

DIH

**DEDICATED TO RESTORING MOBILITY AND
ENHANCING HUMAN PERFORMANCE**

**Investor Presentation
April 2024**

Nasdaq: DHAI

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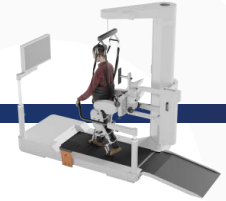
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DIH at a glance:

Robotic-enabled movement platform improving the lives of people with disabilities and functional impairments



Improving lives by **providing**
human movement therapy while **empowering**
leading scientists and clinics to study balance and
movement disorders **through Advanced Technology.**



ADDRESSING INCREASED MARKET DEMAND BY PROVIDING INNOVATIVE SOLUTIONS FOR HOSPITALS, CLINICS, AND RESEARCH INSTITUTIONS



DIH – a Global Solution Provider, has **the broadest portfolio in neuro-rehabilitation and human performance research**, with over **4,500 devices installed**.

With an aging population and an increasing number of people living with neurological diseases, hospitals and clinics will be understaffed; **robotic rehabilitation** fills the gap and **helps therapists and patients thrive**.

More intensive, repetition-based therapy, supported by Advanced Technology is shown to have **superior patient outcomes** and can send them home sooner.

Technology solves the supply-demand problem in rehabilitation settings **by allowing occupational and physical therapists to work with multiple patients effectively**.

Bridging the gap between Clinical and Research applications by enabling and inventing the most advanced technological ways to study and treat balance and movement disorders.

INVESTOR PRESENTATION

DIH AT A GLANCE



1 HQ

DIH Holding US



5 Commercial Regions

USA, Singapore, Chile, Slovenia, Germany



3 Sites

For R&D and
manufacturing
in CH,NL and USA



243 Employees

in **9** global locations from **33** nationalities



19
Products
& Systems



4,500+
Devices installed¹



1,500+
Medical device
registrations
in **75** countries



\$55M
FY23² Revenue
12% YoY increase



\$69M
FY23 Sales Orders³
11% YoY increase



1,800
Customer Accounts

¹ Includes clinical and research install base

² FY23 year ending March 31, 2023

³ Signed sales orders represent the pipeline of sales for DIH generated during a prescribed period

Meeting market demands with innovative Advanced Technologies

Health Providers

Research Facilities



Rehabilitation Hospitals



Physical Therapy and Rehab Clinics



Patients

Neurological



- Stroke
- SCI & cerebral palsy
- Parkinson's disease
- Traumatic brain injury

Orthopedic



- Amputation
- Osteoarthritis
- Musculoskeletal disorders

Geriatric & Pediatric

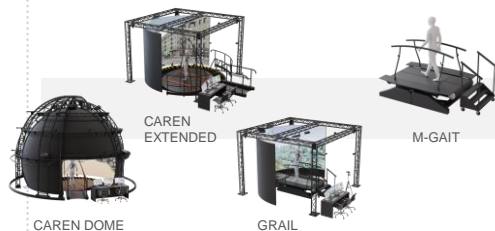


- Aging population with an increased risk of falling and functional impairment
- Pediatric patients with mobility impairments

INTEGRATED SOLUTIONS FOR THE ENTIRE CONTINUUM OF CARE ACROSS MULTIPLE MARKETS



**Research & Human
Movement Labs***
("Research Market")



**Rehabilitation
Hospitals and Outpatient Clinics**
("Hospital and Clinic Market")



ARM & HAND

GAIT & BALANCE



**DATA
INTEGRATION**

*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

¹ Two product lines available ² Product line consists of three products ³ Prototype available; In development .

