

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): July 15, 2024

DIH HOLDING US, INC.

(Exact name of Registrant as Specified in Its Charter)

Delaware  
(State or Other Jurisdiction  
of Incorporation)

77 Accord Park Drive;  
Suite D-1  
Norwell, Massachusetts  
(Address of Principal Executive Offices)

001-41250  
(Commission File Number)

98-1624542  
(IRS Employer  
Identification No.)

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 July 15, 2024, DIH Holding US, Inc. (the “Registrant”) issued a press release announcing its fourth quarter and fiscal year ended March 31, 2024 financial results. 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 July 15, 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	<a href="#">Release dated July 15, 2024</a>
99.2	<a href="#">Updated Investor Deck dated July 15, 2024</a>
104	Cover Page Interactive Data File (Formatted in Inline XBRL)

---

**SIGNATURES**

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.

DIH HOLDING US, INC.

Date: July 15, 2024

By: By: /s/ Jason Chen  
Jason Chen  
Chief Executive Officer and Chairman

---

**DIH Announces Fiscal 2024 Fourth Quarter and Fiscal Year End Financial Results**

**NORWELL, MA – July 15, 2024** DIH Holding US, Inc. ("DIH")(NASDAQ:DHAI), a global provider of advanced robotic devices used in physical rehabilitation, which incorporate visual stimulation in an interactive manner to enable clinical research and intensive functional rehabilitation and training in patients with walking impairments, reduced balance and/or impaired arm and hand functions, today announced financial results for the fiscal 2024 fourth quarter and year ended March 31, 2024.

**Recent Highlights**

- Revenue of \$64.5 million for the fiscal year ended March 31, 2024, representing growth of 19% over the prior year
- Device revenue of \$51.1 million and service revenue of \$11.1 million for the fiscal year ended March 31, 2024, representing growth of 18% and 20%, respectively over the prior year
- Positive operating cash flow of \$5.2 million for the year ended March 31, 2024
- Announced strategic partnership with B. Temia to enrich DIH's rehabilitative solutions through exclusive licensing of B. Temia's Keego™ Dermoskeleton product in North America

"We are proud of our team and their excellent work over the past year," said Jason Chen, Chairman and CEO of DIH. "Fiscal 2024 was a critical inflection year for DIH and I am encouraged by our performance. We were able to deliver significant commercial growth while simultaneously completing our initial public offering. Additionally, generating positive operating cash flow while furthering operational accomplishments creates a strong foundation for our growth strategy. With our continued industry leadership, we remain committed in our mission to build an integrated platform and consolidate the fragmented rehabilitation industry. We believe consolidation of the industry will accelerate our growth in the coming years and look forward to what fiscal 2025 will bring."

**Financial Results for the Fiscal Year Ended March 31, 2024**

Revenue for the fiscal year ended March 31, 2024, was \$64.5 million, an increase of \$10.4 million or 19.3% compared to the prior year period. The overall increase was primarily due to an increase in devices sold of \$7.7 million, or 17.7%. The increase in devices revenue was driven by higher sales volume in Europe, the Americas and Asia. Services revenue represented an increase of \$1.8 million, up 19.5% compared to the prior fiscal year. Other revenues represented an increase of \$0.9 million, up 70.6% compared to the prior period.

Changes in foreign currency exchange rates had a favorable impact on our net sales for the year ended March 31, 2024, 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 fiscal year ended March 31, 2024, was \$29.8 million, a decrease of 2.7% compared to the prior period. The decrease was driven by inflationary cost increases on direct costs of goods of approximately \$2.2 million. The additional increase in cost of sales is mainly driven by an increase of \$0.6 million in an inventory reserve for slow-moving parts and increased overhead and services parts costs of \$3.9 million. The impact due to foreign currency translation losses resulted in an increase of approximately \$0.1 million.

