

Ticker: **BNKL**

BIONIK

REHABILITATION THERAPY AND MOBILITY SOLUTIONS

InMotionARM™ InMotionHAND™ InMotionWRIST™



2019

FORWARD LOOKING STATEMENTS

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BIONIK LABORATORIES

We Make Lives Better



Our artificial intelligence and machine learning technologies make rehabilitation methods and processes smarter and more intuitive for faster patient recovery.

We design and manufacture products which connect to performance-based reimbursement programs for healthcare providers and institutions.

We address three segments with the potential to service a wider, multi-billion dollar healthcare market.

Developed in The Newman Laboratory for Biomechanics and Human Rehabilitation at the Massachusetts Institute of Technology (MIT), the InMotion™ robots provide effective, patient-adaptive therapy, intended to restore upper-extremity motor control including early and late recovery from acute stroke.



4

International
Patents

250

Units Currently Placed in
More than 20 Countries

21

Units Recently Contracted as Part of a
Roll Out with Kindred IFRs Hospitals



There are 800,000 new U.S. stroke patients each year

Summary Health Statistics: National Health Interview Survey, 2015

CONVENTIONAL THERAPY IS NOT ENOUGH TO HELP PATIENTS RECOVER.

Eric Dusseux, CEO

WE SERVICE AN ANNUAL \$200 M MARKET OF HOSPITALS, CLINICS, INPATIENT REHABILITATION FACILITIES, AND SKILLED NURSING FACILITIES



PRODUCTS UNDER DEVELOPMENT

**WE ARE TARGETING THE
ESTIMATED \$2B MARKET
FOR HOME-BASED, UPPER
LIMB THERAPY**



**...AND THE ESTIMATED \$1B
MARKET FOR WALKING
ASSISTANCE DEVICES**

HIGHLIGHTS

We Service the Growing Market Opportunity for New Rehabilitation Technology

Strong demographics, plus new value-based reimbursement program requirements favor our technologies.

BIONIK's Platform Supports and Assists Insurance Reimbursement and Payments

We meet the new outcome-based reporting needs for value-based incentive programs.

Our Products are FDA-Listed (Class II Medical Devices – 510k Exempt)

Three rehabilitation products currently on the market for clinical use.

We Are Uniquely Positioned to Supply Large Regional and National Healthcare Providers

Our solutions combine proven research validation with the capability to support intensive clinical use.



Recently-signed agreement with \$3.3B Kindred Hospital and Rehabilitation for two phase, system-wide roll out until end of 2022.

Revenue Growth in New Geographies and Expansion into Home and Consumer Markets

Hospital Rehabilitation in Europe (CE Mark) , China (JV), Korea (Distribution Partner), and At-Home and Consumer Mobility Products



