

Myomo, Inc.

Q3 upside. We expect favorable CMS ruling and continued strong revenue growth over the next year to be positive for stock. Raising P/T to \$7.75.

COMPANY UPDATE

Rating: BUY

Ticker: MYO

Price: \$3.06

Target: \$7.75
(from \$7.50)

Q3 upside: Myomo recently (on November 7) reported its Q3 2023 (ending September) results. Revenue was \$5.1 million (+28% y-o-y), compared with our and consensus estimates of \$4.1 – 4.2 million. EPS was \$(0.06), compared with our and consensus estimates of \$(0.09). There was no specific Q3 guidance.

Solid sales and backlog: Myomo sold 119 units in Q3 (vs. 97 units in Q2 and 87 in Q3 2022). The reimbursement pipeline was 1,046 units at Q3, up from 969 units at Q2. Backlog (insurance authorized) was 185, up from 179 at Q2.

Lowered costs: In Q1, the company reduced its workforce by 12%. This is expected to save over \$2 million on an annual basis.

Maintained strong 2023 guidance: The company maintained 2023 guidance for product (not total) revenue growth of +20 – 30%. This implies Q4 revenue guidance of \$4.7 – 6.2 million.

Strong 2023 expected: Myomo's current pipeline is 1,046, with pipeline adds in Q3 strong at 381. The large pipeline should lead to strong revenues over the next year.

Adjusting estimates: We are maintaining our 2023 revenue estimates of \$18.8 million, but raising it for EPS to \$(0.26) from \$(0.29).

Recent growth solid: We expect the company's recent solid revenue growth (+12% (y-o-y) in 2022, +83% in 2021, and +98% in 2020) to continue over the near-term. We estimate +21% revenue growth in 2023.

Focused on MyoPro commercialization: Myomo's main product, the MyoPro custom fabricated myoelectric upper limb orthosis, is like an exoskeleton for the upper body. Myomo estimates that the addressable U.S. market for its products is \$10 billion.

Key catalysts expected in 2023/24: Key catalysts expected in 2023/24 include continued momentum in U.S. commercialization (particularly improved reimbursement and starting Medicare coverage), commercialization in Europe and international (which is only ~10% of revenues), a new MyoPro pediatric product, and the new MyoPro 2+ (offering lighter weight, easier donning, greater comfort, and improved grasp functionality over the MyoPro 2).

Medicare ruling can be catalyst: CMS (Centers for Medicare & Medicaid Services) is in process to issue and finalize new rulings for Medicare Part B benefits to include the MyoPro which would open up the potential market significantly. CMS has recently (in June with an update expected in November and finalization in early 2024) published that MyoPro can be a brace.

Balance sheet: The company had \$11 million in cash and no debt at the end of Q3. In Q3, the company raised ~\$4.4 million (7.3 million shares at \$0.60/share). The company should have enough cash through 2024.

Positive high risks versus rewards: Overall, concerns outweighed by growth prospects and valuation. We believe the ~billion dollars market potentials presents a high reward for the risks.

Current valuation attractive: Maintaining our BUY rating, but raising our 12-month price target to \$7.75 from \$7.50. This is based on a NPV analysis, representing significant upside from the current share price. We believe this valuation appropriately balances out the company's risks with the company's high growth prospects and large upside opportunities.

Company Description

Based in Boston, MA, Myomo is a wearable medical robotics company that develops myoelectric orthotics for people with neuromuscular disorders and upper limb paralysis.

United States
Healthcare

November 20, 2023

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Stock Data

Exchange:	NYSE
52-week Range:	\$0.37 – 3.30
Shares Outstanding (million):	35
Market cap (\$million):	\$107
EV (\$million):	\$96
Debt (\$million):	\$0
Cash (\$million):	\$11
Avg. Daily Trading Vol. (\$million):	\$2
Float (million shares):	15
Short Interest (million shares):	0.3
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	<u>2023E</u> <u>(Cur.)</u>	<u>2023E</u> <u>(Old)</u>	<u>2024E</u> <u>(Cur.)</u>	<u>2024E</u> <u>(Old)</u>
Q1 Mar	3.4A		4.0E	
Q2 Jun	6.0A		5.8E	5.2E
Q3 Sep	5.1A	4.1E	5.8E	4.7E
Q4 Dec	<u>4.3E</u>	<u>5.3E</u>	<u>5.0E</u>	<u>6.2E</u>
Total	18.8E		20.6E	20.0E
EV/Revs	5.1x		4.7x	

Earnings per Share (pro forma)

	<u>2023E</u> <u>(Cur.)</u>	<u>2023E</u> <u>(Old)</u>	<u>2024E</u> <u>(Cur.)</u>	<u>2024E</u> <u>(Old)</u>
Q1 Mar	(0.11)A		(0.07)E	(0.09)E
Q2 Jun	(0.04)A		(0.03)E	(0.06)E
Q3 Sep	(0.06)A	(0.09)E	(0.03)E	(0.07)E
Q4 Dec	<u>(0.06)E</u>		<u>(0.05)E</u>	<u>(0.03)E</u>
Total	(0.26)E	(0.29)E	(0.19)E	(0.26)E
P/E	N/A		N/A	

Important Disclosures

Ascendant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 12.

