Butterfly™

Q3 2023 Earnings Call

Butterfly Network

November 02, 2023



DISCLOSURES

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.

WHO WE ARE

Butterfly™

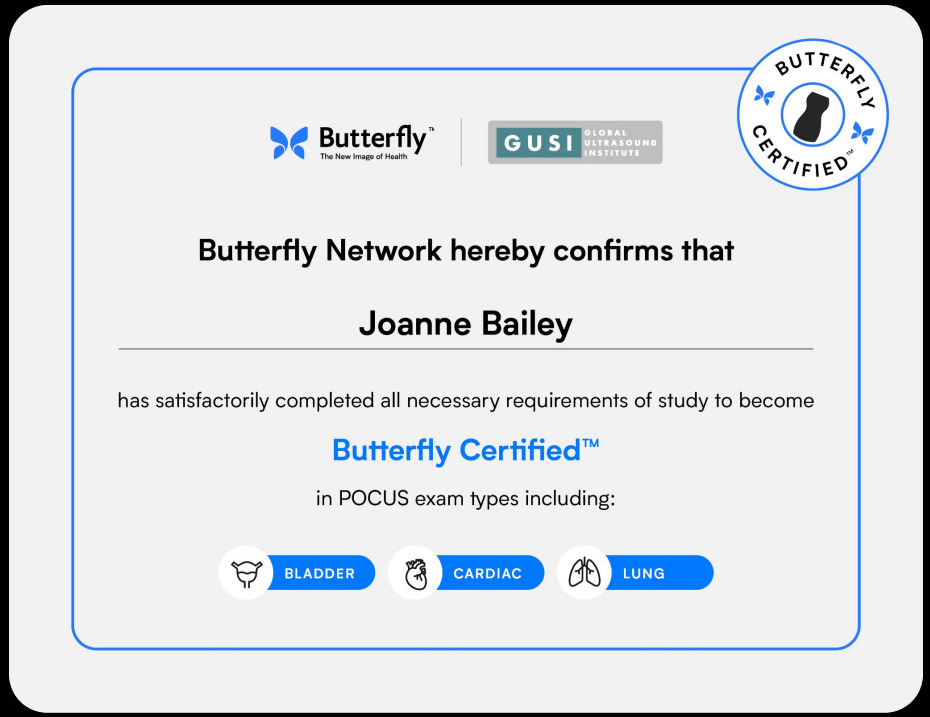
Transforming care
with the world's first complete
Ultrasound-on-Chip™ solution.

2023 Progress

- 2023 guidance of $64 million and improved EBITDA guidance
- Removed $170 million of annualized expenses over the past year – extending cash runway to 2026
- Strengthened leadership team with disruptive healthcare and commercial experience
- Announced Butterfly iQ3 to be launched in 2024
- Introduced new educational offerings: Butterfly Certified™ and Butterfly ScanLab™
- Launched Butterfly Garden – an AI marketplace to increase third-party AI development with the Butterfly platform
- Launched "Powered by Butterfly" chip co-development partnership model