Aging population

>1B

Members of a growing elderly population, worldwide¹

46%+

of the world's aging population has disabilities²



Increasing neurological disorders and related disabilities

Est. **15%**

of the global population is affected by neurological disorders³

38%+

of stroke survivors were found to have disabilities⁴



Need of care and lack of therapist

Est. **2.4B**

People are currently living with a health condition that may benefit from rehabilitation⁵

1.09

physiotherapists per 1,000 people⁶

**Advanced Technology is key to meeting market demands.**

¹ WHO: Ageing and Health; <https://www.who.int/news-room/fact-sheets/detail/ageing-and-health>

² United Nations: Aging and Disability; <https://www.un.org/development/desa/disabilities/disability-and-ageing.html>

³ <https://pubmed.ncbi.nlm.nih.gov/36902495/>

⁴ NCBI: Causes and Trends of Disabilities in Community-Dwelling Stroke Survivors: A Population-Based Study; <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9833459/>

⁵ WHO: Rehabilitation; <https://www.who.int/news-room/fact-sheets/detail/rehabilitation#:~:text=Globally%2C%20an%20estimated%202.4%20billion,and%20characteristics%20of%20the%20population.>

⁶ 2020: World Physio: <https://world.physio/sites/default/files/2021-02/AMC2020-Europe.pdf> // WHO: <https://www.who.int/data/gho/indicator-metadata-registry/imr-details/3408>;

https://www.theglobeconomy.com/rankings/physiotherapists_per_1000_people/

INVESTOR PRESENTATION

CONTINUUM OF CARE FOR UPPER EXTREMITIES REHABILITATION



PATIENT NEEDS

SELF-DIRECTED TRAINING



ARM WEIGHT SUPPORT
TRAINING



ROBOTIC ARM MOVEMENT
SUPPORT TRAINING



PATIENT ABILITY (MMT)

MMT 0

MMT 1

MMT 2

MMT 3

MMT 4

MMT 5

MMT: Manual Muscle Test for shoulder and/or elbow; MMT 2 for Armeo Senso =with arm weight support

INVESTOR PRESENTATION

CONTINUUM OF CARE FOR LOWER EXTREMITIES REHABILITATION



PATIENT NEEDS

GAIT ADAPTABILITY
TRAINING

OVERGROUND BODY
WEIGHT SUPPORT

OVERGROUND GAIT AND
BALANCE TRAINING

REPETITIVE, PHYSIOLOGICAL
GAIT TRAINING

MOBILIZATION AND
VERTICALIZATION

C-MILL

RYSEN™

SAFEGAIT*

ANDAGO®

LOKOMAT®

ERIGO®

PATIENT ABILITY (FAC)

FAC 0

FAC 1

FAC 2

FAC 3

FAC 4

FAC 5

FAC: Functional Ambulation categories

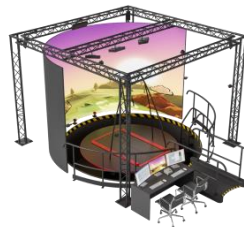
* Available only in the USA

INTENDED USE

TARGETS ALL ASPECTS OF BALANCE AND LOCOMOTION. THE USE OF VIRTUAL REALITY ENABLES RESEARCHERS TO ASSESS THE SUBJECT'S BEHAVIOR AND INCLUDES SENSORY INPUTS LIKE VISUAL, AUDITORY AND VESTIBULAR.

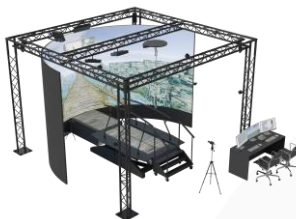
PROVIDES ANALYSIS AND THERAPY IN CHALLENGING CONDITIONS TO IMPROVE GAIT, WHILE REAL-TIME FEEDBACK ENABLES ANALYSIS AND TRAINING DURING THE SAME SESSION.

ENABLES MULTIPLE SYSTEM ENHANCEMENTS FOR ADDED FUNCTIONALITY OF GAIT-LAB.



CAREN EXTENDED*

Computer Assisted
Rehabilitation Environment



GRAIL*

Gait Real-time Analysis
Interactive Lab



M-GAIT*

Modular Gait Lab



CAREN HIGH END*

Computer Assisted
Rehabilitation Environment

*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

INVESTOR PRESENTATION

A TRUSTED PARTNER EVERY STEP OF THE WAY



DIH provides a **broad portfolio of devices** and an **extensive range of services**,
to become a Total Solution partner for our customers



BUSINESS MODEL and PLANNING

We provide guidelines and support customers in building their rehabilitation project.
We find the right solution to match the organizations' needs, space and budget.



