



Operate in the **Now**

August 2, 2022



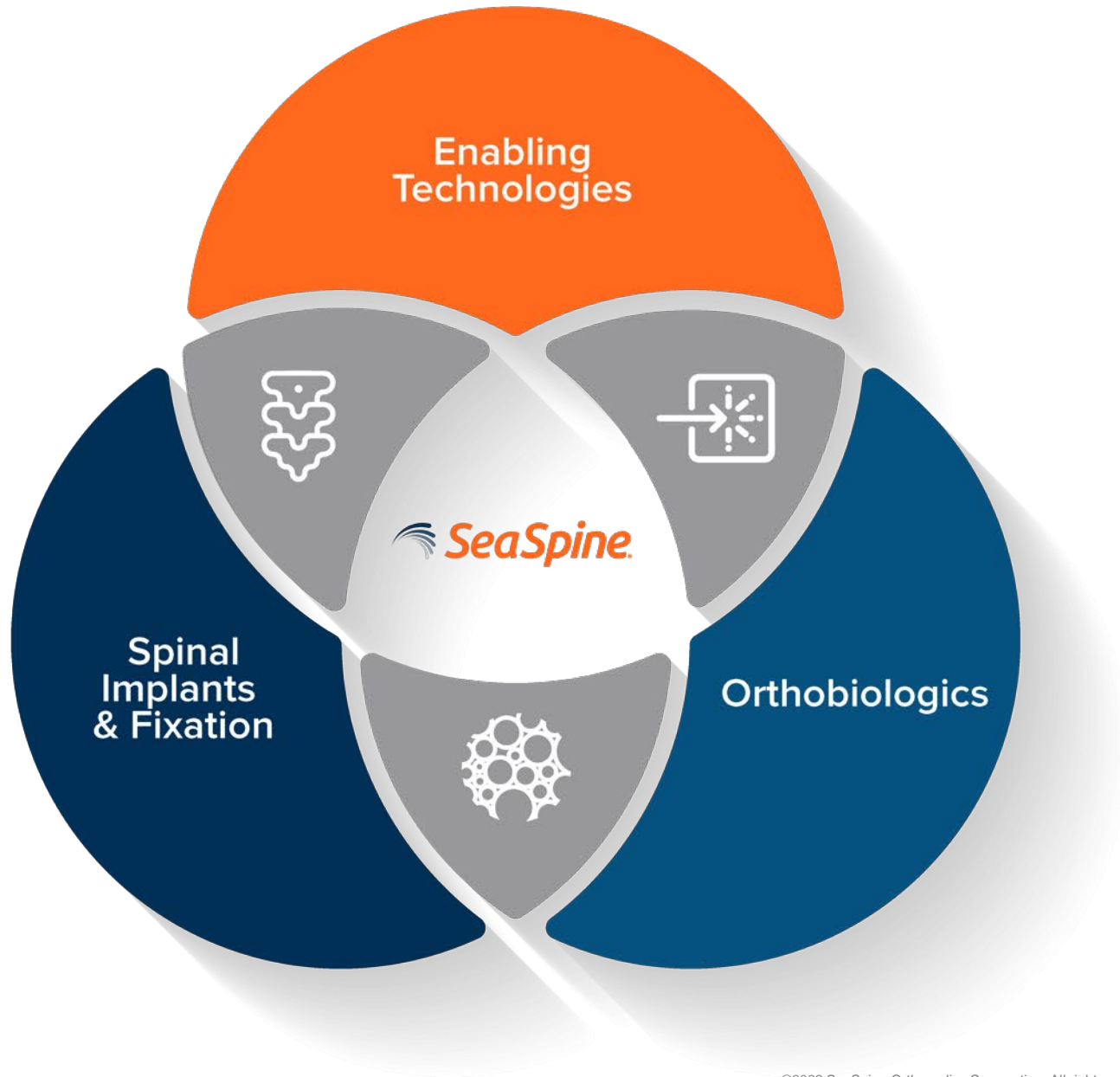
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This presentation includes statements that may be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words “believe,” “estimate,” “expect,” “anticipate,” “project,” “forecast” and similar expressions, or the negative thereof, among others, generally identify forward-looking statements. Forward-looking statements used in this presentation include revenue guidance; future revenue and revenue growth; liquidity to fund growth; new product launches and market opportunity, market share and market share growth. SeaSpine® cautions that these forward-looking statements are based on management's current expectations, estimates, forecasts and projections, and assumptions management believes are reasonable, and are subject to risks and uncertainties that may cause actual results to differ materially from those indicated in the forward-looking statements. Such risks and uncertainties include, but are not limited to, the ongoing impact of the COVID-19 pandemic on the elective surgery market and the global healthcare system generally; risks that the COVID-19 pandemic may disrupt the Company's business and/or the global healthcare system more severely than anticipated; surgeons' willingness to use the Company's existing and newly launched products; the Company's ability to continue to invest in medical education and training, product development, and/or sales and marketing initiatives at levels sufficient to drive future revenue growth; the Company's ability to attract new, high-quality distributors and potential disruption to the Company's existing distribution network; continued pricing pressure, as well as exclusion from major healthcare systems; the risk of supply shortages and the associated, potentially long-term disruption to product sales; unexpected expense and delay; changes to laws and regulations applicable to the Company and the industry in which it competes; and general economic and business conditions in the markets in which the Company does business, both in the U.S. and abroad. Additional information about the factors that may affect the operations of SeaSpine and results is set forth in SeaSpine's annual and quarterly reports filed with the U.S. Securities and Exchange Commission. Forward-looking statements contained in this presentation are made only as of the date set forth on the cover hereof and SeaSpine undertakes no obligation to release publicly any revisions or updates to forward-looking statements as a result of subsequent events or developments, except as required by law.



