

**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): **May 7, 2024**

ELECTROMED, INC.

(Exact Name of Registrant as Specified in Its Charter)

Minnesota
(State or Other Jurisdiction of
Incorporation)

001-34839
(Commission File Number)

41-1732920
(I.R.S. Employer Identification
Number)

**500 Sixth Avenue NW
New Prague, MN 56071**
(Address of Principal Executive Offices) (Zip Code)

(952) 758-9299
(Registrant's Telephone Number, Including Area Code)

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:

Common Stock, \$0.01 par value
(Title of each class)

ELMD
(Trading Symbol)

NYSE American LLC
(Name of each exchange on which registered)

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

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 May 7, 2024, Electromed, Inc., a Minnesota corporation (the “Company”), issued a press release announcing its financial results for the fiscal quarter ended March 31, 2024. The full text of the press release is furnished as Exhibit 99.1 to this Current Report on Form 8-K and incorporated by reference into this Item 2.02.

Item 7.01 Regulation FD Disclosure.

The Company has updated its investor presentation, a copy of which is furnished as Exhibit 99.2 to this Current Report on Form 8-K and incorporated by reference into this Item 7.01. The Company intends to use the presentation in whole or in part, in one or more meetings with investors and analysts.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

Exhibit Number	Description
99.1	Press Release dated May 7, 2024
99.2	Company Investor Presentation dated May 7, 2024
104	Cover Page Interactive Data File (embedded in the cover page and formatted in inline XBRL)

The information contained in this Current Report on Form 8-K, including Exhibits 99.1 and 99.2 attached hereto, shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section, and shall not be incorporated by reference into any registration statement pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

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.

ELECTROMED, INC.

Date: May 7, 2024

By: /s/ Bradley M. Nagel

Name: Bradley M. Nagel

Title: Chief Financial Officer

Electromed, Inc. Announces Record Revenue in Fiscal 2024 Third Quarter*Growth initiatives drive record revenue*

NEW PRAGUE, Minn.--(BUSINESS WIRE)-- Electromed, Inc. ("Electromed") (NYSE American: ELMD), a leader in innovative airway clearance technologies, today announced financial results for the three months ended March 31, 2024 ("Q3 FY 2024").

Q3 FY 2024 Financial Highlights

- Net revenues increased 15% to a record \$13.9 million in Q3 FY 2024, from \$12.1 million in the third quarter of the prior fiscal year.
- Gross margins were 75% of net revenues in the third quarters of both the current and prior fiscal years.
- Operating income increased by 54% to \$1,841,000 or 13% of revenue, compared with \$1,196,000 or 10% of revenue in the third quarter of the prior fiscal year.
- Net income was \$1,493,000 for the quarter, or \$0.17 per diluted share, compared to \$1,075,000, or \$0.12 per diluted share in the third quarter of the prior fiscal year.
- Cash as of March 31, 2024, was \$11.7 million, an increase of \$4.3 million from the June 30, 2023, balance.

"I am excited to announce another record revenue quarter in the third quarter of fiscal year 2024," said Jim Cunniff, President, and Chief Executive officer. "Our company continues to operate at a high level, further driving the adoption of our best-in-class product, backed by careful commercial expansion and excellent operational efficiency. Our strategy has again generated double-digit revenue growth, with significant operating leverage that is resulting in strong profitability. The team remains focused on serving patients and providers while simultaneously enhancing shareholder value through strong operating results. I look forward to continuing this momentum into our final quarter of fiscal year 2024."

Q3 FY 2024 Results

All amounts below are for the three months ended March 31, 2024, and compare to the three months ended March 31, 2023 ("Q3 FY 2023") unless otherwise noted.

Net revenues grew 14.9% to \$13.9 million, from \$12.1 million in Q3 FY 2023.

Revenue in our direct homecare business increased year-over-year by 12.0% to \$12.3 million, from \$11.0 million. The increase in revenue was due to an increase in sales representatives and efficiencies recognized within our reimbursement department as a result of recent investments made to streamline the claims process. Field sales force employees totaled 59 at quarter end, 51 of which were direct sales representatives. The annualized homecare revenue per weighted average direct sales representative in Q3 FY 2024 was \$969,000, slightly higher than Electromed's annual target range of \$850,000 to \$950,000.

