

# **Investor Presentation**

November 20, 2020



### Disclaimer



This presentation is for information purposes only to assist interested parties in making their own evaluation with respect to the proposed business combination (the "Business Combination") between Butterfly Network, Inc. ("Butterfly") and Longview Acquisition Corp. ("Longview"). The information contained herein does not purport to be all-inclusive, and none of Butterfly, Longview, or any of their prospective affiliates, or any of their control persons, officers, directors, employees or representatives makes any representation or warranty, express or implied, as to the accuracy, completeness or reliability of the information contained in this presentation. You should consult your own counsel and tax and financial advisors as to legal and related matters concerning the matters described herein, and, by accepting this presentation, you confirm that you are not relying upon the information contained herein to make any decision.

### Forward-Looking Statements

This document includes certain statements, estimates, targets, forward-looking statements and projections (collectively, "forward-looking statements") that reflect assumptions made by Butterfly concerning anticipated future performance of Butterfly and its industry. Such forward-looking statements are based on significant assumptions and subjective judgments concerning anticipated results, which are inherently subject to risks, variability and contingencies, many of which are beyond Butterfly's control. Factors that could cause actual results to differ from these forward-looking statement include, but are not limited to, general economic conditions, the availability and terms of financing, the effects and uncertainties created by the ongoing COVID-19 pandemic, Butterfly's limited operating history, changes in regulatory requirements and governmental incentives, competition, and other risks and uncertainties associated with Butterfly's research and development activities and commercial production and sales. Such forward-looking statements may be identified by the use of words like "anticipate", "believe", "estimate", "may", "plan", "will", "should", "seek" and similar expressions and include any financial projections or estimates or pro forma financial information set forth herein. You are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and that actual results may differ materially from those projected in the forward-looking statements. Neither Longview nor Butterfly undertake any duty to update these forward-looking statements or the other information contained in this presentation. Neither Longview nor Butterfly makes any representation or warranty, express or implied, as to the accuracy or completeness of this document or any other information. Neither Longview nor Butterfly makes any representation or in any other or or written information provided to you is, nor shall be relied upon as, a promise or representation or on any oth

### Disclaimer (cont.)



### Important Information About the Business Combination and Where to Find It

In connection with the proposed Business Combination, Longview intends to file with the Securities and Exchange Commission (the "SEC") a registration statement on Form S-4 (the "Registration Statement"), which will include a preliminary proxy statement/prospectus and a definitive proxy statement/prospectus, and certain other related documents, which will be both the proxy statement to be distributed to holders of shares of Longview's common stock in connection with Longview's solicitation of proxies for the vote by Longview's stockholders with respect to the Business Combination and other matters as may be described in the Registration Statement, as well as the prospectus relating to the offer and sale of the securities of Longview to be issued in the Business Combination. Longview's stockholders and other interested persons are advised to read, when available, the preliminary proxy statement/prospectus included in the Registration Statement and the amendments thereto and the definitive proxy statement/prospectus, as well as other documents filed with the SEC in connection with the proposed Business Combination, as these materials will contain important information about the parties to the Business Combination Agreement, Longview and the proposed Business Combination Statement is declared effective, the definitive proxy statement/prospectus and other relevant materials for the proposed Business Combination will be mailed to stockholders of Longview as of a record date to be established for voting on the proposed Business Combination and other matters as may be described in the Registration Statement. Stockholders will also be able to obtain copies of the preliminary proxy statement/prospectus, the definitive proxy statement/prospectus, and other documents filed with the SEC that will be incorporated by reference therein, without charge, once available, at the SEC's web site at www.sec.gov, or by directing a request to: Longview Acquisition Corp., 767 Fifth Avenue, 44th Floor, New York, NY 10153, Attention: Mark

### Participants in the Solicitation

Longview and its directors and executive officers may be deemed participants in the solicitation of proxies from Longview's stockholders with respect to the Business Combination. A list of the names of those directors and executive officers and a description of their interests in Longview will be contained in the Registration Statement for the Business Combination, when available, and will be available free of charge at the SEC's web site at www.sec.gov, or by directing a request to Longview Acquisition Corp., 767 Fifth Avenue, 44th Floor, New York, NY 10153, Attention: Mark Horowitz, Chief Financial Officer or to info@longviewacquisition.com. Additional information regarding the interests of such participants will be contained in the Registration Statement when available.

