



FREEDOM60[®]
Syringe Infusion System

FreedomEdge[®]
Syringe Infusion System

HigH•Flo[™]
Subcutaneous Safety Needle Sets

precision
FLOW RATE TUBING[™]

ANNUAL MEETING OF SHAREHOLDERS

April 23, 2019

OTCQX: REPR



Improving the Patient Experience

This presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: "plan," "goal," "seek," "vision," "confident," "future," "will" and similar references to future periods. Examples of forward-looking statements include, among others, statements we make regarding our Strategic Plan and other goals. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: introduction of competitive products; availability of insurance reimbursement; changes in U.S. Food and Drug Administration regulations; changes to health care policies; success of our research and development efforts; our ability to raise capital if or when needed; acceptance of and demand for new and existing products; expanded market acceptance of the FREEDOM Syringe Infusion System; our ability to obtain required governmental approvals; success in enforcing and obtaining patents; continued performance by principal suppliers; continued customer preference to work through distributors; continued service of key personnel and attracting and maintaining new personnel; the costs, duration and ultimate outcome of litigation; and general economic and business conditions. Any forward-looking statement made by us is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.



Don Pettigrew
President & CEO
23 years of experience



Karen Fisher, CPA
Chief Financial Officer
25 years of experience



Manny Marques
Chief Operating Officer
23 years of experience



Brian Schiller, Ph.D.
VP Medical Affairs
20 years of experience



Daniel Goldberger
Executive Chairman
35 years of experience

- Joined as President and CCO (2018); promoted to CEO February 2019
- Senior leadership roles at global medical device manufacturers including Moog, Inc., Baxter (formerly Gambro), and Boston Scientific
- B.A. in Biology from the University of Colorado
- Formerly Assistant Controller for Armored Autogroup, a global consumer products company
- Prior experience includes CAO Gilman Ciocia, and senior financial roles at The New York Times and Thomson Financial
- B.S. in Accounting from Arizona State University
- Served as Lean Manufacturing Champion at Noble Biocare Procera, LCC
- Holds two U.S. patents for cardiovascular medical devices
- B.S. in Mechanical Engineering Technology and M.S. in Engineering Management from New Jersey Institute of Technology
- Senior Director, Head of Field Medical, NA Medical Affairs at Sanofi (Genzyme)
- Associate Director of Medical Affairs and Associate Director of Clinical Research and Medical Affairs at Avanir Pharmaceuticals, leadership roles at Amgen and Bristol Myers Squibb
- M.S. Kinesiology/Physiology, Ph.D. Applied Physiology from the University of Colorado-Boulder
- Significant experience in biotech, med-tech and high tech industries
- Resume includes CEO for Synergy Disc Replacement, Milestone Medical, Xtant Medical Holdings, and Sound Surgical Technologies
- B.S. Mechanical Engineering from M.I.T, M.S. Mechanical Engineering from Stanford University