Selling, general and administrative expense for the fiscal year ended March 31, 2024, was \$25.8 million, an increase of 12.3% compared to the prior period. The increase was primarily due to increase in professional service costs of \$1.5 million related to audit, legal and other professional services in preparation for the business combination and becoming a publicly listed company, and investment in finance capacity in preparation for public company reporting obligations. The increase was also attributable to personnel related expenses primarily due to a \$1 million increase in pension expense resulting from changes in market yields. The increase was partially offset by a decrease in credit loss provisions.

---



Research and development costs for the fiscal year ended March 31, 2024, were \$6.6 million, a decrease of 4% compared to the prior period. The decrease was primarily due to a decrease in the research and development material purchase and external consulting of \$0.2 million and charges pertaining to the Gorbel acquisition of \$0.4 million, as we focus more on software developments. The decrease was offset by an increase in personnel expenses of \$0.3 million.

Cash and cash equivalents at March 31, 2024 totaled \$3.2 million.

#### **Financial Results for the Fourth Quarter Ended March 31, 2024**

Revenue for the three months ended March 31, 2024 was \$19.4 million, a decrease of 10.2% compared to the prior year period. The decrease was due primarily to alignment with customer schedules for order fulfillment, which resulted in a \$2.9 million decrease in device revenue. The Company expects to recognize the revenues related to these products in fiscal year 2025.

Changes in foreign currency exchange rates had a minor favorable impact on our net sales in the three months ended March 31, 2024, resulting in an increase of approximately \$0.1 million. This was driven by stabilization of Euro valuations.

Gross profit for the three months ended March 31, 2024 was \$9.8 million, a 33.8% decrease compared to the prior period. The decrease was primarily due to the timing of revenue recognition related to customer-driven installation delays, inflationary cost increases on direct costs of goods, and increased overhead and services parts costs.

Selling, general and administrative expense for the three months ended March 31, 2024, was \$8.1 million, an increase of 19.2% compared to the prior period. The increase was primarily due to increased overhead expense of \$1.5 million primarily related to additional IT consultancy expenses and software license costs, as well as an increase in insurance expenses pertaining to the close of the business combination. The increase was offset by a decrease of professional service cost during the three months ended March 31, 2024, related to audit, legal and professional service.

Research and development costs for the three months ended March 31, 2024, were \$1.9 million, a decrease of 2.5% compared to the prior period. The prior period had included charges pertaining to the Gorbel acquisition of \$0.1 million with no similar expense in the three months ended March 31, 2023.

#### **Subsequent Events**

On June 6, 2024, the Company entered into a Securities Purchase Agreement, pursuant to which the Company issued \$3.3 million in principal amount of 8% Original Issue Discount Senior Secured Convertible Debentures (the "Debentures"). The Debentures were issued with an original issue discount of \$300 thousand, resulting in gross proceeds of approximately \$3 million and net proceeds of approximately \$2.5 million after deducting estimated offering expenses.

The Debentures are convertible into an aggregate of 660,000 shares of the Company's Class A Common Stock at a conversion price of \$5.00 per share, subject to adjustment. The Debentures mature on December 7, 2025, and bear interest at a rate of 8% per annum, payable monthly beginning one year from the issuance date.

Provided that no event of default has occurred or is continuing, and at least 33% of the principal amount of the Debentures has either previously been repaid or converted in accordance with the terms of the Debenture, the Company may elect, by notice to the holder of the Debentures, to extend the Maturity Date by six months upon the payment of six months' interest on the then-outstanding principal amount.

The Debentures are secured by substantially all of the assets of the Company and its domestic subsidiaries, excluding certain specified assets. Additionally, the Company's domestic subsidiaries have provided an unconditional guarantee of the Debentures. In connection with the issuance of the Debentures, the Company also issued warrants to purchase an aggregate of 330,000 shares of Class A Common Stock at an exercise price of \$5.00 per share, with a five-year term.

