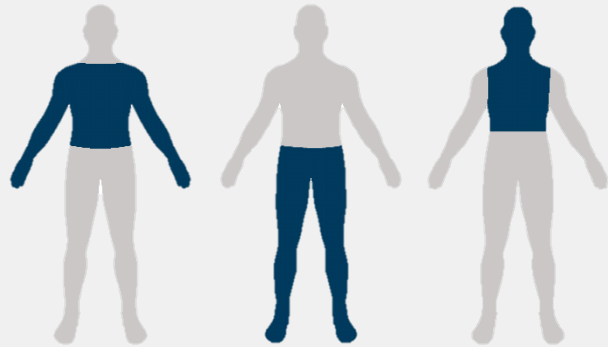


# Investor Presentation

(Nasdaq: TCMD)



*Mission: To help people with chronic diseases live better and care for themselves at home*

March 2019

**Tactile**  
**MEDICAL**<sup>TM</sup>  
HEALING RIGHT AT HOME

# Forward-Looking Statements Disclosure

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This presentation contains forward-looking statements. Forward-looking statements are generally identifiable by the use of words like "may," "will," "should," "could," "expect," "anticipate," "estimate," "believe," "intend," "outlook," or "project" or the negative of these words or other variations on these words or comparable terminology. All statements other than statements of historical or current fact are, or may be deemed to be, forward-looking statements. The reader is cautioned not to put undue reliance on these forward-looking statements, as these statements are based upon the current beliefs and expectations of management and are subject to numerous risks and uncertainties outside of the Company's control that can cause actual outcomes and results to differ materially. These risks and uncertainties include, but are not limited to: the adequacy of the Company's liquidity to pursue its complete business objectives; the Company's ability to obtain reimbursement from third party payers for its products; loss or retirement of key executives; adverse economic conditions or intense competition; loss of a key supplier; entry of new competitors and products; adverse federal, state and local government regulation; technological obsolescence of the Company's products; technical problems with the Company's research and products; the Company's ability to expand its business through strategic acquisitions; the Company's ability to integrate acquisitions and related businesses; price increases for supplies and components; the effects of current and future U.S. and foreign trade policy and tariff actions; or the inability to carry out research, development and commercialization plans. In addition, other factors that could cause actual results to differ materially are discussed in the Company's filings with the SEC. Investors and security holders are urged to read these documents free of charge on the SEC's web site at <http://www.sec.gov>. The Company undertakes no obligation to publicly update or revise its forward-looking statements as a result of new information, future events or otherwise.

# Use of Non-GAAP Financial Measures

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This presentation includes the non-GAAP financial measures of Adjusted EBITDA, which differ from financial measures calculated in accordance with U.S. generally accepted accounting principles (“GAAP”). These non-GAAP financial measures are presented because we believe they are useful indicators of our operating performance. Management uses these measures principally as measures of our operating performance and for planning purposes, including the preparation of our annual operating budget and financial projections. We believe Adjusted EBITDA is useful to investors as supplemental information because they are frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe these non-GAAP financial measures are useful as measures of comparative operating performance from period to period. In addition, Adjusted EBITDA is used as a performance metric in our compensation program. Set forth in the Appendix to this presentation, we have provided reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures. Investors and other readers are encouraged to review the related GAAP financial measures and the reconciliations of the non-GAAP measures to their most directly comparable U.S. GAAP measures set forth in the Appendix, and investors and other readers should consider non-GAAP measures only as supplements to, and not as substitutes for or as superior measures to, the measures of financial performance prepared in accordance with GAAP.

# Tactile Medical Snapshot

- + Focused on treating chronic diseases at home
  - Therapeutic focus on chronic swelling conditions
- + Q4 2018 revenue of \$46.4M (↑33% YoY )
- + 2018 revenue of \$143.8M (↑32% YoY); gross margin of 71%; profitable
- + 2019 revenue outlook of \$173.0M-\$175.5M, representing revenue growth of 20%-22% YoY
- + Cost-effective, clinically differentiated products
  - Flexitouch<sup>®</sup> Plus and Entre<sup>™</sup> systems (for lymphedema)
  - Airwear Compression Wrap (for venous ulcerations)
- + Direct-to-patient and -provider model that disintermediates durable medical equipment dealers (DMEs)
- + Significant infrastructure that is difficult to replicate
- + \$4B+ addressable U.S. market opportunity

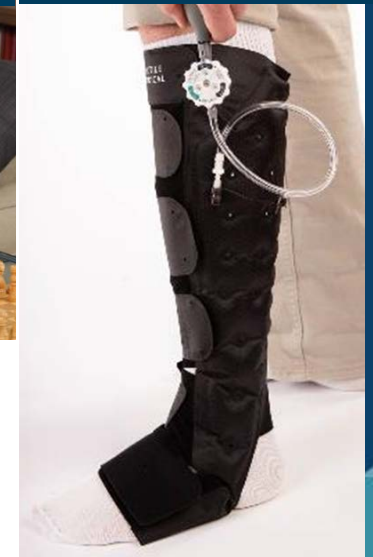
FLEXITOUCH<sup>®</sup> PLUS



ENTRE



AIRWEAR



# Lymphedema | Condition and Treatment Limitations

## What is Lymphedema?



- + Chronic swelling from damage to the lymphatic system
- + Caused by chronic venous insufficiency, cancer treatment, obesity, infection, trauma, surgery or congenital malformation of the lymphatic system
- + Progressive in nature; no known cure
- + Severely debilitating, both physically and psychologically
- + Often misdiagnosed
- + Standard of care is therapist-delivered manual lymphatic drainage and compression therapies

## Limitations of Current Treatments

- + Daily in-clinic therapy for 4-6 weeks
  - Therapist-delivered massage
  - Bandaging, skin care
- + Followed by self-performed manual lymphatic drainage
- + Difficult to access skilled therapist care
- + Reimbursement for physical therapy often capped



**Not a Feasible Long-term Solution**

# Lymphedema | Tactile Medical's Solutions

At-home Pneumatic Compression Therapy to Treat Lymphedema and Venous Disorders



Advanced Model

**FLEXITOUCH® PLUS**

- + Extends clinic-based therapy by automated self-manual lymphatic drainage at home
- + Reduces swelling, fibrosis and infection risk



Basic Model

**ENTRE™**

- + Solution for patients that do not require or do not yet qualify for advanced pneumatic compression therapy

Clinically Effective, Home-based Products in an Era of Cost Containment

# Flexitouch Plus System

## Overview

- + Programmable controller unit with 18 treatment settings
- + Up to 32 air chambers in the adjustable garments; treats the torso, chest, arms, legs, head and neck

## Clinically Proven Benefits

### Mechanism

- + Stimulates the lymphatic system

### Impact

- + Reduces edema and lymphedema associated with chronic venous insufficiency, cancer and surgery/trauma

### Benefits

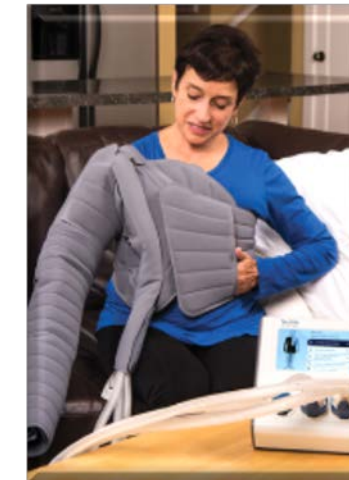
- + Reduction of pain, improvement of skin integrity