Sea Beyond

SeaSpine® is uniquely transforming the OR with safe, fast, real-time solutions that give surgeons & hospital partners confidence and deliver better outcomes to improve patient lives – **NOW**.



Transformative
Solutions
at Every Level.

In Real-time —
**Operate
in the Now.**

7D Surgical Navigation

Unique Value Proposition

Leading the charge in accuracy,
safety and hospital economic benefit



FLASH™
REGISTRATION



SEGMENTAL
REGISTRATION



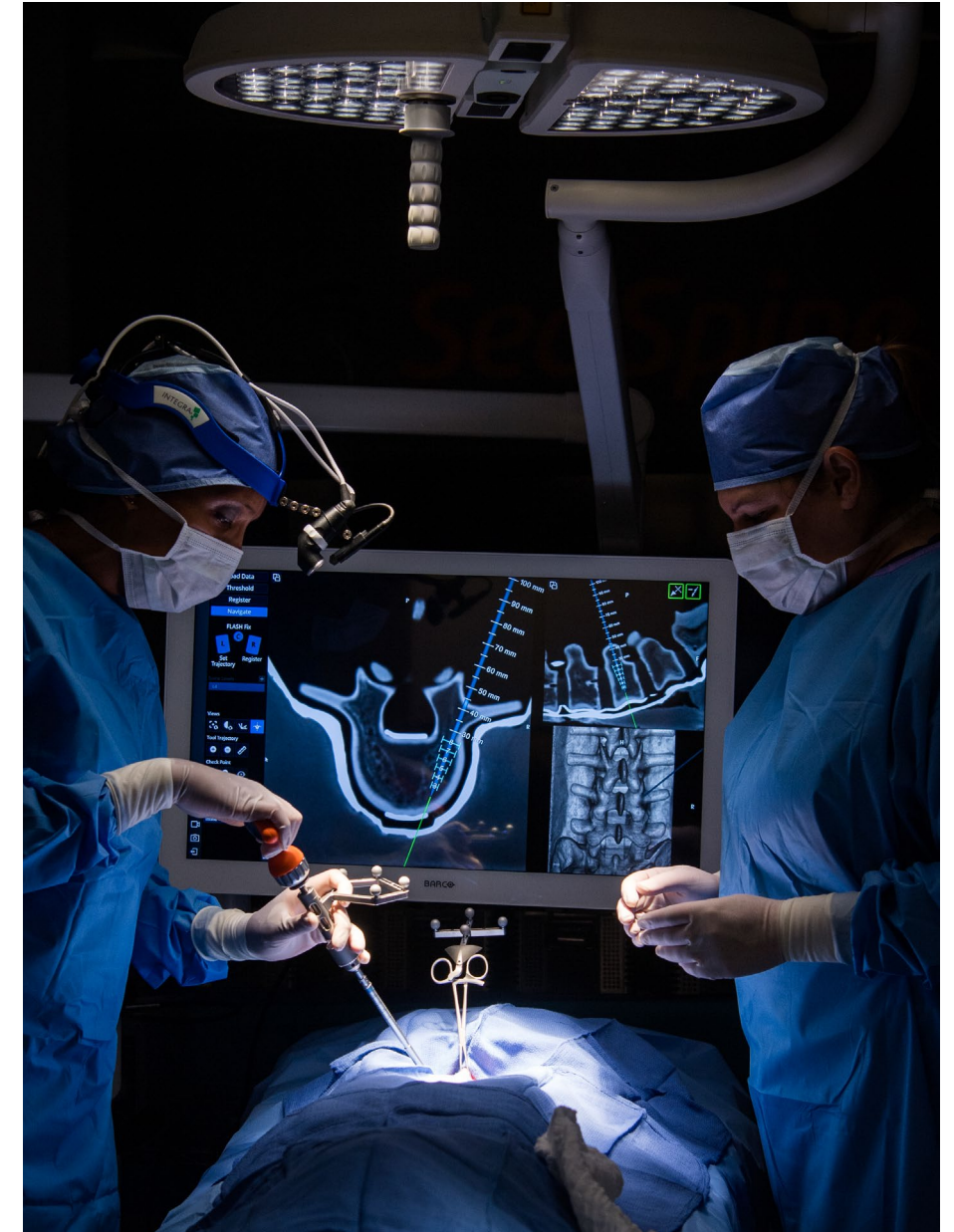
RADIATION-
FREE FOR OPEN
PROCEDURES



SURGEON
CONTROL



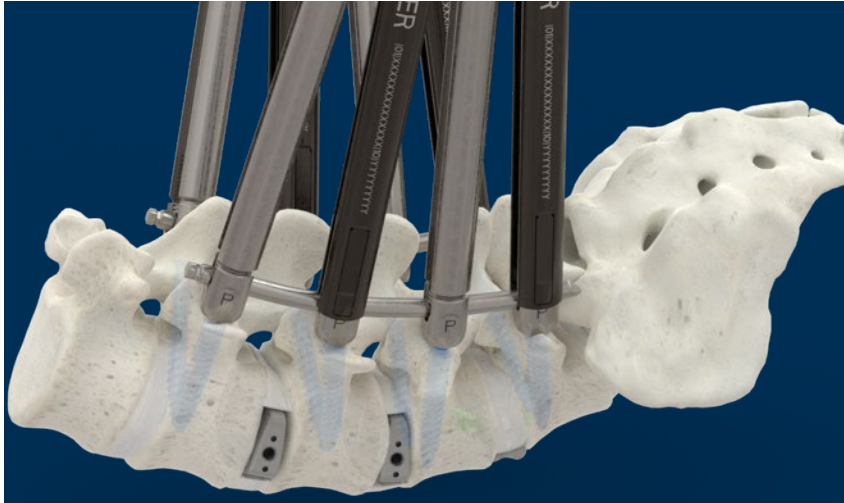
FLEXIBLE
PURCHASE
OPTIONS



**Addressing >\$2B of
New Market Segments**

FOUNDATIONAL PRODUCTS
Expected to Drive
Double-Digit Growth

Differentiated, biologic-friendly spinal
implants and advanced orthobiologics
coupled with market leading image
guidance enabling technology

