KORU Medical Systems

Q1 2025 Earnings Call

May 7, 2025

Forward Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. All statements that are not historical fact are forward-looking statements, including, but not limited to, timing of 510(k) clearances and financial guidance for fiscal 2025.

Forward-looking statements discuss the Company's current expectations and projections relating to its financial position, results of operations, plans, objectives, future performance, and business. Forward-looking statements can be identified by words such as "guidance", "expect", "plan", "believe" and "will". Actual results may differ materially from the results predicted and reported results should not be considered as an indication of future performance.

The potential risks and uncertainties that could cause actual results to differ from the results predicted include, among others, uncertainties associated with SCIg market growth, prefilled syringe penetration, plasma supply, clinical trial activity and success, approval and commercialization of new drug indications, the shift to increased healthcare delivery in the home, new patient diagnoses, customer ordering patterns, global health crises, innovation and competition, labor and supply price increases, inflationary impacts, labor supply, tariffs and those risks and uncertainties included under the captions "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2024 and our Quarterly Report on Form 10-Q for the quarter ended March 31, 2025, which are on file with the SEC and available on our website at www.korumedical.com/investors and on the SEC website at www.sec.gov. All information provided in this release and in the attachments is as of May 7, 2025. Undue reliance should not be placed on the forward-looking statements in this press release, which are based on information available to us on the date hereof. We undertake no duty to update this information unless required by law.

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

Strong First Quarter Results Highlight Strategic Progress

1. Q1 revenues of $9.6 million, 18% growth over the prior year period
2. Core business growth of 21% driven by recurring revenues, new patient starts, share expansion, and geographic expansion
3. Announcing plans to submit for FDA 510(k) clearance with 2 commercialized drugs on the Freedom Infusion System™ in 2025
4. Improved gross margin to 62.8%, an increase of 50 basis points
5. Raising 2025 revenue guidance to $38.5-$39.5M, 15%-17% growth, reaffirming 61%-63% gross margins, and positive cash flow from operations for full year 2025

KORU's Vision for Accelerated Expansion

KORU's Freedom Infusion System is a **leader in large-volume (>10mL) drug delivery**

Capitalizing on the ongoing shift from intravenous (IV) hospital settings to **subcutaneous (SC) therapy in the home and in infusion clinics**

Our subcutaneous Freedom Infusion System is, today, primarily used by **45,000 chronic, recurring** subcutaneous immunoglobulin (SCIg) drug therapy patients

Expanding our market beyond SCIg via 9 current collaborations with pharmaceutical companies to bring **new drug therapies** onto our label

Strong Execution Across All Three Strategic Growth Pillars

Defend and Grow Leadership Position in Domestic SCIg Core

Domestic Core performance
Q1 16% y/y revenue growth;
6 quarters of sequential growth

Double digit SCIg market growth[1]
10% y/y SCIg growth
9 consecutive quarters of growth

Expanding market share
Capturing new chronic Ig patients and new accounts

Expand Internationally

International Core performance
Q1 36% y/y growth

Strong SCIg growth
Continued new patient starts

New geographic entries
Including MENA

Expanded prefilled syringe (PFS) opportunity
Key PFS tender win in Q1;
Ongoing market shift towards PFS in EU

New Drugs on Label Through Pharmaceutical Services and Clinical Trials (PST)