Butterfly and its directors and executive officers may also be deemed to be participants in the solicitation of proxies from the stockholders of Longview in connection with the Business Combination. A list of the names of such directors and executive officers and information regarding their interests in the Business Combination will be contained in the Registration Statement when available

### No Offer or Solicitation

This presentation shall not constitute a solicitation of a proxy, consent, or authorization with respect to any securities or in respect of the proposed business combination. This presentation shall also not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any states or jurisdictions in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the Securities Act of 1933, as amended, or an exemption therefrom.

## **Today's Speakers**









Vision & Future Development

Clinical Overview

Technology & Product Demo

Business & Commercial Overview

**Financials** 



Larry Robbins
Chairman
Longview Acquisition Corp.









**Dr. Jonathan R. Rothberg**Founder & Chairman
Butterfly Network











**Dr. John Martin**Chief Medical Officer
Butterfly Network











Gioel Molinari

President

Butterfly Network



Bloomberg





Laurent Faracci
Chief Executive Officer
Butterfly Network











Stephanie Fielding

Chief Financial Officer Butterfly Network









# Merger & Investment

### The Story of Butterfly



- Driven by the vision of an innovative founder
- Butterfly developed and introduced a revolutionary product
- · With a breakthrough technology putting ultrasound on a semiconductor chip
- Pursuing ubiquity through simplicity and affordability
- Addressing an unmet need
- To disrupt a large and expanding total addressable market
- Aligned with and enabling healthcare's mega-trends
- Fortified by an experienced partner
- Enabling a logical, advantaged product roadmap
- With strong initial market adoption, excitement and momentum
- Brought to the public at an attractive valuation
- Supported by a clear mission and world class team

### **Transaction Overview**



Butterfly Network is preparing to go public through a SPAC Merger with Longview Acquisition Corp. who may raise an additional \$175 million PIPE to further support long-term growth

- Butterfly Network, Inc. ("Butterfly") is the inventor / pioneer in the emerging field of semiconductor-based point-of-care
  ultrasound ("POCUS") devices and related imaging and workflow software
  - \_ Founded in 2011 by visionary innovator Jonathan Rothberg (454 Life Sciences, Ion Torrent, 4Catalyzer)
  - Total investment of over \$400 million with first product introduced in 2018, 700+ patents and 2020E revenue of \$44 million, projected to grow to \$138 million in 2022E
- Longview Acquisition Corp. ("Longview") is a Special Purpose Acquisition Corporation ("SPAC") brought public as an affiliate of Glenview Capital Management
  - \_ Initially capitalized with \$414 million in cash in May 2020 trading under the ticker LGVW/U
  - Glenview Capital was founded in 2000 by Larry Robbins and is currently in its 20<sup>th</sup> year of active public markets investing with a focus on the healthcare market
- Butterfly and Longview signed a Letter of Intent on October 11, 2020 and seek to enter into a definitive merger agreement in November 2020
  - In conjunction with the closing, Longview may raise an additional \$175 million of capital through a Private Investment in Public Equity ("PIPE") structure on equivalent terms as Longview's initial investors (\$10 per Longview share)
  - The parties seek to close the merger by 1Q 2021

### **Transaction Overview**

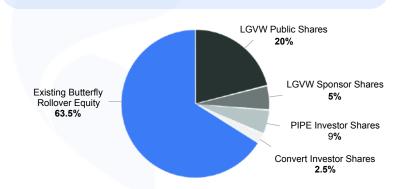


Sources		
Butterfly Rollover Equity	\$1,293.8	
Longview Cash Held in Trust	414.O <sup>1</sup>	
PIPE Investment	175.0	
Total Sources	\$1,882.8 <sup>2</sup>	

