

# **Investor Presentation**

April 2024



## **Forward Looking Statements**

This presentation contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, Section 27A of the U.S. Securities Act of 1933, and Section 21E of the U.S. Securities Exchange Act of 1934. All statements contained in this presentation other than statements of historical fact are forward-looking statements. Such forward-looking statements may include projections regarding Lifeward's future performance and, in some cases, may be identified by words like "anticipate," "assume," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "potential," "predict," "project," "future," "will," "should," "would," "seek," and similar terms or phrases. The forward-looking statements contained in this presentation are based on management's current expectations, which are subject to uncertainty, risks and changes in circumstances that are difficult to predict and many of which are outside of Lifeward's control. Important factors that could cause Lifeward's actual results to differ materially from those indicated in the forward-looking statements are more fully described in Lifeward's periodic filings with the Securities and Exchange Commission ("SEC"), including the risk factors described in the section entitled "Risk Factors" in Lifeward's annual and quarterly reports that ReWalk files with the SEC.

In addition, this presentation contains estimates, projections and other information concerning market, industry and other data. Lifeward obtained this data from its own internal estimates and research and from academic and industry research, publications, surveys, and studies conducted by third parties, including governmental agencies. These data involve a number of assumptions and limitations, are subject to risks and uncertainties, and are subject to change based on various factors, including those discussed in Lifeward's filings with the SEC. These and other factors could cause results to differ materially from those expressed in the estimates made by the independent parties and by Lifeward. While management believes such information is generally reliable, Lifeward has not independently verified any third-party information.

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WE ARE LIFEWARD

## The Lifeward Mission:

Our mission at Lifeward is to relentlessly drive innovation to change the lives of people with physical limitations or disabilities.

We are committed to delivering groundbreaking solutions that empower individuals to do what they love.





## A Leader in Pioneering Life-Changing Solutions

#### **Recent strategic achievements**

- FDA approval of stairs / curb capability for the ReWalk exoskeleton
- Acquisition of AlterG, the initial innovator of Anti-Gravity Systems
- CMS establishes Medicare benefit category for exoskeletons
- First claim paid by Medicare for a ReWalk Personal Exoskeleton

**Market-leading innovation** - First-to-market personal exoskeleton for spinal cord injury, with over 600 placements worldwide

**Strong cash position** - We believe we have resources to fund organic growth, M&A, and internal development

**Strategic vision** - Leverage leadership position in novel technologies to become consolidator of broad portfolio of life changing solutions for physical rehabilitation and recovery

**Experienced management** - Multi-disciplinary leadership with successful track records in medical technology, life science tools, and biopharmaceuticals



## **A History of Innovative Firsts**

- First personal exoskeleton to market with FDA and CE approvals
- First commercial application of NASA-derived Differential Air Pressure Technology
- First to establish a listing for exoskeletons within the German Medical Device Directory
- First Anti-Gravity Treadmill to be installed in over 4,000 clinics worldwide
- First CE and FDA cleared Exo-Suit for stroke rehabilitation
- First Personal Exoskeleton to receive FDA
   Breakthrough Designation for use on stairs
   and curbs
- First to achieve Medicare coverage for a personal exoskeleton







**Product Portfolio** 



### **Innovation in Motion: Portfolio Overview**



#### **ReWalk Personal Exoskeleton**

State-of-the-art technology that enables paralyzed individuals to access the health-related benefits of walking from the comfort of their home and community setting.



#### **AlterG Anti-Gravity System**

NASA-derived Differential Air Pressure (DAP) technology that reduces the effects of gravity to enable users to move with calibrated support and reduced pain.



#### **MyoCycle FES Bike**

Easy-to-use, functional electric stimulation that allows individuals with weakened or paralyzed legs to therapeutically cycle in the clinic or home.



#### **ReStore Exo-Suit**

Versatile, robotic gait-training solution designed to promote restoration of functional walking patterns post-stroke.



