



Human and Robotic Intersection

UNDERWAY: **Markets** spring into being when economic actors shift resources to that firm's solution

November 2021

Disclaimer

- This presentation contains statistical data that were obtained from industry publications and reports generated by third parties. Although ReWalk believes that the publications and reports are reliable, it has not independently verified this statistical data.
- The trademarks included herein are the property of the owners thereof and are used for reference purposes only. Such use should not be construed as an endorsement of the products or services of ReWalk.
- This document may not be retained, reproduced or distributed, in whole or in part, by any means (including electronic) without the prior written consent of ReWalk.
- This document may not be left behind after this presentation, and by accepting this document and attending the presentation, you agree to be bound by the foregoing limitations.
- Please refer to the forward-looking statements at the end of the presentation.

ReWalkTM

Take the Next Step



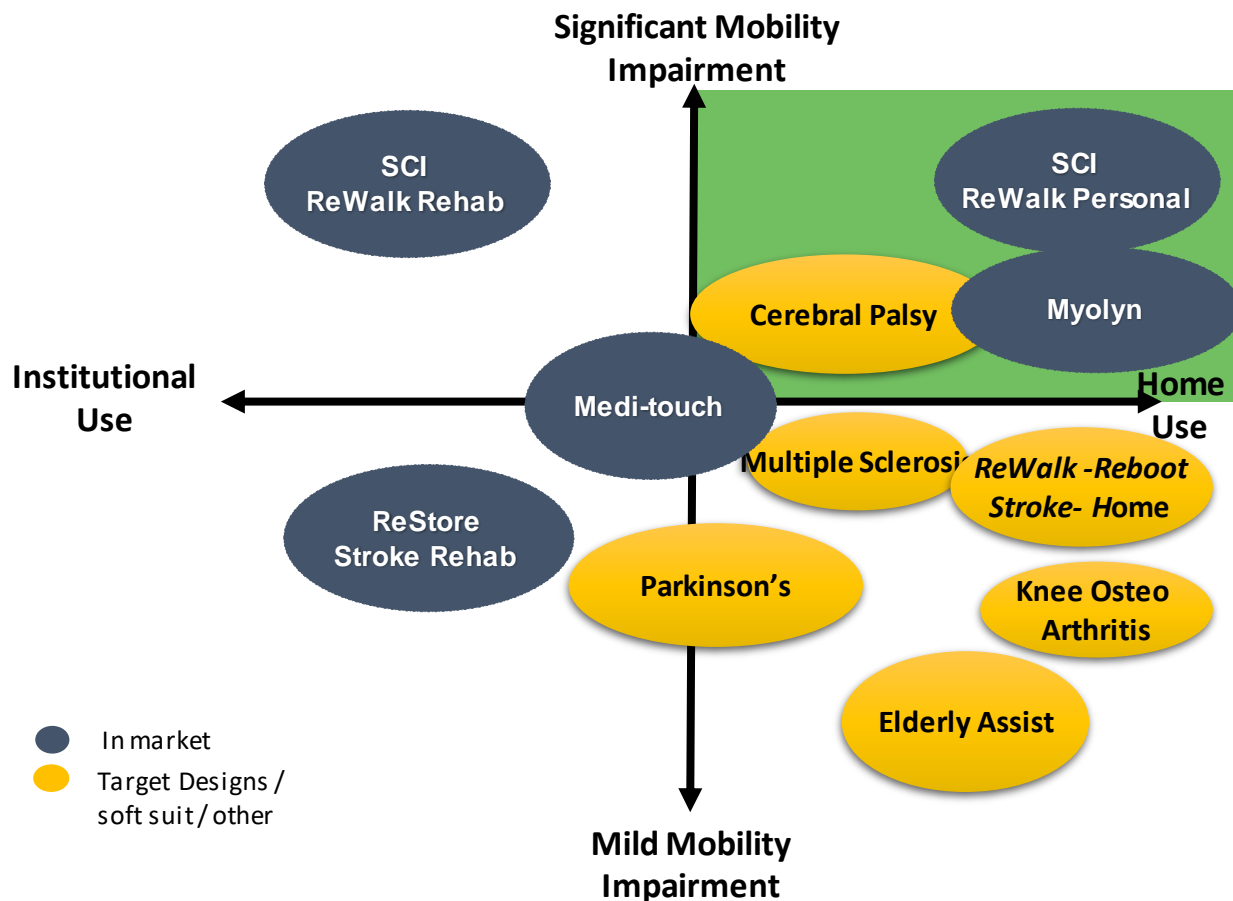
Company Overview

ReWalk Confidential. © 2018 ReWalk Robotics, Inc.

