

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

**CURRENT REPORT
Pursuant to Section 13 or 15(d)
of The Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): April 29, 2024

DIH HOLDING US, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-41250
(Commission
File Number)

98-1624542

77 Accord Park Drive; Suite D-1, Norwell, MA
(Address of principal executive offices)

02061
(Zip Code)

Registrant's telephone number, including area code: (617) 871-2101

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Class A Common Stock	DHAI	The Nasdaq Stock Market LLC
Warrants	DHAIW	The Nasdaq Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition

On April 29, 2024, DIH Holding US, Inc. (the “Registrant”) issued a press release reporting its results of operations for the nine months ended December 31, 2023. A copy of the press release is furnished as Exhibit 99.1 hereto and is incorporated herein by reference.

Item 7.01 Regulation FD Disclosure

On April 29, 2024, the Registrant posted an updated investor deck to its website. A copy of the updated deck is furnished as Exhibit 99.2 hereto and is incorporated herein by reference.

Item 9.01. Financial Statements and Exhibits.

(a)-(b) Financial Statements.

(c) Exhibits.

99.1	Earnings Release dated April 29, 2024
99.2	Updated Investor Deck dated April 29, 2024
104	Cover Page Interactive Data File (Formatted in Inline XBRL)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: April 29, 2024

DIH HOLDING US, INC.

By: /s/ Jason Chen

Name: Jason Chen

Title: Chief Executive Officer and Chairman

DIH Announces Fiscal 2024 Financial Results for the Nine Months Ended December 31, 2023

NORWELL, MA – April 29, 2024 DIH Holding US, Inc. (“DIH”)(NASDAQ:DHAI), a leading global robotics and virtual reality (“VR”) technology provider in the rehabilitation and human performance industry, today announced financial results for the nine months ended December 31, 2023, which is the third quarter of the Company’s 2024 Fiscal Year, ending March 31, 2024.

Recent Highlights

- Revenue of \$47.1 million for the nine months ended December 31, 2023, representing growth of 42.1% over the prior year period
- Device revenue of \$36.9 million, an increase of 47.3% over the prior year period; Services revenue of \$8.8 million, an increase of 17.3% over the prior year period; Other revenues of \$1.4 million, an increase of 129.8% over the prior year period
- Gross Profit for the period was \$23.2 million, a 27.4% increase over the prior year period
- Adjusted EBITDA for the period was \$0.5 million

“We are excited to announce another strong quarter of company performance as we close out the first nine months of Fiscal Year 2024. We continue to see increased opportunity and positive momentum in expanding the business into new markets and geographies,” said Jason Chen, Chairman and CEO of DIH. “We saw significant revenue growth over the prior year as a result of an increase in device sales and our ability to efficiently sell into Europe, the Americas and Asia. As we enter our first quarter as a publicly traded company, our focus remains on generating stakeholder value and delivering a transformative rehabilitative care model around the world.”

Financial Results for the Nine Months Ended December 31, 2023

Revenue for the nine months ended December 31, 2023 was \$47.1 million, an increase of 42% compared to the prior year period. The increase was due primarily to a higher number of devices sold, which consisted of an increase in sales to third-party customers and stronger sales volumes in Europe, the Americas and Asia.

Changes in foreign currency exchange rates had a favorable impact on our combined net sales in the nine months ended December 31, 2023, resulting in an increase of approximately \$1.7 million. This was mainly driven by fluctuations in Euro valuations throughout the period.

Gross profit for the nine months ended December 31, 2023 was \$23.2 million, a 27% increase compared to the prior period.

Selling, general and administrative expense for the nine months ended December 31, 2023 was \$19.9 million, an increase of 9% compared to the prior period. The increase was primarily due to professional service and IT costs in preparation for the business combination with Aurora Technology Acquisition Corp. (ATAK) and becoming a publicly listed company, as well as personnel-related expenses such as payroll and pension. The increase was partially offset by a decrease in bad debt allowance and overhead expenses.

Research and development costs for the nine months ended December 31, 2023 were \$5.9 million, a decrease of 1.8% compared to the prior period. The decrease was primarily due to a decrease in research and development material purchases, external consulting fees, and overhead expenses. The decrease was partially offset by an increase in personnel expenses.

Cash and cash equivalents on December 31, 2023 totaled \$2.8 million.

About DIH Holding US, Inc.

DIH stands for the vision to “Deliver Inspiration & Health” to improve the functioning of millions of people with disability and functional impairments. DIH is a global solution provider in blending innovative robotic and virtual reality (“VR”) technologies with clinical integration and insights. Built through the mergers of global-leading niche technologies providers, DIH is positioning itself as a transformative total smart solutions provider and consolidator in a largely fragmented and manual-labor-driven industry.

