
iRHYTHM[®]

iRhythm Technologies Second Quarter 2024 Results

August 1, 2024



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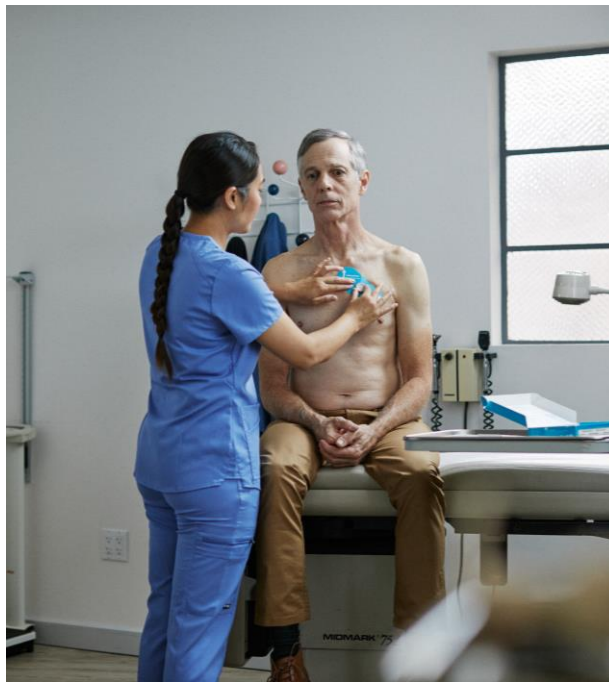
The accompanying presentation contains non-GAAP financial measures. The appendix reconciles the non-GAAP financial measures to the most directly comparable financial measure prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measure include non-GAAP operating expenses, non-GAAP net income (loss), non-GAAP net income (loss) per share, and adjusted EBITDA. iRhythm reports non-GAAP financial measures in addition to, and not as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. We believe that non-GAAP financial measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP financial measures. Other companies, including other companies in our industry, may not use this measure or may calculate this measures differently than as presented. We encourage investors to carefully consider our results under GAAP as well as our supplemental non-GAAP information and reconciliations between these presentations to more fully understand our business.

**\$148.0
million**

Second quarter 2024 revenue

24%

Registration growth in 2023
compared to 2022

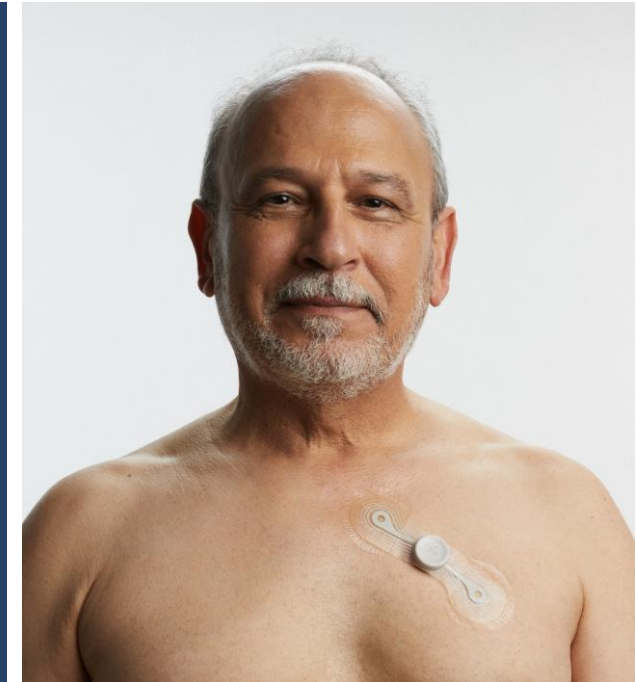


~25 - 30%

iRhythm penetration in core
U.S. ambulatory cardiac
monitoring market as of
December 31, 2023

