



**FREEDOM60<sup>®</sup>**  
Syringe Infusion System

**FreedomEdge<sup>®</sup>**  
Syringe Infusion System

**HighFlo<sup>™</sup>**  
Subcutaneous Safety Needle Sets

**HighFlo Super26<sup>™</sup>**  
Subcutaneous Safety Needle Sets

**precision**  
FLOW RATE TUBING<sup>™</sup>

INVESTOR PRESENTATION

LD MICRO INVITATIONAL

June 5, 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.

## **Non-GAAP Adjusted EBITDA**

Adjusted EBITDA excludes from net loss: tax (benefit)/expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes, litigation costs, and stock compensation 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.

## Mission Statement

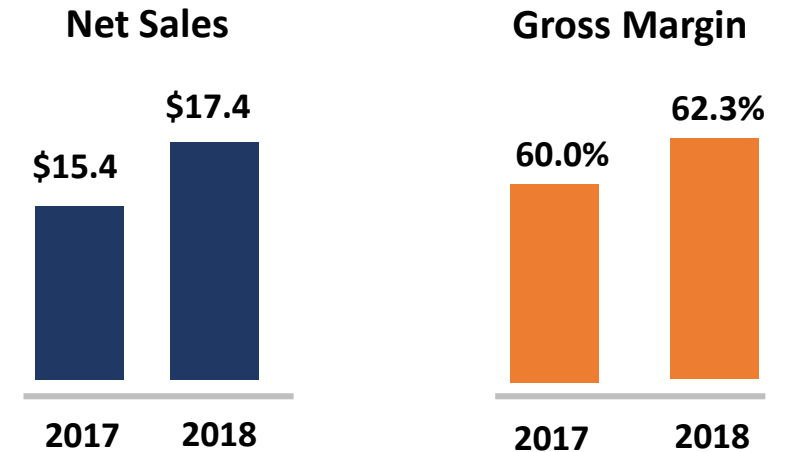
***To improve the quality of life of patients around the world through the development and delivery of high quality, innovative and easy-to-use infusion products***

- RMS Medical's Freedom products primarily used for Subcutaneous (SCIg) and IV (IVIg) Immunoglobulin therapy
- Capitalizing on the ongoing shift from institutional care to lower-cost home and alternative site settings
- Serve specialty pharmacies (US) and collaborate with pharmaceutical companies to promote Ig therapy
- Razor / razorblade model drives recurring revenue
- Refreshed management team driving growth through market development and product innovation initiatives

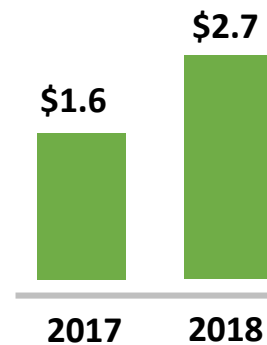


- Participating in **growing global immunoglobulin** therapy market
- **Increasing net sales** and **expanding gross margin**
- **Strategic plan launched in February 2019** to become the preferred drug delivery partner for specific infusion therapies in select markets
- Strong balance sheet with **no debt** and **simple capital structure**
- Robust supply chain and **strong financial position** to support growth