Caution Regarding Forward-Looking Statements

This press release contains certain statements which are not historical facts, which are forward-looking statements within the meaning of the federal securities laws, for the purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995. These forward-looking statements include certain statements made with respect to the business combination, the services offered by DIH and the markets in which it operates, and DIH’s projected future results. These forward-looking statements generally are identified by the words “believe,” “project,” “expect,” “anticipate,” “estimate,” “intend,” “strategy,” “future,” “opportunity,” “plan,” “may,” “should,” “will,” “would,” “will be,” “will continue,” “will likely result,” and similar expressions. Forward-looking statements are predictions provided for illustrative purposes only, and projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties that could cause the actual results to differ materially from the expected results. These risks and uncertainties include, but are not limited to: general economic, political and business conditions; the inability of the parties to consummate the proposed business combination or the occurrence of any event, change or other circumstances that could give rise to the termination of the business combination agreement, failure to realize the anticipated benefits of the business combination, including as a result of a delay in consummating the potential transaction or difficulty in integrating the businesses of DIH; the inability to maintain the listing of the DIH’s securities on Nasdaq; costs related to the proposed business combination; While DIH may elect to update these forward-looking statements at some point in the future, DIH specifically disclaims any obligation to do so.

Non-GAAP Financial Measure

DIH reports its financial results in accordance with GAAP. However, management believes that Adjusted EBITDA, a non-GAAP financial measure, provides investors with additional useful information in evaluating our performance. DIH calculates Adjusted EBITDA as net income (loss), adjusted to exclude: (1) taxes (2) interest expense (3) depreciation and amortization and (4) other non-recurring items. Adjusted EBITDA is a financial measure that is not required by or presented in accordance with GAAP. We believe that Adjusted EBITDA, when taken together with our financial results presented in accordance with GAAP, provides meaningful supplemental information regarding our operating performance and facilitates internal comparisons of our historical operating performance on a more consistent basis by excluding certain items that may not be indicative of our business, results of operations or outlook. In particular, we believe that the use of Adjusted EBITDA is helpful to our investors as they are measures used by management in assessing the health of our business, and evaluating our operating performance, as well as for internal planning and forecasting purposes. Management presented EBITDA in historical periods prior to the completion of the Business Combination with ATAK. Adjusted EBITDA is adjusted to exclude other non-recurring items such as transaction-related expenses. By providing Adjusted EBITDA, we believe we are enhancing investors’ understanding of our business and the results of operations.

Investor Contact

Greg Chodaczek
332-895-3230
Investor.relations@dih.com

DIH HOLDING US, INC. AND SUBSIDIARIES
INTERIM CONDENSED COMBINED BALANCE SHEETS
(UnAUDITED) (in thousands)

	As of December 31, 2023	As of March 31, 2023
Assets		
Current assets:		
Cash and cash equivalents	\$ 2,838	\$ 5,560
Restricted cash	583	415
Accounts receivable, net of allowances of \$964 and \$1,771, respectively	5,556	6,079
Inventories, net	7,494	6,121
Promissory note - related party	405	—
Due from related party	119	7,400
Other current assets	7,323	5,210
Total current assets	24,318	30,785
Property, and equipment, net	676	826
Capitalized software, net	2,093	2,203
Other intangible assets, net	380	380
Operating lease, right-of-use assets, net	5,081	3,200
Deferred tax assets	252	1
Other assets	48	39
Total assets	<u>\$ 32,848</u>	<u>\$ 37,434</u>
Liabilities and Equity (Deficit)		
Current liabilities:		
Accounts payable	\$ 5,097	\$ 3,200
Employee compensation	3,155	3,678
Due to related party	—	7,322
Current maturities of long-term debt	1,135	1,514
Revolving credit facilities	10,311	12,976
Current portion of deferred revenue	6,860	8,395
Manufacturing warranty obligation	1,190	979
Current portion of long-term operating lease	1,787	1,255
Advance payments from customers	12,152	6,878
Accrued expenses and other current liabilities	13,175	12,411
Total current liabilities	54,862	58,608
Long-term debt, net of current maturities	—	489
Non-current deferred revenues	4,284	2,282
Long-term operating lease	3,319	1,970
Deferred tax liabilities	388	391
Other non-current liabilities	3,943	2,748
Total liabilities	<u>\$ 66,796</u>	<u>\$ 66,488</u>
Commitments and contingencies (Note 15)		
Equity (Deficit):		
Net parent company investment	(37,140)	(32,977)
Accumulated other comprehensive income	3,192	3,923
Total (deficit)	<u>\$ (33,948)</u>	<u>\$ (29,054)</u>
Total liabilities and (deficit)	<u>\$ 32,848</u>	<u>\$ 37,434</u>

See accompanying notes to the condensed combined financial statements.

