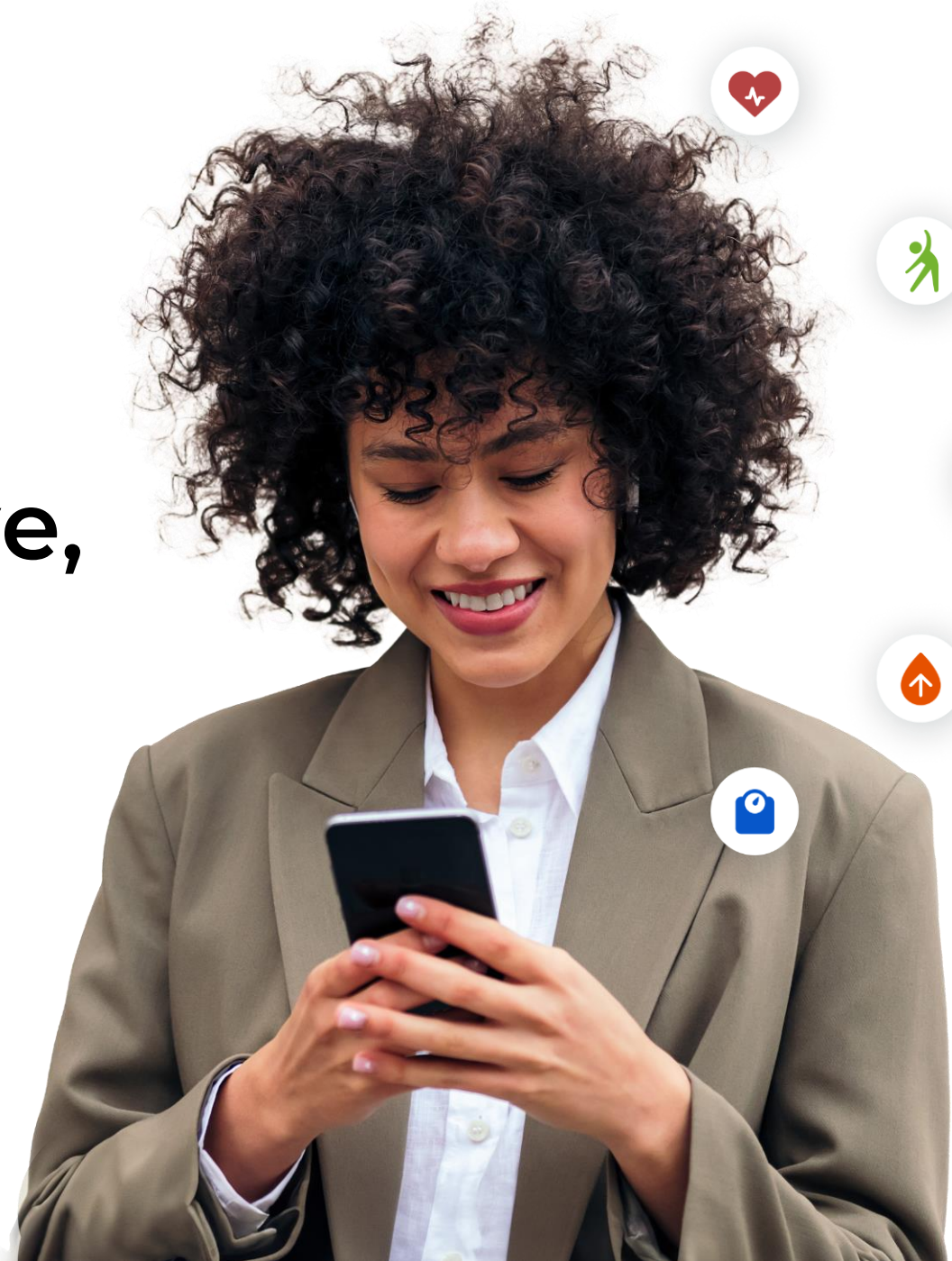


DarioHealth Corp.

A Comprehensive, User-Centric Digital Health Platform

November 2nd, 2023



| Forward-looking statement

This presentation of DarioHealth Corp. (“Dario”, the “Company”, “we” and “our”) and statements of our management or agents related thereto contain or may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the “Act”). Statements which are not historical reflect our current expectations and projections about our future results, performance, liquidity, financial condition, prospects and opportunities and are based upon information currently available to us and our management and their interpretation of what is believed to be significant factors affecting our business, including many assumptions regarding future events. For example, when we discuss our growth potential and return on investment, the potential market opportunity, potential increase in revenue based on multi-condition accounts, the potential benefits to be realized by the strategic agreement with Sanofi U.S. Services Inc. (“Sanofi”) and the expected contract value and potential revenues and product offering, we are using forward-looking statements. Words such as “seek,” “intend,” “believe,” “plan,” “estimate,” “expect,” “anticipate,” “will,” “would,” and other similar expressions all denote forward-looking statements within the meaning of the Act.

Readers are cautioned that actual results, performance, liquidity, financial condition and results of operations, prospects and opportunities could differ materially and perhaps substantially from those expressed in, or implied by, these forward-looking statements as a result of various risks, uncertainties and other factors. Factors that could cause or contribute to such differences include, but are not limited to our compliance with regulatory requirements, the impact of current and any future competition, our current and future capital requirements and our ability to satisfy our capital needs through financing transactions or otherwise, our ability to manufacture, market and generate sales of our Dario® diabetes management solution, as well as other factors and risks discussed in the Company’s filings (including the results of the Company’s commercial and regulatory plans for Dario®) with the U.S. Securities and Exchange Commission (the “SEC”).

We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law.

In addition, readers are cautioned that any estimates, forecasts or projections contained in this presentation or as may be discussed by our management or agents have been prepared by our management in good faith on a basis believed to be reasonable. However, such estimates, forecasts and projections involve significant elements of subjective judgment and analysis and no representation can be made as to their attainability. No representation or warranty (express or implied) is made or is to be relied upon as a promise or representation as to our future performance. Readers are cautioned that such estimates, forecasts or projections have not been audited and have not been prepared in conformance with generally accepted accounting principles.

This presentation contains market data related to our business and industry, including projections that are based on a number of assumptions. If these assumptions turn out to be incorrect, our actual results may differ materially from the projections based on these assumptions. As a result, the market for our products may not grow at the rates projected by these data, or at all. If the assumptions upon which the projections are based prove to be incorrect, or if the market for our products fails to grow at the rates projected, our results will differ materially from the projections included in this presentation.

This presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of any securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

Our values

Dario is a leader in the global digital health market managing the most common chronic conditions for payers and employers, saving them money, and improving clinical outcomes.

Our mission

We make it easy for people to care for their health, with continuous and connected support that anticipates needs, understands motivation, and simplifies behavior change to put better health and outcomes in everyone's reach.



| DarioHealth investment thesis

\$171B TAM

Operates in the future of the healthcare industry

5 chronic conditions

Expanded into multi-healthcare conditions

\$5k yearly savings

Product excellence and clinically proven results. **4.9/5 stars in the Apple app store**

70% Gross margins

Expected greater than 70% growth on the core business with expanding margins expected over the next 3 years.

Above 10 world-class clients & partners

Aetna, Sanofi, Blues Plan, and others

\$43.9M* in cash

Strong balance sheet

<https://www.gavinpublishers.com/article/view/the-cost-and-impact-of-type-2-diabetes-policy-recommendations-for-a-growing-public-health-epidemic>
"The Cost and Impact of Type 2 Diabetes: Policy Recommendations for a Growing Public Health Epidemic" Paul Keckley, Nov2018 (1% HbA1C =1700\$)
<https://www.dariohealth.com/wp-content/uploads/2021/04/MK-0054-RevA-Decrease-in-Estimated-A1C-for-people-in-High-risk-over-a-full-year-of-users-monitoring-with-a.pdf>
<https://www.dariohealth.com/articles/part-2-why-digital-health-solutions-or-why-not/>
<https://dariohealth.investorroom.com/2021-05-18-DarioHealth-Acquires-Digital-Behavioral-Health-Platform-wayForward>
https://www.dariohealth.com/wp-content/uploads/2021/06/HealthPlan_18JUN21.pdf

*Cash balance as of September 30, 2023, including long-term loan of \$30M

| Effective management of chronic diseases remains unsolved

75%

of aggregate U.S. healthcare spending accounted for chronic diseases

6 in 10

Adults in the US have a chronic disease

4 in 10

Adults in the US have two or more chronic diseases

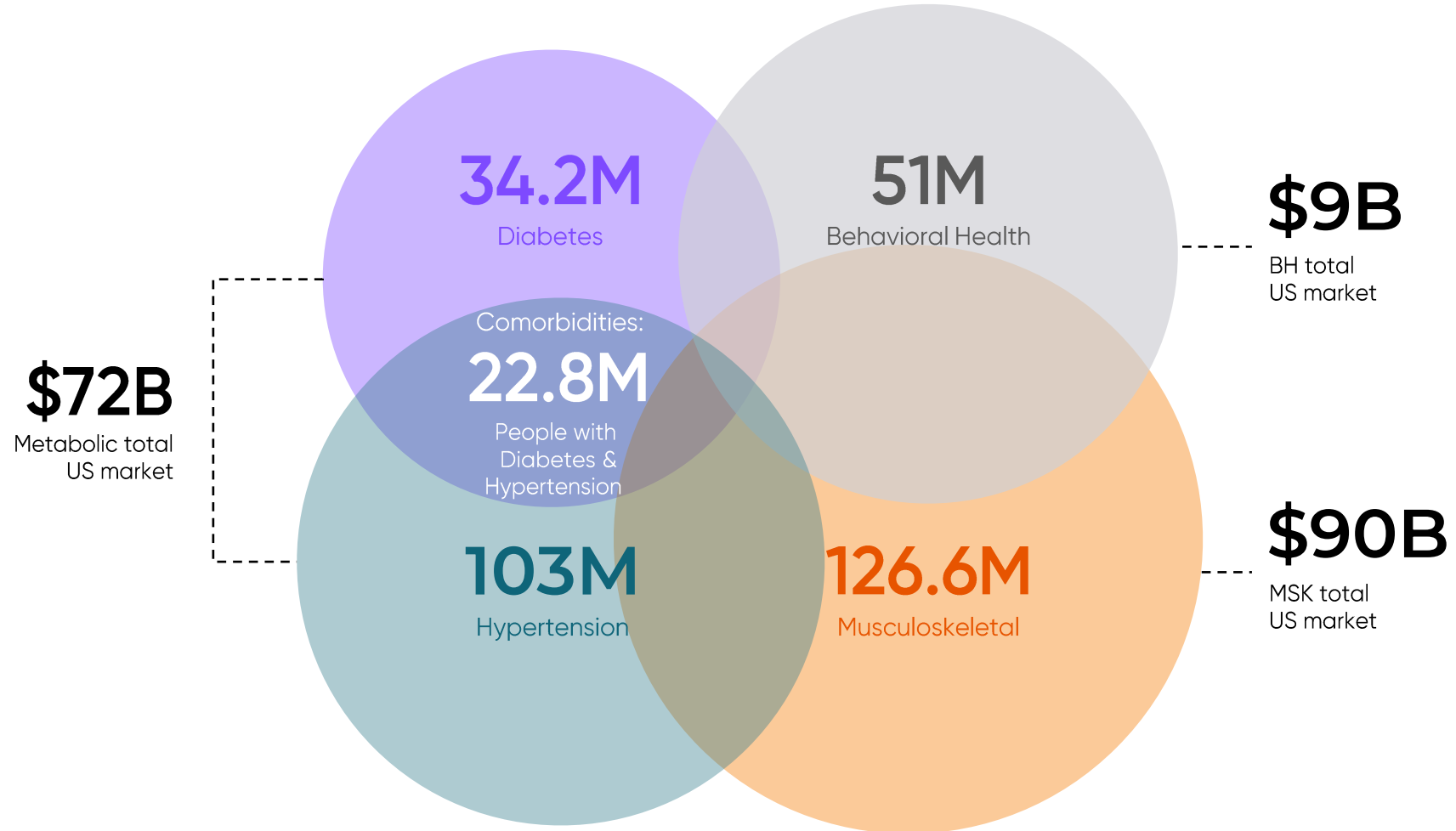
\$4.1T

Annual Health Care Costs to the U.S. economy

(*) <https://www.cdc.gov/chronicdisease/resources/infographic/chronic-diseases.htm>
<https://www.cdc.gov/chronicdisease/pdf/infographics/chronic-disease-in-america-H.pdf>
<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5876976/>

TAM – Exceptional and untapped

\$171B opportunity in the U.S. alone of which less than 2% is already penetrated.