15 pharma collaborations in total
2 added YTD in 2025

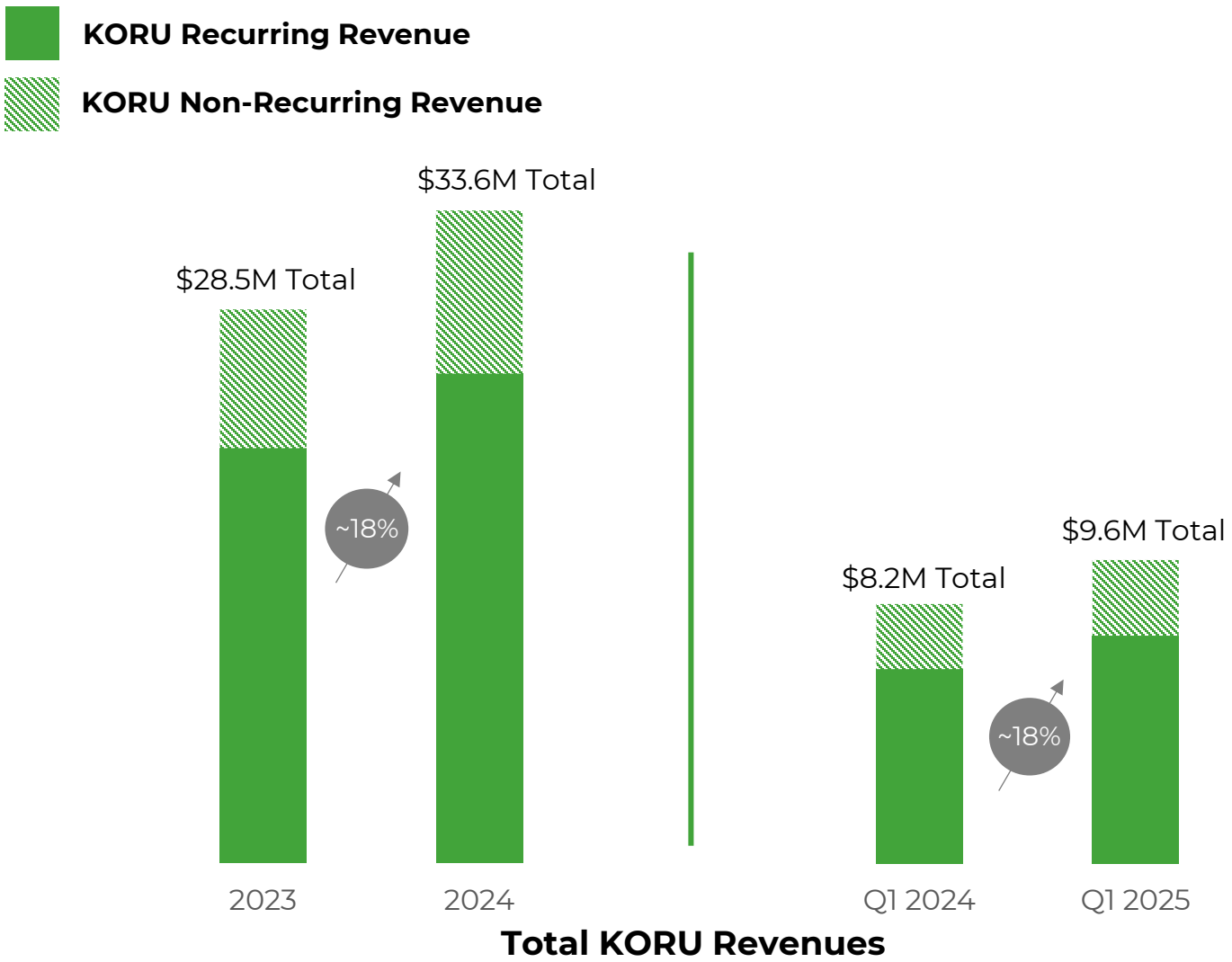
Announcing 2 new 510(k) submissions
Iron chelation and antibiotic drug; 2025 expected submission

9 upcoming opportunities
With potential to launch by end of 2026

1. Third party data

Future Catalysts

Recurring Revenues Supported by Strong Underlying SCIg Market Growth



Total KORU Revenues

Strong Recurring Base that is Expected to Grow

~75% of KORU's revenue is recurring
Removing initial 1x sale of pumps and Novel Therapies service revenue

Recurring SCIg patient base
~45k+ KORU chronic SCIg patients
~2M+ KORU annual infusions

KORU outperforming market growth[1]
10-11% US SCIg Growth
Outperformance driven by share gains and new market entries

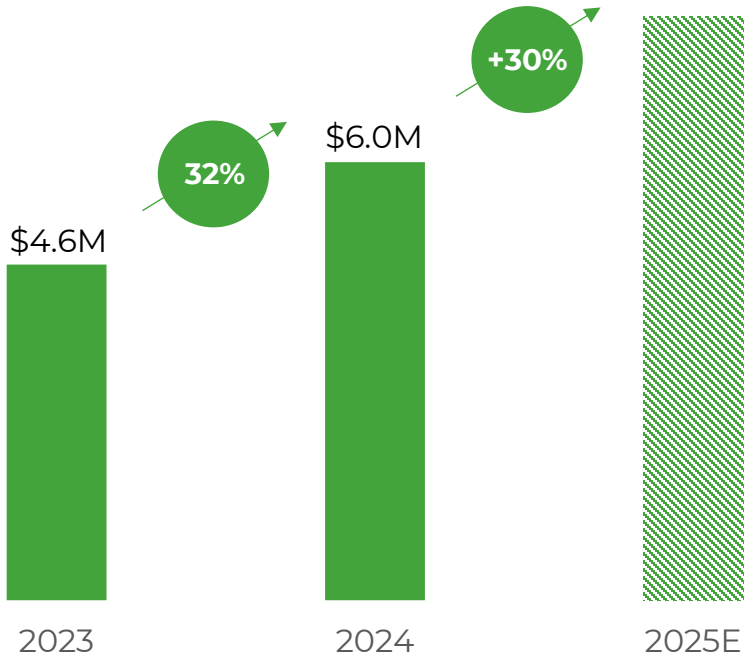
1. Third party data & KORU Medical estimates