### Clinical Outcomes

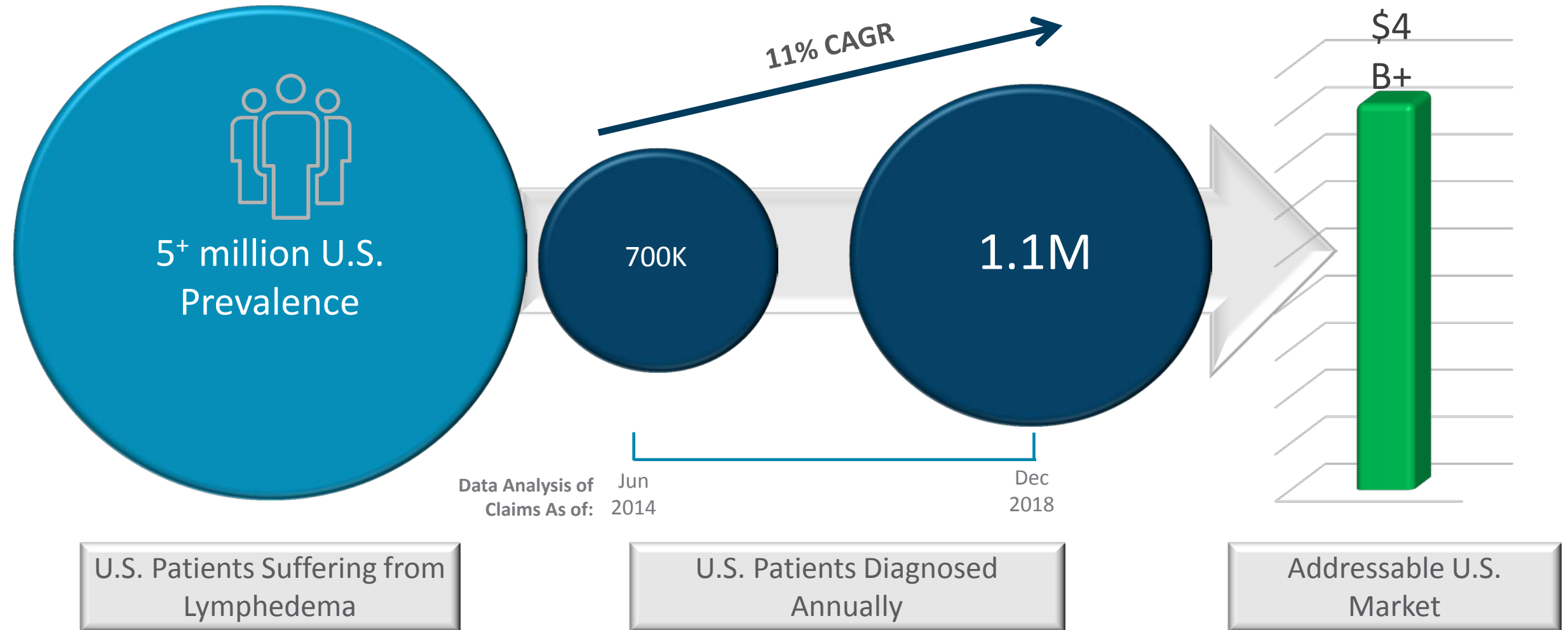
- + Improved clinical outcomes compared to basic pneumatic compression devices

### Patient Satisfaction

- + 90% rate and 95% treatment compliance



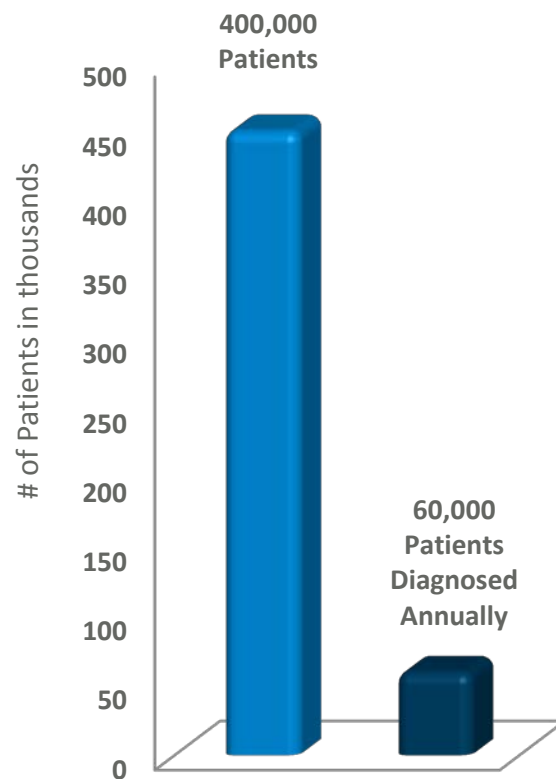
# Significant, Growing Lymphedema Market Opportunity



*Note: Addressable market opportunity assumes Flexitouch ASP multiplied by number of diagnosed patients in U.S. in TTM ending Dec2018. Claims data trails 6 months behind date of analysis.*

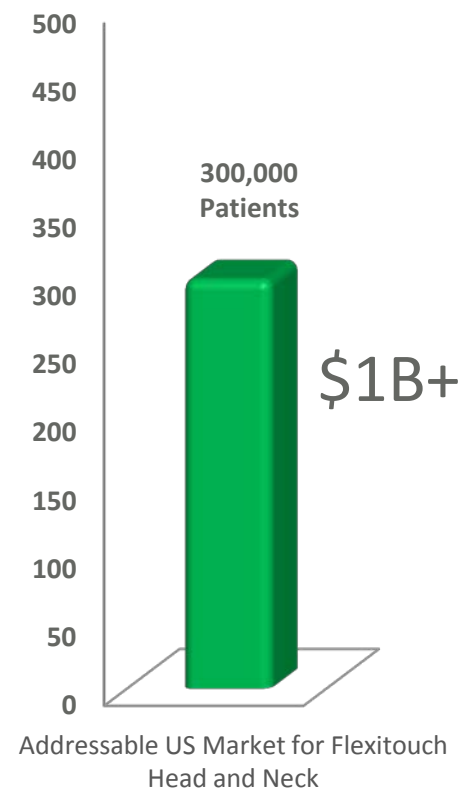
# Head and Neck Lymphedema Market Opportunity

## U.S. H&N Cancer Prevalence and Incidence



- U.S. patients with H&N cancer
- New U.S. patients with H&N cancer diagnosed annually (Both per American Cancer Society)

## H&N Lymphedema



- U.S. patients with post-treatment lymphedema (>75%)\*

# Venous Leg Ulcers | Condition and Treatment Limitations

## What are Venous Leg Ulcers (VLUs)?



- + Open wounds caused by tissue breakdown due to Chronic Venous Insufficiency (CVI)
- + Debilitating physically and psychologically
- + 30-40% of VLUs not responsive to treatment > 6 months
- + Standard of care is compression therapy and multilayered bandages