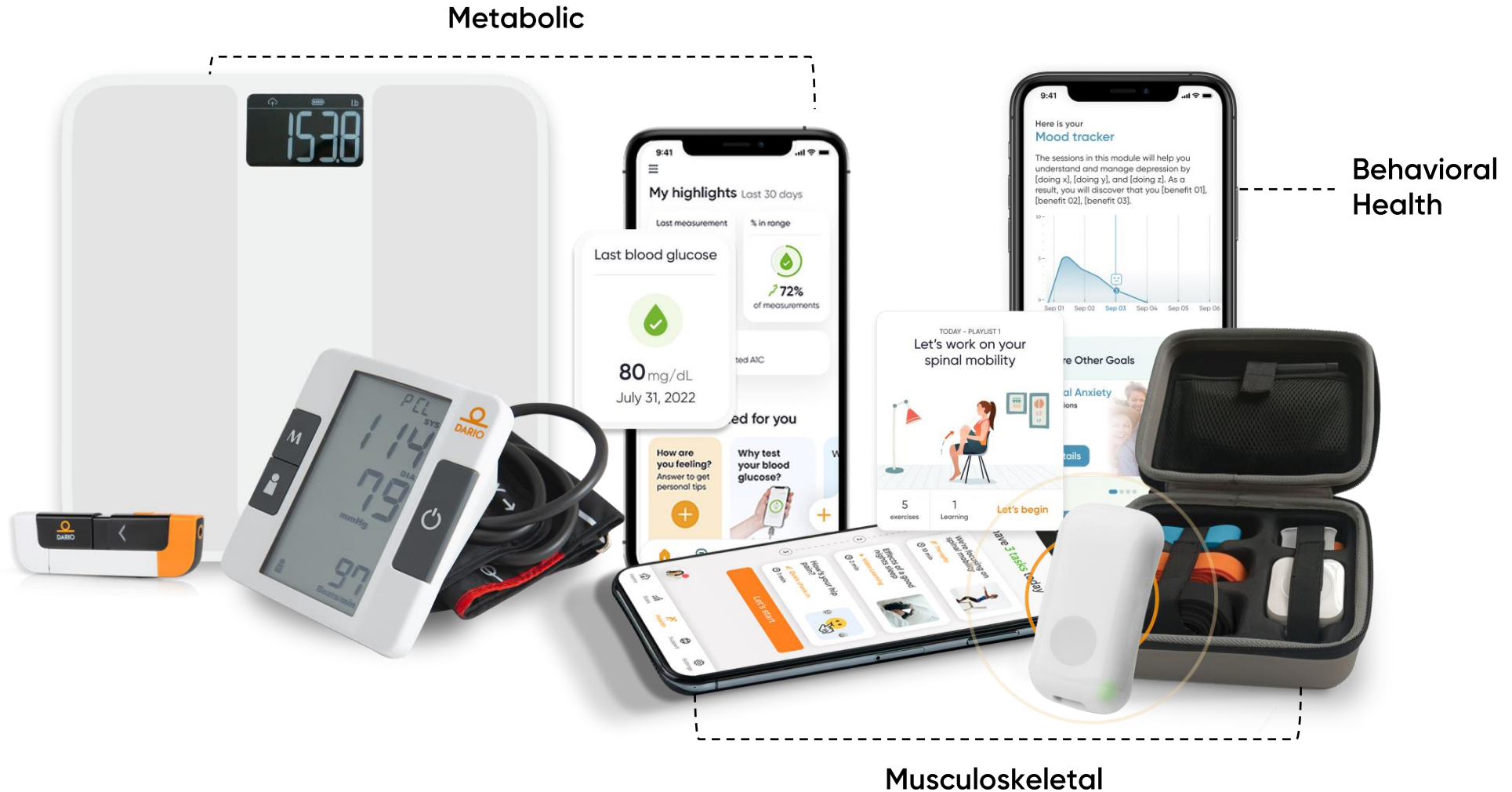


<https://www.heart.org/en/news/2018/05/01/more-than-100-million-americans-have-high-blood-pressure-aha-says#:~:text=The%20number%20of%20Americans%20at,adults%20in%20the%20United%20States.>
<https://www.cdc.gov/diabetes/pdfs/data/statistics/national-diabetes-statistics-report.pdf>
<https://diabetes.org/diabetes/high-blood-pressure>
<https://www.sciencedaily.com/releases/2016/03/160301114116.htm>
<https://mhanational.org/issues/state-mental-health-america>

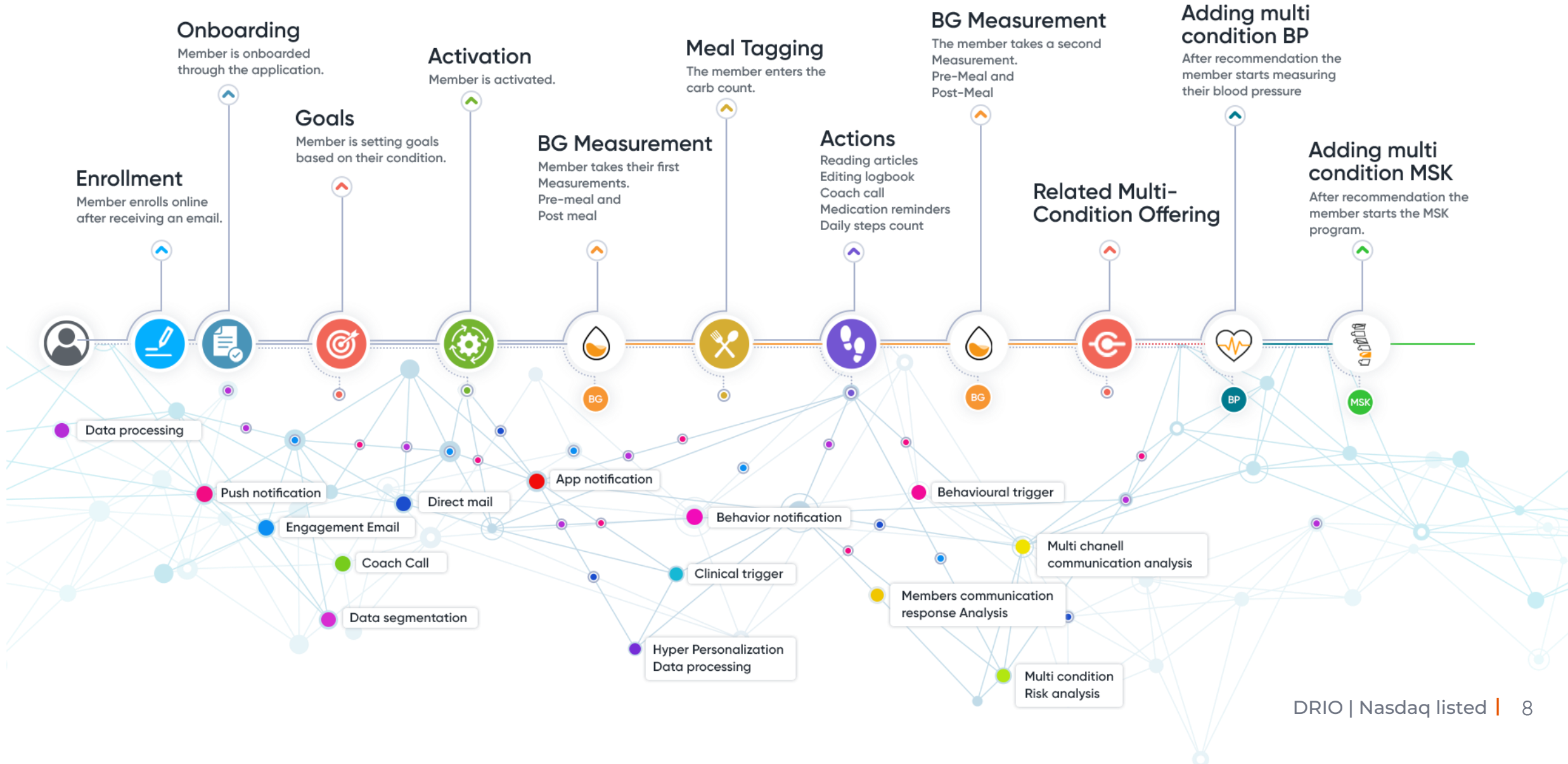
Calculated as \$60 PMPM for diabetes, \$30 PMPM for Hypertension, \$70 PMPM for comorbidity (diabetes and Hypertension) and \$60 PMPM for MSK

| One consolidated and personalized experience

Dario enables better health outcomes with engaging solutions that motivate lasting change.



Dynamic and adaptive journeys



Comprehensive solutions that support management of multiple conditions

69%

of people with diabetes also have high blood pressure

40%

of U.S. adults live with two or more chronic conditions

96M

American adults (more than 1 in 3) have prediabetes.

2.4

is the average of managed chronic conditions on the Dario platform.

Plus:

We are relevant to more people.



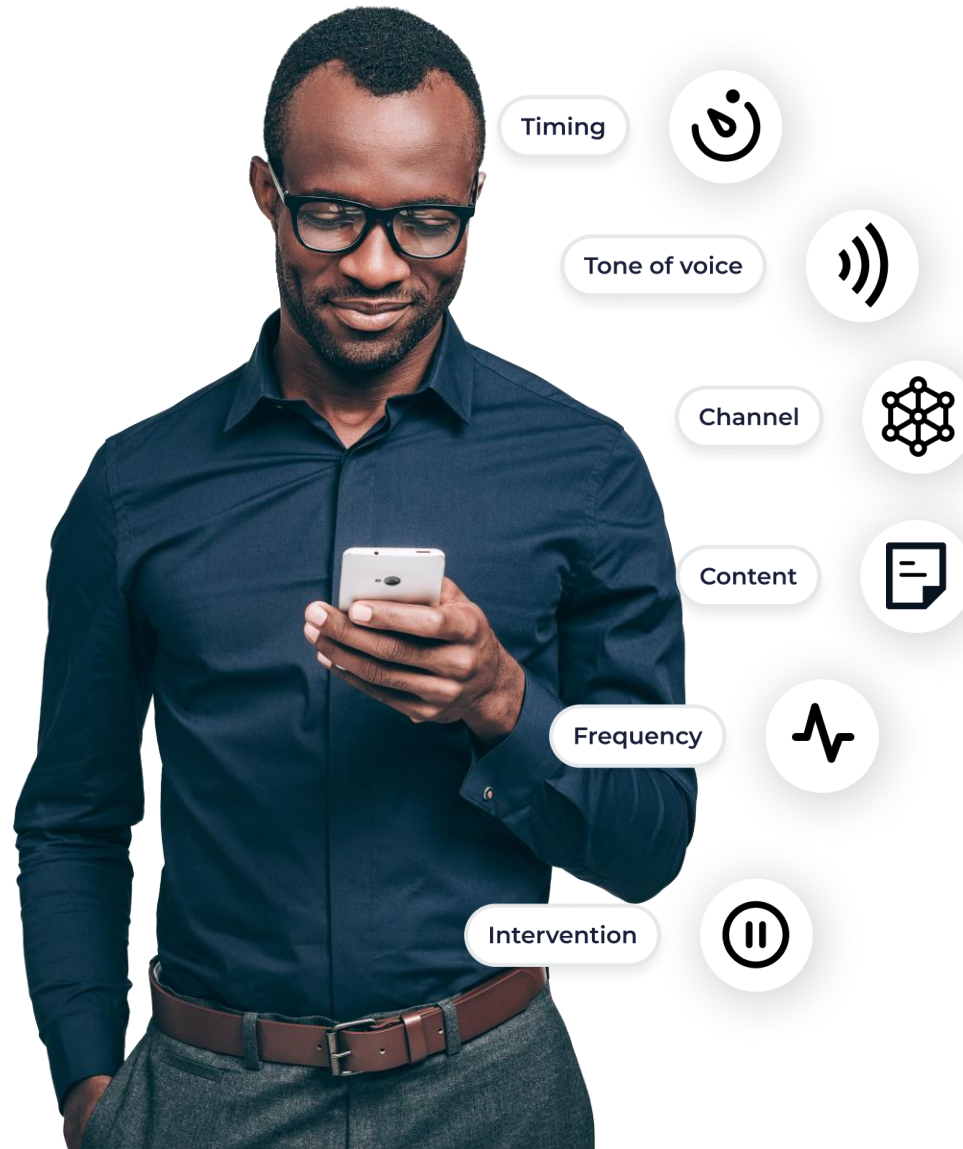
[1] <https://www.cdc.gov/diabetes/library/spotlights/diabetes-facts-stats.html>

