



## KORU Medical Systems Company Overview

KORU Medical Systems manufactures and sells the Freedom Integrated Infusion System, which allows chronically ill patients to self-administer subcutaneous infusion therapy in their homes. KORU is a recognized leader in the large-volume subcutaneous (LVSC) drug delivery market, with its Freedom System first cleared for use with an approved therapy in 2017. Today, the system serves approximately 45,000 patients, primarily on immunoglobulin (Ig) therapy for chronic conditions. This strong and stable base of recurring revenue reflects the Company's well-established position and provides the foundation for future growth.

KORU is uniquely positioned to capitalize on the accelerating shift in healthcare delivery from hospital IV-based treatments to more convenient subcutaneous therapies administered in infusion clinics and at home. Over the past decade, this transition has continued to gather momentum, and the Company's portfolio of subcutaneous infusion devices enables patients to manage their therapy with greater independence, comfort, and quality of life. The opportunity is significant. Between subcutaneous and IV formulations, the market for Ig drug delivery devices is estimated at approximately \$450 million, with only 20% currently penetrated by subcutaneous formulations. Beyond Ig, more than 50 drugs are in development that require delivery of volumes greater than 10mL, creating an expansive pipeline opportunity well aligned with KORU's expertise in large-volume subcutaneous drug delivery.

KORU's Freedom Integrated Infusion System includes the FREEDOM60 and FreedomEdge Syringe Drivers, Precision Flow Rate Tubing, and HIgH-Flo Subcutaneous Safety Needle Sets. As one of the only fully mechanical SC Ig systems available, the Freedom System offers a unique value proposition, enabling improved outcomes and quality of life over traditional IV Ig while serving as a lower-cost alternative to electronic infusion systems. Patients value the ability to self-administer therapy at home, eliminating the need for clinical visits and allowing them to continue daily activities with minimal disruption. Providers favor SC Ig for its ability to maintain more consistent serum levels throughout the dosing cycle, resulting in improved compliance and better patient outcomes. Importantly, the shift to home-based therapy also significantly reduces overall healthcare costs, helping both patients and the healthcare system.

In the company's core Immunoglobulin business, Primary Immunodeficiency Diseases (PIDD) represent our biggest class of patients. PIDD are a group of over 400 chronic disorders caused by hereditary or genetic defects in the immune system. Patients with PIDD face increased susceptibility to infection due to a defective immune response, often enduring recurrent health problems and serious illness. With proper medical care, many patients are able to live full and independent lives. An estimated one in 1,200 people are diagnosed with PIDD in the U.S., which represents approximately 270,000 overall diagnosed cases, with only 70,000 patients currently being treated. According to the National Institutes of Health, another 500,000 patients in the U.S. remain undiagnosed, representing a \$427.5 million addressable market, while worldwide prevalence is estimated at approximately six million people. In addition to PIDD, other indications such as Chronic Inflammatory Demyelinating Polyneuropathy (CIDP) have been approved for Ig therapy, and additional therapeutic areas are under review, expanding the reach of SC Ig.

KORU's strategy is anchored in three growth pillars:



- Defending and Growing our Core Domestic business – where we are the leader in SC Ig delivery, but with less than 20% penetration of subcutaneous delivery, tremendous potential to accelerate subcutaneous therapy in both our Core Ig business and in new drug therapies.
- Expand Internationally into geographies where subcutaneous penetration is above 50% and offers further share growth opportunities.
- Enabling more drug therapies with the Freedom platform. With ten active biopharma partnerships already in place, along with a robust pipeline of drugs in development requiring large-volume subcutaneous administration, the Company is well-positioned to leverage its competencies into new markets and indications.

With a strong recurring revenue model, KORU Medical Systems is positioned for sustained growth. The Company is expanding in existing markets such as immunoglobulin therapy for PIDD and CIDP, while building new opportunities in areas such as secondary immunodeficiency, hematology, pulmonology, nephrology, rheumatic, oncology and autoimmune diseases. By combining a leadership position in LVSC drug delivery, a growing global market opportunity, and a patient-centered value proposition, KORU is advancing its mission to transform infusion therapy delivery and improve the lives of patients worldwide.

For more information please see: <https://www.korumedical.com/>.

#### **Key Koru Medical Systems Facts:**

- Publicly traded on the NASDAQ (KRMD)
- Emphasis on growth and profitability. \$35 million trailing twelve-month revenue; average annual growth of 15- 20%
- Key pharmaceutical partners include CSL Behring, Grifols, Octapharma, Takeda and Apellis Pharmaceuticals
- Founded in 1980
- 70+ employees; Headquarters: Mahwah, NJ

#### **Candidate Profile:**

The Clinical Account Manager (CAM) plays a critical role in driving KORU's next phase of growth. This individual serves as a senior clinical and commercial partner to healthcare providers, infusion clinics, oncology practices, and distribution stakeholders ensuring successful adoption, utilization, and expansion of KORU's drug-delivery solutions.

Blending deep clinical expertise with a strong commercial mindset, the CAM is responsible not only for account management and clinical education, but also for identifying growth opportunities, supporting product launches, and expanding KORU's footprint within existing and new accounts. This role requires a hunter mentality, someone who thrives in building and scaling a business, while maintaining the credibility to engage in peer-to-peer clinical conversations with nurses, advanced practice providers, and physicians.

The CAM operates cross-functionally with Sales, Marketing, Product, and Distribution partners to ensure seamless execution across the full commercialization lifecycle. The Clinical Account Manager is a frontline driver



of KORU's growth strategy, bridging clinical excellence with commercial execution. As KORU expands into oncology and other high-growth therapeutic areas and continues to launch new products, the CAM will play a pivotal role in shaping provider adoption, strengthening distribution partnerships, and scaling the business in meaningful, sustainable ways.

**Ideal Experience:**

- 5+ years of experience in clinical account management, field-based medical device, specialty pharma, or combination-product environments.
- Direct experience in oncology, infusion therapy, or other complex specialty care settings.
- Demonstrated success working within healthcare distribution models, including specialty pharmacy, infusion providers, and channel partners.
- Proven product launch experience, supporting new therapies or devices from introduction through sustained adoption.
- Track record of building and scaling a territory or book of business in a growth-stage organization.
- Clinical background strongly preferred (RN, BSN, NP, PA, or similar), enabling peer-level conversations with providers.
- Experience partnering cross-functionally with Sales, Marketing, Product, and Clinical teams.

**Critical Leadership Capabilities:**

- Clinical Credibility & Influence: Ability to engage in confident, peer-to-peer discussions with providers, nurses, and clinical leaders.
- Commercial Acumen: Understands how clinical adoption translates into commercial success and revenue growth.
- Growth Mindset: Operates with a hunter mentality—identifying opportunities, creating momentum, and expanding accounts.
- Cross-Functional Leadership: Effectively collaborates across internal teams and external partners to drive alignment and execution.
- Strategic Thinking: Connects day-to-day account activity to broader business objectives and market expansion goals.
- Change Leadership: Thrives in evolving environments and supports adoption during product launches and market transitions.

**Driving Results:**

- Consistently grows account penetration, utilization, and revenue within assigned territories.
- Accelerates adoption of newly launched products through targeted education and provider engagement.
- Converts clinical relationships into measurable commercial outcomes in partnership with Sales.
- Expands KORU's footprint within oncology practices, infusion clinics, and specialty care settings.
- Improves customer satisfaction and retention through proactive account management and issue resolution.
- Provides actionable market and clinical insights that influence product strategy and go-to-market execution.