	Pro Forma Valuation		
Share Price		\$10.00	
Pro Forma Shares	203.73		
Equity Value		\$2,037.4	
+ Debt	\$4.44		
- Pro Forma Cash		(584.5)5	
Enterprise Value		\$1,457.3	
2022E Revenue		\$137.9	
EV / 2022E Reve	nue	10.6x	

Uses	
Equity Consideration to Existing Investors	\$1,293.8
Cash to Balance Sheet	549.0 <sup>1,2</sup>
Estimated Transaction Expenses	40.0
Total Uses	\$1,882.8

### Illustrative Pro Forma Ownership



Assumes no redemptions

Excludes the Forward Purchase Agreement (FPA) provided by funds managed by Glenview Capital Management. Such FPA provides for the purchase of common stock at \$10 per share in an amount necessary to ensure, after factoring in PIPE investment and any redemptions. That the minimum \$2500 mm cash locking condition is met

<sup>3.</sup> Estimated fully diluted shares outstanding based on (i) 182.5mm common shares owned by: Longview Public Shareholders (41.4): Longview Sponsor/Board (10.4): PIPE (17.5): and legacy Butterfly (113.3): (ii) 23.5mm options outstanding and available for grant held by legacy Butterfly and to be exercised using the Treasury Stock Method (16.1 net): (iii) 5.1mm shares issued to Butterfly convertible noteholders and converted at \$10.00 per share immediately prior to closing: and (iv) excluding 13.8mm public warrants, 6.85mm private warrants, the effect of any option exercises or forfeitures since September 29, 2020 and any newly authorized shares available for grant since September 29, 2020 that are attributable to a new option plan to be adopted at closing.

<sup>-</sup> rejected BFLY cash balance at 01/31/21; includes \$29,35mm of cash proceeds from convertible notes issued in October 2020 and converted at \$10.00 per share immediately prior to closing

All shares of Series A Preferred of the Company would be exchanged into special voting stock carrying 20x voting power (and be otherwise identical to the Class A Common Stock issued in the IPO)

### **Investment Case Summary**



A unique investment in a dynamic Med-Tech environment

### Our investment case is clear:

- Butterfly attacks a large, \$8 billion addressable market and expands it materially by meaningfully growing each of the following: points of care, geographic reach and use cases
- Butterfly has a very clear right to win. Butterfly is the best product, the best price, and the best platform
- Butterfly has many attractive investment attributes: strong balance sheet and liquidity, low manufacturing costs, rapid growth, high recurring revenue, a discounted relative valuation and high-return reinvestment opportunities
- Finally, Butterfly has strong alignment, building clinical and societal value designed for commercial success and shareholder value creation



### Driven by the Vision of an Innovative Founder



Dr. Jonathan Rothberg PhD, Founder and Chairman, has dedicated his career to enabling breakthrough technologies to revolutionize healthcare





2000-2011

**Dr. Jonathan Rothberg** invents next-gen DNA sequencing & wins Presidential Medal of Tech & Innovation



2011-2020

4Catalyzer and Butterfly Network are founded



**TODAY** 

7 C-Corps

400+ team members

>\$750M raised

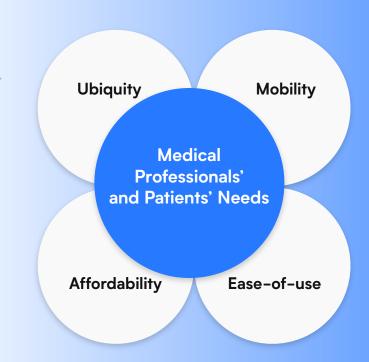


# **Addressing an Unmet Need**

Breaking through the barriers of conventional ultrasound systems

Ultrasound usage today has been **constrained** by high upfront system cost, limited access, and suboptimal convenience.