[2] <https://www.cdc.gov/diabetes/managing/mental-health.html#:~:text=Being%20stressed%20for%20a%20long,some%20point%20in%20their%20life.>

| Dynamic personalization for each individual

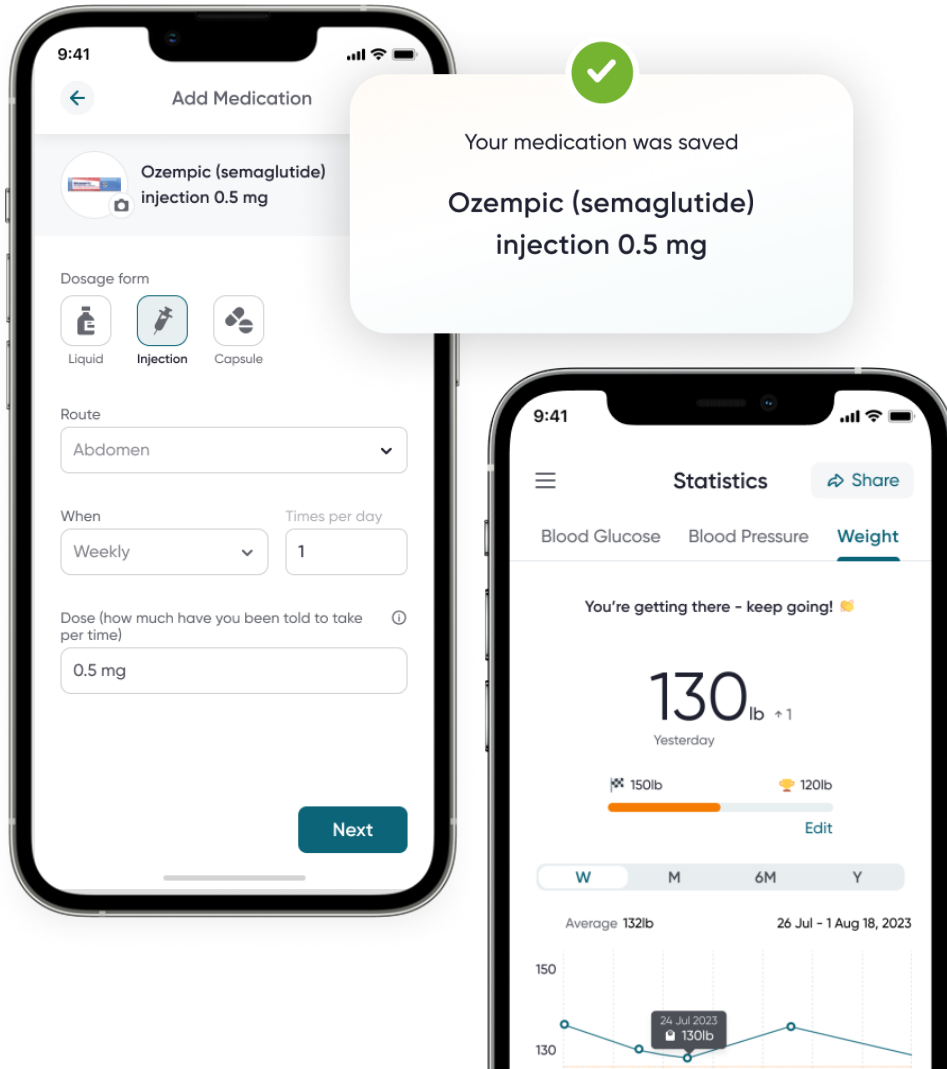
AI insights continuously applied to six domains of personalization, engaging members throughout their journey

Dario's adaptive approach flexes to members' changing needs and circumstances, supporting them through challenges and helping them stay on their path to better health.



| GLP-1 behavioral change program

The advantage of Dario's fundamental product offerings in the GLP-1 space, powered by new developments in collaboration with our strategic partners



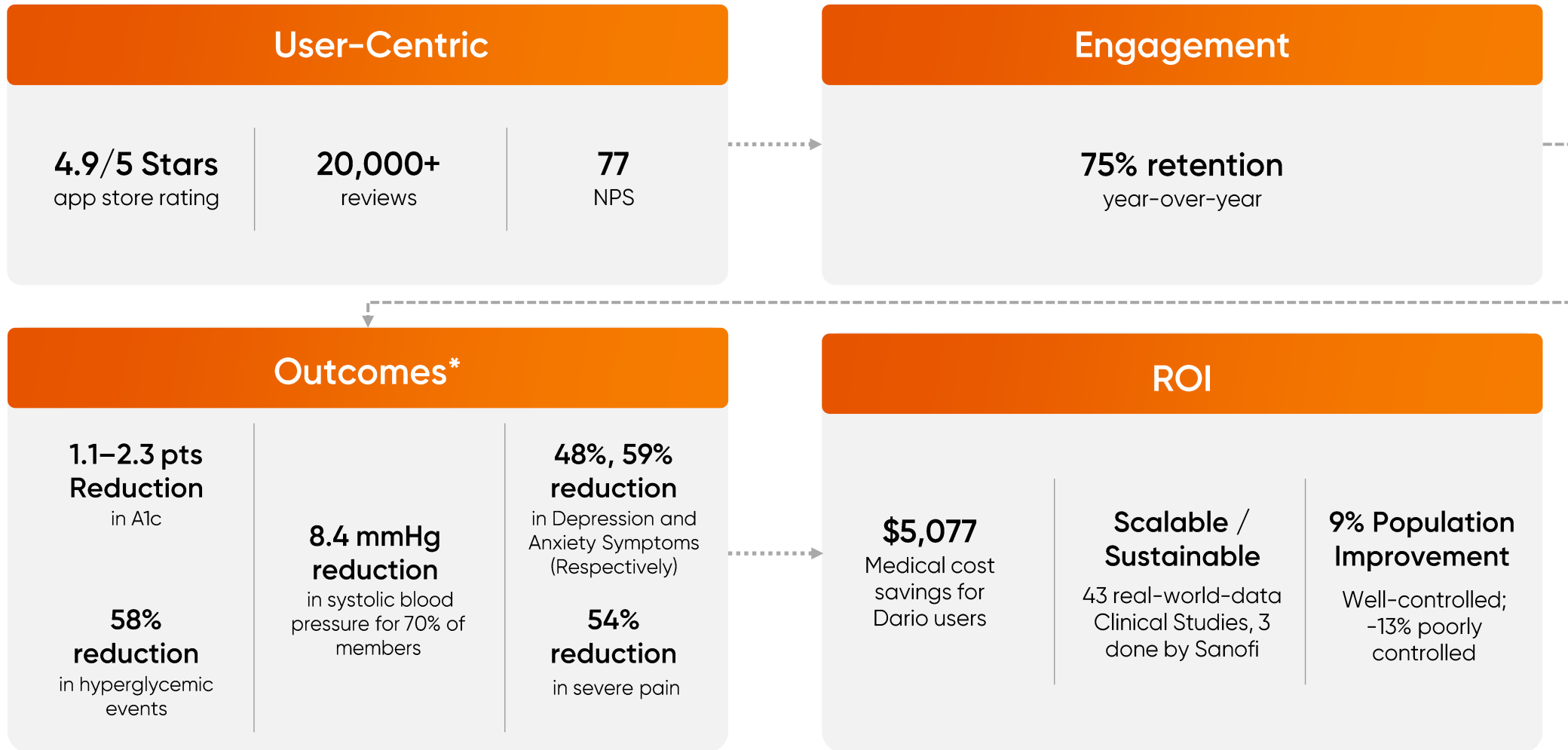
A tailored experience to help members achieve their goals:

According to published FDA statements, the drug needs to be supported by proper behavioral change. This includes onboarding and offboarding the drug as well as managing nutrition and exercise while taking it.

This is exactly the type of behavioral management that the Dario solutions address..

- Onboarding with a clinical coach sets members up for success.
- Dedicated specialty health coaches support members on their health journey.
- Tailored weight loss program to help members achieve weight loss goals and develop healthy habits.

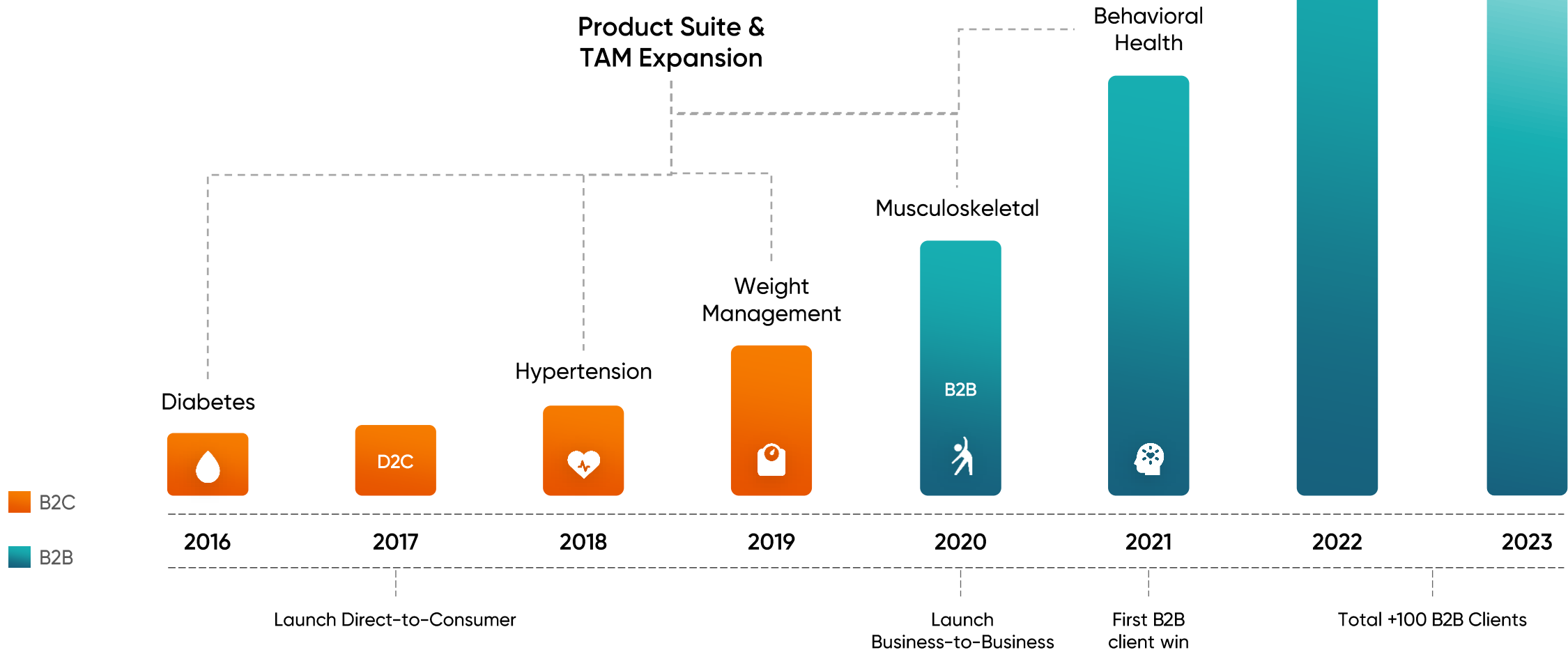
Validation supported by outcomes



(*) https://diabetesjournals.org/diabetes/article/67/Supplement_1/77-LB/58302/Decrease-in-High-Readings-and-Severe-Hyperglycemic
<https://dariohealth.investorroom.com/2021-05-18-DarioHealth-Acquires-Digital-Behavioral-Health-Platform-wayForward>
<https://www.dariohealth.com/articles/part-2-why-digital-health-solutions-or-why-not/>
<https://dariohealth.investorroom.com/2020-08-13-DarioHealth-Announces-Poster-Presentation-at-the-Virtual-Association-of-Diabetes-Care-and-Education-Specialists-2020-Annual-Conference>
https://diabetesjournals.org/diabetes/article/67/Supplement_1/77-LB/58302/Decrease-in-High-Readings-and-Severe-Hyperglycemic
Impact of a Digital Diabetes Solution on Glycemic Control in Adults with Type 2 Diabetes Mellitus in the United States, ADA 2023
The impact of a digital health technology on healthcare quality measures and clinical outcomes in adults with type 2 diabetes mellitus, AMCP-Nexus 2023
Effects of a Digital Diabetes Solution on All-Cause Healthcare Utilization Charges for Patients with Type 2 Diabetes, ADA 2023

Expansion from DTC* & Single-Condition to B2B2C and Multi-Conditions drives exponential growth

Customers seek integrated rather than point solutions, resulting in increased average revenue per customer and accelerated growth of the user base.