Future Catalysts

Rapidly Expanding International Business

Robust Growth Since Inception of International Core Strategy

Net International Revenues; In Millions



$60M

Estimated international SCIg TAM[1]

10%

Estimated KORU international market share[1]

30-40%

KORU international market share goal

Rapidly Expanding International Market Opportunity

Top-10 markets remain under penetrated
Significant growth potential in key regions
Additional opportunity in MENA

Expanding opportunities
KORU needle sets used with electronic pumps
Global PFS expansion

Strategic Ig partnerships
Multi-year Ig collaborations driving accelerated market penetration

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1. Third party data & KORU Medical estimates

Future Catalysts

Robust Pipeline With Multiple Near-Term Opportunities

17 Opportunities / 15 Collaborations | **9 Commercial Opportunities by 2026** | **$2.7B[1] Addressable Market Combined**

Immunology New Indications/New Devices

Asset	Drug Trial Phase	Next Step	Expected KRMD Clearance[2]	Patient Population (000s)
Freedom Japan Clearance	Launched	Commercialization	2025	630
Ig Device	Launched	KRMD 510k	2026	
Ig Device	Launched	KRMD 510k	2026	
Ig Device	Launched	KRMD 510k	2026	
Ig Drug	●●●	Complete Phase III	2027/28	
Ig Drug	●○○	Entry to Phase II	2027/28	

Opportunity for Increased Market Share and Geographic Penetration in Ig

New Drug Potential Launches

Asset	Drug Trial Phase	Next Step	Expected KRMD Clearance[2]	Patient Population (000s)	Est. Total Annual Infusions[3]
Rare Disease Biologic	Launched	KRMD 510k	2025	65	~100k
Nephrology Drug	●●●	FDA Approval	2025	3	~20k
Iron Chelation Drug	Launched	KRMD 510k	2025/26	TBD	TBD
Antibiotic Drug	Launched	KRMD 510k	2025/26	TBD	TBD
Oncology Drug	Launched	KRMD 510k	2026	500	~800k
Nephrology Drug	●●●	Complete Phase III	2027	30	~300k
KIRA (PNH)	●●●	Entry to Phase III	2027/28	133	TBD
Endocrinology Drug	●●●	Complete Phase III	2028	10	TBD
Respiratory Drug	●●○	Complete Phase II	2028/29	239	TBD
KIRA (IgAN)	●●○	Complete Phase II	2029/30	540	TBD
KIRA (C3G)	●●○	Complete Phase II	2029/30	2	TBD