## Limitations of Current Treatments

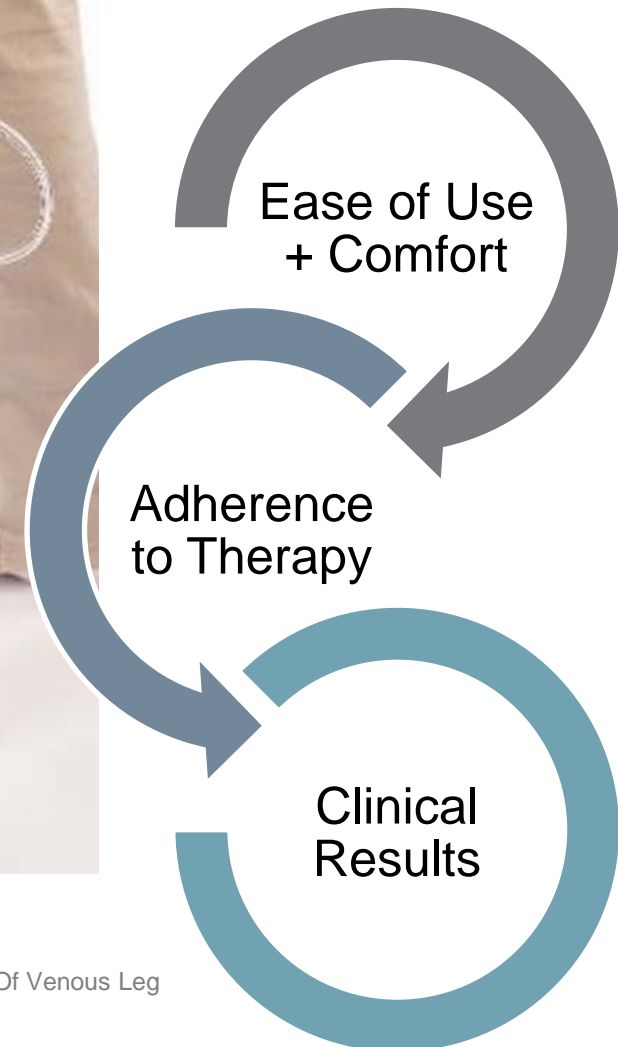
- + Recurring trips to wound clinic over months
- + Bandages are worn continuously and reapplied weekly
- + Time-consuming and inconvenient therapy
- + Limits daily activities
- + Inconsistent therapy due to imprecise pressure



**Costly and Burdensome Standard of Care**

# Airwear Compression Wrap

- + Adjustable air compression for patients with venous insufficiency, lymphedema and venous ulcerations
- + Designed to improve patient compliance
  - Easy to apply – even at high levels of compression (40-50mmHg)
  - No compression to “fight” at application (unlike stockings)
  - Does not rely on patient strength to create compression (unlike most wraps)
  - Calibrated for consistent application of therapeutic compression
- + Comparable performance to standard of care<sup>1</sup>
- + For all day use—discretely under clothes



1. Alvarez O, et al. Effectiveness Of A Novel Static Pneumatic Gradient Compression Therapy Device (SPGC) For The Treatment Of Venous Leg Ulcers (VLU) And Chronic Venous Insufficiency (CVI). Wound Care Therapies Supplement, Spring 2013

# Clinically Proven Products

Provides Significant Improvement to Health Outcomes and Patient Quality of Life

## FLEXITOUCH

“FLX use reduces the economic burden of phlebolymphedema”

1065 patient retrospective study of private insurance claims

*Journal of Vascular Surgery, 2018*

“Improves Physical and Emotional Health, Results in High Therapy Compliance”

155 patient retrospective trial

*Oncology Nursing Forum, 2008*

“Reduces Leg Volume, Fibrosis and Improves Quality of Life”

196 patient prospective trial

*European Journal of Vascular and Endovascular Surgery, 2013*

“Significantly More Effective in Reducing Arm Swelling than ‘Basic’ Pumps”

36 patient randomized controlled trial

*Supportive Care in Cancer, 2012*

## Airwear



“Airwear is as Effective as Traditional Compression Bandage Therapy”

15 patient prospective non-inferiority study

*Wound Care Therapies Spring 2013*

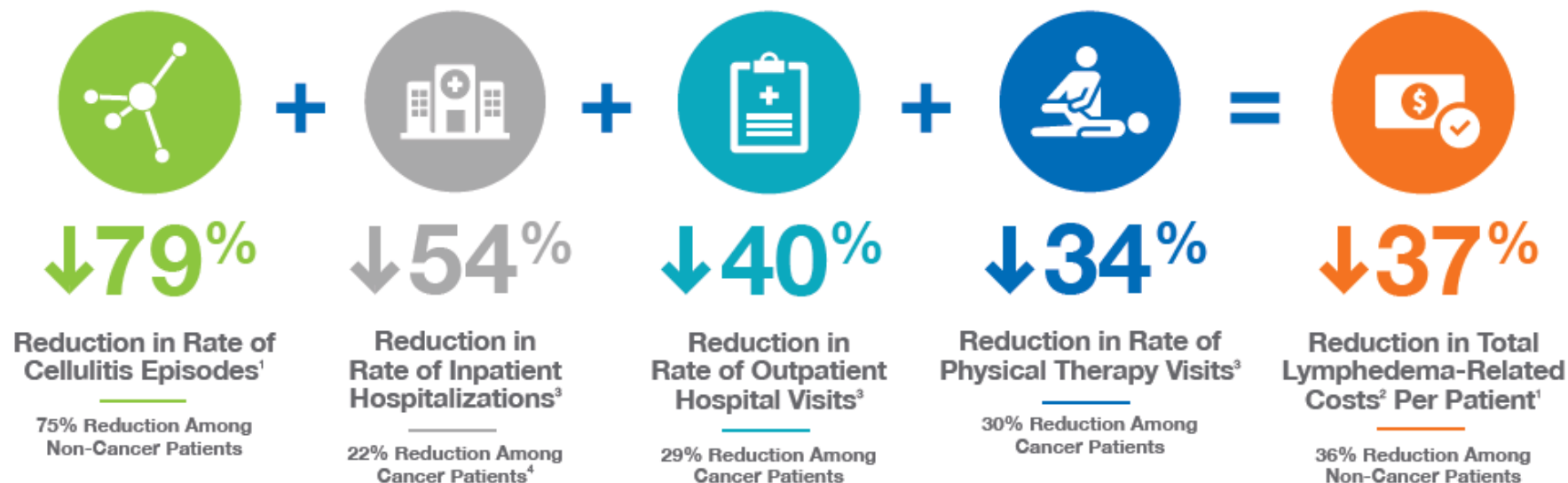
Flexitouch Significantly Reduces Adverse Events and Cost of Care

# Groundbreaking Cost Effectiveness Study Published

## Flexitouch® System Clinical Evidence

*Journal of the American Medical Association (JAMA) Dermatology* – Study Highlights

A study of 718 lymphedema patients evaluating patient health outcomes and healthcare costs in cancer and non-cancer cohorts.