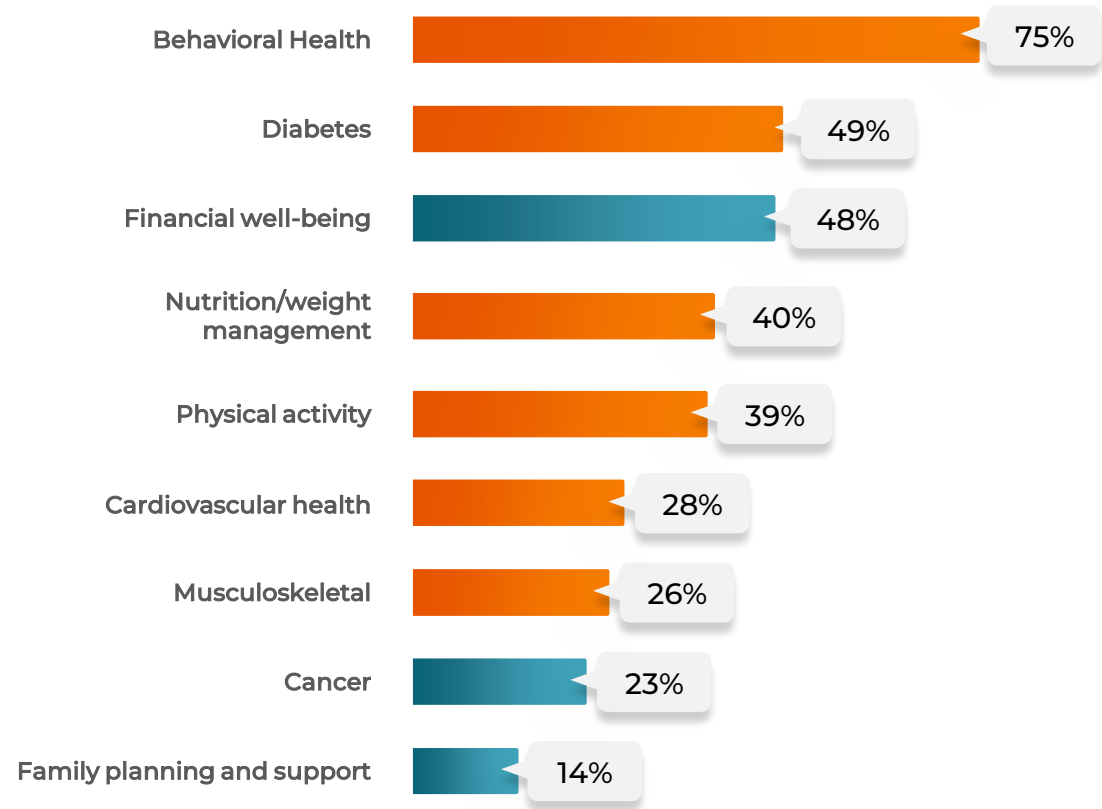


| Dario covers 6 of Employers' top priorities in a single solution

As the market consolidates and rewards multi-condition solutions and customers seek to reduce the number of vendors, Dario is positioned as the only single-experience multi-condition solution that addresses their top priorities.

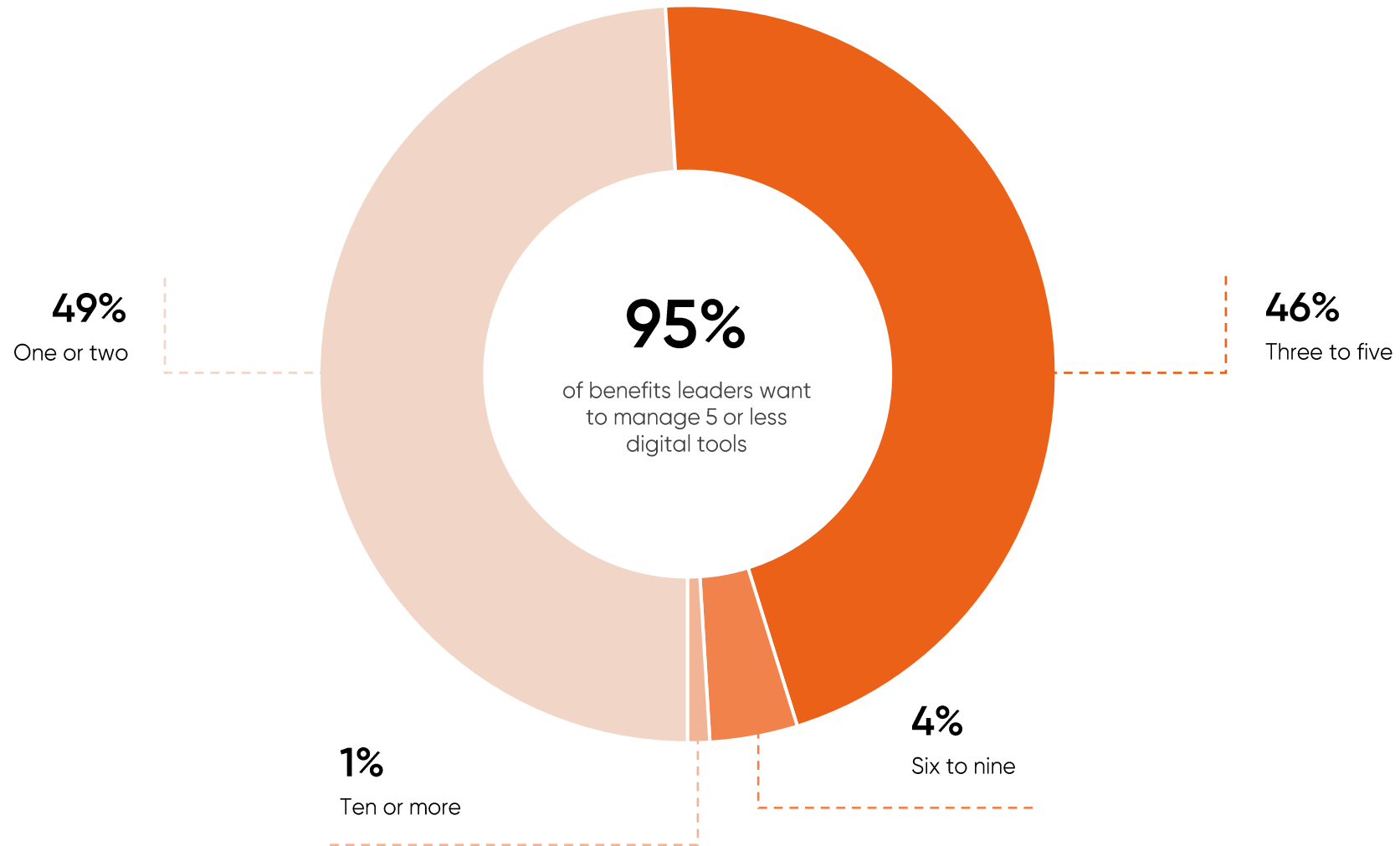
Dario covers the conditions that matter most to our customers and transforms their experience from vendor complexity to vendor simplicity, reducing costs and ensuring engagement

 Covered by Dario

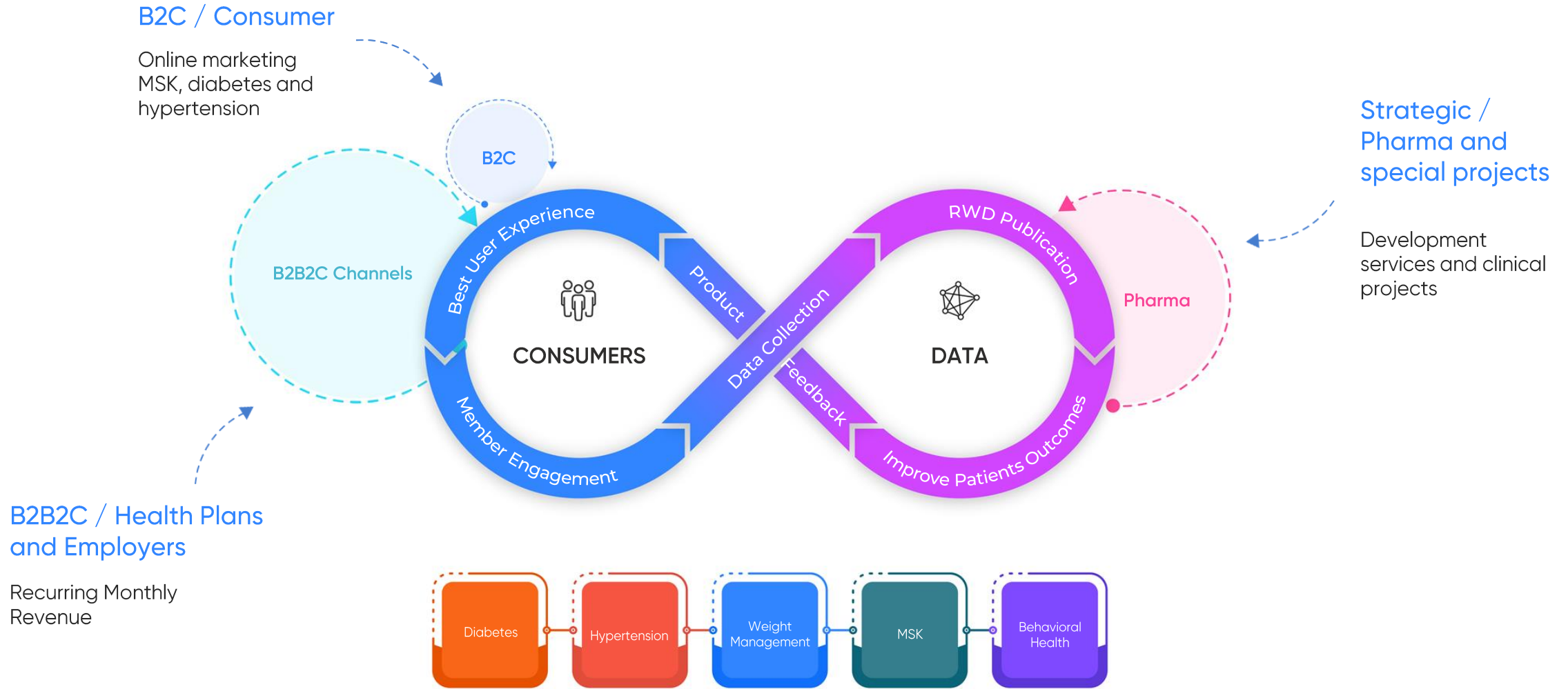


(*) 2020 Mercer National Survey of Employer-Sponsored Health Plans (Employers with 500+ employees)
<https://www.pittsburghcebs.com/uploads/1/1/8/0/118078882/national-survey-of-employer-sponsored-health-plans-2020-survey-report.pdf>
<https://www.mercer.us/what-we-do/health-and-benefits/strategy-and-transformation/mercer-national-survey-benefit-trends.html>

| Employers Prefer to Manage Fewer Digital Tools



| Dario – building product for consumers powered by data



| Commercial Channels and Business model

Milestone driven

Strategic

Pharma

Private Label or custom delivery

Monthly recurring driven

Membership-driven business model (B2B2C)

Health Plan/ PBM

Managed Medicare & Medicaid

Fully insured commercial

Employer

Direct to employer

Consultants/Brokers

Through health plans

Through PBMs

Through partners

Per Engaged Member per Month

Applied to metabolic conditions and full suite customers.

Paid per every member that is engaged on the platform.

The price ranges between **\$59 and \$89 / engaged member/month** depending on the number of conditions.