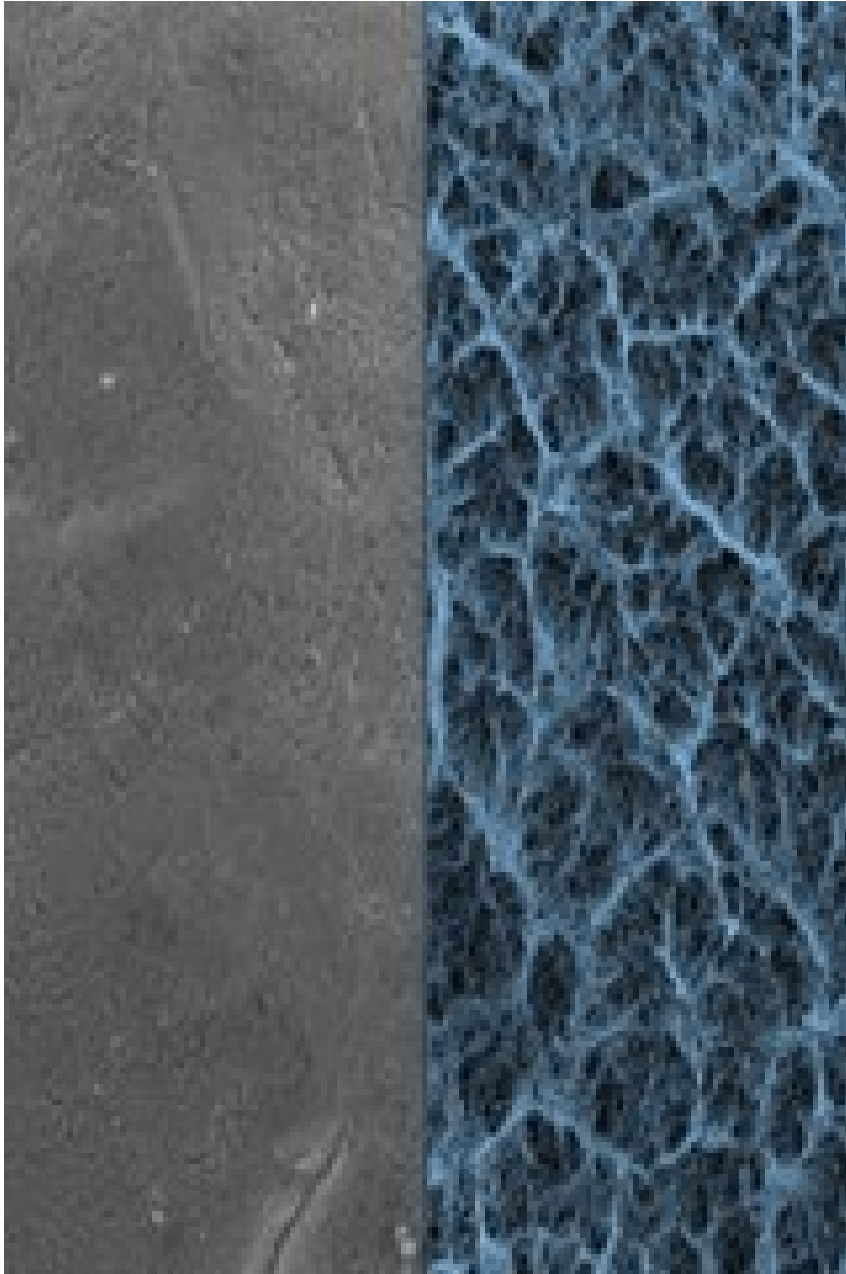




FLASH[™] Navigation with 7D Technology

Mariner[®]





Surface Technologies

NanoMetalene[®] Reef Topography[®] Waveform[®]





NorthStar® OCT

NorthStar™ Facet Fusion





Admiral™ ACP



OsteoStrand® Plus



BEST-IN-CLASS

Advanced DBMs

Investment in peer-reviewed science and education supporting **improved clinical value** vs. traditional DBMs and more expensive cellular products