Daniel S. Goldberger
Executive Chairman



Joseph M. Manko, Jr.
Lead Director



Arthur J. Radin
Director



David W. Anderson
Director



Robert T. Allen, CPA
Director



James M. Beck
Director



Kathy S. Frommer
Director

Mission Statement

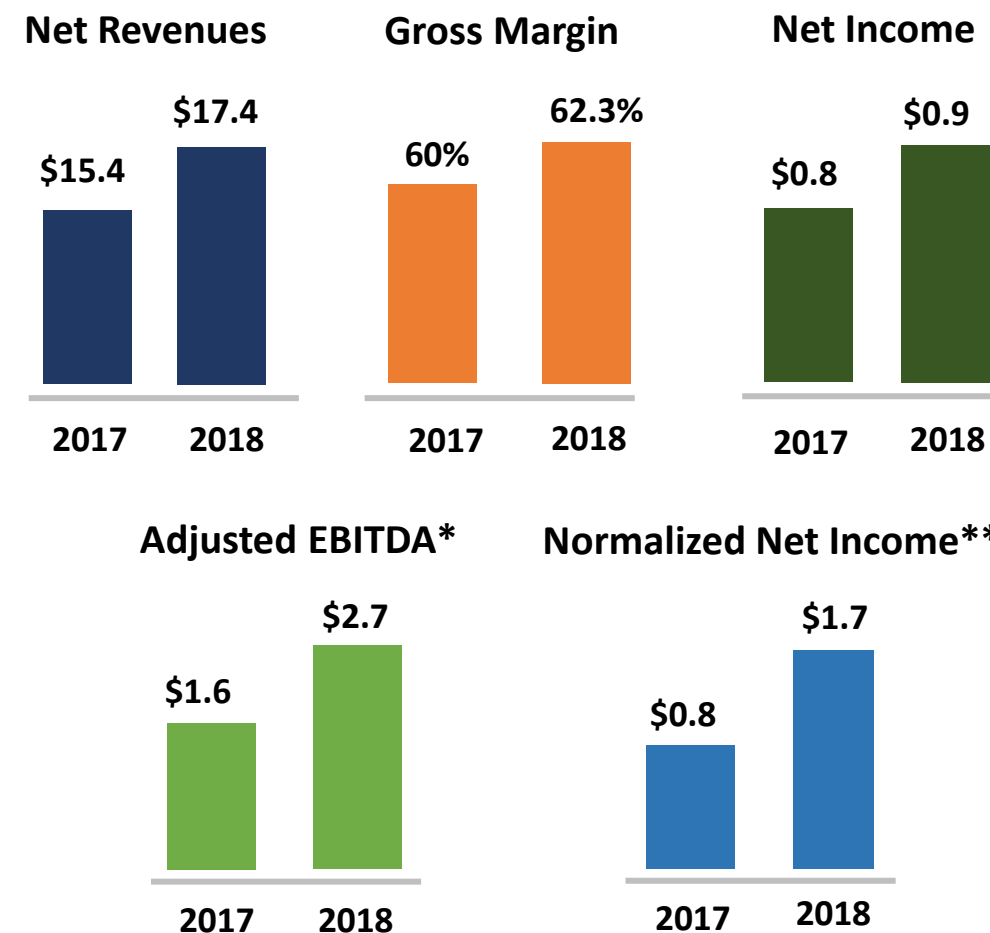
To improve the quality of life of patients around the world through the development and delivery of high quality, innovative and easy-to-use therapeutic solutions

- Freedom products primarily used for Subcutaneous (SCIg) and IV (IVIg) Immunoglobulin therapy, and designed to:
 - > Improve patient quality of life
 - > Increase compliance
 - > Reduce overall healthcare system utilization and costs
- Freedom Syringe Infusion System is allowing RMS Medical to capitalize on the ongoing shift from institutional care to lower-cost home and alternative site settings
- 25,000 sq. foot facility in Chester, NY