5+ million tests

Target market opportunity across
prioritized EU and APAC
countries*



~1.9 million
Registrations per year

~8 million

Patient reports posted since
company inception thru 2023



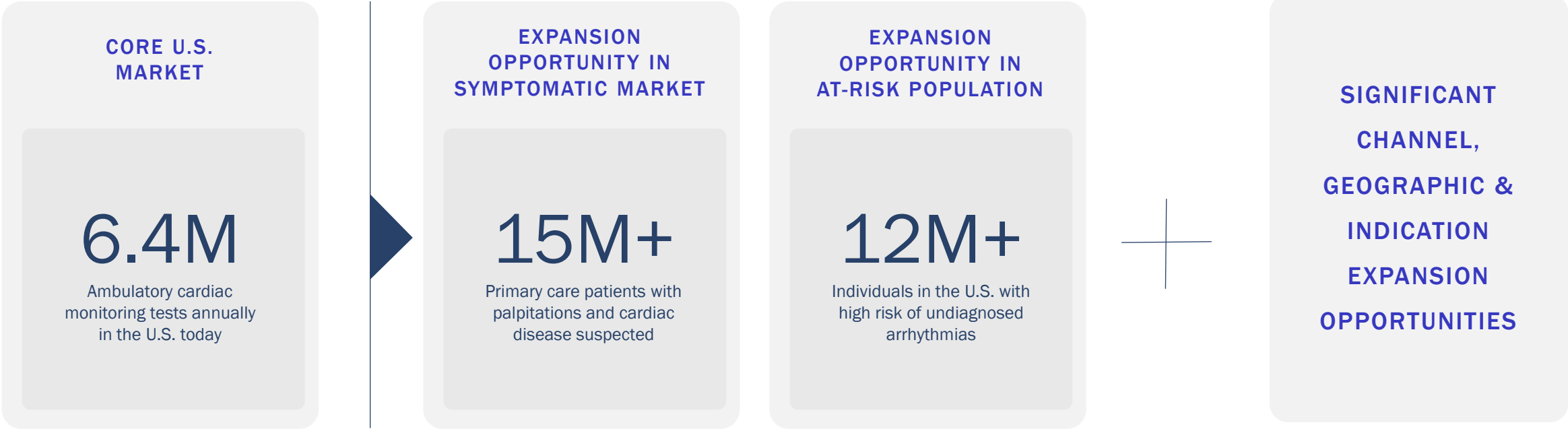
100+

Original scientific research
manuscripts

1.8 billion

Hours of curated
ECG data since company
inception thru 2023

Substantial and growing market potential in the United States



MULTIPLE LEVERS FOR GROWTH & SUSTAINABLE VALUE CREATION

[See appendix for sources](#)

Accelerating growth in PCP channels key to capturing U.S. opportunity

~21%

of 2023 US Zio XT and Zio monitor
registrations written by PCPs

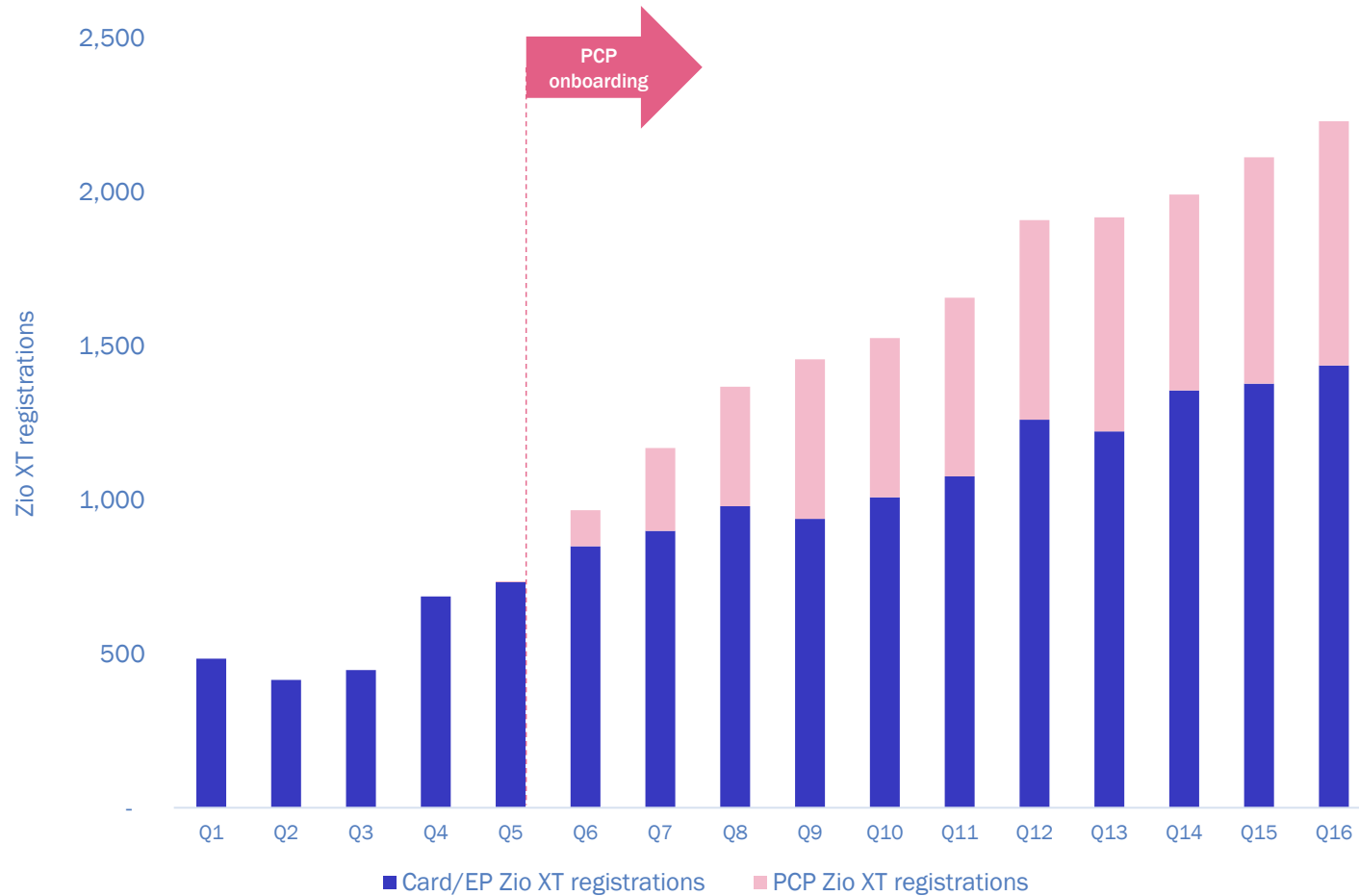
PCPs in integrated delivery networks and large national
accounts driving penetration & TAM expansion

