

2020 Annual Meeting of Shareholders

April 22, 2020



Nasdaq: KRMD

DISCLAIMER / NON-GAAP MEASURES

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: "expect", "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, our pathway to growth, the global Ig market in 2025, and the total global home infusion therapy market by 2026. 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: impact of COVID-19; 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.

Non-GAAP Adjusted EBITDA

Fiscal 2019 Adjusted EBITDA excludes from net income: tax expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes up to March 31, 2019, litigation costs, and stock option expense.

Non-GAAP Measures

This presentation includes non-GAAP financial measures that are not in accordance with, nor an alternate to, generally accepted accounting principles and may be different from non-GAAP measures used by other companies. In addition, these non-GAAP measures are not based on any comprehensive set of accounting rules or principles. Non-GAAP financial measures should not be considered a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. They are limited in value because they exclude charges that have a material effect on our reported results and, therefore, should not be relied upon as the sole financial measures to evaluate our financial results. The non-GAAP financial measures are meant to supplement, and to be viewed in conjunction with, GAAP financial results. A reconciliation of our non-GAAP measures is included in this presentation.

TOPICS FOR DISCUSSION



NASDAQ: KRMD



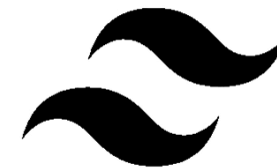
Record Financial Performance



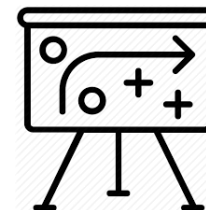
Corporate Rebranding



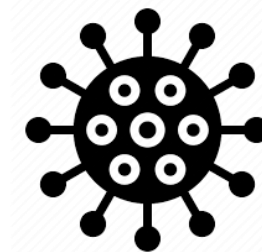
Nasdaq Uplisting



Industry Tailwinds



Executing our Strategic Plan



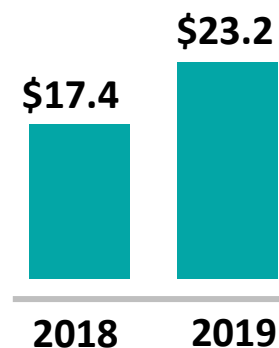
COVID-19

New Life, New Beginnings

2019 FINANCIAL SUMMARY

For the Year Ended December 31, 2019 (\$ in MM\$)