CLINICAL SERVICES

To help make the best use of our solutions, we offer **clinical integration consulting and ongoing support**, as well as education and training.



TECHNICAL SERVICES

We provide **technical support and regular maintenance** after installation so customers can maintain **clinical routines without disruption.**



RESEARCH SERVICES

Research drives us forward and our **support and services** help institutions initiate their own research programs.



MARKETING SERVICES

Customers **immediately stand out from other rehabilitation facilities.** With our support we make sure they are seen and heard.

INVESTOR PRESENTATION

TRUSTED BY LEADING REHABILITATION AND RESEARCH INSTITUTIONS



>60

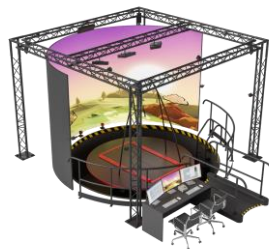
**Leading Institutions
trust DIH**

DIH collaborates with world
renowned institutions in
rehabilitation and research as
reference centers and innovation
partners

INVESTOR PRESENTATION
**MARKET LEADING PRODUCT INVESTIGATION AS
EVIDENCED BY TOTAL NUMBER OF PUBLICATIONS¹**



**LOKOMAT
610**



**CAREN
204***



**ARMEO LINE
217**



**GRAIL &
M-Gait
234***



**ERIGO
60**



**C-Mill
70***

>1,300

Published Publications

**>1,000 publications in peer-reviewed² journals
40+ ongoing studies**

¹The Knowledge Platform includes all research articles, conference proceedings, and theses available on our devices and can be accessed via knowledge.hocoma.com and knowledge.motekmedical.com

² Reviewed and evaluated by a group of experts in the field before the article is published.

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DIH is uniquely positioned as a
leader in rehabilitation-tech and research markets

INVESTOR PRESENTATION

SOURCES OF COMPETITIVE ADVANTAGE



Leading Technology

Highly recognized premier brands and technologies in our industry, endorsed by leading rehabilitation institutes and opinion leaders



Product Portfolio

Broadest product portfolio in advanced robotics and sophisticated VR-enabled movement systems; most competitors operate in a single product category



Industry Experience

Organizational breadth and depth with significant experience in acquisition integration; key to our growth strategy and differentiation from competitors that are early in their organizational life cycles



Innovation

Sustained innovation capabilities with decades of proven expertise and resources



Tech Partnerships

Platform and core technology (hardware and software) supported by strong partnerships with leading research groups



Network Effect

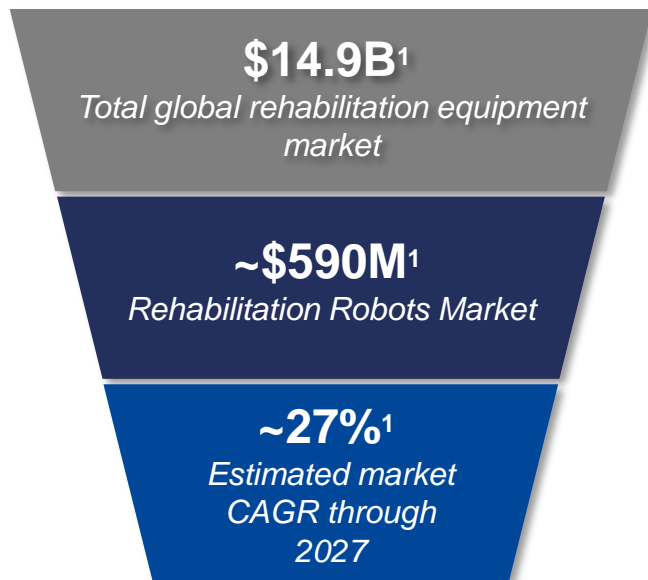
Strong supporting functions and operational infrastructure that establish a platform network effect which will be difficult to replicate



Commercial Reach

Strong global market coverage with approx. 3-5x more sales volume than competitors

Global Market



Global solution provider combining innovative robotic and VR technologies with clinical integration and proprietary insights.