Gross profit increased to \$10,382,000, or 74.8% of net revenues from \$9,056,000 or 75.0% of net revenues in the prior fiscal year. The increase in gross profit in Q3 FY2024 was primarily due to increased net revenues. The decrease in gross margin compared to Q3 FY 2023 was primarily due to costs associated with the wind down of our previous generator models.

Selling, general and administrative (“SG&A”) expenses were \$8,374,000 representing an increase of \$680,000, or 8.8%, compared to Q3 FY 2023. The increase in SG&A expense was primarily due to increased share-based compensation expense and payroll expense related to the higher average number of sales, sales support, marketing, and reimbursement personnel to process an increased volume of patient referrals.

Operating income for the quarter was \$1,841,000, compared to \$1,196,000 in Q3 FY 2023. The increase in operating income was driven primarily by increased net revenues.

Net income for the quarter was \$1,493,000, or \$0.17 per diluted share, compared to \$1,075,000, or \$0.12 per diluted share in Q3 FY 2023.

As of March 31, 2024, Electromed had \$11.7 million in cash, \$23.9 million in accounts receivable and no debt, achieving working capital of \$35.0 million, and total shareholders’ equity of \$42.6 million. The cash balance reflects an increase of \$4.3 million for the nine months ended March 31, 2024, compared to a decrease in cash of \$1.4 million in the nine months ended March 31, 2023. This increase in cash in the current year was driven by an increase in operating income and management of working capital.

Conference Call and Webcast Information

A conference call with members of Electromed management will be held at 5:00 p.m. Eastern Time on Tuesday, May 7, 2024.

Interested parties may participate in the call by dialing (877) 407-0789 (Domestic) or (201) 689-8562 (International).

The live conference call webcast will be accessible in the Investor Relations section of Electromed’s website and directly via the following link: https://viaid.webcasts.com/starthere.jsp?ei=1665471&tp_key=f09d972070

For those who cannot listen to the live broadcast, a replay will be available by dialing (844) 512-2921 (Domestic) or (412) 317-6671 (International) and referencing the replay pin number 13743606. Additionally, an online replay will be available for one year in the Investor Relations section of Electromed’s web site at: <https://investors.smartvest.com/events-and-presentations/default.aspx>

About Electromed, Inc.

Electromed, Inc. manufactures, markets, and sells products that provide airway clearance therapy, including the SmartVest® Airway Clearance System, to patients with compromised pulmonary function. It is headquartered in New Prague, Minnesota, and was founded in 1992. Further information about Electromed can be found at www.smartvest.com.

Cautionary Statements

Certain statements in this press release constitute forward-looking statements as defined in the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can generally be identified by words such as “anticipate,” “believe,” “estimate,” “continue,” “expect,” “intend,” “may,” “plan” “potential,” “should,” “will,” and similar expressions, including the negative of these terms, but they are not the exclusive means of identifying such statements. Forward-looking statements cannot be guaranteed, and actual results may vary materially due to the uncertainties and risks, known or unknown associated with such statements. Examples of risks and uncertainties for the Company include, but are not limited to, the competitive nature of our market; changes to Medicare, Medicaid, or private insurance reimbursement policies; changes to state and federal health care laws; changes affecting the medical device industry; our ability to develop new sales channels for our products such as the homecare distributor channel; our need to maintain regulatory compliance and to gain future regulatory approvals and clearances; new drug or pharmaceutical discoveries; general economic and business conditions; our ability to renew our line of credit or obtain additional credit as necessary; our ability to protect and expand our intellectual property portfolio; the risks associated with expansion into international markets, as well as other factors we may describe from time to time in the Company’s reports filed with the Securities and Exchange Commission (including the Company’s most recent Annual Report on Form 10-K, as amended from time to time, and subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K). Investors should not consider any list of such factors to be an exhaustive statement of all the risks, uncertainties or potentially inaccurate assumptions investors should take into account when making investment decisions. Shareholders and other readers should not place undue reliance on “forward-looking statements,” as such statements speak only as of the date of this press release. We undertake no obligation to update them in light of new information or future events.

Brad Nagel, Chief Financial Officer
(952) 758-9299
investorrelations@electromed.com

Mike Cavanaugh, Investor Relations
ICR Westwicke
(617) 877-9641
mike.cavanaugh@westwicke.com

Source: Electromed, Inc.