Registrations from PCPs and other physicians additive to those
from cardiologists & EPs

Large national players beginning to proactively monitor for
undiagnosed arrhythmias



Registrations from PCPs additive to those from cardiologists & EPs



KEY TAKEAWAYS

- Prescribing primary care physicians have potential to amplify volumes
- Zio enables workflow efficiency, addressing existing capacity constraints of specialist offices
- Nearly 50% of all accounts in '23 had at least one prescribing primary care physician
- Volume growth in '23 from cardiologists within IDN's that had a prescribing primary care physician was higher than those without

Large national players proactively monitoring for undiagnosed arrhythmias

Established collaborations with several innovative national care networks



1. Steinhubl SR, et al. Effect of a Home-Based Wearable Continuous ECG Monitoring Patch on Detection of Undiagnosed Atrial Fibrillation: The mSToPS Randomized Clinical Trial. *JAMA*. 2018 Jul 10;320(2):146-155.

2. The mSToPs clinical trial targeting criteria identified 34.5% of the population to be at risk based on age and age plus comorbidity; however, that included men aged 55-65 with one or more specified comorbidities. As we are targeting Medicare Advantage participants, we exclude men between 55-64 which results in a targeted population down to 25% of the over-65 Medicare-eligible population.



mSToPs TARGETING CRITERIA¹

75+, or 55+ (men)² or 65+ (women)
with one or more of the following comorbidities:

- Stroke
- Heart Failure
- Hypertension
- Diabetes
- Obesity
- Sleep apnea
- Prior myocardial infarction
- Chronic obstructive pulmonary disorder

Anticipated timeline to FDA warning letter resolution

May 2023

FDA sends iRhythm warning letter focused on Zio AT system and alleged nonconformities related to medical device reporting requirements and quality system requirements

Q3 2023

Ongoing positive collaboration between FDA's CDRH division and iRhythm

November 2023

FDA notifies iRhythm of Zio AT's inclusion in new FDA category code QYX defined for outpatient cardiac telemetry

March 2024

Follow-up questions and data requests to 510(k) submissions asked by FDA

2H 2024

Anticipated clearance of two 510(k) submissions related to Zio AT

Zio MCT product submitted for FDA clearance¹

Q1 2025

Potential follow up inspection by FDA upon satisfactory responsive actions by iRhythm to support remediation of warning letter