## ReWalk Personal Exoskeleton

#### Our flagship product

**Unprecedented freedom** - Only personal exoskeleton enabling ambulatory access to real-world environments, including locations with stairs or curbs

**Natural gait** - Only personal exoskeleton with six adjustable degrees of freedom for more customizable, natural walking

**Robust construction** - Engineered and built for years of daily use to keep up with users wherever they want to go

**Vibrant community** - A worldwide community of ReWalk Personal Exoskeleton users that share common experiences





#### **Proven Health Benefits**

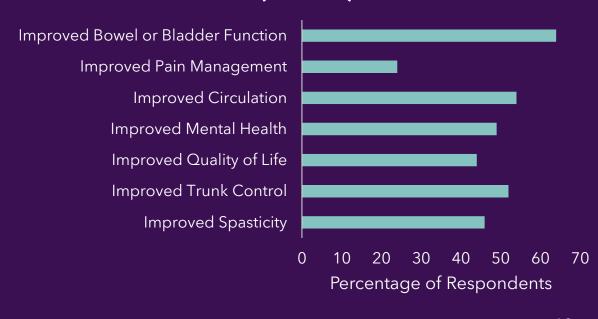
Regular access to exoskeleton-assisted walking results in a multitude of health and wellness benefits for people with spinal cord injury<sup>1-8</sup>

Frequently reported benefits in literature include reductions in common comorbidities after SCI, including:

- Reduced spasticity
- Improved bowel/bladder function
- Reduced chronic pain

Health benefits reported by ReWalk users in a 2023 homeuser survey<sup>8</sup>

## Benefits Reported by ReWalk Users (N = 41)



## **Increasing Progress of Reimbursement/Coverage**





#### UNITED STATES

9M US Veterans covered under VA Personal Exoskeleton policy since 2015.

Over 225 systems covered through private and other insurance, on a case-by-case basis.

Exoskeletons assigned to Medicare Brace benefit category effective Jan 1, 2024.

First Medicare claim paid for a ReWalk Personal Exoskeleton as a medically necessary device.

#### **GERMANY**

65M lives covered by DGUV (workers compensation) in Germany since 2019.

Contractual coverage for 30% of all Germans through Statutory and Private health insurance plans:

- 23.2M lives covered since 2020
- Additional 2M covered lives added in 2021



## SCI Market Potential to Be Determined by CMS Coverage

#### **Prevalence of SCI Survivors**

US	296,000 <sup>9</sup>
Germany	74,000 <sup>10</sup>
Global	7.1 Million <sup>10</sup>

Eligible Candidates<sup>11,12</sup>

#### **Potential Total Addressable Market**

Reimbursement Pathway<sup>13,14</sup>

US	15,416
Germany	2,064
Global	17,480

Potential TAM \$1.75B



## AlterG Anti-Gravity Systems

Broadening our impact to more individuals than ever before

**Expert & proven development** - NASAderived technology to reduce the effects of gravity during rehabilitation and recovery

**Precision Calibration -** patented algorithms enable precise measurement and real-time adjustments to ensure accurate unweighting at every step.

**Established Market Presence** - Over 6,000 units used globally with broad indications

**Growth Potential** - significant untapped potential in entry level market segments





## **AlterG Market Potential**

	Inpatient Facilities	Outpatient Clinics	Professional & Elite Sports
US	1,152 <sup>15</sup>	44,000 <sup>16</sup>	1,400
Germany	288 <sup>17</sup>	11,000 <sup>17</sup>	350
Global	3,500 <sup>17</sup>	130,000 <sup>17</sup>	4,200

Appropriate customer based on patient/athlete population and sufficient capital budget

## Potential Total Addressable Market

	US	14,000
•	Germany	3,500
	Global	40,000

Potential TAM \$1.2B



## **Additional Complementary Product Lines**

#### ReStore Exo-Suit for Stroke Rehabilitation

**Unique capabilities** - only FDA and CE-cleared tool offering ondemand mechanical assistance to retrain post-stroke walking function during "push-off" (propulsion)