Electromed, Inc.

Condensed Balance Sheets

	March 31, 2024	June 30, 2023
	(Unaudited)	(Audited)
Assets		
Current Assets		
Cash and cash equivalents	\$ 11,712,000	\$ 7,372,000
Accounts receivable (net of allowances for credit losses of \$45,000)	23,907,000	24,130,000
Contract assets	642,000	487,000
Inventories	4,178,000	4,221,000
Prepaid expenses and other current assets	592,000	1,577,000
Income tax receivable	291,000	-
Total current assets	41,322,000	37,787,000
Property and equipment, net	5,283,000	5,672,000
Finite-life intangible assets, net	648,000	605,000
Other assets	106,000	161,000
Deferred income taxes	1,542,000	1,581,000
Total assets	\$ 48,901,000	\$ 45,806,000
Liabilities and Shareholders' Equity		
Current Liabilities		
Accounts payable	792,000	1,372,000
Accrued compensation	2,987,000	3,018,000
Income tax payable	-	336,000
Warranty reserve	1,525,000	1,378,000
Other accrued liabilities	1,022,000	1,949,000
Total current liabilities	6,326,000	8,053,000
Other long-term liabilities	31,000	86,000
Total liabilities	6,357,000	8,139,000
Commitments and Contingencies		
Shareholders' Equity		
Common stock, \$0.01 par value per share, 13,000,000 shares authorized; 8,655,727 and 8,555,238 shares issued and outstanding, as of March 31, 2024, and June 30, 2023, respectively	87,000	86,000
Additional paid-in capital	20,342,000	18,788,000
Retained earnings	22,115,000	18,793,000
Total shareholders' equity	42,544,000	37,667,000
Total liabilities and shareholders' equity	\$ 48,901,000	\$ 45,806,000

Electromed, Inc.

Condensed Statements of Operations

	Three Months Ended March 31,		Nine Months Ended March 31,	
	2024	2023	2024	2023
Net revenues	\$ 13,871,000	\$ 12,068,000	\$ 39,884,000	\$ 34,455,000
Cost of revenues	3,489,000	3,012,000	9,459,000	8,386,000
Gross profit	10,382,000	9,056,000	30,425,000	26,069,000
Operating expenses				
Selling, general and administrative	8,374,000	7,694,000	25,699,000	22,937,000
Research and development	167,000	166,000	480,000	618,000
Total operating expenses	8,541,000	7,860,000	26,179,000	23,555,000
Operating income	1,841,000	1,196,000	4,246,000	2,514,000
Interest income, net	120,000	26,000	293,000	37,000
Net income before income taxes	1,961,000	1,222,000	4,539,000	2,551,000
Income tax expense	468,000	147,000	1,217,000	418,000
Net income	\$ 1,493,000	\$ 1,075,000	\$ 3,322,000	\$ 2,133,000
Income per share:				
Basic	\$ 0.17	\$ 0.13	\$ 0.39	\$ 0.25
Diluted	\$ 0.17	\$ 0.12	\$ 0.38	\$ 0.25
Weighted-average common shares outstanding:				
Basic	8,565,725	8,461,531	8,549,352	8,449,623
Diluted	8,892,821	8,710,106	8,822,938	8,694,407

Electromed, Inc.

Condensed Statements of Cash Flows

	Nine Months Ended March 31,	
	2024	2023
	(Unaudited)	(Unaudited)
Cash Flows From Operating Activities		
Net income	\$ 3,322,000	\$ 2,133,000
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation	594,000	370,000
Amortization of finite-life intangible assets	37,000	52,000
Share-based compensation expense	1,250,000	506,000
Deferred income taxes	39,000	32,000
Changes in operating assets and liabilities:		
Accounts receivable	223,000	(1,293,000)
Contract assets	(155,000)	(284,000)
Inventories	78,000	(264,000)
Prepaid expenses and other current assets	1,234,000	105,000
Income tax payable, net	(627,000)	(270,000)
Accounts payable and accrued liabilities	(1,386,000)	(111,000)
Accrued compensation	(31,000)	(660,000)
Net cash provided by operating activities	4,578,000	316,000
Cash Flows From Investing Activities		
Expenditures for property and equipment	(265,000)	(1,221,000)
Expenditures for finite-life intangible assets	(84,000)	(54,000)
Net cash used in investing activities	(349,000)	(1,275,000)
Cash Flows From Financing Activities		
Issuance of common stock upon exercise of options	111,000	40,000
Taxes paid on net share settlement of stock option exercises	-	(305,000)
Repurchase of common stock	-	(153,000)
Net cash provided by (used in) financing activities	111,000	(418,000)
Net increase (decrease) in cash	4,340,000	(1,377,000)
Cash And Cash Equivalents		
Beginning of period	7,372,000	8,153,000
End of period	\$ 11,712,000	\$ 6,776,000