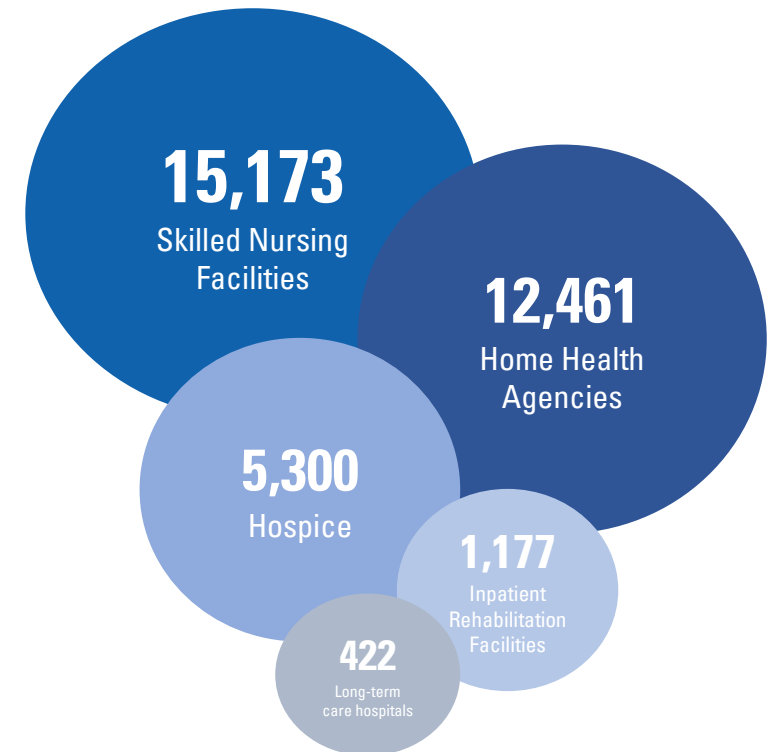
THE MARKET, ITS TRENDS, AND A TRIGGER FOR MASS ADOPTION

THE REHABILITATION MARKET

- The global rehabilitation equipment and devices market size was valued at \$10.53 billion in 2016 and is expected to grow at a CAGR of 6.0% during 2018-2025 forecast period. ([Grandview Research, 2017](#))
- The need for daily assistive devices for handicapped population around the globe is increasing rapidly.
- Significant healthcare reimbursement reforms changing equipment purchasing.
- The North American Rehabilitation and Assistive Technologies Market is estimated at \$409 M and is expected to grow at a CAGR of 13.1%. ([TMR Analytics](#))

Post-Acute Service Providers, By the Numbers

([Becker's Hospital CFO Report, 2014](#))



NEW U.S. REIMBURSEMENT PROGRAMS

Shift Towards Patient Outcomes at Skilled Nursing Facilities (SNF) - 2018 to 2020

- Value Based Programs will apply positive or negative incentive payments to facilities (as of 2020 incentive payments up to +2.33% and penalties up to – 1.97%)
- Quality indicator reporting on facility self-care and mobility scores will be made publicly available on SNF compare portion of CMS.gov for the first time under this rule
- Greater need for accurate measurement capability as functional patient outcome measures for each SNF will be measured and rankings made public in 2020

Value-based programs reward health care providers with incentive payments for the quality of care they give to people with Medicare

New Rules for In-patient Rehabilitation Facilities (IRF) – October 2019

- Rule favor Quality Indicators in the Patient Assessment Instrument (PAI)
- Quality indicator reporting on facility self-care and mobility scores will be made publicly available on IRF compare portion of CMS.gov for the first time under this rule

A Penalty of 2% decline in annual rate increase will apply to facilities not compliant with Quality Reporting Programs reporting

THE TRIGGER FOR MASS ADOPTION

We believe we are uniquely positioned to take advantage of the trends and pending regulations in healthcare to supply hospitals, clinics and homes with advanced Evidence Based medical devices to improve neurological performance and produce the data that measures our performance.

Market growth and new regulation provide a direct link to our products.





BIONIK

ABOUT US

OUR **TEAM**, OUR **PRODUCTS** AND
COMPETITIVE LANDSCAPE

MANAGEMENT TEAM

Eric Dusseux, MD, MSc, MBA
Chief Executive Officer

Former President of Europe and a director for Auregen BioTherapeutics
Executive Committee Member of Sanofi Pasteur
Manager (Principal) at The Boston Consulting Group

Michal Prywata
Co-Founder and CTO

Track record of inventing technologies that address untapped markets
Previously served as our Chief Executive Officer from March 2011 to April 2013
Five years with Bionik Canada, managing technological advancements and operations

Leslie Markow, CPA, CA, CPA (Illinois)
Chief Financial Officer

Chief Financial Officer of Stewardship Ontario, a 2010-2012
Chief Financial Officer of Blue Ocean NutraSciences Inc. (f.k.a. Solutions4CO2 Inc.), a public CO2 solution industrial company
Former CFO of SunOpta (NASDAQ: STKL)

Renaud Maloberti
Chief Commercial Officer

Former Vice President and General Manager of FujiFilm SonoSite, General Manager, Americas for BK Medical Systems.
GE Healthcare and GE Medical Systems

Malcom Bock
VP of Engineering

Former VP of Engineering at Respiratory Motion,
Senior Director of Global R&D for Covidien Ltd., a spin-off of Tyco International. Covidien
Inventor of the Year

Kent Smallwood
VP of Investor Relations

Leadership roles in Finance, Sales and Supply Chain
Steelcase
Teknion
Inscape

Jo Anne Langshaw
HR Business Partner

Former Sanofi Canada HR
25 years of human resource experience

BOARD OF DIRECTORS

Eric Dusseux, MD, MSc, MBA
Chief Executive Officer

Former President of Europe and a director for Auregen BioTherapeutics
Executive Committee Member of Sanofi Pasteur
Manager (Principal) at The Boston Consulting Group

André Jacques Auberton-Hervé
Chairman of the Board

Founder and President of 4A Consulting & Engineering
Co-Founder, President and CEO of Soitec (Euronext: SOI)
Led SOI to Euronext listing in 1999

Rémi Gaston Dreyfus
Director

CEO and Founder of GDG Investissements and RGD Investissements S.A.S.
Chairman and CEO of A.G.I. Paris, France.