DIH HOLDING US, INC. AND SUBSIDIARIES
INTERIM CONDENSED COMBINED STATEMENTS OF OPERATIONS
(UNAUDITED) (in thousands)

	For the Nine Months Ended December 31,	
	2023	2022
Revenue	\$ 47,121	\$ 33,168
Cost of sales	23,945	14,983
Gross profit	23,176	18,185
Operating expenses:		
Selling, general, and administrative expense	19,892	18,270
Research and development	5,852	5,959
Total operating expenses	25,744	24,229
Operating loss	(2,568)	(6,044)
Other income (expense):		
Interest expense	(744)	(575)
Other income (expense), net	(202)	690
Total other income (expense)	(946)	115
Loss before income taxes	(3,514)	(5,929)
Income tax expense (benefit)	638	770
Net loss	\$ (4,152)	\$ (6,699)

See accompanying notes to the condensed combined financial statements.

DIH HOLDING US, INC. AND SUBSIDIARIES
INTERIM CONDENSED COMBINED STATEMENTS OF COMPREHENSIVE LOSS
(UNAUDITED) (in thousands)

	For the Nine Months Ended December 31,	
	2023	2022
Net loss	\$ (4,152)	\$ (6,699)
Other comprehensive (loss) income, net of tax:		
Foreign currency translation adjustments	471	538
Pension liability adjustments	(1,202)	(230)
Other comprehensive (loss) income	(731)	308
Comprehensive loss	(4,883)	(6,391)

DIH HOLDING US, INC. AND SUBSIDIARIES
INTERIM CONDENSED COMBINED STATEMENTS OF CHANGES IN EQUITY (DEFICIT)
(UNAUDITED) (in thousands)

	<u>Net Parent Company Investment</u>	<u>Accumulated Other Comprehensive Income (Loss)</u>	<u>Total Equity (Deficit)</u>
Balance, March 31, 2022	\$ (30,503)	\$ 4,081	\$ (26,422)
Net loss	(6,699)	-	(6,699)
Other comprehensive income, net of tax	-	308	308
Balance, December 31, 2022	<u>\$ (37,202)</u>	<u>\$ 4,389</u>	<u>\$ (32,813)</u>

	<u>Net Parent Company Investment</u>	<u>Accumulated Other Comprehensive Income (Loss)</u>	<u>Total Equity (Deficit)</u>
Balance, March 31, 2023	\$ (32,977)	\$ 3,923	\$ (29,054)
Net loss	(4,152)	-	(4,152)
Other comprehensive loss, net of tax	-	(731)	(731)
Net transactions with parent	(11)	-	(11)
Balance, December 31, 2023	<u>\$ (37,140)</u>	<u>\$ 3,192</u>	<u>\$ (33,948)</u>

See accompanying notes to the condensed combined financial statements.

DIH HOLDING US, INC. AND SUBSIDIARIES
INTERIM CONDENSED COMBINED STATEMENTS OF CASH FLOWS
(UNAUDITED) (in thousands)

	For the Nine Months Ended December 31,	
	2023	2022
Cash flows from operating activities:		
Net loss	\$ (4,152)	\$ (6,699)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	388	93
Provision for credit losses	(807)	1,549
Allowance for inventory obsolescence	675	(205)
(Gain) /Loss on disposal of fixed assets	(15)	(3)
Pension contributions	(478)	(441)
Pension (income) expense	201	(614)
Foreign exchange (gain) loss	201	(685)
Noncash lease expense	1,503	1,258
Noncash interest expense	2	177
Deferred income tax	(258)	(18)
Changes in operating assets and liabilities:		
Accounts receivable	1,316	375
Inventories	(1,748)	(3,054)
Due from related parties	-	(9)
Due to related parties	-	1,283
Other assets	(1,979)	(1,851)
Operating lease liabilities	(1,425)	(1,111)
Accounts payable	1,602	851
Employee compensation	(549)	13
Other liabilities	202	591
Deferred revenue	819	1,048
Manufacturing warranty obligation	211	(116)
Advance payments from customers	5,573	8,037
Accrued expense and other current liabilities	634	1,545
Net cash provided by operating activities	1,916	2,014
Cash flows from investing activities:		
Purchases of property and equipment	(141)	(52)
Proceeds from sale of property and equipment	65	-
Capitalized software development costs	-	(13)
Payments to related party for promissory note	(405)	-
Net cash used in investing activities	(481)	(65)
Cash flows from financing activities:		
Payments on credit facilities	(3,123)	(2,074)
Payments on long term debt	(937)	(692)
Net cash used in financing activities	(4,060)	(2,766)
Effect of currency translation on cash and cash equivalents	71	(232)
Net decrease in cash, and cash equivalents, and restricted cash	(2,554)	(1,049)
Cash, and cash equivalents, and restricted cash - beginning of year	5,975	3,687
Cash, and cash equivalents, and restricted cash - end of year	\$ 3,421	\$ 2,638
Cash and cash equivalents - end of year	\$ 2,838	\$ 2,247
Restricted cash - end of year	583	391
Total cash, and cash equivalents, and restricted cash - end of year	\$ 3,421	\$ 2,638
Supplemental disclosure of cash flow information:		
Interest paid	\$ 740	\$ 397
Income tax paid	\$ -	\$ 17
Supplemental disclosure of non-cash investing and financing activity:		
Settlement of related party receivables and payables	\$ 7,322	\$ -