## 2018 Highlights (\$ in millions)



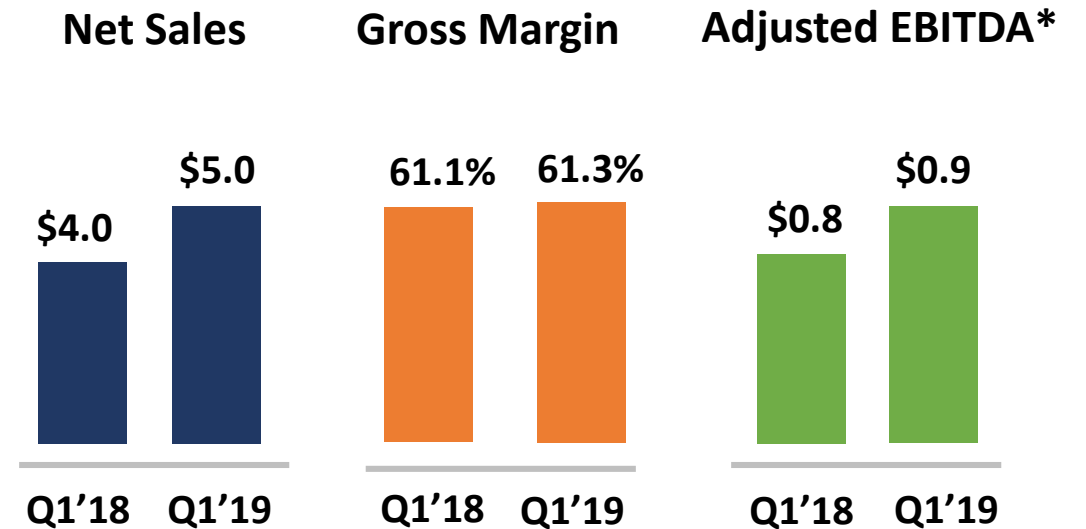
## Adjusted EBITDA\*



\*Adjusted EBITDA excludes from net income: tax (benefit)/expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes and stock compensation expense. For a reconciliation of non-GAAP Adjusted EBITDA to GAAP net income, see Appendix.

## Q1 2019 v. Q1 2018

- 23.3% rise in net sales – a quarterly record
- Gross margin of 61.3%
- 10.4% increase in Adjusted EBITDA



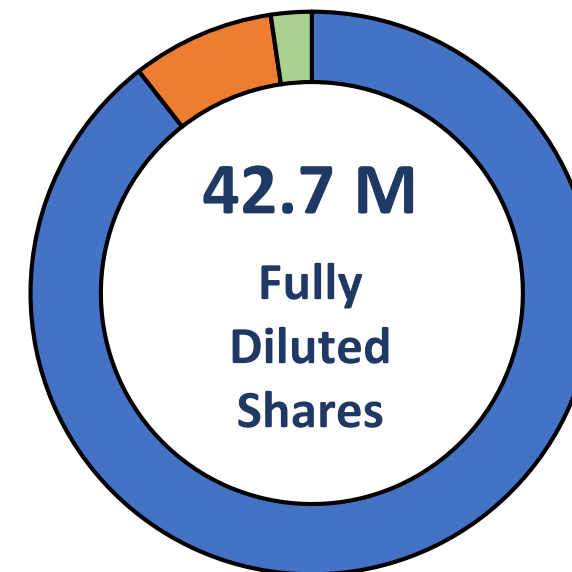
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## No Debt

### Access to \$1.5 M Credit Facility

	March 31, 2019	December 31, 2018
Cash & Cash Equivalents	\$ 2.6 M	\$ 3.7 M
Certificates of Deposit	\$ 1.5 M	\$ 1.5 M
<b>Total Cash, Cash Equivalents and Certificates of Deposit</b>	<b>\$ 4.1 M</b>	<b>\$ 5.2 M</b>
Shareholders' Equity	\$ 9.2 M	\$ 9.0 M

## Simple Capitalization Structure



- 38.2 M Basic Shares Outstanding
- 3.5 M Options Outstanding / WAEP \$1.17
- 1.0 M Warrants / WAEP \$0.45 / Exp. August 2019



**Don Pettigrew**  
**President & CEO**  
Joined RMS 2018

**23**  
years experience

Moog, Inc.,  
Baxter  
(formerly Gambro),  
and Boston  
Scientific



**Karen Fisher, CPA**  
**CFO**  
Joined RMS 2015

**25**  
years experience

Armored  
Autogroup, Gilman  
Ciocia, The New  
York Times and  
Thomson Financial