Electromed, Inc. Investor Presentation

May 2024

NYSE American: ELMD

**INNOVATION LEADER IN
AIRWAY CLEARANCE
TECHNOLOGIES**



smartvest[®]
AIRWAY CLEARANCE SYSTEM





Forward Looking Statements

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→ Who We Are

ELECTROMED, INC.

Electromed, Inc. is a growing medical device company focused on airway management to help people around the world breathe better, stay healthier, and lead active and fulfilling lives.

Key Stats:



Headquarters:
New Prague, MN



Ticker:
ELMD



Established:
1992



Annual Revenue:
\$53.5M



Market Cap:
\$139M



Share Count:
8.7M



174
Employees



Manufacturing
in Minnesota



HFCWO Market
Focus

As of and for trailing 12 months ended 3/31/2024

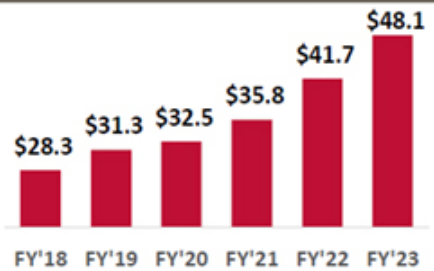
→ Electromed Overview

- » Growing and profitable medical technology company
- » A leader in the large and expanding airway clearance market
- » SmartVest® High Frequency Chest Wall Oscillation (“HFCWO”) technology supported by clinical outcomes data with strong reimbursement
- » Attractive direct-to-patient and provider model
- » Strong financial profile with attractive historical gross margins and profitability, well capitalized balance sheet

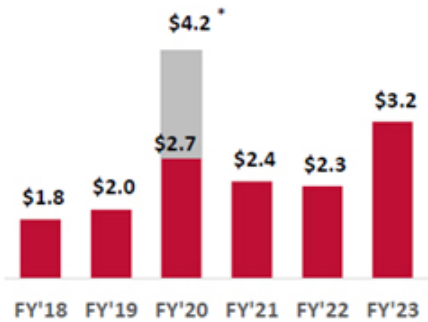
¹ Financials under ASC 606



Net Revenue (\$M)¹



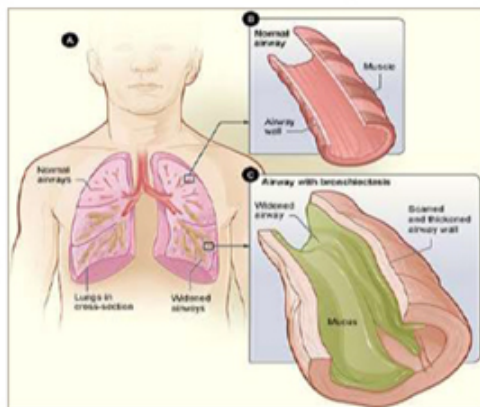
Net Income (\$M)¹



* FY20 reported net income of \$4.2M included \$1.5M of one-time benefits and cost savings related to the COVID health emergency. See appendix for non-GAAP reconciliation

➔ What is Bronchiectasis?

