

# DIH

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

**Investor Presentation  
March 2024**

**Nasdaq: DHAI**

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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



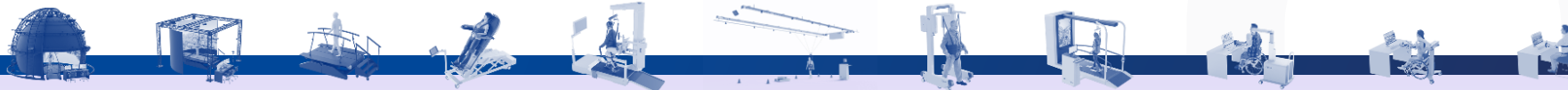
**3** Sites

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 installed<sup>1</sup>



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



**\$55M**  
FY23<sup>2</sup> Revenue  
12% YoY increase



**\$69M**  
FY23 Sales Orders<sup>3</sup>  
11% YoY increase



**1,800**  
Customer Accounts

<sup>1</sup> Includes clinical and research install base

<sup>2</sup> FY23 year ending March 2023

<sup>3</sup> 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



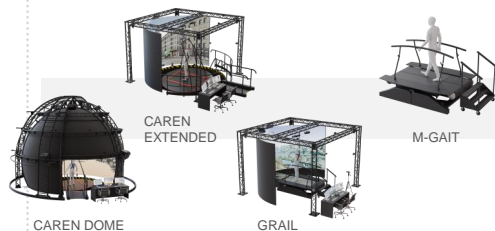
- Aging population with an increased risk of falling and functional impairment
- Pediatric patients with mobility impairments



## 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")



ARMEO POWER

ARMEO SPRING / SPRING PRO

ARMEO SENSO

**ARM & HAND**



ERIGO<sup>1</sup>

LOKOMAT<sup>1</sup>

SAFEGAIT<sup>1</sup>

RYSEN

ANDAGO

C-MILL<sup>2</sup>

**GAIT & BALANCE**



**DATA  
INTEGRATION**

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

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

## Aging population

**>1B**

Members of a growing elderly population, worldwide<sup>1</sup>

**46%+**

of the world's aging population has disabilities<sup>2</sup>



## Increasing neurological disorders and related disabilities

Est. **15%**

of the global population is affected by neurological disorders<sup>3</sup>

**38%+**

of stroke survivors were found to have disabilities<sup>4</sup>



## Need of care and lack of therapist

Est. **2.4B**

People are currently living with a health condition that may benefit from rehabilitation<sup>5</sup>

**1.09**

physiotherapists per 1,000 people<sup>6</sup>

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

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

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

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

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

<sup>5</sup> 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.>

<sup>6</sup> 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/](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

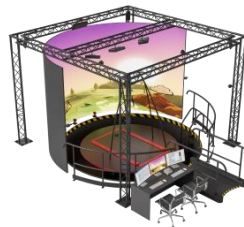
\* Available only in the USA

### 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.

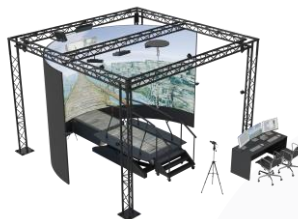
PROVIDES ANALYSIS AND THERAPY IN CHALLENGING CONDITIONS TO IMPROVE GAIT, WHILE REAL-TIME FEEDBACK ENABLES ANALYSIS AND TRAINING DURING THE SAME SESSION.