**Manny Marques**  
**COO**  
Joined RMS 2015

**23**  
years experience

Noble Biocare  
Procera, LCC  
  
Holds two U.S.  
patents for  
cardiovascular  
medical devices



**Brian Schiller, Ph.D.**  
**VP Medical Affairs**  
Joined RMS 2019

**20**  
years experience

Sanofi (Genzyme)  
Avanir Pharmaceuticals,  
Amgen and  
Bristol Myers Squibb



**Dan Goldberger**  
**Executive Chairman**  
Joined RMS 2018

Industry veteran, CEO of :  
Synergy Disc Replacement,  
Milestone Medical,  
Xtant Medical Holdings,  
and Sound Surgical  
Technologies



**Daniel S. Goldberger**  
Executive Chairman  
2018



**Joseph M. Manko, Jr.**  
Lead Director 2018  
Director 2016



**David W. Anderson**  
Director  
2016



**Robert T. Allen, CPA**  
Director  
2018



**James M. Beck**  
Director  
2018



**Kathy S. Frommer**  
Director  
2019



**R. John Fletcher**  
Director  
2019



- Used in treatment of 350+ diseases and conditions
- Ig replacement therapy is generally administered either intravenously (IVIg) or subcutaneously (SCIg)
  - IVIg infusions are usually given every 3-4 weeks, generally at hospital or infusion center
  - SCIg infusions are typically given daily or weekly, allowing patients to infuse at home on their own schedule
- Rising incidence of autoimmune, neurological, hematological disorders
- **Demand outpacing supply:** In response, pharma companies are investing in plasma collection networks

