



# KORU Medical Systems

Nasdaq: KRMD

CG 44<sup>th</sup> Annual Growth Conference  
August 14, 2024

# Forward-Looking Statements

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 regarding our expectations for future performance, including but not limited to the existence and timing of potential drug launches, the success and timing of our novel therapies collaborations, our future financial performance (including but not limited to CAGR, revenue growth, cash balances, cash flow and gross margin), our future product launches, and meeting our Vision 2026 goals. Forward-looking statements are neither historical facts nor assurances of future performance and based only on our current beliefs, expectations and assumptions. Forward-looking statements 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: new SCIG patient starts, growth of the SCIG market, plasma supply, clinical trial activity, new drug launches, market penetration of prefill syringes; continuation of our EU certification, supply chain and labor availability and pricing; third party contractor execution; timely receipt of other receivable credits; inflationary impacts; ability to reduce inventory; success of geographic expansion; effects of war and other global conflict; 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 obtain financing or raise capital if or when needed; acceptance of and demand for new and existing products; expanded market acceptance of the FREEDOM Syringe Infusion System and any new product we introduce; 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; and general economic and business conditions, as well as those risks and uncertainties included under the captions "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2023, available on the SEC website at [www.sec.gov](http://www.sec.gov) [sec.gov] and on our website at [www.korumedical.com/investors](http://www.korumedical.com/investors) [korumedical.com]. 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.

Revenues: All references to revenue(s) in this presentation refer to net revenues.

# KORU Leadership in Subcutaneous Drug Delivery



DELIVERING TRANSFORMATIONAL  
SUBCUTANEOUS INFUSION SYSTEMS THAT

**simplify, enhance, and enable**

DRUG DELIVERY IN THE HOME AND IN THE  
CLINIC AT LOWER COST TO THE HEALTHCARE  
SYSTEM



NASDAQ  
**KRMD**



HEADQUARTERS  
**Mahwah, NJ/74 Employees**



FREEDOM INTEGRATED INFUSION SYSTEM  
**70+ Global Patents**



DRUG CLEARANCES / REGISTRATIONS  
**8 Drugs / 36 Countries**  
First Subcutaneous Drug Clearance 2010



FY2023 REVENUES  
**\$28.5M**

# Well Positioned to Capture Shift From Hospital to Home with a \$2.7B TAM Opportunity

## Core SCIg Business

Market Leadership in Growing Subcutaneous Immunoglobulin (SCIg) Market

**\$500M<sup>(1)</sup>**

Global Ig TAM with ~20% SCIg penetration & market growth of 7-9%

**40k+**

Global recurring KORU patient base on Freedom Platform

**\$750-\$1k**

Recurring revenue per KORU patient per year

**\$60M**

OUS SCIg TAM with ~10% market share

Market Leading FREEDOM Subcutaneous Infusion Large Volume (>10ml) Delivery System



### Proven Platform

97% patient compliance<sup>(1)</sup>

### Simple, Low-Cost, Reusable

Customizable platform, fully mechanical

### Rapid Deployment

Speed to market with customization capability

## Novel Therapies

Extending our Leadership Position to Novel Therapies

**23**

SC drugs (>10ml) in Phase II/III development

**16**

Total KORU pharmaceutical collaborations signed to date

**\$2.2B<sup>(2)</sup>**

TAM for SC large-volume signed KORU collaborations

**6**



New KORU device/drug commercial launch opportunities by 2026 including infusion clinic entries

