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Investor Presentation

May 5, 2025

NASDAQ: TCMD

Forward-Looking Statements Disclosure

This presentation contains forward-looking statements. Forward-looking statements are generally identifiable by the use of words like “may,” “will,” “should,” “could,” “expect,” “anticipate,” “estimate,” “believe,” “intend,” “continue,” “confident,” “outlook,” “guidance,” “project,” “goals,” “look forward,” “poised,” “designed,” “plan,” “return,” “focused,” “positioned,” “prospects,” or “remain” or the negative of these words or other variations on these words or comparable terminology. All statements other than statements of historical or current fact are, or may be deemed to be, forward-looking statements. The reader is cautioned not to put undue reliance on these forward-looking statements, as these statements are subject to numerous factors and uncertainties outside of the Company’s control that can make such statements untrue, including, but not limited to, the Company’s ability to obtain reimbursement from third-party payers for its products; adverse economic conditions, including inflation, rising interest rates or a recession; the adequacy of the Company’s liquidity to pursue its business objectives; price increases for supplies and components; wage and component price inflation; loss of a key supplier or other supply chain disruptions; entry of new competitors and/or competitive products; compliance with and changes in federal, state and local government regulation; technological obsolescence of, or quality issues with, the Company’s products; the Company’s ability to expand its business through strategic acquisitions; the Company’s ability to integrate acquisitions and related businesses; the effects of current and future U.S. and foreign trade policy and tariff actions; or the inability to carry out research, development and commercialization plans. In addition, other factors that could cause actual results to differ materially are discussed in the Company’s filings with the SEC. Investors and security holders are urged to read these documents free of charge on the SEC’s website at <http://www.sec.gov>. The Company undertakes no obligation to publicly update or revise its forward-looking statements as a result of new information, future events or otherwise.

Use of Non-GAAP Financial Measures

This presentation includes the non-GAAP financial measure of Adjusted EBITDA, which differs from financial measures calculated in accordance with U.S. generally accepted accounting principles (“GAAP”). This non-GAAP financial measure is presented because we believe it is a useful indicator of our operating performance. Management uses this measure principally as a measure of our operating performance and for planning purposes, including the preparation of our annual operating budget and financial projections. We believe this non-GAAP financial measure is useful to investors as supplemental information because it is frequently used by analysts, investors and other interested parties to evaluate companies in our industry. We believe Adjusted EBITDA is useful as a measure of comparative operating performance from period to period. In addition, Adjusted EBITDA is used as a performance metric in our compensation program. Set forth in the Appendix to this presentation, we have provided reconciliations of historical and guidance Adjusted EBITDA to net income (loss), the most directly comparable GAAP financial measure. Investors and other readers are encouraged to review these reconciliations. Non-GAAP financial information is presented for supplemental informational purposes only, has limitations as an analytical tool, and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP. You are encouraged to review the related GAAP financial measures to their most directly comparable GAAP financial measures and not rely on any single financial measure to evaluate our business.

Revealing & Treating Patients with Underserved Chronic Conditions in the Home

Including **Lymphedema** & **Bronchiectasis**:

DIAGNOSED POPULATIONS⁽¹⁾ ~2.5M Patients	UNDIAGNOSED POPULATIONS⁽²⁾ ~25M Patients	CURRENT TAM⁽³⁾: \$10B+	PATIENTS SERVED IN 2024 >79,000
2024 TOTAL REVENUE \$293.0M	2024 GROSS MARGIN 74.0%	2024 ADJ EBITDA⁽⁴⁾ \$37.1M	2024 OPERATING CASH FLOW \$40.7M

(1) Data on file at Tactile Medical; . Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384.

(2) Includes phlebotymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176

(3) Based on management estimates

(4) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.

Investment Highlights

Leveraging Market Leadership to Deliver
Profitable Growth

ATTRACTIVE END MARKETS

- Large, growing, and underserved patient segments
- Broad payer adoption
- Market leadership

UNIQUE ASSETS

- Rich body of clinical evidence
- Large distribution reach
- Scalable revenue cycle management / logistics capacity
- Multipronged product development pipeline
- Tech-forward digital strategy to optimize service & op costs

VALUE CREATION

- Profitable market leader poised for scale
- Gross margins >70%
- Strong cash position

Lymphedema & Bronchiectasis are Chronic, Progressive, and Underdiagnosed Disease States

*Large & Underpenetrated
U.S. Patient Populations*

2M¹
DIAGNOSED
LYMPHEDEMA IN THE U.S.