July 2023

iRhythm sends lengthy response to the FDA after warning letter receipt and implements requested labeling changes

2H 2023

iRhythm proposes enhanced design features to Zio AT to address areas of FDA focus and works collaboratively with CDRH product review team on path forward for changes made via Letter to File

January 2024

iRhythm submits two 510(k) applications related to Zio AT to the FDA

Q3 2024

Anticipated submission of additional data to FDA to answer their questions

1. MCT submission not associated with warning letter resolution due to anticipated filing submission expected to be via 510(k) pathway

International opportunity represents \$1+ billion TAM with 5+ million tests in prioritized countries across EMEA and Asia Pacific

UNITED KINGDOM

Early commercialization

500,000

Ambulatory cardiac monitoring tests annually

GOALS

- Pursue growth in private market
- Demonstrate real-world pathway transformation through AI award
- Pursue long-term reimbursement

PRIORITIZED EU COUNTRIES

Switzerland, Spain, Austria, the Netherlands, Germany and France
Initiating market access efforts

2,100,000+

Ambulatory cardiac monitoring tests annually in target countries

GOALS

- Create market awareness through KOL engagement
- Nearing operational readiness for limited commercial launch in selected markets

JAPAN

Pursuing regulatory approval via high medical needs pathway

1,600,000

Ambulatory cardiac monitoring tests annually

GOALS

- Regulatory approval by PMDA targeted 2024
- Reimbursement listing by MHLW

[See appendix for sources](#)

Significant adjacent market opportunities enabled by data linkages and artificial intelligence advantages



SLEEP APNEA

Prevalence of sleep disorders¹: 40.1 million

Up to 80% of AFib patients have sleep apnea

Large prevalence of undiagnosed sleep apnea with poor convenient diagnostic pathway at PCP



HEART FAILURE

Prevalence¹: 8.4 million

25% of heart failure patients have AFib

AFib begets heart failure, causing high readmission



HYPERTENSION

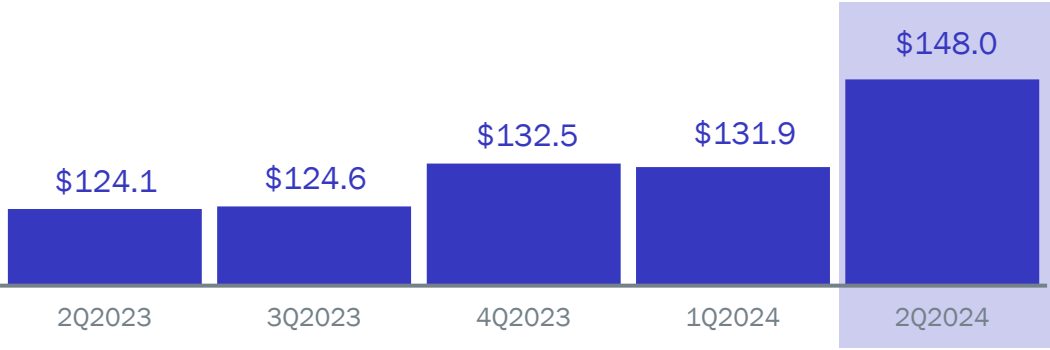
Prevalence¹: 120.0 million

Up to 90% of AFib patients have hypertension and there is a large comorbid hypertension population

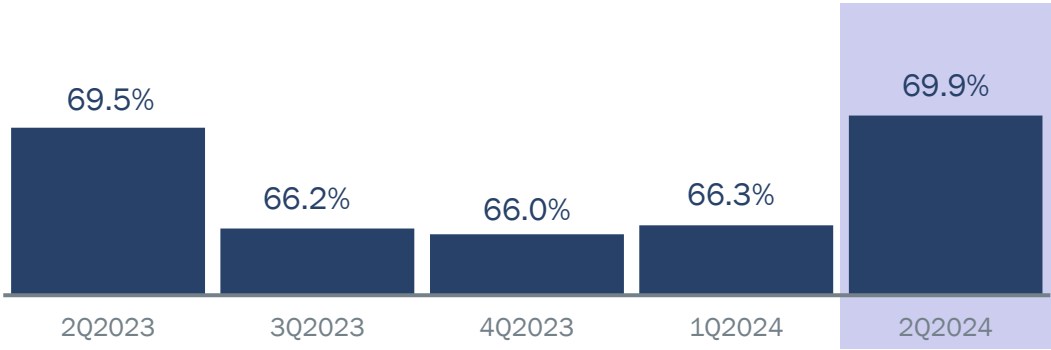
1. Estimated 2022 prevalence in the United States [See appendix for sources.](#)

