Conquering Upper Limb Paralysis with Wearable Medical Robotics
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Why Myomo?

Large Unmet Need in the US and Worldwide for Upper Limb Paralysis

Only Commercially Available Upper Limb Medical Device

Platform Technology Reduces Total Cost-of-Care

Growing Body of Clinical Evidence

Largest Home User Base in Wearable Robotics Market

Exclusive Licensee of MIT Developed IP

Clear and Attainable Roadmap to Reimbursement Code

Attractive Gross Margins of Over 70%

Proven Management Team and Advisors
Significant Unmet Need

One of Every 100 People You Know Has at Least Some Form of Paralysis
Myoelectric Orthotics: Restore Function, Real World Benefits

Neuroscience & Robotics Technology for Cost-effective Treatment of Upper Limb Paralysis

1. User’s Brain is the Controller
2. Sensors Detect Muscle Signal
3. Surface EMG Signal Processing
4. MyoPro® Powered Arm Brace Assists with Movement
Commercial Stage, Proprietary Product Line

Exclusive Licenses on Patented Technology Developed at MIT

➢ Commercial Stage; Registered with FDA as low risk Class II Device
   Non-invasive, signals are read from sensors resting on skin

➢ 3rd generation MyoPro models weigh 2-4 pounds
   Each generation has offered more function, lighter weight and improved margins

MyoPro Elbow

Training & Evaluation System

Motion W (Wrist)

Motion G (Powered Grasp)
Proven Technology & Healthcare Leadership

Executive Management

Paul R. Gudonis | Chairman & CEO
Robotics, Software, HBS MBA, BSEE

Jonathan Naft CPO, VP | GM
O&P Industry Leader, BME

Davie Mendelsohn, RN | VP Sales
Ossur, Ottobock, Touch Bionics

Brandon Green, DO, CP | CMO*
Medical Director of United Prosthetics

Gene Tacy, MSEE | VP of Engineering
Intel, GE Corporate R&D, NComm Inc.

Ralph Goldwasser, CPA | CFO
Unica Corporation, BBN Inc., Avici Systems

Board of Directors & Advisors

Ross D. Zafonte, DO | Chair, Scientific Advisory Board
Harvard Medical School, Spaulding Rehabilitation Hospital

Thomas Kirk | Lead Independent Director
Former CEO, Hanger Clinics
Past President, AOPA Industry Association

Amy Knapp | Board Member
Former Senior Executive, United Healthcare

Steve Sanghi | Board Member
CEO, Microchip Technology Inc.

Thomas Crowley | Board Member
Experienced Med Device CEO

* Part Time
Large Market Opportunity

**Total US Market Potential**

$10 B  
**Total US Market Size**  
25% of 3M existing cases of upper extremity paralysis

+$1.2 B  
**New Incidences / Year**  
25% of 350k new cases each year  
*Assumes average selling price of $13.4k per device*

**Total Worldwide Market Potential**

$30 B  
**Estimate Includes:**  
US + EU + ROW

CAUSES OF UPPER EXTREMITY PARALYSIS

- Stroke
- Brachial Plexus Injuries
- Spinal Cord Injury
- Multiple Sclerosis
- Traumatic Brain Injury
- ALS
Competitive Landscape

Only Commercially Available Upper Limb Product Line to Restore Function

Prosthetics
- Fillauer
- ÖSSUR

Orthotics
- myo

Upper Limb Products
- Foot Drop
  - Bioness
  - Ottobock
  - DJO

Stance Control
- WalkAide

Exoskeletons
- RdWalk

Lower Limb Products
- Only Commercially Available Upper Limb Product Line to Restore Function

Unit Volume
Compelling Economic Benefits

Enable Users to Return to Work, Raise Children, or Use Both Arms to Accomplish Vocation

- Promotes productivity at home and in the work environment
- Financial and social benefits of employment, engagement

Allow Individuals with Difficulties Performing Activities of Daily Living to Live Safely at Home

- Restoration of upper limb function will result in fewer fall related emergency room visits
- Increase level of activities
- Avoid need for institutionalization

Vital case made for:

➢ Reduction in total cost of care
➢ Fewer medications and surgical interventions
➢ Economic cost and burden of unemployment, decreased productivity
➢ Improved output on easy to use, portable, lightweight system

**In the US, 5% of community residents require daily help, consuming 23% of all healthcare spending**
Supported by Growing Body of Clinical Evidence
Moving from Controlled Introduction to Scale Up

Phase I
R&D

Phase II
Controlled Introduction

Phase III
Commercial Scale Up

Phase IV
Broader Adoption

Phase V
Standard of Care

2006

2012

2017

2019E

2021E
Ottobock Distribution Partnership

- World’s Largest Provider of Prosthetics and Orthotics
- $1B Revenue
  - Operations in 50 Countries
- 3-Year Exclusive Agreement
  - Annual Minimum Volume
  - Initial Markets: US, Canada, Germany

Prosthetics
- Upper Limb
  - Michealangelo
  - BeBionic
- Lower Limb
  - C-Leg
  - BiOM Ankle

Orthotics
- Stance Control
- C-Brace
Over 600 Units Shipped

Hybrid Sales & Marketing Strategy with Steady Progress on Product, Distribution, Data, Reimbursement

Platform Technology: 3rd Generation in Market with Growing Pipeline

MyoPro Centers of Excellence

Over 20 VA Hospitals Prescribing
Growth via Recurring Revenue Model

Fosters Visibility, Inventory Management, Sales & Marketing Productivity

➢ Generate Repeat Orders from Practitioner Relationships as MyoPro becomes part of Standard of Care for Patients with Upper Limb Paralysis

➢ Key Opinion Leaders, Medical Doctors, O&P Practices, Occupational Therapists

➢ MyoPro Centers of Excellence

➢ VA Medical Centers

➢ Establish Growing # of MyoPro Centers of Excellence

➢ Top 50 Metro Areas in US

➢ International Markets: Germany, Canada to start
Clinical Facilities Engaged

Patient Orders; Market Traction

Geographic Expansion

Expanding Product Line

Multiple Sales & Marketing Levers
US Reimbursement: Strategy for Broad Coverage

_Hundreds of Devices Have Been Reimbursed to Date_

- DME Misc. Code: L3999
- Reimbursement ranges from $20,000 to $50,000 based on MyoPro model
- VA, Private Payers, Worker’s Comp
- Case-by-Case Coverage & Appeals
- Next Steps: HCPCS Code, Coverage Policies
## Target Milestones

**Strategic Goal: Become Standard of Care for Upper Limb Paralysis**

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Corporate Profile

Corporate Structure

• Spun out of MIT in 2006
• Approx. $20M capital raised to date
• Privately held: Management, Individuals and Mountain Group Capital

Financials

• Revenues > $1M
• Gross Margins > 70%

Operations

• Outsourced, ISO certified manufacturing
• 22 FTE
• Headquarters: Cambridge, MA
$15M Offering expected closing June 2017

To be listed NYSE MKT under trading symbol “MYO”
(subject to meeting NYSE requirements upon IPO)

Form 1A Filed with the SEC

$35M pre-money valuation

Up to 2M Shares @ $7.50 each

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