## The Opportunity is Immense and Meaningful

36

Improving healthcare access and delivery is critical





of the world has no access to medical imaging <sup>1</sup>



of diagnostic dilemmas can be addressed through simple imaging

# Use-Cases: Ultrasound is Safe with Broad Applications

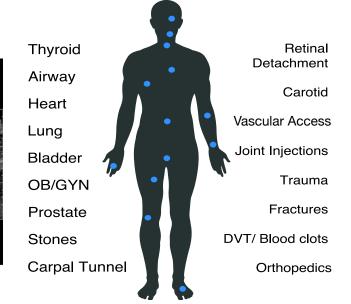




Lung

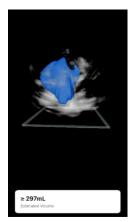
Needle Viz™

# Ultrasound Broad Clinical Utilities







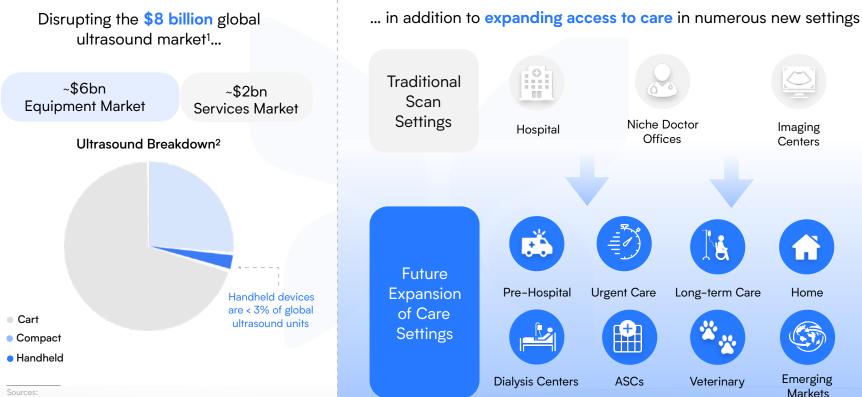


Bladder

# **Expanding Access to Care Beyond Traditional Imaging Settings**



New settings closer to patients create breakthrough economics and growth potential



IHI Market

# Increasing Demand for Point-of-Care (POCUS) Education



Protocol <sup>1</sup>	Sensitivity	Specificity	Training Requirement
Evaluation for left ventricular systolic function (compared with expert sonography)	69%-94%	91%-94%	8 hours of training or 20 practice exams
Evaluation of IVC to determine volume status and predict readmission for CHF	81%	72%	4 hours of training and 20 practice exams
Evaluation for pleural effusion (compared with CT or expert sonography)	94%	98%	3 hours of training
Evaluation for pneumonia (compared with x-ray or CT)	90%-96%	88%-93%	3 hours of training

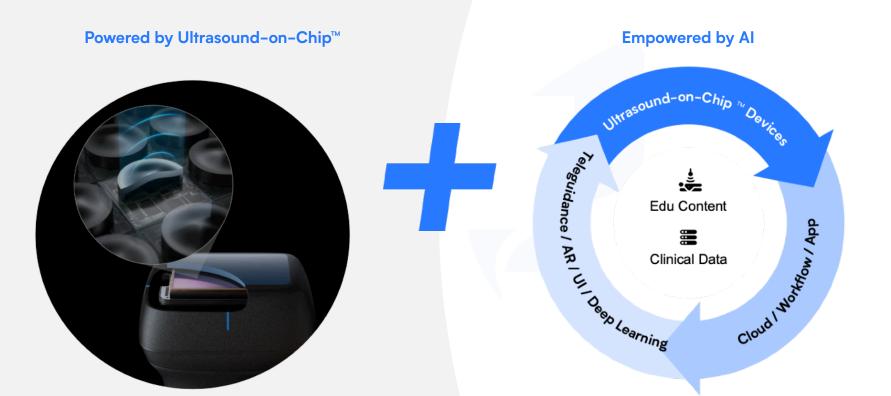
Sources

<sup>1.</sup> Bornemann P, Jayasekera N, Bergman K, Ramos M, Gerhart J. Point-of-care ultrasound: Coming soon to primary care? J Fam Pract. 2018 Feb;67(2):70-80. PMID: 29400896.



