Tactile MEDICAL®

# Investor Presentation

November 2, 2026

NASDAQ: TCMD

# Forward-Looking Statements & Non-GAAP Financial Information

**Forward Looking Statements**

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,” “continue,” “confident,” “outlook,” “guidance,” “project,” “goals,” “look forward,” “poised,” “designed,” “plan,” “return,” “focused,” “positioned,” “prospects,” or “remain” 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 subject to numerous factors and uncertainties outside of the Company’s control that can make such statements untrue, including, but not limited to, the Company’s ability to obtain reimbursement from third-party payers for its products; adverse economic conditions, including inflation, rising interest rates or a recession; the adequacy of the Company’s liquidity to pursue its business objectives; price increases for supplies and components; wage and component price inflation; loss of a key supplier or other supply chain disruptions; entry of new competitors and/or competitive products; compliance with and changes in federal, state and local government laws and regulations; technological obsolescence of, or quality issues with, the Company’s products; the Company’s ability to expand its business through strategic acquisitions; the Company’s ability to integrate acquisitions and related businesses; 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 website 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**

This presentation includes the non-GAAP financial measure of Adjusted EBITDA, which differs from financial measures calculated in accordance with U.S. generally accepted accounting principles (“GAAP”). This non-GAAP financial measure is presented because we believe it is a useful indicator of our operating performance. Management uses this measure principally as a measure of our operating performance and for planning purposes, including the preparation of our annual operating plan and financial projections. We believe this non-GAAP financial measure is useful to investors as supplemental information because it is frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe Adjusted EBITDA is useful as a measure 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 historical and guidance Adjusted EBITDA to net income (loss), the most directly comparable GAAP financial measure. Investors and other readers are encouraged to review these reconciliations. Non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. You are encouraged to review the related GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

# Revealing & Treating Patients with Underserved Chronic Conditions…

***…including:***

**Chronic Swelling/ Lymphatic Dysfunction**

**Inflammatory Lung Disease**









# Leadership Team

## Decades of Combined Experience and Leadership in the Medical Device Industry



**Sheri Dodd**
Chief Executive Officer

Medtronic
Johnson&Johnson
World Health Organization



**Elaine Birkemeyer**
Chief Financial Officer

Optum
RALLY
BEST BUY



**Ben Amel**
Chief Information Officer

Boston Scientific
accenture



**Steve Kiewiet**
Chief Operating Officer

CCS
BJC HealthCare
CardinalHealth



**Janelle Strop**
Chief Human Resources Officer

Optum
United Healthcare



**Aaron Snodgrass**
SVP, Sales

Tactile MEDICAL



**Nicolaus Wilson**
SVP, Marketing & Market Access

PHILIPS
Boston Scientific

## Underpenetrated, Large TAM

**$10B**
Total Addressable Market[1]

**~2.5M**
Diagnosed Populations[2]

**~25M**
Undiagnosed Populations[3]

## Scaled, Market Leading Position

**>95,000**
Patients Served in 2025

**$330M**
2025 Total Revenue

## Demonstrated Profitability

**76%**
2025 Gross Margin

**$45M**
2025 Adj. EBITDA[4]

**$43M**
2025 Operating Cash Flow

## Strong Balance Sheet

**$83.4M**
Cash and Cash Equivalents[5]

**Zero**
Outstanding Borrowings[5]

**$26.5M**
Stock Repurchases in 2025

(1) Based on management estimates
(2) Data on file at Tactile Medical; . Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384.
(3) Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176
(4) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.
(5) As of December 31, 2025

# Chronic & Progressive, Underdiagnosed & Undertreated Disease States

***Significant Gaps in Both Diagnosis and Access to Effective Treatment***

**2M**[1]
DIAGNOSED
**LYMPHEDEMA** IN THE U.S.

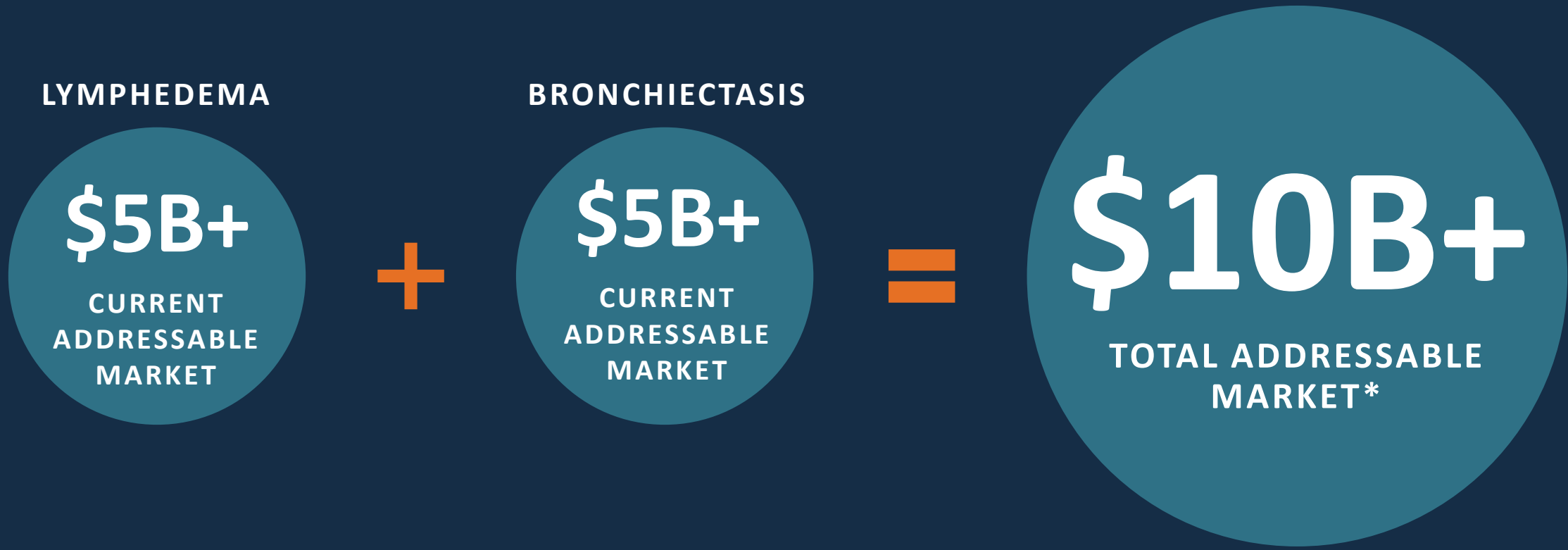
**20M+**[2,3]
UNDIAGNOSED
IN THE U.S.

