



**Q4 and FY 2019
CONFERENCE CALL**

February 26, 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: "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: 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 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.

WELCOME



2019 YEAR IN REVIEW

Record Financial Performance

Strong Balance Sheet

Refreshed Management Team and
Board of Directors

Nasdaq Listing

Corporate Rebranding

Product Evolution

2019 FINANCIAL SUMMARY (\$ in MMs)



33.5%
Increase in Net Sales



37.4%
Increase in Gross Profit
+180 bps
Gross Margin

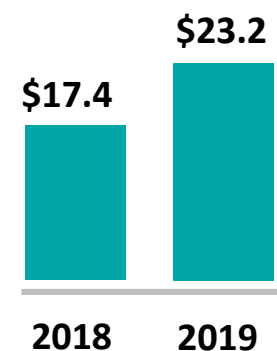


\$0.6 M
Net Income

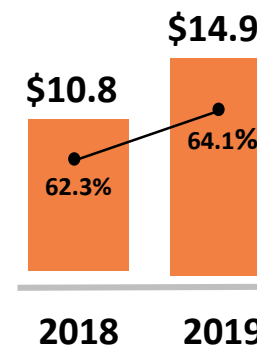


55.9%
Increase in
Adjusted EBITDA*

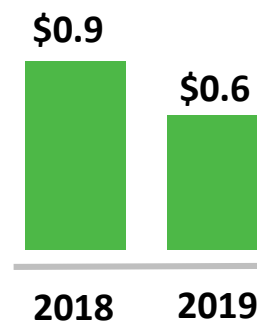
NET SALES



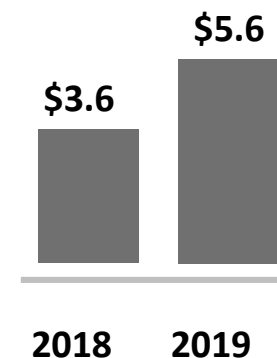
GROSS PROFIT & GROSS MARGIN



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 14.

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

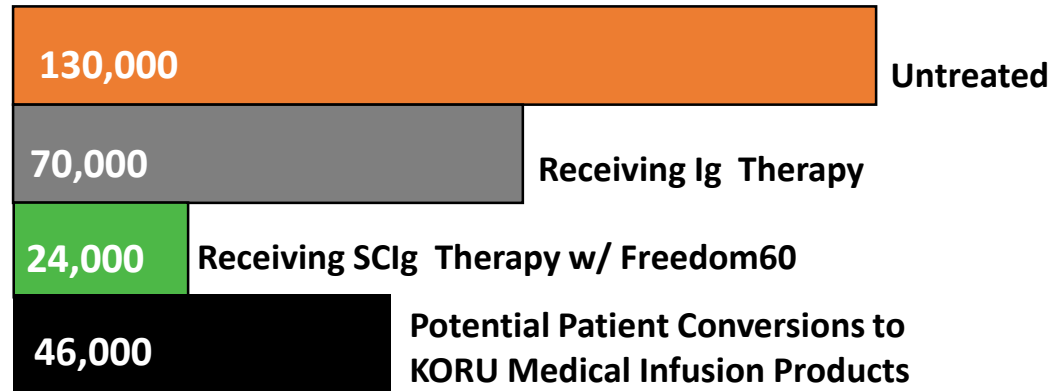
(EXCLUDES OTHER DISEASE STATES AND SECONDARY IMMUNE DEFICIENCY DISEASES)



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

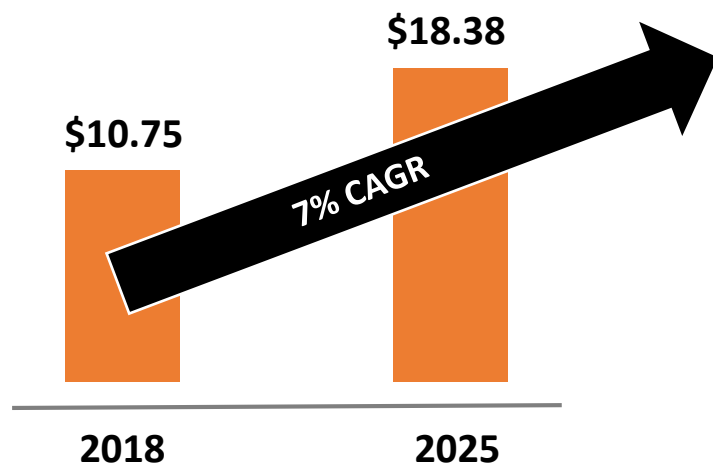
2018: Hizentra® becomes first and only SClg for treatment of CIDP