Peter Gerald Malone
Independent Director

Chairman of FluidOil Limited;
Former chairman of Aberdeen Asia-Pacific Income Fund;
Previous member of U.K. Parliament;
Minister of State for Health in John Majors' government

Audrey D. Thévenon, Ph.D.
Independent Director

Program Officer with the Board on Life Sciences at the US National Academies of Sciences, Engineering, and Medicine;
Managing Editor of the journal Institute for Laboratory Animal Research

Joseph Martin
Independent Director

Chairman of Brooks Automation;
Director of Collectors Universe and Allegro Microsystems;
Awarded US CFO of the Year by CFO Magazine in 2000

Charles Matine
Independent Director

Founder and CEO of B&Associates
Strategic advisor to C4 Ventures
Advisory Board Member for Enlaps
Marketing and business development positions in Apple



THE SCIENCE OF OUR PRODUCTS

Robotic rehabilitation elicits brain neuroplasticity and recovery

BIONIK'S ASSET PRODUCTIVITY

Superior Performance and Value vs. Conventional Rehabilitation

CONVENTIONAL METHODS >

Repetition of a few functional motor skills; habitual movements

Movements Per Session

Only 25-45 movements per therapy session.

Protocols

Treatment protocols are therapist-dependent.

Metrics

Difficult to quantify true motor recovery and outcomes.



BIONIK InMotion™ >

Reducing impairment; neural plasticity and remapping of pathways

Movements Per Session

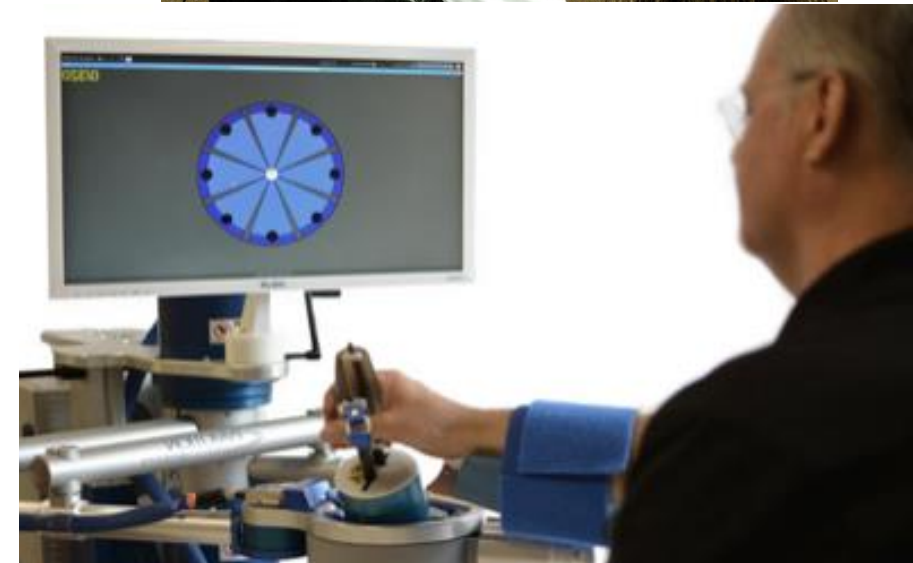
✓ 600 to 1,000 movements per session

Protocols

✓ Reproducible to advanced clinical research standards

Metrics

✓ BIONIK EVAL™ software quantifies true motor recovery



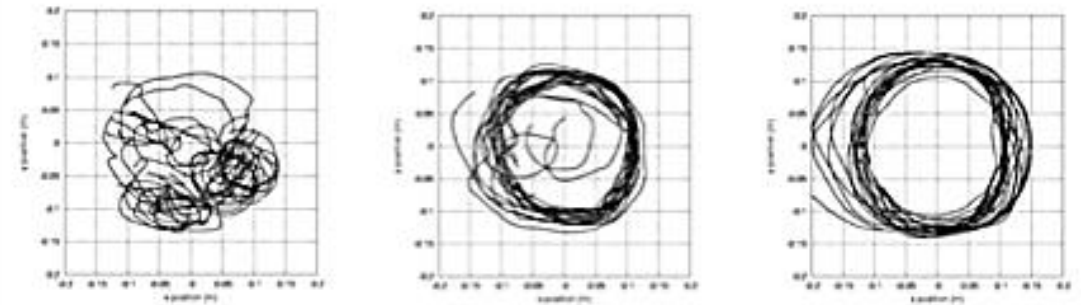
PROVEN EFFECTS ON BRAIN PLASTICITY

Data gathered from sample plots for a stroke patient at admission and after **14 and 70 days**, following InMotion™ ARM robotic therapy.

