Butterfly™
The New Image of Health

2020 Earnings Call



Speakers:

Dr. Todd Fruchterman, President & CEO
Stephanie Fielding, CFO

March 29, 2021

Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Butterfly Network, Inc.'s (the "Company") actual results may differ from its expectations, estimates, and projections and, consequently, you should not rely on these forward-looking statements as predictions of future events. Words such as "expect," "estimate," "project," "budget," "forecast," "anticipate," "intend," "plan," "may," "will," "could," "should," "believes," "predicts," "potential," "continue," and similar expressions (or the negative versions of such words or expressions) are intended to identify such forward-looking statements. These forward-looking statements include, without limitation, the Company's expectations with respect to financial results, future performance, development of products and services, potential regulatory approvals, anticipated financial impacts and other effects of the Company's business combination on its business, the size and potential growth of and trends in current or future markets for its products and services, and the Company's collaborations and partnerships. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from those discussed in the forward-looking statements. Most of these factors are outside the Company's control and are difficult to predict. Factors that may cause such differences include, but are not limited to: the impact of COVID-19 on the Company's business; the ability to maintain the listing of the Company's Class A common stock on the New York Stock Exchange; the ability to recognize the anticipated benefits of the business combination, which may be affected by, among other things, competition and the Company's ability to grow and manage growth profitably and retain its key employees; changes in applicable laws or regulations; the Company's ability to raise financing in the future; the success, cost and timing of the Company's product and service development activities; the potential attributes and benefits of the Company's products and services; the Company's ability to obtain and maintain regulatory approval for its products, and any related restrictions and limitations of any approved product; the Company's ability to identify, in-license or acquire additional technology; the Company's ability to maintain its existing license, manufacture, supply and distribution agreements; the Company's ability to compete with other companies currently marketing or engaged in the development of products and services that the Company is currently marketing or developing; the size and growth potential of the markets for the Company's products and services, and its ability to serve those markets, either alone or in partnership with others; the pricing of the Company's products and services and reimbursement for medical procedures conducted using its products and services; the Company's estimates regarding expenses, revenue, capital requirements and needs for additional financing; the Company's financial performance; and other risks and uncertainties indicated from time to time in the Company's filings with the Securities and Exchange Commission. The Company cautions that the foregoing list of factors is not exclusive. The Company cautions you not to place undue reliance upon any forward-looking statements, which speak only as of the date of this presentation. The Company does not undertake or accept any obligation or undertake to release publicly any updates or revisions to any forward-looking statements to reflect any change in the Company's expectations or any change in events, conditions or circumstances on which any such statement is based.