Dry is Better



OsteoTorrent/C Dry DBM Putty Family

Designed to improve bone
forming capacity/inductivity
and shelf-life stability



FUSION ENGINEERED®

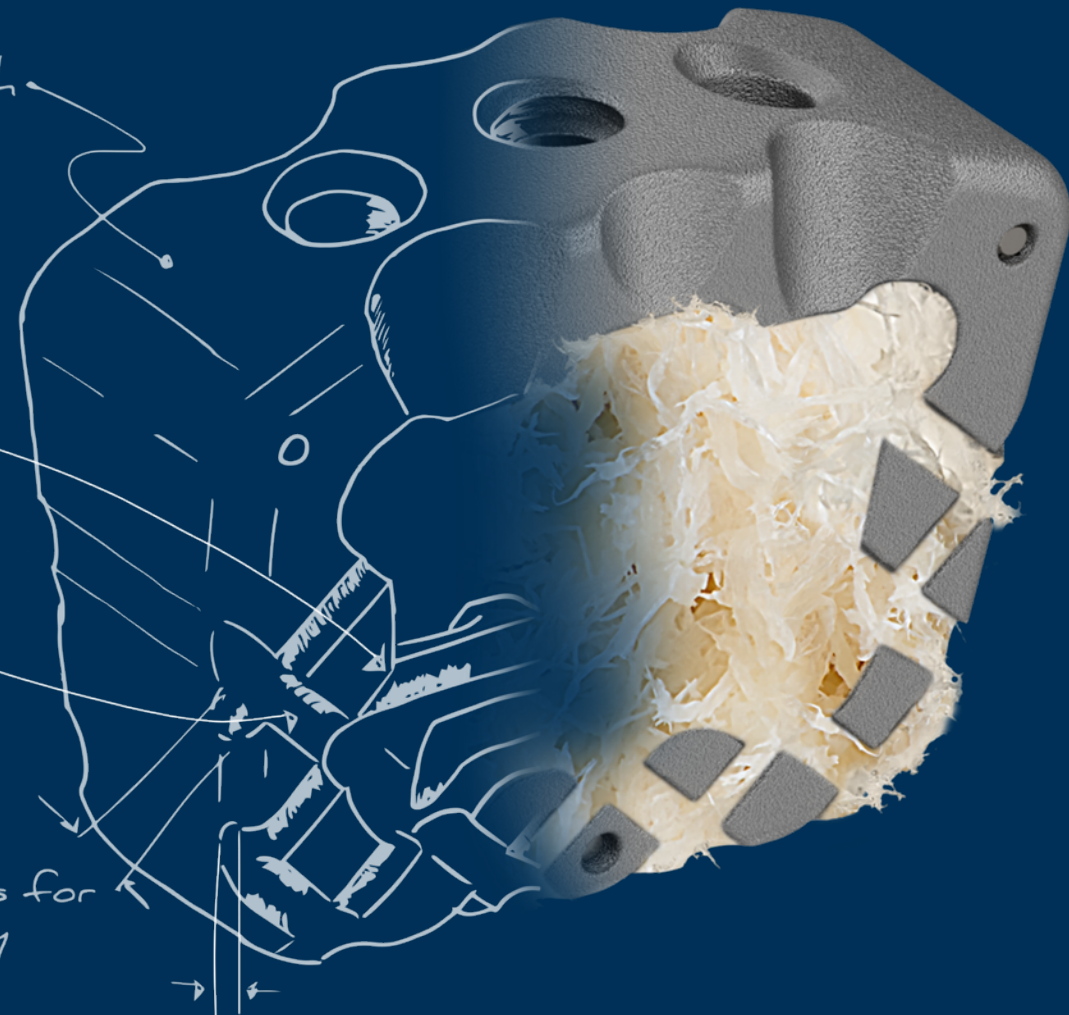
Deliberate Design. Driven by Science.

Endplate & aperture undercut
macrostructures to promote
bony interlocking

NanoMetalene surfacing
to promote bone ongrowth

Opposing slots for
axial stability

1mm depth to balance
bone-to-implant integrity





Shaeffer Bannigan
Vice President
Product Development



John Bostjancic
Chief Operating & Financial Officer



Keith C. Valentine
President & Chief Executive Officer



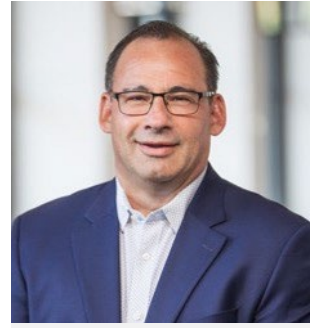
Dennis Cirino
Senior Vice President
Global Spinal Systems



Laetitia Cousin
Vice President
Regulatory & Quality Assurance



Patrick Keran
Senior Vice President
Corporate Development &
General Counsel & Corporate Secretary



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Orthobiologics &
Business Development



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General Manager of
Process Innovation & Development



Beau Standish, PhD, PEng
President
Enabling Technologies



Frank Vizesi, PhD
Chief Scientific Officer



John Winge
Vice President
Sales



Hollis Winkler
Senior Vice President
Human Resources

Senior Leadership Team

An assembly of experienced leadership driving vision forward
with 230+ years in spine/orthopedics

Partnerships Vital to Executing Our Vision



Partnerships Expansion for Efficient Revenue Growth

Large distributor conversions
Direct sales force in key white
space markets





MEDICAL EDUCATION PROGRAMS

Furthering our
commitment to our
partners

150+

COAST visits, trainings, labs

250+

Cases Supported
(alpha cases, new users &
complex case support)