- » An irreversible lung condition characterized by abnormal widening of one or more of the bronchi (airways)
- » End result of repeated episodes of pulmonary inflammation and infection
- » Damaged airways allow excess mucus to accumulate, increasing risk of infection
- » Mean prevalence of bronchiectasis in patients with COPD is 54%¹



¹Chalmers J. and Sethi S. Raising awareness of bronchiectasis in primary care: overview of diagnosis and management strategies in adults. *NPJ Prim Care Respir Med.* 2017;27:18



US Market

Large, Growing and Underpenetrated Market

Estimated Net
Bronchiectasis
prevalence, **DIAGNOSED**¹

Estimated bronchiectasis
prevalence,
UNDIAGNOSED²



Estimated HFCWO
bronchiectasis penetration,
treated population¹

Bronchiectasis HFCWO
penetration ~15%¹

Diagnosed BE population
growing at ~12%
annually¹

¹Internal company estimates derived from GUIDEHOUSE 2023 NASM claims database

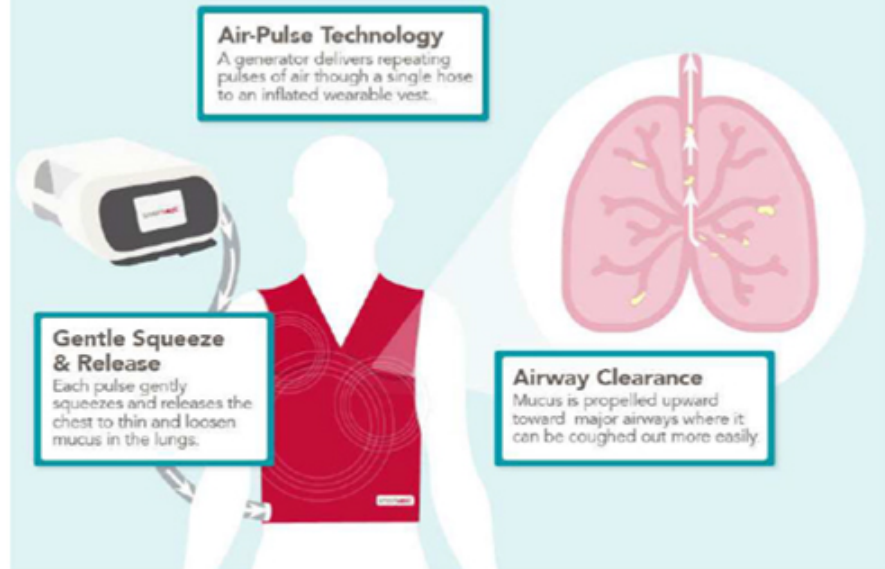
²Internal company estimates derived from GUIDEHOUSE 2023 literature review and 2023 CDC NHANES data



How is Bronchiectasis Treated?

Benefits of HFCWO Therapy

How Does SmartVest® HFCWO Therapy Work?



On Average, How Often Is HFCWO Therapy Performed?

2x
per day

30
minutes
per session

7
days
per week



SmartVest Clearway®

Newest HFCWO Device on the Market

An enhanced patient experience!

- » **Smaller, lighter and intuitive user interface** for better patient adherence
- » **Patient remote monitoring** enabled
- » **More portable and easier for travel**



**SmartVest® has a well-established reimbursement code from CMS – E0483;
Electromed has over 275M contracted lives in the US**



SmartNotes™ Patient Progress Report

Providing Patient Outcomes and Treatment Progress to Physicians

SmartNotes combine patient **Quality of Life** and **Therapy Utilization** data to provide physicians with extended views into disease management

- » **TeleRespiratory Services:** A team of Respiratory Therapists stay connected with patients and support their therapy utilization.
- » **Outcomes Management:** Easy-to-read report provides physicians with a comprehensive view of disease progression and therapy impact.

Name: C. Clearway DOB: 01/02/1950 Age: 74

COPD Risk D [E]	HFCWO Setup: 11/02/2023	Rep. Clinic: 123 [Enroll Training account]
Primary DX: Bronchiectasis (Non CF)	Last Encounter: 12/21/2023	Member ID: 123456

Patient Motivational Goal: Be able to go shopping

Days on Therapy

146

PHYSICIAN INFO

Facility: Moss Pulmonary Associates
Pulmonologist: Peter Moss
Next Phys Visit: 12/28/2023

EQUIPMENT INFORMATION

HFCWO Current Total Hours: 123
Garment fit: Yes
Able to return the equipment instructions: Yes

HFCWO REPORTED USAGE

Avg Sessions/Day	Avg Minutes/Day
2	30

HFCWO OUTCOMES (POST THERAPY)