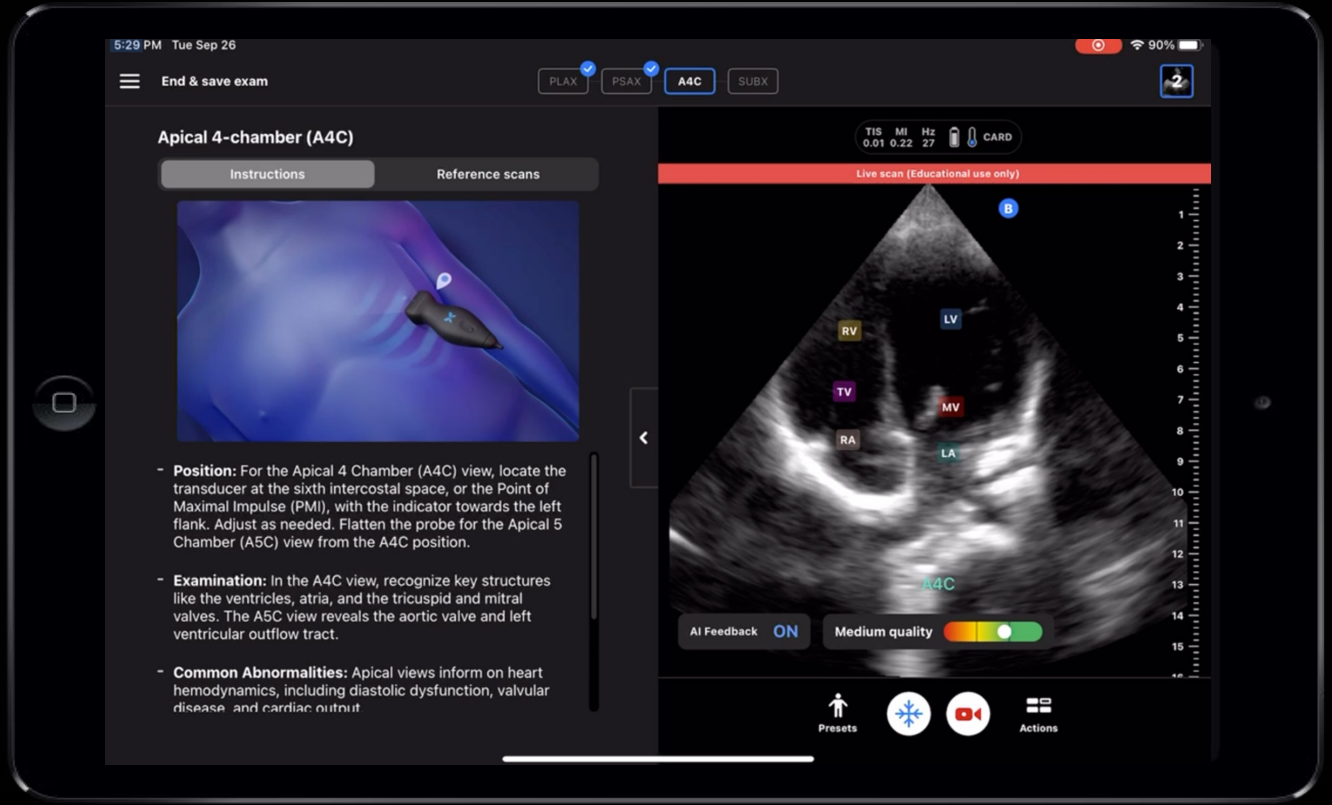
BUTTERFLY CERTIFIED



Hands-on, expert-led training.

Butterfly Certified™
certification for clinical practice and clinical leadership.

BUTTERFLY SCANLAB



Butterfly ScanLab™

Standalone AI-powered educational application for scanning practice, includes:

- Written walkthroughs amd reference imagery to guide real-time educational scanning.
- AI image quality indicators for real-time adjustment feedback.
- Interactive AI labeling for key anatomy location.

BUTTERFLY GARDEN

Access an all-in-one developer's package.

Create with the Butterfly platform, the world's first semiconductor-based, whole-body ultrasound.

Butterfly SDK

Developer Kit for your application to access images captured and control gain, depth, and preset of the Butterfly iQ+.

Butterfly iQ+

The world's only single-probe, whole-body handheld device, powered by Ultrasound-on-Chip™ technology.

Engineering support

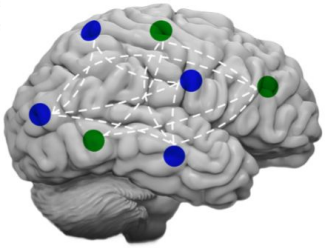
Documentation, sample applications, and direct support from Butterfly as you develop your AI.