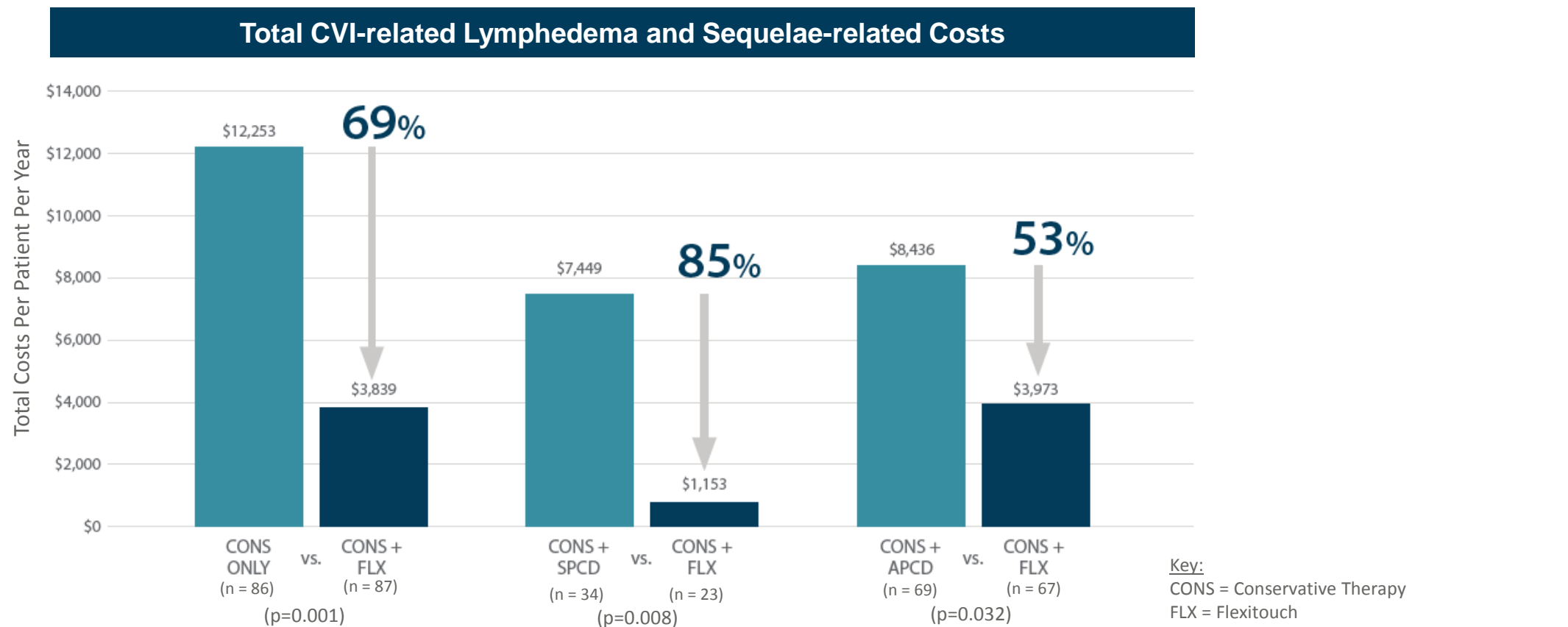


Source: Karaca-Mandic P, Hirsch AT, Rockson SG, Ridner SH. (2015) The Cutaneous, Net Clinical, and Health Economic Benefits of Advanced Pneumatic Compression Devices in Patients with Lymphedema. *JAMA – Dermatology*, Oct. 2015.

1. For Cancer-Related Patients | 2. Excluding Medical Equipment | 3. For Non-Cancer-Related Patients | 4. Not Statistically Significant

First of its Kind Evidence of Cost Benefits

# Demonstrated Cost Benefits vs. Other Treatment Modalities

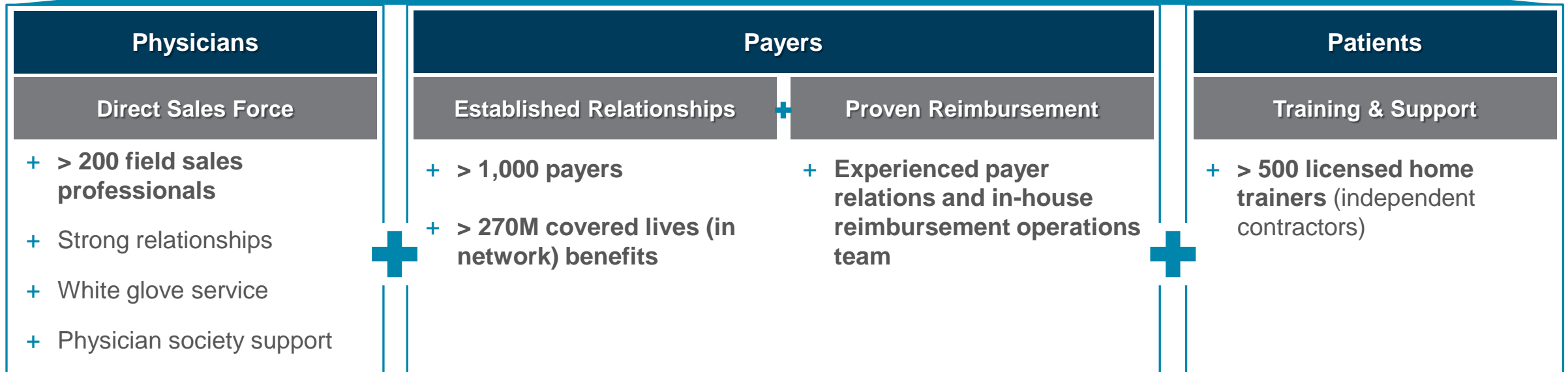


**+ Conservative therapy plus Flexitouch use was associated with:**

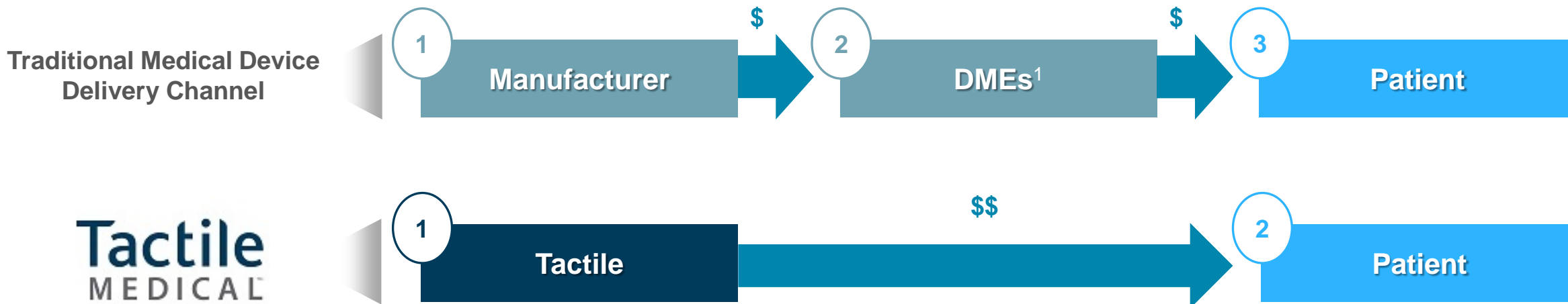
- 69% reduction in per patient per year (PPPY) costs vs. conservative therapy alone
- 85% reduction in PPPY costs vs. conservative therapy plus simple PCDs
- 53% reduction in PPPY costs vs. conservative therapy plus competitive advanced PCDs

Source: Health and economic benefits of advanced pneumatic compression devices in patients with phlebolymphedema Lerman, Michelle et al., Journal of Vascular Surgery , June 2018 (e-published).