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



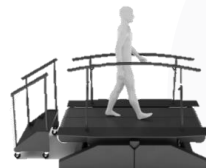
#### **CAREN EXTENDED\***

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

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

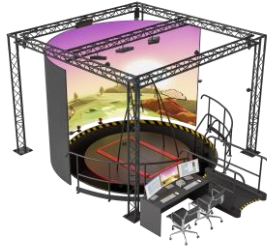
**Leading Institutions  
trust DIH**

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 PUBLICATIONS<sup>1</sup>**



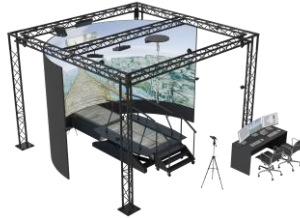
**LOKOMAT  
610**



**CAREN  
204\***



**ARMEO LINE  
217**



**GRAIL &  
M-Gait  
234\***



**ERIGO  
60**



**C-Mill  
70\***

**>1,300**

**Published Publications**

>1,000 publications in peer-reviewed<sup>2</sup> journals  
40+ ongoing studies

<sup>1</sup>The Knowledge Platform includes all research articles, conference proceedings, and theses available on our devices and can be accessed via [knowledge.hocoma.com](http://knowledge.hocoma.com) and [knowledge.motekmedical.com](http://knowledge.motekmedical.com)

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

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





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

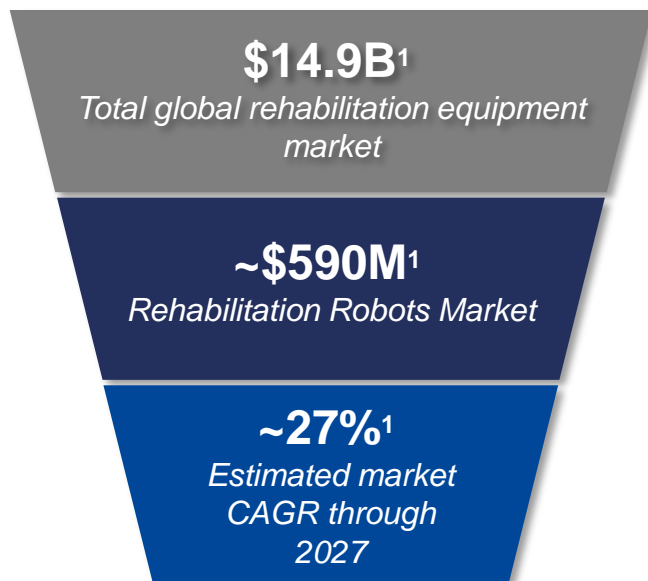
Strong supporting functions and operational infrastructure that establish a platform network effect which will be difficult to replicate



### 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.

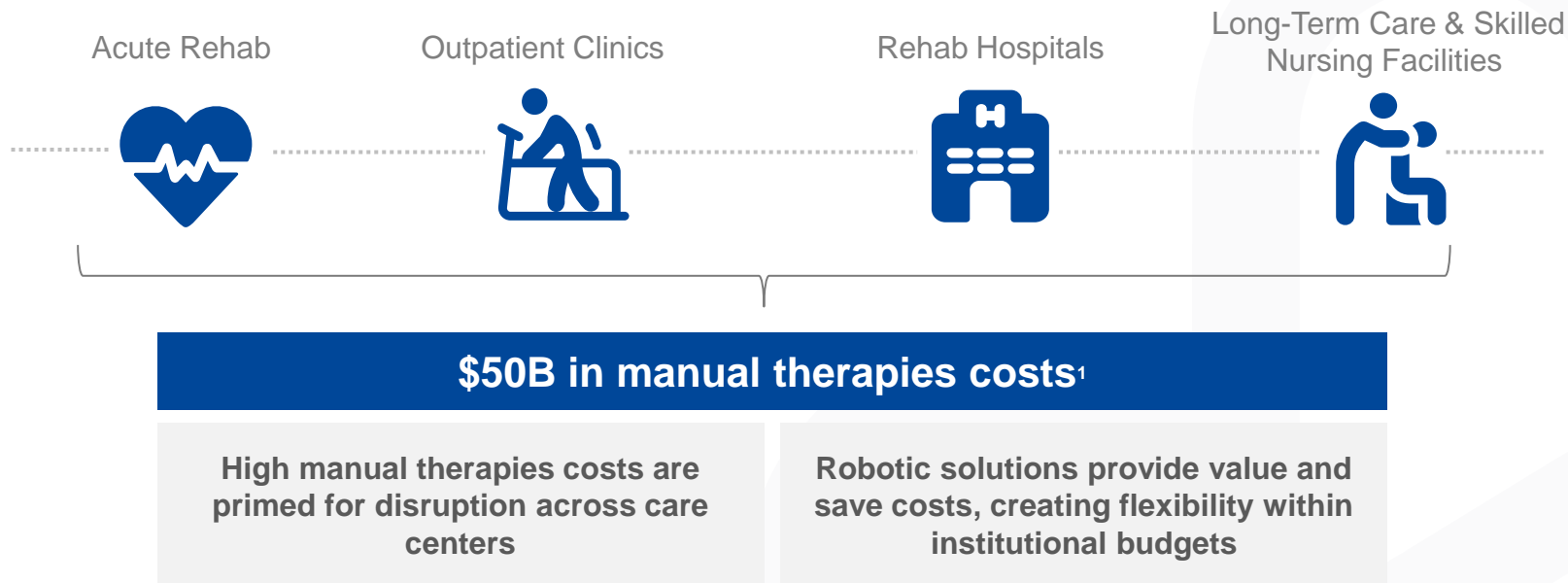
Transformative total solutions provider and consolidator in a fragmented and manual-labor-driven industry.

