



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

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

**HigH•Flo**  
Subcutaneous Safety Needle Sets

**HigH•Flo Super26<sup>™</sup>**  
Subcutaneous Safety Needle Sets

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

**Q2 2019  
CONFERENCE CALL**

August 7, 2019

OTCQX: REPR



*Home and Specialty Infusion Products that Improve 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 income: tax expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes, 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.



Dan Goldberger  
**Executive Chairman**



Don Pettigrew  
**President & CEO**



Karen Fisher, CPA  
**Chief Financial Officer**

## Q2 2019 at a Glance

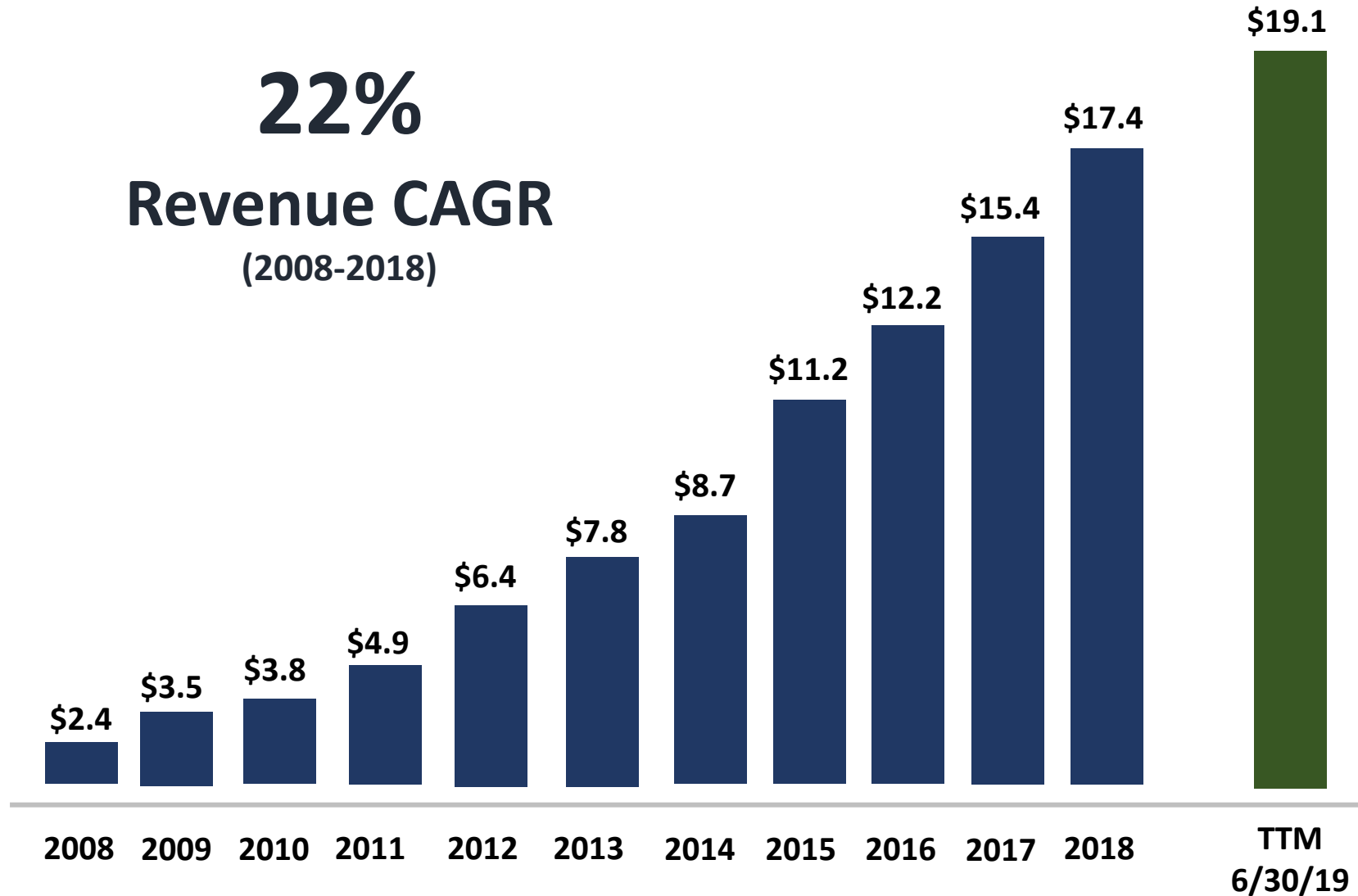
Strong Financial Results

Solid Financial Position

Strengthened Leadership

Favorable Business Developments