# 6 New KORU Drug Collaboration Launches Expected by 2026

16 Total Collaborations

19 Open Opportunities

\$2.7B TAM<sup>(1)</sup> Across  
2.1M Global Patient Population<sup>(2)</sup>

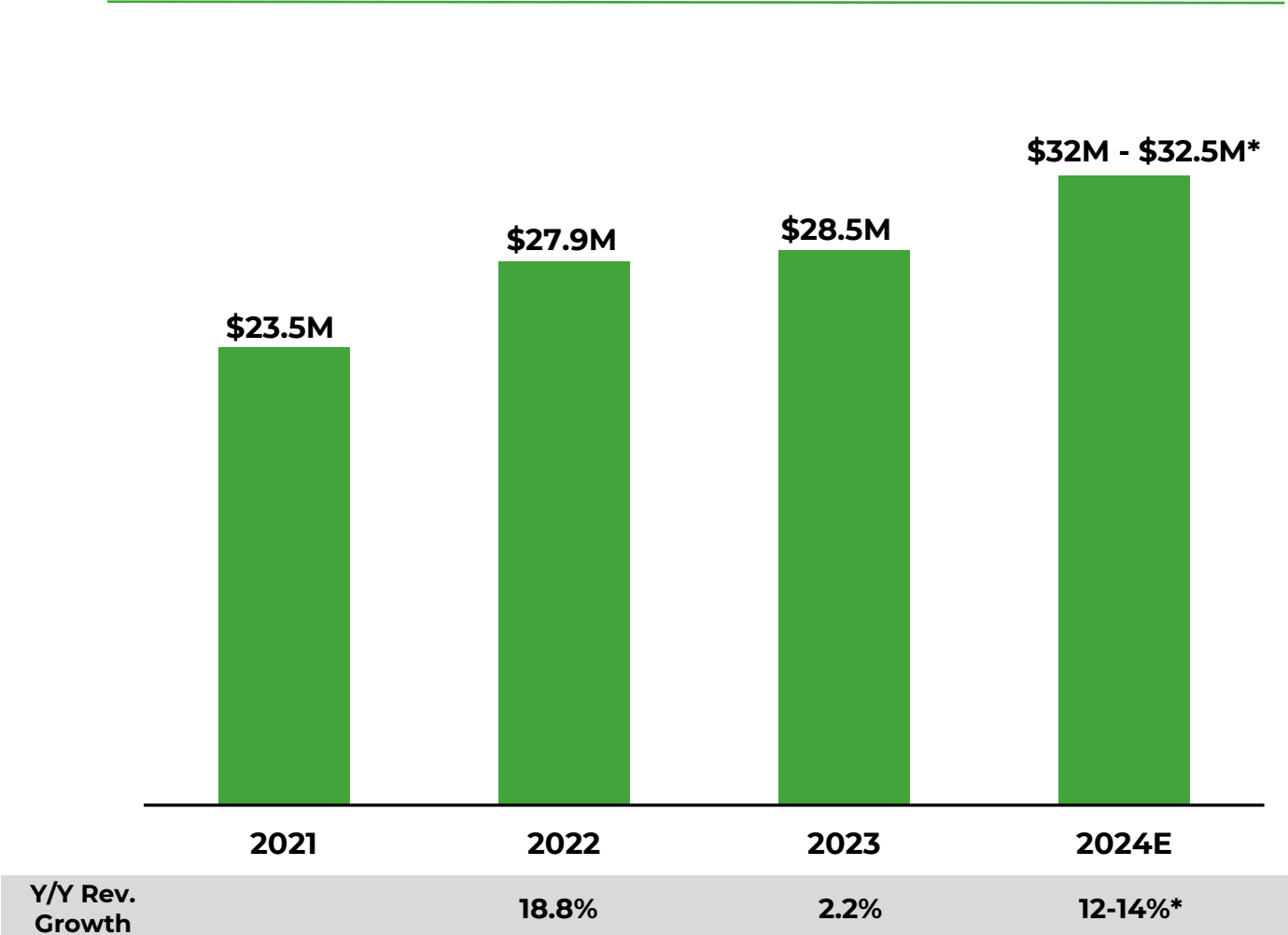
Novel Therapies	Patient Population (000's)	Phase I	Phase II	Phase III	Drug Launch Date <sup>(3)</sup>	KRMD Clearance
 	15				May 2021	May 2022
Oncology	500				Launched	Expected 2025
Rare Disease Biologic	65				Launched	Expected 2025
Nephrology	2				2025	Expected 2025/26
Endocrinology	10				2027	Expected 2027/28
Hematology	133				2027	Expected 2027/28
Respiratory	239				2028	Expected 2028/29
Nephrology	540				2029	Expected 2029/30
Nephrology	2				2029	Expected 2029/30
<b>Total Patient Pop.</b>	<b>1,506</b>					

Core: Expanded Indications to Label (lg)		Drug Launch Date/New Indication	
CSL Hizentra 50mL PFS [device]	630	Apr. 2023	December 2023
Takeda Cuvitru Japan [device]		Sep. 2023	July 2024
Immunology/Neurology [device]		Apr. 2023	Expected 2025
Immunology [device]		2025	Expected 2025
Immunology/Neurology		2026	Expected 2026/27
Immunology/Neurology		2026	Expected 2028
Immunology		2027	Expected 2027/28



# History of Strong Revenue Growth and Clear Pathway to Cash Flow Breakeven

## Full Year Revenue



## Second Quarter 2024 Financial Highlights

	2Q24	2Q23	Y/Y Δ
Revenue	\$8.4M	\$6.9M	22% growth
Gross Margin	65.0%	56.1%	890bps growth
OpEx	\$6.7M	\$7.1M	6.2% reduction
Net Loss	(\$1.0M)	(\$2.5M)	60% improvement
EPS	(\$0.02)	(\$0.05)	60% improvement
Cash Burn	(\$0.3M)	(\$0.5M)	40% improvement

# Investment Highlights

- 1 Macro tailwinds** driving further subcutaneous therapy in the home; projected growth of 7-9% in underlying SCIg market
- 2 Double-digit growth** in Domestic Core with new patient starts and share gains; **recurring revenue** from chronically ill patients
- 3 Penetrating and expanding into other top-ten SCIg markets globally**
- 4 6 expected commercial launches by 2026** in NT pipeline; oncology and rare disease indications expand our presence outside of the home and into infusion clinics
- 5 Pathway to profitability** and increased **operating efficiencies**; cash-flow breakeven in Q4 2024