Our Mission

Fundamentally change the
Quality of Life for individuals with disability through
the creation and development of **market leading**
rehab and robotic technologies

Current Portfolio of Target Markets



Spinal Cord Injury (“SCI”)

- U.S prevalence 291,000 patients and 17,730 new cases annually¹

Stroke

- ~16,900 rehab centers³ with 1,000+ US primary stroke centers²
- US personal ~500,000⁷

Knee Osteo Arthritis

- 10% population over 60 up to 40% population over 70⁸

Multiple Sclerosis

- 1 million MS diagnosis in U.S, 2.3 million worldwide⁴
- 75% will experience significant walking disturbance⁵

Parkinson's

- 10 million WW Parkinson's patients⁶

1. <https://www.nscisc.uab.edu/Public/Facts%20and%20Figures%202019%20-%20Final.pdf>
 2. https://www.heart.org/idc/groups/heart-public/@wcm/@hcm/@ml/documents/downloadable/ucm_455522.pdf
 3. Primary + Skilled Nursing facility figures - <https://www.kff.org/other/state-indicator/number-of-nursing-facilities/?currentTimeframe=0&sortModel=%7B%22colId%22%22Location%22%22sort%22%22asc%22%7D>
 4. <https://www.healthline.com/health/multiple-sclerosis/facts-statistics-infographic>
 5. [Evaluating Walking in Patients with Multiple Sclerosis Which Assessment Tools Are Useful in Clinical Practice? Francois Bethoux, MD; Susan Bennett, PT, DPT, EdD, NCS, MSCS](#)
 6. [Parkinson's Disease Foundation](#)
 7. See Slide on ReStore Market : Stroke
 8. Nature & Nurture in KOA; Magnusson K [PubMed]

Key Results / Forward Milestones

2020

- ✓ German SCI coverage contracts **COMPLETE!** = **DGUV; TK; DAK; BKK Mobile Oil; 2 others**
- ✓ US VA ReWalk randomized study **161 ENROLLED!**, **28 delayed follow up with Covid**
- ✓ US CMS HCPCS code application **SUCCESSFUL! - K1007**
- ✓ ReStore stroke system data **PUBLISHED! - 2 June publications; 14 Topics in NeuroRehab**
- ✓ Addition of an external product offering Planned in H2 2020 **TWO LAUNCHED!**
- ✓ ReWalk sales and field team expanded by > 33%; driver for YOY sales growth **TRAINING COMPLETE; FULLY OPERATING!**

2021

- ❑ German Federal Social Court decision anticipated on direct compensation for disability- **Awaiting decision by year end**
- ❑ German SCI expanded coverage with 2 or more additional supply agreements **Completed!**
- ❑ Build on CMS SCI code issuance with applications and progress on coverage contracts – **In process**
- ❑ Expand on National account utilization for our stroke product in the UK and US- **NHS and US national pilots on going**
- ❑ Achieve YOY growth with contracts and expanded sales team assuming increasing market access- **49% growth in 1-9/21 vs 1-9/20**
- ❑ Pursue breakthrough R&D projects that – **Achieved with ReBoot**

Product Overview - Community / Home Focus

ReWalk™ Exoskeleton

- Assists individuals with Spinal Cord Injury (“SCI”) to stand and walk
- FDA & CE mark clearance; 6th generation - ~640 systems placed to date; 6 years of use
- Reimbursement coverage: VA, Germany, Italy; CMS in progress
- First mover advantage with extensive IP portfolio
- US CMS HCPCS code established



MYOLYN FES System

- Home exercise with an easier and less expensive electrical stimulation system
- Broader indications offers a solution for a larger pool of veterans within our VA database and synergistic with ReWalk 6.0
- Automatically adjusts resistance/assistance to user ability, easy to use
- Extremely cost-effective compared to competitive products
- FSS Contract in place for VA sales.