**500K**[4]
DIAGNOSED
**BRONCHIECTASIS** IN THE U.S.

**4.4M**[5,6]
UNDIAGNOSED
IN THE U.S.

1. Data on file at Tactile Medical. 2. Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176

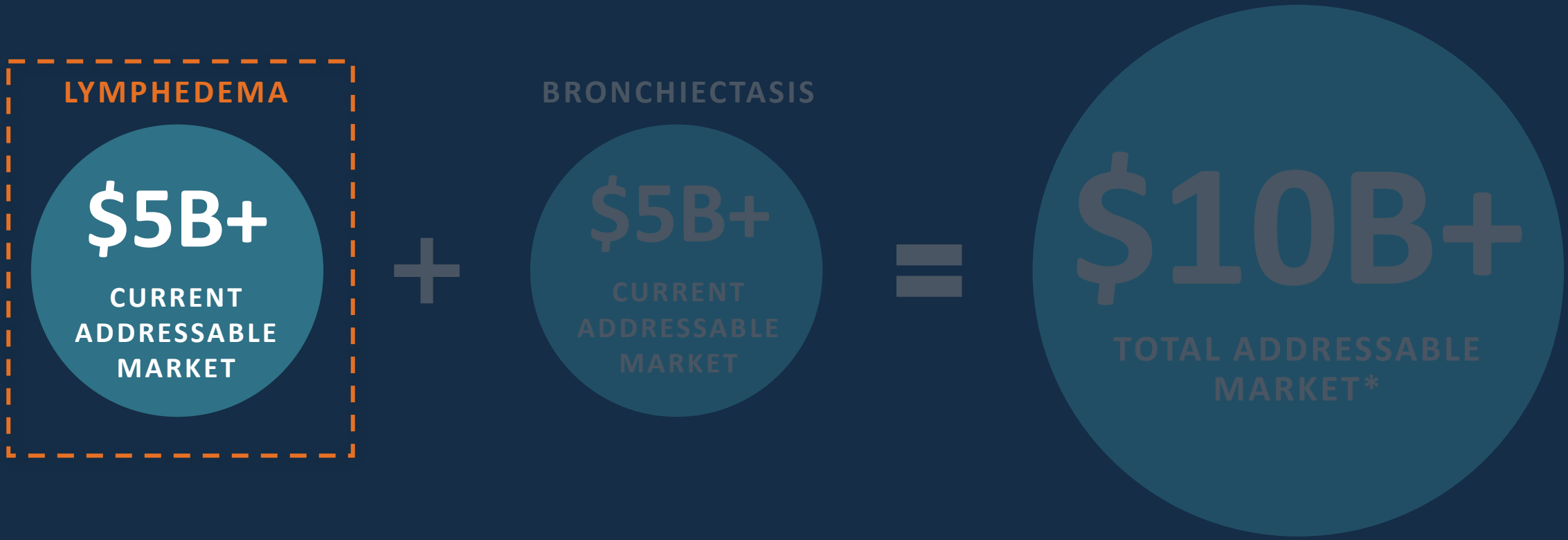
# Significant Opportunity to Improve Access to Critically Underserved Patient Populations




**Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body**

*Based on management estimates

# Significant Opportunity to Improve Access to Critically Underserved Patient Populations




**Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body**

*Based on management estimates

# Lymphedema Has Many Causes and Affects People of all Backgrounds

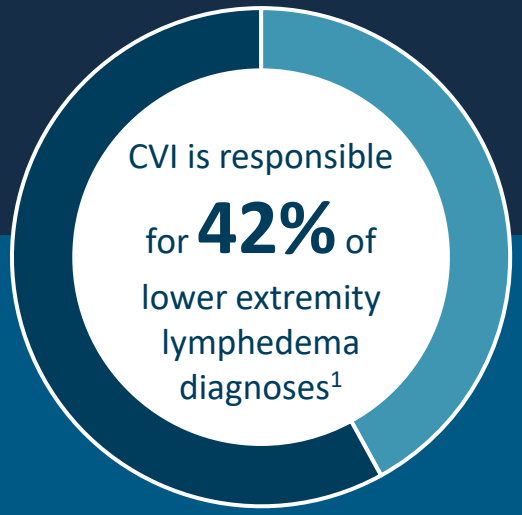
## What is It?

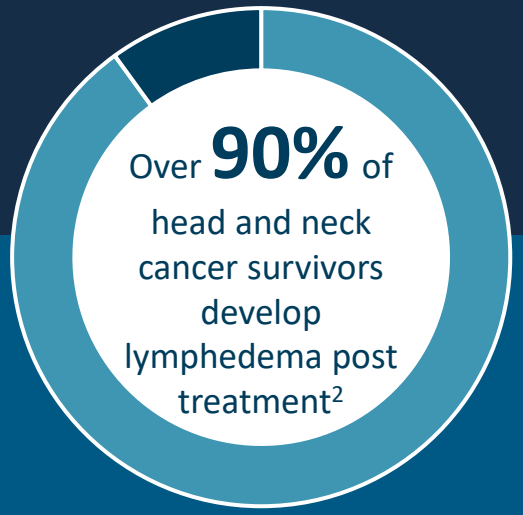
The lymphatic system enables the transport of fluids containing infection-fighting white blood cells.

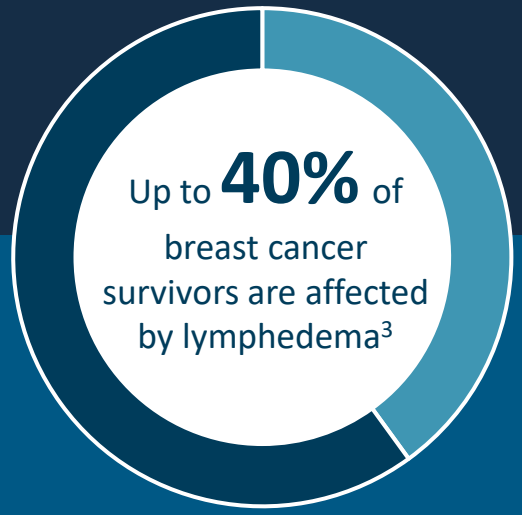
**When the lymphatic system is damaged or impaired, these fluids can build up, causing swelling, infections & discomfort**.

## How Does it Occur?

- Chronic venous insufficiency (CVI)
- Cancer treatment
- Obesity
- Trauma
- Surgery
- Infection




1. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020
2. Ridner, S.H., et al., A Prospective Study of the Lymphedema and Fibrosis Continuum in Patients with Head and Neck Cancer. Lymphat Res Biol, 2016. 14(4): p. 198-205.1.
3. Ridner S, McMahon E, Dietrich M, et al. Home-Based Lymphedema Treatment in Patients with Cancer-Related Lymphedema or Noncancer-Related Lymphedema. Onc Nurse Forum. July 2008 Vol. 35(4); 671-680