**CSL Behring**

**Hizentra**  
Immune Globulin Subcutaneous  
(Human) 20% Liquid

**bpl**

Bio Products Laboratory

**SUBGAM**

**Takeda**

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

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

**KENDRION**

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

**Subcuvia**

**Cuvitru**  
[Immune Globulin Subcutaneous (Human)] 20%

**GRIFOLS**

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

**octapharma**  
plasma®

**gammanorm**



## Total Available Market (TAM)

**Global Home Infusion Therapy Market  
+7% CAGR to \$38.7 B by 2026 <sup>(1)</sup>**

## Serviceable Available Market (SAM)

**\$7.0 B U.S. Home Infusion Therapy Market  
+10% CAGR (2018 -2024) <sup>(2)</sup>**

**\$1.1 B North America Market for SCIg,  
+12% CAGR (2015-2024) <sup>(3)</sup>**

**OUS estimated to be >2X North America <sup>(4)</sup>**

## RMS Target Market

**\$500 M U.S. Home Infusion Equipment Market <sup>(5)</sup>**

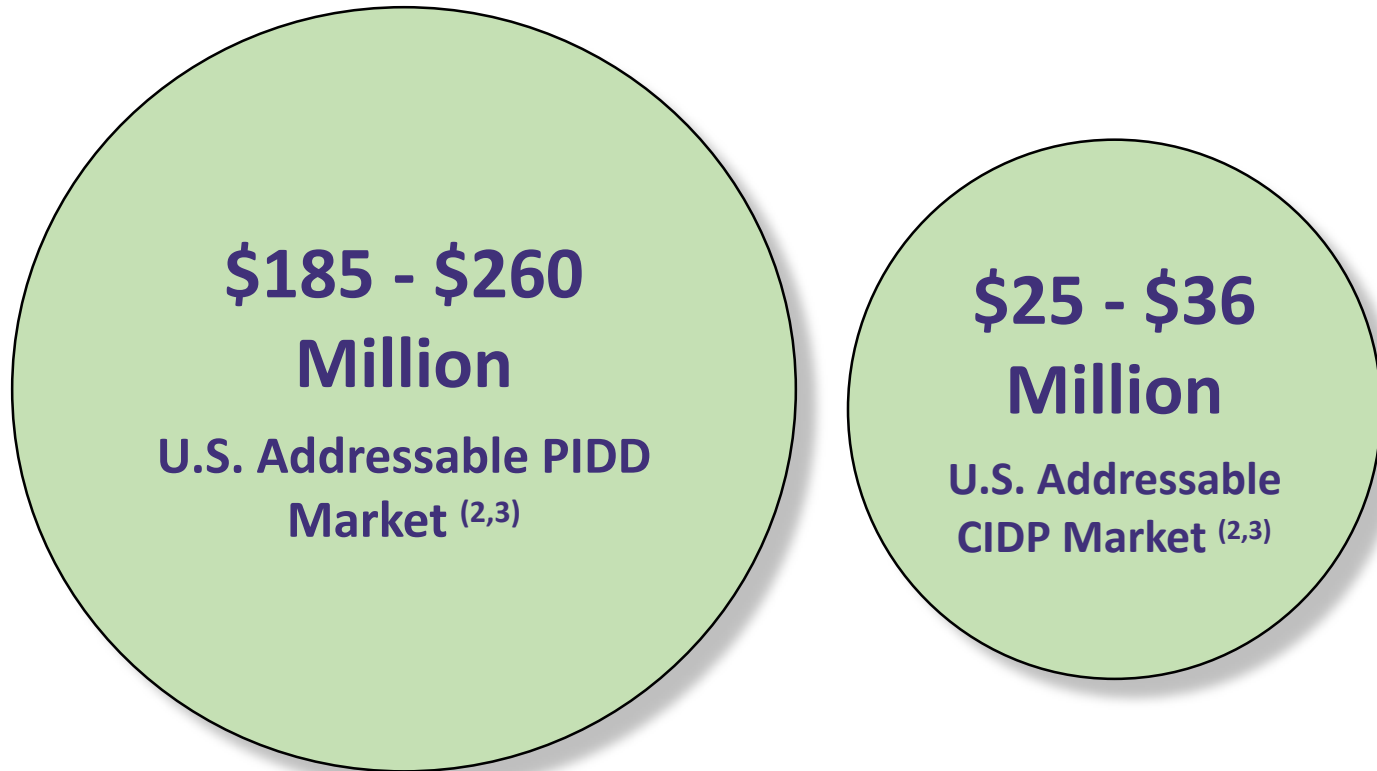
## RMS Net Sales

**FY 2018: \$17.4 M Net Sales, +12.4% YOY**

**Q1 2019: \$5.0 M Net Sales, +23.3% YOY**

(1) Grand View Research; (2) Global Market Insights; (3) Transparency Market Research; (4) Company Estimate; (5) MSD Healthcare Solutions