Product Overview - Clinic Focus

ReStore™ Soft Exo-suit

- Provides functional, intense and repetitive gait training for stroke
- Launched in June 2019 following FDA & CE mark clearance
- Established reimbursement codes for stroke therapy and gait training
- Light wearable highly versatile assistive design with extensive IP portfolio



MediTouch

- Sensing biofeedback that utilizes Interactive games for balance, range of motion, motor movement and motivation for rehab
- primarily neuro focus strengthens relationships within ReStore “strike zone”
- Personal unit pricing fits well within VA model
- Interface enables tele-therapy visits with remote sensing and evaluation of progress.





Take the Next Step

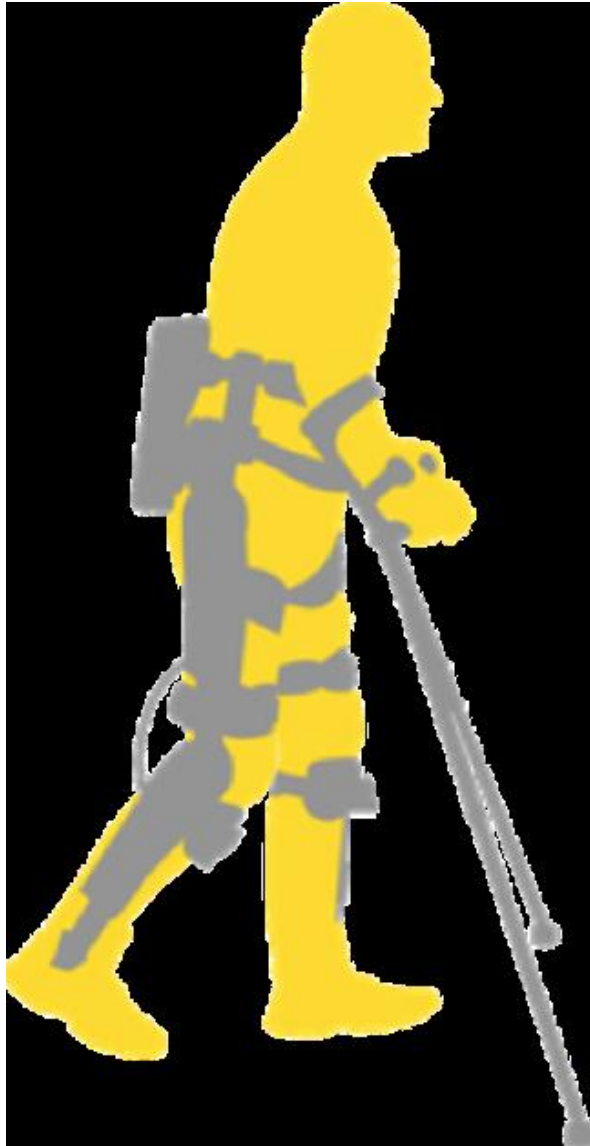


ReWalk Community Use System

Version 6.0

ReWalk Confidential. © 2018 ReWalk Robotics, Inc.

ReWalk Personal 6.0 System – How it Works



Spinal Cord Injury Impact: Need for Technical Solutions

Wheelchair confinement can cause severe physical and psychological deterioration resulting in significant costs to the healthcare system

Secondary Medical Consequences of Paralysis:

- Difficulty with bowel and urinary tract function
- Osteoporosis
- Loss of lean mass / gain in fat mass
- Insulin resistance
- Diabetes
- Heart disease

\$550K

Avg. Cost of
Healthcare
First Year of Injury
for Paraplegia¹

\$73K

Avg. Annual Cost
of Healthcare
for Paraplegia¹

\$2.4M

Est. Lifetime Cost
of Healthcare
for Paraplegia
Injury at age 25¹

\$1.6M

Est. Lifetime Cost
of Healthcare
for Paraplegia
Injury at age 50¹

- **87% of spinal cord injury patients discharged to private, non-institutional residences²**
- **VA 160 patient randomized trial expected to be published in the next 12 months and will support safety and quality of life measurements³**