20M+^{2,3}
UNDIAGNOSED
IN THE U.S.

*Significant Gaps in Patient
Access To Effective Solutions*

*Long & Complicated Patient
Treatment Journeys*

500K⁴
DIAGNOSED
BRONCHIECTASIS IN THE U.S.

4.4M^{5,6}
UNDIAGNOSED
IN THE U.S.

1. Data on file at Tactile Medical. 2. Includes phlebolymphedema, primary and secondary lymphedema, including lymphedema secondary to certain cancers, and lipedema. 3. Dean S, Valenti E, Hock K, Leffler J, Compston A, Abraham W, The clinical characteristics of lower extremity lymphedema in 440 patients. Jour of Vasc Surg: Venous & Lymph Disorders. ePublished Feb 2020. 4. Weycker, D. et al. Prevalence and Incidence of Non-cystic Fibrosis BE Among US Adults in 2013. Chron Respir Dis 2017;14(4):377–384. 5. Kosmas, E. et al. Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? CHEST. 2016; 150(4):894A. 6. Lambert AA, Dransfield MT. COPD Overlap Syndromes: Asthma and Beyond. Chronic Obstr Pulm Dis. 2016;3(1):459-465. Published 2016 Jan 15. doi:10.15326/jcopdf.3.1.2015.0176

Lymphedema Has Many Causes and Affects People of all Backgrounds

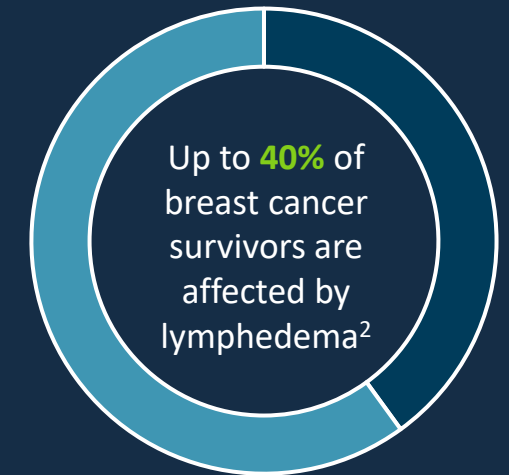
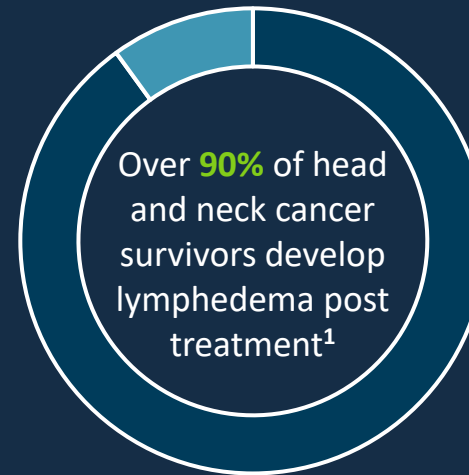
WHAT IS IT?

The lymphatic system enables the transport of fluids containing infection-fighting white blood cells that rid the body of toxins and waste throughout the body

When the lymphatic system is damaged or impaired, these fluids can build up, causing swelling, infections & discomfort

HOW DOES IT OCCUR?

- Chronic venous insufficiency
- Cancer treatment
- Obesity
- Trauma
- Surgery
- Infection



1. Ridner, S.H., et al., A Prospective Study of the Lymphedema and Fibrosis Continuum in Patients with Head and Neck Cancer. Lymphat Res Biol, 2016. 14(4): p. 198-205.1.

2. Ridner S, McMahon E, Dietrich M, et al. Home-Based Lymphedema Treatment in Patients with Cancer-Related Lymphedema or Noncancer-Related Lymphedema. Onc Nurse Forum. July 2008 Vol. 35(4); 671-680.