Circle Evaluation Test

Measures motor coordination, joint independence and motor planning

Results: Improvements in acceleration, speed and accuracy of repetitive circles.



Day 1

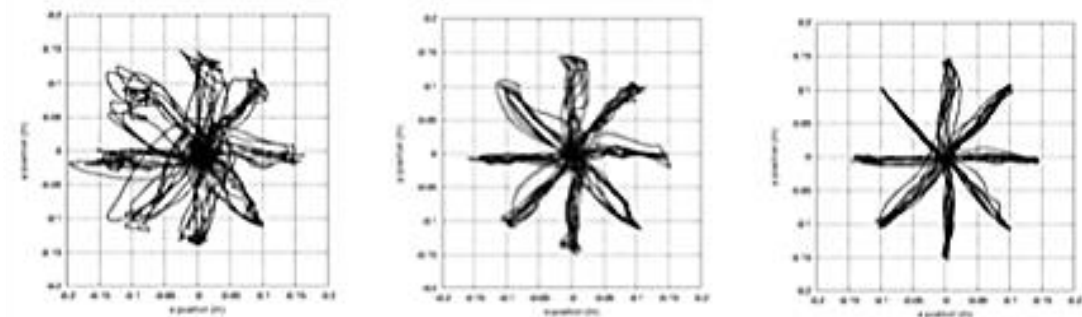
Day 14

Day 70

Point-to-Point Evaluation

Measures motor control through changes in acceleration, speed, accuracy, and movement coordination

Results: Improvements in acceleration, speed and accuracy of point to point diagrams.



OUR InMotion™ PRODUCT LINE

Uses: Stroke, Cerebral Palsy, Spinal Cord Injury, Multiple Sclerosis, Parkinson's Disease, Hemiplegic Shoulder Pain and Muscle Spasticity

InMotionARM™

Motor therapy to help patients regain motor function following a neurological condition or injury. Provides patients with real-time Assistance-as-Needed™ while it gently assists where needed to help them complete various motor therapy activities (30 programs).



InMotionHAND™

The InMotionHAND™ is combined with the InMotionARM™. The two robots work together, providing motor therapy that combines reaching with grasp and release movements. The InMotionARM™ and HAND robots quietly monitor the patient's movements during therapy while they gently assist patients.



InMotionWRIST™

The InMotionWRIST™ is an evidence based and research proven interactive rehabilitation device that senses patient movements and limitations, and provides Assistance-as-Needed™. It can accommodate the range of motion of a normal wrist in everyday tasks and can be used by clinicians as a stand-alone treatment option or in addition to the InMotion™ product line.



OUR UPPER LIMB ADVANTAGES

Bionik's competitive and product positioning vs. others.

1. Breath of Rehabilitation Offering

BIONIK offers Arm, Hand and Wrist - most competitors have arm, only

2. Software / Artificial Intelligence Capability

Broader measurement capability and greater adaptiveness through the patient session

3. Degree of Independent Clinical Research

Significantly higher than competitors (1000+ patients with addition of RATULS study in UK)

4. Therapy Modes

Multiple protocols supported, allowing adaptation to patient progress - e.g., 30 for InMotion ARM™

5. Patient Access

Only solution that supports all modes of patient use – Seated / Standing / Kneeling / Wheelchair ; Patient set-up time unrivalled

6. Pricing

Higher than most competitors who are not offering a complete system. Lower than Hocoma Armeo Power Arm/Hand unit which is the biggest player and closest competitor in terms of function and capability



GROWTH PLANS

Our Milestones Met and Our Market Opportunities

WE HIT OUR MILESTONES

We have built a strong FOUNDATION OF CLINICAL PRODUCTS

- Well-positioned in healthcare robotics and artificial intelligence
- Developed systems with Key Opinion Leaders to enhance value proposition
- More than 65 peer-reviewed papers published, presenting clinical trials ; Intellectual Property
- The ability to deliver measurable clinical outcomes

We are positioned to capitalize on accelerating COMMERCIAL MARKETS

- Went from 1 or 2 units sold per quarter to now 5 to 7, in U.S. and Europe (CE mark)
- High-quality sales pipeline
- Availability of new rental financing option
- Ramping production capabilities of our Class II medical device, 510k exempt, with leading U.S. manufacturer Cogmedix, based in Massachusetts.
- **Closed first national account, Kindred, who were shipped more units in their first order than our last three quarters combined.**