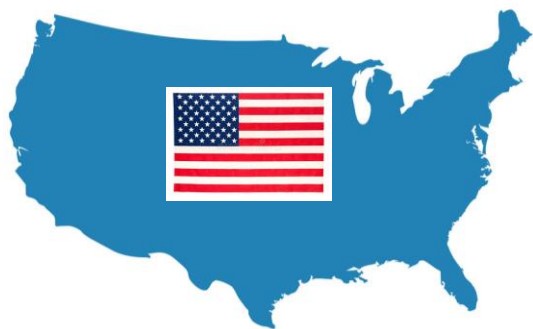
1. Source: <https://www.nscisc.uab.edu/Public/Facts%20and%20Figures%202019%20-%20Final.pdf>

2. Source: <https://www.nscisc.uab.edu/public/2016%20Annual%20Report%20-%20Complete%20Public%20Version.pdf>

3. ExoskCSP #2003 exoskeleton Assisted-Walking in Persons With SCI: Impact on Quality of Life- <https://ichgcp.net/clinical-trials-registry/NCT02658656>

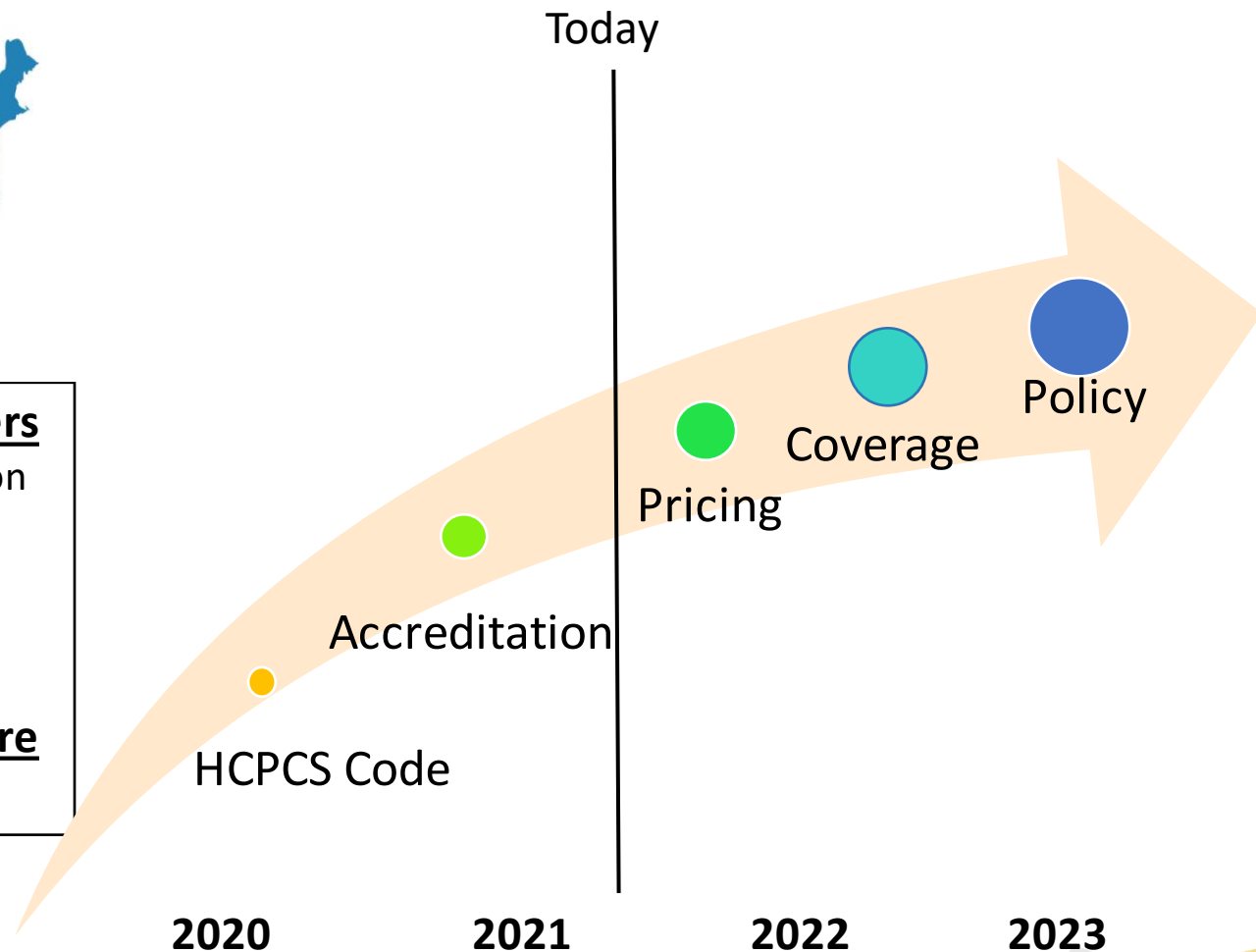
Roadmap US CMS Coverage

Building blocks: Technology → Data → Codes → Pricing → Coverage



U.S market by the numbers

- With 33% of the population meet medical criteria
>100,000 potential candidates^{1,2}
- **>50% of these patients are covered by Medicare / Medicaid + VA**³