Second quarter 2024 financial performance

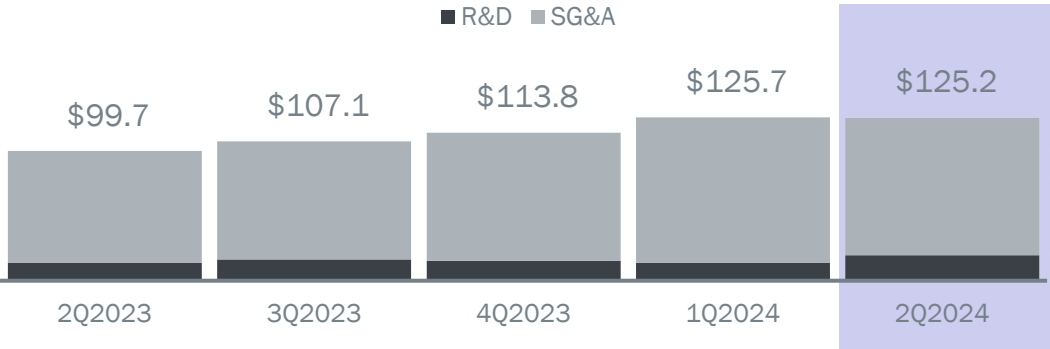
**GLOBAL NET REVENUE
(USD, MILLIONS)**



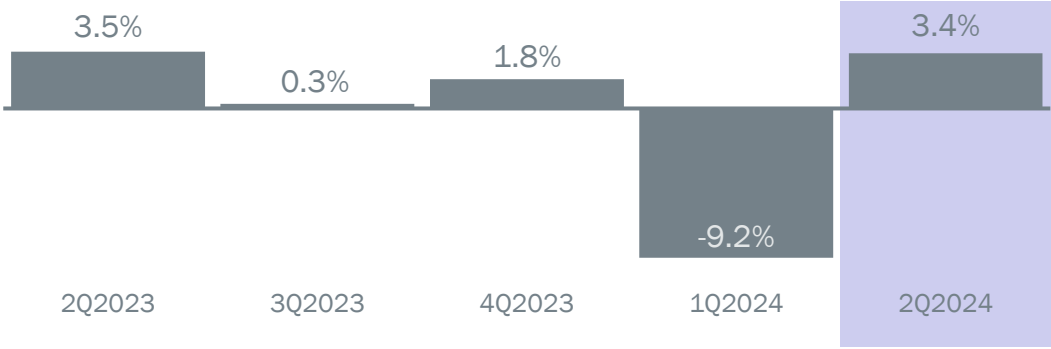
GROSS PROFIT MARGIN



**ADJUSTED OPERATING EXPENSES
(USD, MILLIONS)**



ADJUSTED EBITDA MARGIN



Adjusted operating expenses exclude impact from non-GAAP business transformation, impairment, and restructuring costs. Adjusted EBITDA calculated as net loss or income excluding interest, taxes, depreciation and amortization, stock-based compensation expense, impairment and restructuring charges, and business transformation costs.

2024 annual revenue and profitability guidance

	NET REVENUE (USD, MILLIONS)	GROSS MARGIN	ADJUSTED EBITDA MARGIN
PRIOR	~\$578 – \$588 million	~ 68 % – 69% of revenues	~ 3%– 4% of revenues
UPDATED	~\$580 – \$590 million	~ 68.5 % – 69% of revenues	~ 3.5%– 4% of revenues

Adjusted operating expenses exclude impact from non-GAAP business transformation and restructuring costs. Adjusted EBITDA calculated as net loss or income excluding interest, taxes, depreciation and amortization, stock-based compensation expense, impairment and restructuring charges, business transformation costs, and loss on extinguishment of debt. Adjusted EBITDA will continue to exclude impairment and restructuring costs, business transformation costs, and stock-based compensation expense.