Exhibit 1: Myomo Investment Highlights

Investment Highlights: Market Leader in New Product Category

- Creating a new product category for this large unmet medical need
 - Patient Population with Chronic Arm Paralysis = Approx. 3M in US
 - New Incidences in US each year = Approx. 250K due to new strokes, other neuro conditions
 - Worldwide need: Prevalence = Approx. 1% of Population
- Experienced management team is rapidly scaling the only commercially-available device to restore function for upper extremity paralysis
 - 10 Years of Revenue Growth
- Nearly 1000 patient candidates with consistent payers in pipeline; Backlog of 179 units = \$7.2M pending revenue
- Commercial and government health insurance plans reimburse for devices on a case-to-case basis (over 2000 delivered to patients); Coverage for Medicare Part B patients is pending
- Revenue growth driven by shift to Direct Billing channel and greater International sales, resulting in higher ASPs and gross margin
- Cash position as of 6/30/23 = \$9 million; Cash burn decreasing with revenue growth and operating efficiencies

Source: Company reports.

Exhibit 2: Myomo's Market Opportunity

Large Market Opportunity



*15M strokes per year. Roughly 1/3 of patients don't qualify medically, 1/3 recover and the remainder represent Myomo's market opportunity

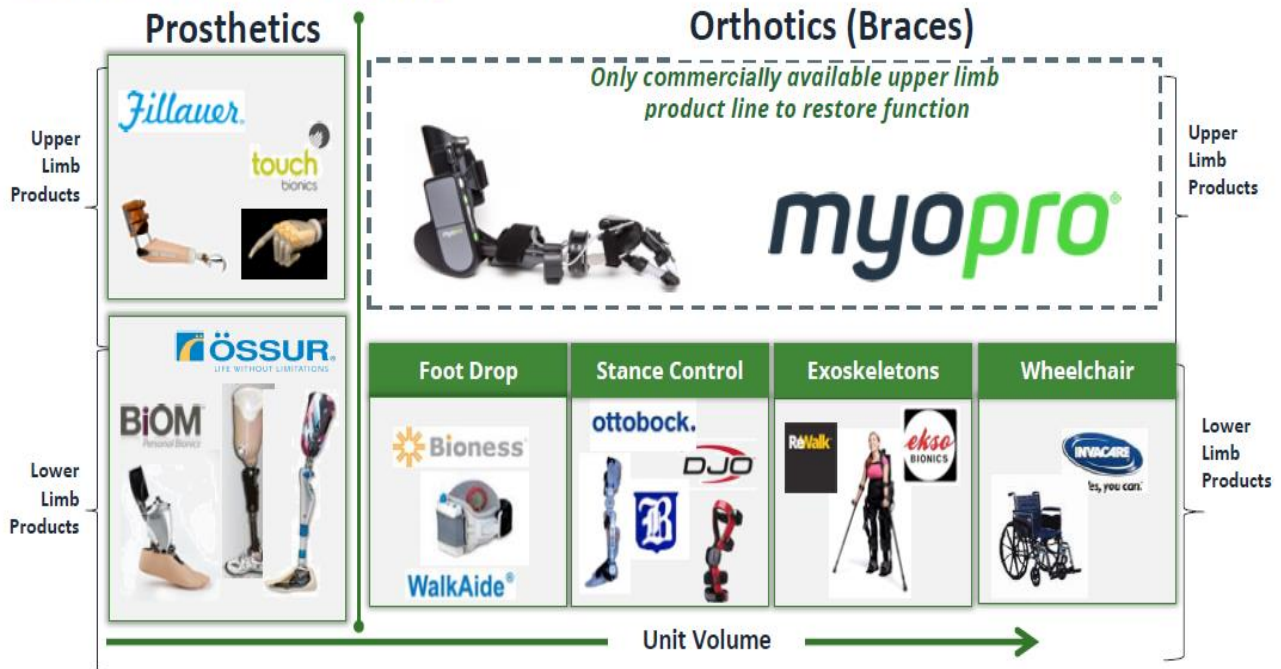
Source: Christopher and Dana Reeve Foundation Survey, National Stroke Association, World Health Organization, and Myomo base model estimates