See accompanying notes to the condensed combined financial statements.

DIH HOLDING US, INC. AND SUBSIDIARIES
RECONCILIATION OF Non-GAAP FINANCIAL MEASURES
(UNAUDITED) (in thousands)

	For Nine Months Ended	
	December 31,	
	2023	2022
Net loss	\$ (4,152)	\$ (6,699)
Adjusted to exclude the following:		
Taxes	638	770
Interest expense	744	575
Depreciation and amortization	388	93
Other non-recurring items ⁽¹⁾	2,837	125
Adjusted EBITDA	\$ 455	\$ (5,136)

(1) Represents transaction-related expenses incurred in connection with the Business Combination with ATAK completed on February 7, 2024.

DELIVER INSPIRATION & HEALTH



DIH

**DEDICATED TO RESTORING MOBILITY AND
ENHANCING HUMAN PERFORMANCE**

Investor Presentation
April 2024

Nasdaq: DHA1



In this presentation, "DIH", "DIH Medical", the "Company", "we", "us" and "our" mean DIH Holding US, Inc. All amounts are in U.S. dollars unless otherwise indicated. The information contained herein does not purport to contain all of the information about the Company. The information contained herein has not been independently verified. No representations or warranties are made or implied with respect to the information contained herein.

This presentation contains forward-looking statements with respect to the Company. These forward-looking statements, by their nature, require the Company to make certain assumptions and necessarily involve known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied in these forward-looking statements, including without limitation the successful and timely completion and the commercialization of the products referred to herein. Forward-looking statements are not guarantees of performance. These forward-looking statements, including financial outlooks and strategies or deliverables stated herein, may involve, but are not limited to, comments with respect to the Company's business or financial objectives, its strategies or future actions, its targets, expectations for financial condition or outlook for operations. Words such as "may", "will", "would", "could", "expect", "believe", "plan", "anticipate", "intend", "estimate", "continue", or the negative or comparable terminology, as well as terms usually used in the future and conditional, are intended to identify forward-looking statements.

Information contained in forward-looking statements is based upon certain material assumptions that were applied in drawing a conclusion or making a forecast or projection, including perceptions of historical trends, current conditions and expected future developments, as well as other considerations that are believed to be appropriate in the circumstances. These assumptions are considered to be reasonable based on currently available information, but the reader is cautioned that these assumptions regarding future events, many of which are beyond its control, may ultimately prove to be incorrect since they are subject to risks and uncertainties that affect the Company and its business. The forward-looking information set forth therein reflects expectations as of the date hereof and is subject to change thereafter. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Undue reliance should not be placed on forward-looking statements. The forward-looking statements contained in this presentation are expressly qualified by this cautionary statement.

This presentation is not intended to form the basis of any investment decision and there can be no assurance that any transaction will be undertaken or completed in whole or in part. The delivery of this presentation shall not be taken as any form of commitment on the part of the Company or its stockholders to proceed with any transaction, and no offers will subject the Company or its stockholders to any contractual obligations before definitive documentation has been executed. The Company reserves the right at any time without prior notice and without any liability to (i) negotiate with one or more prospective investors in accordance with any timetable and on any terms that the Company may decide, (ii) provide different information or access to information to different prospective investors, (iii) enter into definitive documentation and (iv) terminate the process, including any negotiations with any prospective investor without giving any reasons therefor.

DIH at a glance:

Robotic-enabled movement platform improving the lives of people with disabilities and functional impairments



Improving lives by providing human movement therapy while empowering leading scientists and clinics to study balance and movement disorders through Advanced Technology.