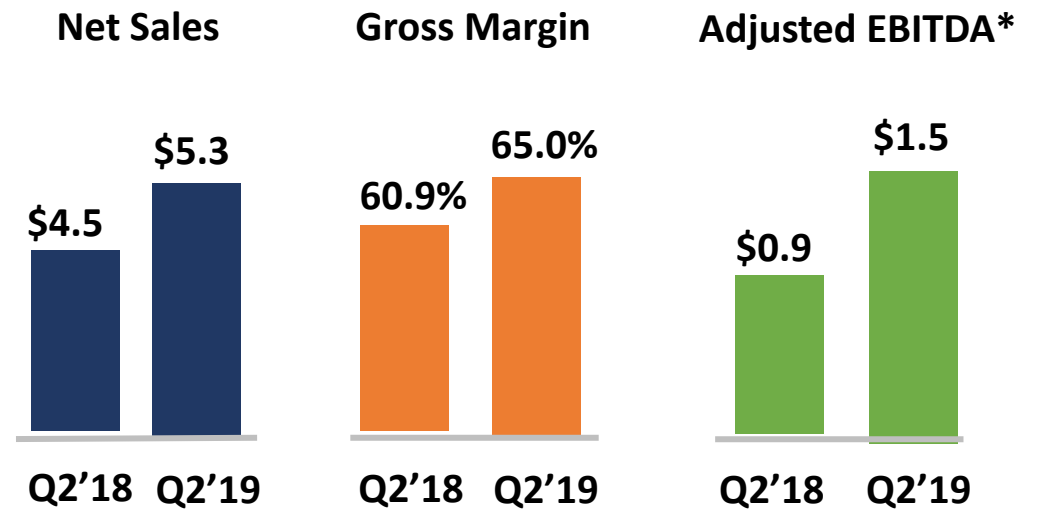
**22%**  
**Revenue CAGR**  
(2008-2018)



## Q2 2019 v. Q2 2018

- 18.8% rise in net sales - a quarterly record
- Gross profit up 26.9% to \$3.5 M
- Gross margin of 65%, up 400 bps
- Net income of \$78,000 v. \$476,000
- Adjusted EBITDA increased 60% to \$1.5 M

## Record Quarterly Net Sales



- Adjusted EBITDA excludes from net income: tax expense, depreciation and amortization, interest income, operating expenses associated with the Company's organizational changes, litigation costs, and stock option expense. For a reconciliation of non-GAAP Adjusted EBITDA to GAAP net income, see slide 15.



- **John Toomey, VP Growth and Innovation** (June 2019)
- 30+ years of medical device industry experience as an executive, patent officer, inventor, board member, and advisor
- Holds 24 U.S. and foreign patents

