

GLAUKOS CORPORATION
GAAP to Non-GAAP Reconciliations
(in thousands, except per share amounts and percentage data)
(unaudited)

	Q3 2024			Q3 2023		
	GAAP	Adjustments	Non-GAAP	GAAP	Adjustments	Non-GAAP
Cost of sales	\$ 22,584	\$ (5,523) (a)	\$ 17,061	\$ 18,510	\$ (5,523) (a)	\$ 12,987
Gross Margin	76.6%	5.8%	82.4%	76.3%	7.1%	83.4%
<u>Operating expenses:</u>						
Selling, general and administrative	\$ 64,000	\$ (705) (b)	\$ 63,295	\$ 54,247	\$ (705) (b)	\$ 53,542
Loss from operations	\$ (24,660)	\$ 6,228	\$ (18,432)	\$ (28,010)	\$ 6,228	\$ (21,782)
Net loss	\$ (21,409)	\$ 6,228 (c)	\$ (15,181)	\$ (30,444)	\$ 6,228 (c)	\$ (24,216)
Basic and diluted net loss per share	\$ (0.39)	\$ 0.11	\$ (0.28)	\$ (0.63)	\$ 0.13	\$ (0.50)

(a) Cost of sales adjustment related to amortization of developed technology intangible assets associated with the acquisition of Avedro, Inc. (Avedro) of \$5.5 million.

(b) Avedro acquisition-related amortization expense of customer relationship intangible assets of \$0.7 million.

(c) Includes total tax effect for non-GAAP pre-tax adjustments. For non-GAAP adjustments associated with the U.S., the tax effect is \$0 given the Company's U.S. taxable loss positions in both 2024 and 2023.

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	Year-to-Date Q3 2024			Year-to-Date Q3 2023		
	GAAP	Adjustments	Non-GAAP	GAAP	Adjustments	Non-GAAP
Cost of sales	\$ 65,392	\$ (16,569) (a)	\$ 48,823	\$ 56,684	\$ (16,569) (a)	\$ 40,115
Gross Margin	76.5%	5.9%	82.4%	75.6%	7.1%	82.7%
<u>Operating expenses:</u>						
Selling, general and administrative	\$ 192,163	\$ (2,115) (b)	\$ 190,048	\$ 161,034	\$ (2,115) (b)	\$ 158,919
Loss from operations	\$ (93,700)	\$ 18,684	\$ (75,016)	\$ (90,078)	\$ 18,684	\$ (71,394)
<u>Non-operating income (expense):</u>						
Charges associated with convertible senior notes	\$ (18,012)	\$ 18,012 (c)	\$ -	\$ -	\$ -	\$ -
Net loss	\$ (112,792)	\$ 36,696 (d)	\$ (76,096)	\$ (97,882)	\$ 18,684 (d)	\$ (79,198)
Basic and diluted net loss per share	\$ (2.18)	\$ 0.71	\$ (1.47)	\$ (2.03)	\$ 0.39	\$ (1.64)

(a) Cost of sales adjustment related to amortization of developed technology intangible assets associated with the acquisition of Avedro, Inc. (Avedro) of \$16.6 million.

(b) Avedro acquisition-related amortization expense of customer relationship intangible assets of \$2.1 million.

(c) Expenses associated with the exchange of convertible senior notes, consisting of a non-cash inducement charge of \$17.4 million and direct transaction costs of \$0.6 million.

(d) Includes total tax effect for non-GAAP pre-tax adjustments. For non-GAAP adjustments associated with the U.S., the tax effect is \$0 given the Company's U.S. taxable loss positions in both 2024 and 2023.