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



**Primary Immunodeficiency Disease (PIDD)**

**350+** chronic disorders

**270,000** U.S. patient population. <sup>(1)</sup>

**70,000** patients are receiving Ig therapy today. <sup>(2)</sup>

**20,000** patients are receiving SClg with the RMS FREEDOM system. <sup>(3)</sup>

**Chronic Inflammatory Demyelinating Polyneuropathy (CIDP)**

A neurological disorder

**~25,000** U.S. patient population <sup>(2)</sup>

**2018:** Hizentra<sup>®</sup> becomes first and only SClg for treatment of CIDP.

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

## Allows Patients to Self-Administer Therapy

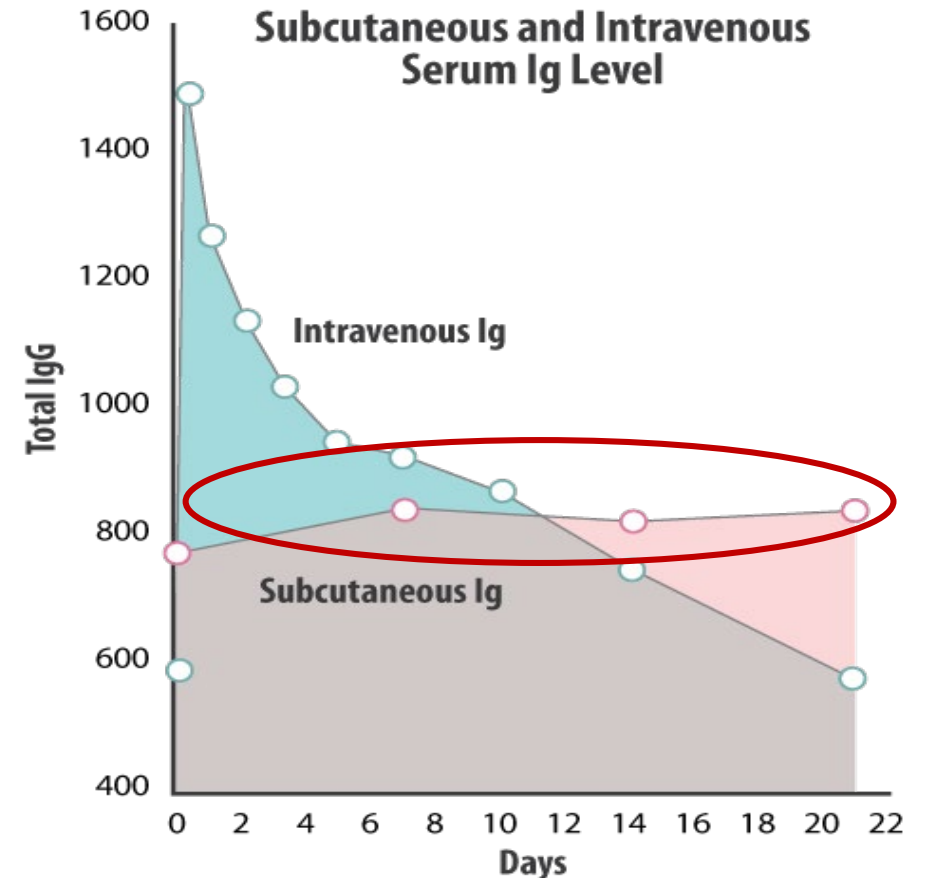
- Slow release of Immunoglobulin into body's circulation avoids serum peaks and troughs
- More attractive to patients with poor venous access
- Less nursing time, fewer systemic adverse events
- Patient flexibility / autonomy
- Patients on SCIg therapy miss significantly fewer days of work/school, and spend significantly less time in the hospital <sup>(1)</sup>
- Established reimbursement profile

(1) Allergy, Asthma, and Clinical Immunology article; Sept 2015; [www.ncbi.nlm.nih.gov/pmc/articles/PMC4587876/](http://www.ncbi.nlm.nih.gov/pmc/articles/PMC4587876/)