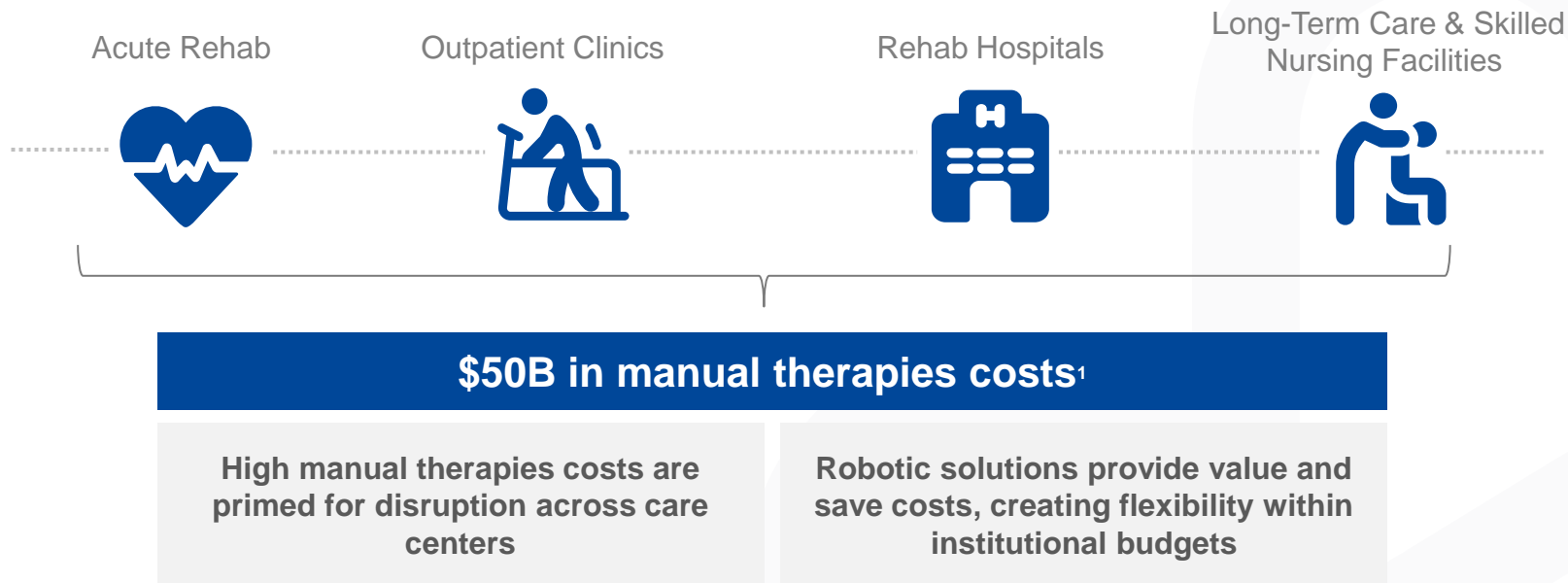
Transformative total solutions provider and consolidator in a fragmented and manual-labor-driven industry.

Innovative and broad product portfolio, covering the entire continuum of care.

Strong financial profile with \$55M revenue in FY23, representing 12% year-over-year growth.