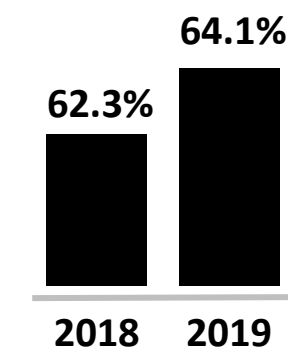
NET SALES



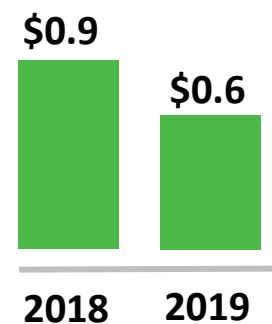
GROSS PROFIT



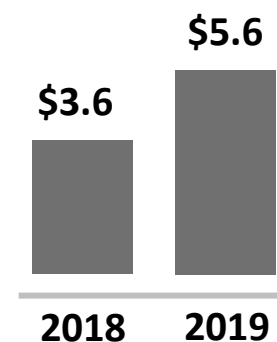
GROSS MARGIN



NET INCOME

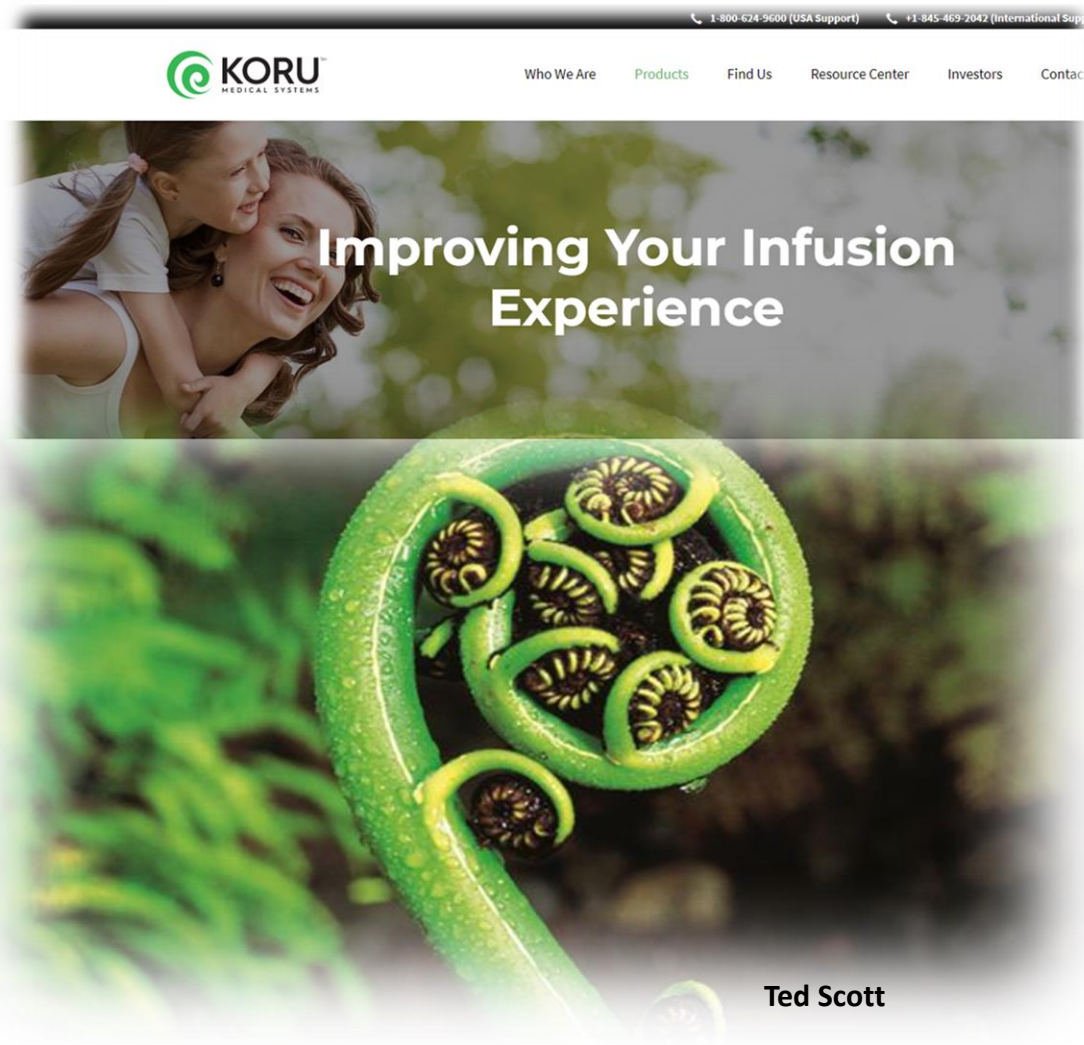


ADJUSTED EBITDA*



- Adjusted EBITDA excludes from net income: tax expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes up to March 31, 2019, litigation costs, and stock option expense. For a reconciliation of non-GAAP Adjusted EBITDA to GAAP net income, see slide 16.

MILESTONE EVENTS: REBRANDING / NASDAQ UPLISTING



NASDAQ: KRMD



New Life, New Beginnings

STRATEGIC PLAN

TO BECOME THE PREFERRED DRUG DELIVERY PARTNER FOR SPECIFIC INFUSION THERAPIES IN SELECT MARKETS

FINANCIAL GOALS

**\$50M Net Revenue
Run Rate
by end of 2022**

**Gross Margin of 70%+
by end of 2022**

**20%+ Organic
Revenue Growth
Each Year**

Phase 1

**Grow & Harvest
2019 - 2020**

- Maintain baseline business
- Penetration of PIDP 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

~\$300 M TOTAL U.S. ADDRESSABLE MARKET FOR PIDD & CIDP

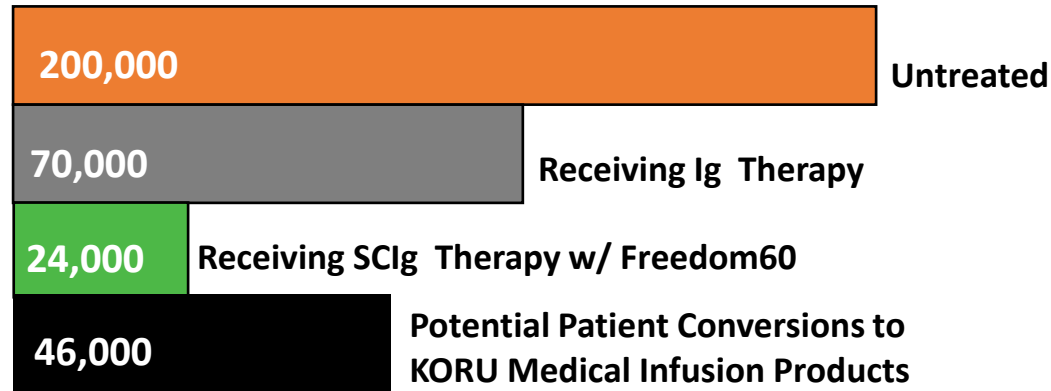
(EXCLUDES OTHER DISEASE STATES AND SECONDARY IMMUNE DEFICIENCY DISEASES)