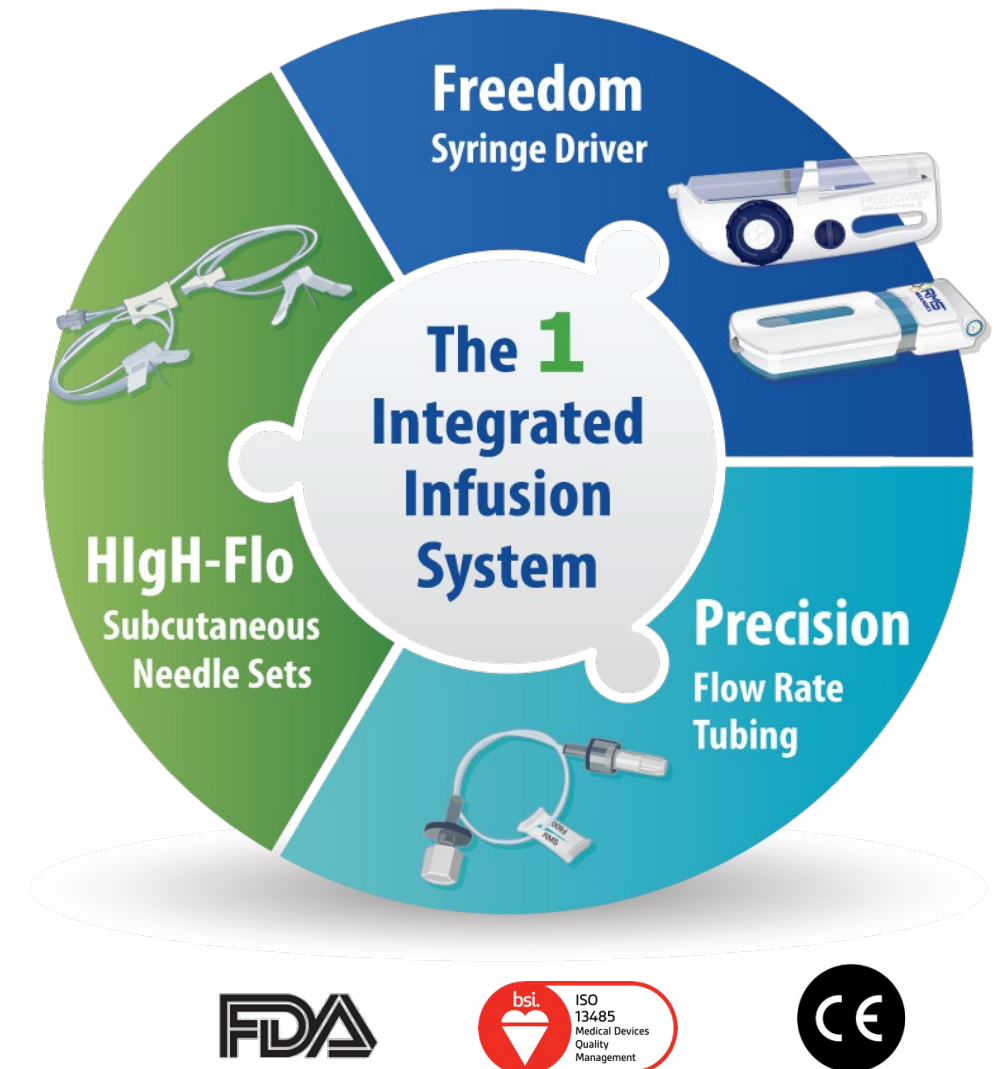
(2) P&T Product Profiler – Hizentra Vol. 35, Issue 8 / August 2010 Section 2 / adapted from Berger 2004. Available at [http://www.ptcommunity.com/ptjournal/fulltext/Profiler\\_Hizentra/Profiler\\_Hizentra.pdf](http://www.ptcommunity.com/ptjournal/fulltext/Profiler_Hizentra/Profiler_Hizentra.pdf)

## SCIg vs IVIg <sup>(2)</sup>

*Serum levels are more consistent with SCIg over 21 days*



- Fully-integrated mechanical system cleared by FDA (August 2017)
- 16 patents and patents pending
- Proven history and safety profile
- Broadly indicated as an infusion system, specifically indicated for SCIg and IVIg infusions, and certain antibiotics
- Well-positioned for the accelerating adoption of SCIg, including Hizentra® and Cuvitru™
- In clinical trials for other indications and therapies

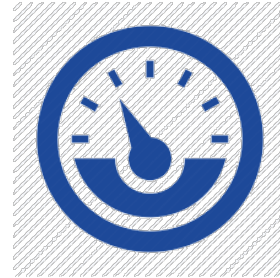


**Mechanical syringe pumps are a widely adopted and preferred SCIg delivery system**

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Syringe Infusion System



**FreedomEdge<sup>®</sup>**  
Syringe Infusion System



**Dynamic Equilibrium**  
maintains safe pressure of  
13.5 psi throughout infusion



**Maintenance-free**



**No batteries or  
electricity required**



**Highly-accurate at  
any fill volume**



**Low residual  
volume = minimal  
drug waste**



**Easy-to-use,  
easy-to-train**

*RMS Medical's Freedom60® is featured at [www.hizentra.com](http://www.hizentra.com) and in a national advertising campaign for Hizentra® SCIg therapy*

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An advertisement for Hizentra showing a man and a woman in a kitchen. The man is cutting vegetables on a cutting board while the woman stands next to him. The scene is framed by a large glass window. Text overlays include:

- Top left: Hizentra® Immune Globulin Subcutaneous (Human) 20% Liquid
- Top right: My Life, My Way With Hizentra
- Bottom right: Hizentra is an Ig<sup>G</sup> therapy that provides proven protection for PI and CIDP with the convenience of self-administration, so you can focus on everyday living
- Two callout boxes on the left:
  - 1<sup>st</sup> and only Self-administered Ig for CIDP Maintenance
  - #1 Ig Prescribed for PI

A black circle highlights the Freedom60 syringe in the woman's hand, with an arrow pointing to the product image on the left.

