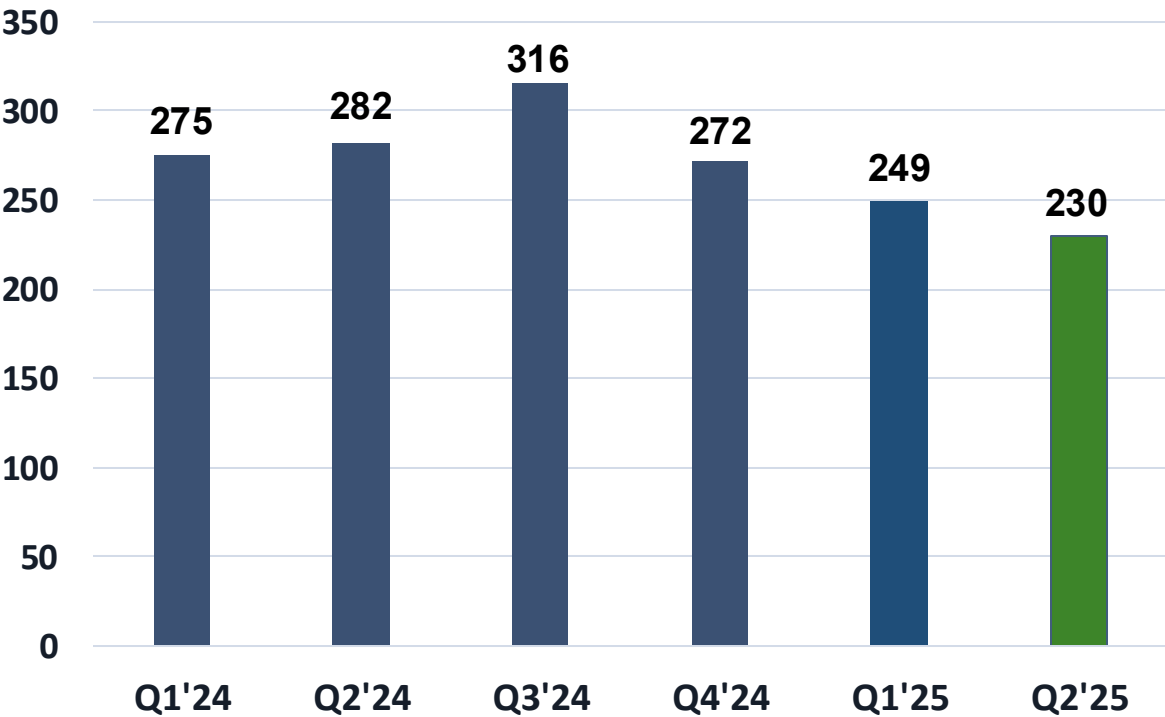
# Key Metrics: Pipeline and Backlog

Pipeline



➤ 61% of total pipeline represents Medicare Advantage patients.

Backlog: More Fill Units  
Increasing Velocity



	Q1'24	Q2'24	Q3'24	Q4'24	Q1'25	Q2'25
Authorizations	180	213	225	233	213	207
Revenue Units	91	158	161	220	182	178
Book-to-Bill*	1.49	1.04	1.21	0.84	0.87	0.89