Per Employee per Month (PEPM)

Behavioral health and mid-market multi-condition customers

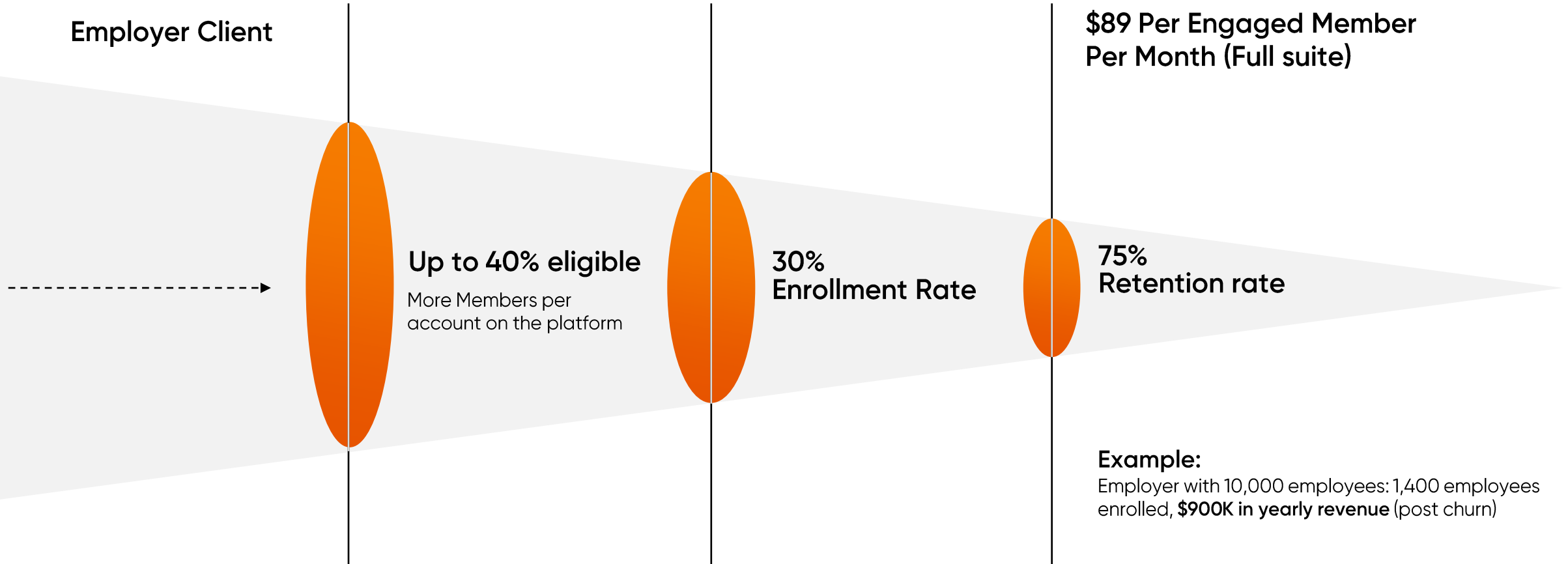
Paid per every member that has access to the platform.

Price is in single digit per employee.

Dario's multi-condition compounding economics

B2B2C Channel

Employer Client



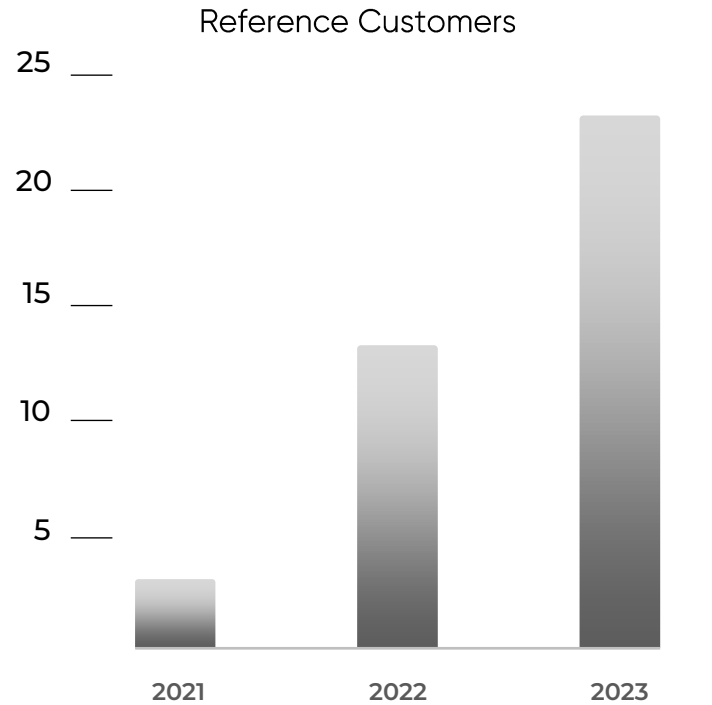
Revenue growth – client satisfaction across enterprise channels

High customer satisfaction enables rapid growth and enables a larger customer profile

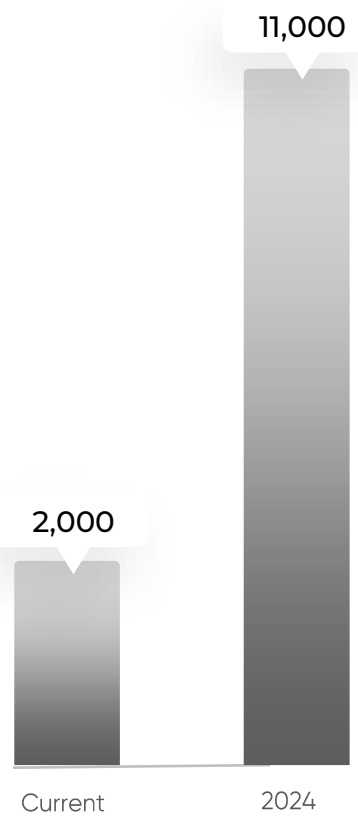


89%

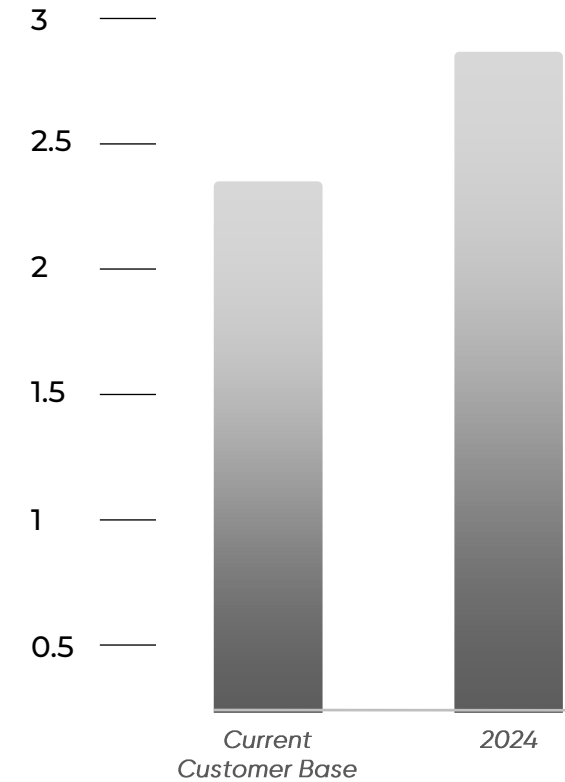
Customer Satisfaction Rating



Average employees



Average number of conditions



Based on surveys conducted by the Company with its customers on a quarterly basis

2024 employees and conditions numbers are estimated according to signed contracts that will be activated in 2024

Strategic approach to partnership accelerates commercial adoption and enhances competitiveness

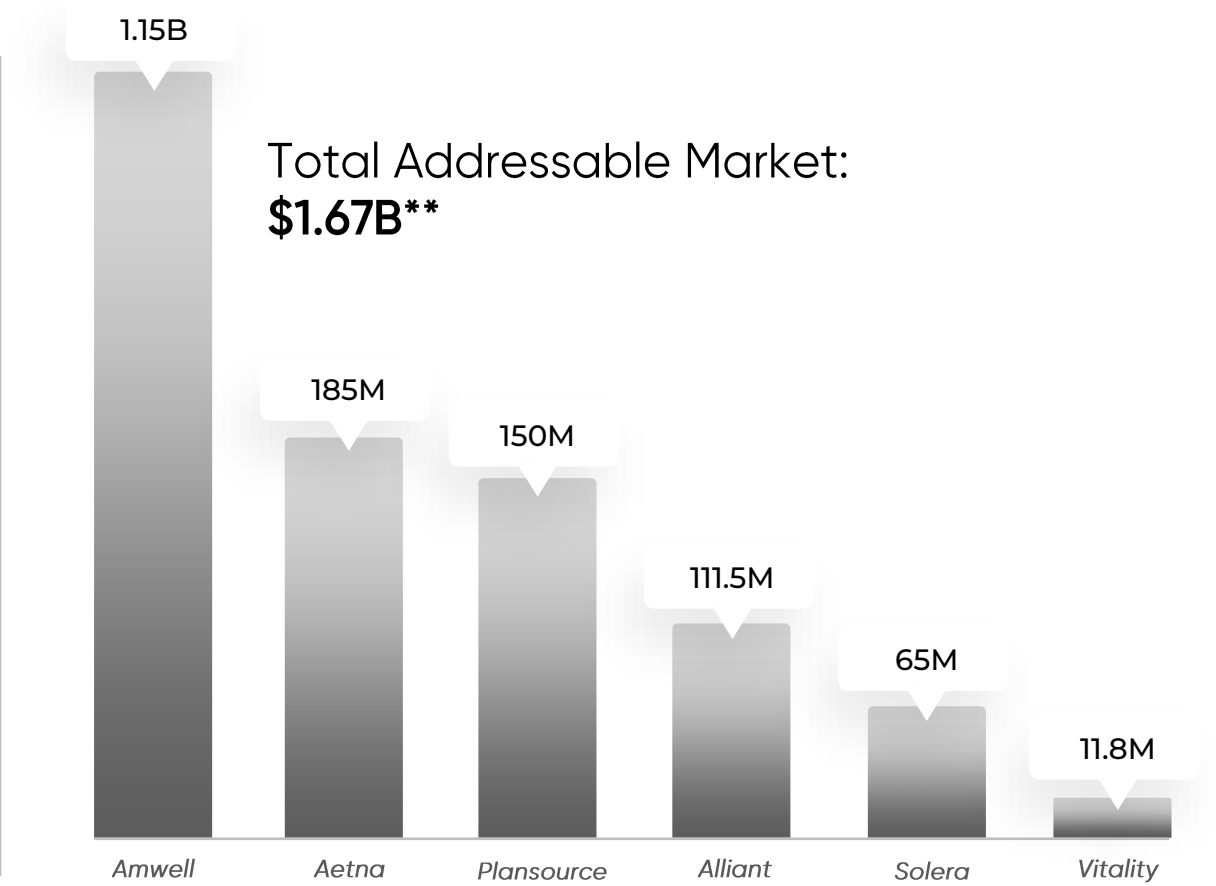
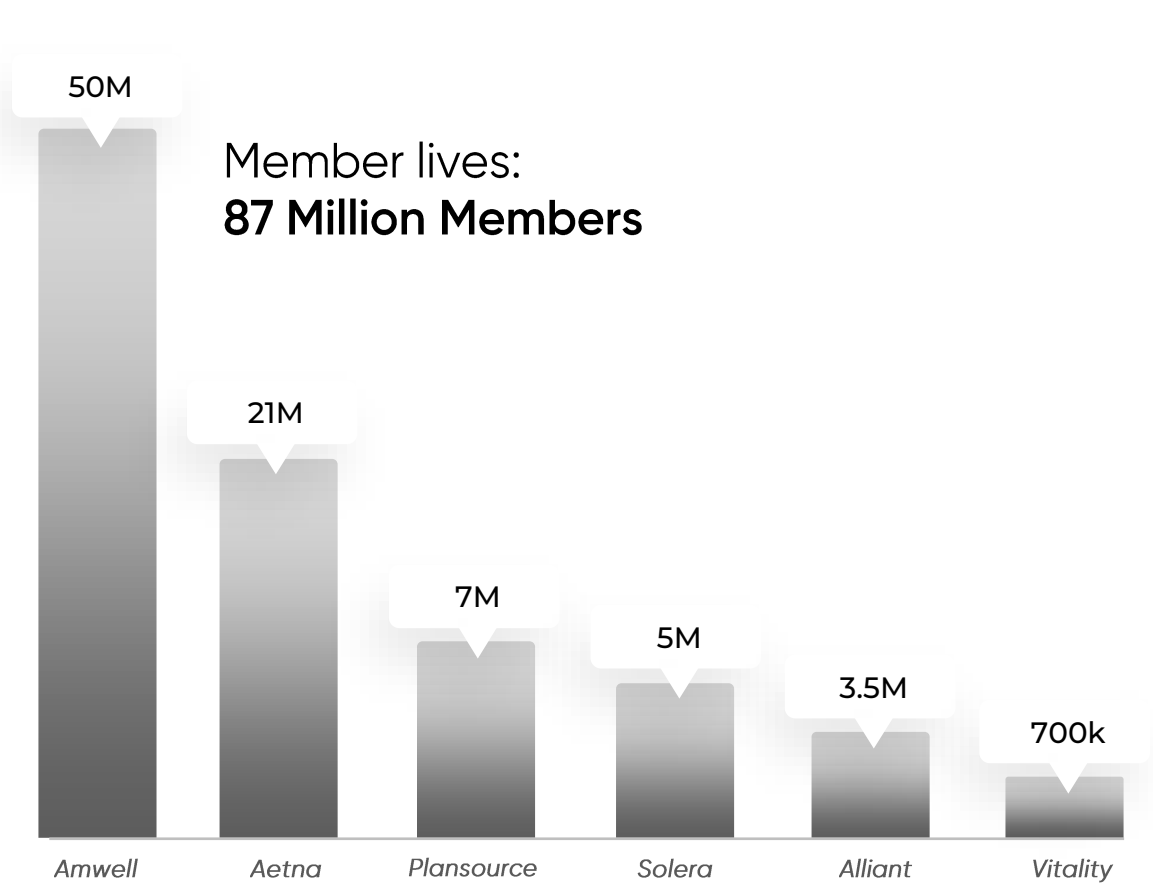
Mature partners select Dario to accelerate digitalization



 Partners network with access to:
15,000 employers
105 health plans

A closer look at our largest partnerships

Dario targets partners that accelerate sales cycle and give access to large scalable TAM



Gaining 1% market share is ~\$17M in ARR

** Estimated on members lives numbers received and Company contracted products and prices

*Based on numbers received from the named customers

| Near term growth

Rapidly growing pipeline through partners



One of the top
3 national
health plans

with access to:

20M+ members



One of the top
3 national
health plans

with access to:

14M members



A Rx General
Purchasing Org

with access to:

50M+ members



January 2024
Launch

available to:

**21M commercial
and BH members**

Amwell, Solera, and Aetna customers use existing contracts to shorten sales cycle

| Strategic partnerships advantage: **sanofi**

\$30M

sanofi

**Single
Platform**

Multi-year, **\$30 million agreement**, will help accelerate the commercial adoption of Dario's full suite of digital therapeutics and drive the expansion of digital health solutions on the Dario platform.