1. <https://www.nscisc.uab.edu/Public/Facts%20and%20Figures%202019%20-%20Final.pdf>

2. Based on information from a 2017 report by the NSCISC, 40.6% of the total U.S. population of SCI patients suffered injuries between levels T4 and L5. Three published ReWalk trials with respect to such eligible SCI patients had an aggregate screening acceptance rate of 79% considering all current FDA limitations

3. <https://www.nscisc.uab.edu/Public/2017%20Annual%20Report%20-%20Complete%20Public%20Version.pdf> (Table 50 as shown in the report)

German Covered SCI Population is Growing



- With 33% of the population meet medical criteria there are over **25,000 potential candidates**¹
- Contracts already completed with payors covering >**25%** of the population = >**6,000 can potentially apply**

SHI/ PHI ²

Contracts completed -
25% of population

Contract In process -
50% of population

BG For
Accidents

90+% Covered for at work, school or commuting accidents

- Supreme court ruling expected soon on the definition of exoskeleton as direct or indirect compensation to spinal cord injury disability

1. Source: [https://journals.lww.com/ajpmr/Citation/2017/02001/People_with_Spinal_Cord_Injury_in_Germany.10.aspx#:~:text=Regarding%20the%20par%20alysis%20level%2C%20there,were%20rarely%20affected%20\(1%25\).&text=Currently%2C%20Germany%20lists%20approximately%2080%2C000,total%20of%2081.1%20million%20inhabitant](https://journals.lww.com/ajpmr/Citation/2017/02001/People_with_Spinal_Cord_Injury_in_Germany.10.aspx#:~:text=Regarding%20the%20par%20alysis%20level%2C%20there,were%20rarely%20affected%20(1%25).&text=Currently%2C%20Germany%20lists%20approximately%2080%2C000,total%20of%2081.1%20million%20inhabitant)

2. SHI – Statutory Health Insurance/ PHI – Private Health Insurance



Take the Next Step



ReStore Soft Exosuit for Stroke Rehabilitation

ReWalk Confidential. © 2018 ReWalk Robotics, Inc.

Exo-Suit for Stroke, Multiple Sclerosis, Parkinson's¹

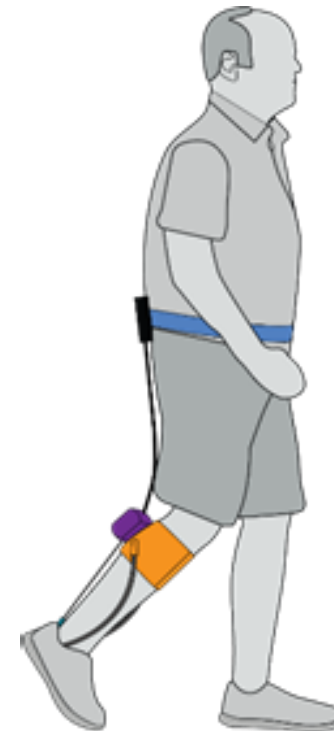
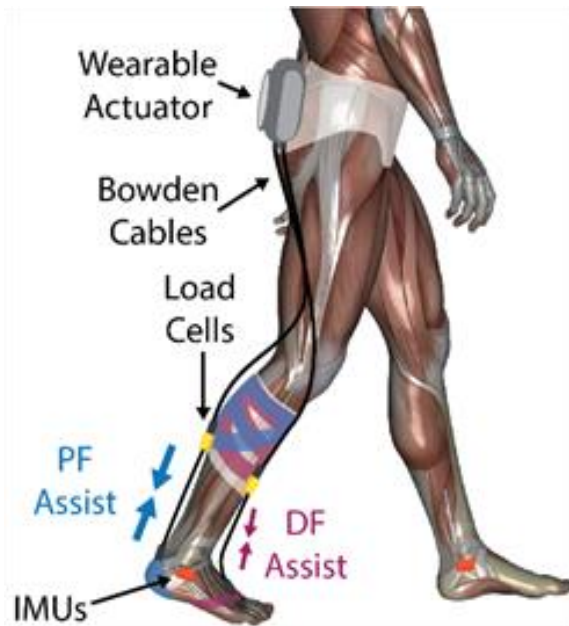
ReWalk™