# Invested to Build a Strong Distribution Infrastructure



# Differentiated Distribution Model



## Overview of Direct Sales Platform

- + **Model bypasses conventional DMEs channel**
  - Bill and collect directly from payers and patients (co-pay)
  - Appeal denials, advocate for patient
- + **> 200 field sales professionals**
  - Control of clinical call point; message, service, workload
- + **Network of > 500 independent licensed professional home trainers**

## Target Call Points

- + **Call points**
  - Lymphedema clinics
  - Vascular and venous care clinics
  - Wound care clinics, podiatrists
  - VA hospitals
- + **Deep relationships with physicians, nurses and therapists**

<sup>1</sup> Durable Medical Equipment dealers (DMEs)

# Operational Excellence in Reimbursement and Payer Relations

## Strategic Expertise and Operational Proficiency

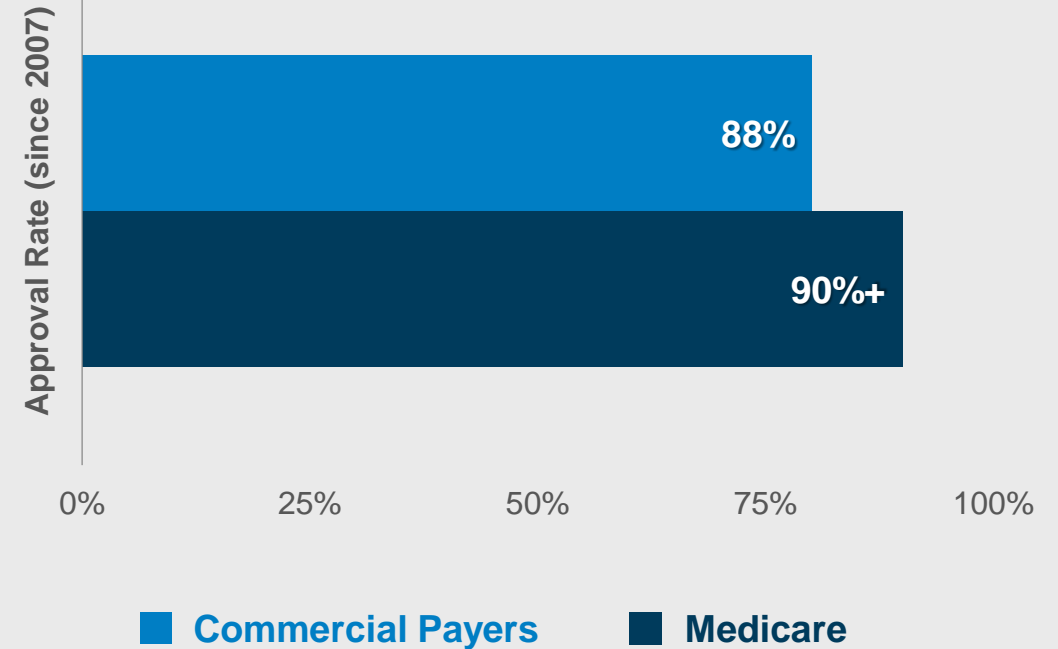
### + In-house reimbursement operations group

- Streamlined process — initial order to final bill
- Insurance verification and authorization
- Billing and collections
- Customer support services

### + Payer Relations group


- Health plan, DME and clinical backgrounds
- Payer messaging, coverage policies, contracting
- Develop relationships and coverage policies with payers
- Manage Medicare strategy and patient claims
- Advocacy liaison

## High Payer Approval Rates



**85+% Approval Rate**

# Competitive Positioning

				Others: Devon Medical, NormaTec	
HQ					
Business Presence	United States	United States	United States & OUS	United States	OUS
Ownership	Public (Nasdaq: TCMD)	Family Owned	Israeli Co-op	Privately Owned	Public (OM: ARJO B)
Direct Sales Channel	✓	—	—	—	—
Clinical & Economic Benefits Proven	✓	—	—	—	—
Automated Self Lymphatic Drainage	✓	—	—	—	—
Reimbursement Expertise	✓	—	—	—	—

Note: Outside United States (OUS)

**Tactile Medical Is Exceptionally Well-Positioned**

# Robust New Product Pipeline

Latest Products	Rationale	FDA 510(k) Clearance	Commercial Launch
FLX Head & Neck	Market expansion	Received Q3'16	Launched May 2017
FLX Plus Garments	Improve ease of use, donning/doffing	Received Q2'17	Launched April 2018
FLX Plus Controller	Allow simultaneous bilateral treatment	Received Q2'17	Launched April 2018
FLX Plus Controller - enhancements	Improve patient satisfaction	TBD	2020

## Near Term Focus

Latest Products	Rationale	FDA 510(k) Clearance	Commercial Launch Target
Entre System	Cost Reduction	N/A	2019
Airwear Wrap	Market Expansion	N/A	2019

# Strong, Defensible IP Portfolio

Advanced Pneumatic Compression Devices (Flexitouch)*		
Country	# Issued	# Pending
U.S.	10	22
OUS (primarily Europe & Asia)	35	37

\* Includes newly acquired IP

Simple Pneumatic Compression Devices		
Country	# Issued	# Pending
U.S.	19	5
OUS (primarily Europe & Asia)	96	1

Note: Outside United States (OUS)

# Pillars of Differentiation

Tactile  
MEDICAL

## Unique Go-To-Market Distribution

- + Direct access to prescribers, patients, and payers
- + Disintermediates “middleman,” captures strong gross margins
- + Over 200 employee sales reps, over 500 contract trainers

## Extensive Clinical & Economic Evidence

- + Only therapy demonstrating reduced costs of care
- + Broad clinical support behind products including 22 completed studies on more than 2,100 patients
- + Improved patient outcomes and quality of life