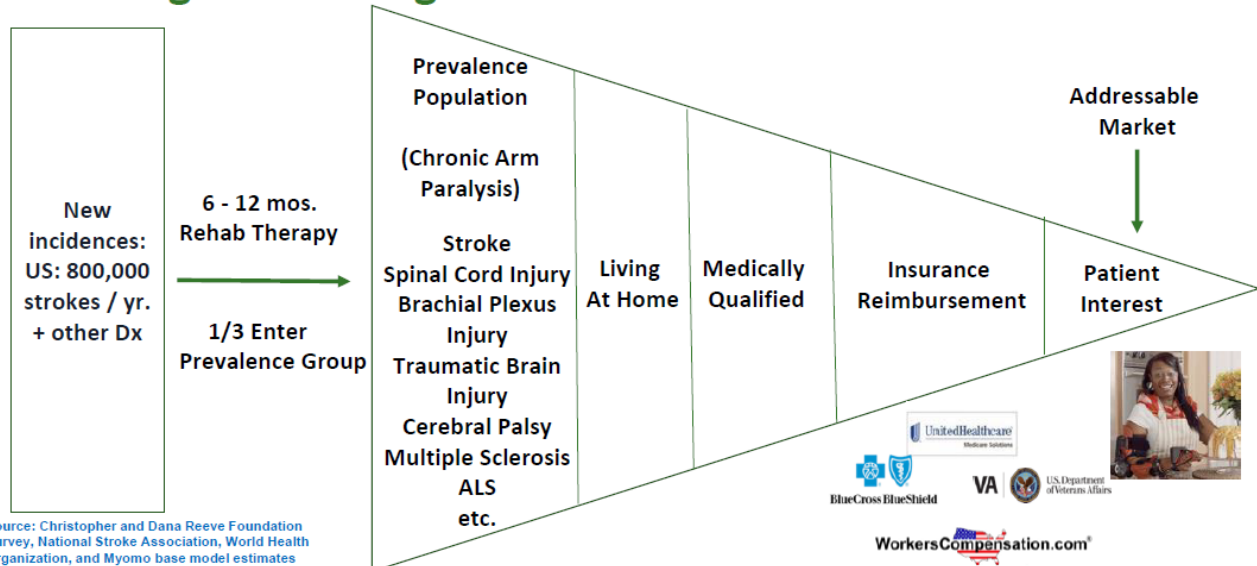
Source: Company reports.

Exhibit 3: Myomo's MyoPro

Competitive Positioning



Defining the US Target Market



Source: Christopher and Dana Reeve Foundation Survey, National Stroke Association, World Health Organization, and Myomo base model estimates

Source: Company reports.

Exhibit 4: Myomo's Long Term Strategy

Drivers of Revenue Growth



Strategic Goal: Reduce Cash Burn while Working on Medicare Part B

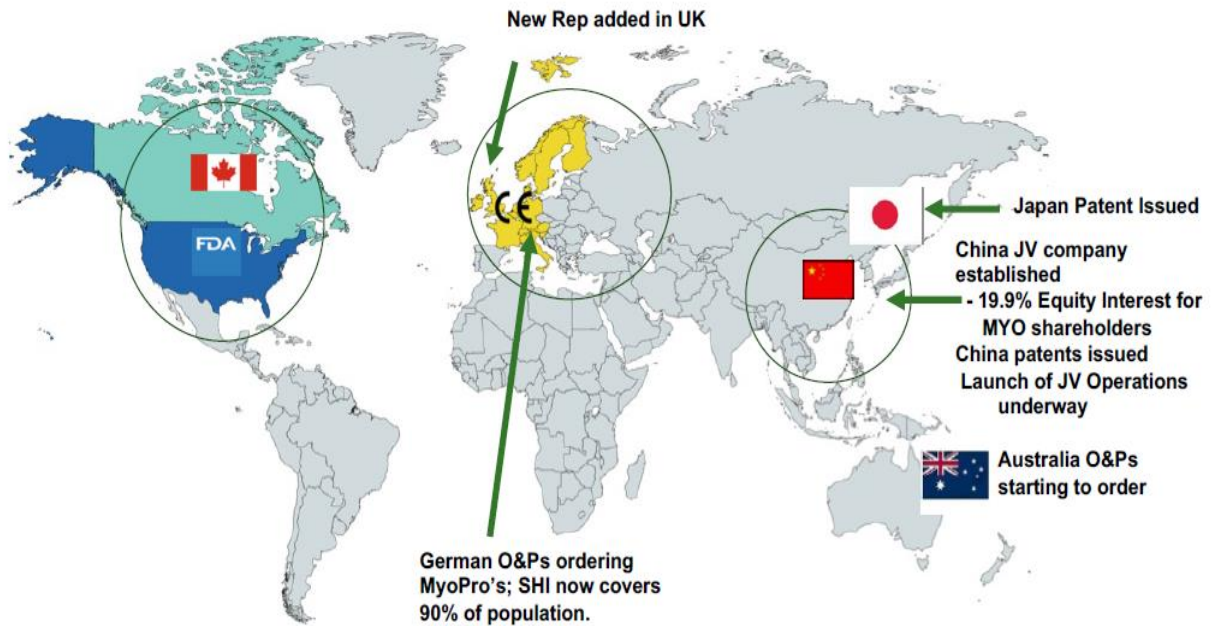
- Optimize Revenue Growth and Cash Utilization to Extend Cash Runway Well into 2024 with Proceeds from Offering.
- Work with CMS Staff and DME MAC Medical Directors to Obtain Coverage for Part B Medicare Beneficiaries.
- Reduce OpEx by Focusing Marketing, Reimbursement, and Clinical Activity on Patient Cases with Favorable Insurance Plans (Medicare Advantage, VA, Certain Commercial Plans).
- Grow Germany Revenues based on Favorable Statutory Health Insurance Rulings.
- Utilize Digital Technologies to Reduce Costs of Marketing, Manufacturing, and Delivery.

Target to Reduce Annual Cash Burn in Half to \$5M in 2023

Source: Company reports.