DIH – a Global Solution Provider, has the **broadest portfolio in neuro-rehabilitation and human performance research**, with over **4,500 devices installed**.

With an aging population and an increasing number of people living with neurological diseases, hospitals and clinics will be understaffed; **robotic rehabilitation fills the gap and helps therapists and patients thrive**.

More intensive, repetition-based therapy, supported by Advanced Technology is shown to have **superior patient outcomes** and can send them home sooner.

Technology solves the supply-demand problem in rehabilitation settings by **allowing occupational and physical therapists to work with multiple patients effectively**.

Bridging the gap between Clinical and Research applications by **enabling and inventing** the most advanced technological ways to study and treat balance and movement disorders.



1 HQ
DIH Holding US



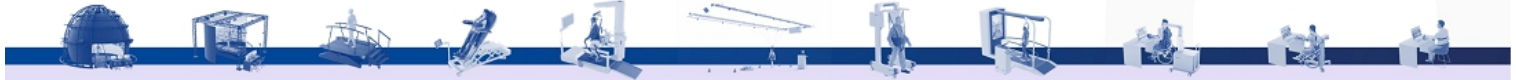
5 Commercial Regions
USA, Singapore, Chile, Slovenia, Germany



3 Sites
For R&D and manufacturing in CH, NL and USA



243 Employees
in **9** global locations from **33** nationalities



19
Products
& Systems



4,500+
Devices installed¹



1,500+
Medical device
registrations
in **75** countries



\$55M
FY23² Revenue
12% YoY increase



\$69M
FY23 Sales Orders³
11% YoY increase



1,800
Customer Accounts

¹ Includes clinical and research install base

² FY23 year ending March 31, 2023

³ Signed sales orders represent the pipeline of sales for DIH generated during a prescribed period

Meeting market demands with innovative Advanced Technologies

Health Providers

Research Facilities



Rehabilitation Hospitals



Physical Therapy and Rehab Clinics



Patients

Neurological



- Stroke
- SCI & cerebral palsy
- Parkinson's disease
- Traumatic brain injury

Orthopedic



- Amputation
- Osteoarthritis
- Musculoskeletal disorders

Geriatric & Pediatric



- Aging population with an increased risk of falling and functional impairment
- Pediatric patients with mobility impairments



*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

¹ Two product lines available ² Product line consists of three products ³ Prototype available; In development

Aging population

>1B

Members of a growing elderly population, worldwide¹

46%+

of the world's aging population has disabilities²



Increasing neurological disorders and related disabilities

Est. **15%**

of the global population is affected by neurological disorders³

38%+

of stroke survivors were found to have disabilities⁴



Need of care and lack of therapist

Est. **2.4B**

People are currently living with a health condition that may benefit from rehabilitation⁵

