Butterfly™

Full Year & Q4 2023 Earnings Call

Butterfly Network

February 28, 2024

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, statements regarding, the Company’s expectations with respect to financial results, future performance, the development and commercialization of products and services, and the size and potential growth of current or future markets for its products and services. 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, including issues relating to Omicron and other variants; the ability to recognize the anticipated benefits of the business combination; the Company’s ability to grow and manage growth profitably; the success, cost and timing of the Company’s product and service development and commercialization activities, including the degree that its products and services are accepted and used by healthcare professionals; 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; changes in applicable laws or regulations; 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; the Company’s ability to raise financing in the future; 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.

Rx only (USA). For use by trained healthcare practitioners.

Butterfly™

Transforming care
with the world's first complete

Ultrasound-on-Chip™ solution.

- Announced 2023 Revenue of $65.9mm, exceeding our 2023 Revenue Guidance of $64 million.
- Received FDA clearance and commercially launched Butterfly iQ3.
- Released Butterfly ScanLab™ AI-guided education app.
- In 2023, Butterfly:
  - Strengthened leadership team with disruptive healthcare and commercial experience.
  - Introduced new Butterfly Certified™ training services.
  - Launched *Butterfly Garden™* AI marketplace and *Powered by Butterfly™* chip co-development program.

Driving competency through education & ease of use.

Expert-led

Butterfly Certified™

Access dedicated training, hand-delivered by POCUS experts, credential staff and meet privileging requirements at scale.

AI-powered

Auto B-line Counter

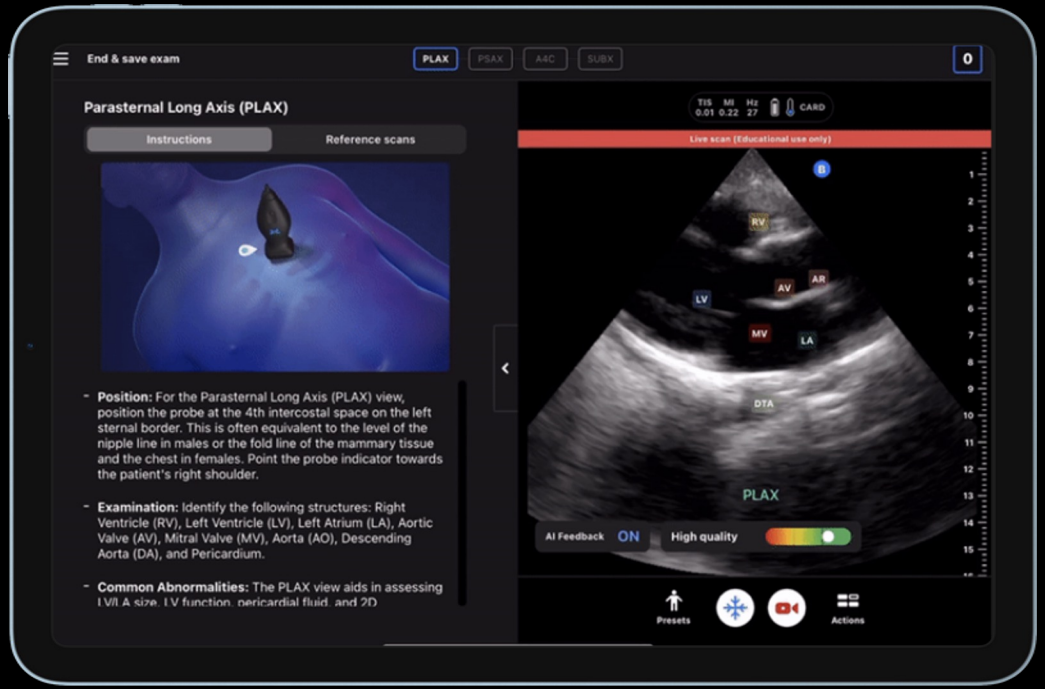
Produces a B-line count from just a six-second ultrasound clip, simplifying dyspnea assessment.

Growing our new Butterfly Garden™ & Powered by Butterfly™ revenue streams.

SCANLAB™

AI-powered education with ScanLab.