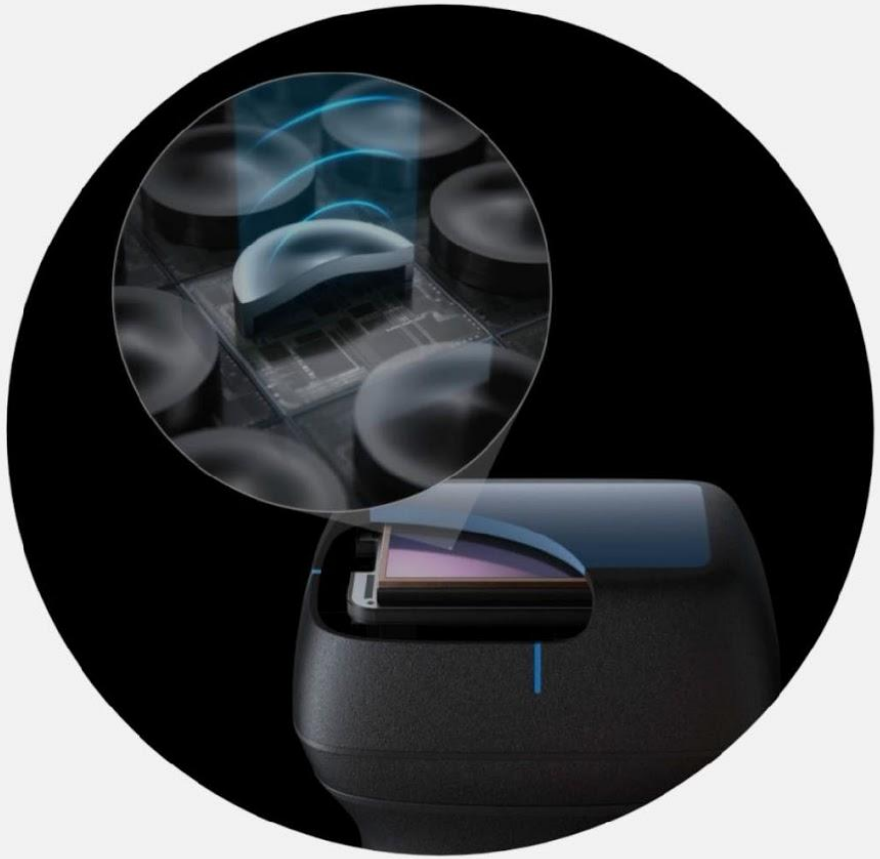
Introduction

Dr. Todd Fruchterman, President & CEO

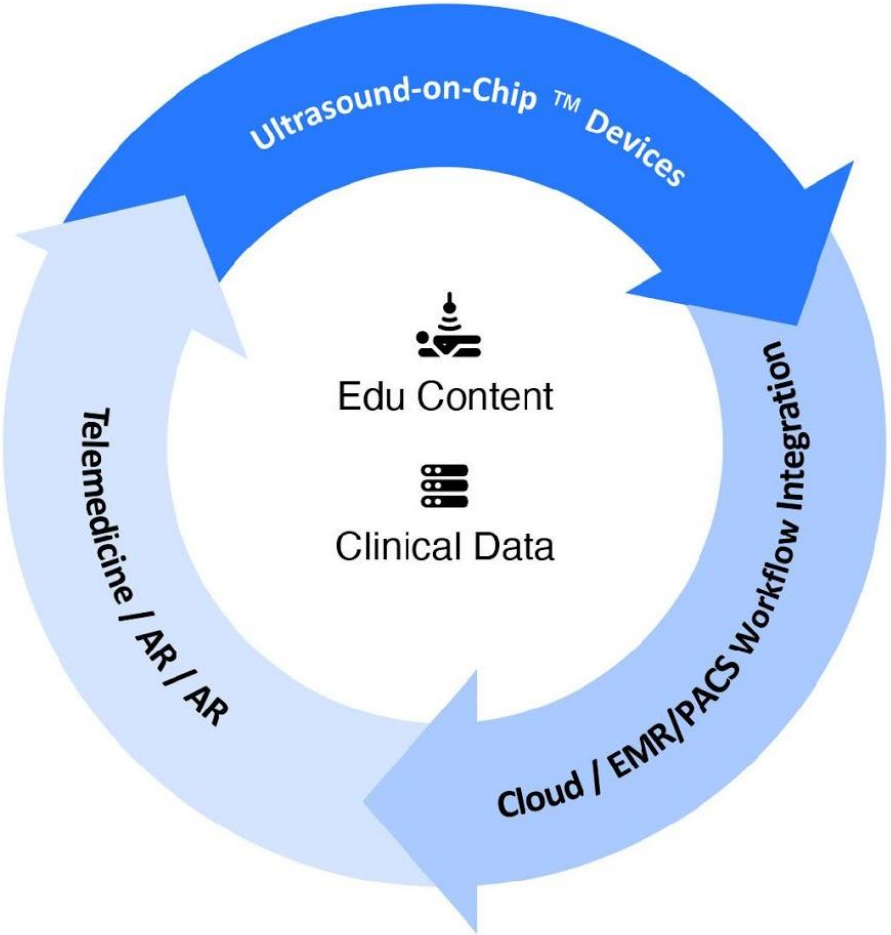
A Disruptive Fusion of Hardware and Software

Next-generation of imaging that is affordable, portable and connected.

Powered by Ultrasound-on-Chip™



Connected Solution



A solution that delivers vital information across multiple care settings.

Our Mission is to Democratize Medical Imaging

Improving healthcare access to support global health equity.







of the world has no access to medical imaging[1]



of diagnostic dilemmas can be addressed through simple imaging[2]

1. Per World Health Organization applied to current world population
2. https://www.paho.org/hq/index.php?option=com_content&view=article&id=7410:2012-dia-radiografia-dos-tercios-poblacion-mundial-no-tiene-acceso-diagnostico-imagen&Itemid=1926&lang=en

2020 Performance

Introducing Butterfly iQ+

Our next-generation Ultrasound-on-Chip™ technology.

- ***Less expensive to produce***
- ***Faster frame rates***
- ***Longer battery life***
- ***Smaller probe head***
- ***Improved interoperability***



Butterfly and The American College of Cardiology Collaborate

The partnership will aim to transform cardiovascular care.