There is No Cure and The Vast Majority of Patients are Left Untreated



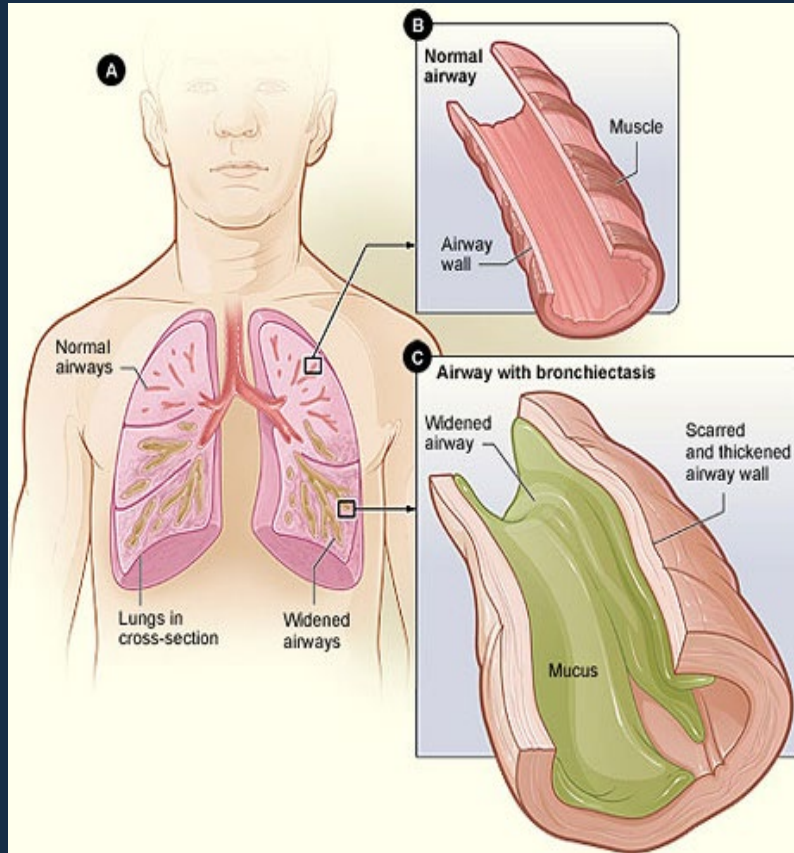
LYMPHEDEMA SYMPTOMS AND CONSEQUENCES INCLUDE:

- Cellulitis
- Swelling
- Hard-to-heal wounds
- Limb heaviness
- Fibrosis
- Skin changes
- Pain & tightness
- Dysphagia
- Inability to swallow
- Limited range of motion

Majority of patients with these symptoms are unaware of exactly what they are experiencing

Less than 10% of diagnosed patients have received a solution to treat their symptoms

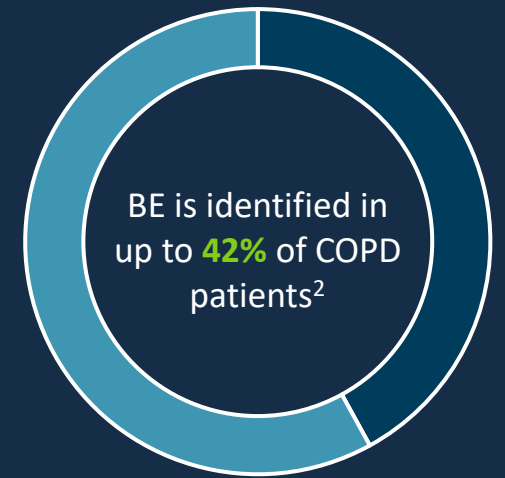
Bronchiectasis is Among One of the Most Common Respiratory Diseases



WHAT IS IT?

Bronchiectasis (BE) is a complex respiratory disease that causes airways to be abnormally widened, inflamed, and scarred, leading to permanent damage

Damaged airways can no longer clear mucus and bacteria from airways and lungs, causing cough, increased mucus production, and frequent lung infections and pneumonia



BE is Routinely Misdiagnosed and Left Untreated

1

LEFT UNTREATED

- Commonly missed diagnosis due to overlap with COPD; BE occurs in up to 42% of COPD patients.^{1,2}
- Inability to clear mucus leads to a cycle of infection, inflammation and worsening damage

2

BASIC APPROACH

- Antibiotics for commonly-occurring infections
- Airway clearance foundational; common methods:
 - Huff coughing
 - PEP* devices

3

STANDARD OF CARE

- Chest physiotherapy (CPT)
- Administered by care provider with manual positioning and clapping the lungs to thin and mobilize secretions

- First-line treatment options not effective for many patients
- Routinely misdiagnosed
- When left untreated, creates continuous cycle of infection and worsening damage
- **Too many afflicted patients are not receiving access to quality-of-life restoring treatment**

*PEP is defined as “positive expiratory pressure”

1. Kosmas E. et al., Bronchiectasis in Patients with COPD: An Irrelevant Imaging Finding or a Clinically Important Phenotype? *CHEST*. 2016;150(4):894A.
2. Aksamit, T. et al., Bronchiectasis and Chronic Airway Disease: It Is Not Just About Asthma and COPD. *CHEST*. 2018;154(4):737-739.