## Proprietary Products

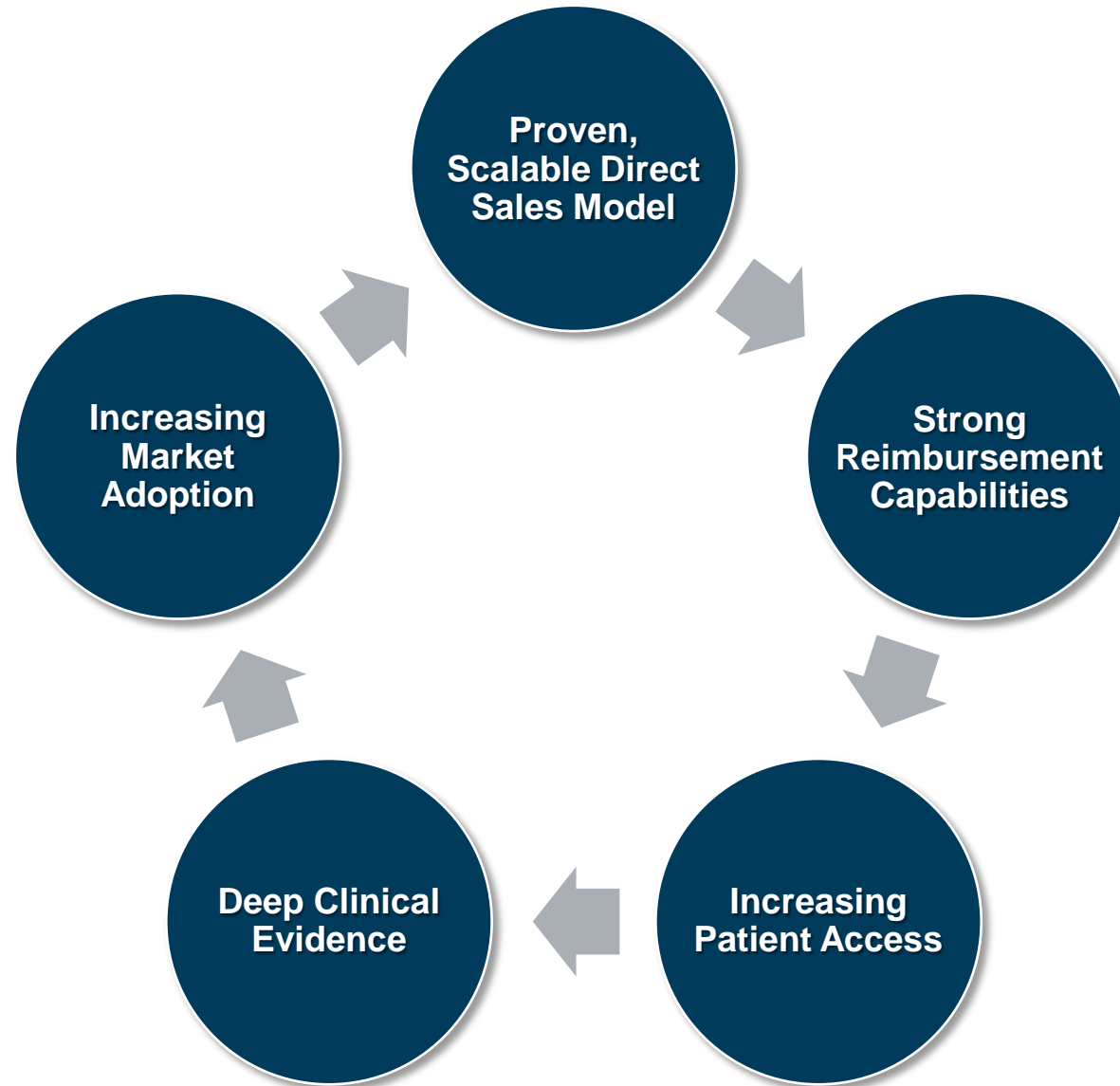
- + Expanded indications for use unique to TCMD (e.g., Head & Neck)
- + Regular product enhancements to add functionality and take out costs
- + Strong IP in US, EU, and Asia

## Reimbursement Expertise

- + >270M covered lives under contract as in-network
- + Direct billing lifts burden of reimbursement from clinicians and patients
- + Advocate for patients and clinicians; appeal denied claims

**Strong Barriers to Entry**

# Scalable Platform into the Home to Drive Growth



**Demonstrated Ability to Add Products**

# Accomplished Management Team



JERRY MATTYS

Chief Executive Officer



BOB FOLKES

Chief Operating Officer



BRENT MOEN

Chief Financial Officer



JULEEN KRINGS

Chief Human  
Resources Officer



PETER SCHAUBACH

Chief Information  
Officer



MAGGIE THOMPSON

Senior Vice President,  
Reimbursement and  
Payer Relations



BRYAN RISHE

Senior Vice President,  
Sales



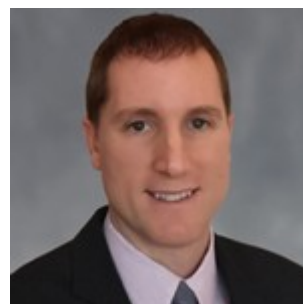
DARREN WENNEN

Vice President,  
Marketing and Clinical  
Affairs



BRETT DEMCHUK

Vice President,  
Quality and Regulatory  
Affairs



DARIN OENNING

Vice President,  
Business Development



SUNDAY HOY

Vice President and  
Compliance Officer



MARK ALDRIDGE

Vice President,  
Operations

# Board of Directors and Advisors

Board of Directors	Affiliations
<b>Peter Soderberg</b> (Chairman)	 <b>Integer™</b>  <b>EarlySense</b>  <b>Hill-Rom</b>  <b>WelchAllyn™</b>
<b>Bill Burke</b>	 <b>OLDR</b>  <b>IDEV</b>  <b>INVUITY™</b>  <b>ReAble™</b>  <b>ADT ALEM</b> <small>a passion for innovation™</small> <small>IDEV™ + INVUITY™ + IDEV™</small> <small>Medical Action INDUSTRIES INC.</small> <small>THERAPEUTICS</small> <small>GLOBAL EDUCATION</small>
<b>Ray Huggenberger</b>	 <b>inogen™</b>  <b>SUNRISE MEDICAL.</b>
<b>Jerry Mattys</b>	 <b>Tactile MEDICAL</b>  <b>timmm</b> <small>medical technologies, inc.</small>  <b>NELLCOR PURITAN BENNETT.</b>  <b>medisyn technologies, inc.</b>  <b>Mallinckrodt</b>
<b>Richard Nigon</b>	 <b>CEDAR POINT CAPITAL</b>  <b>NTI</b>  <b>VASCULAR SOLUTIONS</b>
<b>Cheryl Pegus, MD</b>	 <b>Cogentix Medical</b>  <b>NYU Langone MEDICAL CENTER</b>  <b>Walgreens</b>  <b>SymCare</b>  <b>Aetna</b> <small>Personalized Health Solutions, Inc.</small>
<b>Kevin Roche</b>	 <b>TRIPLE TREE</b>  <b>Cogentix Medical</b>  <b>UnitedHealthcare</b>

## Scientific Advisory Board

<b>Anthony Comerota, MD</b>	Inova Vascular and Vein Center
<b>Steven Dean, DO</b>	The Ohio State University Medical Center
<b>Ron Karni, MD</b>	University of Texas, Houston Memorial Hermann Medical Center
<b>Christopher Pittman, MD</b>	VEIN911

## Advisor Emeritus

<b>Hugo Partsch, MD</b>	University of Vienna
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## Medical Director