---

## **Fiscal Year 2025 Outlook**

The Company expects gross revenue for fiscal year 2025 to range between \$74 million and \$77 million, representing approximately 15%-20% growth over fiscal year 2024.

## **About DIH Holding US, Inc.**

DIH stands for the vision to “Deliver Inspiration & Health” to improve the daily lives of millions of people with disabilities and functional impairments through providing devices and solutions enabling intensive rehabilitation. DIH is a global provider of advanced robotic devices that incorporate virtual reality technologies (“VR”) to enable research and intensive functional rehabilitation and training in patients with walking impairments, reduced balance and/or impaired arm and hand functions. Built through the mergers of global-leading niche technology providers, DIH is positioning itself as a transformative rehabilitation solutions provider and consolidator of 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 ability of DIH to achieve its projected revenue, the failure of DIH realize the anticipated benefits of the recently-completed business combination and access to sources of additional debt or equity capital if needed. While DIH may elect to update these forward-looking statements at some point in the future, DIH specifically disclaims any obligation to do so.

## **Investor Contact**

Greg Chodaczek  
332-895-3230  
[Investor.relations@dih.com](mailto:Investor.relations@dih.com)

---

**DIH HOLDING US, INC.**  
**CONSOLIDATED BALANCE SHEETS**  
(in thousands, except share and per share data, unaudited)

	March 31,	
	2024	2023
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 3,225	\$ 3,175
Accounts receivable, net of allowances of \$667 and \$1,683, respectively	5,197	5,998
Inventories, net	7,830	4,850
Due from related party	5,688	6,383
Other current assets	5,116	4,855
Total current assets	27,056	25,261
Property, and equipment, net	530	742
Capitalized software, net	2,131	2,019
Other intangible assets, net	380	380
Operating lease, right-of-use assets, net	4,466	2,604
Other tax assets	267	1
Other assets	905	772
Total assets	<u>\$ 35,735</u>	<u>\$ 31,779</u>
<b>Liabilities and Deficit</b>		
Current liabilities:		
Accounts payable	\$ 4,305	\$ 2,190
Employee compensation	2,664	3,163
Due to related party	10,192	6,841
Current portion of deferred revenue	5,211	7,714
Manufacturing warranty obligation	513	973
Current portion of long-term operating lease	1,572	1,005
Advance payments from customers	10,562	6,255
Accrued expenses and other current liabilities	9,935	8,631
Total current liabilities	44,954	36,772
Notes payable - related party	11,457	17,301
Non-current deferred revenues	4,670	2,282
Long-term operating lease	2,917	1,621
Deferred tax liabilities	112	110
Other non-current liabilities	4,171	2,647
Total liabilities	<u>\$ 68,281</u>	<u>\$ 60,733</u>
Commitments and contingencies		
Deficit:		
Preferred Stock, \$0.00001 par value; 10,000,000 shares authorized; no shares issued and outstanding at March 31, 2024; no shares authorized, issued and outstanding at March 31, 2023	—	—
Common stock, \$0.0001 par value; 100,000,000 shares authorized; 34,544,935 shares issued and outstanding at March 31, 2024; 25,000,000 shares authorized, issued and outstanding at March 31, 2023	3	2
Additional paid-in-capital	2,613	(1,898)
Accumulated deficit	(35,212)	(26,769)
Accumulated other comprehensive income (loss)	50	(289)
Total deficit	<u>\$ (32,546)</u>	<u>\$ (28,954)</u>
Total liabilities and deficit	<u>\$ 35,735</u>	<u>\$ 31,779</u>

**DIH HOLDING US, INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
(in thousands, except per share data, unaudited)