Opportunity to Expand Treatment Access to Critically Underserved Patient Populations

LYMPHEDEMA

\$5B+
CURRENT ADDRESSABLE
MARKET



BRONCHIECTASIS

\$5B+
CURRENT ADDRESSABLE
MARKET

\$10B+
TOTAL ADDRESSABLE
MARKET*

Gaps in patient education and access present opportunity to deliver patient-centric solutions that address life-altering symptoms across the entire body



LOWER BODY



UPPER BODY



HEAD & NECK

Differentiated, At-Home Solutions for Treating Lymphedema Across the Whole Body

Existing Systems

Basic Device:



ENTRE PLUS®

Convenient, at-home treatment for lymphedema and chronic swelling designed for a better patient experience

Advanced Device:



FLEXITOUCH PLUS®

Uses advanced intermittent pneumatic compression to provide a comfortable and effective way to self-manage lymphedema

Next-Generation Platform

Basic Device:



NIMBL®

Smaller, lighter, and portable solution for use at home or on the go with connectivity to Kylee™

Oct 2024 launch for **upper extremities**
Feb 2025 launch for **lower extremities**

Advanced Device:

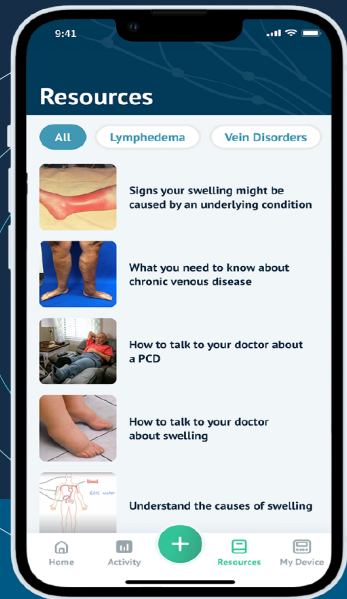
In Development

New platform designed to meet lymphedema patients where they are in their care continuum

Personalized Lymphedema Treatment with Kylee™

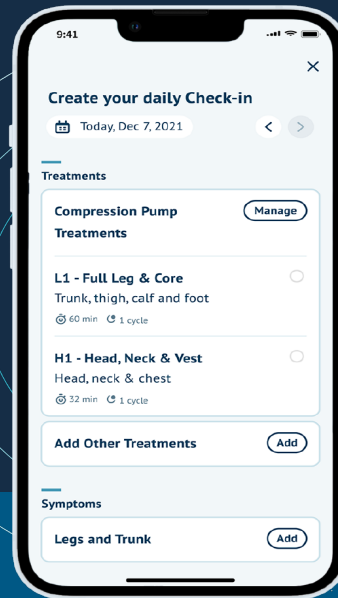
LEARN

Includes personalized information to help patients better understand their condition