Accelerating access to ultrasound AI built on the Butterfly platform through a growing ecosystem of development partners – including UNC, ThinkSono, Forest Neurotech, and more signed or in the pipeline.



POWERED BY BUTTERFLY

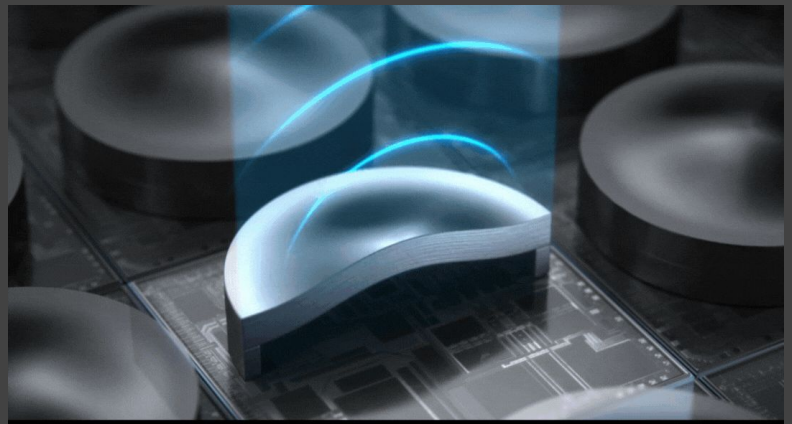
Forest

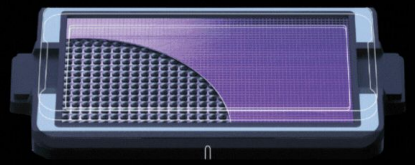


Minimally-invasive Ultrasound Implant

Brain-wide Interaction with Neural Circuits

Neurological and psychiatric disorders reflect imbalances in networks distributed across the brain. Forest is developing a minimally-invasive implant capable of measuring and modulating brain-wide activity. As a result, this technology will unlock personalized understanding and treatment of the human brain.