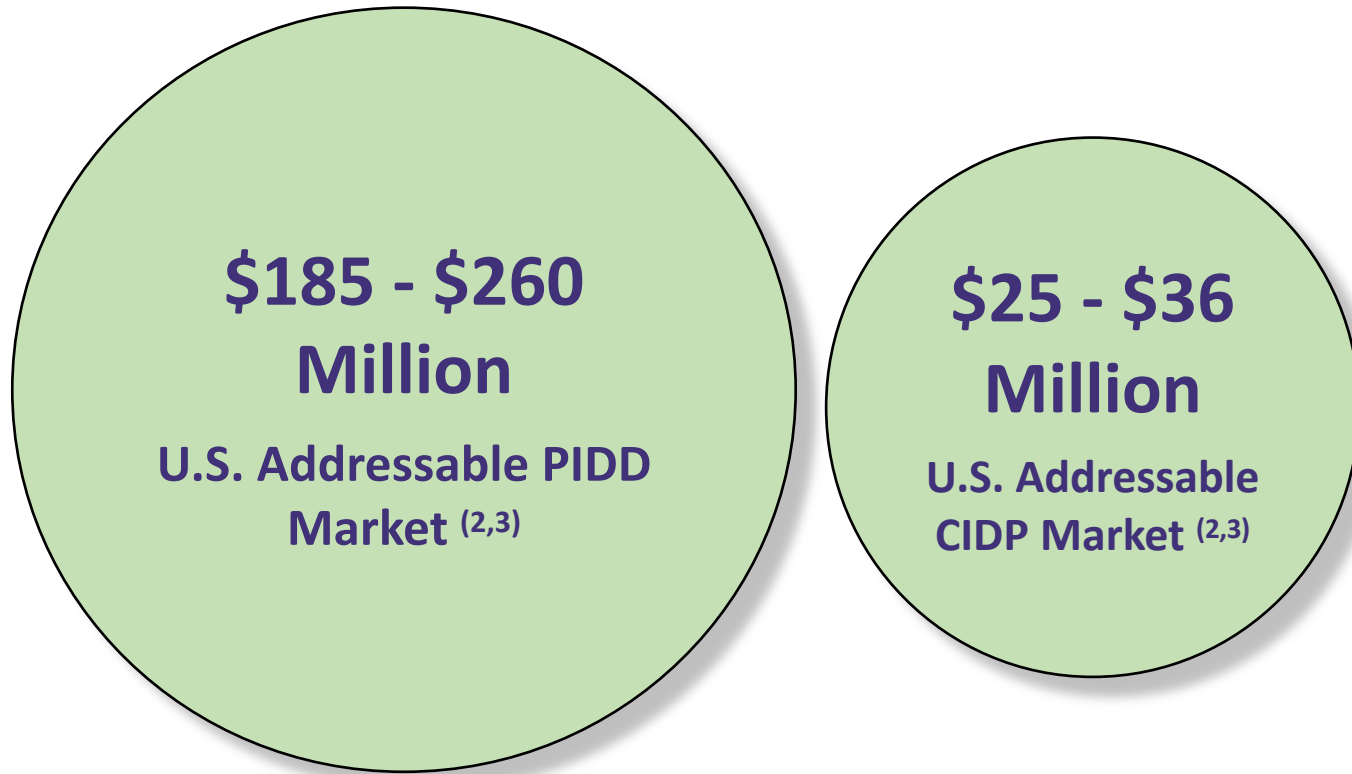


- **Craig S. Ross, VP Sales & Marketing** (July 2019)
- 25 years of healthcare industry sales, marketing and leadership experience, including 20+ years at Baxalta US (acquired by Shire, now Takeda), Coram/CVS Specialty Infusion Services, and Schering-Plough
- Managed annual sales budgets ranging from \$65 million to more than \$1.0 billion



- **R. John Fletcher** (Board of Directors May 2019)
- 35+ years of healthcare and medical device experience
- Chairman of Spectranetics Corporation (2010 -2017), which was acquired by Royal Philips in a transaction valued at \$2.2 billion

**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 (~26%) are receiving Ig therapy today <sup>(2)</sup>

**20,000** patients (~7%) are receiving SCIg with the RMS FREEDOM System <sup>(3)</sup>

**50,000** patients can potentially convert to RMS Medical infusion products

## 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 SCIg for treatment of CIDP

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

- 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**<sup>®</sup>  
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**<sup>™</sup>  
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

