# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

#### FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 15, 2024

### DIH HOLDING US, INC.

(Exact name of Registrant as Specified in Its Charter)

Delaware (State or Other Jurisdiction of Incorporation) 001-41250 (Commission File Number) 98-1624542 (IRS Employer Identification No.)

77 Accord Park Drive; Suite D-1 Norwell, Massachusetts (Address of Principal Executive Offices)

Class A Common Stock

Warrants

02061 (Zip Code)

The Nasdaq Stock Market LLC

The Nasdaq Stock Market LLC

Registrant's Telephone Number, Including Area Code: 877 944-2220

#### Not Applicable

(Former Name or Former Address, if Changed Since Last Report)		
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:		
	□ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)	
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)	
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))	
	□ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))	
Securities registered pursuant to Section 12(b) of the Act:		
	Trading	None of each make an entitle maintained

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

DHAI

DHAIW

Emerging growth company ⊠

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### Item 7.01 Regulation FD Disclosure.

On November 15, 2024, the Registrant posted an updated investor deck to its website. A copy of the updated deck is furnished as Exhibit 99.1 hereto and is incorporated herein by reference.

#### Item 9.01 Financial Statements and Exhibits.

(a)-(b) Financial Statements.

(c) Exhibits.

99.1 <u>Updated Investor Deck dated November 15, 2024</u>

104 Cover Page Interactive Data File (Formatted in Inline XBRL)

#### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

DIH HOLDING US, INC.

Date: November 15, 2024 By: /s/ Jason Chen

Jason Chen

Chief Executive Officer and Chairman





#### **INVESTOR PRESENTATION**





In this presentation, "DIH", the "Company", "we", "us" and "our" mean DIH Holding US, Inc, a Delaware corporation (Nasdaq: DHAI). All amounts are in U.S. dollars unless otherwise indicated. The information contained herein does not purport to contain all of the information about the Company. The information contained herein has not been independently verified. No representations or warranties are made or implied with respect to the information contained herein.

This presentation contains forward-looking statements with respect to the Company. These forward-looking statements, by their nature, require the Company to make certain assumptions and necessarily involve known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these forward-looking statements, including without limitation the successful and timely completion and the commercialization of the products referred to herein. Forward-looking statements are not guarantees of performance. These forward-looking statements, including financial outlooks and strategies or deliverables stated herein, may involve, but are not limited to, comments with respect to the Company's business or financial objectives, its strategies or future actions, its targets, expectations for financial condition or outlook for operations. Words such as "may", "will", "would", "espect", "believe", "plan", "anticipate", "intend", "estimate", "continue", or the negative or comparable terminology, as well as terms usually used in the future and conditional, are intended to identify forward-looking statements.

Information contained in forward-looking statements is based upon certain material assumptions that were applied in drawing a conclusion or making a forecast or projection, including perceptions of historical trends, current conditions and expected future developments, as well as other considerations that are believed to be appropriate in the circumstances. These assumptions are considered to be reasonable based on currently available information, but the reader is cautioned that these assumptions regarding future events, many of which are beyond its control, may ultimately prove to be incorrect since they are subject to risks and uncertainties that affect the Company and its business. The forward-looking information set forth therein reflects expectations as of the date hereof and is subject to change thereafter. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Undue reliance should not be placed on forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

This presentation is not intended to form the basis of any investment decision and there can be no assurance that any transaction will be undertaken or completed in whole or in part. The delivery of this presentation shall not be taken as any form of commitment on the part of the Company or its stockholders to proceed with any transaction, and no offers will subject the Company or its stockholders to any contractual obligations before definitive documentation has been executed. The Company reserves the right at any time without prior notice and without any liability to (i) negotiate with one or more prospective investors in accordance with any timetable and on any terms that the Company may decide, (ii) provide different information or access to information to different prospective investors, (iii) enter into definitive documentation and (iv) terminate the process, including any negotiations with any prospective investor without giving any reasons therefor.



# **DIH** at a glance:

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

# TOTAL SOLUTION PROVIDER IN NEURO-REHABILITATION AND HUMAN PERFORMANCE RESEARCH





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











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

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#### **DIH AT A GLANCE**





1 HQ DIH Holding US



5Commercial 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



4,500+
Devices installed<sup>1</sup>



1,500+
Medical device registrations
in 75 countries



**\$64.5M** FY24<sup>2</sup> Revenue



\$60M - \$67M FY25 Revenue Guidance



1,800 Customer Accounts

<sup>1</sup> Includes clinical and research install base <sup>2</sup> FY24 year ending March 31, 2024

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# Meeting market demands with innovative Advanced Technologies

#### MARKET OPPORTUNITY: END-TO-END BROAD MARKET COVERAGE



#### **Health Providers**

Research **Facilities** 



Rehabilitation **Hospitals** 



**Physical Therapy and** Rehab Clinics









#### **Patients**

#### Neurological



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

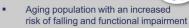
#### Orthopedic



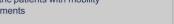




#### **Geriatric & Pediatric**



Pediatric patients with mobility impairments



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# INTEGRATED SOLUTIONS FOR THE ENTIRE CONTINUUM OF CARE ACROSS MULTIPLE MARKETS







\*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

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#### **GLOBAL TRENDS AND MARKET DRIVERS**



