

**dexcom**

# Dexcom earnings

Q3 2024



# Safe harbor statement

This presentation contains "forward-looking statements" that are based on our management's beliefs and assumptions and on information available to management as of October 24, 2024. We intend for such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements include information concerning our possible or assumed strategy, future operations, financing plans, operating model, future operating results and financial position, including estimated revenue, organic revenue growth, non-GAAP gross profit margin, non-GAAP operating margin, and Adjusted EBITDA margin for fiscal year 2024, projected costs, competitive position and the effects of competition on our business, industry environment, potential growth opportunities, potential market opportunities, and the plans and objectives of management. This presentation also contains estimates and other statistical data made by independent parties relating to market size and growth and other data about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

Forward-looking statements include all statements that are not historical facts and can be identified by terms such as "anticipates," "believes," "could," "seeks," "estimates," "targets," "guidance," "expects," "intends," "may," "plans," "potential," "predicts," "prospects," "projects," "should," "will," "would" or similar expressions and the negatives of those terms, although not all forward-looking statements contain these identifying words. Forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. We cannot guarantee that we will achieve the plans, intentions, or expectations disclosed in our forward-looking statements, and you should not place undue reliance on our forward-looking statements. We assume no obligation to update any such forward-looking statement after the date of this presentation or to conform these forward-looking statements to actual results.

The risks and uncertainties that may cause actual results to differ materially from our current expectations are more fully described in our annual report on Form 10-K for the year ended December 31, 2023, as filed with the Securities and Exchange Commission (SEC) on February 8, 2024, our most recent quarterly report on Form 10-Q for the quarter ended September 30, 2024, as filed with the SEC on October 24, 2024, and our other reports filed with the SEC.

This presentation also contains non-GAAP financial measures. The appendix reconciles the non-GAAP financial measures in this presentation to the most directly comparable financial measures prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measures include organic revenue, non-GAAP gross profit, non-GAAP gross profit margin, non-GAAP operating income (loss), non-GAAP operating margin, non-GAAP net income (loss), non-GAAP diluted net income (loss) per share, non-GAAP diluted weighted-average shares outstanding and free cash flow, as well as Adjusted EBITDA and Adjusted EBITDA margin. We have not reconciled our organic revenue growth, non-GAAP gross profit margin, non-GAAP operating margin and Adjusted EBITDA margin estimates for fiscal year 2024 because certain items that impact these figures are uncertain or out of our control and cannot be reasonably predicted. Accordingly, reconciliations of our organic revenue growth, non-GAAP gross profit margin, non-GAAP operating margin and Adjusted EBITDA margin are not available without unreasonable effort.

We report non-GAAP financial measures in addition to, and not as a substitute for or as superior to, measures of financial performance prepared in accordance with GAAP. These non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles, differ from GAAP measures with the same names, and may differ from non-GAAP financial measures with the same or similar names that are used by other companies. 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. We encourage investors to carefully consider our results under GAAP, as well as our supplemental non-GAAP information and the reconciliations between these presentations, to more fully understand our business.

**dexcom**



# Third quarter 2024



\$994.2 million in revenue

3% organic revenue<sup>1</sup> growth over Q3'23  
(-2% US; 16% INT'L<sup>2</sup>)



Key Financial  
Highlights

Executed \$750 million share  
repurchase program



Strategic  
Highlights

Launched **Stelo**, the first over-the-counter glucose biosensor in the US  
Continued **expansion of Dexcom ONE+**, now in 19 countries

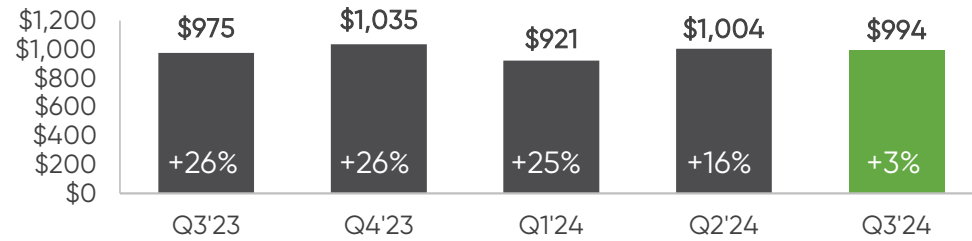
1. Growth was 2% on a reported basis. Organic revenue excludes non-CGM revenue acquired or divested in the trailing twelve months, as well as the impact of foreign exchange.