KORU Medical's
U.S. Addressable Markets ^(2,3)

PIDD
\$185 - \$260 M

270,000 U.S. Patient Population ⁽¹⁾



350+
Chronic Disorders

9%
Market Penetration

~\$750
Recurring Revenue
Per Patient Per Year

Hizentra
Immune Globulin Subcutaneous
(Human) 20% Liquid

Xembify
(immune globulin subcutaneous
human-kilw) 20%

Cuvitru
(Immune Globulin Subcutaneous (Human)) 20%

Cutaquig
Subcutaneous human immunoglobulin (SCIg)
16.5% (165 g/mL)

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

CIDP
\$25 - \$36 M

A neurological disorder

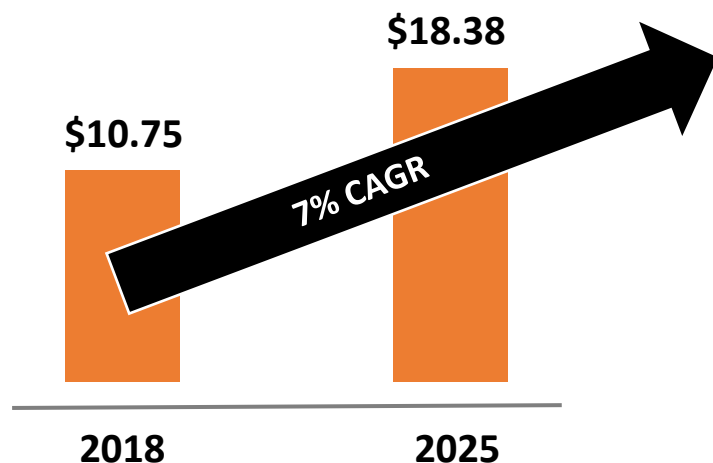
2018: Hizentra® becomes first and only SCIg for treatment of CIDP

More frequent dosing than PIDD = higher annual recurring patient revenue

~25,000
U.S. Patient Population ⁽²⁾

MARKET OVERVIEW

Global Ig Market ⁽¹⁾
(\$ in Billions)



Total Available Market (TAM)

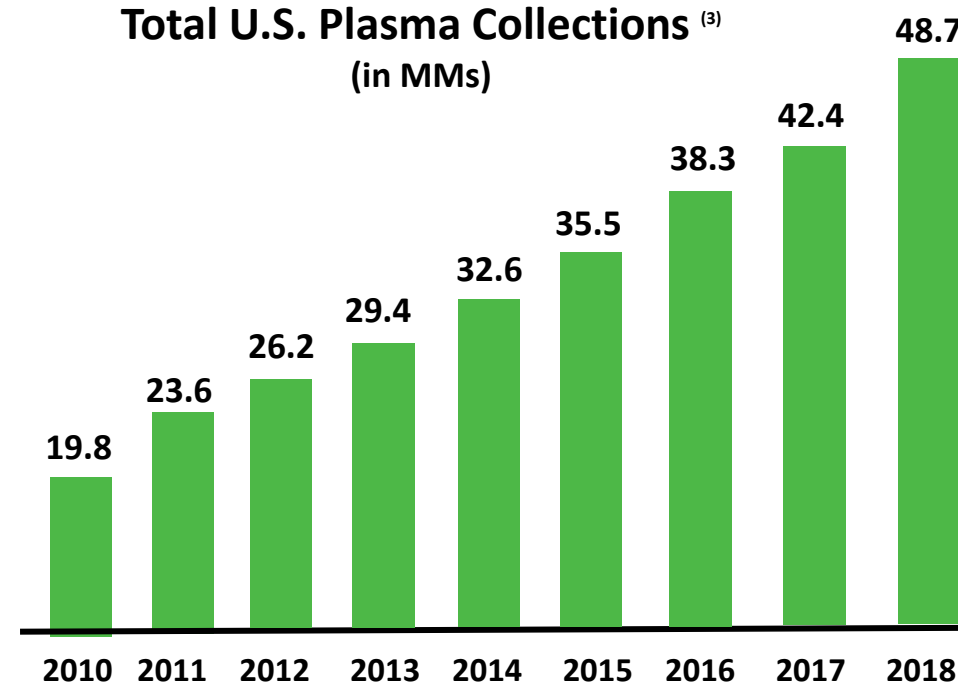
Global Home Infusion Therapy Market
+7% CAGR to \$38.7 B by 2026 ⁽²⁾

(1) Fortune Business Insights / <https://www.fortunebusinessinsights.com/press-release/immunoglobulins-market-9134>