	Three Months Ended March 31,		Years Ended March 31,	
	2024	2023	2024	2023
Revenue	\$ 19,356	\$ 21,556	\$ 64,473	\$ 54,059
Cost of sales	9,547	6,742	34,702	23,474
Gross profit	9,809	14,814	29,771	30,585
Operating expenses:				
Selling, general, and administrative expense	8,124	6,813	25,776	22,957
Research and development	1,928	1,977	6,609	6,919
Total operating expenses	10,052	8,790	32,385	29,876
Operating income (loss)	(243)	6,024	(2,614)	709
Other income (expense):				
Interest (expense)	(232)	(117)	(693)	(277)
Other income (expense), net	(3,709)	27	(3,890)	572
Total other income (expense)	(3,941)	(90)	(4,583)	295
Income (loss) before income taxes	(4,184)	5,934	(7,197)	1,004
Income tax expense (benefit)	587	1,255	1,246	2,018
Net Income (loss)	\$ (4,771)	\$ 4,679	\$ (8,443)	\$ (1,014)
Net earnings (loss) per share, basic and diluted	\$ (0.16)	\$ 0.19	\$ (0.32)	\$ (0.04)
Weighted-average shares outstanding, basic and diluted	30,559	25,000	26,382	25,000

**DIH HOLDING US, INC.**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE LOSS**  
(in thousands, unaudited)

	<b>Three Months Ended March 31,</b>		<b>Years Ended March 31,</b>	
	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Net income (loss)	\$ (4,771)	\$ 4,679	\$ (8,443)	\$ (1,014)
Other comprehensive (loss) income, net of tax				
Foreign currency translation adjustments, net of tax of \$0	627	(282)	1,455	(503)
Pension liability adjustments, net of tax of \$0	(100)	(230)	(1,116)	(421)
Other comprehensive (loss) income	(924)	(512)	339	(924)
Comprehensive loss	<u>\$ (1,938)</u>	<u>\$ 4,167</u>	<u>\$ (8,104)</u>	<u>\$ (1,938)</u>

---

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

	<u>Common Stock</u>			<u>Additional Paid-In Capital</u>	<u>Accumulated Deficit</u>	<u>Accumulated Other Comprehensive Income (Loss)</u>	<u>Total Equity (Deficit)</u>
	<u>Shares<sup>(1)</sup></u>	<u>Amount</u>					
<b>Balance, March 31, 2022</b>	25,000,000	\$ 2	\$ (1,776)	\$ (25,755)	\$ 635	\$ (26,894)	
Net loss	—	—	—	(1,014)	—	(1,014)	
Other comprehensive loss, net of tax	—	—	—	—	(924)	(924)	
Net transactions with DIH Cayman	—	—	(122)	—	—	(122)	
<b>Balance, March 31, 2023</b>	<u>25,000,000</u>	<u>\$ 2</u>	<u>\$ (1,898)</u>	<u>\$ (26,769)</u>	<u>\$ (289)</u>	<u>\$ (28,954)</u>	
Net loss	—	—	—	(8,443)	—	(8,443)	
Issuance of common stock upon reverse recapitalization	9,544,935	1	4,511	—	—	4,512	
Other comprehensive income, net of tax	—	—	—	—	339	339	
<b>Balance, March 31, 2024</b>	<u>34,544,935</u>	<u>\$ 3</u>	<u>\$ 2,613</u>	<u>\$ (35,212)</u>	<u>\$ 50</u>	<u>\$ (32,546)</u>	