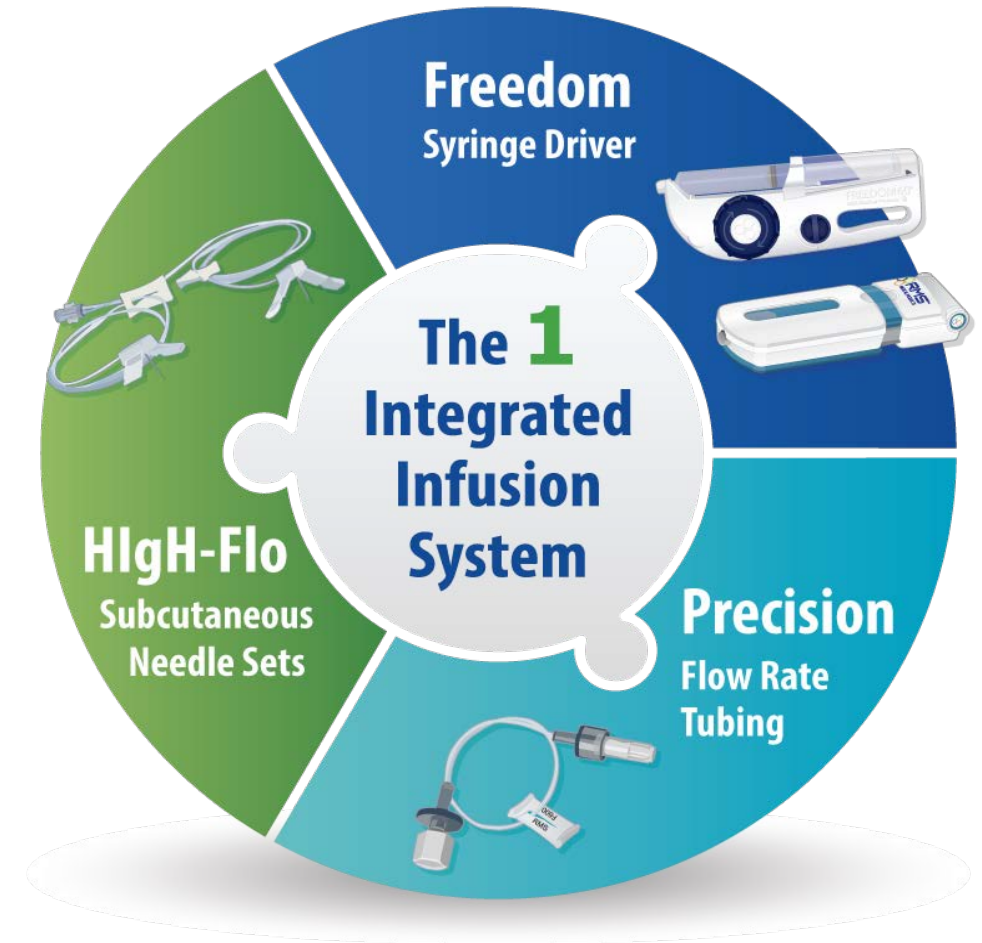
- **Record net revenues** – up 12.4%
- **Gross margin increased** by 230 bps
- **Higher income** and **Adjusted EBITDA**
- Strong balance sheet with **no debt** and **simple capital structure**
- **Refreshed and strengthened management team**
- **Added significant talent to the Board**
- **February 2019: strategic plan launched** to become the preferred drug delivery partner for specific infusion therapies in select markets
- **Vision 2022:** \$50M net revenue run rate, 70%+ gross margins, and 20% annual organic revenue growth through 2022

FY 2018 Highlights (\$ in millions)



*Adjusted EBITDA excludes from net income: taxes (benefit)/expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes and stock compensation expense. **Normalized net income excludes from net income: operating expenses and tax expense adjustments associated with the Company's organizational changes. For a reconciliation of non-GAAP Adjusted EBITDA and non-GAAP normalized net income to GAAP net income, see on slide 18 of this presentation.

- Only fully-integrated mechanical system cleared by the FDA (August 2017)
 - > Easy to use in clinical setting
 - > Easy to train patient for at-home use
- Proven history and safety profile
- Razor –razorblade model drives recurring revenue
- Broadly indicated as an infusion system, specifically indicated for SCIg and IVIg infusions and certain antibiotics
 - > Reduces need to stock multiple SKUs
 - > Reduces training burden associated with multiple systems
- Well-positioned for the accelerating adoption of SCIg, including Hizentra® and Cuvitru™



- High-FLO Super26™ Subcutaneous Needle Set
- Indicated for SCIg infusion of medications in the home, hospital, or ambulatory settings
- Facilitates high flow rates, including plasma-derived immunoglobulins such as Hizentra® and Cuvitru™
- Supports the shift towards faster SCIg infusions for new indications, including CIDP
- Could be used for other drugs with FDA approval where large delivery volumes are required
- Available as part of Freedom Integrated Infusion System
- Optimizes drug delivery, improves overall patient experience

High•Flo Super26™
Subcutaneous Safety Needle Sets





Total Available Market (TAM)

Global Home Infusion Market
+9% CAGR to \$26.7B by 2020

Serviceable Available Market (SAM)

\$7.4B North America Home Infusion Therapy Market,
Growing at 8% Per Annum
OUS estimated to be >2X North America

RMS Target Market

\$1.3B North America Market for SCIg,
+14% SCIg CAGR 2016-2024
\$500 M U.S. Home Infusion Market

RMS Market Share

\$15M U.S. Revenue 2018, 13% YOY
\$2.5M OUS 2018, 10% YOY

Sources: Transparency Market Research US CDC, NIH, Grand View Research, MSD Healthcare Solutions, Immune Deficiency Foundation, Management Estimates
Internal estimates

We are operating in two of the largest market segments approved for Ig therapy

**\$185 - \$260
Million**

**U.S. Addressable
PIDD Market ^(2,3)**

**U.S. Patient Population
~270,000 ⁽¹⁾**

**\$25 - \$36
Million**

**U.S. Addressable
CIDP Market ^(2,3)**

**U.S. Patient Population
~ 25,000 ⁽²⁾**

Primary Immunodeficiency Disease (PIDD)

A group of more than 350 chronic disorders in which part of the body's immune system is missing or functions improperly.