Exhibit 5: International Expansion

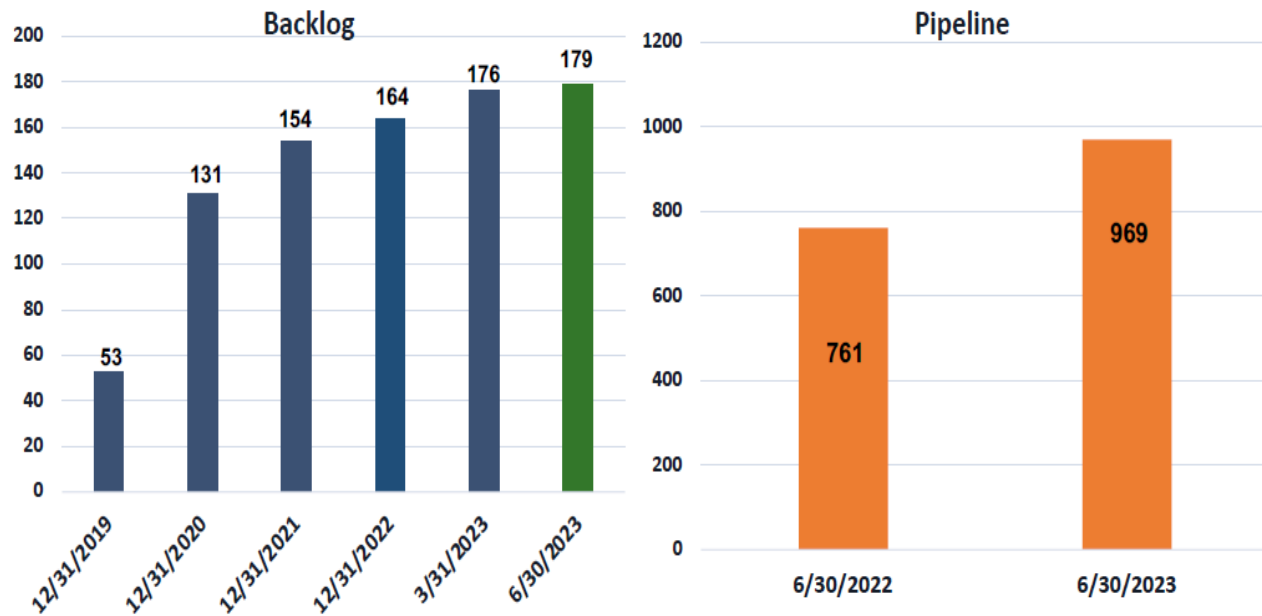
International Update: Activity in Key Markets



Source: Company reports.

Exhibit 6: MyoPro Reimbursement Pipeline

Backlog and Pipeline are Leading Indicators of Revenue



- Patient pipeline in each period now only reflects patients with payers that have previously reimbursed for the MyoPro

Source: Company reports.

Exhibit 7: Myomo Q4 and 2023 Business Outlook (as of November 7, 2023)

Business Outlook

“Based on the size of the patient pipeline entering the fourth quarter, we expect another strong quarter of insurance authorizations and orders for the MyoPro. The realized revenue for the quarter will depend on the payer mix, the timing of MyoPro deliveries and the receipt of reimbursement payments from insurers,” added Mr. Gudonis. “With the backlog up modestly on a sequential basis, and assuming a typical number of ‘in-quarter’ fill orders, we believe we are positioned for year-over-year product revenue growth for the fourth quarter. In addition, we expect the full year product revenue growth to be consistent with the growth rate through the first nine months of the year, which is within our target range of 20-30% growth stated at the beginning of the year.”

Source: Company reports.

Exhibit 8: Myomo, Inc. Stock Price (5-Years)



Source: <https://bigcharts.marketwatch.com/>

Exhibit 9: Consensus Expectations (as of November 7, 2023)

	Revenue (mil)			EPS	
	2023E	2024E		2023E	2024E
Q1 Mar	\$3.4A		Q1 Mar	\$(0.11)A	
Q2 Jun	\$6.0A		Q2 Jun	\$(0.04)A	
Q3 Sep	\$4.2E		Q3 Sep	\$(0.09)E	
Q4 Dec	\$5.0E		Q4 Dec	\$(0.07)E	
Total	\$18.6E	\$23.5E	Total	\$(0.30)E	\$(0.19)E

*Quarterly estimates may not add to annual estimates due to variations in contributing estimates and rounding.

Source: Company report, Refinitiv, and Ascendant Capital Markets estimates

FINANCIAL MODEL

Myomo, Inc.