- An educational app built for learners to develop and strengthen POCUS skills
- Easily and accurately identify anatomy with real-time feedback



Financials

Heather Getz
Executive Vice President, Chief Financial & Operations Officer,
Butterfly Network

FINANCIALS

Improving Margins and Strong Cash Position

USD (millions)	Q4 2023	Q4 2022	Change
Revenue	$16.5	$19.0	(13%)
Adjusted Gross Margin	56.6%	54.5%	2.1 pts
Operating expense	$34.2	$58.6	(42%)
Adjusted EBITDA Loss*	$(15.7)	$(27.7)	43%
Cash, Cash Equivalents and Marketable Securities**	$138.7	$242.1	$(103.4)

2024 Revenue Guidance of low double digit top-line growth and Adjusted EBITDA loss guidance of $(60)-$(50) million

We continue to reduce losses, increase efficiency and support cash runway into 2026

*reconciliation of Adjusted EBITDA, which is a non-GAAP measure, to the most comparable GAAP measure included in press release
**includes $4.2M of restricted cash on 12/31/2023 and $4.7 million on 12/31/2022

Strategy Overview

Joseph DeVivo,
President, Chief Executive Officer & Chairman
Butterfly Network

iQ3 PROBE

Unparalleled image quality.

The operating system every hospital needs: Butterfly iQ3 with Compass™

Workflow
Easily document, review and QA scans from anywhere, on any device.

Billing
Increase your percentage of billable ultrasound exams & reduce phantom scanning.

Storage & Security
Unlimited HIPAA-compliant cloud storage keeps your costs low and security high

Interoperability
PACS/VNA & HL7 integrations ensure clinical results are shared.

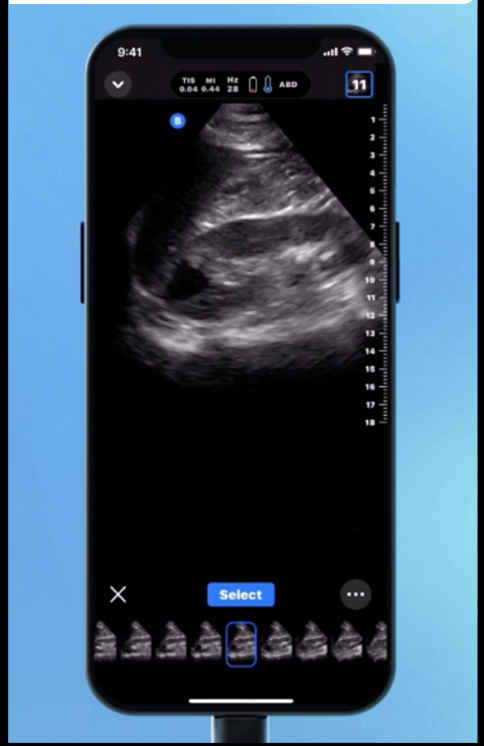
Governance
Access insights about your POCUS program and drive compliance with built-in tools.

Education
Jumpstart POCUS education and credentialing with built in didactics and tracking.

iQ SLICE™

Place probe and hold steady as our chip automatically scans an organ to capture 46 ultrasound clips.

Scroll to select the best image.



iQ FAN™

Place probe and hold steady as our chip auto-steers the beam to fan the lung.

Visualize A-lines and lung conditions with more ease.

iQ3 PROBE

Even carts are meeting their match.

“

The diagnostic accuracy of [Butterfly] is similar to the accuracy of a traditional, cart-based model when performing cardiac, lung, biliary, renal, or abdominal aorta studies.

- Published in The Western Journal of Emergency Medicine

ORIGINAL RESEARCH

Diagnostic Accuracy of a Handheld Ultrasound vs a Cart-based Model: A Randomized Clinical Trial

Ryan C. Gibbons, MD*
Daniel J. Jaeger, MD*
Matthew Berger, MD†
Mark Magee, MD*
Claire Shaffer, MD‡
Thomas G. Costantino, MD*

*Lewis Katz School of Medicine at Temple University, Department of Emergency Medicine, Philadelphia, Pennsylvania
†Capital Health, Department of Emergency Medicine, Pennington, New Jersey
‡University of Pittsburgh Medical Center Harrisburg, Department of Emergency Medicine, Harrisburg, Pennsylvania

Section Editor: Shahram Lotfipour, MD, MPH
Submission history: Submitted January 1, 2023; Revision received November 16, 2023; Accepted November 22, 2023
Electronically published February 9, 2024
Full text available through open access at http://escholarship.org/uc/uciem_westjem
DOI: 10.5811/westjem.59964