**DIH HOLDING US, INC.**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(in thousands, unaudited)

	Years Ended March 31,	
	2024	2023
<b>Cash flows from operating activities:</b>		
Net loss	\$ (8,443)	\$ (1,014)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	302	66
Provision for credit losses	(1,016)	669
Allowance for inventory obsolescence	617	(1,639)
Noncash business combination expense	3,514	-
Pension contributions	(530)	(569)
Pension (income) expense	(75)	(400)
Foreign exchange (gain) loss	376	(584)
Noncash lease expense	1,590	1,423
Noncash interest expense	28	19
Change in manufacturing warranty obligation estimate	(626)	—
Deferred and other noncash income tax expense	(304)	58
Changes in operating assets and liabilities:		
Accounts receivable	1,853	(514)
Inventories	(3,259)	518
Due from related parties	1,018	(969)
Due to related parties	3,337	2,471
Other assets	(229)	(1,805)
Operating lease liabilities	(1,782)	(1,448)
Accounts payable	2,920	38
Employee compensation	(551)	(151)
Other liabilities	970	(96)
Deferred revenue	(90)	4,059
Manufacturing warranty obligation	163	160
Advance payments from customers	4,338	2,083
Accrued expense and other current liabilities	1,071	3,126
Net cash provided by operating activities	5,192	5,501
<b>Cash flows from investing activities:</b>		
Purchases of property and equipment	(202)	(145)
Net cash used in investing activities	(202)	(145)
<b>Cash flows from financing activities:</b>		
Proceeds from reverse recapitalization	899	—
Payments on related party notes payable	(5,844)	(4,053)
Net cash used in financing activities	(4,945)	(4,053)
Effect of currency translation on cash and cash equivalents	5	(61)
Net increase in cash, and cash equivalents, and restricted cash	50	1,242
Cash, and cash equivalents, and restricted cash - beginning of year	3,175	1,933
Cash, and cash equivalents, and restricted cash - end of year	\$ 3,225	\$ 3,175
Cash and cash equivalents - end of year	\$ 3,225	\$ 3,175
Restricted cash - end of year	—	—
Total cash, and cash equivalents, and restricted cash - end of year	\$ 3,225	\$ 3,175
<b>Supplemental disclosure of cash flow information:</b>		
Interest paid	\$ 665	\$ 258
Income tax paid	\$ —	\$ 210
<b>Supplemental disclosure of non-cash investing and financing activity:</b>		
Accrued liability related to asset acquisition	\$ —	\$ 533
Accounts payable settled through escrow account upon reverse recapitalization	\$ 1,439	\$ —

# DIH

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

Investor Presentation  
July 2024

Nasdaq: DHAI





In this presentation, "DIH", the "Company", "we", "us" and "our" mean DIH Holding US, Inc, a Delaware corporation (Nasdaq: DHA1). 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**.

**Bridges 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 installed<sup>1</sup>**



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



**\$64.5M**  
 FY24<sup>2</sup> Revenue  
 19% YoY increase



**\$74M - \$77M**  
 FY25 Revenue Guidance  
 17% YoY increase<sup>3</sup>



**1,800 Customer Accounts**

<sup>1</sup> Includes clinical and research install base  
<sup>2</sup> FY24 year ending March 31, 2024  
<sup>3</sup> FY25 YoY revenue growth at the midpoint of guidance

# 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



**Research & Human  
Movement Labs\***  
("Research Market")



**Rehabilitation  
Hospitals and Outpatient Clinics**  
("Hospital and Clinic Market")



**ARM & HAND**

**GAIT & BALANCE**

**DATA  
INTEGRATION**

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

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



### Aging population

**>1B**

Members of a growing elderly population, worldwide<sup>1</sup>

**> 46%**

of the world's aging population has disabilities<sup>2</sup>



### Increasing neurological disorders and related disabilities

Est. **15%**

of the global population is affected by neurological disorders<sup>3</sup>

**≈50%**

of stroke survivors are left with disabilities<sup>4</sup>



### Need of care and lack of therapist

**2.41B**

People are currently living with a health condition that may benefit from rehabilitation<sup>5</sup>

Est. **1.09**

physiotherapists per 1,000 people<sup>6</sup>



**Advanced Technology is key to meeting market demands.**

<sup>1</sup> "Ageing and Health." World Health Organization, World Health Organization, [www.who.int/news-room/fact-sheets/detail/ageing-and-health](http://www.who.int/news-room/fact-sheets/detail/ageing-and-health). Accessed 22 Feb. 2024.