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)

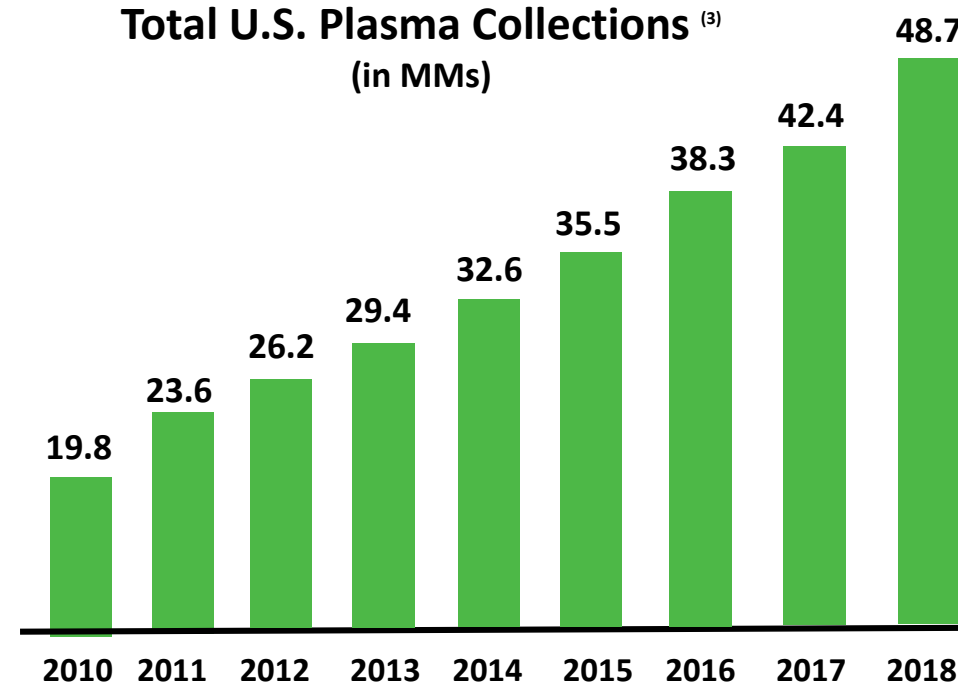
Global Home Infusion Therapy Market
+7% CAGR to \$38.7 B by 2026 ⁽²⁾

(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 MMls)



7-12
Months

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

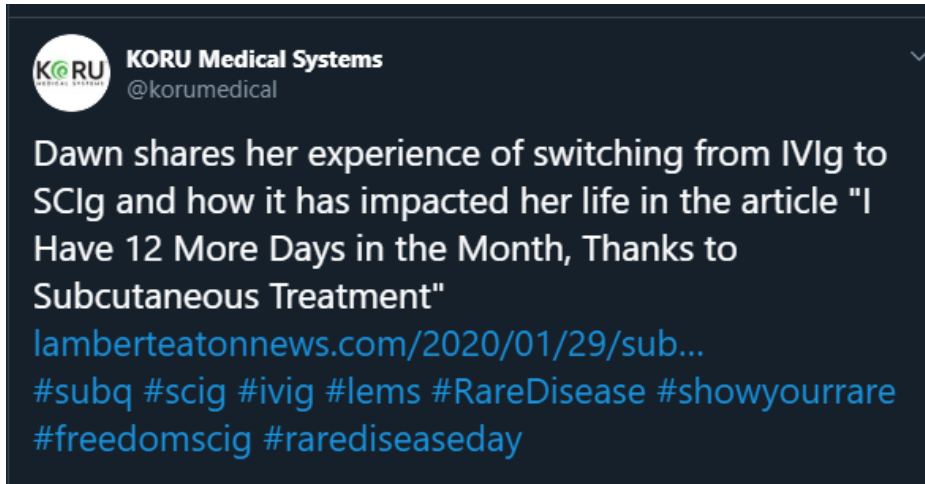
780

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

130

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

12 EXTRA DAYS IN A MONTH



"How am I finding 12 extra days in a month? It's simple: I have changed how my body receives immunoglobulin G (IgG). Instead of receiving it as an intravenous administration, I'm starting to receive IgG subcutaneously. I had my first training and home infusion two days ago. I was amazed by how quick and easy it was."