# **Enhanced gait training** - improves training specificity and intensity by promoting power and symmetry in forward propulsion, as well as effective paretic limb advancement



#### **Distributed Product – MyoCycle FES**

**Broad indications -** widely applicable across the physical and neurological rehabilitation spectrum, with specialized models for in-clinic and at-home use

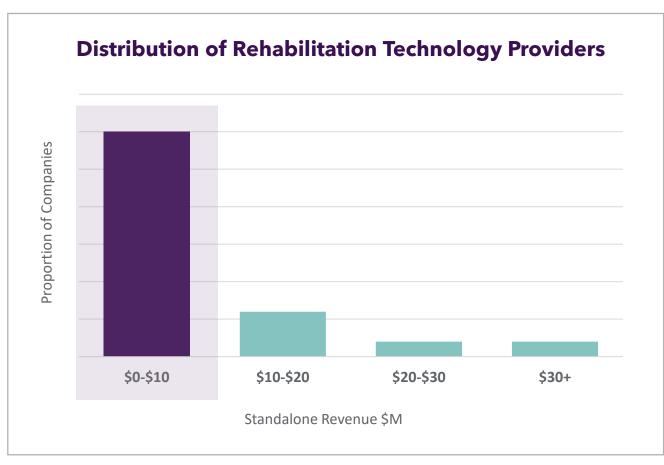
**Easy to use** - simple setup, with intuitive controls allowing home users and clinicians to rapidly achieve therapeutic goals

**Proven** - FDA cleared to prevent muscle atrophy, reduce spasms, increase blood flow, and increase range of motion





## Rehabilitation Technology Market Attractive for Further Consolidation



## Opportunity for Lifeward to Leverage Its Leadership Position and Capital

- Fragmented industry with many small players
- Mostly private companies with limited access to capital
- Innovative technologies with distribution constraints
- Complementary products sold to the rehabilitation clinic or for home/community use

For illustrative purposes from proprietary Lifeward research

## **Key Attributes of AlterG Acquisition**

Strategy

Enhances Lifeward's position as a leader in innovative physical medicine and rehabilitation technologies that enable mobility and wellness

**Technology** 

Adds novel technology – Differential Air Pressure – with proven commercial success and potential for further applications and growth

Scale

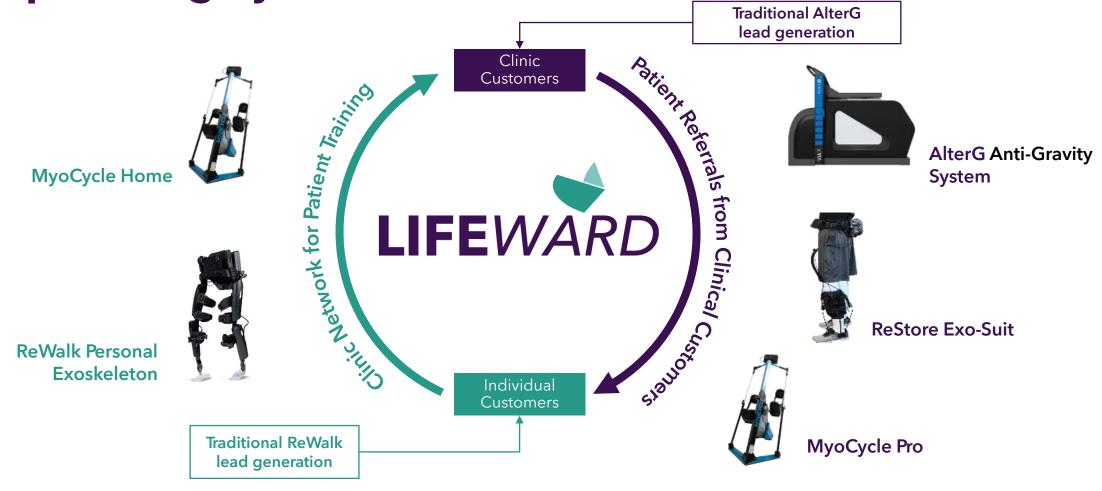
Creates comprehensive commercial sales team focusing on clinics and hospitals, as well as sales to individuals for use in the home