1.09

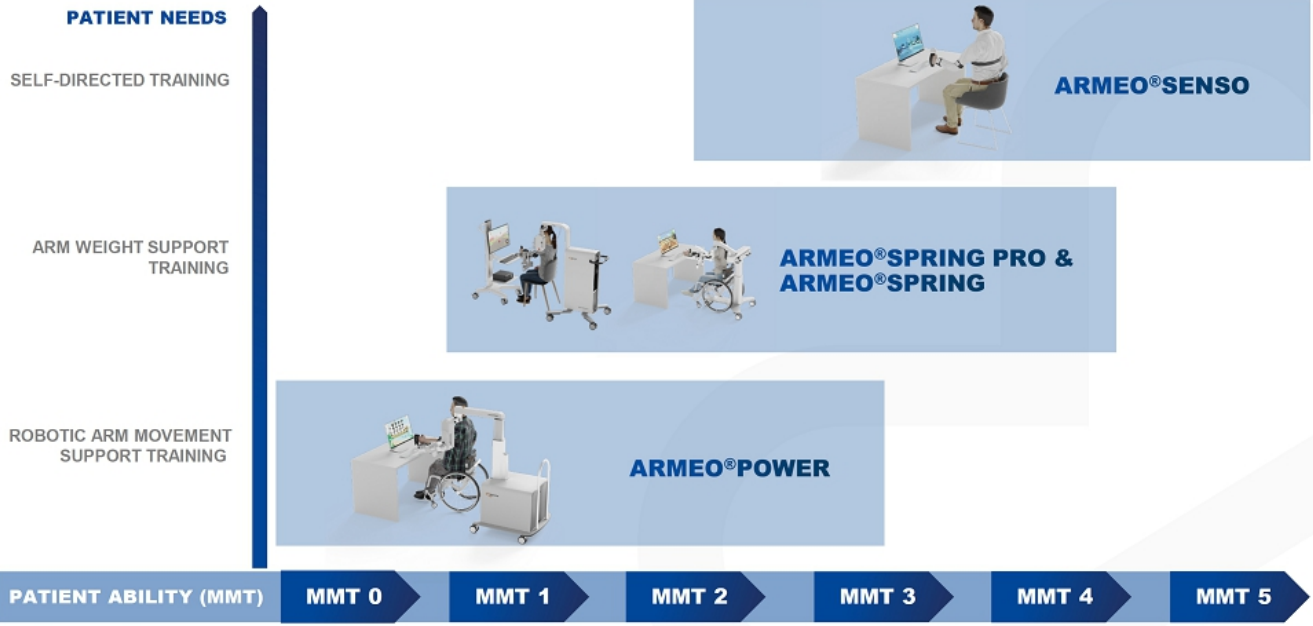
physiotherapists per 1,000 people⁶



Advanced Technology is key to meeting market demands.

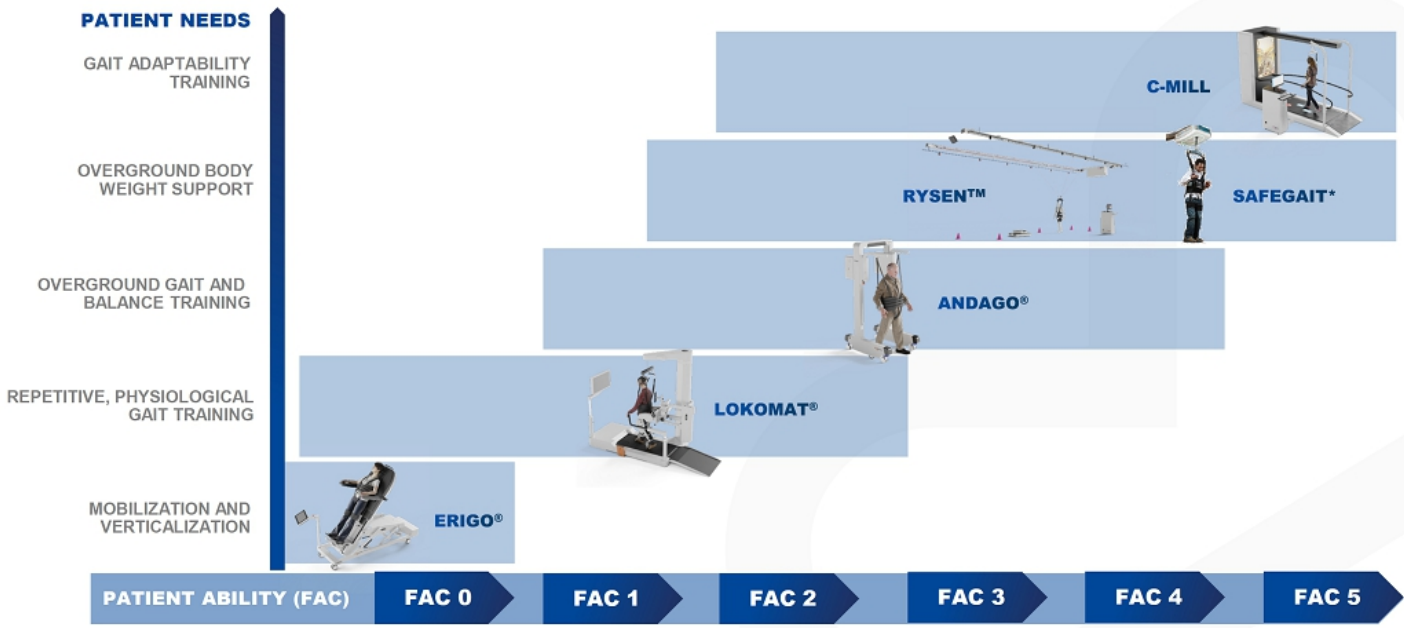
¹ WHO: Ageing and Health; <https://www.who.int/news-room/fact-sheets/detail/ageing-and-health>
² United Nations: Aging and Disability; <https://www.un.org/development/desa/disabilities/disability-and-ageing.html>
³ <https://pubmed.ncbi.nlm.nih.gov/36902495/>
⁴ NCBI: Causes and Trends of Disabilities in Community-Dwelling Stroke Survivors: A Population-Based Study; <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9833459/>