(2) Grand View Research

(3) All data from www.pptaglobal.org except for number of plasma donation centers in 2005 which is sourced from <https://buffalonews.com/2019/11/15/new-plasma-centers-boost-quest-for-your-blood-in-wny/>

Total U.S. Plasma Collections ⁽³⁾
(in MMs)



7-12
Months

*Time required to
produce and supply
plasma-related drugs*

780

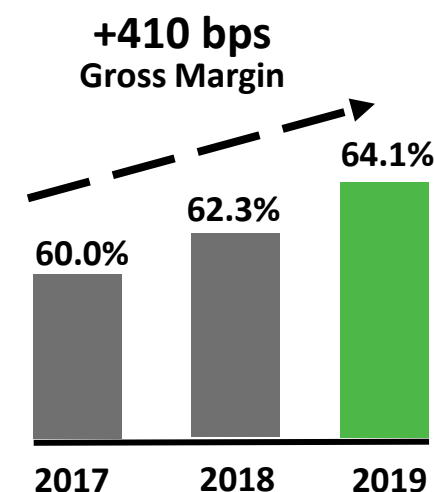
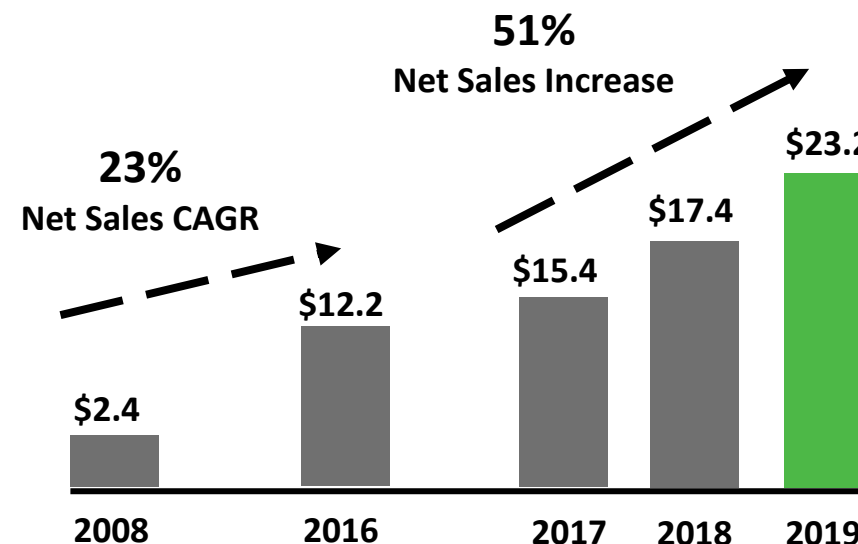
*U.S. plasma
donation centers,
up from 300 in 2005*

130

*Plasma donations
needed to treat one PIDD
patient for one year**

EXECUTING AGAINST OUR OBJECTIVES

Dawn has gained “12 extra days” every month by receiving immunoglobulin G subcutaneously (SCIg) instead of intravenously (IVIg)



EXECUTING AGAINST OUR OBJECTIVES

Product Evolution

HlgH-Flo Super26™ Subcutaneous Safety Needle Set



Pharma Collaboration

Drug Launches



Pursuing New End Markets

Freedom System in Phase III Hematology Drug Study



COVID-19



KORU Medical's business is currently considered **essential** and we continue to operate during these difficult times.



We are following recommendations from the **CDC** and **WHO** to protect our employees and customers.



Team members who can conduct their work **remotely** are being advised to do so.



We continue to **produce** products as planned, while managing our **inventory** and **supply chain** to minimize disruptions.

COVID-19



The overwhelming majority of the patients we serve are treating **chronic**, life-long conditions.



No material issues expected with **US plasma supply** for this year.*



CMS guidance **providing flexibility** to Medicare providers; private insurers offering accommodations.



Crisis may result in greater awareness of the **benefits of home health** care and **acceleration** of SubQ therapy.

*Based on pharma industry commentary and management research, both as of the date of this presentation.

THE LONG VIEW: GROWTH DRIVERS

Growing Adoption of Ig Therapy



Expanded Indications for Existing Therapies (e.g. Secondary Immunodeficiency)



Support Drug Development for New Disease States



THANK YOU





NEW LIFE, NEW BEGINNINGS

APPENDIX: RECONCILIATION*

Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA

	Twelve Months Ended			
	December 31,			
	2019		2018	
GAAP (Loss) Net / Income	\$	564,349	\$	910,570
Tax (Benefit)/Expense		132,069		266,380
Depreciation/Amortization		340,229		309,263
Interest Income, Net		(80,663)		(28,104)
Reorganization Charges		354,926		996,447
Litigation		3,415,683		899,003
Stock Option Expense		888,319		248,040
Non-GAAP Adjusted EBITDA	\$	5,614,912	\$	3,601,599

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