PT Reported Feeling Better - I feel better than the last check in
Sputum production post SmartWest: Slightly more
Has shortness of breath improved: Yes
Reduced effort to mobilize secretions: Yes
Reduced SABA/Rescue inhaler use post SmartWest: No

Days since last Admit

147

HOSPITAL ADMISSIONS PRIOR TO SMARTVEST

Hospital Admissions: 2
Reason for Visit: Respiratory
Last Admission date: 10/02/2023
Resp Infections Prior to SmartWest: 4

HOSPITALIZATIONS SINCE INITIATING SMARTVEST

Hospital Admissions: N/A
Reason for Visit: N/A
Date of last admission: N/A
Resp Infections Since SmartWest: 0

CAT Change

-14

CAT TOTAL SCORE: RANGE 0-40; HIGH SEVERITY > 10

CAT SCORE BY QUESTION: #LS = HIGH SEVERITY

	Chugging	Phlegm	Choke	Waking	Activities	Shortness of B	Shortness of B	Shortness of B	Energy	Total
06/14/2023	2	1	2	2	2	3	2	2	2	16
02/09/2023	4	5	5	3	4	3	3	3	3	30

smartvest
AIRWAY CLEARANCE SYSTEM

ELECTROMED, INC. | 9



Clinical Evidence

Electromed has Published Studies Showing Effectiveness of HFCWO to Treat Bronchiectasis

Therapy with HFCWO demonstrated key health outcomes improved in post-compared to pre-index period: cough, all-cause hospitalizations, pneumonia and pulmonary hospitalizations.

DeKoven (2022)

Therapy with SmartVest® significantly decreased exacerbations requiring hospitalization, antibiotic use, and stabilizes lung function.

Powner (2018)

Therapy with SmartVest® demonstrated an improvement in symptom scores and quality of life.

Chakravorty (2011)

59%

Fewer hospitalizations

Exacerbations requiring hospitalizations reduced with SmartVest®.

Sievert (2016)

75%

Reduction in ER visits

Longitudinal outcome-based study showed ER visits significantly reduce with SmartVest®.

Sievert (2018)