Butterfly™
The New Image of Health

+

AMERICAN COLLEGE of CARDIOLOGY

Strategic Partnership with Ilara Health in Kenya

Ilara will partner with Butterfly to leverage TeleGuidance™ to remotely assist clinicians.

ILARA HEALTH

Ilara Health has developed a platform that integrates low-cost diagnostic devices that target a wide range of health indications. This provides low resource clinics in Sub-Saharan Africa access to diagnostic tools at an affordable scale that has never been achieved.



Butterfly Completes Business Combination with Longview

BFLY now trading on the New York Stock Exchange.





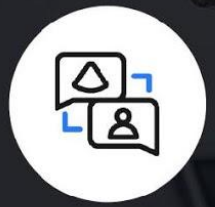


Foundational Near-term Goals to Drive Commercial Growth



HUMAN CAPITAL

Drive innovation with additional horsepower in commercial, regulatory, operations and development.



CLINICAL PARTNERSHIPS

Broaden partnerships with clinical leaders to unleash the full potential of Butterfly.



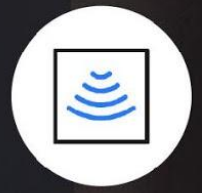
PAYOR ALIGNMENT

Align with payor community to drive product adoption to improve outcomes and cost of care.



COMMERCIAL EXPANSION

Partner across care setting, specialty and geography to accelerate adoption.



INNOVATION

Continue to invest in our industry-leading innovation.

The Potential of POCUS with Butterfly

Butterfly plans to expand POCUS use cases and unlock new care settings.

Expanded Care Settings

Traditional Scan Settings

- Hospital
- Niche Doctor Offices
- Imaging Centers

Potential Future Expansion of Care Settings

- Pre-Hospital
- Urgent Care
- Long-term Care
- Home
- Dialysis Centers
- ASCs
- Veterinary
- Emerging Markets

New users adopting POCUS

- Primary Care
- Hospitalists
- Orthopedics
- Cardiology
- Nurse Practitioners
- Nursing

Decision-Making at the Point-of-Care Can Significantly Impact Patient Care

Butterfly has the potential to revolutionize and simplify care delivery.