Income Statement (\$ mils)	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	2.3	3.1	4.4	4.0	13.9	3.9	3.7	4.0	4.0	15.6	3.4	6.0	5.1	4.3	18.8	4.0	5.8	5.8	5.0	20.6
Cost of Revenues	0.6	0.9	1.1	0.9	3.5	1.3	1.3	1.3	1.4	5.3	1.1	1.7	1.6	1.3	5.7	1.0	1.5	1.5	1.3	5.2
Gross Profit	1.7	2.2	3.3	3.1	10.3	2.6	2.4	2.6	2.6	10.3	2.3	4.3	3.5	3.0	13.1	3.0	4.4	4.4	3.8	15.5
Research and development	0.5	0.6	0.6	0.8	2.6	0.7	0.6	0.7	0.5	2.5	0.5	0.6	0.7	0.6	2.4	0.6	0.6	0.6	0.6	2.4
Sales, general and administrative	4.1	4.2	4.7	5.0	18.0	4.7	4.7	4.8	4.4	18.4	4.5	4.8	4.8	4.7	18.8	5.0	5.0	5.0	5.0	20.0
Restructuring and other					0.0					0.0					0.0					0.0
Total operating expenses	4.6	4.8	5.3	5.8	20.6	5.3	5.3	5.5	4.9	20.9	5.0	5.4	5.5	5.3	21.2	5.6	5.6	5.6	5.6	22.4
Operating income (loss)	(2.9)	(2.6)	(2.0)	(2.7)	(10.3)	(2.7)	(2.9)	(2.8)	(2.2)	(10.7)	(2.7)	(1.1)	(2.0)	(2.3)	(8.1)	(2.6)	(1.2)	(1.2)	(1.8)	(6.9)
Interest income (expense)	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.0	0.3	0.0	0.0	0.0	0.0	0.0
Other income (expense)	(0.6)	(0.6)		(0.6)	(0.6)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	(0.1)		(0.1)					0.0
Income before income taxes	(2.9)	(2.6)	(2.0)	(3.4)	(10.9)	(2.7)	(2.9)	(2.8)	(2.2)	(10.7)	(2.6)	(1.0)	(2.0)	(2.3)	(7.9)	(2.6)	(1.2)	(1.2)	(1.8)	(6.9)
Income taxes	0.0	0.0	0.0	0.0	0.1	0.1	(0.0)	0.0	(0.0)	0.1	0.0	(0.0)	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0
Net income (loss)	(3.0)	(2.6)	(2.0)	(3.4)	(11.0)	(2.8)	(2.9)	(2.8)	(2.2)	(10.7)	(2.6)	(1.0)	(2.0)	(2.3)	(8.0)	(2.6)	(1.2)	(1.2)	(1.8)	(6.9)
Nonrecurring/noncash adjustments					0.0					0.0					0.0					0.0
Net income (pro forma)	(3.0)	(2.6)	(2.0)	(3.4)	(11.0)	(2.8)	(2.9)	(2.8)	(2.2)	(10.7)	(2.6)	(1.0)	(2.0)	(2.3)	(8.0)	(2.6)	(1.2)	(1.2)	(1.8)	(6.9)
EBITDA	(2.7)	(2.2)	(1.7)	(2.4)	(9.0)	(2.4)	(2.5)	(2.5)	(1.9)	(9.3)	(2.5)	(0.8)	(1.7)	(1.9)	(6.8)	(2.3)	(0.9)	(0.9)	(1.5)	(5.5)
Shares, Basic	5.2	5.6	5.7	6.5	5.8	6.9	6.9	7.1	7.3	7.1	24.2	28.0	35.3	35.8	30.8	35.9	36.0	36.1	36.2	36.0
Shares, Diluted	5.2	5.6	5.7	6.5	5.8	6.9	6.9	7.1	7.3	7.1	24.2	28.0	35.3	35.8	30.8	35.9	36.0	36.1	36.2	36.0
EPS Basic (Pro forma)	(\$0.57)	(\$0.46)	(\$0.36)	(\$0.52)	(\$1.89)	(\$0.41)	(\$0.42)	(\$0.40)	(\$0.29)	(\$1.52)	(\$0.11)	(\$0.04)	(\$0.06)	(\$0.06)	(\$0.26)	(\$0.07)	(\$0.03)	(\$0.03)	(\$0.05)	(\$0.19)
EPS Diluted (Pro forma)	(\$0.57)	(\$0.46)	(\$0.36)	(\$0.52)	(\$1.89)	(\$0.41)	(\$0.42)	(\$0.40)	(\$0.29)	(\$1.52)	(\$0.11)	(\$0.04)	(\$0.06)	(\$0.06)	(\$0.26)	(\$0.07)	(\$0.03)	(\$0.03)	(\$0.05)	(\$0.19)
Margins																				
Gross margin	73%	71%	75%	77%	74%	67%	66%	66%	65%	66%	67%	72%	69%	70%	70%	75%	75%	75%	75%	75%
Research and development	23%	19%	15%	20%	18%	17%	17%	17%	12%	16%	14%	9%	14%	14%	13%	15%	10%	10%	12%	12%
Sales, general and administrative	176%	135%	106%	125%	130%	120%	127%	120%	108%	119%	131%	81%	94%	109%	100%	126%	86%	86%	100%	97%
Operating margin	-126%	-84%	-46%	-67%	-74%	-71%	-78%	-71%	-55%	-69%	-77%	-19%	-40%	-53%	-43%	-66%	-21%	-22%	-37%	-34%
Tax rate, GAAP	-1%	-1%	-1%	-1%	-1%	-3%	0%	-1%	1%	-1%	-2%	0%	-2%	0%	-1%	0%	0%	0%	0%	0%
Net margin	-127%	-84%	-47%	-84%	-79%	-73%	-79%	-71%	-54%	-69%	-77%	-17%	-40%	-53%	-42%	-66%	-21%	-22%	-37%	-34%
Y/Y % change																				
Total Revenue	132%	262%	128%	6%	83%	66%	18%	-9%	0%	12%	-11%	62%	28%	7%	21%	15%	-2%	14%	16%	10%
Gross margin	148%	401%	206%	12%	107%	50%	9%	-19%	-16%	-1%	-10%	78%	32%	15%	28%	29%	2%	25%	24%	18%
Research and development	4%	51%	86%	88%	53%	25%	5%	8%	-37%	-3%	-28%	-11%	4%	20%	-5%	26%	6%	-16%	0%	2%
Sales, general and administrative	14%	45%	43%	24%	30%	13%	11%	2%	-14%	2%	-3%	3%	1%	8%	2%	11%	4%	4%	6%	6%
Operating income (loss)	-14%	-9%	-20%	60%	-2%	-7%	11%	39%	-18%	4%	-2%	-62%	-28%	2%	-24%	-2%	11%	-38%	-19%	-14%
Net income (loss)	-34%	-20%	-26%	99%	-10%	-5%	11%	38%	-36%	-3%	-6%	-65%	-28%	5%	-26%	-1%	20%	-38%	-19%	-13%
EPS Diluted (Pro forma)	-77%	-59%	-49%	41%	-49%	-28%	-10%	11%	-43%	-19%	-73%	-91%	-86%	-78%	-83%	-33%	-6%	-40%	-20%	-25%