Markets We Serve

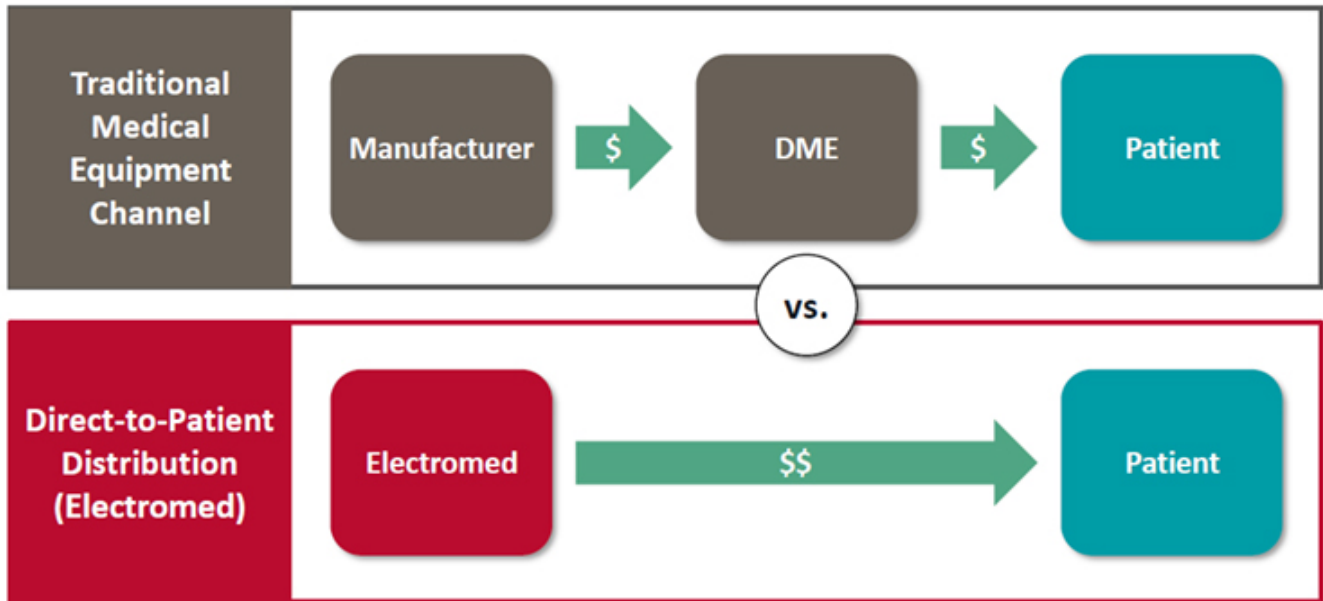
Net Revenue Breakdown, Fiscal Year 2023

	Homecare	Hospitals	International
% of Net Revenue:	95%	4%	1%
Sales Points:	Direct to physicians adult pulmonology clinics cystic fibrosis centers neuromuscular clinics HME distributors	Individual hospitals; member hospitals of group purchasing organizations (GPOs)	Distributors
Revenue Model:	Third-party reimbursement (Medicare, Medicaid, Commercial) Contracted price with payments made directly from the distributor	Payments made directly from the institution for generator sales – capital purchase Single patient use garments – recurring sales	Contracted price with payments made directly from the distributor



Direct-to-Patient Model

Drives Attractive Margin Profile

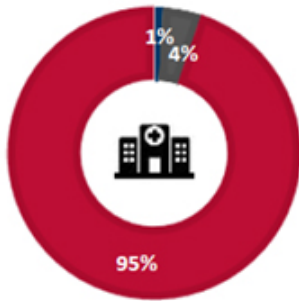


ELMD expects gross margins in the mid-70s and improving with the SmartVest® Clearway®



Net Revenue Breakdown - \$48.1M (FY'23)

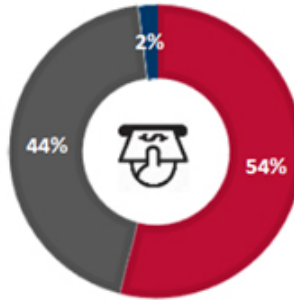
By Setting



- Home Care¹
- Hospitals
- International

¹Includes \$1.5 million from home care distributor revenue

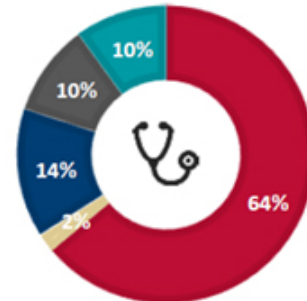
Homecare By Payer



- Medicare
- Commercial / Other²
- Medicaid

²Includes Managed Medicare and Managed Medicaid

Homecare By Referral Volume



- Bronchiectasis
- Cystic Fibrosis
- Neuromuscular
- COPD/COPD Related
- Other



Growth Strategy

How Will Electromed Increase Market Share?

- Continued sales force expansion along with complementary infrastructure investments
- Direct-to-consumer and physician marketing to increase brand awareness and revenue
- Best-in-class customer care and support
- Develop and promulgate the body of bronchiectasis clinical evidence to increase physician adoption of the SmartVest® System for patients
- Promote the best-in-class SmartVest Clearway® device

→ Why Invest?

HFCWO Industry Drivers



Aging
population



Higher
incidence
of chronic
lung diseases



Growing
physician
awareness of
diseases such as
bronchiectasis



The
Affordable
Care Act
penalizes for
readmission



Healthcare
reform moving
to **fee-for-**
outcomes



Treatment
moving to
lower cost
settings
(homecare)



Unique Investment Opportunity

- **Large, expanding bronchiectasis market** supported by **industry tailwinds**
- **Clinically proven therapy**
- **Well established reimbursement code with broad payer coverage**
- **Consistent double-digit organic revenue growth**
- History of **high gross margins, robust operating cash flow** and increased **operating leverage**



Mgmt. Incentives Aligned w/Investors

- **CEO incentive** reward based on increasing **total shareholder return**.
- **Management's incentive compensation** focused solely on delivering **financial results**.





Why Invest?

Attractive Valuation and Operating Metrics (TTM ended 3/31/2024 Results)

Metric	ELMD		RUS ME
Sales Growth	17.0%	>	3.7%
EV / Revenue	2.6x	>	4.6x
Gross Margin	76.4%	>	54.7%
Operating Margin	10.7%	>	(9.1%)



ELECTROMED, INC.