\$56.3M

Total Revenue
(an increase of 19% YoY)



\$49.5M

US Revenue
(an increase of 16% YoY)



\$25.0M

**US Spinal Implants &
Enabling Technologies
Revenue**
(an increase of 17% YoY)



\$24.5M

US Orthobiologics Revenue
(an increase of 16% YoY)



66.0% GAAP
67.9% ADJUSTED

Gross Margin

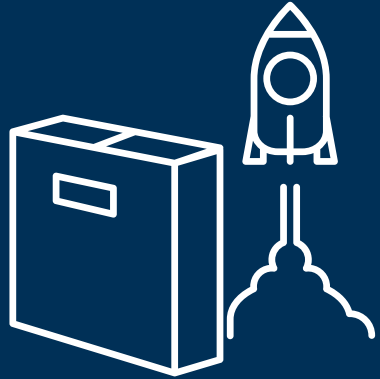


\$66.1M

Liquidity
Cash at 6/30/22

Q2 Highlights

2022
Financial Results



Full Commercial Launch

Reef® TA
Explorer TO Expandable IBD
OsteoTorrent™/OsteoTorrent C
WaveForm® TO
WaveForm® C
Meridian®



Limited Commercial Launch

FLASH™ Navigation
Lumbar Facet Fusion

Product Highlights

2022
Product Innovation



\$234-236M

FY 2022 Revenue
(22-23% Growth)



150-200_{BPS}

Adj. GM % Expansion
(65.2-65.7%)



11-12%

R&D Expense as %
of Total Revenue



\$3.5-4.5M

Adj. EBITDA Loss
Reduction (15-20%)

Guidance

2022

Financial guidance information is as of August 2, 2022, based on guidance provided by SeaSpine leadership on that date. Inclusion of this information in this presentation is not a confirmation or an update of, and should not be construed or otherwise assumed to reflect any confirmation or update of, that guidance by SeaSpine leadership as of any date other than August 2, 2022.

Adjusted Gross Margin and Adjusted EBITDA Loss are non-GAAP financial measures that are not calculated in accordance with generally accepted accounting principles, or GAAP. These non-GAAP financial measures should not be considered a replacement for, and should be read together with, the most directly comparable GAAP financial measures. Reconciliations to the most directly comparable GAAP measures are provided in Appendix A to this presentation.



+15

Product Launches
& Line Extensions

- WaveForm® 3D IBD
- Explorer® Expandable IBD
- Mariner® Adult Deformity
- MIS Navigation
- Integrated FLASH™ Navigation tools
- OsteoTorrent™ DBMs
- Meridian™



>\$60M

Free Cash Flow Burn

>\$42M

Investment in Inventory
& Spinal Implant Sets

>\$2M

Outflow on Final EMEA
SI Stocking Orders



3 YEAR

Extension of
Credit Facility
& \$10M Expansion

✓ Completed July 2022

Guidance

2022

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15-18%

3-year Revenue CAGR



**\$300-
\$320M**

Annual Revenue Threshold
for Adj. EBITDA Breakeven
(exiting 2024)



>500_{BPS}

Adj. GM % Expansion by 2024



150_{BPS}

Commission Leverage
by 2024 (vs. 2019)