Sanofi selected Dario to leverage its broad suite of digital therapeutics and its ability to engage patients for favorable clinical and financial outcomes, as the solution of choice for its U.S. commercial clients.

Dario's single platform helps patients manage diabetes, hypertension, weight management, musculoskeletal, and behavioral health, offering Sanofi managed care clients an attractive, easily scalable digital health solution that creates immediate access across a wide range of needs.

**2 main areas of
collaboration:**

Commercial

Dario and Sanofi will collaborate on promoting the Dario multi-condition digital therapeutics solution, significantly increasing Dario's sales reach in the health plan market and selectively in the employer channel.

R&D

Dario develops new or enhanced solutions leveraging its platform, and for the parties to generate robust evidence to support future commercialization in the health plan channel.

Dario is well positioned to win

The only consumer centric, multi condition solution with real world clinical studies that show tangible results for payors, employers and end users alike

No. of conditions

5

—



—



—

1



Provider-led

Consumer-led

Clear Clinical Benefit

1.0–2.3 pts

Improvement in glucose control, 0.2–0.5 pts better than usual care.¹

Notable Population Improvement

+9%

Well-controlled; -13% poorly controlled.²

Reduced Use of Healthcare System

9%

Reduction in overall medical use, including 36% reduction in 30-day readmission rate.³

Significant Cost Savings

\$5,077

Medical cost savings for Dario users Compared to non-Dario users per year.⁴

¹ Impact of a Digital Diabetes Solution on Glycemic Control in Adults with Type 2 Diabetes Mellitus in the United States, ADA 2023

² The impact of a digital health technology on healthcare quality measures and clinical outcomes in adults with type 2 diabetes mellitus, AMCP-Nexus 2023

³ A Retrospective Cohort Study Comparing Healthcare Resource Utilization, Length of Stay and 30-Day Readmissions in Users and Non-Users of a Digital Diabetes Health Intervention for Patients with Type 2 Diabetes Mellitus, AMCP-NEXUS 2023

⁴ Effects of a Digital Diabetes Solution on All-Cause Healthcare Utilization Charges for Patients with Type 2 Diabetes, ADA 2023

Financial profile improvement – revenue breakdown

■ B2C - Consumer

- \$8M - Annual run rate
 - Generating cash
-

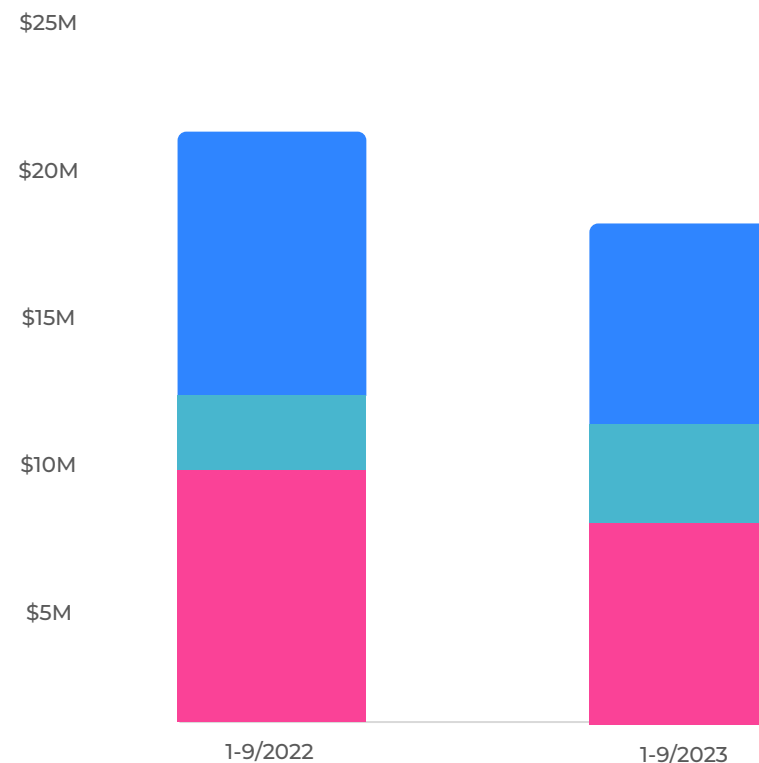
■ Commercial – B2B2C

- Recurring revenues at an annual run rate of \$5.5M
 - Growing for the last 10 consecutive quarters.
-

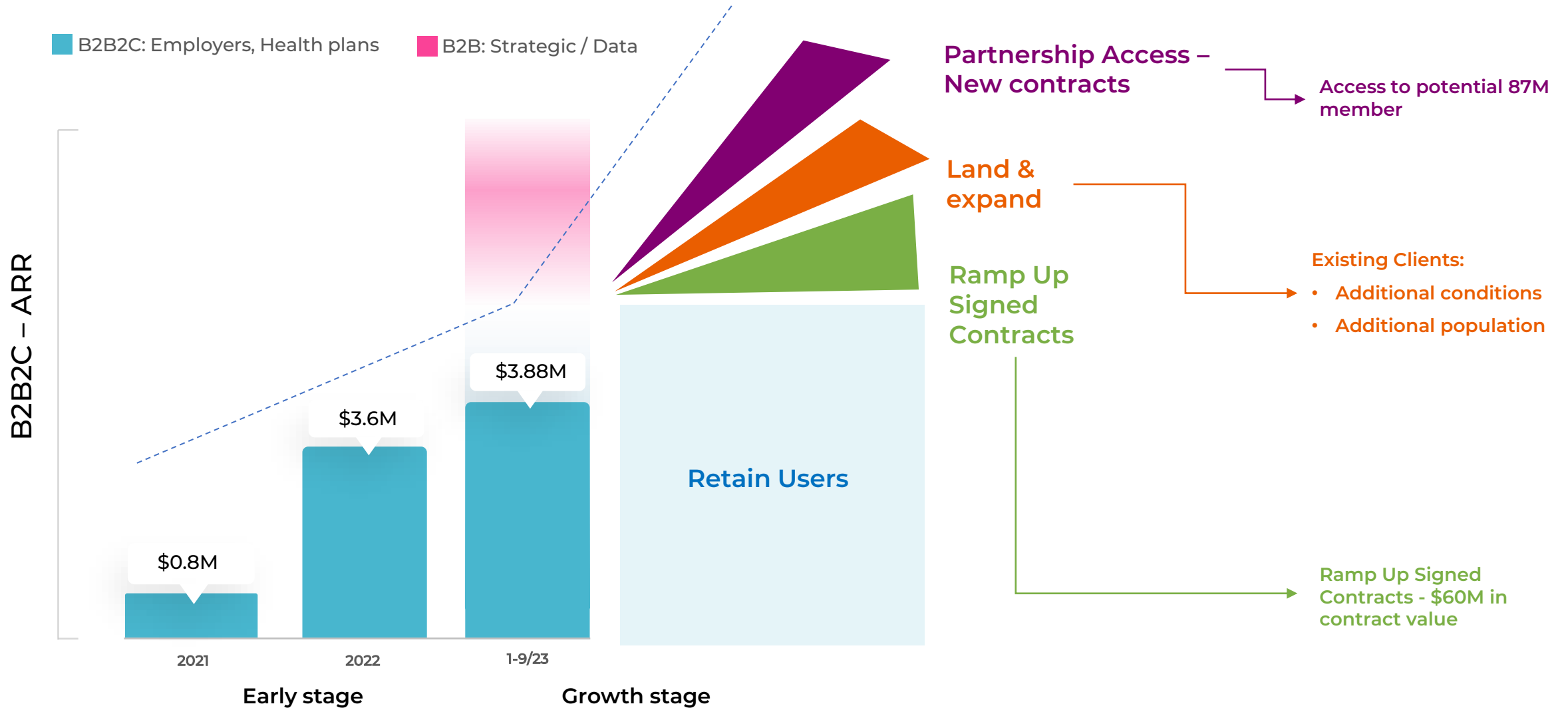
■ Commercial – Strategic

- Strategic projects with Sanofi and Aetna - at \$6.3M annual run rate
- Platform Access & Data portion - at \$3.5M annual run rate