# A Revolutionary Imaging Solution of Hardware & Software





# Open Imaging Ecosystem: Devices, Content, SaaS



Software
Services

Image Storage (PACS) & Collaboration

Enterprise Workflow & Analytics

Telemedicine

Educational Community



Collective Intelligence Powered AI
Assistance and Interpretation Apps
Developer SDK
Predictive Analytics for Clinical Decision Support



Content

Secure Clinical Data & Educational Materials Ultrasound Images, Annotations, Tutorials



Hardware

**Ultrasound-on-Chip™ Platform** 2D, 3D



# A Logical, Advantaged, Expected Product Roadmap

>6

Our story of innovation only started with Butterfly iQ











"Butterfly Labs"

2018

iQ Launched in 2018

iQ+

2020

2021

iQ in the Home

2022

Gen3 Probe

2023

Gen4 Probe
Wearable In-Home

2024+

Innovation



# Disrupting a Large and Expanding Total Addressable Market



Focus on expansion into new settings beyond legacy market with large addressable populations



### Sources:

Per WHO World Health Report Global Medical Doctors

Comprised of Anesthesiologists, Primary Care Physicians, Medical Schools, Emergency Medicine, Hospital Medicine, Musculoskeletal, and Urology Healthcare Practitioners in core geographies
where the company is pursuing commercial efforts

<sup>3.</sup> Per WHO World Health Report Global Nurses and Midwives

<sup>4.</sup> Comprised of 1/3 of nurses and midwives in core geographies where the company is pursuing commercial efforts

# The Time for Butterfly to Transform Healthcare is Now



### **Macro Trends**

- Aging Population
- A Chronic Disease Proliferation
- Move from Hospital to Home Settings
- Wellness Monitoring



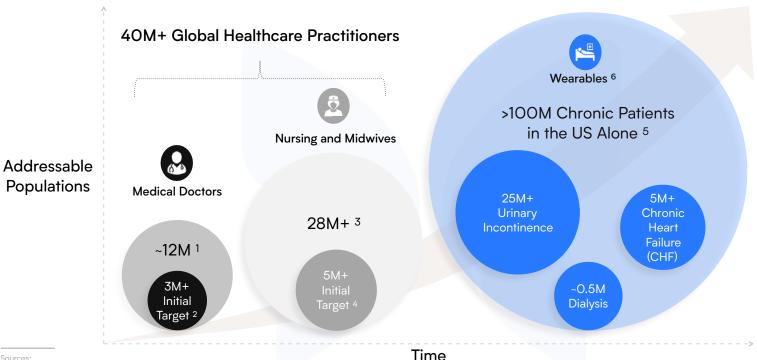
### **Tailwinds**

- Big Data / Al to Empower Decisions
- Value-Based Care Adoption
- ♣ POCUS in Medical Education
- New Imaging Settings

# Disrupting a Large and Expanding Total Addressable Market



Focus on expansion into new settings beyond legacy market with large addressable populations



**Populations** 

Per WHO World Health Report Global Medical Doctors Comprised of Anesthesiologists, Primary Care Physicians, Medical Schools, Emergency Medicine, Hospital Medicine, Musculoskeletal, and Urology Healthcare Practitioners in core geographies where the company is pursuing commercial efforts

Per WHO World Health Report Global Nurses and Midwives

Comprised of 1/3 of nurses and midwives in core geographies where the company is pursuing commercial efforts

Per CDC 2009 Power of Prevention, in 2005 133M Americans had at least one chronic illness. Per the Lancet, by 2020 157M US citizens were predicted to have more than one chronic condition, with an estimated 81M having multiple conditions