**Execution** 

Combined commercial sales team to capitalize on CMS' newly-established Medicare reimbursement coverage of exoskeletons for home use



## **Perpetuating Cycle of Lead Generation**



Combined portfolio strengthens engagement with clinics, driving more patient referrals and additional clinic opportunities



## **Deep and Talented Leadership Team**



Larry Jasinski Chief Executive Officer



Mike Lawless
Chief Financial Officer



Charles Remsberg
Chief Sales Officer



Jeannine Lynch
Vice President, Strategy &
Market Access



Kathleen O'Donnell
Vice President, Marketing & New
Business Development



Miri Pariente
Vice President, Operations,
Regulatory & Quality



Almog Adar Vice President, Finance



David Hexner
Vice President, Research
& Development



Judy Kula
Vice President, Customer
Service & Human Resources



Ami Kraft
Executive Advisor to
the CEO



## **Financial Summary**

#### Well-Positioned for Funding Internal Growth and Integration Strategy

#### Cash

\$28 million

Cash & cash equivalents (as of December 31, 2023)

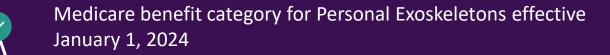
#### **Debt**

No debt

#### **Cash Runway**

Path to profitability by 2026 with existing cash balance





First Medicare claim paid for a ReWalk Personal Exoskeleton as a medically necessary device

# 2024 Milestones & Catalysts

Established Medicare payment rate for Personal Exoskeletons

New Product Introduction to advance lead in innovation and performance

510k submission for FDA clearance of the next-generation system to improve features and reliability



### Lifeward is Well Positioned for Future Growth

Leading Innovative Technologies

Fundamentally changes lives for individuals with physical limitations or disabilities

Growing Reimbursement Coverage

Expanding addressable market in United States and Germany; first Medicare claims ongoing

**Attractive Market Opportunity** 

Large, growing and fragmented Rehabilitation Technology market with many attractive candidates for consolidation

Key Capabilities for Success

Proven model for the distribution of complementary products to the clinical and home-use markets

**Strong Balance Sheet** 

Resources to fund multiple years of organic growth while also making acquisitions of adjacent product lines





**THANK YOU!** 



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- 2. Asselin et al., Arch Phys Med Rehab (2021)
- 3. Gorman et al., J Clin Med (2021)
- 4. Duddy et al., Sensors (2021)
- 5. Shackleton et al., J Rehab Med (2019) Juszczak et al., Topics Spin Cord Inj Rehab (2018)
- 6. Faulkner et al., Journ Spinal Cord Med (2021)
- 7. Knezevic et al., Arch Phys Med Rehab (2021)
- 8. ReWalk user survey, 2023 N=41
- 9. National Spinal Cord Injury Statistical Center, Facts and Figures at a Glance. Birmingham, AL: University of Alabama at Birmingham, 2021.
- 10. Estimates based on scaling US statistics for total German and Global population sizes.
- 11. 31% meet LOI eligibility criteria based on 2020 NSCISC annual report: www.nscisc.uab.edu/public/2020%20Annual%20Report%20-%20Complete%20Public%20Version.pdf
- 12. Of LOI-eligible, an estimated 30% meet additional eligibility criteria based on aggregate of 50% screen failure rate in literature: https://pubmed.ncbi.nlm.nih.gov/32800962/ plus ReWalk's historical experience related to additional limiters (e.g. available transportation and time to attend training, motivation, companion availability, etc.) which are not accurately reflected within research populations.
- 13. 56% of US SCI prevalence market cite Medicare or Medicaid as primary
- 14. 30% of German Market covered for exoskeleton coverage by insurance contracts



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- 17. Estimates based on scaling US statistics for total German and Global population sizes