\* Net of drops from the backlog

# P&L and Key Balance Sheet Metrics

## P&L

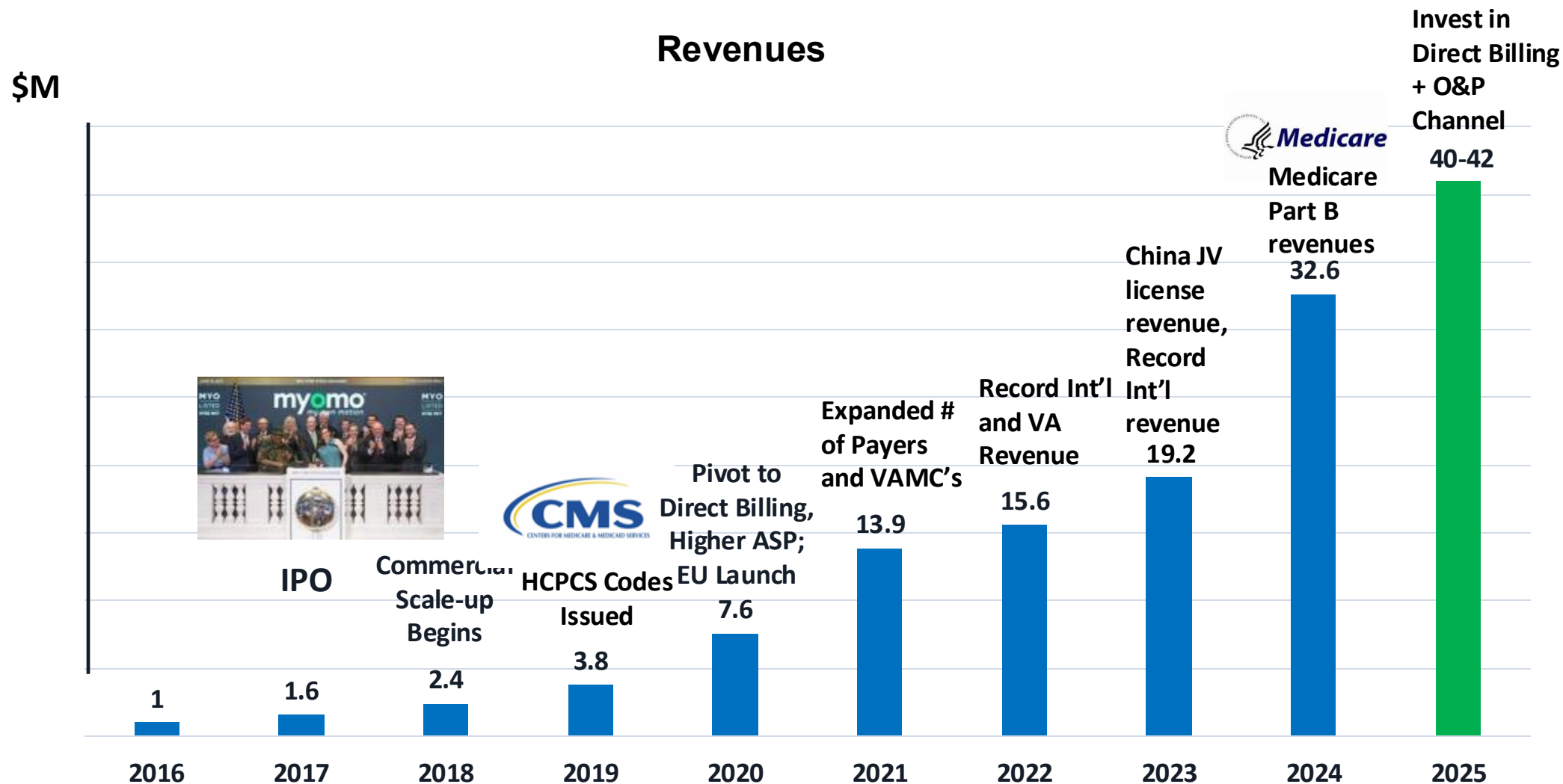
(\$000's)	Actual Q2'25	Actual Q2'24	Actual 2024	Actual 2023
Product Revenue	\$ 9,652	\$ 7,520	\$ 32,551	\$ 17,476
License Revenue	-	-	-	1,765
Total Revenue	9,652	7,520	32,551	19,241
COGS	3,600	2,195	9,366	6,059
Gross Profit	6,052	5,325	23,185	13,182
Gross Margin	62.7%	70.8%	71.2%	68.5%
Operating Expenses:				
R&D	2,001	1,007	4,772	2,636
Selling, Clinical & Mtkg	5,234	2,777	12,237	9,043
G&A	3,407	2,656	12,383	9,735
Total	10,642	6,440	29,392	21,414
Operating Loss	(4,590)	(1,115)	\$ (6,207)	\$ (8,232)
Interest income	(106)	(107)	(389)	(410)
Other expense	-	-	-	170
Income Taxes	148	114	366	156
	42	7	(23)	(84)
Net Loss	\$ (4,632)	\$ (1,122)	\$ (6,184)	\$ (8,148)