⁵ WHO: Rehabilitation; <https://www.who.int/news-room/fact-sheets/detail/rehabilitation#:~:text=Globally%2C%20an%20estimated%202.4%20billion,and%20characteristics%20of%20the%20population.>
⁶ 2020: World Physio; <https://world.physio/sites/default/files/2021-02/AMC2020-Europe.pdf> // WHO: <https://www.who.int/data/gho/indicator-metadata-registry/imr-details/3408>; https://www.theglobeconomy.com/rankings/physiotherapists_per_1000_people/



MMT: Manual Muscle Test for shoulder and/or elbow; MMT 2 for Armeo Senso –with arm weight support

INVESTOR PRESENTATION
CONTINUUM OF CARE FOR LOWER EXTREMITIES REHABILITATION



FAC: Functional Ambulation categories

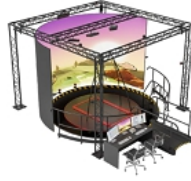
* Available only in the USA

INTENDED USE

TARGETS ALL ASPECTS OF BALANCE AND LOCOMOTION. THE USE OF VIRTUAL REALITY ENABLES RESEARCHERS TO ASSESS THE SUBJECT'S BEHAVIOR AND INCLUDES SENSORY INPUTS LIKE VISUAL, AUDITORY AND VESTIBULAR.

PROVIDES ANALYSIS AND THERAPY IN CHALLENGING CONDITIONS TO IMPROVE GAIT, WHILE REAL-TIME FEEDBACK ENABLES ANALYSIS AND TRAINING DURING THE SAME SESSION.

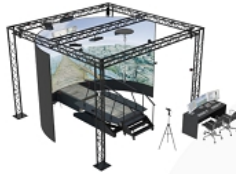
ENABLES MULTIPLE SYSTEM ENHANCEMENTS FOR ADDED FUNCTIONALITY OF GAIT-LAB.



CAREN EXTENDED*
Computer Assisted
Rehabilitation Environment



CAREN HIGH END*
Computer Assisted
Rehabilitation Environment



GRAIL*
Gait Real-time Analysis
Interactive Lab



M-GAIT*
Modular Gait Lab

*Motek products are currently being sold by DIH through an exclusive relationship between Motek and DIH

DIH provides a **broad portfolio of devices** and an **extensive range of services**,
to become a Total Solution partner for our customers



**BUSINESS MODEL
and PLANNING**

We provide guidelines and support customers in building their rehabilitation project. We find the right solution to match the organizations' needs, space and budget.



**CLINICAL
SERVICES**

To help make the best use of our solutions, we offer clinical integration consulting and ongoing support, as well as education and training.



**TECHNICAL
SERVICES**

We provide technical support and regular maintenance after installation so customers can maintain clinical routines without disruption.



**RESEARCH
SERVICES**

Research drives us forward and our support and services help institutions initiate their own research programs.



**MARKETING
SERVICES**

Customers immediately stand out from other rehabilitation facilities. With our support we make sure they are seen and heard.



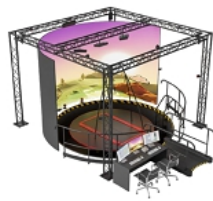
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Leading Institutions trust DIH

DIH collaborates with world renowned institutions in rehabilitation and research as reference centers and innovation partners



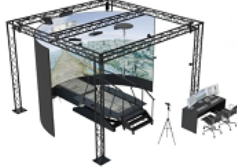
**LOKOMAT
610**



**CAREN
204***



**ARMEO LINE
217**



**GRAIL &
M-Gait
234***



**ERIGO
60**



**C-Mill
70***

>1,300

Published Publications

>1,000 publications in peer-reviewed² journals
40+ ongoing studies

¹The Knowledge Platform includes all research articles, conference proceedings, and theses available on our devices and can be accessed via knowledge.hocoma.com and knowledge.motekmedical.com

²Reviewed and evaluated by a group of experts in the field before the article is published.

*Motek Products are currently being sold by DIH through an exclusive relationship between Motek and DIH



DIH is uniquely positioned as a leader in rehabilitation-tech and research markets



Leading Technology

Highly recognized premier brands and technologies in our industry, endorsed by leading rehabilitation institutes and opinion leaders



Product Portfolio

Broadest product portfolio in advanced robotics and sophisticated VR-enabled movement systems; most competitors operate in a single product category



Industry Experience

Organizational breadth and depth with significant experience in acquisition integration; key to our growth strategy and differentiation from competitors that are early in their organizational life cycles



Innovation

Sustained innovation capabilities with decades of proven expertise and resources



Tech Partnerships

Platform and core technology (hardware and software) supported by strong partnerships with leading research groups