<sup>2</sup> "Ageing and Disability Enable." United Nations, United Nations, [www.un.org/development/desa/disabilities/disability-and-ageing.html](http://www.un.org/development/desa/disabilities/disability-and-ageing.html). Accessed 22 Feb. 2024.

<sup>3</sup> Feigin, Valery L., et al. "Global, regional, and national burden of neurological disorders, 1990–2016: a systematic analysis for the Global Burden of Disease Study 2016." *The Lancet Neurology* 18.5 (2019): 459–480.

<sup>4</sup> "Stroke, Cerebrovascular Accident." World Health Organization, World Health Organization, [www.emro.who.int/health-topics/stroke-cerebrovascular-accident/index.html](http://www.emro.who.int/health-topics/stroke-cerebrovascular-accident/index.html). Accessed 22 Feb. 2024.

<sup>5</sup> Cieza, Alarcos, et al. "Global estimates of the need for rehabilitation based on the Global Burden of Disease study 2019: a systematic analysis for the Global Burden of Disease Study 2019." *The Lancet* 396.10267 (2020): 2006–2017.

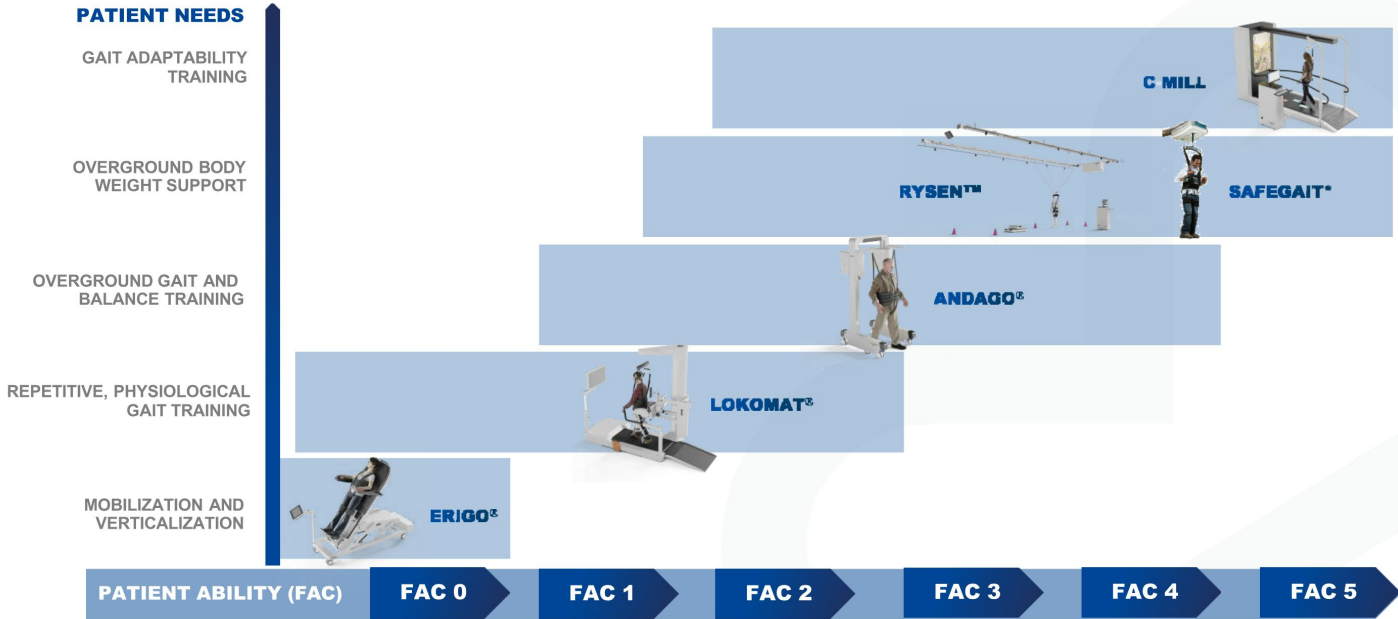
<sup>6</sup> World Physiotherapy 2020, [world.physio/sites/default/files/2021-02/AMC2020-Europe.pdf](http://world.physio/sites/default/files/2021-02/AMC2020-Europe.pdf). Accessed 22 Feb. 2024.