Near-term opportunities can drive significant topline growth

U.S. CORE COMMERCIAL BUSINESS

- Further expansion into PCP channel
- Alternate use cases (e.g., PFA) to expand monitoring
- MCT market expansion with continued innovation

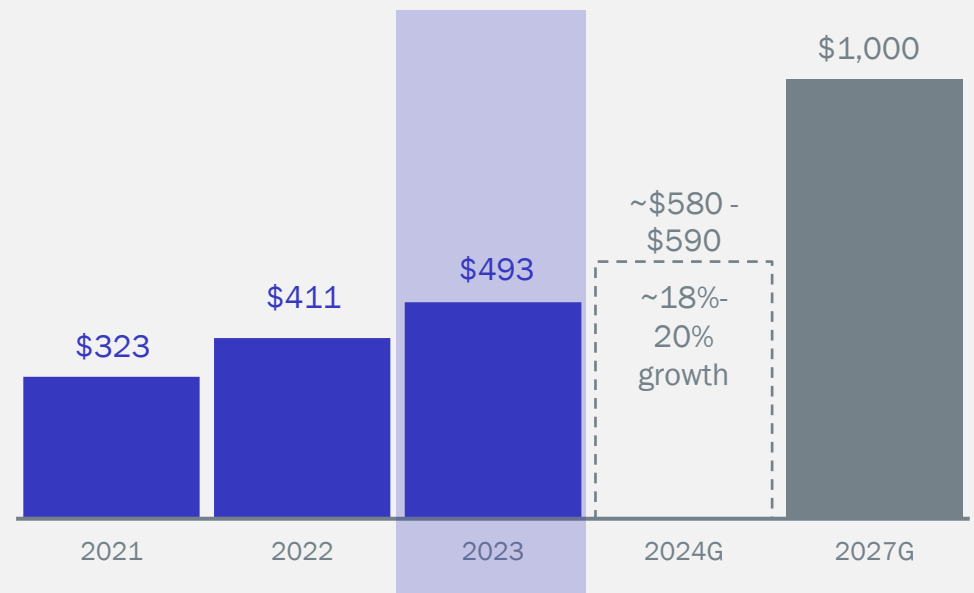
INTERNATIONAL EXPANSION

- Entry into Japan, the second largest global ACM market
- Continued penetration in the UK and national reimbursement
- Opening of additional European countries

ADJACENT MARKET OPPORTUNITIES

- Movement into proactive monitoring programs
- Implementation of Know Your Rhythm
- Addition of wellness insights into existing platform

Global net revenue
(USD millions)



Levers for adjusted EBITDA margin expansion being driven by global scale and operational efficiencies

GROSS MARGIN LEVERAGE OPPORTUNITIES

UNIT COST REDUCTIONS

- Moving to a reduced product footprint and a unified hardware platform with Zio monitor commercial introduction
- Manufacturing and packaging automation will reduce labor costs while substantially increasing capacity
- Reduced unit costs also achieved through global scale, supply chain excellence, and expanded logistics network

SERVICE COST EFFICIENCIES

- Application of AI to improve clinical technician workflows and streamline report generation will increase productivity and reduce cost to produce report
- Globalization creating efficiency gains within clinical operations and customer care services

OPERATING EFFICIENCY OPPORTUNITIES

RESEARCH & DEVELOPMENT

- Anticipate long-term R&D remains ~12% of revenue
- Disciplined portfolio prioritization will allow for adjacent market research & development investments

SALES & MARKETING

- Net efficiency gains over the long-range planning horizon allow for reinvestments to support revenue growth
- Planning for incremental investments in marketing and EHR

GENERAL & ADMINISTRATIVE

- Expect long-term G&A will be ~30% of revenue
- Globalization, continuous process improvement, digital transformation, and scale will all drive significant efficiencies



Addressing
the future focus
of healthcare



Expanding
existing markets
while extending into
adjacent markets



Anticipated revenue
growth from large
underpenetrated
markets on a
global scale



Expect to deliver
meaningful
improvements in
financial profile

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Appendix

Reconciliation of net loss to adjusted EBITDA

Adjusted EBITDA is a non-GAAP financial measure and is presented for supplemental informational purposes only and should not be considered as an alternative or substitute to financial information presented in accordance with GAAP. We define Adjusted EBITDA for a particular period as net loss before income tax provision, depreciation and amortization, interest expense, and interest income and as further adjusted for stock-based compensation expense, impairment and restructuring charges, business transformation costs, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources.