Pipeline Updates

Commercial Revenue Opportunity from New Drugs and Indications on our Label

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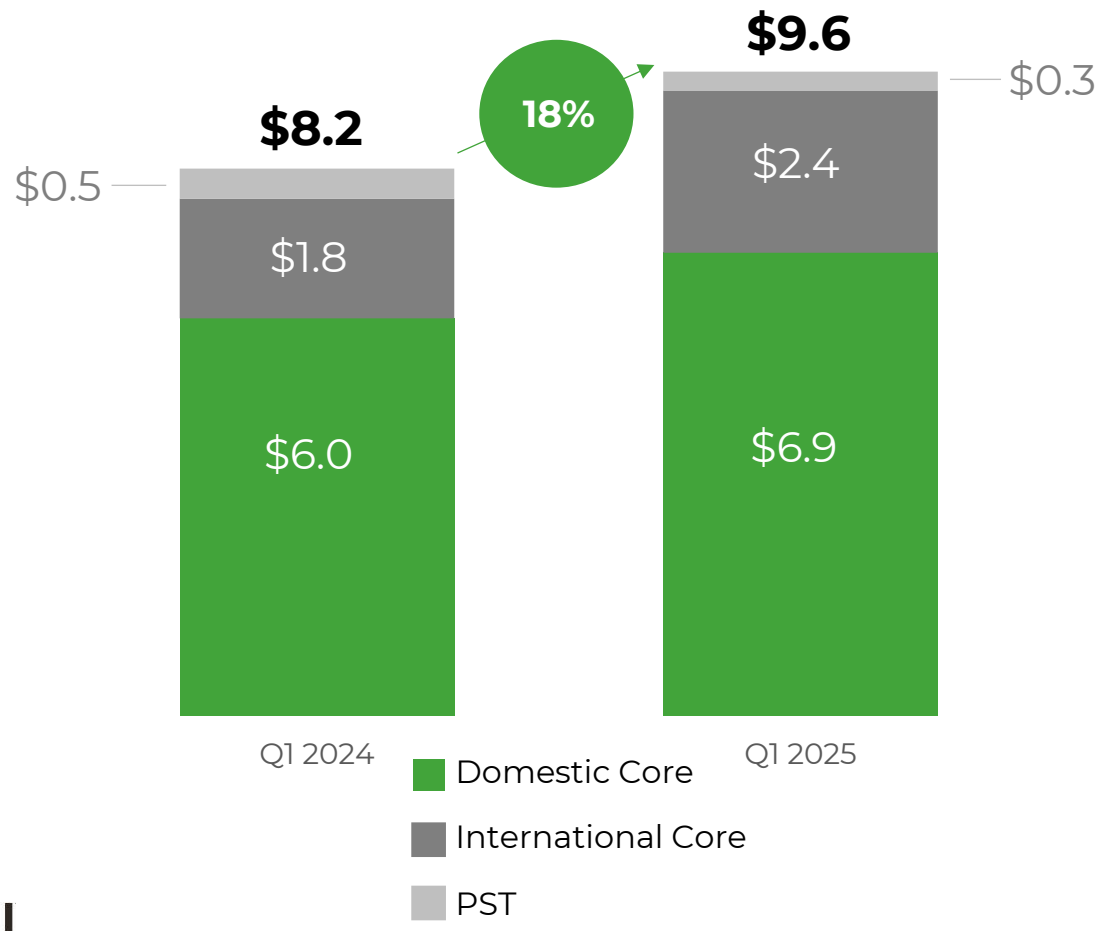
1.TAM based on patient population, expected treatment frequency. Not adjusted for clinical risk 2. Clearance and launch dates are based on most recent estimation and are subject to change 3. Annual infusions are estimates at 3 years post drug launch

Financials

Q1 Y/Y Revenue by Business

Net Revenues;
In Millions



Domestic Core

- Increased 16% y/y
- Outpaced SCIg market growth
- Driven by new patient starts, market share gains, and strong pump volumes

International Core

- Increased 36% y/y
- Expanded into new geographies
- Prefilled tender win in an established market
- Included $0.1M of incremental distributor stocking y/y

Pharmaceutical Services and Clinical Trials

- Decreased 39% y/y
- Driven by lower clinical trial orders
  - Timing of Q1 order pushed to Q2

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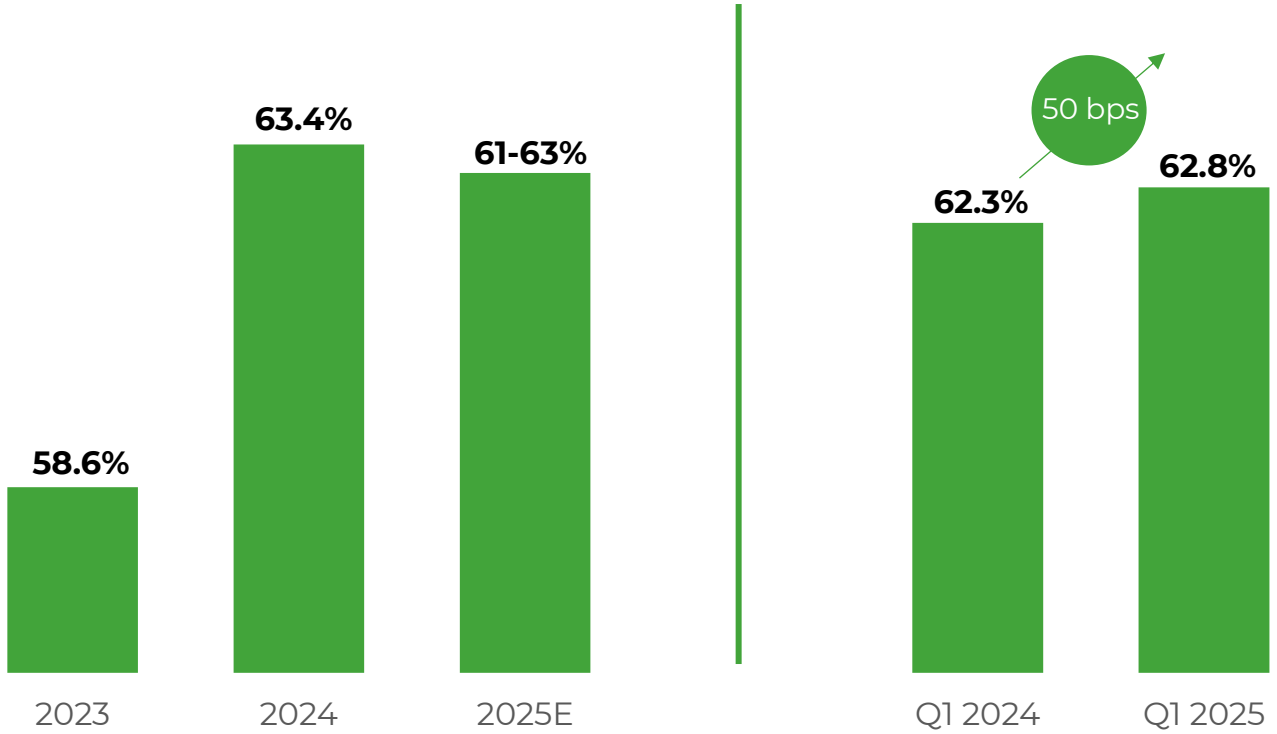
Financials