# As a Result, Less Than 10% of Diagnosed Patients Receive a Solution to Treat Their Symptoms

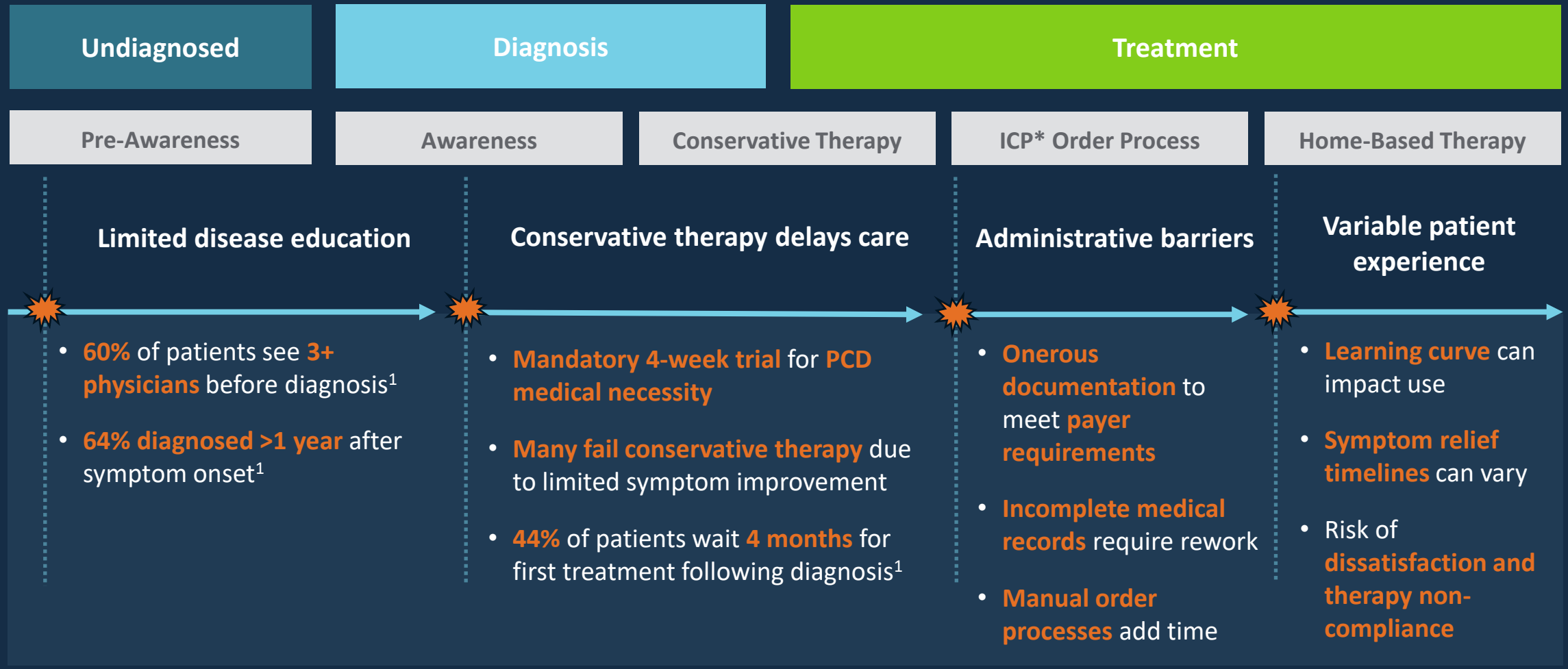
**Lymphedema Symptoms Include:**

- Cellulitis
- Swelling
- Hard-to-heal wounds
- Limb heaviness
- Fibrosis
- Skin changes
- Pain & tightness
- Dysphagia
- Inability to swallow
- Limited range of motion



***Most* patients are unaware of what they are experiencing**

# The Care Journey is Long and Complex, with Countless Friction Points




1. Bowman C, Rockson SG. The lymphedema patient experience within the healthcare system: a cross-sectional epidemiologic assessment. Sci Rep. 2024 Jun 1;14(1):12600. doi: 10.1038/s41598-024-63145-1. PMID: 38824156; PMCID: PMC11144203

*ICP=Intermittent Compression Pump

# Tactile Medical Delivers Differentiated Solutions: Product and Service

## Legacy Systems

***Basic Device:*** **ENTRE® PLUS**



Convenient, at-home treatment for lymphedema and chronic swelling designed for a better patient experience

***Advanced Device:*** **FLEXITOUCH® PLUS**



Uses advanced intermittent pneumatic compression to provide a comfortable and effective way to self-manage lymphedema

## Recent & Upcoming Innovation

***Basic Device:*** **NIMBL®**



Smaller, lighter, and portable solution for use at home or on the go with connectivity to Kylee™

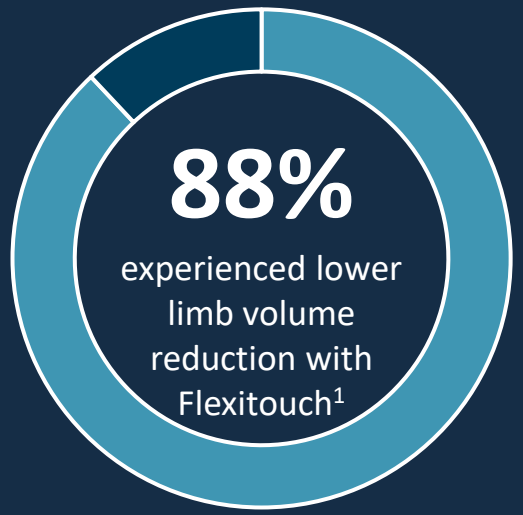
Commercially launched in early 2025

***Advanced Device:*** **FLEXITOUCH® PRO**

Designed to improve the patient and clinician experience through usability and connectivity enhancements that simplify therapy admission while preserving clinical effectiveness

Targeting commercial launch in second half of 2027

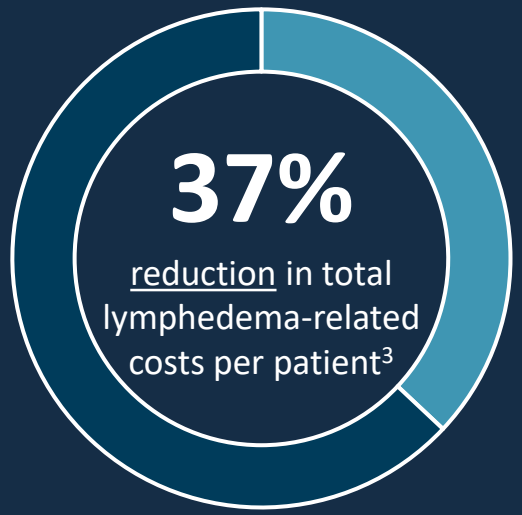
# Proven Clinical Efficacy Drives Consistent and Effective Therapy










**Existing Clinical Evidence Supports Flexitouch as a Proven, Effective, and Cost-Efficient Therapy**

**Supported by 2026 Clinical Practice Guidelines[4]**

1. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device Treatment of Lower Extremity Lymphedema Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.
2. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device Treatment of Lower Extremity Lymphedema Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.
3. Karaca-Mandic P, Hirsch AT, Rockson SG, Ridner SH. The Cutaneous, Net Clinical, and Health Economic Benefits of Advanced Pneumatic Compression Devices in Patients With Lymphedema. JAMA Dermatol. 2015;151(11):1187–1193.
4. Clinical Practice Guidelines for lower extremity lymphedema, presented in March 2026 at the American Venous Forum Annual Meeting; a review of 20 randomized controlled trials included in the guidelines demonstrated a statistically significant reduction in edema volume across all trial cohorts treated with PCDs from baseline to trial completion.

# Flexitouch Plus Further Validated in Treating Head & Neck Cancer-Related Lymphedema

## Data Overview

- Six-month results from Tactile Medical's clinical trial examining the effectiveness of Flexitouch Plus vs. usual care in treating lymphedema among head and neck cancer survivors
- Data shows sustained clinical benefits of Flexitouch Plus following initial two-month results from June 2025
- Largest prospective, randomized controlled study on this patient group ever conducted in the U.S.