270,000 U.S. patient population ⁽¹⁾

70,000 patients are receiving Ig therapy today.⁽²⁾

20,000 patients are receiving SCIg with the RMS FREEDOM system. ⁽³⁾

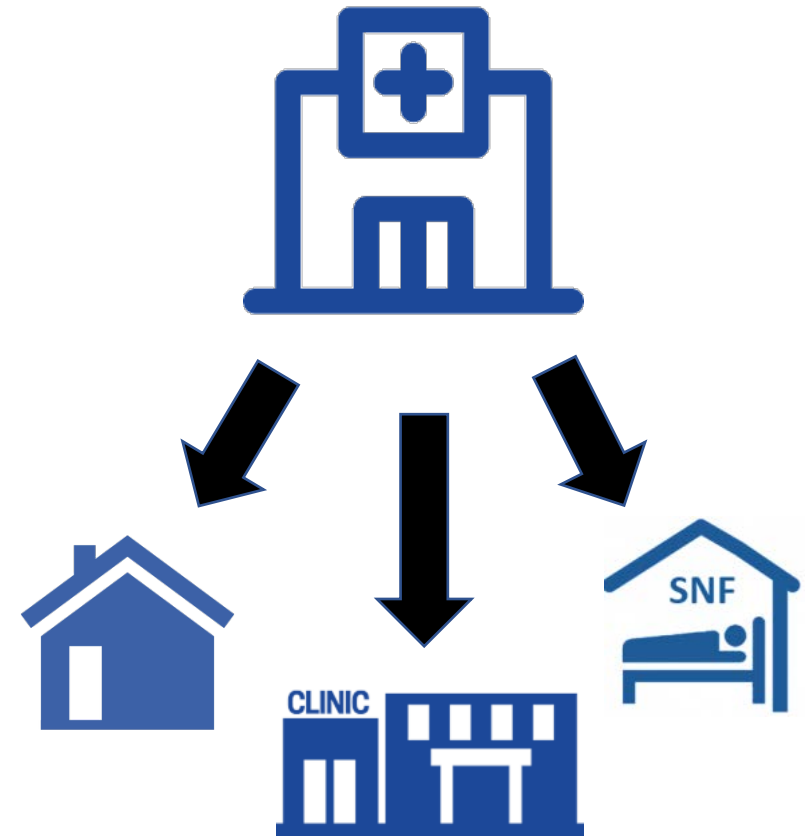
Chronic Inflammatory Demyelinating Polyneuropathy (CIDP)

A neurological disorder characterized by progressive weakness and impaired sensory function in the legs and arms, orthostatic dizziness, tingling and numbness of hands and feet.

2018: Hizentra® becomes first and only SCIg for treatment of CIDP.

(1) Immune Deficiency Foundation; (2) Industry research; (3) RMS estimates

- Targeting post-acute care settings that comprise ~60% of the total U.S. infusion market: home care, SNF and physician outpatient
- Reduced episodic and annual total cost of care
 - > Employers are demanding health insurers reign in rising costs
 - > Patients are realizing they pay more out-of-pocket at higher cost settings
 - > Per-day savings for home infusion can be up to 90% versus institutional setting
- Safety
 - > Reduces incidence of hospital acquired infections (HAI), especially important for the immunocompromised
 - > ~ 1 in 25 patients experiences an HAI; +1.0 M occur annually
- Patient preference
 - > Up to 86% patients prefer being treated at home
- Reduces avoidable hospital readmission rates



Source: www.beckershospitalreview.com/patient-engagement/why-hospital-partnerships-with-home-infusion-providers-helps-consumers.html

- Global immunoglobulins market valued at \$11B in 2017
- Market expected to nearly double to \$21B by 2026
- Rising incidence of autoimmune, neurological, hematological disorders
- Demand outpacing supply:** In response, pharma research focused on developing large molecule/biosimilar therapies, which align with SCIg