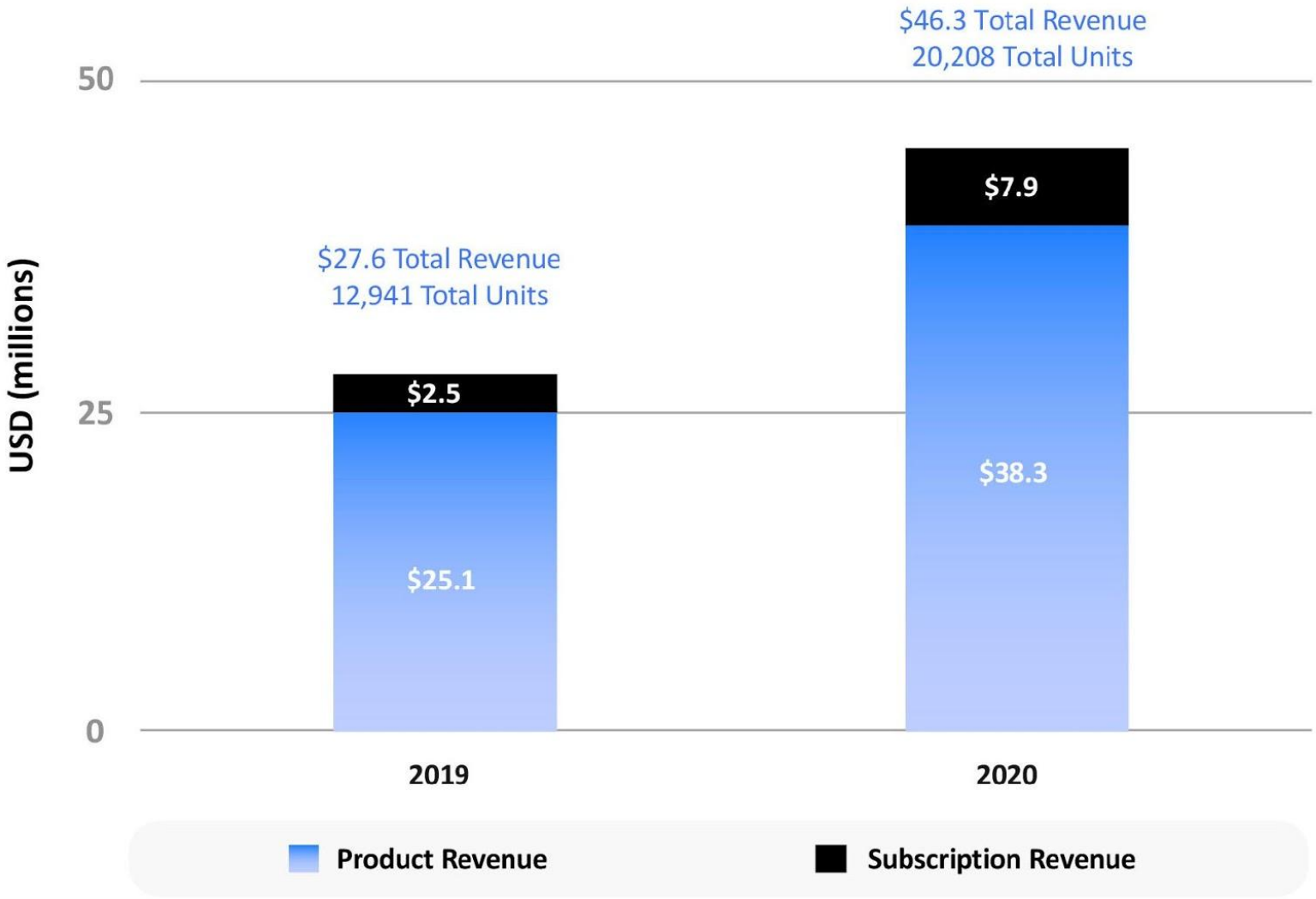



In the past, we used a stethoscope and listened. With Butterfly, we can see and know.

2020 Financials

Total Revenue Growth of 68% Year-over-Year

$46.3 million total revenue in 2020.