## Two- and Six-Month Data Demonstrate Differentiation of Flexitouch Plus vs. Usual Care in Treatment:

**Faster Time to Initial Therapy[1]**

**17.9 days**
**with Flexitouch Plus**
*(vs. 29.8 days with usual care)*

**More Patients Receiving Therapy[1]**

**94.9%**
**with Flexitouch Plus**
*(vs. 71% with usual care)*

**Reduction in Internal Swelling[2]**

**Statistically Significant Improvement**
at base of tongue (p=0.008) and arytenoids (p=0.023)

**Six-month manuscript published in the *International Journal of Radiation Oncology, Biology, and Physics***

1. Murphy, Barbara. et al. A multisite randomized trial of an advanced pneumatic compression device vs usual care for head and neck cancer related lymphedema: Short-term results. DOI: 10.1200/JCO.2025.43.16_suppl.6107
2. Ridner, Sheila. et al. Long-Term Outcomes of Advanced Pneumatic Compression versus Usual Care for Head and Neck Cancer Related Lymphedema.

# Kylee™ App Enables Personalized Treatment and Patient Engagement

**Learn**

**Personalized information to help patients understand their condition**

**Track**

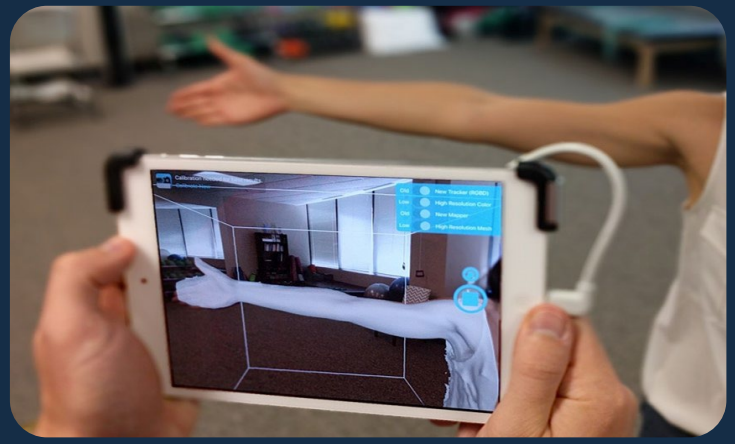
**Symptom & treatment tracking to understand how therapy is progressing**

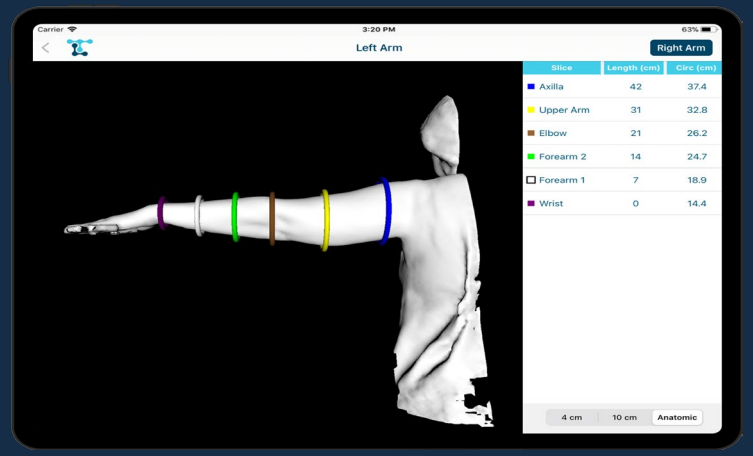
**Share**

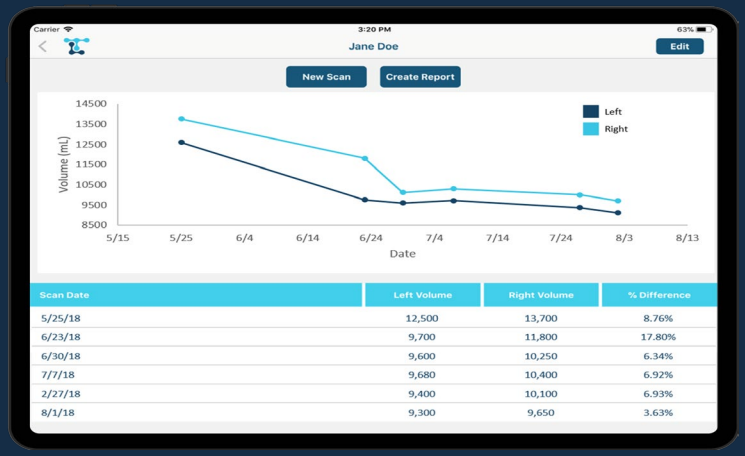
**Converts treatment data into reports that can be shared with care team**



# Earlier, More Objective Identification of Disease to Expand Access to Care with LymphaTech






## About the LymphaTech Technology

- **FDA-cleared digital platform** for fluid volume and circumference measurements
- **Generates clinical-grade 3D body model** – replacing manual and highly variable methods
- **Recently received FDA 510(k) clearance for an expanded indication to aid in the assessment of lymphedema**

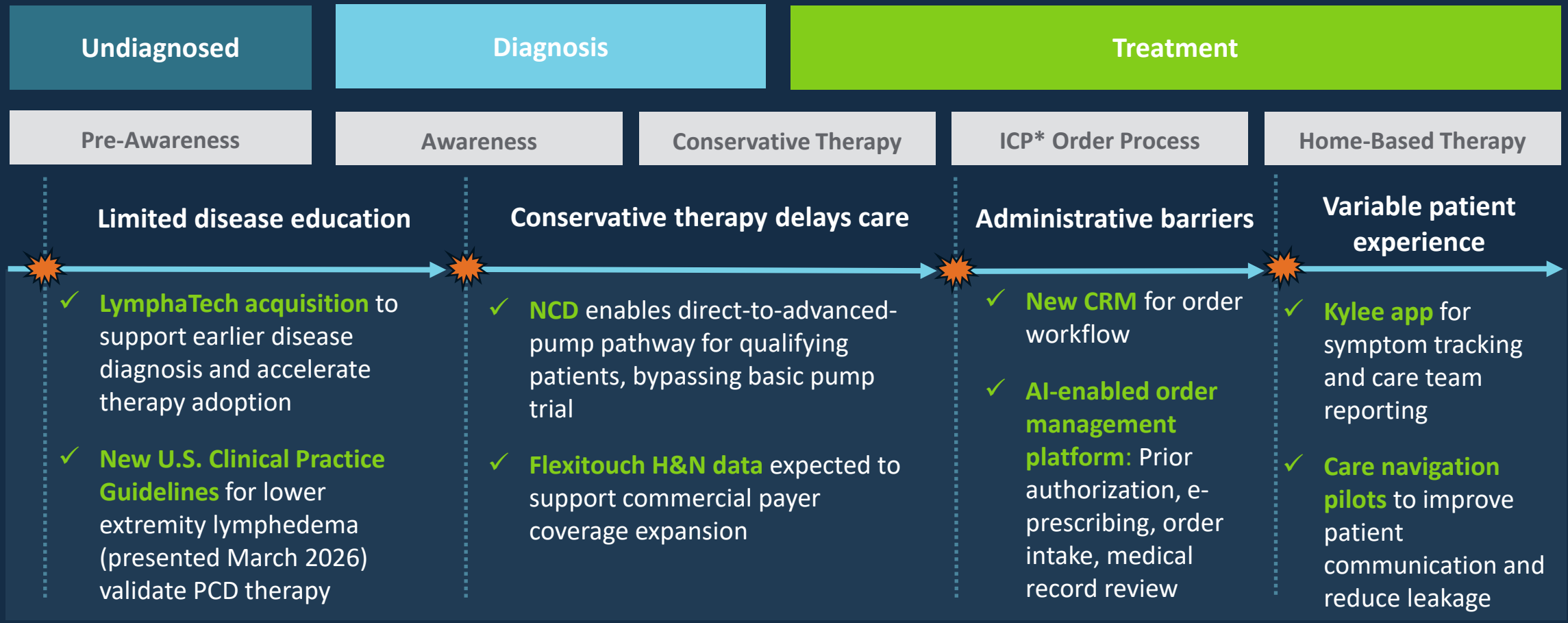
## Role in Our Strategy

- Supports **earlier, more consistent disease identification** through objective, repeatable measurements
- **Accelerates therapy access**
- **Strengthens the foundation for Tactile's diagnostic strategy and broader lymphedema portfolio**