10%

R&D Expense as % of
Total Revenue in 2024



>50%

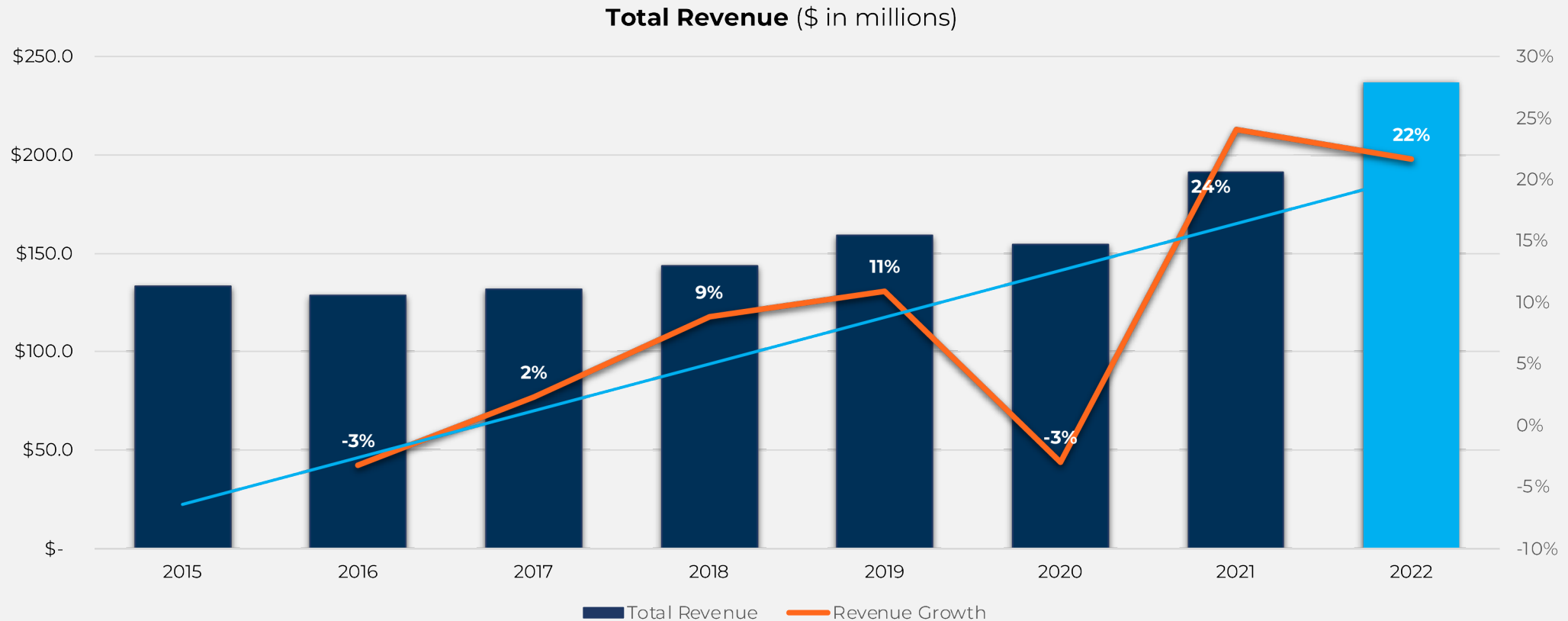
Reduction in
Free Cash Flow Burn by 2024

Guidance

Long-Term

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Accelerating Revenue Growth



2022 represents the mid-point of FY 2022 revenue guidance of \$234-\$236M.



**Innovative Procedural
Solutions and Enabling
Technologies**



**Improved Clinical
Outcomes and
Economic Value**



**Expanding Network of
Highly Competitive
Distributors**



**Capitalized to
Execute Strategy**

Investment Highlights

Best-in-Class Product Portfolio +
Expanding Distribution to
Grow 5x the Market



THANK YOU

APPENDIX A

Reconciliation of Non-GAAP Financial Measures to GAAP Financial Measures

(\$ in millions)	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22
Total revenue, net	\$ 36.111	\$ 28.589	\$ 43.209	\$ 46.436	\$ 41.954	\$ 47.463	\$ 46.445	\$ 55.589	\$ 50.693	\$ 56.318
Less: Cost of goods sold	13.812	11.659	14.074	17.296	15.366	17.482	18.289	25.727	20.376	19.127
Gross profit	22.299	16.930	29.135	29.140	26.588	29.981	28.156	29.862	30.317	37.191
Add back:										
Technology-related intangible asset amortization	0.294	0.241	0.254	0.257	0.267	0.609	1.291	0.551	0.986	0.986
Fixed NanoMetalene supplier processing charge	-	-	-	-	-	-	-	3.704	-	-
Purchase accounting inventory fair market value adjustments	-	-	-	-	-	-	0.417	0.125	0.125	0.083
Idle manufacturing plant costs	-	0.974	-	-	-	-	-	-	-	-
Adjusted gross profit	\$ 22.593	\$ 18.145	\$ 29.389	\$ 29.397	\$ 26.855	\$ 30.590	\$ 29.864	\$ 34.242	\$ 31.428	\$ 38.260
Adjusted gross margin (Adjusted gross profit / Total revenue, net)	62.6%	63.5%	68.0%	63.3%	64.0%	64.5%	64.3%	61.6%	62.0%	67.9%