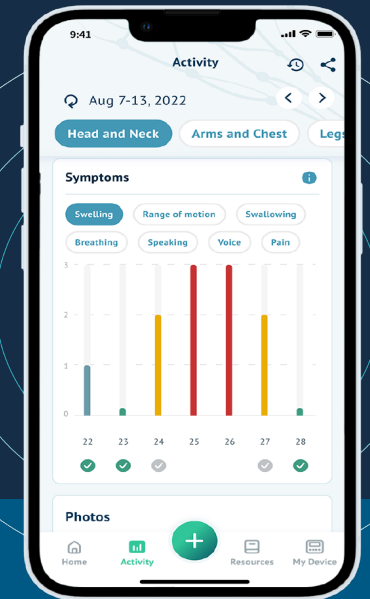
TRACK

Records symptoms & treatments over time to understand how therapy is progressing



SHARE

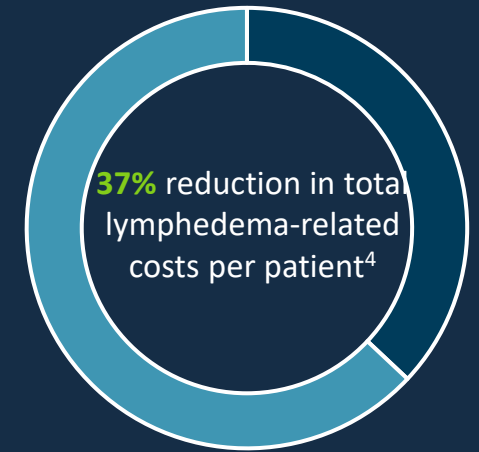
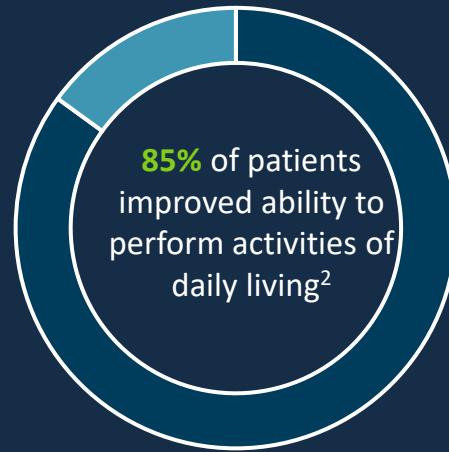
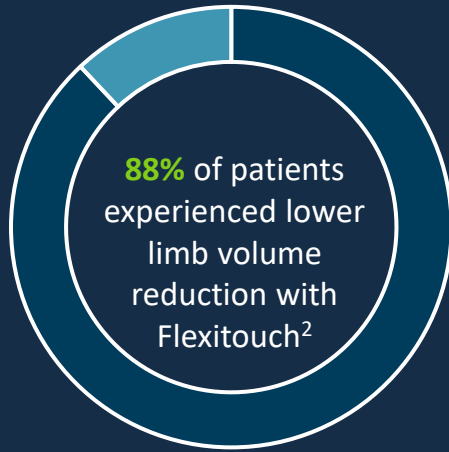
Converts treatment info into an Activity Report that can be shared with care team



Enabling direct patient engagement throughout the disease journey

Proven Clinical Efficacy Driving Consistent and Effective Therapy

Key highlights
from existing
clinical evidence
supporting
Flexitouch



Recent publication¹ among VA patients demonstrated high compliance with Flexitouch and significant improvements across all study endpoints:

High Therapy Compliance

92% patient compliance at 8 weeks, and 72% at 52 weeks

leads to...



Reduced Limb Girth

Decrease of 1.4cm
(baseline to 52 weeks)



Reduced Cellulitis Events

Decrease from 21.4% to 6.1%
(baseline to 52 weeks)



Improved Lymphedema QoL

(function, appearance, emotion, symptoms)

Increase from 6.2 to 6.9
(baseline to 52 weeks)

1. Padberg, Frank T. et al. Longitudinal assessment of health-related quality of life and clinical outcomes with at home advanced pneumatic compression treatment of lower extremity lymphedema. EJVS. 2024; Vol. 12(4):101-892.

2. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device [Treatment of Lower Extremity Lymphedema](#) Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.

3. Muluk SC, Hirsch AT, Tafe EC. Pneumatic Compression Device Treatment of Lower Extremity Lymphedema Elicits Improved Limb Volume and Patient-Reported Outcomes. EJVES. 2013; Vol. 46(4): 480–487.

4. Karaca-Mandic P, Hirsch AT, Rockson SG, Ridner SH. The Cutaneous, Net Clinical, and Health Economic Benefits of Advanced Pneumatic Compression Devices in [Patients With Lymphedema](#). JAMA Dermatol. 2015;151(11):1187–1193.

Owning the Space with Lymphedema Solutions that Improve Patient's Lives

#1*

MARKET
SHARE

\$5B+*

TOTAL ADDRESSABLE
MARKET

- CLINICALLY PROVEN PNEUMATIC COMPRESSION BRANDS
- EXPANDING CLINICAL EVIDENCE
- LARGE SALES REACH
- SCALABLE BACK OFFICE CAPABILITIES
- BROAD INSURANCE COVERAGE
- NEARLY 275M U.S. LIVES UNDER COVERAGE