## Long-Term Vision for Tactile

- **Now –** in use and generating revenue at leading academic medical centers
- **Next** – Category III CPT code application scheduled for final review in Feb 2027
- **Over Time** – clinical adoption, reimbursement, and future integrated diagnostics

# Removing Friction Points Across the Care Continuum: Strategic Investment Supported by Structural Tailwinds




***Supported by fully resourced & well-balanced sales organization to optimize productivity and drive operating leverage***

*ICP=Intermittent Compression Pump

# Market Leadership and Robust Sales Force Further Strengthened By Distinct Barriers to Entry

**Vertically Integrated Model**

- **Integrated direct-to-patient/provider model**
- I**n-house DME operations** with oversight of entire order process: manufacturing, claims processing, collections, and RCM

**Scalable RCM**

- **Efficient, scalable revenue cycle management**
- Drives stronger cash flow, provider/payer relationships, and patient experience

**Product Innovation**

- **History of meaningful new product development**
- **Comprehensive suite** of solutions **covering the entire body**

**Strong IP Moat**

- **Robust patent portfolio**[1] across four core product areas
- **~170** patents globally, with **~20** additional pending

[1]As of December 31, 2025

# Lymphedema Market Fundamentals & Strategy

**~145K**[1]

***Diagnosed patients treated with a PCD or NPCD***

***Number of diagnosed patients treated annually with PCD/NPCD is growing ~10%***[1]

**2M**[1]

***Addressable diagnosed U.S. patients without PCD or NPCD treatment***

***Significant annual addressable market***

***Near-term commercial focus:*** *further penetrate addressable diagnosed patient population*

**20M+**[2,3]

***Undiagnosed U.S. patients with lymphedema***

***Even larger undiagnosed market***

***Longer-term commercial focus:*** *drive growth within addressable undiagnosed population*

1. Data on file at Tactile Medical. 2. Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. NPCD: Non-pneumatic compression device

# Strategic Priorities to Drive Sustainable & Profitable Lymphedema Growth

**More Patients Diagnosed and Referred → More Referrals Reaching Therapy → More Patients Served**

### *Expand Access to Care*

- Identify more patients earlier through **objective diagnosis**
- Bring more diagnosed patients into the care pathway as **referrals**
- Reduce **coverage barriers** so more diagnosed patients can access therapy

### *Create Value Across the Patient Journey*

- **Convert** more eligible referrals to **shipments**
- Ensure more patients **receive the therapy** their clinician prescribed
- **Simplify the experience** for patients and clinicians
- Build a more **efficient and scalable** operating model

### *Expand Treatment Options*

- Give clinicians **more solutions** to match each patient's needs
- **Serve more** patient populations and stages of disease
- Support additional **referral opportunities** by broadening the portfolio
- **Complement** core pneumatic compression therapies

# Owning the Space with Lymphedema Solutions that Improve Patient's Lives

**#1*** MARKET SHARE

**$5B+*** TOTAL ADDRESSABLE MARKET

- CLINICALLY PROVEN PNEUMATIC COMPRESSION DEVICES
- EXPANDING CLINICAL EVIDENCE
- LARGE SALES REACH
- SCALABLE BACK OFFICE CAPABILITIES
- BROAD INSURANCE COVERAGE
- NEARLY 275M U.S. LIVES UNDER COVERAGE

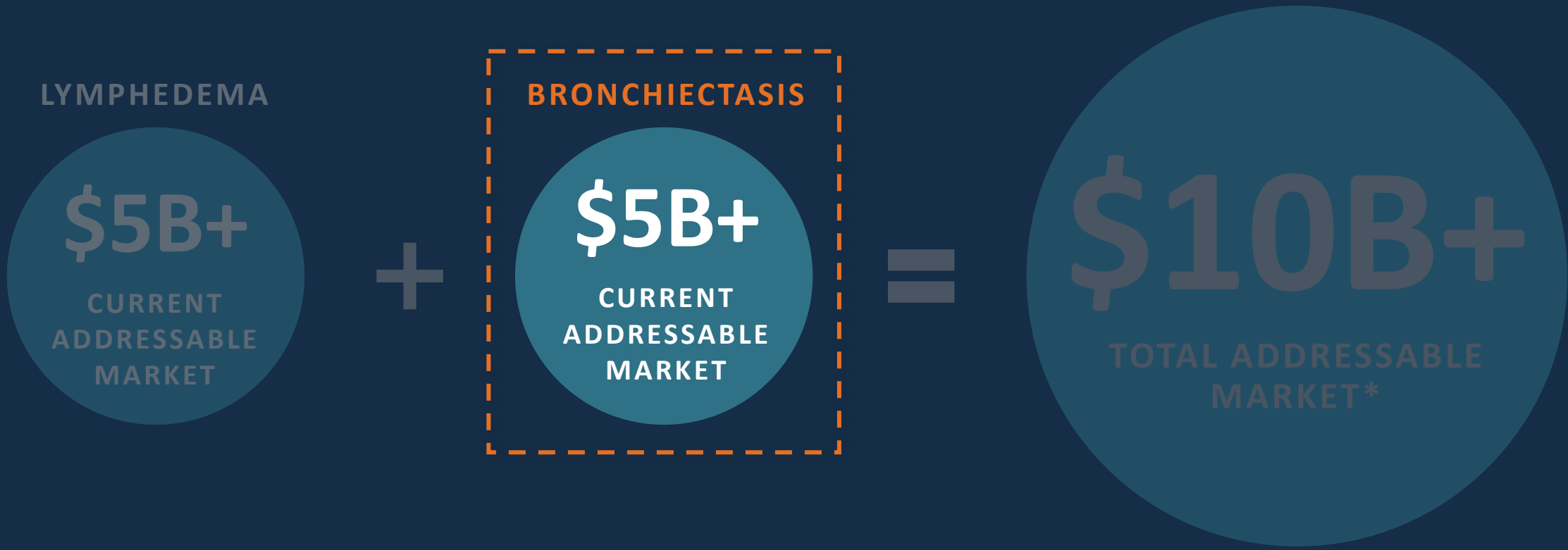







*Based on management estimates

# Significant Opportunity to Improve Access to Critically Underserved Patient Populations




**Gaps in Patient Education and Access Present an Opportunity to Deliver Patient-Centric Solutions that Address Life-Altering Symptoms Across the Entire Body**