Source: [www.hizentra.com](http://www.hizentra.com)



- 20+ flow rate options
- Precise infusion rates for the Freedom syringe drivers to deliver a variety of infusion administration times
- Uniform flow profile with no free-flow, bolus or overdose
- Low residual volumes (< 0.01 – 0.09 ml) as compared to competing products (> 0.10 - 0.25 ml) minimizes drug waste



- 24 & 26 gauge
- 4,6,9,12,14 mm length options
- Designed specifically for Freedom syringe driver
- Proprietary needle design minimizes tissue damage, scarring and local site reactions promoting faster healing
- Reduces tissue saturation at site



## Each new patient to RMS generates ~\$750 per year in recurring revenue

- **Newly diagnosed PIDD patients expected to be prescribed SCIg therapy**  
**270,000 patients today** <sup>(2)</sup>
- **PIDD transitioning from IVIg therapy to SCIg therapy**  
**70,000 patients today** <sup>(1)</sup>
- **Expanded indications for immunoglobulins delivered with the Freedom system**  
**CIDP: 25,000 patients in US** <sup>(1)</sup>
- **Pharmaceutical companies developing subcutaneous administration indications for large molecules and biosimilars using the Freedom system**  
**1.0 M patients** <sup>(1)</sup>

(1) Industry research, RMS estimate; (2) Immune Deficiency Foundation

# STRATEGIC PLAN

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

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## FINANCIAL GOALS

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

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

**20%+ Annual Organic  
Revenue Growth  
for each year**

### 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



Well-respected family of products

Addressable markets experiencing double-digit growth

Significant market share with multiple expansion catalysts

Clean balance sheet, liquidity and simple cap structure

Refreshed and focused management and leadership team

Razor – razorblade model drives recurring revenue

# APPENDIX



	Three Months Ended 3/31/19	Three Months Ended 3/31/18
Net Sales	\$ 5.0 M	\$ 4.0 M
Gross Profit	\$ 3.0 M	\$ 2.5 M
Gross Margin	61.3%	61.1%
Total Operating Expenses	\$ 3.2 M	\$ 2.0 M
Net (Loss) Income	\$(0.1) M	\$ 0.4 M
Non-GAAP Adjusted EBITDA	\$ 0.9 M	\$ 0.8 M

# NON-GAAP RECONCILIATION

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RECONCILIATION OF GAAP NET (LOSS)/INCOME TO NON-GAAP ADJUSTED EBITDA:	Three Months Ended March 31,			
		2019		2018
GAAP Net (Loss)/Income	\$	(85,390)	\$	403,427
Tax (Benefit)/Expense		(22,099)		107,741
Depreciation/Amortization		83,651		74,578
Interest Income, Net		(17,480)		(615)
Reorganization Charges		354,926		72,551
Litigation		492,515		155,800
Stock Compensation Expense		121,875		27,183
Non-GAAP Adjusted EBITDA	\$	927,998	\$	840,665

RECONCILIATION OF GAAP NET INCOME TO NON-GAAP ADJUSTED EBITDA:	Twelve Months Ended December 31,			
		2018		2017
GAAP Net Income	\$	910,570	\$	819,547
Tax (Benefit)/Expense		266,380		390,799
Depreciation/Amortization		309,263		306,562
Interest Income, Net		(28,104)		(3,743)
Reorganization Charges		996,447		--
Stock Compensation Expense		293,040		66,947
Non-GAAP Adjusted EBITDA	\$	2,747,596	\$	1,580,112



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