WE ARE OPTIMIZED TO SCALE

- **Commercial promise with next-generation products**
- **Directed towards hospitals and rehab centers, a new financial partner, a new sales force and a new strategy to rejuvenate sales**
- **Home-use rehabilitative products in development**
- **InMotionARM™ at home in development**
- **A smart, lighter exoskeleton in development**
- **Strengthened position to enter Europe, Korea, growth markets in China**

WE HAVE TARGETS IN SIGHT

- **Target US National Hospital Accounts**
 - Convert tangible interest and engagement with multiple national organizations into larger, more consistent revenue stream
 - Target multi-location, high patient volume rehabilitation providers
- **Target global hospital markets**
 - Establish sales agreements and international partnerships to expand distribution capabilities
 - CE Mark and France In-Clinic deployment paving the path to Europe (UK, France, Italy, Belgium...)
 - Launch new InMotion™ products in greater China and expand in Korea
- **Extend success of InMotion™ to home market**
- **Enter global assistive mobility mass market with our exoskeleton**

WE ARE SIGNING CONTRACTS

Announced December 17, 2018



BIONIK Laboratories Announces
Multi-Year Purchase Agreement
and Ongoing Relationship with
Kindred Hospital Rehabilitation
Services for InMotion Arm™
Robotic Systems

- Kindred Healthcare is a healthcare services company with revenues of approximately \$3.3 Billion (Owned by Humana and private equity partners)
- First phase purchase agreement is for 21 Bionik InMotion Arm Robotic Systems
- Second phase will be broader deployment until at least end of 2022 across Kindred's new inpatient rehabilitation hospitals and evaluated for other care facilities
- Kindred driven to be a leader in Value Based Care and Patient Engagement
- Many leading healthcare organizations have similar needs in the area of advanced patient rehabilitation

**SALE OF UNITS INCLUDE MAINTENANCE
AND SERVICE CONTRACT**

DELIVERIES TO 19 KINDRED HOSPITAL NETWORK LOCATIONS



Mercy Rehabilitation Hospital and Rehab Hospital, Des Moines, St. Louis, Springfield



Franciscan Specialty Care, CHI Franciscan Rehabilitation Hospital



Avon RH, University Hospital Avon Rehabilitation Hospital



Lancaster Réhabilitation Hospital, Lancaster Réhabilitation Hospital



NHS-CHC 1, Methodist Rehabilitation Hospital



Dignity-Kindred Rehabilitation Hospital East Valley and Rehabilitation Hospital



Mercy Rehabilitation Hospital, Mercy Rehabilitation Hospital Oklahoma City



St. Mary Réhabilitation Hospital, St. Mary Réhabilitation Hospital



CTRH, Central Texas Rehabilitation Hospital



Texas Rehabilitation Hospital of Fort Worth & Arlington TX



Rehabilitation Hospital of Wisconsin, Rehab Hospital of Wisconsin



Baptist Memorial Rehabilitation Hospital, GP



Community Health Network Rehabilitation Hospital, Rehab Hospital & Hospital South



Madison Réhabilitation Hospital, UW Health Réhabilitation Hospital



FINANCIALS

SUMMARY INCOME STATEMENT

Unaudited (in \$ USD)

	Six Months ended September 30, 2018	Six Months ended September 30, 2017
Revenue	1,048,418	\$309,367
Cost of Sales	637,236	89,125
Gross Profit	411,182	220,242
Operating Expenses	5,446,061	5,646,822
Other Expense (Income)	(291,076)	429,297
Net Loss	(4,743,803)	(5,855,877)
EPS	(2.02)	(8.84)

SUMMARY BALANCE SHEET

Unaudited (in \$ USD)

As of September 30, 2018

Total Current Assets	1,886,233
TOTAL ASSETS	28,900,239
Total Current Liabilities	2,002,784
Total Long-Term Liabilities	0
TOTAL LIABILITES	2,002,784
Total Shareholders' Equity	26,897,455

CAPITALIZATION TABLE

As of December 31, 2018

Common Shares Outstanding	2,611,538 ¹
Warrants	440,231 @ \$44.21 WAEP ²
Options	185,603 @ \$38.26 WAEP ²
Convertible Notes	\$3,150,000 aggregate principal amount

¹ Includes 273,574 exchangeable shares

² Weighted Average Exercise Price



BIONIK

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