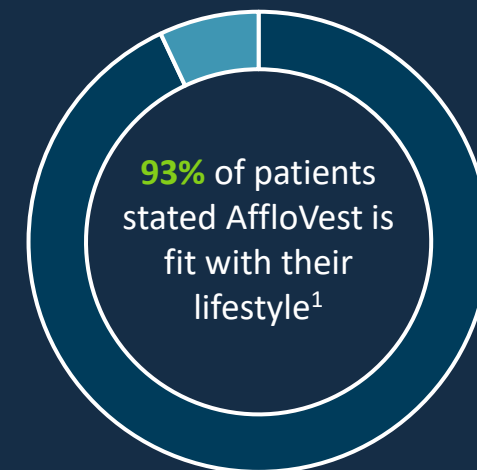
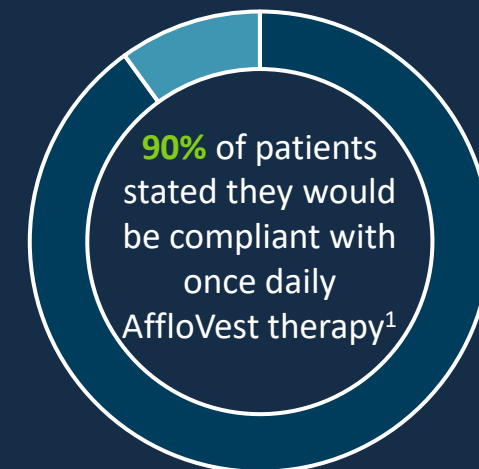
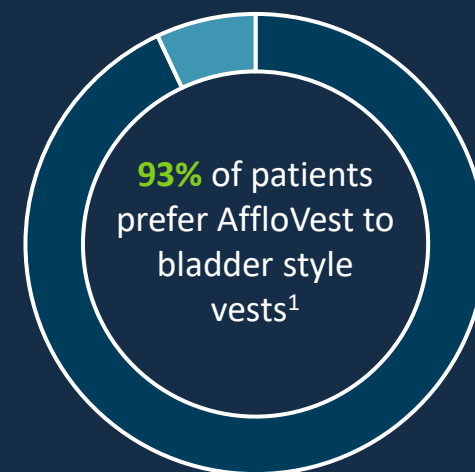


Advancing the Bronchiectasis Treatment Paradigm with Proven At-Home Therapy



AFFLOVEST

- High frequency chest wall oscillation (HFCWO)
- Mimics manual CPT
- Can be used with other treatments, independent of a caregiver
- Fully mobile during use; designed to improve adherence



Steadily Increasing Market Share with Patient-Friendly Therapy

#2*

MARKET
SHARE

\$5B+*

TOTAL ADDRESSABLE
MARKET

- DIFFERENTIATED PORTABLE DESIGN
- BROAD DME CHANNEL REACH
- AFFLOVEST FITS COMPLEX RESPIRATORY PATIENT ALREADY ON-SERVICE
- STRONG REIMBURSEMENT



Recent Milestones

Multiple Product Launches & Operational Enhancements Fueling Continued Market Penetration and Profitable Growth

2022

- ✓ Completed AffloVest integration
- ✓ Launched ComfortEase™ lower-garments
- ✓ Launched Kylee™ mobile application
- ✓ New IP protecting Head and Neck therapy
- ✓ Enhanced board experience/diversity