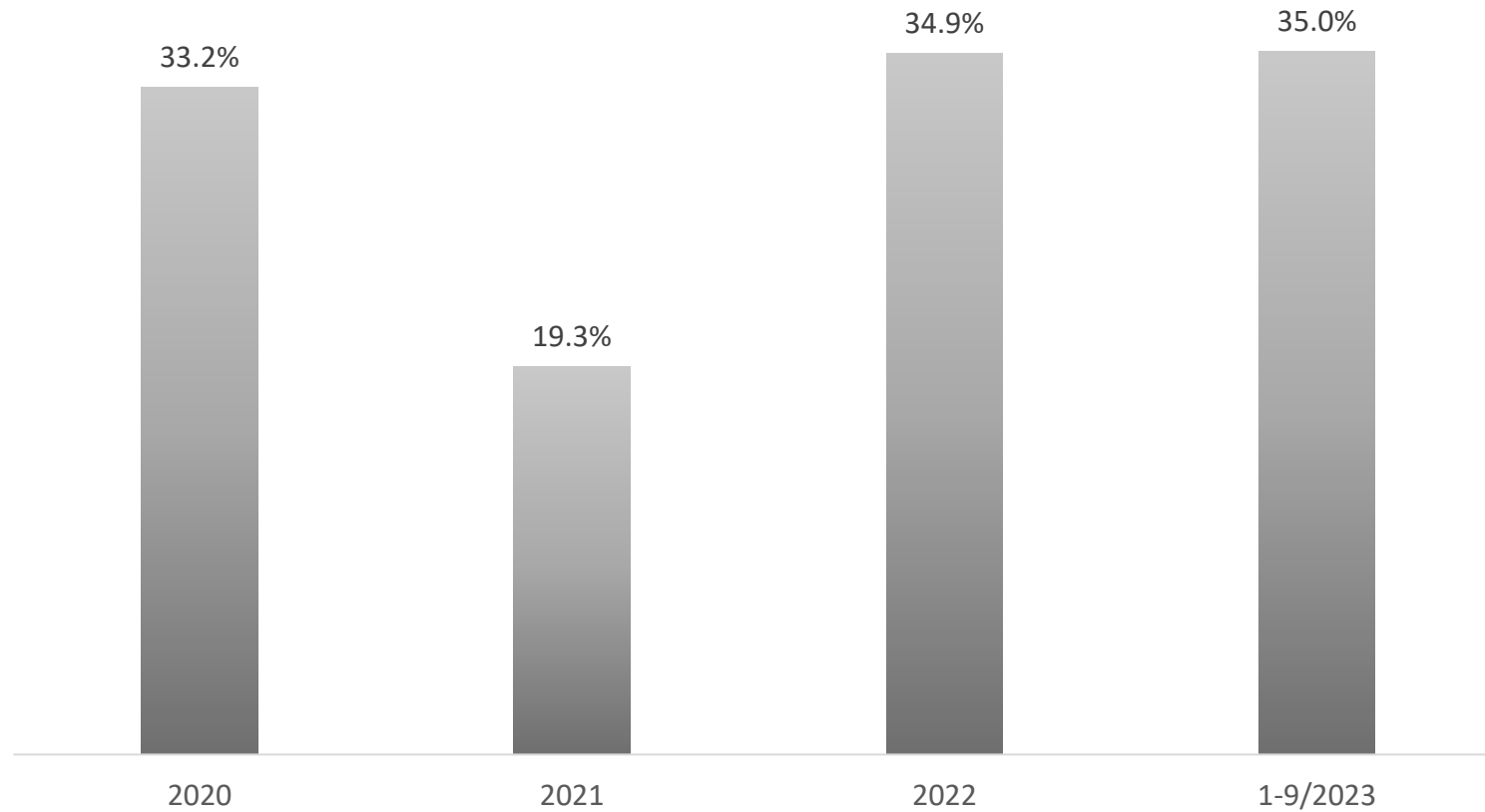
Revenues per channel - Q



Growth potential – employers, health plans, and strategic

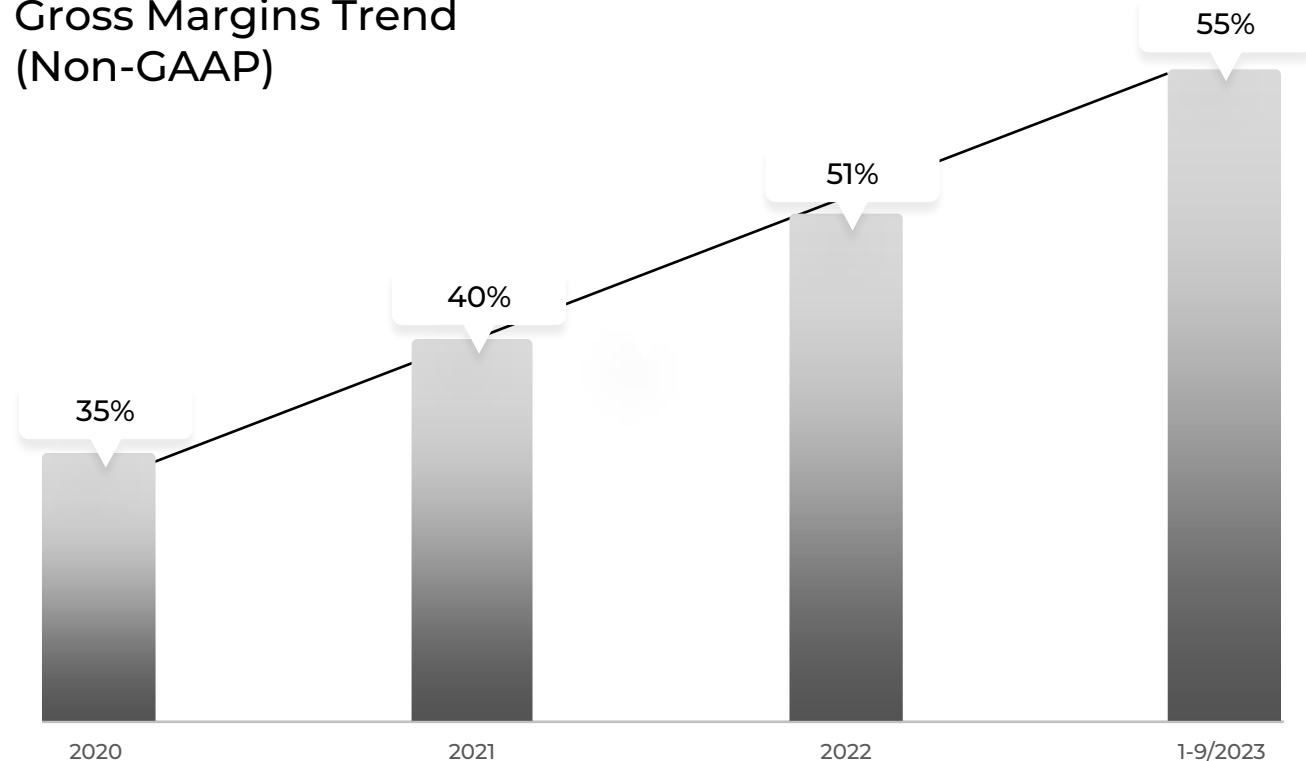


| Financial profile improvement – Gross Profit (GAAP)



Financial profile improvement – Gross Margins (Non-GAAP)

Gross Margins Trend
(Non-GAAP)

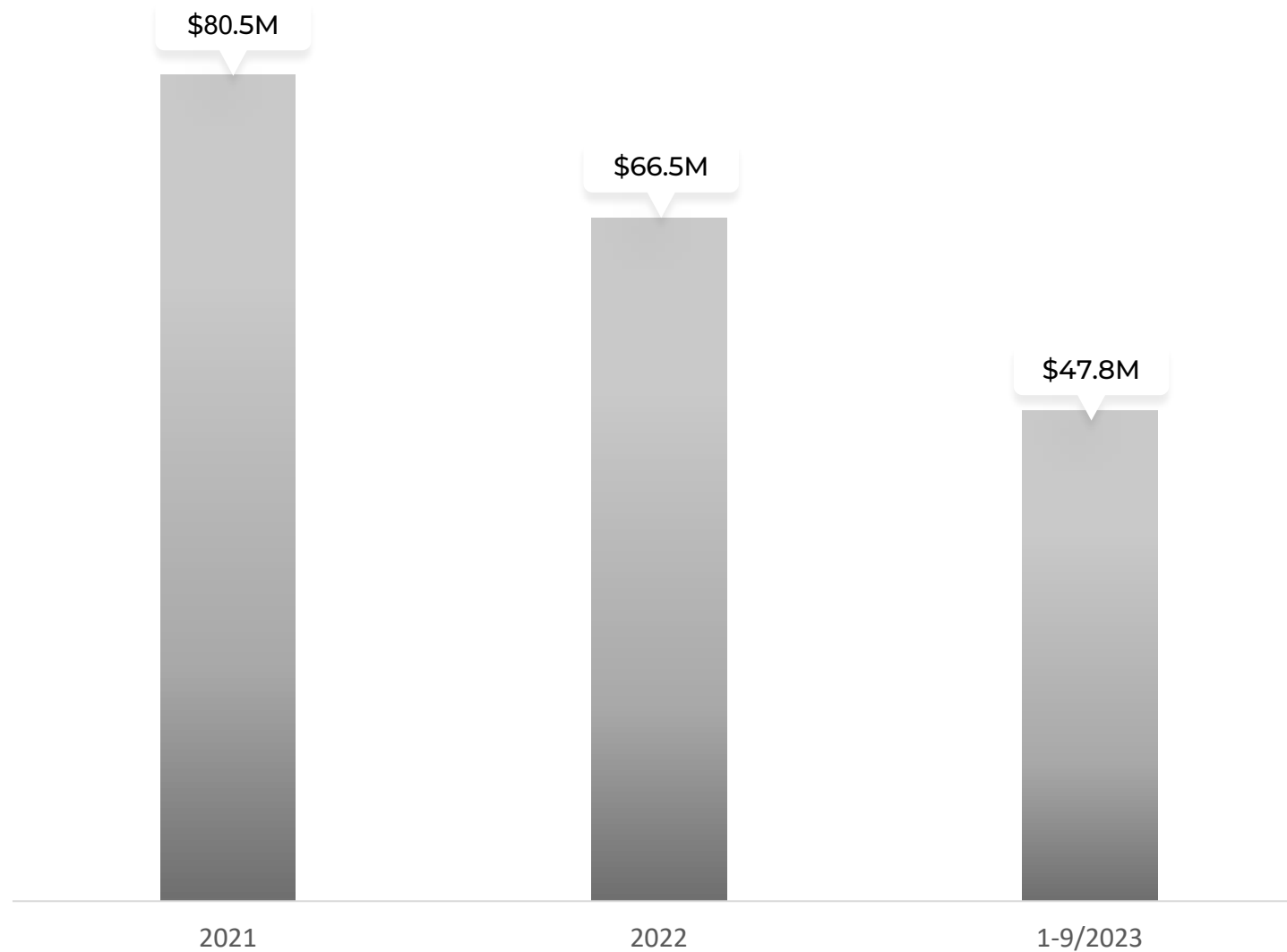


Continuous **improvement of gross margins** due to larger B2B2C business.

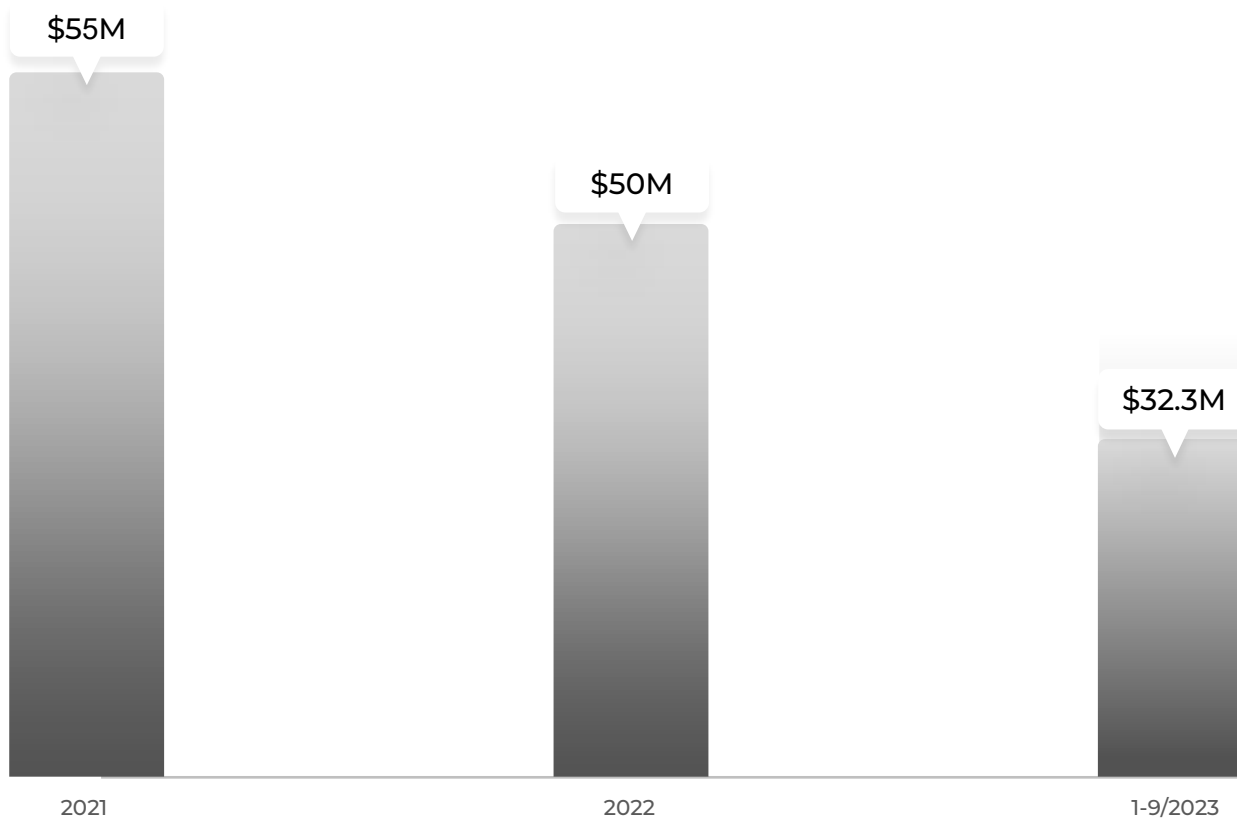
B2B2C business already achieved **70% gross margins**

Business expected to reach **70% gross margin at scale**

| Financial profile improvement – Operating expenses (GAAP)



Financial profile improvement – Operating expenses (Non-GAAP)