<sup>6</sup> "Indicator Metadata Registry Details." World Health Organization, World Health Organization, [www.who.int/data/gho/indicator-metadata-registry/indicator/3408](http://www.who.int/data/gho/indicator-metadata-registry/indicator/3408). Accessed 22 Feb. 2024.

LLC, Globalen. "Physiotherapists per 1,000 People by Country, around the World." *TheGlobalEconomy.Com*, [www.theglobaleconomy.com/rankings/physiotherapists\\_per\\_1000\\_people/C2%A0](http://www.theglobaleconomy.com/rankings/physiotherapists_per_1000_people/C2%A0). Accessed 22 Feb. 2024.



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



FAC: Functional Ambulation categories

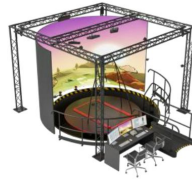
\* Available only in the USA

**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.



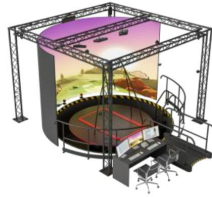
>60

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-reviewed<sup>2</sup> journals  
40+ ongoing studies

<sup>1</sup>The Knowledge Platform includes all research articles, conference proceedings, and theses available on our devices and can be accessed via [knowledge.hocoma.com](http://knowledge.hocoma.com) and [knowledge.motekmedical.com](http://knowledge.motekmedical.com)

<sup>2</sup>Reviewed 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

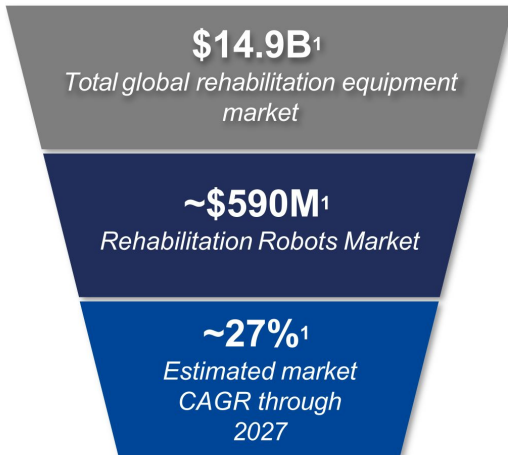
Strong supporting functions and operational infrastructure that establish a platform network effect which will be difficult to replicate