In development, subject to marketing authorization

# Rapid Innovation Cycle for Better Clinical Outcome



Continuous innovation streams on both hardware and software

### Hardware

iQ+: Our 2nd Generation Ultrasound-on-Chip™

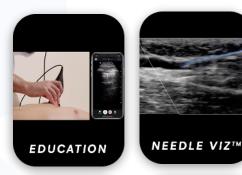
15% faster frame rates
20%

15% smaller probe head

2x continuous run time

### **Software**

Recent Monthly Upgrades



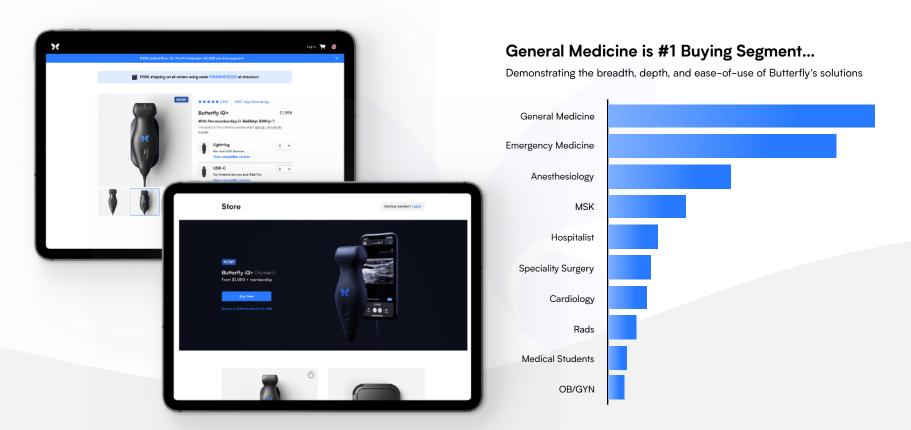




longer battery life

# **E-Commerce for Individual Practitioners and Early Adopters**



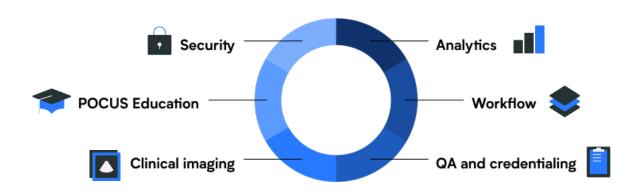


# Healthcare Institutions to Drive Adoption at Scale



Strong initial adoption, excitement, and momentum

# **Butterfly Enterprise**



Butterfly has an existing footprint in most of the Top 100 US Health Systems

### Plans to Access the Home Market



Novice healthcare practitioners, then patients self scanning + wearables



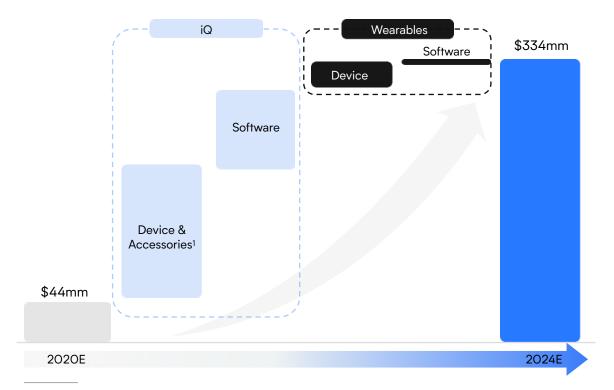


## Butterfly has Substantial Growth Potential Across Multiple End-Markets



### 65% revenue CAGR from 2019-2024E

- Near-term growth supported by executing pipeline bookings across the enterprise and e-Commerce markets
- Long-term growth enabled by continued market penetration and the introduction of Wearables



### **iQ Commercial Plans**

- Scale sales and marketing
- Execute on enterprise-level strategy
- Further develop software and analytics suite
- Plans to launch new probe with technological updates every other year to ensure hardware superiority