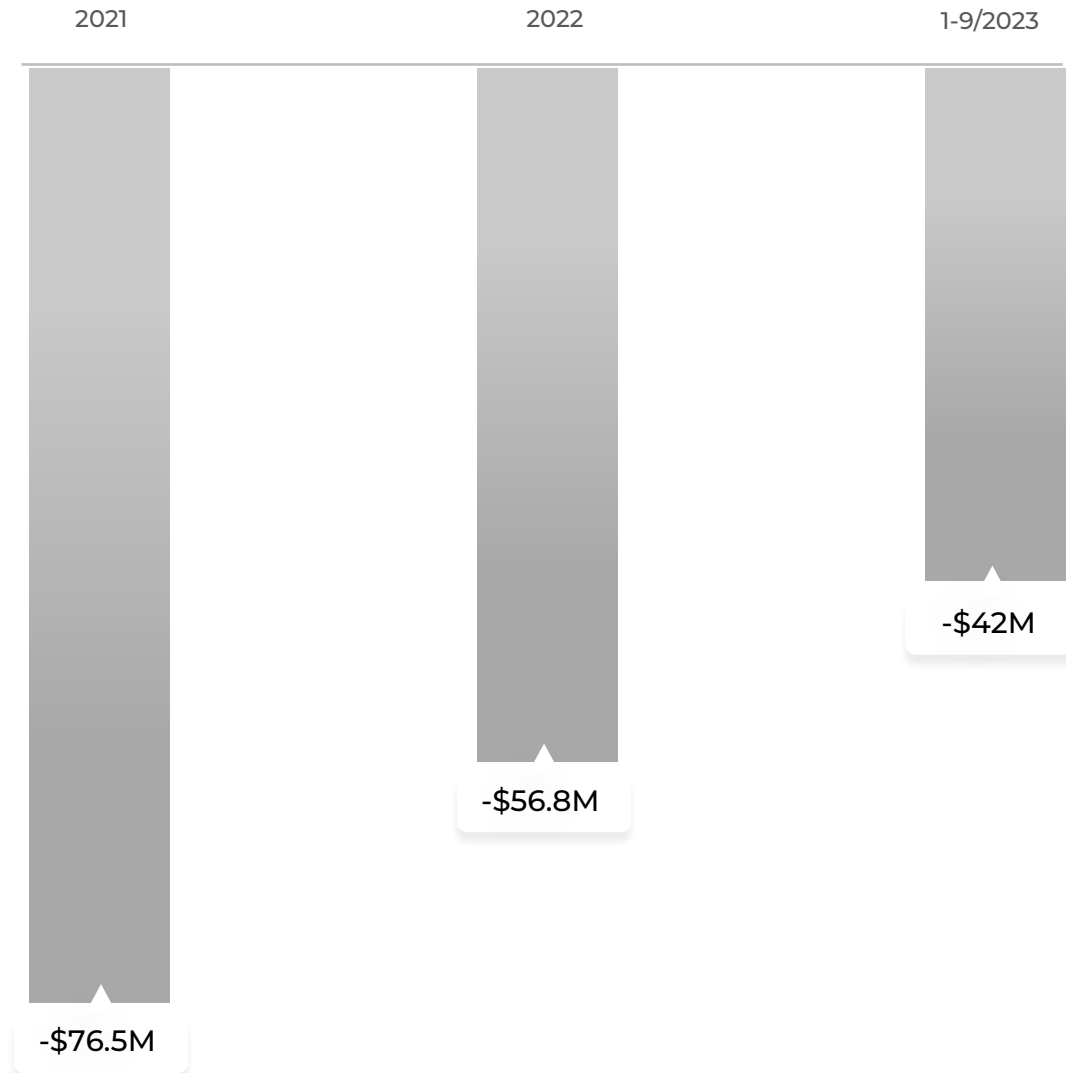
Continuous **Reduction in OPEX trending also into 2024**

Reasons for reduction:

- B2C ramp down
- M&A consolidation
- Scale, Automation, offshore

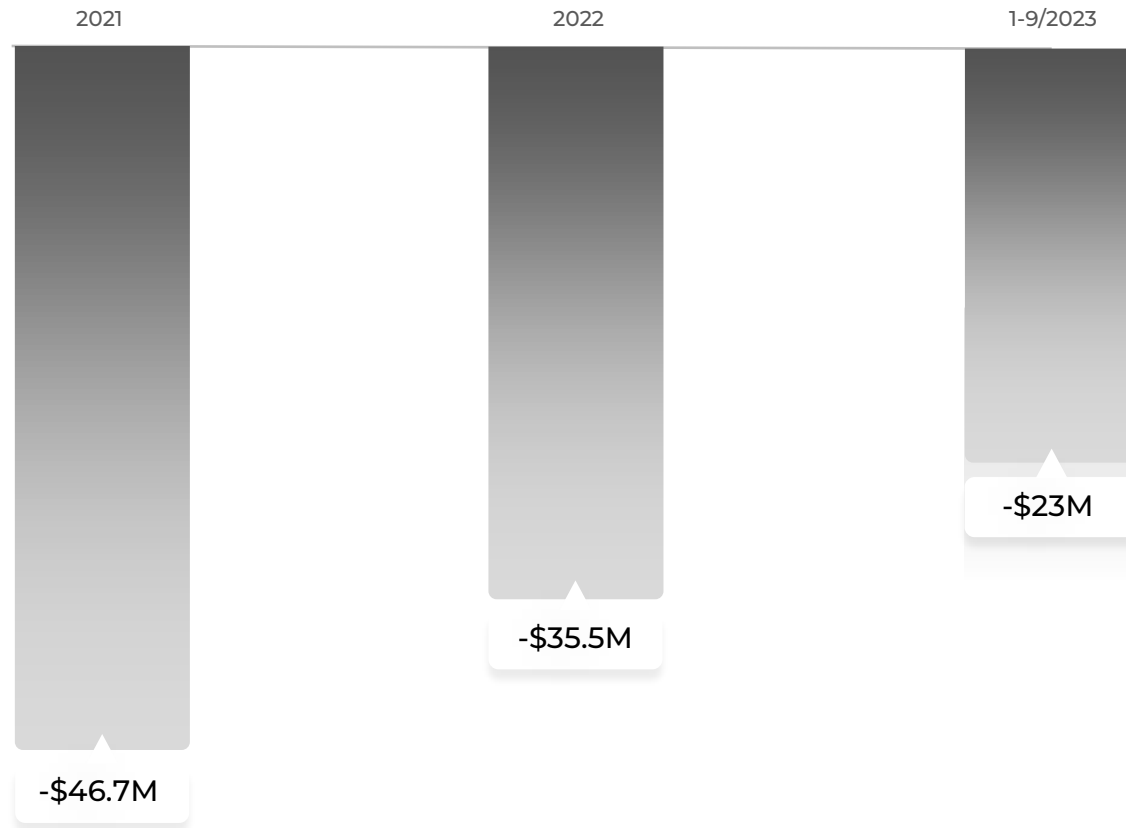
Reconciliation between operating expenses and operating expenses (non-GAAP) is presented at the end of this presentation

| Financial profile improvement – Operating Loss (GAAP)



Financial profile improvement – Operating Loss (Non-GAAP)

Operating Loss (Non-GAAP)



Reduction in operating loss due to improvement in all parameters:

- Commercial revenues, OPEX, Gross margins
- Reduction trend is expected into 2024

| Experienced Executive Management Team



Erez Raphael
CEO, Board Member



Rick Anderson
President



Matt Alberico
SVP Growth



Eitan Shay
Chief Product Officer



Zvi Ben-David
CFO



Omar Manejwala, M.D.
Chief Medical Officer



Josh Fischer
SVP Operations and Compliance



Mary Mooney
VP Marketing



Brian Harrigan
SVP Employer Sales



Katy Guilfoile
VP Client Success



Board of Directors and Advisors



Yoav Shaked
Chairman of the Board



Dennis Matheis
Board Member



Allen Kamer
Advisory Board



Eric Milledge
Chairman of the
Scientific Advisory
Board



Arnaud Robert
Strategic Advisor



Dennis M. McGrath
Chair of Audit -
Board Member



Hila Karah
Board Member



Adam Stern
Board Member



Yadin Shemer
Advisory Board



Dr. David A. Horwitz, MD.
Scientific Advisory Board



Marilyn Ritholz, PHD
Scientific Advisory Board



Lisa Marie Giacinti
Strategic Partnerships



| Capital structure

Balance Sheet & Capitalization Snapshot, as of October 31, 2023

Stock Price	\$1.28
Shares Outstanding	27,215K
Market Cap	\$35M

Shares Outstanding	27,215K
Preferred Shares – as converted	6,183K
Prefunded Warrants	1,683K
Warrants (Exercise Price: \$3.334-\$25.00)	3,535K
Stock Options	4,158K
Fully Diluted Equity	42,774K

Balances as of September 30, 2023:

Cash and short-term investment (*): **\$43.9M**

(*) \$30 million long-term loan.

| Non-GAAP Financial Measures

We have provided in this presentation financial information that has not been prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measures are not based on any standardized methodology prescribed by GAAP and are not necessarily comparable to similar measures presented by other companies. We use these non-GAAP financial measures internally in analyzing our financial results and believe they are useful to investors, as a supplement to GAAP measures, in evaluating our ongoing operational performance. We believe that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing our financial results with peer companies, many of which present similar non-GAAP financial measures to investors.

Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures provided in the financial statement tables below.

Gross profit and gross margin (non-GAAP). Our presentation of non-GAAP gross profit and gross margin excludes amortization of acquired intangible assets, depreciation and stock-based compensation. We exclude these non-cash expenses, as we believe doing so better explains the profitability of our products on a cash basis as well as better presents the cash generation potential of our products.

Operating expenses (non-GAAP). Our presentation of non-GAAP operating expenses excludes stock-based compensation expenses, depreciation and amortization, earn out revaluation and acquisition costs. Due to varying available valuation methodologies, subjective assumptions, and the variety of equity instruments that can impact a company's non-cash operating expenses, we believe that providing non-GAAP financial measures that exclude non-cash expense and one-time expenses provides us with an important tool for financial and operational decision making and for evaluating our own core business operating results over different periods of time.

Net loss (non-GAAP). Our presentation of adjusted net loss excludes the effect of certain items that are non-GAAP financial measures. Adjusted net loss represents net loss determined under GAAP without regard to stock-based compensation expenses, amortization of acquired intangible assets, depreciation of fixed assets, amortization, earn out revaluation and one time acquisition costs. We believe these measures provide useful information to management and investors for analysis of our operating results.

Reconciliation between Gross Profit and Gross Margin

	Year ended December 31,			Nine months ended
	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>September 30, 2023</u>
Revenues:				
Services		\$2,085	\$17,859	\$11,171
Hardware and consumable products		\$18,428	\$9,797	\$5,565
Total revenues	\$7,576	\$20,513	\$27,656	\$16,736
Cost of revenues:				
Services		\$338	\$5,324	\$3,701
Hardware and consumable products		\$12,106	\$8,320	\$3,902
Amortization of acquired intangible assets		\$4,106	\$4,357	\$3,281
Total cost of revenues	\$5,063	\$16,550	\$18,001	\$10,884
Gross profit	\$2,513	\$3,963	\$9,655	\$5,852
Gross profit %	33.2%	19.3%	34.9%	35.0%
Add back:				
Amortization of acquired intangible assets		\$4,106	\$4,357	3,281
Depreciation and Stock-based compensation	\$151	\$219	\$171	\$152
Gross margin (non-GAAP)	\$2,664	\$8,288	\$14,183	\$9,285
Gross margin %	35%	40%	51%	55%

Reconciliation between Operating Expenses and Operating Expenses (non-GAAP)

	Year ended December 31,		Nine months ended
	<u>2021</u>	<u>2022</u>	<u>September 30. 2023</u>
Operating expenses:			
Research and development	\$17,219	\$19,649	\$16,052
Sales and marketing	\$39,706	\$30,323	\$19,163
General and administrative	<u>\$23,532</u>	<u>\$16,493</u>	<u>\$12,611</u>
Total operating expenses	\$80,457	\$66,465	\$47,826
<u>Less:</u>			
Stock-based compensation	\$24,874	\$16,909	\$15,246
Acquisition costs	\$880		
Earn out revaluation	(\$503)	(\$497)	
Depreciation and Amortization	<u>\$229</u>	<u>\$375</u>	<u>\$293</u>
Total adjustments	\$25,480	\$16,787	\$15,539
Operating expenses (non-GAAP)	\$54,977	\$49,678	\$32,287

Reconciliation between Operating Loss and Operating Loss (non-GAAP)

	Year ended December 31,		Nine months ended
	<u>2021</u>	<u>2022</u>	<u>September 30, 2023</u>
Operating loss	\$76,494	\$56,810	\$41,974
<u>Less Gross profit adjustments:</u>			
Amortization of acquired intangible assets	\$4,106	\$4,357	\$3,281
Depreciation and Stock-based compensation	\$219	\$171	\$152
<u>Less operating expenses adjustments</u>			
Stock-based compensation	\$24,874	\$16,909	\$15,246
Acquisition costs	\$880	\$0	\$0
Earn out revaluation	(\$503)	(\$497)	\$0
Depreciation and Amortization	<u>\$229</u>	<u>\$375</u>	<u>\$293</u>
Total adjustments	\$29,805	\$21,315	\$18,972
Operating loss (non-GAAP)	\$46,689	\$35,495	\$23,002

Thank You!