*- Columnist Dawn DeBois receives her treatment at home
(Courtesy of Dawn DeBois)*



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%+ Annual Organic
Revenue Growth
for 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

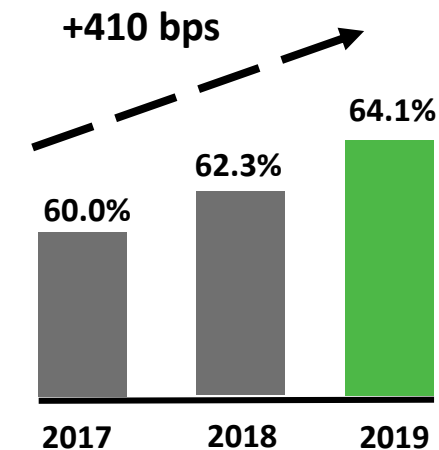
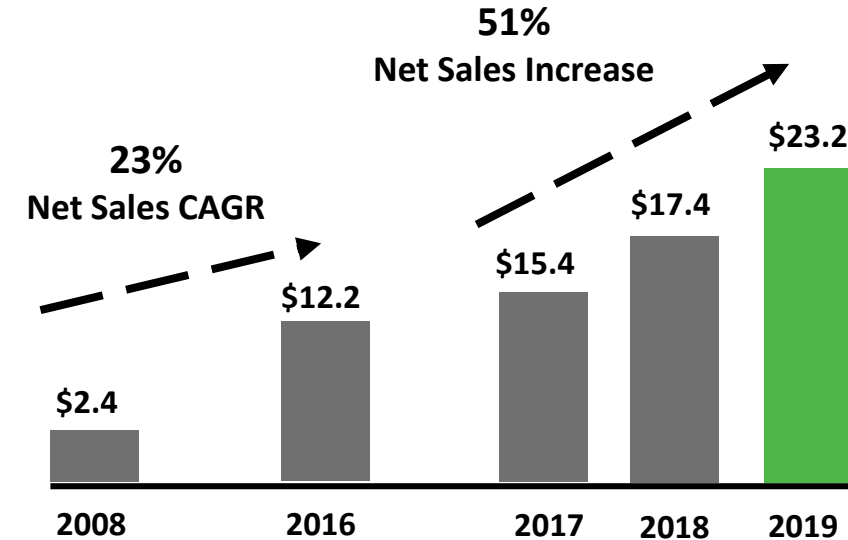
NET SALES GROWTH & EXPANDED GROSS MARGIN

(\$ in MM\$)

- Penetrating PIDD and CIDP markets
- Higher European sales
- Capitalizing on accelerating adoption of Hizentra®, Xembify®, Cutaquig®, Cuvitru™ and HyQvia®
- Growing demand for SCIg therapies
- Ongoing shift from institutional care to lower-cost home and alternative site settings
- Razor / razor blade operating model