Q1 Gross Margin Profile

Driving y/y Margin Improvement with Consistent Performance >60%



Gross Margin

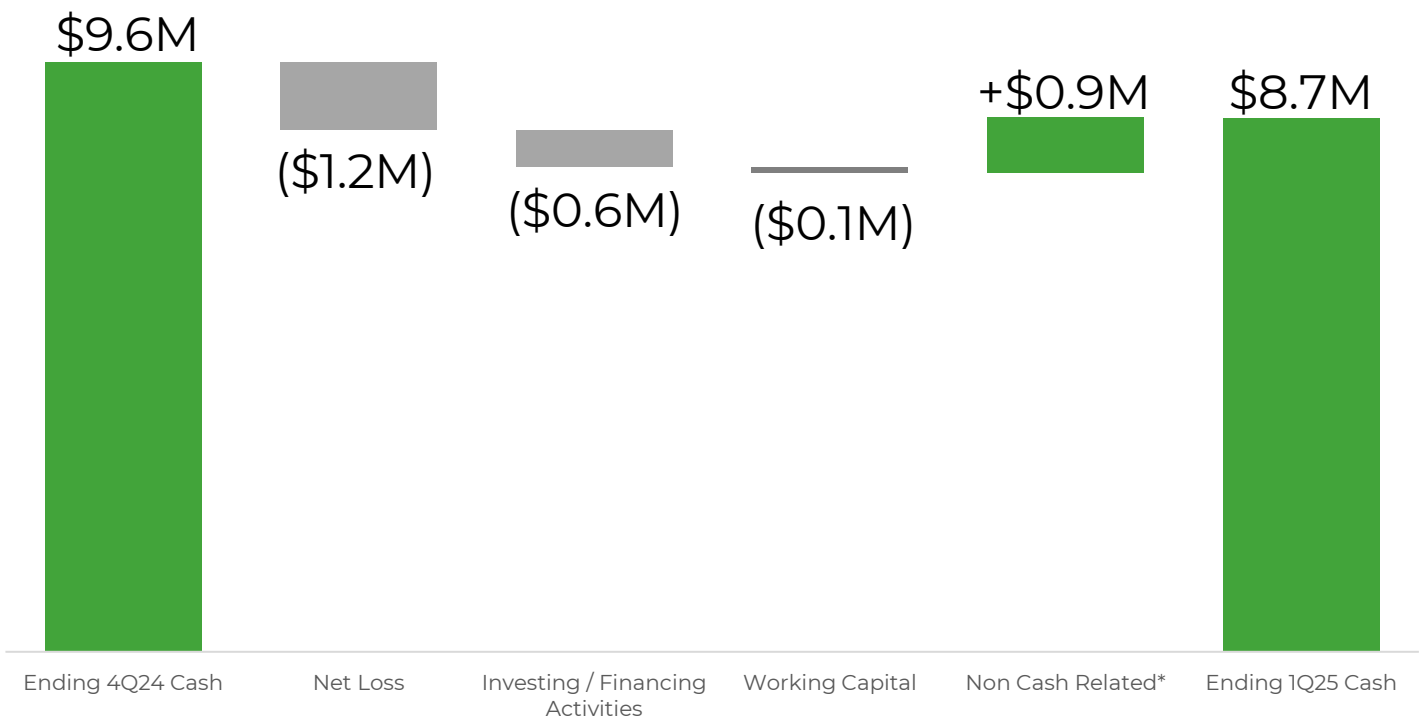
First Quarter: 62.8%

- 50 basis points improvement y/y
  - Driven by favorable product sales mix
  - Continue to implement operational excellence programs to expand future margins
  - Reiterating Guidance of 61%-63% for FY25; inclusive of current COGS tariff impacts