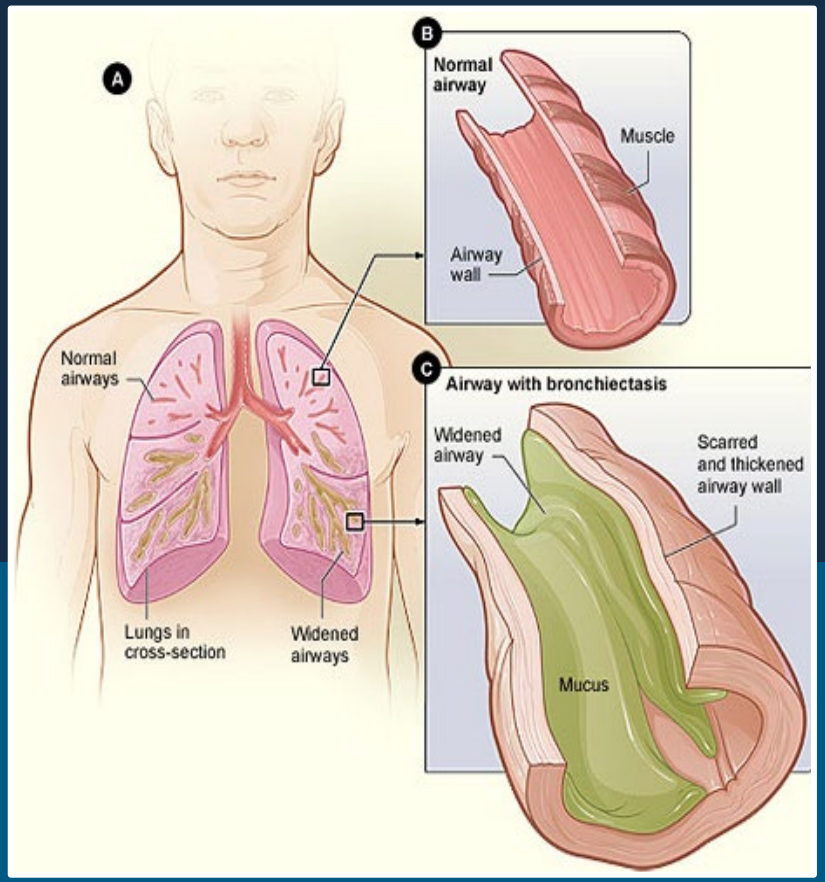
*Based on management estimates

# Bronchiectasis is Among the Most Common Respiratory Diseases

## What is It?

Bronchiectasis is a complex respiratory disease that causes airways to be abnormally widened, inflamed, and scarred, leading to permanent damage.

**Damaged airways can no longer clear mucus and bacteria from airways and lungs, causing cough, increased mucus production, and frequent lung infections and pneumonia.**




***23%***

**of Smokers are Diagnosed with Bronchiectasis[1]**

***42%***

**of COPD Patients are Diagnosed with Bronchiectasis[2]**


1. Cai Q, Triphuridet N, Zhu Y, et al. Bronchiectasis in Low-Dose CT Screening for Lung Cancer. *Radiology*. 2022;304(2):437-447. doi:10.1148/radiol.212547
2. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894.

# Too Many Bronchiectasis Patients are Not Receiving Access to Quality-of-Life Restoring Treatment

***Routinely left untreated***

## LEFT UNTREATED

- **Commonly misdiagnosed** due to overlap with COPD
- Inability to clear mucus leads to a **cycle of infection, inflammation and worsening damage**

***If treated, first-line options not effective for many patients***

## BASIC APPROACH

- Antibiotics for commonly-occurring infections
- First-line airway clearance techniques like huff coughing, PEP* devices



## STANDARD OF CARE

- Chest physiotherapy (CPT)
- Administered by care provider with manual positioning and clapping the lungs to thin and mobilize secretions



*PEP is defined as “positive expiratory pressure”

# Tactile is Advancing the Bronchiectasis Treatment Paradigm with Proven At-Home Therapy

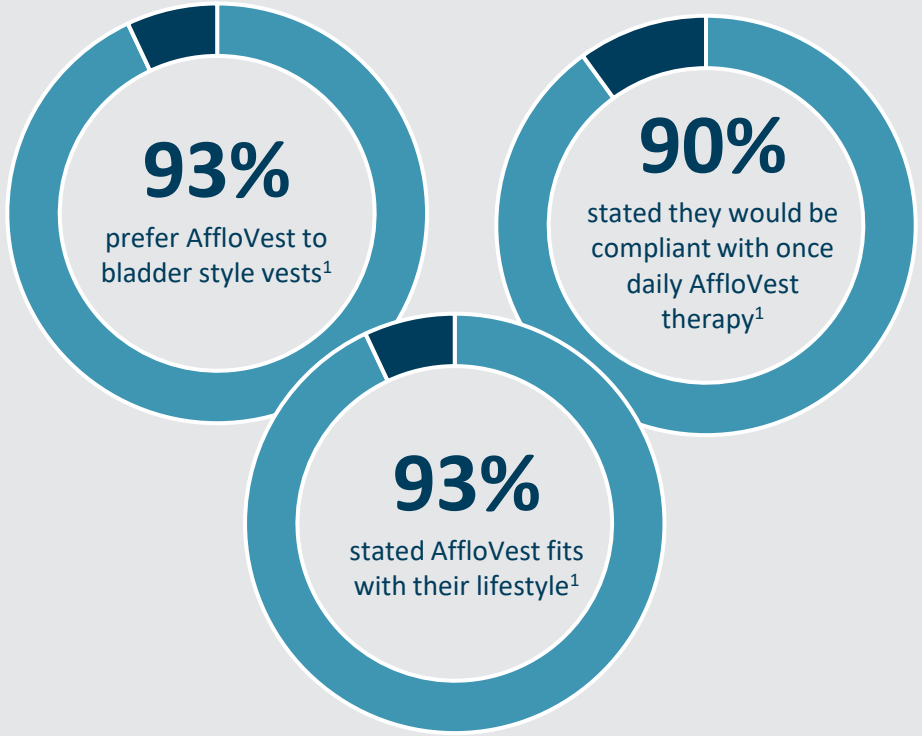
## NEXT-GENERATION AFFLOVEST®

- **High frequency chest wall oscillation** (HFCWO) therapy
- Lighter, more adjustable vest and redesigned controller **improve comfort and ease of use**
- **Built-in connectivity** enables patient adherence tracking and real-world data for clinicians
- Maintains **proven clinical effectiveness**

While effective management of bronchiectasis involves a multimodal approach, **HFCWO is the only therapy that directly removes retained mucus – the primary driver of disease progression**



***Next-generation AffloVest launched June 2026***



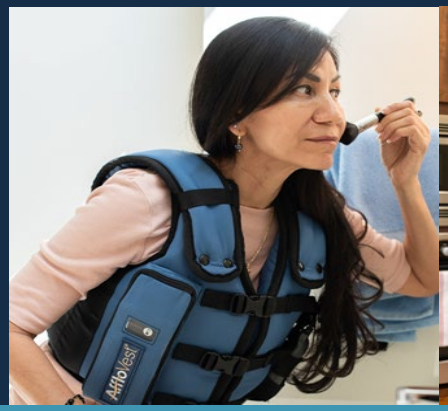
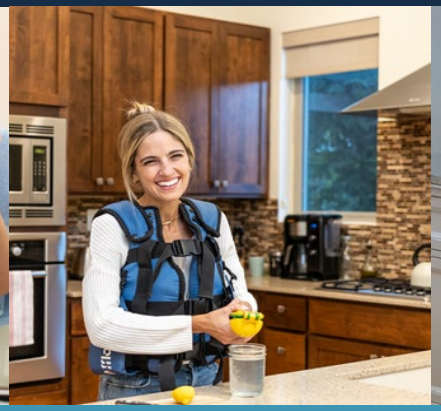

1. Wetherby M, Dunn N, Mullenix V. et al. A Patient Preference Study of High-Frequency Chest Wall Oscillation Devices. RT Magazine. May/June 2023.