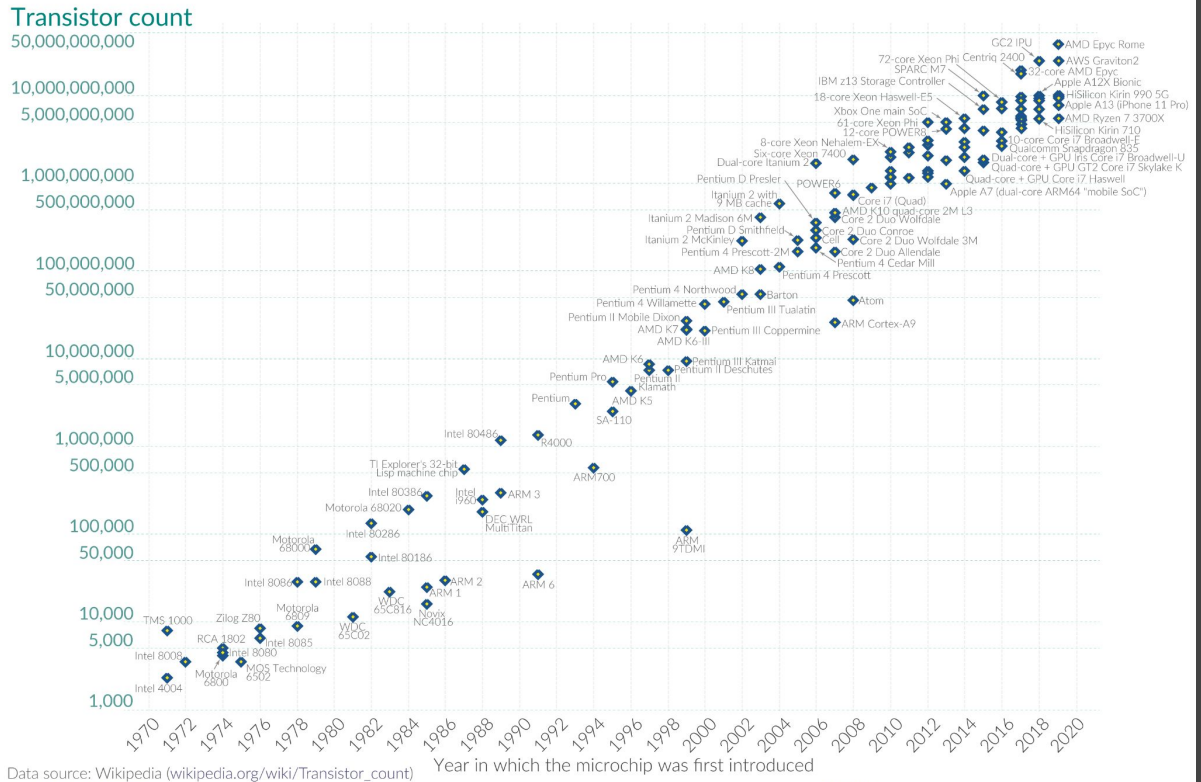
Powered by Butterfly™

PROCESSING POWER

Moore's Law: The number of transistors on microchips doubles every two years

Our World in Data

Moore's law describes the empirical regularity that the number of transistors on integrated circuits doubles approximately every two years. This advancement is important for other aspects of technological progress in computing – such as processing speed or the price of computers.



Data source: Wikipedia (wikipedia.org/wiki/Transistor_count)

OurWorldinData.org – Research and data to make progress against the world's largest problems.

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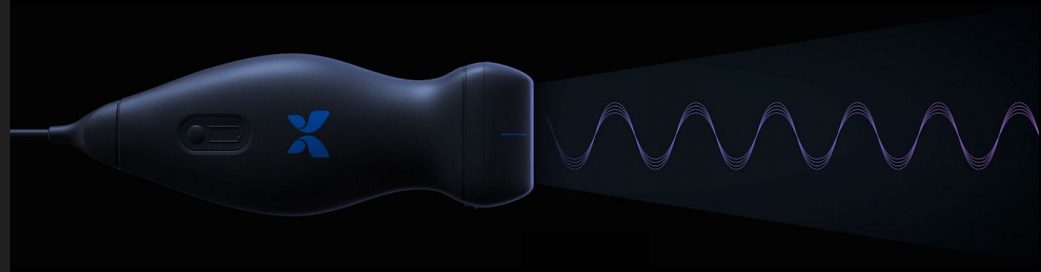
BUTTERFLY DEVICES

The broadest FDA clearance for a single probe on the market. Next generation to launch in 2024.

Today: **Butterfly iQ+**

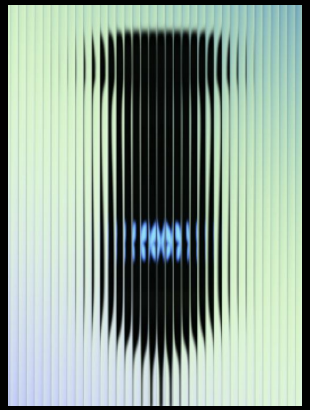
- ✔ Handheld, whole-body ultrasound technology.
- ✔ 20+ presets, including cardiac, bladder, lung, and abdomen.
- ✔ Highly durable and most affordable handheld.



2024: **Butterfly iQ3**

- ✔ Image clarity optimization.
- ✔ Performance improvements at every phase of ultrasound deployment.
- ✔ New automatic ways to capture images.

Pending regulatory clearance.



OUR IMAGES

See how Butterfly images look next to a traditional, analog PZT handheld...