WYSS INSTITUTE



HARVARD

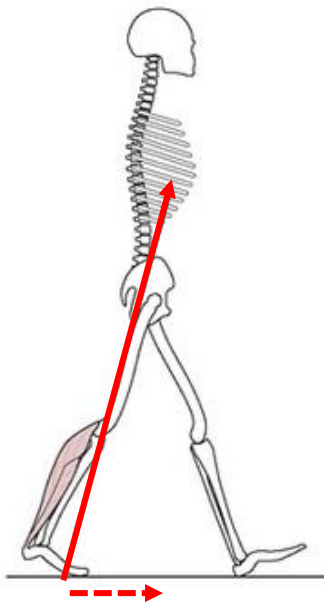
School of Engineering and Applied Sciences



1. Currently available for Stroke use only following FDA and CE approval in 2019

Breakthrough: Paretic Propulsion

Paretic Propulsion = a measure of the contribution of the affected (paretic) limb to advance the body forward during walking, in comparison to the contributions of the unaffected (nonparetic) limb.



- The paretic limb's ability to generate propulsion during walking is a critical determinant of long-distance walking function after stroke¹
- Rehabilitation techniques that target both plantarflexor function and leg extension may restore paretic limb function and improve gait asymmetries in individuals post stroke²

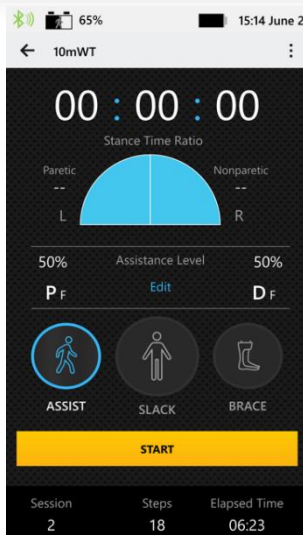
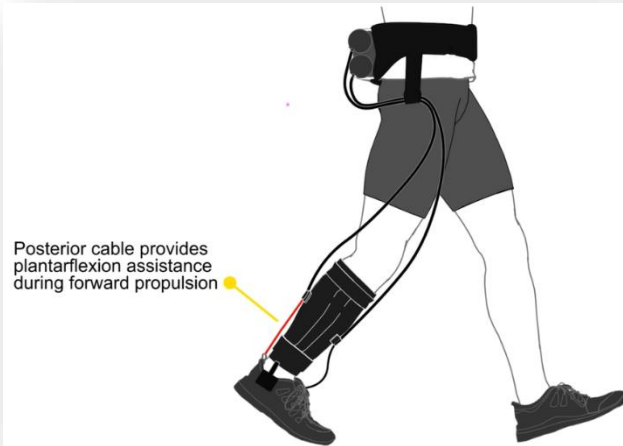
¹Awad, Louis N et al. "Paretic Propulsion and Trailing Limb Angle Are Key Determinants of Long-Distance Walking Function After Stroke." *Neurorehabilitation and neural repair* vol. 29,6 (2015): 499-508. doi:10.1177/1545968314554625

²Roelker, Sarah A., et al. "Paretic propulsion as a measure of walking performance and functional motor recovery post-stroke: a review." *Gait & posture* 68 (2019): 6-14.