Source: Company reports and Ascendant Capital Markets estimates.

Myomo, Inc.

Balance Sheet (\$ mils)	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and cash equivalents	17.4	13.8	12.6	15.5	12.9	10.2	7.4	5.3	9.3	6.0	6.9	5.3	3.0	2.5	1.5	(0.2)
Short term investments										3.0	4.2	4.2	4.2	4.2	4.2	4.2
Accounts receivable, net	0.8	1.1	2.2	2.0	1.7	1.4	1.6	1.9	1.5	1.6	2.5	2.4	2.2	3.2	3.2	2.8
Inventory	0.8	0.7	0.6	0.8	1.0	1.3	1.5	1.4	1.6	1.3	1.5	1.3	1.0	1.5	1.5	1.3
Deferred income taxes												0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other	1.0	1.0	1.0	0.9	0.9	0.5	0.6	0.6	0.5	0.7	0.9	3.9	3.6	5.3	5.2	4.5
Total current assets	19.9	16.6	16.5	19.2	16.6	13.3	11.1	9.2	12.9	12.6	16.0	17.1	14.0	16.7	15.6	12.5
Property and equipment, net	0.2	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.4
Intangibles, net												0.0	0.0	0.0	0.0	0.0
Deferred offering costs												0.0	0.0	0.0	0.0	0.0
Deferred income tax												0.0	0.0	0.0	0.0	0.0
Investment in JV					0.2	0.2	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.8	0.8	0.7	0.6	0.9	0.8	0.7	0.6	0.5	0.4	0.8	0.8	0.8	0.8	0.8	0.8
Total assets	20.9	17.7	17.5	20.1	18.0	14.6	12.2	10.2	13.7	13.3	17.1	18.1	15.1	17.7	16.7	13.7
Liabilities and stockholders' equity																
Accounts payable	3.9	2.9	3.4	3.9	4.2	3.4	3.6	3.2	3.5	4.0	5.2	7.6	6.9	10.2	10.2	8.8
Accrued expenses												0.6	0.6	0.9	0.9	0.8
Derivative liabilities												0.0	0.0	0.0	0.0	0.0
Deferred revenue				0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income tax								0.0	0.2	0.2	0.1	0.1	0.0	0.0	0.0	0.0
Other	0.2	0.3	0.3	0.3	0.4	0.4	0.4	0.4	0.3	0.2	0.5	0.5	0.5	0.5	0.5	0.5
Short term debt												0.0	0.0	0.0	0.0	0.0
Total current liabilities	4.1	3.2	3.7	4.3	4.7	3.9	4.1	3.6	3.9	4.3	5.8	8.8	8.0	11.6	11.5	10.0
Deferred income taxes												0.0	0.0	0.0	0.0	0.0
Warrant liabilities												0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.8	0.7	0.6	0.4	0.5	0.3	0.2	0.2	0.2	0.1	0.3	0.3	0.3	0.3	0.3	0.3
Long term debt												0.0	0.0	0.0	0.0	0.0
Total other liabilities	0.8	0.7	0.6	0.4	0.5	0.3	0.2	0.2	0.2	0.1	0.3	0.3	0.3	0.3	0.3	0.3
Preferred stock												0.0	0.0	0.0	0.0	0.0
Common stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.7	1.0	1.3	1.7
Additional paid-in capital	86.7	87.1	88.5	93.5	93.8	94.1	94.5	95.1	101.0	101.2	105.5	105.5	105.5	105.5	105.5	105.5
Retained earnings	(70.7)	(73.3)	(75.3)	(78.1)	(80.9)	(83.8)	(86.6)	(88.8)	(91.4)	(92.4)	(94.5)	(96.7)	(99.4)	(100.6)	(101.8)	(103.7)
Accumulated other comprehensive in	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)	(0.0)	(0.0)	0.0	0.1	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Other	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Total stockholders' equity	16.1	13.8	13.1	15.4	12.9	10.3	7.8	6.4	9.6	8.8	11.0	9.1	6.8	5.9	5.0	3.5
Total stockholders' equity and liabil	20.9	17.7	17.5	20.1	18.0	14.6	12.2	10.2	13.7	13.3	17.1	18.1	15.1	17.7	16.7	13.7