## Key Balance Sheet Metrics

(\$000's)	Actual Q2'25	Actual Q1'25
Cash & Investments	\$ 15,482	\$ 21,524
Working Capital	16,290	19,422
Debt	4,000	-
Shareholders' Equity	17,615	21,687
Shares Outstanding	42,144 *	41,500

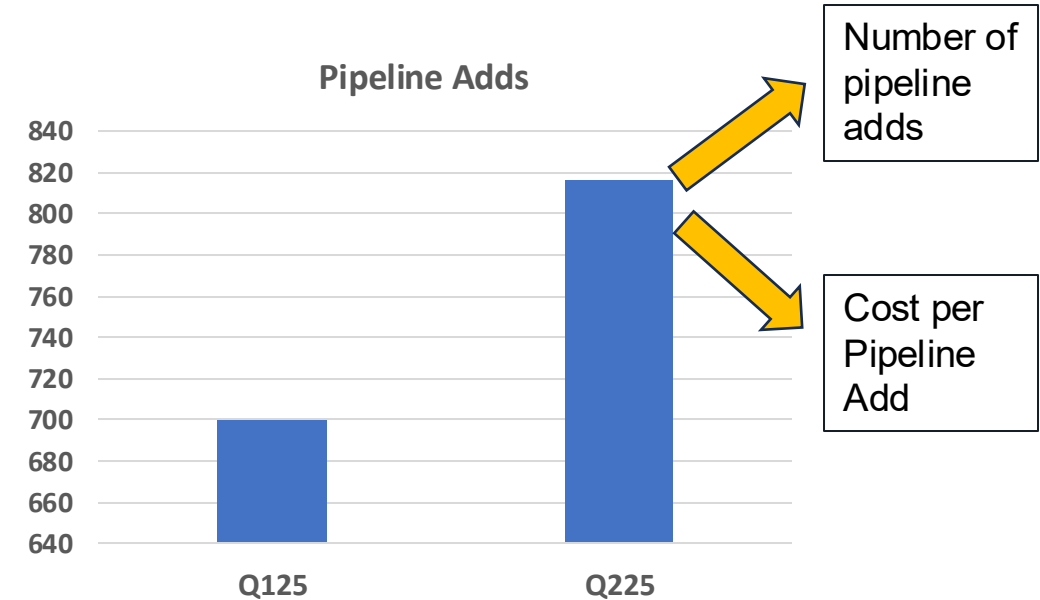
\* Includes unexercised pre-funded warrants