<b>Thomas J. O'Donnell, Jr., MD</b>	Tufts University School of Medicine
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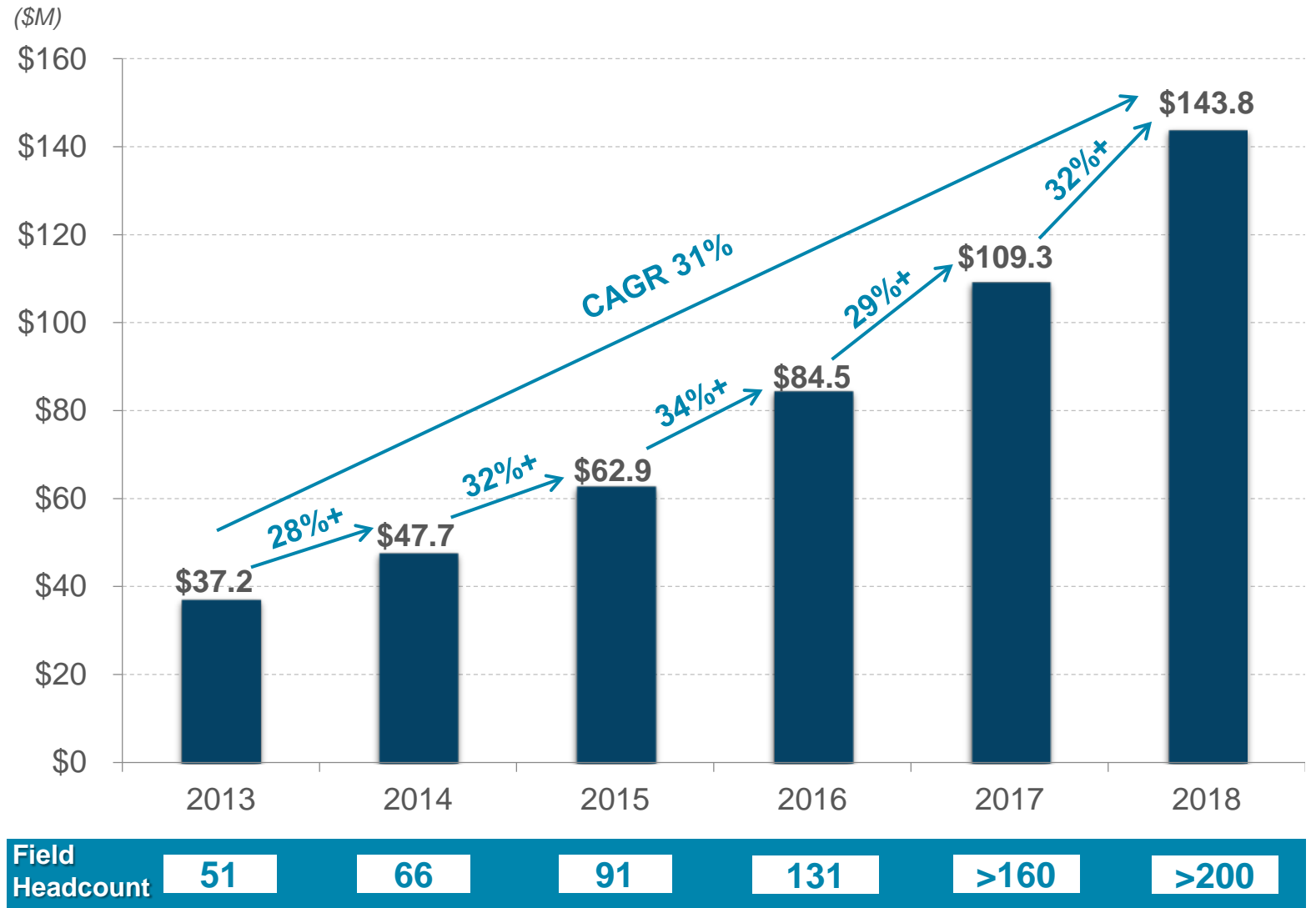


# FINANCIAL OVERVIEW

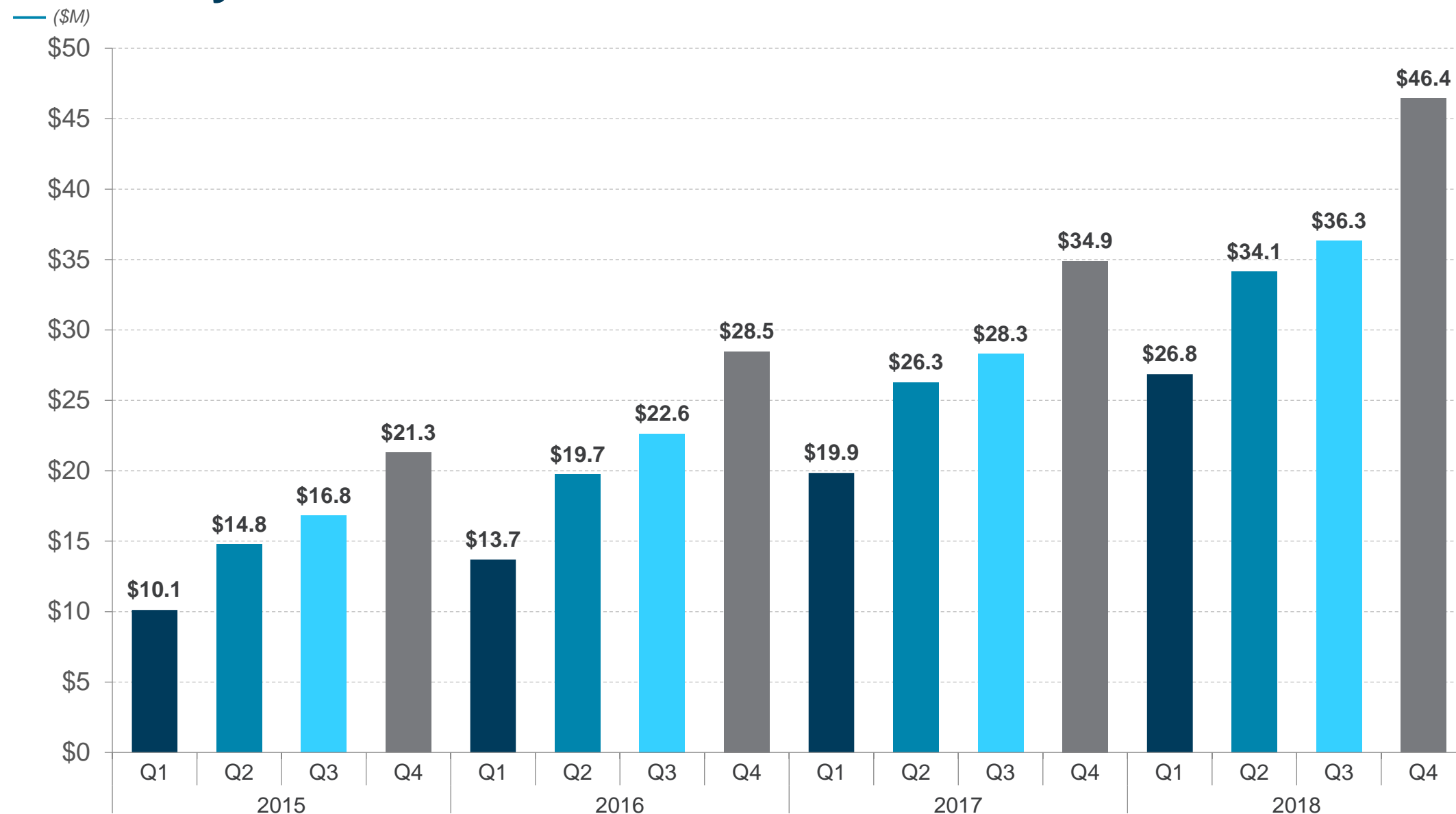
# Annual Revenues

## Growth Drivers

- + Field team expansion
- + New product introductions
- + Expanding call points / VA
- + Increased number of payer contracts