Network Effect

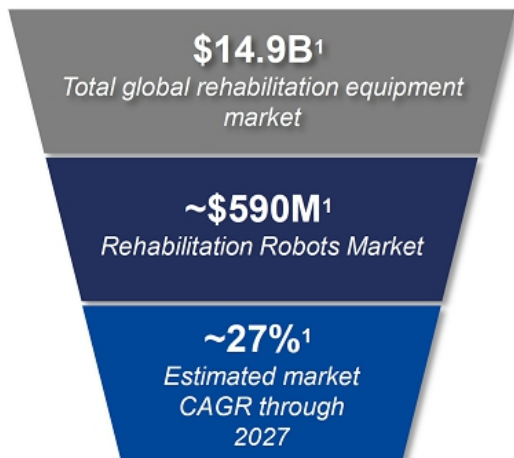
Strong supporting functions and operational infrastructure that establish a platform network effect which will be difficult to replicate



Commercial Reach

Strong global market coverage with approx. 3-5x more sales volume than competitors

Global Market



Global solution provider combining innovative robotic and VR technologies with clinical integration and proprietary insights.

Transformative total solutions provider and consolidator in a fragmented and manual-labor-driven industry.

Innovative and broad product portfolio, covering the entire continuum of care.

Strong financial profile with \$55M revenue in FY23, representing 12% year-over-year growth.

¹"Rehabilitation Robots Market by Product, End user and Geography – Forecast and Analysis (2023 – 2027)" November 2022

Way Forward - Investment Opportunity



\$50B in manual therapies costs¹

High manual therapies costs are primed for disruption across care centers

Robotic solutions provide value and save costs, creating flexibility within institutional budgets

¹ Grandview Research, October 14, 2022



Financial Highlights

**Nine Months
 Ending 12/31/23 of
 Fiscal Year 2024***

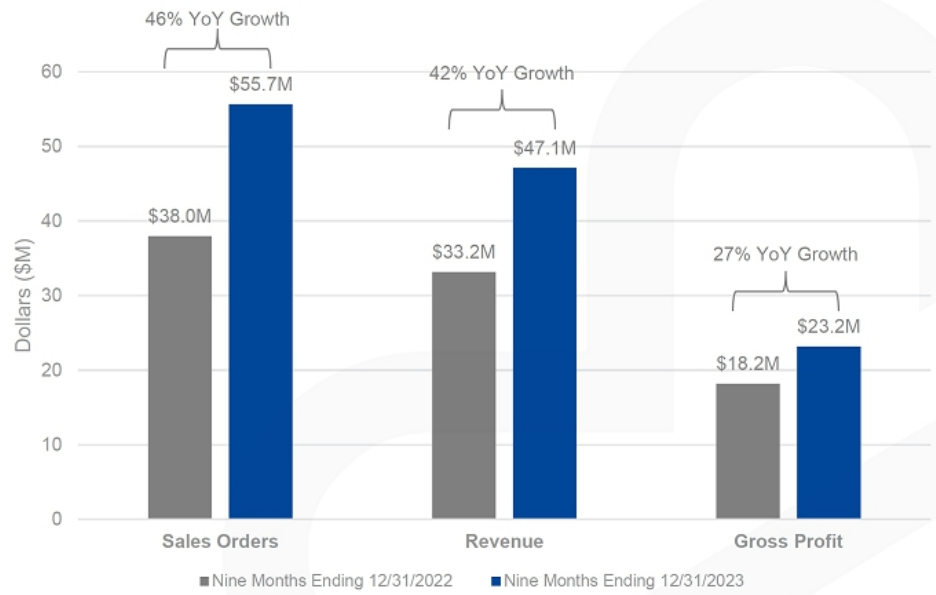
Sales Orders¹ of **\$55.7M**, an increase of **47%** over nine months ending 12/31/22

- 73% in hospital
- 27% in clinic and research

Revenue of **\$47.1M**, an increase of **42%** over nine months ending 12/31/22

- 78% devices
- 19% services
- 3% other

49% Gross Margin



¹Signed sales orders represent the pipeline of sales for DIH generated during a prescribed period
 *FY24 ending March 31, 2024



Jason Chen
Chief Executive Officer and
Chairman of the Board



Lynden Bass
Chief Financial Officer



Dr. Patrick Bruno
Chief Market Officer



Deloitte.



SIEMENS



CEO and Chairman of the Board
Jason Chen



Chief Financial Officer
Lynden Bass



**Chief Market Officer
Hospital & Clinic**
Patrick Bruno



**Vice President
Research**
Frans Steenbrink



**Senior Vice President
Sales – EMEA Indirect**
Slavko Skafar



**Vice President
Global Operations**
Walther Geiger



**Vice President
FP&A and Commercial Operations
Finance**
LaTonya Vincent

THANK YOU

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