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.

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

# Way Forward - Investment Opportunity



<sup>1</sup> Grandview Research, October 14, 2022



# Financial Highlights

## 1H24 Performance

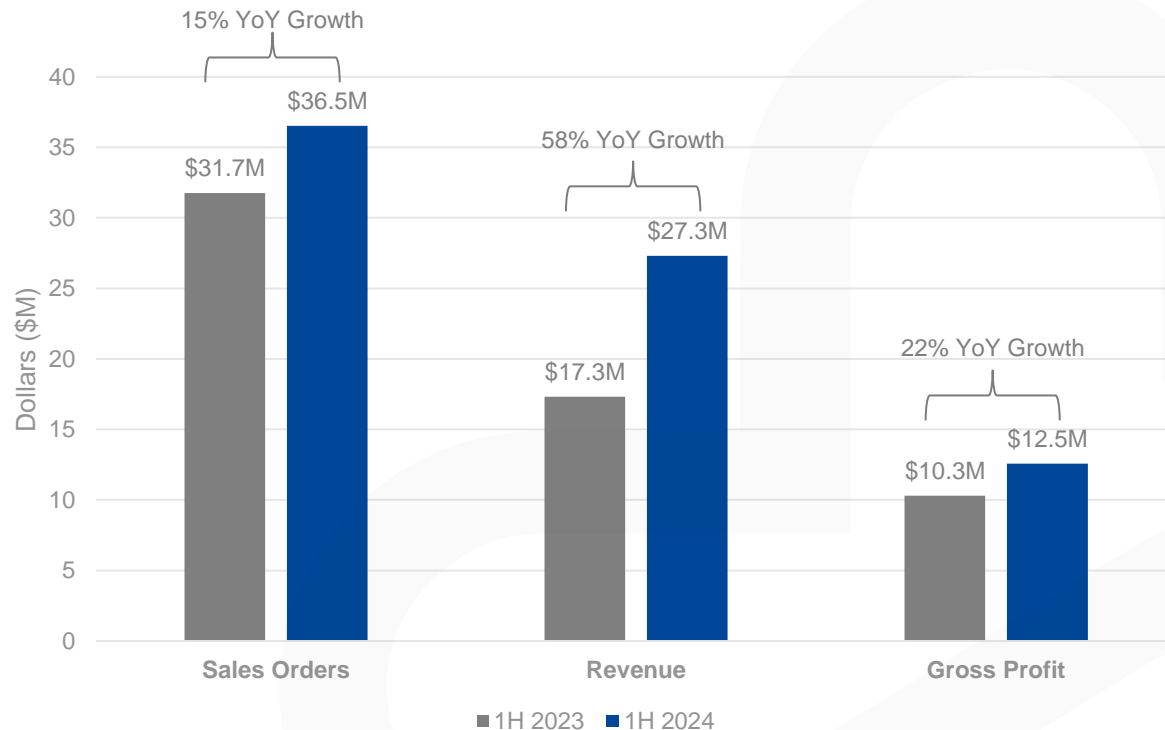
Revenue of **\$27.3M**, an increase of **58% over 1H23**