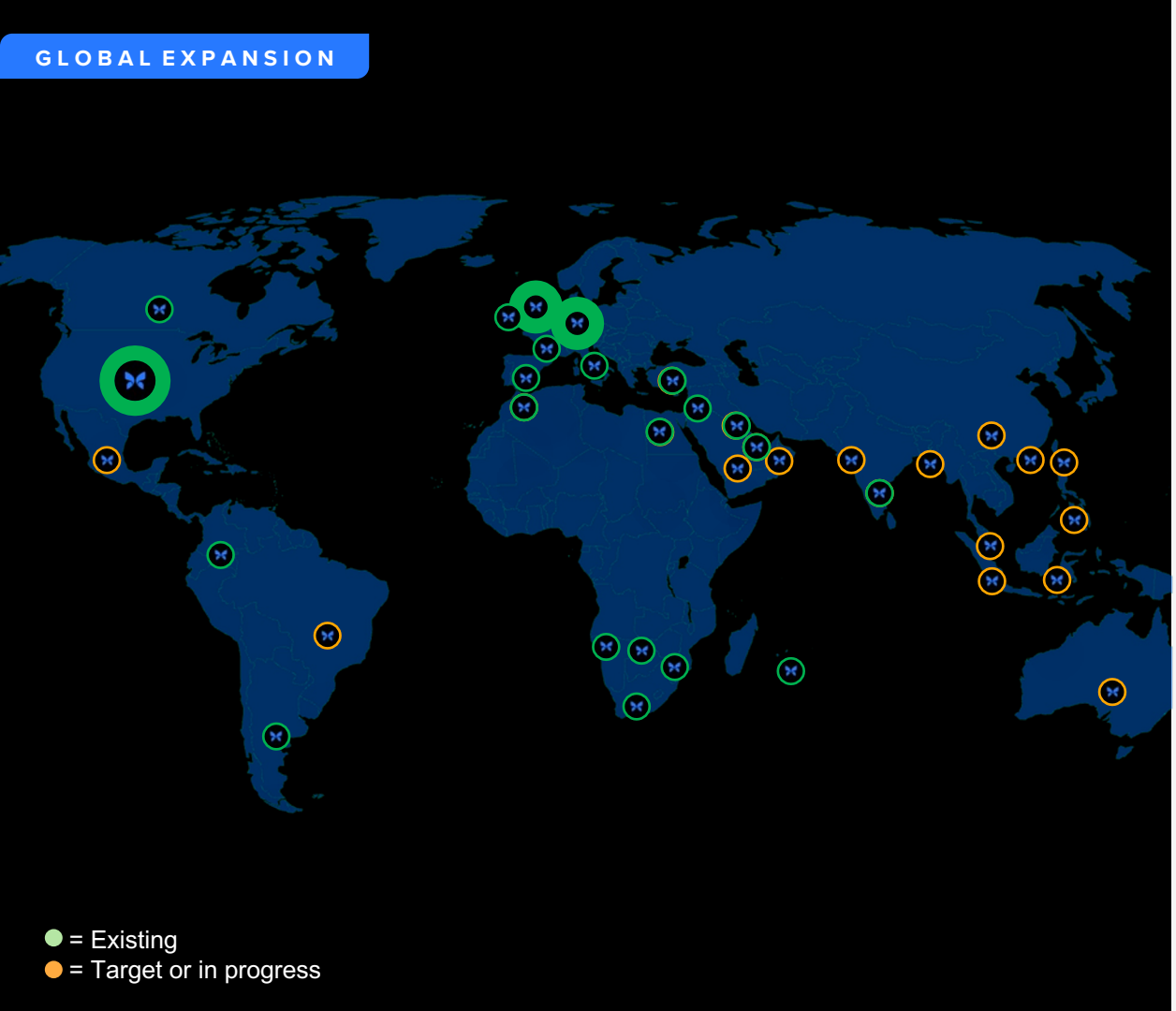
Introduction: Numerous studies have demonstrated the accuracy of point-of-care ultrasound (POCUS). Portable, handheld devices have expanded the clinical scope of POCUS at a fraction of the cost of traditional, cart-based models. There is a paucity of data assessing the diagnostic accuracy of portable devices. Our objective in this study was to compare the diagnostic accuracy of a portable device with a cart-based model.

Methods: This was an institutional review board-approved, observational, prospective, randomized clinical trial (NCT05196776) of a convenience sample of adult patients who presented to a university-based health system. Patients who required a cardiac, lung, renal, aorta, or biliary POCUS were randomized to a portable device or to a cart-based model. We hypothesized that the cart-based model would have a 90% diagnostic accuracy vs 70% for the handheld device. To detect a 20% difference, the sample size was calculated to be 98, with 49 patients randomized to each arm. We used standard 2x2 tables to calculate test characteristics with 95% confidence intervals (CI).

Results: A total of 110 patients were enrolled, with 56 patients randomized to the cart-based model and 54 to the handheld device. The sensitivity, specificity, and diagnostic accuracy of the cart-based vs handheld were 77.8% (40–97.2) vs 92.9% (66.1–99.8), 91.5% (79.6–97.6) vs 92.3% (79.1–98.4%), and 89.3% (78.1–96) vs 92.5% (81.8–97.9), respectively.

Conclusion: The diagnostic accuracy of a portable, handheld device is similar to that of a cart-based model. [West J Emerg Med. 2024;24(7)1–7.]