**XEMBIFY**

**octapharma**  
plasma<sup>®</sup>

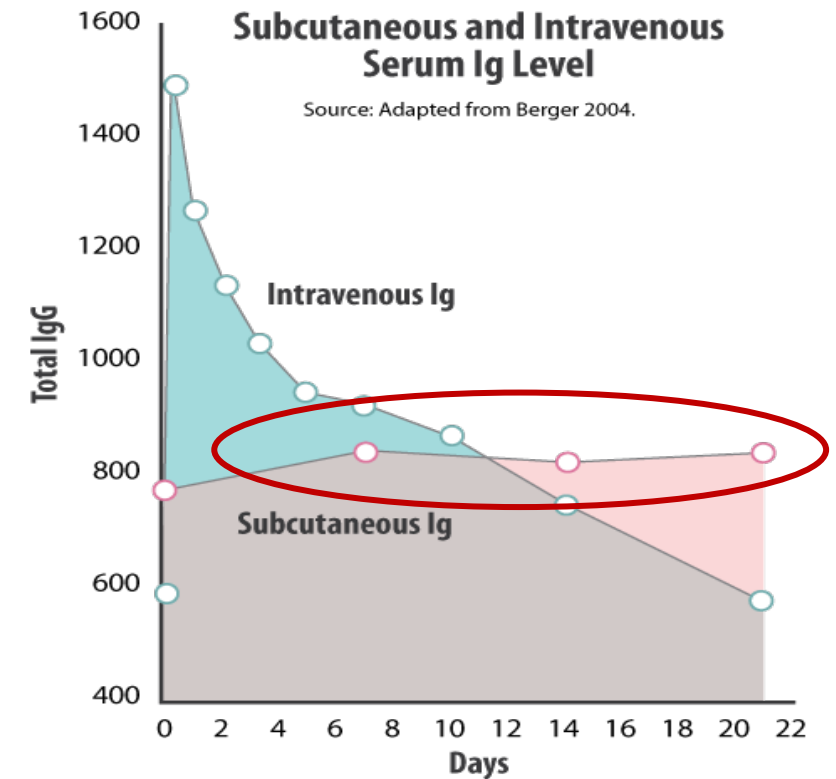
**gammanorm**<sup>®</sup>



IVIg	SClg
Venous access required	Infuse into fat tissue, not vein
Healthcare professional required	Patient administered
Administer every 3-4 weeks	Administer weekly
Rapid absorption	Gradual absorption (24-72 hours)
Increased lethargy between treatments due to low trough levels	Fewer peaks and troughs due to consistent IG levels
Pre-medication commonly required	Pre-medication often not required
Systemic side effects possible	Reactions generally localized

## SClg vs IVIg<sup>(1)</sup>

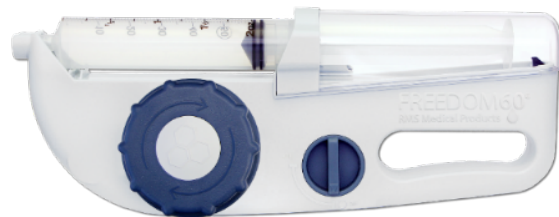
*Serum levels are more consistent with SClg over 21 days*



(1) 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)

*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 background is a bright kitchen with white cabinets and a window. Overlaid on the image are several text boxes and graphics. At the top left, a white box contains the Hizentra logo and product name: "Hizentra® Immune Globulin Subcutaneous (Human) 20% Liquid". Below this, two blue boxes with white text state: "1st and only Self-administered Ig for CIDP Maintenance" and "#1g Prescribed for PI". A large black circle highlights a woman carrying a bag of Hizentra syringes. A black arrow points from this circle to the Freedom60 device shown on the left. In the bottom right, a blue box contains the text: "Hizentra is an Ig\* therapy that provides proven protection for PI and CIDP with the convenience of self-administration, so you can focus on everyday living". A large sign in the background reads "My Life, My Way With Hizentra".

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

- Xembify® is Grifols' first 20% SCIg for the treatment of PIDD <sup>(1)</sup>
- Grifols plans Q4 2019 U.S. launch, working to obtain approvals in Canada, Europe and other global markets <sup>(1)</sup>
- We view this as a positive development for RMS Medical, patients, and the industry
- Approval should help address Ig supply chain constraints and expand market opportunities
- We see a low-risk of cannibalization to Hizentra®
- Collaborating with pharmaceutical companies is a primary component of RMS Medical's Strategic Plan