- 78% devices
- 22% services

Sales Orders<sup>1</sup> of **\$36.5M**, an increase of **15% over 1H23**

- 79% in clinic and research
- 21% in hospital

**46% Gross Margin**



<sup>1</sup>Signed sales orders represent the pipeline of sales for DIH generated during a prescribed period





**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



**Vice President  
Global Customer Success**  
Marco Albuquerque



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



**Vice President  
Global Operations**  
Walther Geiger



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

**We are proud to improve lives.  
Everyday.**

## Differentiated technology and intensive training can significantly reduce disabilities

Competitive golfer Mike Jones' world changed when he was involved in a motorcycle accident that claimed his leg.

Thanks to advanced rehabilitation robotics and new physical therapy techniques, Mike found what he was looking for to allow him once again to live life his way.



“My life has changed beyond anything I thought possible. Lying in my hospital bed, bandaged and bruised, it would have been inconceivable to think of where I am now. The C-Mill helped make this miracle happen for me.”

Mike Jones  
Amputee Patient, Morello Clinic



<https://youtu.be/4ix7zmyWpTM>

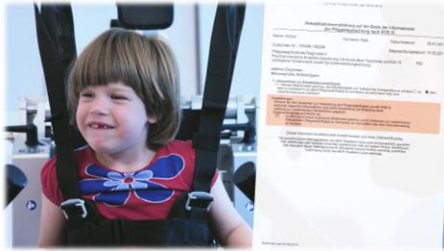


## Differentiated technology and intensive training can improve quality of lives for pediatric patients

Diagnosed with cerebral palsy with an official statement saying that she would not be able to walk.

Thanks to the intensive rehabilitation including intensive gait training with the Lokomat, Nele can walk now.

She has impressive outcomes and now has more confidence in daily life activities.



“An official statement considered my daughter Nele to be untreatable. Thanks to the intensive training on the Lokomat, Nele can walk right now and has more confidence in daily life activities.”

Mother of Nele Kohlof  
CP Patient in Germany



<https://youtu.be/NTRHeuGB890>





“To facilitate the progression from highly intensive Lokomat robot-aided gait training to training overground for best skill transfer to daily life, we need **tools that are extremely flexible**. The Andago offers that flexibility and ease of use and I like its versatility, which should allow us to optimally prepare our patients for the wide variety of environments and challenges they need to master in everyday activities.”

**Prof. Alberto Esquenazi**  
Chief Medical Officer, MossRehab, USA

“The CAREN system puts us on the leading edge by enabling us to **safely challenge patients** through different courses in an immersive, realistic virtual environment.”

**Dr. Jay Alberts**  
Vice Chair for Health Technology Enablement  
Cleveland Clinic Neurological Institute,  
Director of Cleveland Clinic's Concussion Center



“We're able to get patients walking up to 30, 40 minutes, which is a **massive difference** compared to what we're able to do without the Lokomat. One aspect that I personally like is the fact that the robot and the treadmill change speed according to the effort that the patient is putting in. I found that to be really **beneficial and motivating to the patients**.”

**Tamsin Reed**  
Physiotherapy Clinical Lead, The Wellington Hospital, UK



“**Standing up straight and moving forward** one step after another for the first time in 22 years is a special feeling. I'm thankful to the Andago for this.”

**Geni Bissig**  
Patient with incomplete SCI

“**My life has changed beyond anything** I thought possible. Lying in my hospital bed, bandaged and bruised, it would have been inconceivable to think of where I am now. The C-Mill **made this miracle happen for me.**”

**Mike Jones**  
Amputee Patient, Morello Clinic



“**After Lokomat Training, Carson was just flying!** His mobility was better and he was so much more self-confident.”

**Mother of Carson Rush**  
CP patient in USA

# THANK YOU

For more information contact  
[investor.relations@dih.com](mailto:investor.relations@dih.com)