Year-over-Year Growth

53% **Product Revenue**

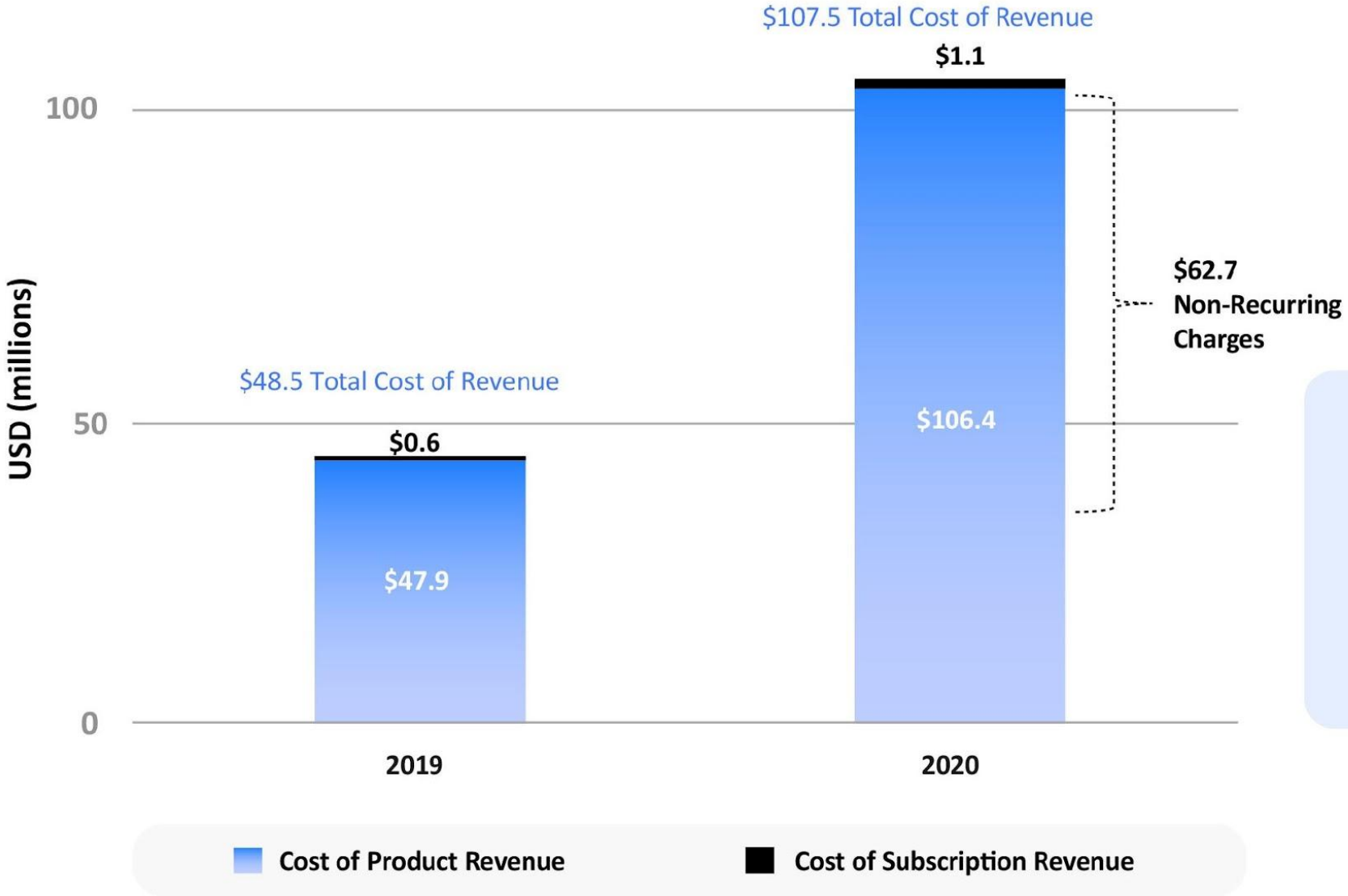
216% **Subscription Revenue**

68% **Overall Revenue**

Due to rounding, numbers presented may not add up precisely to the totals provided.

Cost of Revenue Increased to $107.5 million, Including Non-Recurring Changes

$62.7 million of 2020 non-recurring charges include a $60.1 million loss on purchase commitments.



Year-over-Year Cost of Revenue Growth

122% **Product-Related**

72% **Subscription-Related**

122% **Overall Revenue**

FY2020 Financial Growth

Summary of profit and operational spend for 2020 relative to 2019.

USD (millions)	2020	2019
Gross Profit (Loss)	(61.2)	(20.9)
Operating Expenses	100.4	81.4
Loss from Operations	(161.6)	(102.3)
Net Loss	(162.7)	(99.7)
Adjusted EBITDA*	(85.2)	(86.0)
Adjusted Gross Profit (Loss)*	1.6	(11.4)

*See next slide for a reconciliation of Adjusted EBITDA and Adjusted Gross Margin, which are non-GAAP measures, to the most comparable GAAP measures.

Reconciliation of Non-GAAP Measures to Comparable GAAP Measures

Appendix A (in thousands, unaudited).

In evaluating the Company's financial performance and outlook, management uses EBITDA, adjusted EBITDA and Adjusted Gross Margin, which are non-GAAP measures. Management uses these non-GAAP measures to evaluate the Company's operating performance in a manner that allows for meaningful period-to-period comparison and analysis of trends in its business. Management believes that such measures are important in comparing current results with prior period results and are useful to investors and financial analysts in assessing the Company's operating performance. The non-GAAP financial information presented here should be considered in conjunction with, and not as a substitute for, the financial information presented in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures set forth below.

EBIDTA and Adjusted EBITDA

	Years ended December 31,	
	2020	2019
Net Loss	$ (162,745)	$ (99,697)
Add:		
Interest income	(285)	(2,695)
Interest expense	1,141	-
Other expense, net	231	96
Provision for income taxes	39	-
Depreciation and amortization	1,316	758
EBITDA	**$ (160,303)**	**$ (101,538)**
Add:		
Stock based compensation	11,004	6,038
Loss on purchase commitments	60,113	9,500
Inventory write down	2,570	-
Impairment of prepaid advance	1,390	-
Adjusted EBITDA	**$ (85,226)**	**$ (86,000)**

Adjusted Gross Margin

	Years ended December 31,	
	2020	2019
Revenue	$ 46,252	$ 27,583
Cost of revenue	107,475	48,478
Gross margin	$ (61,223)	$ (20,895)
Add:		
Depreciation and Amortization	140	16
Loss on Purchase Commitments	60,113	9,500
Inventory write down	2,570	-
Adjusted gross margin	**$ 1,600**	**$ (11,379)**
Adjusted gross margin (as a percentage of revenue)	**3.5%**	**-41.3%**



Thank you