Accelerating
Revenue
Growth

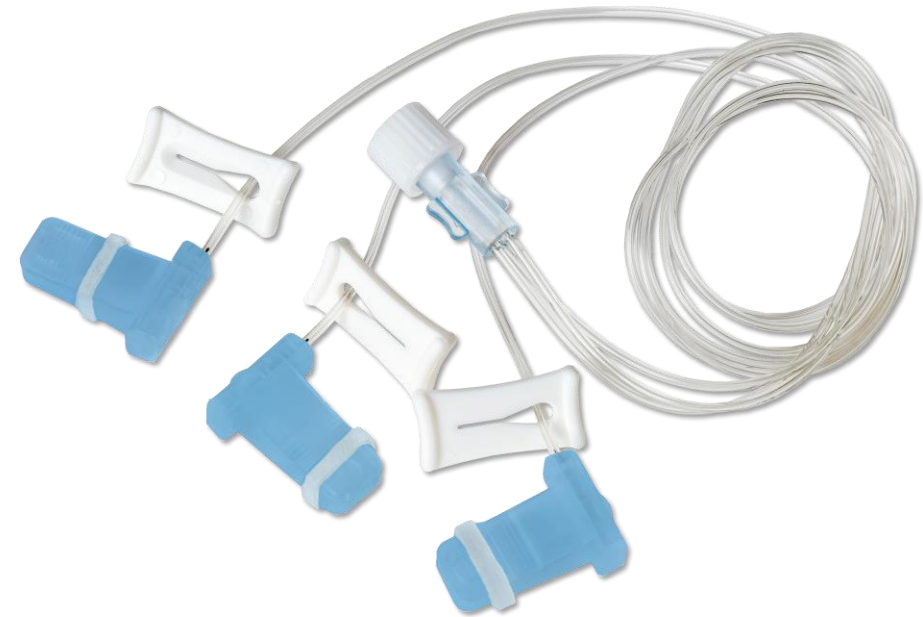
Improved
Gross
Margin



NEW PRODUCTS

- Limited launch scheduled Q1 2020
- Designed for use with KORU Medical's FREEDOM60[®] and FreedomEdge[®] Syringe Infusion Systems
- The HlgH-Flo Super26TM demonstrated ^(1,2):
 - decreased SCIg infusion time for 88% of patients, with a median improvement time of 33%
 - statistically significant improvement in patient comfort and overall patient satisfaction
 - no changes in patient self-reported tolerability (pain, swelling, or leakage)

HlgH-Flo Super26TM Subcutaneous Safety Needle Set



(1) Source: https://d1io3yog0oux5.cloudfront.net/fda9446638d5dc0e00e30a10cbe4521f/rmsmedicalproducts/db/509/4516/pdf/TRS_PO_Super26_11x17_IgNS2019_vA.pdf

(2) Compared to standard HlgHFloTM26G needle set

PHARMA COLLABORATION: XEMBIFY® LAUNCH

- Clinical trials sales grew in 2019 v. 2018
- Freedom Syringe Infusion System being utilized in multiple clinical trials associated with the development of SCIg therapies
- Xembify® launched December 2019 in the U.S. with approvals being sought in Canada, Europe and other global markets ⁽¹⁾
- Expect contribution to our 2020 operating results with a low risk of cannibalization to Hizentra®
- Approval should help address Ig supply chain constraints and expand market opportunities



(1) Grifols press release dated December 12, 2019

2019 FINANCIAL SUMMARY (\$ in MM\$)

	Three Months Ended 12/31/19	Three Months Ended 12/31/18	Quarter Over Quarter Change		Twelve Months Ended 12/31/19	Twelve Months Ended 12/31/18	Year Over Year Change
Net Sales	\$ 6.2	\$ 4.3	45.7%		\$ 23.2	\$ 17.4	33.5%
Gross Profit	\$ 3.9	\$ 2.7	45.5%		\$ 14.9	\$ 10.8	37.4%
Gross Margin	63.4%	63.5%	---		64.1%	62.3%	180 bps
Total Operating Expenses	\$ 4.1	\$ 3.2	30.4%		\$ 14.3	\$ 9.6	47.9%
Net (Loss) / Income	\$ (0.1)	\$ (0.4)	77.4%		\$ 0.6	\$ 0.9	(38.0)%
Non-GAAP Adjusted EBITDA*	\$ 1.1	\$ 0.8	47.3%		\$ 5.6	\$ 3.6	55.9%

* 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.

BALANCE SHEET AND CAPITAL STRUCTURE

BALANCE SHEET (\$ in MMs)	December 31, 2019	December 31, 2018
Cash & Cash Equivalents	\$ 5.9	\$ 3.7
Certificates of Deposit	--	\$ 1.5
Current Assets	\$ 11.9	\$ 9.0
Total Assets	\$ 13.9	\$ 10.5
Total Liabilities	\$ 2.6	\$ 1.6
Shareholders' Equity	\$ 11.2	\$ 9.0

At December 31, 2019

- No debt
- \$1.5 million line of credit with no outstanding amounts
- Clean capital structure
- 39.5 M basic shares outstanding
- 44.1 M fully diluted shares outstanding

RECONCILIATION*

Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA

	Three Months Ended			Twelve Months Ended		
	December 30,			December 30,		
	2019	2018		2019		2018
GAAP (Loss) Net / Income	\$ (80,257)	\$ (355,133)	\$	564,349	\$	910,570
Tax (Benefit)/Expense	(57,197)	(71,576)		132,069		266,380
Depreciation/Amortization	87,635	80,362		340,229		309,263
Interest Income, Net	(21,572)	(15,015)		(80,663)		(28,104)
Reorganization Charges	—	612,779		354,926		996,447
Litigation	934,412	306,215		3,415,683		899,003
Stock Option Expense	247,544	196,448		888,319		248,040
Non-GAAP Adjusted EBITDA	\$ 1,110,565	\$ 754,080	\$	5,614,912	\$	3,601,599

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THANK YOU



NEW LIFE, NEW BEGINNINGS