Balance Sheet Drivers

	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4E	Q1E	Q2E	Q3E	Q4E
Prepaid as % of total rev	43%	32%	23%	22%	24%	12%	14%	14%	16%	12%	18%	90%	90%	90%	90%	90%
Accounts payable as % of total rev	167%	93%	78%	98%	110%	94%	92%	79%	101%	67%	103%	175%	175%	175%	175%	175%
Inventories as % of cost of rev	127%	81%	58%	89%	80%	100%	111%	99%	137%	80%	93%	100%	100%	100%	100%	100%
Accrued expenses as % of total rev	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	15%	15%	15%	15%	15%
Activity Ratios																
A/R Days Sales Outstanding	29	33	45	44	39	33	36	42	40	25	45	50	50	50	50	50
Inventory Turnover	3.1x	4.9x	6.9x	4.5x	5.0x	4.0x	3.6x	4.0x	2.9x	5.0x	4.3x	4.0x	4.0x	4.0x	4.0x	4.0x
A/P Days Payable	562	289	277	391	296	245	247	202	275	213	296	525	630	630	630	630
Book & Cash Value (per share)																
Book Value per Share (diluted)	\$3.09	\$2.45	\$2.31	\$2.35	\$1.87	\$1.49	\$1.11	\$0.87	\$0.40	\$0.32	\$0.31	\$0.25	\$0.19	\$0.16	\$0.14	\$0.10
Cash per Share (diluted)	\$3.35	\$2.44	\$2.22	\$2.37	\$1.88	\$1.48	\$1.05	\$0.73	\$0.38	\$0.32	\$0.32	\$0.27	\$0.20	\$0.19	\$0.16	\$0.11
Net cash per Share (diluted)	\$3.35	\$2.44	\$2.22	\$2.37	\$1.88	\$1.48	\$1.05	\$0.73	\$0.38	\$0.32	\$0.32	\$0.27	\$0.20	\$0.19	\$0.16	\$0.11

Source: Company reports and Ascendant Capital Markets estimates

Myomo, Inc.