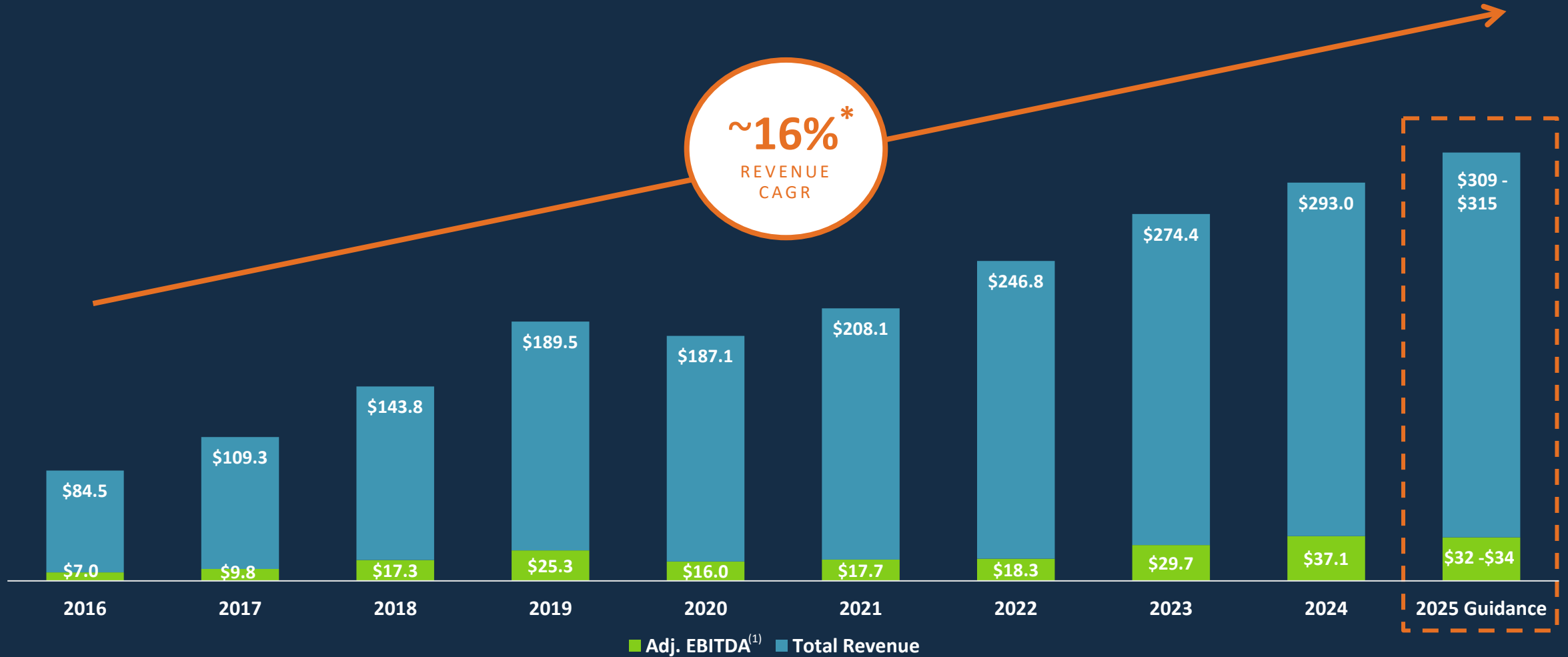
2023

- ✓ Launched Entre® Plus
- ✓ Launched ComfortEase™ upper-garments
- ✓ Generated record profitability
- ✓ Strengthened balance sheet
- ✓ Expanded board and enhanced senior leadership team

2024

- ✓ Generated new clinical evidence among VA patients using Flexitouch
- ✓ Completed enrollment in Head & Neck lymphedema RCT
- ✓ Launched Nimbl® System for upper extremity lymphedema conditions; lower extremity launch in Feb 2025
- ✓ Deployed new workflow-related tools
- ✓ Further strengthened balance sheet

Durable Revenue & Profit Growth



(In \$ millions)

*Trailing 9 yr. Revenue CAGR from FY'16 to FY'25E

*Includes COVID-19 impacted FY'20 and FY'21

(1) Non-GAAP measure. See the Appendix for a reconciliation to the directly comparable GAAP measure.

Strategic Priorities In-Place to Drive Sustainable & Profitable Growth

Improve Patient Experience

Increase Access to Care

- **Remove existing barriers:**
 - Clinician and patient market development
- Expand **clinical evidence generation**
- Influence policy changes through **payer advocacy**
- Further **streamline entire order process**

Expand Treatment Options

- **New lymphedema platform designed** to meet patient where they are in care journey:
 - Nimbl™, **next-gen basic PCD, fully launched** for upper & lower conditions
 - Next-gen **advanced pump in development**

Enhance Lifetime Patient Value

- **Serve patients over a longer duration of time** as they manage their lymphedema
- Engage with patients earlier in the care funnel
- Support **end-to-end patient treatment journey**

Appendix

Financial Results: Q1 2025 & 2024, FY'24 & FY'23

\$ Millions	Three months ended March 31,		Year Ended December 31,	
	2025	2024	2024	2023
Lymphedema products	\$50.6	\$52.3	\$259.4	\$241.7
Airway clearance products	\$10.7	\$8.8	\$33.6	\$32.7
Total revenues	\$61.3	\$61.1	\$293.0	\$274.4
Gross profit	\$45.3	\$43.4	\$216.7	\$195.1
<i>Gross margin</i>	<i>74.0%</i>	<i>71.1%</i>	<i>74.0%</i>	<i>71.1%</i>
Total operating expenses	\$49.9	\$46.4	\$194.5	\$177.1
Operating income (loss)	(\$4.5)	(\$3.0)	\$22.2	\$18.0
Net income (loss)	(\$3.0)	(\$2.2)	\$17.0	\$28.5
Adjusted EBITDA ⁽¹⁾	(\$0.3)	\$1.0	\$37.1	\$29.7