Lung - Lung A Lines



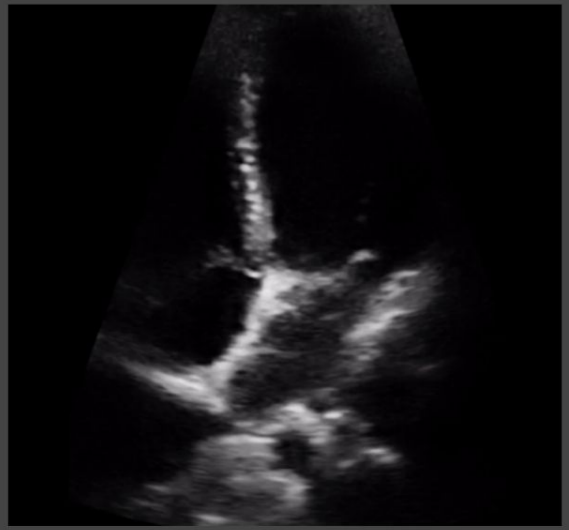




OUR IMAGES

See how Butterfly images look next to a traditional, analog PZT handheld...

Cardiac - Apical Four-Chamber (AP4)



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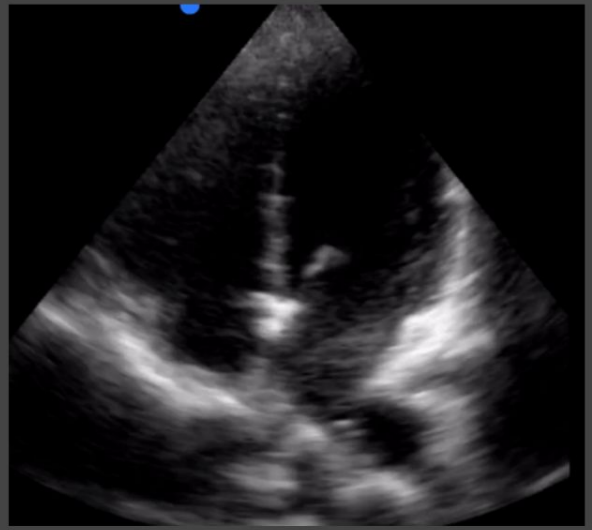


Butterfly iQ+

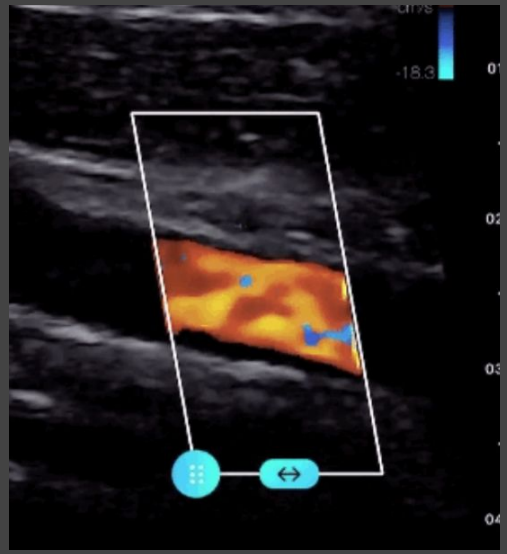


Butterfly iQ3

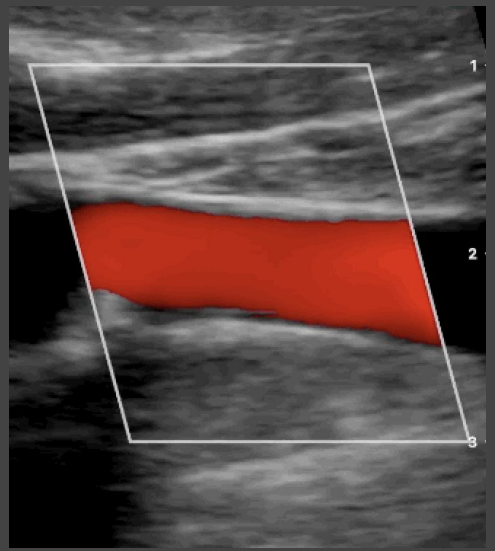
OUR IMAGES

And next to a PMUT-chip based handheld.