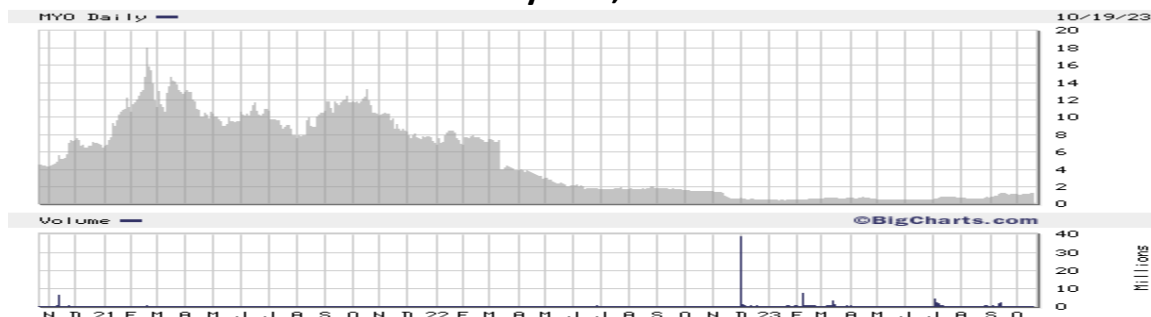
Cash Flow Statement (\$ mils)	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Cash flow from operating activities																				
Net income	(3.0)	(2.6)	(2.1)	(2.7)	(10.4)	(2.8)	(2.9)	(2.8)	(2.2)	(10.7)	(2.6)	(1.0)	(2.0)	(2.3)	(8.0)	(2.6)	(1.2)	(1.2)	(1.8)	(6.9)
Depreciation	0.0	0.0	0.0	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.0	0.1	0.0	0.0	0.2	0.0	0.0	0.0	0.0	0.1
Amortization	0.0	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.3	0.1	0.1	0.1	0.1	0.3	0.0	0.0	0.0	0.0	0.0
Debt related amortization expense					0.0					0.0					0.0					0.0
Stock comp	0.2	0.4	0.3	0.3	1.1	0.3	0.3	0.3	0.3	1.2	0.2	0.3	0.3	0.3	1.1	0.3	0.3	0.3	0.3	1.3
Bad debt expense					0.0	0.0				0.0	0.0				0.0					0.0
Inventory reserve																				
Deferred income taxes					0.0					0.0					0.0	(0.1)	0.0	0.0	0.0	(0.1)
Change in fair value of warrant liability					0.0					0.0					0.0					0.0
Writedowns and impairments	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	0.1	(0.0)	0.0	0.1					0.0					0.0
Other gains/losses	0.0				0.0	0.0		0.0	0.0	0.1	0.0	0.0	0.1	0.1	0.1					0.0
Other					0.0					0.0	0.0	(0.1)	(0.0)	(0.0)	(0.0)					0.0
Changes in operating assets and liabilities:																				
Accounts receivable	0.2	(0.4)	(1.1)	0.2	(1.0)	0.3	0.3	(0.2)	(0.3)	0.0	0.3	(0.1)	(0.9)	0.1	(0.5)	0.2	(1.0)	0.0	0.4	(0.4)
Inventory	(0.1)	0.1	0.1	(0.2)	(0.1)	(0.2)	(0.3)	(0.3)	0.1	(0.6)	(0.2)	0.2	(0.2)	0.2	0.1	0.3	(0.5)	0.0	0.2	0.0
Prepaid expenses & other curre	(0.4)	(0.0)	0.0	0.1	(0.3)	(0.1)	0.5	(0.1)	(0.0)	0.2	(0.1)	(0.2)	(0.2)	(3.0)	(3.4)	0.3	(1.7)	0.0	0.7	(0.6)
Income tax					0.0					0.0	0.0	(0.0)	(0.0)		0.0					0.0
Other assets					0.0	(0.0)	0.0	(0.0)	0.0	(0.0)				0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	1.0	(0.9)	0.6	0.5	1.1	0.3	(0.8)	0.2	(0.4)	(0.7)	0.4	0.5	1.3	2.3	4.5	(0.6)	3.3	(0.1)	(1.4)	1.2
Accrued expenses		0.1	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)				0.6	0.6	(0.1)	0.3	(0.0)	(0.1)	0.1
Deferred revenue	(0.0)	0.0			(0.0)	0.0		0.0	(0.0)	0.0	(0.0)	(0.0)	0.0	0.0	0.0					0.0
Other liabilities	0.0	(0.0)		(0.1)	(0.1)					0.0	(0.1)	(0.1)	(0.2)	0.0	(0.4)	0.0	0.0	0.0	0.0	0.0
Net cash (used in) provided by	(2.1)	(3.4)	(2.2)	(1.8)	(9.5)	(2.3)	(2.6)	(2.8)	(2.5)	(10.2)	(1.8)	(0.3)	(1.7)	(1.6)	(5.4)	(2.2)	(0.5)	(0.9)	(1.6)	(5.2)
Cash flow from investing activities																				
Purchases of property and equi	(0.0)	(0.2)	(0.1)	(0.0)	(0.3)	(0.0)	(0.1)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	(0.1)	(0.0)	(0.2)	(0.1)	(0.0)	(0.2)	(0.1)	(0.3)
Purchases of short-term investments					0.0					0.0		(2.9)	(1.3)		(4.2)					0.0
Acquisitions					0.0	(0.2)				(0.2)					0.0					0.0
Other					0.0					0.0					0.0					0.0
Net cash used in investing activ	(0.0)	(0.2)	(0.1)	(0.0)	(0.3)	(0.2)	(0.1)	(0.0)	(0.0)	(0.3)	(0.0)	(3.0)	(1.3)	(0.0)	(4.4)	(0.1)	(0.0)	(0.2)	(0.1)	(0.3)
Cash flow from financing activities																				
Issuance of debt					0.0					0.0					0.0	0.0	0.0	0.0	0.0	0.0
Repayment of debt					0.0					0.0					0.0					0.0
Issuance of stock			1.1		1.1				0.4	0.4	5.8	0.0	3.9	0.0	9.7	0.0	0.0	0.0	0.0	0.0
Proceeds from stock option exe	7.3	0.0		4.8	12.1					0.0		(0.0)			(0.0)					0.0
Other		0.0	(0.0)		0.0					0.0					0.0					0.0
Dividends and distributions					0.0					0.0					0.0					0.0
Cash provided by (used in) fina	7.3	0.0	1.1	4.8	13.2	0.0	0.0	0.0	0.4	0.4	5.8	(0.0)	3.9	0.0	9.7	0.0	0.0	0.0	0.0	0.0
Effect of exchange rate on cash	(0.0)		0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0		(0.0)	(0.0)						0.0
Net increase (decrease) in cash	5.1	(3.6)	(1.2)	2.9	3.3	(2.6)	(2.7)	(2.8)	(2.1)	(10.2)	3.9	(3.3)	0.9	(1.6)	(0.1)	(2.2)	(0.5)	(1.0)	(1.7)	(5.5)
Beginning cash and equivalents	12.2	17.4	13.8	12.6	12.2	15.5	12.9	10.2	7.4	15.5	5.3	9.3	6.0	6.9	5.3	5.3	3.0	3.0	2.5	1.5
Ending cash and equivalents	17.4	13.8	12.6	15.5	15.5	12.9	10.2	7.4	5.3	5.3	9.3	6.0	6.9	5.3	5.3	3.0	2.5	1.5	(0.2)	(0.2)

Source: Company reports and Ascendant Capital Markets estimates

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Myomo, Inc.



Source: <https://bigcharts.marketwatch.com/>

Report	Report Date	Rating	Price Target
1	7/30/2019	Buy	60.00
2	8/12/2019	Buy	52.50
3	11/13/2019	Buy	45.00
4	3/23/2020	Buy	15.00
5	5/19/2020	Buy	12.00
6	8/11/2020	Buy	13.00
7	11/11/2020	Buy	14.00
8	3/11/2021	Buy	18.00
9	5/11/2021	Buy	19.00
10	8/15/2021	Buy	20.00
11	11/28/2021	Buy	19.00
12	3/21/2022	Buy	17.00
13	6/5/2022	Buy	14.00
14	8/7/2022	Buy	10.00
15	11/13/2022	Buy	9.00
16	3/30/2023	Buy	8.50
17	5/28/2023	Buy	8.00
18	8/10/2023	Buy	7.50

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HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

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Rating	Count	Percent	Investment Banking Services Past 12 months	
			Count	Percent
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Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	52	100%	19	37%

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