### **Patch Commercial Plans**

- Expected commercial launch in 2023, subject to marketing authorization
- Patch designed to capitalize on momentum from higher tier software and at-home monitoring trends
- Commercialization pursued through payor partnerships as well as direct-to-consumer

# Robust Revenue Growth with Roadmap to Compelling Margin Profile





### iQ vs. Wearables

Wearables Conservatively <u>0% of 2022 Revenue</u>, 5% of 2023 Revenue, and 10% of 2024 Revenue <sup>1</sup>

### **Gross Margin Target**

Long-Term ≥ 70%

### Cash Flow Target

EBITDA and Cash Flow turn positive in 2024 after significant investment phase

1. Subject to development timelines and marketing authorization

# **Highly Compelling Investment Attributes**



**Strong Balance Sheet** 

Over \$500 million of cash<sup>1</sup> to drive the Company through its investment phase and to expected positive cash flow

**Rapid Growth** 

Revenue projected to grow over 65% during the forecast period

**Recurring Business** 

Software revenue is expected to grow to between 40–50% of total revenues in the back half of the decade, while Butterfly iQ+ users are likely to engage in a hardware replacement cycle every 3–5 years

**Discount to Comparables** 

10.6x 2022E revenues with 70+% growth versus comparables at 13-20x+ 2022E revenues, with meaningfully slower growth

# Brought to the Public at an Attractive Valuation



Merger price set at a comfortable discount to similar early-stage innovators to incentivize current and new stakeholders to maximize impact

					EV/Revenue 2022E <sup>1</sup>	Revenue CAGR 2020-2022E <sup>1</sup>
High Growth Med-Tech	Dexcom <sup>a</sup> Insulet Corporation	<i>Rhythm</i> Outset	SILKROAD> SHOCKWAVE	<b>ENARI</b> REDICAL	14.0x	34%
Software-as-a-Service	AlAdobe  200m	<b>Veeva</b> ■ Square	salesforce	© TELADOC.  Livongo 2	13.1x	27%
Disruptive Technologies	GUARDANT  Adaptive	10x• 5 BERN		папох	20.2x	45%
Butterfly		Butt The New Imag	erfly™		10.6x	77%

<sup>1.</sup> Company internal data, public filings and FactSet as of 11/18/20

<sup>2.</sup> Price fixed as of 08/04/20, one day prior to the announcement of Teladoc's acquisition of Livongo

# Supported by a Clear Mission and World Class Team



Zero selling shareholders in the transaction







Dr. Jonathan M. Rothberg Chairman and Founder

- Recipient of the Presidential Medal of Technology & Innovation for inventing a novel next generation DNA sequencing method
- Previously founded 454 Life Sciences, the company under which he brought his novel genome sequencing method to market
- Founded several additional companies, including Ion Torrent, CuraGen Corporation, Clarifi, RainDance Technologies, Al Therapeutics, Quantum-Si, Hyperfine Research and 4Bionics





Laurent Faracci Chief Executive Officer

- Deep expertise in the consumer health space and a track record of building and growing multi-billion dollar businesses
- Prior to joining Butterfly in April 2020, served in a variety of management roles at Reckitt Benckiser over the course of 20 years, including EVP Health
- Additionally a Permanent Member of the Facebook Global Client Counsil and a Board Member for the Global Self Care Federation, industry association for OTC and consumer
- Named AdAge Media Maven in 2013

Strong **Support Team** 



Stephanie Fielding Finance



Jan Grimm Sales

OPTUM<sup>®</sup>



Dr. John Martin Medical, Clinical, Regulatory, Education

MedStar Health



Gioel Molinari President / Product & Software

BRIDGEWATER



Dave Perri Hardware & Operations

SONOS



Joao Rodrigues Marketing & Digital Commerce

Reckitt



Darius Shahida Strategy & Business Dev.



Katie Yoshida People & Talent



















\$400mm+ of **Total Funding** 

