GLOBAL EXPANSION



New markets in progress:

Indonesia, Philippines, Malaysia, Bangladesh and Singapore

EU-MDR

Received positive recommendation for certification from our Notified Body (*pending final certificate*)

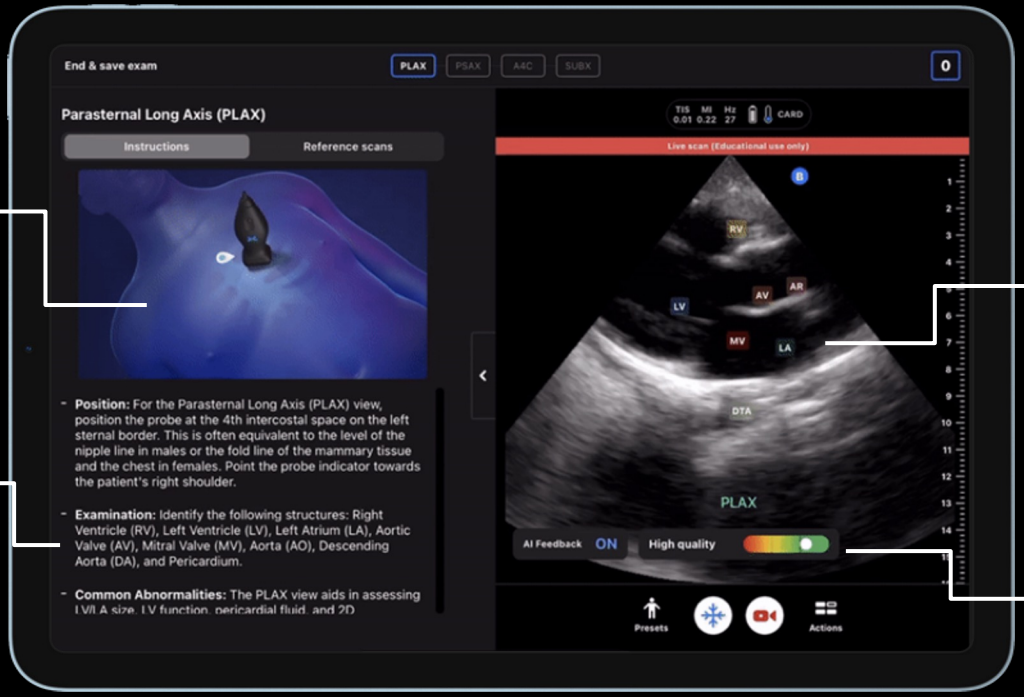
RoHS compliant

Briefed the European Commission on Butterfly devices as a viable, RoHS-compliant alternative to lead-contaminated Piezo-handhelds

Our ScanLab™ app – a lever for adoption.

Reference imagery illustrates proper probe placement.

Users are provided guided, contextual actions on probe orientation, and focal points of examination.



Relevant anatomy highlighted through Deep Learning model shown on live imaging.

Quality indicators provide real-time feedback to learners.

ScanLab is not for diagnostic use. For educational use only.

iQ+ VET

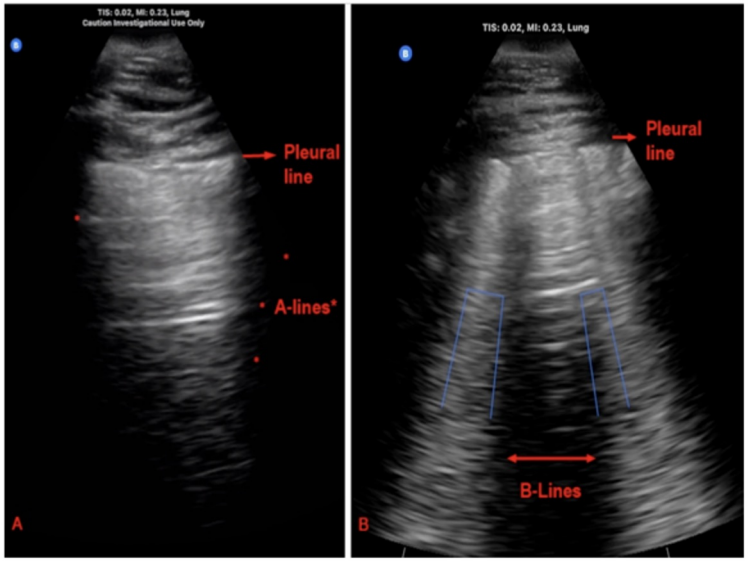
Exploring Auto B-lines for Feedlot Cattle Health

BCINEWS

BEEF CATTLE INSTITUTE

Kansas State University

BCI RESEARCH REVIEW




Thank you!
Questions?