(1) Grifols press release dated July 4, 2019

# STRATEGIC PLAN

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

OTCQX: REPR

## 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

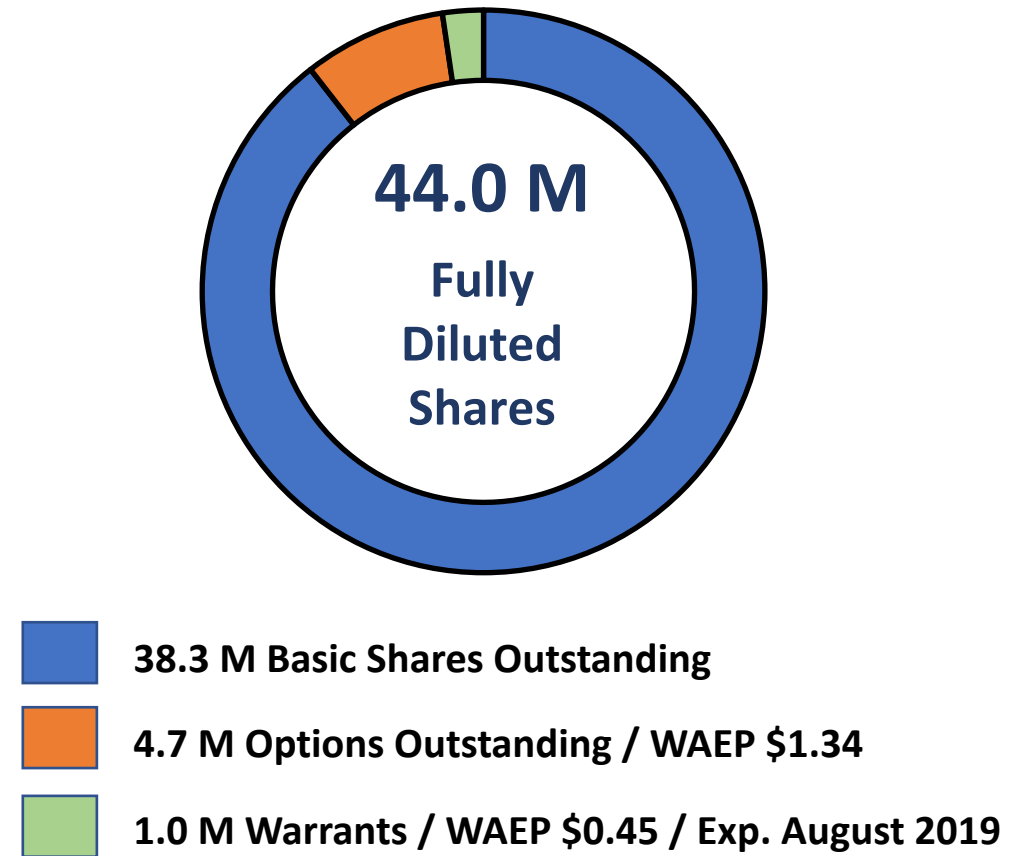
	Three Months Ended 6/30/19	Three Months Ended 6/30/18	Six Months Ended 6/30/19	Six Months Ended 6/30/18
Net Sales	\$ 5.3	\$ 4.5	\$10.3	\$8.5
Gross Profit	\$ 3.5	\$ 2.7	\$6.5	\$5.2
Gross Margin	65.0%	60.9%	63.2%	61.0%
Total Operating Expenses	\$ 3.4	\$ 2.1	\$6.6	\$4.1
Net Income (Loss)	\$0.1	\$ 0.5	\$(0.01)	\$0.9
Non-GAAP Adjusted EBITDA	\$ 1.5	\$ 0.9	\$2.4	\$1.8

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

## No Debt, Simple Cap Structure

BALANCE SHEET	June 30, 2019	December 31, 2018
Cash & Cash Equivalents	\$ 3.8	\$ 3.7
Certificates of Deposit	--	\$ 1.5
Current Assets	\$ 9.9	\$ 9.0
Total Assets	\$ 11.8	\$ 10.5
Total Liabilities	\$ 2.2	\$ 1.6
Shareholders' Equity	\$ 9.5	\$ 9.0

## Capitalization at June 30, 2019



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

	Three Months Ended June 30,		Six Months Ended June 30,	
	2019	2018	2019	2018
GAAP Net Income/(Loss)	\$ 78,183	\$ 475,723	\$ (7,207)	\$ 879,150
Tax Expense	24,683	126,952	2,584	234,693
Depreciation/Amortization	86,169	75,978	169,820	150,556
Interest Income, Net	(18,243)	(5,501)	(35,723)	(6,116)
Reorganization Charges	—	78,646	354,926	151,197
Litigation	1,124,947	150,500	1,617,462	306,300
Stock Option Expense	194,765	29,487	316,640	56,670
Non-GAAP Adjusted EBITDA *	\$ 1,490,504	\$ 931,785	\$ 2,418,502	\$ 1,772,450

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