ADJUSTED EBITDA RECONCILIATION	THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,	
	2024	2023	2024	2023
Net loss	\$ (20,107)	\$ (18,482)	\$ (65,774)	\$ (57,591)
Interest expense	3,312	832	6,172	1,782
Interest income	(6,685)	(1,468)	(9,742)	(2,902)
Income tax provision	194	213	226	300
Depreciation and amortization	5,160	3,791	10,291	7,367
Stock-based compensation	21,821	14,099	42,812	32,350
Business transformation costs	1,296	5,409	1,296	11,095
Loss on extinguishment of debt	—	—	7,589	—
Adjusted EBITDA	\$ 4,991	\$ 4,394	\$ (7,130)	\$ (7,599)

Reconciliation of quarterly adjusted EBITDA margin

Adjusted EBITDA is a non-GAAP financial measure and is presented for supplemental informational purposes only and should not be considered as an alternative or substitute to financial information presented in accordance with GAAP. We define Adjusted EBITDA for a particular period as net loss before income tax provision, depreciation and amortization, interest expense, and interest income and as further adjusted for stock-based compensation expense, impairment and restructuring charges, business transformation costs, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources.

(USD, THOUSANDS)	THREE MONTHS ENDED				
	JUNE 30, 2024	MARCH 31, 2024	DECEMBER 31, 2023	SEPTEMBER 31, 2023	JUNE 30, 2023
Net loss	\$ (20,107)	\$ (45,667)	\$ (38,699)	\$ (27,116)	\$ (18,482)
Interest expense	3,312	2,860	941	927	832
Interest income	(6,685)	(3,057)	(1,734)	(1,717)	(1,468)
Income tax provision	194	32	255	195	213
Depreciation and amortization	5,160	5,131	4,914	4,067	3,791
Stock-based compensation	21,821	20,991	23,846	21,008	14,099
Impairment and restructuring charges	—	—	11,078	—	—
Business transformation costs	1,296	—	1,772	2,999	5,409
Loss on extinguishment of debt	—	7,589	—	—	—
Adjusted EBITDA	\$ 4,991	\$ (12,121)	\$ 2,373	\$ 363	\$ 4,394
Revenue	\$ 148,047	\$ 131,929	\$ 132,511	\$ 124,604	\$ 124,130
Adjusted EBITDA margin	3.4%	-9.2%	1.8%	0.3%	3.5%

Reconciliation of GAAP to non-GAAP financial information

ADJUSTED NET LOSS RECONCILIATION	THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,	
	2024	2023	2024	2023
Net loss, as reported	\$ (20,107)	\$ (18,482)	\$ (65,774)	\$ (57,591)
Business transformation costs	1,296	5,409	1,296	11,095
Loss on extinguishment of debt	—	—	7,589	—
Adjusted net loss	\$ (18,811)	\$ (13,073)	\$ (56,889)	\$ (46,496)

ADJUSTED NET LOSS PER SHARE RECONCILIATION	THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,	
	2024	2023	2024	2023
Net loss per share, as reported	\$ (0.65)	\$ (0.61)	\$ (2.12)	\$ (1.89)
Business transformation costs per share	0.04	0.18	0.04	0.36
Loss on extinguishment of debt per share	—	—	0.24	—
Adjusted net loss per share	\$ (0.61)	\$ (0.43)	\$ (1.84)	\$ (1.53)
Weight-average shares, basic and diluted	31,145	30,502	31,089	30,400

ADJUSTED OPERATING EXPENSE RECONCILIATION	THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,	
	2024	2023	2024	2023
Operating expense, as reported	\$ 126,452	\$ 105,097	\$ 252,106	\$ 220,282
Business transformation costs	(1,296)	(5,409)	(1,296)	(11,095)
Adjusted operating expense	\$ 125,156	\$ 99,688	\$ 250,810	\$ 209,187

Sources

SLIDE

Substantial and growing market potential in the United States

SOURCES

US Core ACM Market Sizing

- iRhythm estimates based off combination of Internal Data, 2021 Medicare Public-Use Files, IQVIA data, Definitive Healthcare data, Komodo Health data, and other publicly-available information.

Expansion opportunity in symptomatic market

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Sources

SLIDE

International opportunity represents \$1+ billion TAM with 5+ million tests in prioritized countries across EMEA and Asia Pacific

Significant adjacent market opportunities enabled by data linkages and artificial intelligence advantages

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Sources

SLIDE

Significant adjacent market opportunities enabled by data linkages and artificial intelligence advantages (continued)

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