3 MONTHS ENDED MARCH 31, 2025 FINANCIAL SUMMARY:

REVENUE
\$61.3M

ADJ EBITDA⁽¹⁾
(\$0.3)M

1. Non-GAAP measure. See slides 24 for a reconciliation to the directly comparable GAAP measure

Reconciliation of GAAP Net Income (Loss) to Non-GAAP Adjusted EBITDA

	Years ended December 31									
(\$ Millions)	2024	2023	2022	2021	2020	2019	2018	2017	2016	
			\$	\$	\$					
Net income (loss)	\$ 17.0	\$ 28.5	(17.9)	(11.8)	(0.6)	\$ 11.0	\$ 6.6	\$ 5.9	\$ 2.9	
Interest (income) expense, net	(1.3)	2.3	2.7	0.5	(0.1)	(0.3)	(0.4)	(0.4)	(0.0)	
Income tax (benefit) expense	6.5	(12.7)	2.4	9.5	(1.6)	0.2	(3.1)	(1.7)	1.4	
Depreciation and amortization	6.8	6.5	6.3	3.7	2.8	3.5	3.7	1.8	0.8	
Stock-based compensation	7.8	7.5	9.6	10.1	10.7	9.8	8.0	4.2	1.9	
Loss on termination of lease	-	-	-	-	-	1.1	-	-	-	
Impairment charges and inventory write-offs	-	-	0.2	0.6	4.0	-	2.5	-	-	
Acquisition costs	-	-	-	1.1	-	-	-	-	-	
CARES Act funding	-	-	-	-	(1.2)	-	-	-	-	
Change in fair value of earn-out	-	(2.5)	11.9	(0.2)	-	-	-	-	-	
Litigation defense costs	-	-	2.8	3.7	1.0	-	-	-	-	
Executive transition costs	0.3	-	0.3	0.5	1.0	-	-	-	-	
Adjusted EBITDA	\$ 37.1	\$ 29.7	\$ 18.3	\$ 17.7	\$ 16.0	\$ 25.3	\$ 17.3	\$ 9.8	\$ 7.0	

Reconciliation of GAAP Net Income to Non-GAAP Adjusted EBITDA

(Dollars in millions)	Three Months Ended March 31,		Increase (Decrease)	
	2025	2024	\$	%
Net income	\$ (3.0)	\$ (2.2)	\$ (0.8)	35%
Interest (income) expense, net	(0.5)	(0.1)	(0.3)	N.M.%
Income tax expense (benefit)	(1.1)	(0.6)	(0.5)	83%
Depreciation and amortization	1.7	1.6	0.1	6%
Stock-based compensation	2.1	2.0	0.0	1%
Executive transition costs	0.5	0.3	0.2	56%
Adjusted EBITDA	\$ (0.3)	\$ 1.0	\$ (1.3)	(125)%

Reconciliation of FY 2025 GAAP Net Income to Adjusted EBITDA Guidance

(Dollars in millions)	Year Ended December 31, 2025	
	Low	High
Net income	\$ 13.4	\$ 14.8
Interest income, net	(2.4)	(2.4)
Income tax expense benefit	5.2	5.8
Depreciation and amortization	6.7	6.7
Stock-based compensation	8.6	8.6
Executive transition costs	0.5	0.5
Adjusted EBITDA	\$ 32.0	\$ 34.0

Select Comparisons from the Balance Sheet as of 03/31/2025 and 12/31/2024

(Dollars in millions)	03/31/2025	12/31/2024	Increase (Decrease)	
			\$	%
Cash and cash equivalents	\$ 83.6	\$ 94.4	\$ (10.8)	(11)%
Accounts receivable	35.7	44.9	(9.2)	(20)%
Accounts receivable, non-current	0.0	0.0	0.0	0%
Total accounts receivable	35.7	44.9	(9.2)	(20)%
Inventories	18.9	18.7	0.2	1%
Note payable, current	3.0	3.0	0.0	0%
Note payable, non-current	22.5	23.2	(0.7)	(3)%
Total net borrowings	25.5	26.2	(0.7)	(3)%
Total stockholders' equity	\$ 205.6	\$ 216.6	\$ (11.0)	(5)%