ReStore: How It Works

Key Differentiators

- Light, soft components and powered dorsi / plantar flexion facilitate natural gait pattern
- Provides therapist real-time analytics and enhanced session control for optimized results
- Multiple modes of function, rapid donning / doffing and adjustment for efficient therapy sessions
- Session data capture with reporting and comparison across sessions



ReStore Market: Stroke

Prevalence = 27.6 M

US: 7 million stroke survivors¹
EU: 9.6 million stroke survivors²
China: 11 million stroke survivors⁸

Annual Incidence = 4.295 M

US: ~ 795K³
EU / Western Europe: ~ 1.1 million⁴
China: ~ 2.4 million⁸

Eligible
population
adjusted by
physical
qualifications

Addressable Market – Prevalence = 13.2 M

US: 3.3 million^{5,6} potentially eligible for ReStore system
EU: 4.6 million⁷ potentially eligible for ReStore system
China: 5.3 million⁷

Annual Addressable Market – Incidence = 2.4 M

US: ~500K^{5, 6}
EU: ~700K⁷
China: ~1.5M⁷

PHASE I:

**Top Tier Stroke
Rehab Centers**

Penetration strategy -

US
**1,000 primary
stroke centers⁹**

EU
1,000 clinics¹⁰

PHASE II:

**Thousands of
Hospitals & Physical
Therapy Clinics**

1. https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3250269/pdf/13311_2011_Article_53.pdf

2. Extrapolated from the incidence numbers based on the rate for US.

3. American Heart Association 2017 Heart Disease and Stroke Statistics 2017

4. European Journal of Neurology 6JUN2016, Vol 13, Issue 6 "Stroke Incidence and Prevalence in Europe: a review of available data"; as of 2000.

5. Assumption, 80% lower limb disability rate after stroke- Source: A Review of Robot-Assisted Gait Training in Stroke Patients Ha Yeon Kim Joshua Sung Hyun You

6. Assumptions: for prevalence pool, estimate 40% fall our rate of the 80% with lower limb disability, for the incidence pool assume 80% survival rate and 80% left with lower limb disability – see Long-Term Survival and Function After Stroke by Stefan Sennfalt

7. Assuming similar rates as the US market in 5 and 6 above.

8. Prevalence, Incidence, and Mortality of Stroke in China - Results from a Nationwide Population-Based Survey of 480 687 Adults (currently we do not offer ReStore in China)

<https://pdfs.semanticscholar.org/f59d/209fe597e6dabdf966628b99b44762273497.pdf>

9. US prevalence 2014, American Heart Association

10. Estimate similar to US

ReStore: Position in Market

		ReStore	Rigid Exoskeleton	Manual Therapy	FES Foot Drop System	Treadmill Gait Trainer
Functional	Plantarflexion Training	✓				
	Rapidly & automatically adapts to changes in patient gait	✓			✓	
	Natural Freedom of Movement	✓		✓	✓	
Versatile	Rapid transitions between assisted & unassisted/unrestricted walking	✓		✓	✓	
	Supplemental Support Aids Determined by Patient Needs	✓		✓	✓	
	Compatible with a wide range of functional walking tasks in clinics.	✓				
Data-Driven	Adjustable & Measurable Assistance	✓	✓		✓	✓
	Quantifiable gait metrics	✓	✓			✓



Take the Next Step



Commercialization and Financial Pathway to Breakeven

ReWalk Confidential. © 2018 ReWalk Robotics, Inc.

Path to Profitability: Multiple Products and Leveraged Distribution System

ReWalk plans to grow the SCI, Rigid exoskeleton business through coverage and contracts; develop new soft exo-suit technologies through the Wyss partnership to address other lower limb disabilities; and add other mission related products

Prototypes of new products completed; moving to project selection with clinical and regulatory planning

- Promising prototype in testing at Wyss
- Partners with ankle devices to provide clinicians options
- Potential MS home use, worn under clothes solution

- Leverage ReStore and ReWalk Personal market acceptance to introduce new products

- Leverages existing treatment and reimbursement structures
- VA Study / Ability-BU Study
- Grow Revenue with device and disposables

- German Contracts
- VA Study Results
- Expanded US Coverage
- Next Gen Prototypes