# Quarterly Revenues



Seasonality Driven by Copays/Deductibles

# Quarterly Revenue Detail

## Q4 Revenue of \$46.4M, up 33% YoY

- + Flexitouch Q4 sales increased 32% YoY to \$42.7M (92% of total sales)
- + Entre & Actitouch Q4 sales increased 50% YoY to \$3.7M

(\$ in Thousands)

	FY'18				
	Q1	Q2	Q3	Q4	Total
<b>Revenue</b>					
Flexitouch	24,530	31,356	33,330	42,719	131,935
Entre & Actitouch	2,318	2,777	2,992	3,729	11,816
<b>Total</b>	<b>\$ 26,848</b>	<b>\$ 34,133</b>	<b>\$ 36,322</b>	<b>\$ 46,448</b>	<b>\$ 143,751</b>
<b>Percent of Total</b>					
Flexitouch	91%	92%	92%	92%	92%
Entre & Actitouch	9%	8%	8%	8%	8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>Y/Y Revenue Growth, \$</b>					
Flexitouch	7,004	7,148	7,128	10,311	31,591
Entre & Actitouch	(6)	721	911	1,251	2,877
<b>Total</b>	<b>\$ 6,998</b>	<b>\$ 7,869</b>	<b>\$ 8,039</b>	<b>\$ 11,562</b>	<b>\$ 34,468</b>
<b>Y/Y Revenue Growth, %</b>					
Flexitouch	40%	30%	27%	32%	31%
Entre & Actitouch	(0)%	35%	44%	50%	32%
<b>Total</b>	<b>35%</b>	<b>30%</b>	<b>28%</b>	<b>33%</b>	<b>32%</b>

	FY'17				
	Q1	Q2	Q3	Q4	Total
	17,526	24,208	26,202	32,408	100,344
	2,324	2,056	2,081	2,478	8,939
<b>\$</b>	<b>19,850</b>	<b>\$ 26,264</b>	<b>\$ 28,283</b>	<b>\$ 34,886</b>	<b>\$ 109,283</b>
	88%	92%	93%	93%	92%
	12%	8%	7%	7%	8%
<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
	5,817	7,316	6,815	6,983	26,931
	333	(781)	(1,167)	(575)	(2,190)
<b>\$</b>	<b>6,150</b>	<b>\$ 6,535</b>	<b>\$ 5,648</b>	<b>\$ 6,408</b>	<b>\$ 24,741</b>
	50%	43%	35%	27%	37%
	17%	(28)%	(36)%	(19)%	(20)%
<b>45%</b>	<b>33%</b>	<b>25%</b>	<b>23%</b>	<b>29%</b>	

# Q4 2018 Financial Results & 2019 Outlook

(In thousands)

	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2018	2017	2018	2017
<b>Revenues, Net</b>	<b>\$46,448</b>	<b>\$34,886</b>	<b>\$143,751</b>	<b>\$109,283</b>
Cost of Goods Sold	14,433	8,829	41,493	29,015
<b>Gross Profit</b>	<b>32,015</b>	<b>26,057</b>	<b>102,258</b>	<b>80,268</b>
<i>Gross Margin</i>	69%	75%	71%	73%
<b>Total Operating Expenses</b>	<b>29,879</b>	<b>21,130</b>	<b>99,268</b>	<b>76,370</b>
<b>Operating Income</b>	<b>2,136</b>	<b>4,927</b>	<b>2,990</b>	<b>3,898</b>
<i>Operating Margin</i>	5%	14%	2%	4%
<b>Other Income</b>	<b>135</b>	<b>88</b>	<b>486</b>	<b>292</b>
Income Tax (Benefit) Expense	(84)	2,785	(3,147)	(1,665)
<b>Net Income</b>	<b>2,355</b>	<b>2,230</b>	<b>6,623</b>	<b>5,855</b>
<b>Adjusted EBITDA*</b>	<b>8,228</b>	<b>6,810</b>	<b>17,206</b>	<b>9,907</b>
<i>Adjusted EBITDA Margin*</i>	18%	20%	12%	9%

## 2019 Outlook:

- Total revenue of \$173.0M - \$175.5M, up 20% to 22% y/y

# Balance Sheet Summary

<i>(In thousands)</i>	December 31, 2018	December 31, 2017
<b>Cash, Cash Equivalents, Marketable Securities</b>	\$45,885	\$43,912
<b>Working Capital</b>	\$68,885	\$62,353
<b>Total Assets</b>	\$107,071	\$88,447
<b>Total Debt</b>	–	–
<b>Retained Earnings</b>	\$9,705	\$3,082
<b>Total Stockholders' Equity</b>	\$89,270	\$72,787

- New \$10M (with \$25M accordion) credit facility in place with Wells Fargo Bank, N.A.

# Growth Strategy

---

## **Further Penetrate U.S. Market**

Expand Salesforce | Leverage Clinical Data | Target New Call Points

## **Improve Clinical & Economic Outcomes Data to Expand Reimbursement**

Grow Clinical Support | Opinion Leader and Society Support | Expand Reimbursement Coverage

## **Expand Indications and Introduce New Features and Products**

Expand Addressable Patient Population | Enter New Clinical Adjacencies | New Garments

## **Build Awareness and Disease Recognition**

Educate Physicians and Therapists | Establish Practice Guidelines

## **Launch Internationally**

Seeking CE Mark for Products | Enter Distributor Partnerships Abroad

# Investment Highlights

---

- ✓ Experienced leadership team executing profitable growth
- ✓ High-growth profile with attractive margins and profitability
- ✓ Large, growing and under-penetrated end markets
- ✓ Market leader in treatment of lymphedema
- ✓ Differentiated technologies that are cost-effective and clinically proven
- ✓ Direct sales channel calling on clinicians and patients
- ✓ Core competency in reimbursement and payer relations
- ✓ Scalable platform to drive continued, profitable growth

# APPENDIX—

## Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA

(In thousands)	Three Months Ended December 31,		Twelve Months Ended December 31,	
	2018	2017	2018	2017
<b>Net Income</b>	<b>\$ 2,355</b>	<b>\$ 2,230</b>	<b>\$ 6,623</b>	<b>\$ 5,855</b>
Interest income, net	(74)	(112)	(413)	\$ (367)
Income tax (benefit) / expense	(84)	2,785	(3,147)	\$ (1,665)
Depreciation and amortization	1,161	776	3,635	\$ 1,849
Stock-based compensation expense	2,336	1,131	7,974	\$ 4,235
Impairment charges and inventory write-offs	2,534	0	2,534	\$ 0
<b>Adjusted EBITDA</b>	<b>\$ 8,228</b>	<b>\$ 6,810</b>	<b>\$ 17,206</b>	<b>\$ 9,907</b>

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