Source: <http://www.transparencymarketresearch.com>

Ig Manufacturers & Products

CSL Behring

Hizentra®
Immune Globulin Subcutaneous (Human) 20% Liquid

bpl

Bio Products Laboratory

SUBGAM

Shire

GAMMAGARD LIQUID
[Immune Globulin Infusion (Human)] 10%

HyQvia
[Immune Globulin Infusion 10% (Human) with Recombinant Human Hyaluronidase]

Subcuvia

Cuvitru
[Immune Globulin Subcutaneous (Human)] 20%

KENDRION

gammaked™
immune globulin injection (human), 10% caprylate/chromatography purified

GRIFOLS

gamunex-c
immune globulin injection (human), 10% caprylate/chromatography purified

octapharma
plasma®

gammagard

***RMS Medical's Freedom60®
is featured in national
advertising campaign for
Hizentra® SClg therapy***

FREEDOM60®
Syringe Infusion System



Hizentra®
Immune Globulin Subcutaneous
(Human) 20% Liquid

1st and only Self-administered Ig for CIDP Maintenance

#1 Ig Prescribed for PI

My Life, My Way With Hizentra

Hizentra is an Ig^G therapy that provides proven protection for PI and CIDP with the convenience of self-administration, so you can focus on everyday living

GOALS THROUGH 2022

\$50M Net Revenue
Run Rate

Gross Margin of 70%+

Annual 20% Organic
Revenue Growth

Phase 1

Grow & Harvest

2019 - 2020

- Maintain baseline business
- Penetration of PIDD and CIDP
 - *Pharma reps*
 - *Home infusion sales reps*
 - *Distributors*
- New product development/ launch
- New indications
- Government partnership
- OUS development
- Pharma collaboration
- Funnel of clinical trials
- Margin improvement

Phase 2

Expand & Innovate

2020 - 2021

- Continued execution of Phase 1
- New products
- Expanded indications
- Post-acute care
- European expansion

Phase 3

Accelerated Growth

2021 - Beyond

- Continued Phase 1 & 2 execution
- New drugs and indications
- Post-acute care growth
- Global expansion
- Market share gains

Mission Statement

To improve the quality of life of patients around the world through the development and delivery of high quality, innovative and easy-to-use therapeutic solutions

Key Takeaways

Well-respected family of products
Addressable markets experiencing double-digit growth
Significant market share with multiple expansion catalysts
Razor –razorblade model drives recurring revenue
Clean balance sheet, liquidity and cash flow
Refreshed and focused management team

Financial Goals Through 2022

\$50M

Net
Revenue
Run Rate

70%+

Gross
Margin

20%

Annual
Organic
Revenue
Growth

NON-GAAP RECONCILIATION

OTCQX: REPR

Reconciliation of GAAP Net (Loss)/Income to Non-GAAP Adjusted EBITDA:

GAAP Net Income
Tax (Benefit)/Expense
Depreciation/Amortization
Interest Income
Reorganization Charges
Stock Compensation Expense
Non-GAAP Adjusted EBITDA

Three Months Ending December 31,		Twelve Months Ending December 31,	
2018	2017	2018	2017
\$ (355,133)	\$ 278,370	\$ 910,570	\$ 819,547
(71,576)	78,607	266,380	390,799
80,362	77,383	309,263	306,562
(15,015)	(1,316)	(28,104)	(3,743)
612,779	-	996,447	-
196,448	35,926	293,040	66,947
<u>\$ 447,865</u>	<u>\$ 468,970</u>	<u>\$ 2,747,596</u>	<u>\$ 1,580,112</u>

to Non-GAAP Normalized Net Income:

GAAP Net (Loss)/Income
Reorganization Charges
Tax (Expense) adjustment
Non-GAAP Normalized Net Income

Three Months Ending December 31,		Twelve Months Ending December 31,	
2018	2017	2018	2017
\$ (355,133)	\$ 278,370	\$ 910,570	\$ 819,547
612,779	-	996,447	-
(128,684)	-	(209,254)	-
<u>\$ 128,962</u>	<u>\$ 278,370</u>	<u>\$ 1,697,763</u>	<u>\$ 819,547</u>

May 1, 2019

9:00 am ET

877.407.9753 (United States)

201.493.6739 (International)

The call will also be webcast

Following the call, a replay will be available
for 6 months on our website

www.rmsmedicalproducts.com

under the “Investor Relations” section



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THANK YOU

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