#### **Aging population**

>1B

Members of a growing elderly population, worldwide1

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 disabilities4

#### 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.

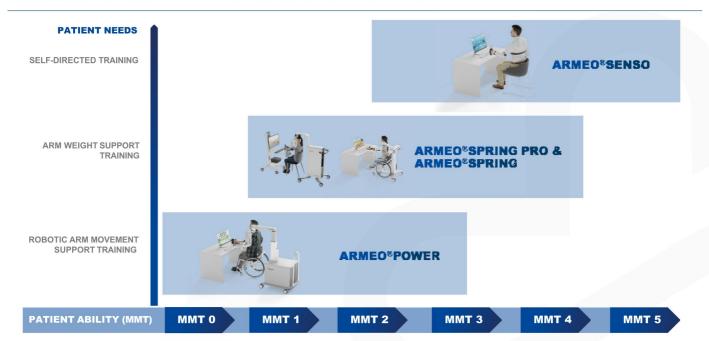
- WHO: Ageing and Health; https://www.who.int/news-room/fact-sheets/detail/ageing-and-health
  United Nations: Aging and Disability; https://www.un.org/development/desa/disabilities/disability-and-ageing.h
  https://pubmed.ncbi.nlm.nih.gov/38902499/
  NCBI: Causes and Trends of Disabilities in Community-Dwelling Stroke Survivors: A Population-Based Study; https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9833459/
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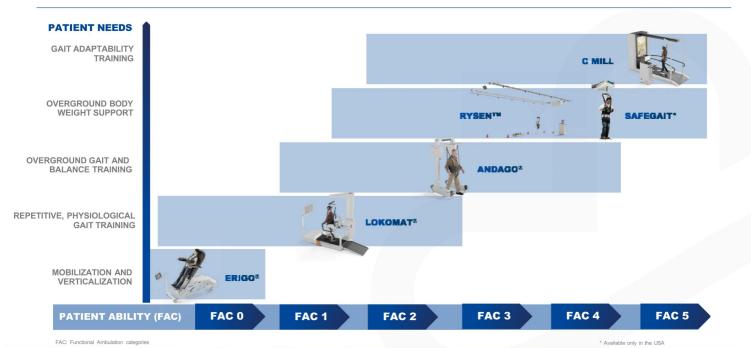


MMT: Manual Muscle Test for shoulder and/or elbow; MMT 2 for Armeo Senso =with arm weight support

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#### **CONTINUUM OF CARE FOR LOWER EXTREMITIES REHABILITATION**



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#### **RESEARCH PORTFOLIO**



#### 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.

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



#### **CAREN EXTENDED\*** Computer Assisted Rehabilitation Environment



**CAREN HIGH END\*** Computer Assisted Rehabilitation Environment



GRAIL\* Gait Real-time Analysis Interactive Lab



M-GAIT\* Modular Gait Lab

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#### DIH provides a broad portfolio of devices and an extensive range of services,

to become a Total Solution partner for our customers



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



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



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



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



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

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#### 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

#### **MARKET LEADING PRODUCT INVESTIGATION AS EVIDENCED BY TOTAL NUMBER OF PUBLICATIONS<sup>1</sup>**





**LOKOMAT** 610



**CAREN** 204\*



>1,300



**ARMEO LINE** 217



**GRAIL & Published Publications** M-Gait



**ERIGO** 



C-Mill 70\*

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

 $^{2}\,\mbox{Reviewed}$  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

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

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#### **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

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#### **Global Market**

\$14.9B¹
Total global rehabilitation equipment market

~\$590M¹
Rehabilitation Robots Market

~27%¹
Estimated market CAGR through 2027

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.

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



# Way Forward - Investment Opportunity





#### \$50B in manual therapies costs<sup>1</sup>

High manual therapies costs are primed for disruption across care centers

Robotic solutions provide value and save costs, creating flexibility within institutional budgets

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



#### **Penetrate Markets**

Expand presence in US and EU

Prioritize product innovation and integration efforts

**Enter new institutions** 

Further penetrate existing accounts

Phase 1

# **Drive Market Standardization**

Leverage global platforms and infrastructure

Realize economies of scale

Execute strong M&A targeting

# Develop Total Solutions

Provide fully supported product ecosystems

Create significant value and cost savings for providers

Enhance the therapy business model

Phase 2



Phase 3

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# Financial Highlights



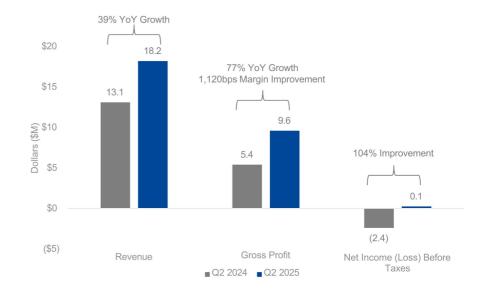
#### **Second Quarter 2025**

## **\$18.2M** Revenue, **+39%** YoY growth

- 83% devices
- 15% services
- 2% other

**\$0.1M** Net Income Before Taxes **52.6%** Gross Margin

(\$1.5M) Cash Flow from Operations



Fiscal Year 2025 Revenue Guidance: \$60.0M-\$67.0M

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#### **DIH EXECUTIVE OFFICERS**





Jason Chen
Chief Executive Officer and
Chairman of the Board



Lynden Bass Chief Financial Officer



Dr. Patrick Bruno
Chief Market Officer,
Hospital & Clinic



**Dietmar Dold**Chief Operating Officer

















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#### **INTERNATIONAL MANAGEMENT TEAM**





CEO and Chairman of the Board Jason Chen



Chief Financial Officer Lynden Bass



Chief Market Officer, Hospital & Clinic Dr. Patrick Bruno



Chief Operating Officer
Dietmar Dold



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