Financials

Q1 Cash Balance

Cash Balance as of March 31, 2025: $8.7M



Key Drivers

Q1 cash usage of $0.8M

- Net loss of ~($1.2M)/ 36% improvement
- Investments ($0.4M) in capex for next generation consumables production line, and insurance premium financing ($0.2M).
- Working Capital changes of ($0.1M) driven primarily by higher inventory, higher accounts receivables, offset by higher accounts payable and accrued expenses.
- Non-cash items* of $0.9M, for stock compensation, depreciation and amortization

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* Refer to appendix slide 1

Outlook

Raising 2025 Revenue Guidance

Revenue Growth

Increased to **$38.5-$39.5M, 15-17% growth**

Key Drivers/Milestones

- Sustained 8-10% SCIg drug market growth
- Continued US and International share gains
- Flow controller line extension
- Japan market entry
- NRE revenue from 3 new Novel Therapies collaborations

Gross Margin Profile

Reiterated between **61-63%**

Key Drivers/Milestones

- One-time new product start-up costs in 2H
- Higher mix of growth in international markets with lower ASPs
- Supply chain inflationary and tariff pressures
- Pricing and manufacturing efficiencies planned to maintain gross margin profile

Cash Flow Generation

Reiterated positive cash flow from operations for the **full year 2025**

Key Drivers/Milestones

- Operating Expense of ~$26-$27M, exclusive of stock compensation expense
- Higher OpEx spend to occur in 1H25 driven by R&D project work completion
- < $2.0M of investing activities in CapEx for new production lines

Outlook

Key 2025 Milestones

Financial Targets and Guidance

- $38.5-39.5M ; mid teens growth
- Positive cash flow from operations for FY2025
- Adj. EBITDA growth, higher gross profit, increased operating leverage