# Leading the Market with Patient-Friendly Airway Clearance Therapy

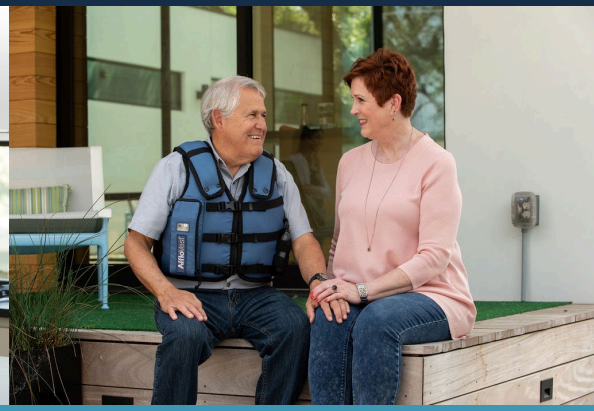
**#1*** MARKET SHARE

**$5B+** * TOTAL ADDRESSABLE MARKET

- DIFFERENTIATED PORTABLE DESIGN
- BROAD DME CHANNEL REACH
- AFFLOVEST FITS COMPLEX RESPIRATORY PATIENT ALREADY ON-SERVICE
- STRONG REIMBURSEMENT





*Based on management estimates

# Well-Defined Go-to-Market Strategy

## Lymphedema: Direct Sales Force

Selling Through Established Call Points

*~275M Covered Lives*

- Vascular Practices
- Oncology Practices
- Lymphatic Therapists
- Veterans Affairs



**Account Managers:**
*Disease education, referral network development, patient identification, review product features*

**Product Specialists:**
*Documentation gathering, e-prescribe onboarding, in-clinic patient demo assistance*

**Patient Education Consultants (PECs):**
*In-home patient demos and training*

## Bronchiectasis: Indirect Sales Force

Selling Through DME[1] Partners

- Respiratory DMEs



**Specialists:**
*Educate and train DME sales partners and providers on bronchiectasis and the role of AffloVest in its care*

***Strategically-organized** sales force designed to **meet and drive demand***

[1]Durable medical equipment

# Recent Milestones

## Multiple Product Launches & Operational Enhancements Fueling Continued Market Penetration and Profitable Growth

### 2024

- Generated new clinical evidence among VA patients using Flexitouch®
- Completed enrollment in Head & Neck lymphedema RCT
- Launched Nimbl® System for upper extremity lymphedema conditions
- Deployed new workflow-related tools
- Further strengthened balance sheet

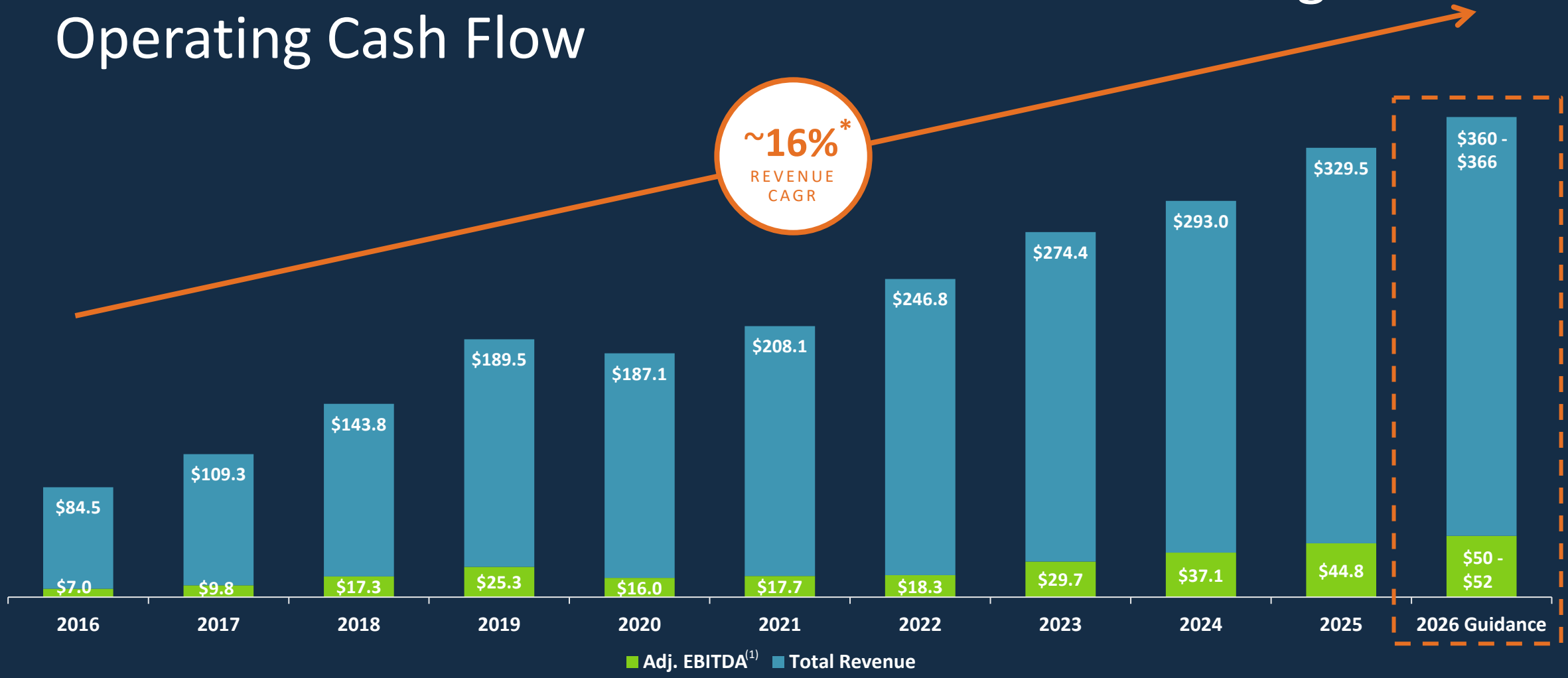
### 2025

- Expanded Nimbl® System for lower extremity lymphedema conditions
- Completed launch of new customer relationship management tool
- Optimized sales organization for scale and efficiency
- Announced six-month data among head and neck cancer survivors using Flexitouch Plus
- Completed $30M share repurchase program and repaid $26M in outstanding borrowings to retire term loan

### YTD 2026

- Entered into an exclusive U.S. distribution agreement with ElastiMed for MyoSleeve™
- Acquired LymphaTech, expanding lymphedema portfolio breadth & depth
- Expanded AI-enabled order management platform to execute the Medicare prior authorization requirement for PCDs
- Launched next-generation AffloVest
- Announced journal publication of two-month head and neck data
- Submitted FDA 510(k) application for Flexitouch® Pro

# Durable Revenue & Profit Growth with Increasing Operating Cash Flow




**Operating Cash Generation[2]:**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| $7.0 | $4.2 | $9.0 | $2.7 | $2.8 | $2.6 | $5.2 | $35.9 | $40.7 | $42.8 |

(In $ millions)
*Trailing 10 yr. Revenue CAGR from FY'16 to FY'26E (at midpoint)
*Includes COVID-19 impacted FY'20 and FY'21
(1) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.
(2) Net cash provided by operating activities.