(\$ in millions)	Q1 20	Q2 20	Q3 20	Q4 20	Q1 21	Q2 21	Q3 21	Q4 21	Q1 22	Q2 22
GAAP net loss	\$ (12.551)	\$ (13.713)	\$ (6.574)	\$ (10.343)	\$ (12.720)	\$ (5.213)	\$ (17.627)	\$ (18.786)	\$ (16.604)	\$ (13.947)
Non-GAAP adjustments										
Depreciation and intangible asset amortization expense	\$ 2.608	\$ 2.608	\$ 2.713	\$ 2.796	\$ 2.747	\$ 3.133	\$ 4.400	\$ 3.653	\$ 4.202	\$ 4.295
Other (income) expense	(0.227)	(0.014)	(0.136)	(0.086)	0.159	(6.079)	0.231	0.157	(0.002)	0.559
Income tax (benefit) provision	0.035	0.033	0.064	0.086	0.025	0.158	(0.872)	(0.411)	(0.228)	(1.147)
Fixed NanoMetalene supplier processing charge	-	-	-	-	-	-	-	3.704	-	-
Idle manufacturing plant costs	-	0.974	-	-	-	-	-	-	-	-
Spinal set instrument replacement expense	0.379	0.551	0.625	1.244	0.730	0.915	1.020	1.239	1.018	1.665
Spinal set instrument impairment expense	0.234	(0.024)	-	-	-	-	-	-	-	-
Stock-based compensation	1.983	2.769	3.182	2.423	2.546	3.096	3.149	3.065	2.819	3.701
Impairment on intangible assets	1.325	-	-	-	-	-	-	-	-	-
European sales and marketing organization restructuring	-	-	-	-	-	-	1.665	0.161	0.279	0.127
Purchase accounting inventory fair market value adjustments	-	-	-	-	-	-	0.417	0.125	0.125	0.083
Acquisition and integration-related charges	-	-	-	-	1.276	0.519	0.200	0.305	0.372	(0.010)
Total Non-GAAP adjustments	\$ 6.337	\$ 6.897	\$ 6.448	\$ 6.463	\$ 7.483	\$ 1.742	\$ 10.210	\$ 11.998	\$ 8.585	\$ 9.273
Adjusted EBITDA loss	\$ (6.214)	\$ (6.816)	\$ (0.126)	\$ (3.880)	\$ (5.237)	\$ (3.471)	\$ (7.417)	\$ (6.788)	\$ (8.019)	\$ (4.674)

In addition to financial measures reported in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"), the Company provides two non-GAAP financial measures: (1) earnings (loss) before interest, taxes, depreciation and amortization excluding the impact of stock-based compensation, intangible asset impairment charges, the nonrecurring, fixed NanoMetalene supplier processing charge, idle manufacturing plants costs, spinal set instrument replacement and impairment expenses, other income/expense purchase accounting inventory fair market value adjustment charges, acquisition and integration-related charges, and employee severance and other charges related to the restructuring of the Company's European sales and marketing organization ("Adjusted EBITDA Loss"), and (2) gross margin excluding technology-related intangible asset amortization expense, purchase accounting inventory fair market value adjustment charges, the nonrecurring fixed NanoMetalene supplier processing charge, and idle manufacturing plant costs ("Adjusted Gross Margin").

The Company believes that the presentation of Adjusted EBITDA Loss and Adjusted Gross Margin provides important supplemental information to management and investors regarding financial and business trends relating to the Company's results of operations. Management uses Adjusted EBITDA Loss and Adjusted Gross Margin when evaluating operating performance because it believes that the inclusion or exclusion of the items described below, for which the amounts and/or timing may vary significantly depending upon the Company's acquisition and integration activities, for which the amounts are non-cash in nature, and/or for which the amounts are not expected to recur at the same magnitude, provides a supplemental measure of the Company's operating results that facilitates comparability of its financial condition and operating performance from period to period, against its business model objectives, and against other companies in its industry. The Company has chosen to provide this information to investors so they can analyze the Company's operating results in the same way that management does and use this information in their assessment of its core business and the valuation of the Company.

Reconciliations of these non-GAAP financial measures to their nearest GAAP financial measures are provided in the tables to the left.

For further information regarding our use of non-GAAP financial measures, please refer to the Current Report on Form 8-K that SeaSpine filed with the Securities and Exchange Commission on August 2, 2022.