Add New Drugs to Label through Novel Therapies Pipeline

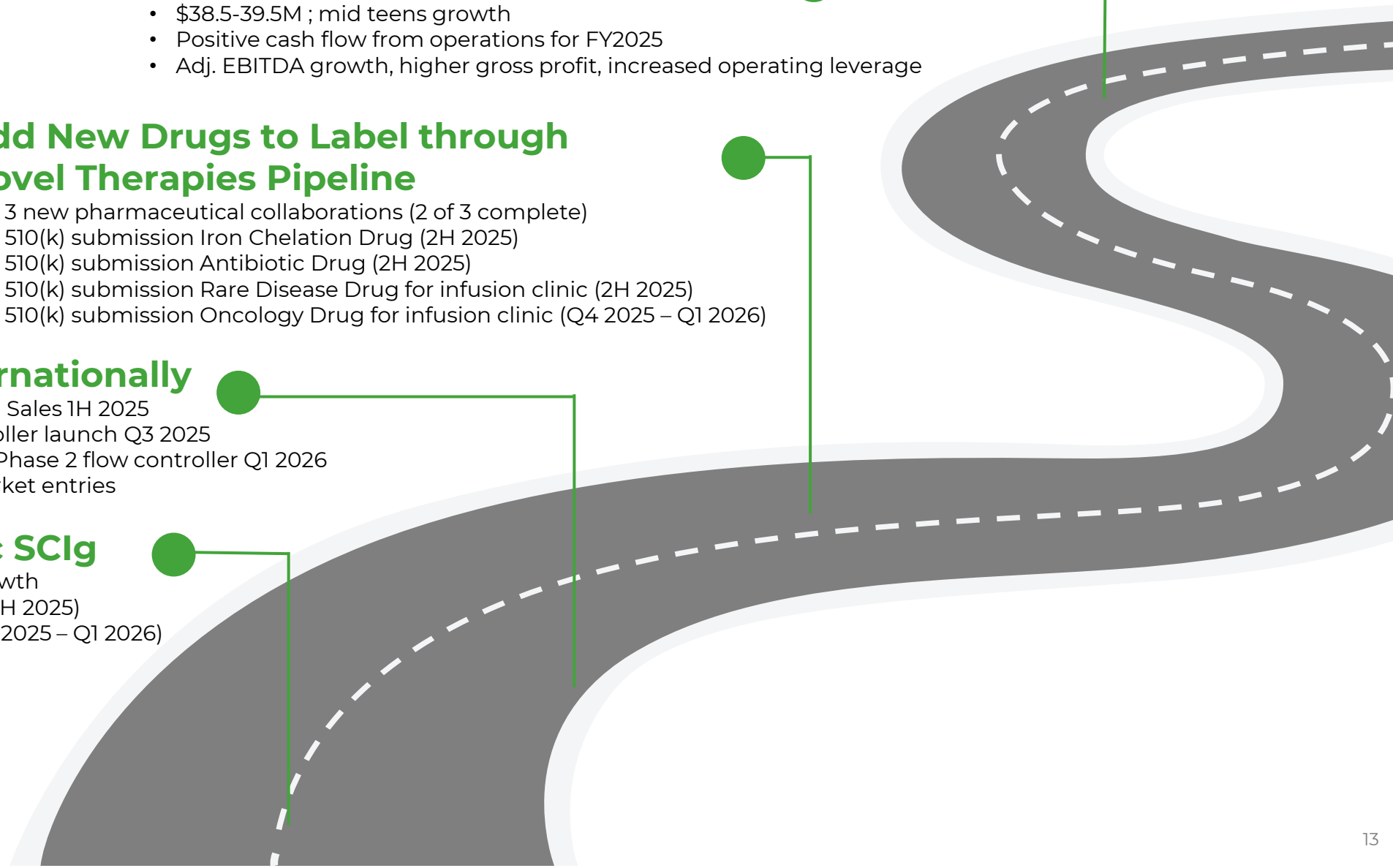
- 3 new pharmaceutical collaborations (2 of 3 complete)
- 510(k) submission Iron Chelation Drug (2H 2025)
- 510(k) submission Antibiotic Drug (2H 2025)
- 510(k) submission Rare Disease Drug for infusion clinic (2H 2025)
- 510(k) submission Oncology Drug for infusion clinic (Q4 2025 – Q1 2026)

Expand Internationally

- Japan Commercial Sales 1H 2025
- Phase 1 flow controller launch Q3 2025
- 510(k) submission Phase 2 flow controller Q1 2026
- Further top-10 market entries