# Key Milestones Driving Revenue Growth



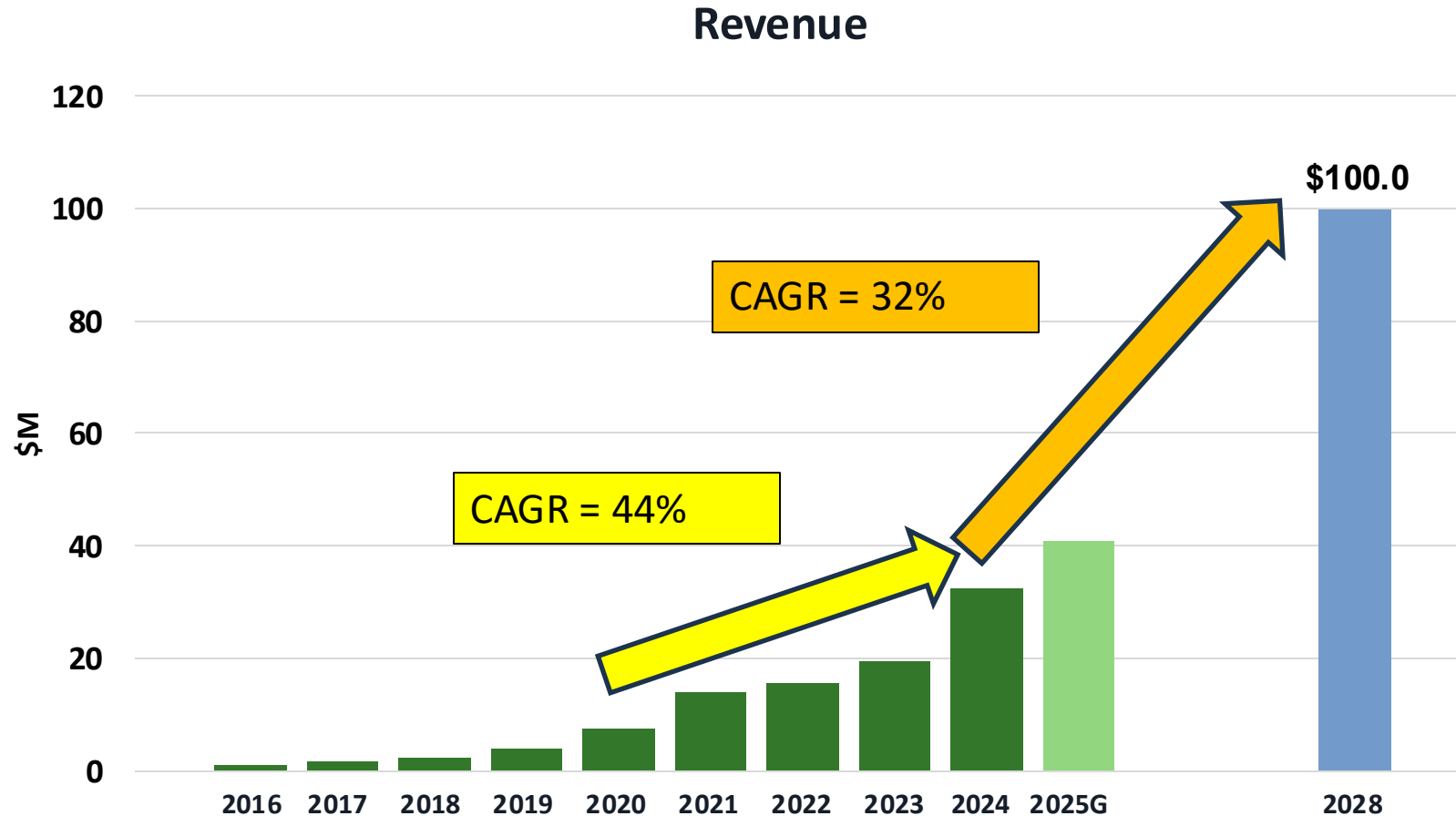
# Current Operating Priorities

- **Grow patient pipeline at a lower cost per pipeline add.**
  - Shift advertising media mix
- **Expand sources of patient candidates.**
  - O&P channel
  - Clinical referral network
  - Engage patients closer to stroke incidence
- **Manage Operating Expenses**
  - Recent headcount reduction and limiting hiring for the near term
  - Manage fixed costs to afford growth in advertising spending to fill the pipeline
- **Reduce cash burn in 2H 2025**





# Long-Term Financial Model



## Other LT targets:

- Gross Margin: 70 – 72%
- EBITDA Margin: 15% - 20%
- Cash Flow Breakeven Revenue: \$17M-\$18M per quarter

# 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



### Colin Anderson Dir – Global Operations

Experienced at scaling operations in med device industry

## Board of Directors



### Thomas Kirk Lead Independent Director

Former CEO, Hanger Clinics



### Thomas Crowley Board Member

Experienced Med Device CEO



### Milton Morris Board Member

Former President & CEO, Neuspera Medical; Boston Scientific exec



### Heather Getz Board Member

CFO & COO  
Butterfly Network, Inc.



### Yitzchak Jacobovitz Board Advisor

Partner and Lead Healthcare Analyst  
AIGH Capital Management

# Thank You!



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