Stroke Home / Clinic Low Cost Exo-suit

**External Products
MYOLYN & MediTouch**

Stroke Clinic "ReStore"- Soft Exosuit

SCI- Rigid Exoskeleton

2018

2019

2020

2021

2022

2023

Today

- In market
- Pipeline—external and soft suit

Key Financial and Operational Data

Profit and Loss – Key Metrics (in Thousands \$)	Q3 2021 (Unaudited)	Q3 2020 (Unaudited)	1-9/2021 (Unaudited)	1-9/2020 (Unaudited)
Total Revenues	1,972	747	4,724	3,175
Personal Unit Revenues	1,357	698	3,818	3,079
Rehab Unit Revenues	615	49	906	96
Gross Margin %	58%	52%	54%	56%
Operating Expenses (-)	(3,802)	(3,461)	(11,398)	(11,010)
Operating (Loss)	(2,662)	(3,069)	(8,824)	(9,223)
Balance Sheet and Cash flow (in Thousand of \$)	Sep 30, 2021 (Unaudited)	Dec 31, 2020 (Audited)		
Cash and Cash Equivalent	91,227	20,350		
Net Cash Used In Operating Activities	(8,903)*	(12,589)		
* Nine months period ended Sep 30, 2021				

Investment Highlights

- Market leading global exoskeleton developer with breakthrough device platforms and various vectors
 - Sales team expanded with experienced capital equipment sales personnel
 - Rigid ReWalk exoskeleton for **Spinal Cord Injury** market -
 - German insurance contracts -- ReWalking as a standard of care for paralyzed individuals
 - US CMS code received effective October 1, 2020; Contracts/Policy next target
 - ReStore soft-suit exoskeleton for **stroke** rehabilitation launched -
 - Publications from clinical studies
 - Pilots underway with national rehab centers
 - Breakthrough designation achieved for a stroke home device
 - Myolyn and Medi-Touch lines launched July 1, 2020, increased product portfolio with rehab and personal devices
 - Improved financial results – strong cash position allows internal and external growth support

ReWalk™

Take the Next Step



Thank You!

Forward Looking Statements

In addition to historical information, this press release 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. Such forward-looking statements may include projections regarding ReWalk's future performance and other statements that are not statements of historical fact 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 press release 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 ReWalk's control. Important factors that could cause ReWalk's actual results to differ materially from those indicated in the forward-looking statements include, among others: the adverse effect that the COVID-19 pandemic has had and may continue to have on the Company's business and results of operations; ReWalk's ability to have sufficient funds to meet certain future capital requirements, which could impair the Company's efforts to develop and commercialize existing and new products; ReWalk's ability to maintain compliance with the continued listing requirements of the Nasdaq Capital Market and the risk that its ordinary shares will be delisted if it cannot do so; ReWalk's ability to maintain and grow its reputation and the market acceptance of its products; ReWalk's ability to achieve reimbursement from third-party payors for its products; ReWalk's limited operating history and its ability to leverage its sales, marketing and training infrastructure; ReWalk's expectations as to its clinical research program and clinical results; ReWalk's expectations regarding future growth, including its ability to increase sales in its existing geographic markets and expand to new markets; ReWalk's ability to obtain certain components of its products from third-party suppliers and its continued access to its product manufacturers; ReWalk's ability to improve its products and develop new products; ReWalk's compliance with medical device reporting regulations to report adverse events involving the Company's products, which could result in voluntary corrective actions or enforcement actions such as mandatory recalls, and the potential impact of such adverse events on ReWalk's ability to market and sell its products; ReWalk's ability to gain and maintain regulatory approvals; ReWalk's expectations as to the results of, and the Food and Drug Administration's potential regulatory developments with respect to its mandatory 522 postmarket surveillance study; ReWalk's ability to maintain adequate protection of its intellectual property and to avoid violation of the intellectual property rights of others; the risk of a cybersecurity attack or breach of the Company's IT systems significantly disrupting its business operations; ReWalk's ability to establish a pathway to commercialize its products in China; the impact of substantial sales of the Company's shares by certain shareholders on the market price of the Company's ordinary shares; ReWalk's ability to use effectively the proceeds of its offerings of securities; the risk of substantial dilution resulting from the periodic issuances of ReWalk's ordinary shares; the impact of the market price of the Company's ordinary shares on the determination of whether it is a passive foreign investment company; the market and other conditions; and other factors discussed under the heading "Risk Factors" in ReWalk's annual report on Form 10-K for the year ended December 31, 2020 filed with the SEC and other documents subsequently filed with or furnished to the SEC. Any forward-looking statement made in this press release speaks only as of the date hereof. Factors or events that could cause ReWalk's actual results to differ from the statements contained herein may emerge from time to time, and it is not possible for ReWalk to predict all of them. Except as required by law, ReWalk undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future developments or otherwise.