Jim Cunniff, President & CEO

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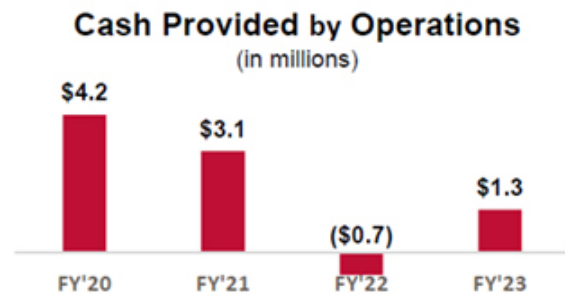
APPENDIX



Financial Highlights and Balance Sheet

Financial Summary (in \$ millions, except shares amounts)	Fiscal Year Ended			3 Months Ended	
	June 30, 2021	June 30, 2022	June 30, 2023	Mar 31, 2023	Mar 31, 2024
Revenues	35.8	41.7	48.1	12.1	13.9
Gross Profit	27.3	31.4	36.5	9.1	10.4
<i>Gross margin</i>	76%	75%	76%	75%	75%
Operating income	3.1	3.0	4.0	1.2	1.8
<i>Operating margin</i>	9%	7%	8%	9.9%	13.3%
Net income	2.4	2.3	3.2	1.1	1.5
Diluted EPS	\$0.27	\$0.26	\$0.36	\$0.12	\$0.17
Diluted Shares	8,911,842	8,768,703	8,700,833	8,710,106	8,892,821
Cash provided by operations	\$3.1	(\$0.7)	\$1.3	0.6	1.4

Balance Sheet (in \$ millions)	Mar 31, 2024
Cash	11.7
Current assets	41.3
Total assets	48.9
Current liabilities	6.3
Other long-term liabilities	0.03
Total debt	0.0
Total shareholders' equity	42.5





Senior Leadership



Jim Cunniff – President & Chief Executive Officer

- CEO of Electromed since July 2023
- 30+ years of executive leadership in MedTech and the broader healthcare industry
- Track record of consistently growing revenue through innovative go-to market strategies
- Former President, CEO, and Board Director of Provista as well as Leiters Health
- Former Senior Vice President of Americas for Kinetic Concepts, Inc.
- Former President, Stryker Corporation for the following divisions: Medical, Asia/Pacific and Emerging Markets



Brad Nagel – Chief Financial Officer

- Chief Financial Officer at Electromed since November 2022
- 15+ years of financial leadership and strategic planning experience with Fortune 500 companies
- Former Divisional Chief Financial Officer of Global Lung Health and Visualization at Medtronic



Kristine Owata – Vice President of Reimbursement & Payer Relations

- VP of Reimbursement & Payer Relations at Electromed since October 2020
- 15+ years of diverse leadership experience in people management, client experience and process improvement
- Former president and director of Intelligere, Inc., and former owner of W4P Revenue Cycle Solutions, where she implemented revenue cycle solutions for healthcare clients



Diane Kaufman – Vice President of Human Resources

- VP of Human Resources at Electromed since July 2021
- 30+ years of experience leading global human resource functions aligning them with global business strategy and a champion of culture transformation
- Former Sr. VP of Global Human Resources at Ergotron resulting in 65% employee referral rate, 100% candidate acceptance and hiring in 30 days, and reduced turnover from 23% to 3%



Amy Yanta – Vice President of Regulatory Affairs, Quality Assurance & Compliance

- VP of Regulatory, Quality & Compliance since September 2023
- 15+ years of experience in the MedTech industry specializing in Regulatory Affairs and Quality Assurance
- Former RAQA leader at IMRIS, and former regulatory affair roles at Boston Scientific and Surmodics.



Non-GAAP Reconciliation

Slide 4 GAAP Net Income	\$	4,200,000
Reconciling Items:		
Government Stimulus Income	\$	(900,000)
Expense reductions from COVID-related furloughs and role eliminations	\$	(700,000)
Expense reductions from COVID-related travel limitations and fewer headcount traveling	\$	(400,000)
Tax Impact	\$	500,000
Non-GAAP Net Income	\$	2,700,000