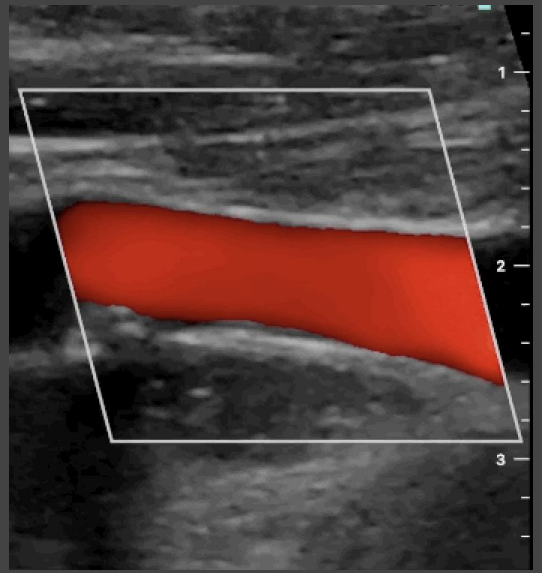
Carotid Flow



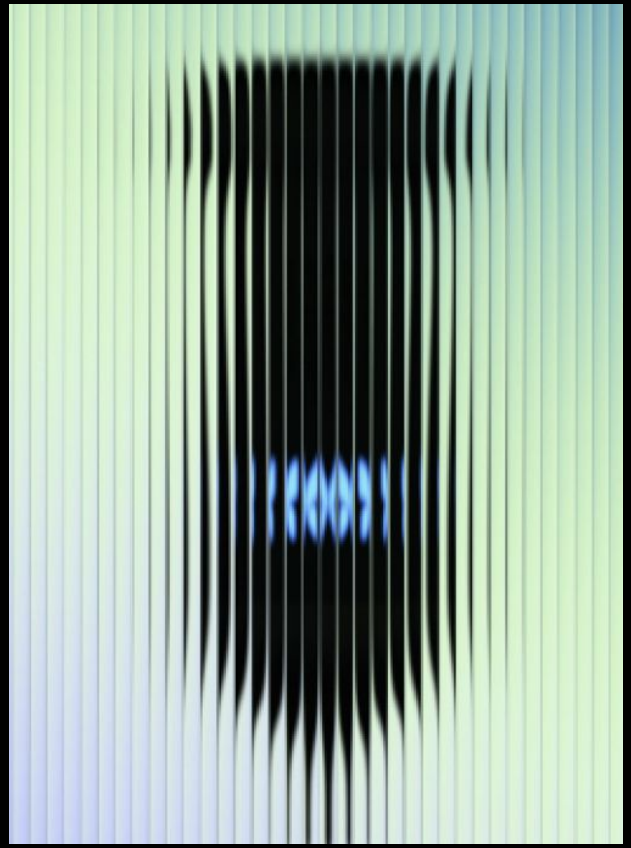
PMUT-Chip Handheld



Butterfly iQ+



Butterfly iQ3



FINANCIALS

Improving Margins and Strong Cash Position

USD (millions)	Q3 2023	Q3 2022***	Change
Revenue	$15.4	$19.6	(21%)
Gross Margin	61.0%	56.0%	5 pts
Operating expense	$41.9	$57.0	(26%)
Adjusted EBITDA Loss*	$(12.5)	$(31.8)	61%
Cash, Cash Equivalents and Marketable Securities**	$154.3	$242.1	$(87.8)

2023 Revenue Guidance of $64 million and Improved Adjusted EBITDA loss guidance of $(75)-$(70) million

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

*reconciliation of Adjusted EBITDA, which is a non-GAAP measure, to the most comparable GAAP measure included in press release
**includes $4.3M of restricted cash on 9/30/2023 and $4.7 million on 12/31/2022
***exception: “Cash, Cash Equivalents and Marketable Securities” row, which reflects the number as of 12/31/2022

Butterfly™

Thank you!

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