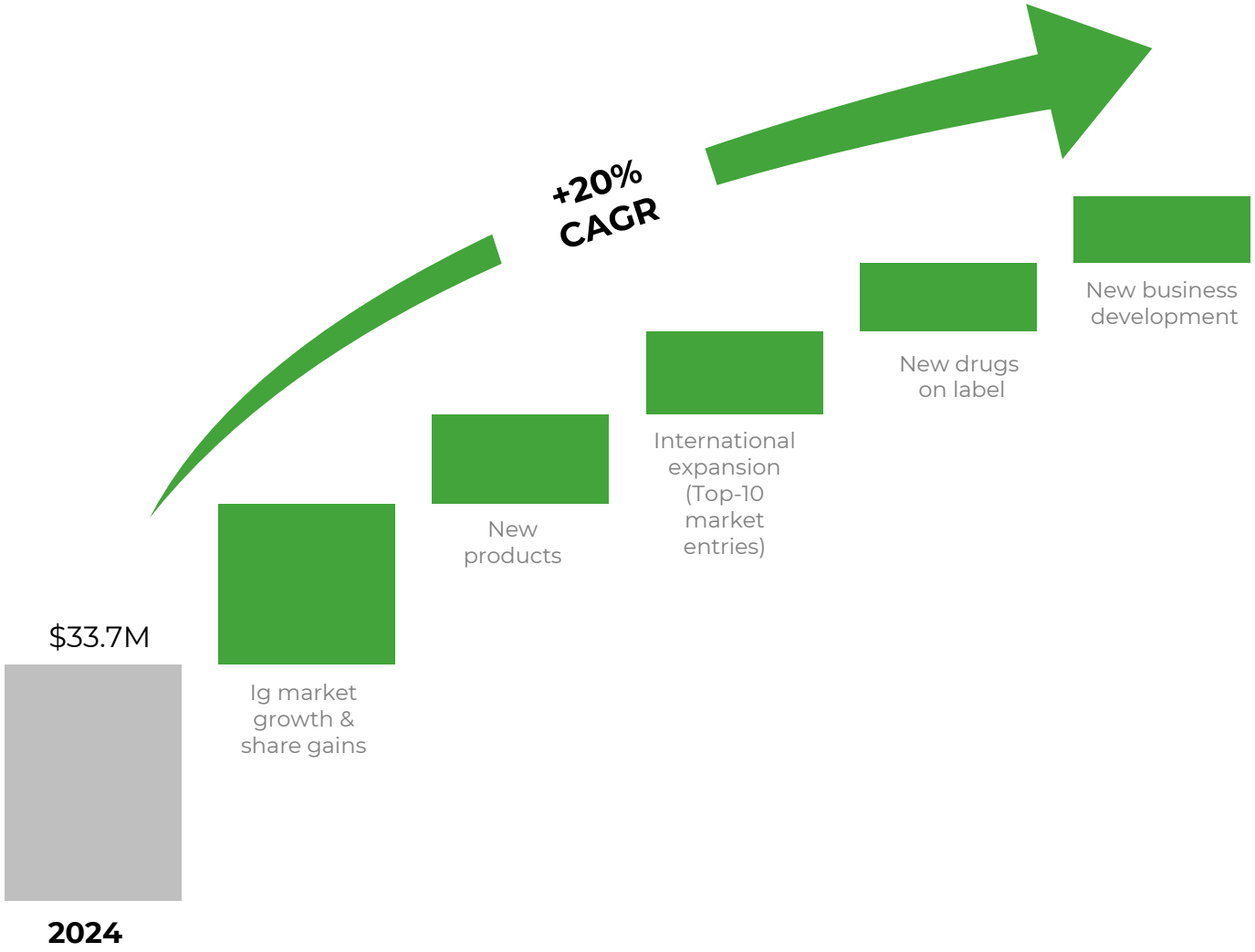
Defend & Grow Domestic SCIg

- Sustained 8-10% SCIg drug market growth
- 510(k) submission new consumables (2H 2025)
- 510(k) submission next gen. pump (Q4 2025 – Q1 2026)



Outlook

Sustained pathway to +20% growth



Key Growth Drivers

Sustained share of SCIg market growth and share gains
8-10% annual growth

New product launches & innovation
2nd generation consumables, new PFS pump, and flow controller

Entry into new SCIg markets & expansion of established markets
Japan, Canada, Western EU

New drugs on label
Includes current pipeline collaborations

New business development
Adjacencies and other opportunities

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Strategic Highlights Summary

1. **Macro tailwinds** driving **adoption of subcutaneous therapy**; many large-volume SC drugs in development by major Pharma companies in multiple indications

2. 21% growth in Core business with **75% recurring revenues**

3. **Strong underlying SCIg market**; gaining greater market share domestically and **expanding into other top-ten global markets**

4. **9 potential commercial opportunities (drugs, indications, and devices) by 2026**; oncology and rare disease indications will **expand our presence outside of the home and into infusion clinics**

5. **Raising 2025 revenue guidance,** maintaining gross margin and positive cash flow from operations targets

Appendix

Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measures “adjusted EPS”, "adjusted diluted EPS“, and “adjusted EBITDA” 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. 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 KORU Medical's reported results and, therefore, should not be relied upon as the sole financial measures to evaluate the Company's financial results. Non-GAAP financial measures are meant to supplement, and to be viewed in conjunction with, GAAP financial results. Reconciliations of the Company's non-GAAP measures are included at the end of this presentation.

Reconciliation of GAAP Net Loss to Non-GAAP Adjusted EBITDA:	**Three Months Ended March 31, 2025**	**2024**
GAAP Net Loss	$ (1,166,237)	$ (1,935,958)
Depreciation and Amortization*	217,357	231,369
Interest (Income), Net	(73,180)	(37,187)
Reorganization Charges	—	99,329
Litigation Expense	133,411	
Stock-based Compensation Expense*	697,590	699,718
Non GAAP Adjusted EBITDA	$ (191,059)	$ (942,729)
Weighted average number common shares	45,981,826	45,712,224

Reconciliation of Reported Diluted EPS to Non-GAAP Adjusted Diluted EPS:	**Three Months Ended March 31, 2025**	**2024**
Reported Diluted Earnings Per Share	$ (0.03)	$ (0.04)
Depreciation and Amortization*	—	0.01
Interest (Income)/Expense, Net	—	—
Reorganization Charges	—	—
Litigation Expense	—	—
Stock-Based Compensation Expense*	0.02	0.02
Non GAAP Adjusted Diluted Earnings Per Share	$ 0.00	$ (0.02)

KORU *Non-cash items