¹ "Rehabilitation Robots Market by Product, End user and Geography – Forecast and Analysis (2023 – 2027)" November 2022

Way Forward - Investment Opportunity



¹ Grandview Research, October 14, 2022



Financial Highlights

INVESTOR PRESENTATION

STRONG REVENUE GROWTH AND MARKET PENETRATION



Nine Months Ending 12/31/23 of Fiscal Year 2024*

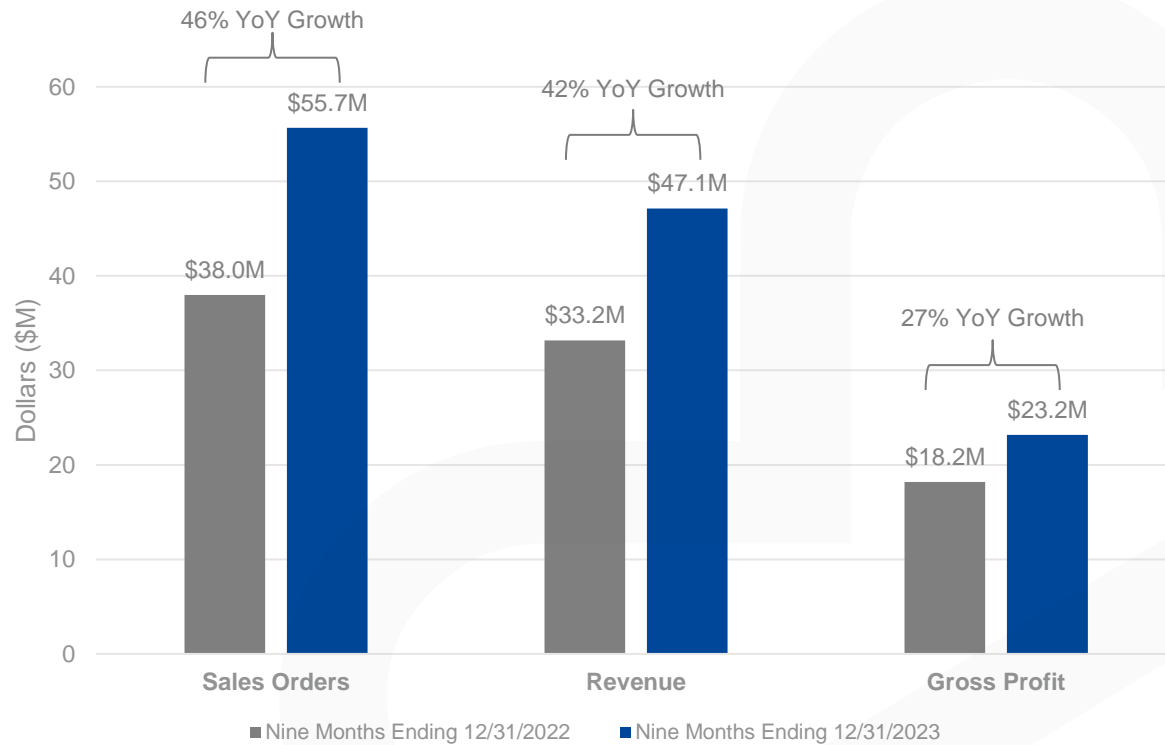
Sales Orders¹ of **\$55.7M**, an increase of **47% over nine months ending 12/31/22**

- 73% in hospital
- 27% in clinic and research

Revenue of **\$47.1M**, an increase of **42% over nine months ending 12/31/22**

- 78% devices
- 19% services
- 3% other

49% Gross Margin



¹Signed sales orders represent the pipeline of sales for DIH generated during a prescribed period

*FY24 ending March 31, 2024



Jason Chen
Chief Executive Officer and
Chairman of the Board



Lynden Bass
Chief Financial Officer



Dr. Patrick Bruno
Chief Market Officer



Deloitte.



SIEMENS

INVESTOR PRESENTATION
INTERNATIONAL MANAGEMENT TEAM



CEO and Chairman of the Board
Jason Chen



Chief Financial Officer
Lynden Bass



**Chief Market Officer
Hospital & Clinic**
Patrick Bruno



**Vice President
Research**
Frans Steenbrink



**Senior Vice President
Sales – EMEA Indirect**
Slavko Skafar



**Vice President
Global Operations**
Walther Geiger



**Vice President
FP&A and Commercial Operations
Finance**
LaTonya Vincent

THANK YOU

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