# Investment Highlights

## Leveraging Technology & Market Leadership to Deliver Profitable Growth

**~$10B TAM***

With significant greenfield

**Strong Pipeline & Tech Strategy**

Driving innovation, customer service, and operating leverage




**Broad Payer Support**

With increasingly supportive coverage landscape following recent National Coverage Decision (NCD)

**Extensive Distribution Reach**

Scalable revenue cycle management and logistics capacity to support national expansion

**Extensive Clinical Evidence**

Strong clinical and economic impact across diverse care settings

**Profitable Market Leader**

75%+ gross margin; profitability inflecting

*Based on management estimates

# Appendix

# Financial Results: Q3 2026 & 2025, FY'25 & FY'24

**3 MONTHS ENDED SEPTEMBER 30, 2026 FINANCIAL SUMMARY:**

**REVENUE**

**$91.9M**

**ADJ EBITDA(1)**

**$14.3M**

| | Three months ended September 30, | | Year Ended December 31, | |
|---|---|---|---|---|
| $ Millions | 2026 | 2025 | 2025 | 2024 |
| Lymphedema products | $81.8 | $72.4 | $278.4 | $259.4 |
| Airway clearance products | $10.0 | $13.4 | $51.1 | $33.6 |
| Total revenues | $91.9 | $85.8 | $329.5 | $293.0 |
| Gross profit | $70.5 | $65.0 | $250.1 | $216.7 |
| *Gross margin* | *76.7%* | *75.8%* | 76.1% | *74.0%* |
| Total operating expenses | $60.9 | $54.0 | $220.9 | $194.5 |
| Operating income (loss) | $9.6 | $11.0 | $29.3 | $22.2 |
| Net income (loss) | $7.2 | $8.2 | $19.1 | $17.0 |
| Adjusted EBITDA(1) | $14.3 | $14.4 | $44.8 | $37.1 |

1. Non-GAAP measure. See slides 32 and 33 for a reconciliation to the directly comparable GAAP measure

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

| | Years ended December 31 | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| ($ Millions) | 2025 | 2024 | 2023 | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 |
| **Net income (loss)** | $ 19.1 | $ 17.0 | $ 28.5 | $ (17.9) | $ (11.8) | $ (0.6) | $ 11.0 | $ 6.6 | $ 5.9 | $ 2.9 |
| Interest (income) expense, net | (2.1) | (1.3) | 2.3 | 2.7 | 0.5 | (0.1) | (0.3) | (0.4) | (0.4) | (0.0) |
| Income tax (benefit) expense | 12.3 | 6.5 | (12.7) | 2.4 | 9.5 | (1.6) | 0.2 | (3.1) | (1.7) | 1.4 |
| Depreciation and amortization | 6.6 | 6.8 | 6.5 | 6.3 | 3.7 | 2.8 | 3.5 | 3.7 | 1.8 | 0.8 |
| Stock-based compensation | 8.4 | 7.8 | 7.5 | 9.6 | 10.1 | 10.7 | 9.8 | 8.0 | 4.2 | 1.9 |
| Loss on termination of lease | - | - | - | - | - | - | 1.1 | - | - | - |
| Impairment charges and inventory write-offs | - | - | - | 0.2 | 0.6 | 4.0 | - | 2.5 | - | - |
| Acquisition costs | - | - | - | - | 1.1 | - | - | - | - | - |
| CARES Act funding | - | - | - | - | - | (1.2) | - | - | - | - |
| Change in fair value of earn-out | - | - | (2.5) | 11.9 | (0.2) | - | - | - | - | - |
| Litigation defense costs | - | - | - | 2.8 | 3.7 | 1.0 | - | - | - | - |
| Executive transition costs | 0.5 | 0.3 | - | 0.3 | 0.5 | 1.0 | - | - | - | - |
| **Adjusted EBITDA** | $ 44.8 | **$ 37.1** | **$ 29.7** | **$ 18.3** | **$ 17.7** | **$ 16.0** | **$ 25.3** | **$ 17.3** | **$ 9.8** | **$ 7.0** |

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

| (Dollars in millions) | Three Months Ended September 30, 2026 | 2025 | Increase (Decrease) $ | % |
|---|---|---|---|---|
| **Net income** | $ 7.2 | $ 8.2 | $ (1.0) | (13%) |
| Interest (income) expense, net | (0.5) | (0.5) | (0.1) | 14% |
| Income tax expense (benefit) | 3.0 | 3.2 | (0.3) | (8%) |
| Depreciation and amortization | 1.8 | 1.6 | 0.1 | 8% |
| Stock-based compensation | 2.4 | 1.8 | 0.6 | 31% |
| Acquisition & integration costs | 0.2 | — | 0.2 | — % |
| Change in fair value of contingent consideration | 0.1 | — | 0.1 | — % |
| Executive transition costs | 0.4 | — | 0.4 | — % |
| **Adjusted EBITDA** | **$ 14.3** | **$ 14.4** | **$ (0.1)** | **—%** |

# Reconciliation of FY 2026 GAAP Net Income to Adjusted EBITDA Guidance

| (Dollars in millions) | Year ended December 31, 2026 Low | High |
|---|---|---|
| Net income | $ 24.1 | $ 25.5 |
| Interest (income) expense, net | (2.4) | (2.4) |
| Income tax expense | 9.4 | 9.9 |
| Depreciation and amortization | 7.3 | 7.3 |
| Stock-based compensation | 8.6 | 8.6 |
| Acquisition & integration costs | 1.3 | 1.3 |
| Executive transition costs | 0.8 | 0.8 |
| Litigation-related costs | 1.0 | 1.0 |
| Adjusted EBITDA | $ 50.0 | $ 52.0 |

# Select Comparisons from the Balance Sheet as of 9/30/2026 and 12/31/2025

| (Dollars in millions) | 9/30/2026 | 12/31/2025 | Increase (Decrease) $ | Increase (Decrease) % |
|---|---|---|---|---|
| Cash | $ 75.1 | $ 83.4 | $ (8.3) | (10)% |
| Accounts receivable | 48.3 | 43.9 | 4.4 | 10% |
| Accounts receivable, non-current | 0.0 | 0.0 | 0.0 | 0% |
| Total accounts receivable | 48.3 | 43.9 | 4.4 | 10% |
| Inventories | 15.6 | 14.0 | 1.6 | 11% |
| Note payable, current | 0.0 | 0.0 | 0.0 | 0% |
| Note payable, non-current | 0.0 | 0.0 | 0.0 | 0% |
| Total net borrowings | 0.0 | 0.0 | 0.0 | 0% |
| Total stockholders' equity | $ 227.3 | $ 218.9 | $ 8.4 | 4% |