### Commercial Reach

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

Global Market

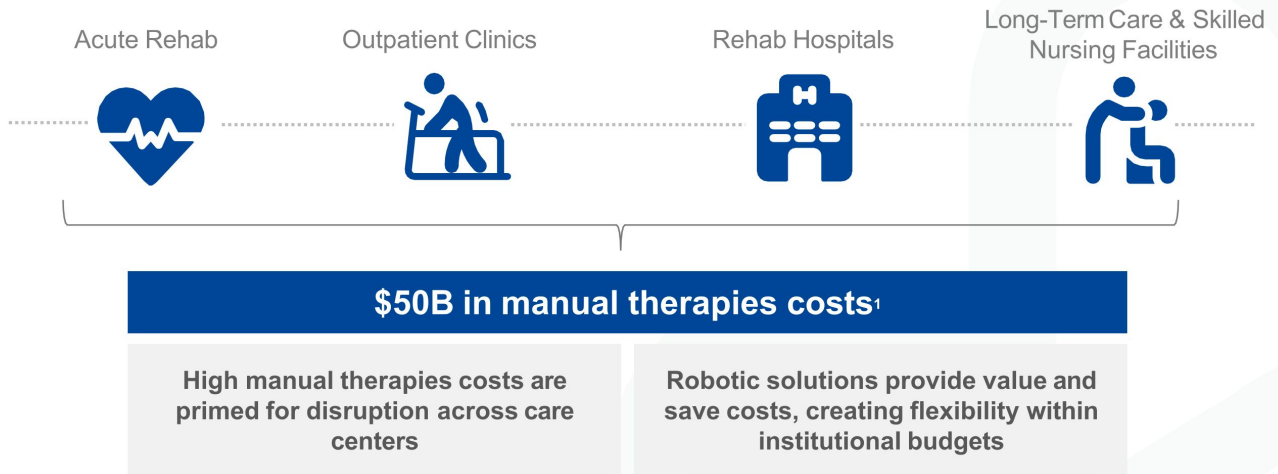


- Global solution provider combining innovative robotic and VR technologies with clinical integration and proprietary insights.
- Transformative total solutions provider and consolidator in a fragmented and manual-labor-driven industry.
- Innovative and broad product portfolio, covering the entire continuum of care.
- Strong growth opportunity with \$64.5M revenue in FY24, representing 19% year-over-year growth.

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

# Way Forward - Investment Opportunity

---



<sup>1</sup> Grandview Research, October 14, 2022



# Financial Highlights

---

### Fiscal Year 2024

**\$64.5M** Revenue, **+19%** YoY growth

- 79% devices
- 17% services
- 4% other

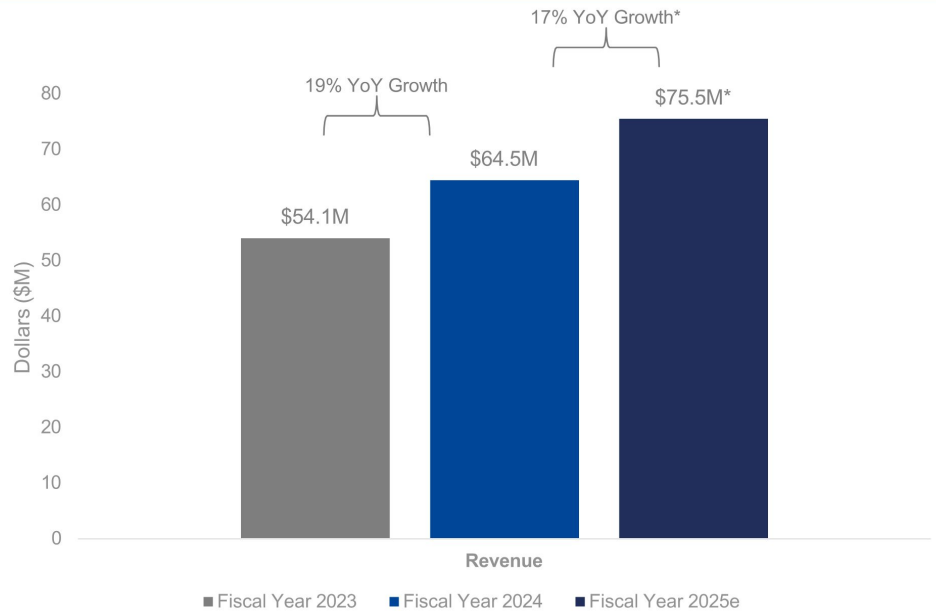
**\$(8.4M)** Net Loss

**46%** Gross Margin

**\$5.2M** Cash Flow from Operations

### Fiscal Year 2025 Revenue Guidance

**\$74.0M - \$77.0M**



\*FY25 YoY revenue growth at midpoint of guidance



**Jason Chen**  
Chief Executive Officer and  
Chairman of the Board



**Lynden Bass**  
Chief Financial Officer



**Dr. Patrick Bruno**  
Chief Market Officer







**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

For more information contact  
[investor.relations@dih.com](mailto:investor.relations@dih.com)