2. Growth was 12% on a reported basis. Organic revenue excludes non-CGM revenue acquired or divested in the trailing twelve months, as well as the impact of foreign exchange.

# Third quarter performance

## Total Revenue & Organic Growth Rate\*<sup>1</sup>

(\$MM)

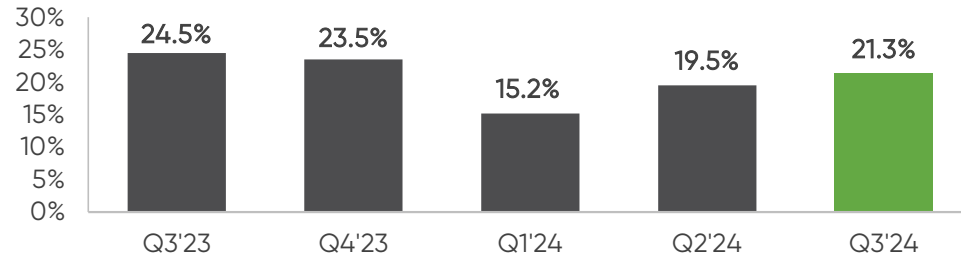


## Non-GAAP Gross Profit and Margin\*<sup>2</sup>

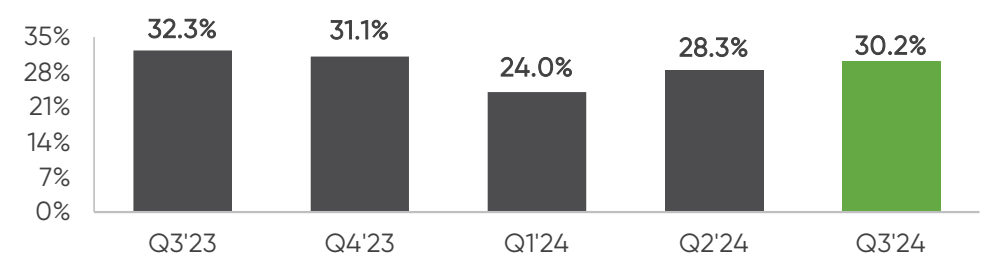
(\$MM)



## Non-GAAP Operating Margin\*<sup>2</sup>



## Adjusted EBITDA Margin<sup>2</sup>



1. Excludes non-CGM revenue acquired or divested in the trailing twelve months, as well as the impact of foreign exchange.

2. Adjusted EBITDA is defined as EBITDA adjusted to exclude non-recurring charges and stock-based compensation.

\* See the appendix for a reconciliation to the most directly comparable GAAP financial measure and for additional information.

# 2024 Guidance as of October 24, 2024

## 2024 Annual Revenue and Profitability Guidance



### Key Considerations

- Extending momentum of 2023 launch in type 2 basal and non-insulin hypo populations
- Expansion of Dexcom ONE+ into new geographies
- Ramping productivity of expanded US sales force
- Working to maximize channel partnerships in the US, including pharmacy and DME distributors

<sup>1</sup> Adjusted EBITDA is defined as EBITDA adjusted to exclude non-recurring charges and stock-based compensation.  
\* See the appendix for additional information on our non-GAAP financial measures.

**dexcom**

# Appendix

Revenue Data and GAAP Reconciliations



# DexCom, Inc.

## Itemized Reconciliation between GAAP and Non-GAAP Financial Measures

(In millions)	Three Months Ended September 30,	
	2024	2023
<b>GAAP gross profit</b>	\$ 593.8	\$ 623.3
Amortization of intangible assets <sup>(1)</sup>	7.1	7.1
Business transition and other significant items <sup>(2)</sup>	25.0	—
<b>Non-GAAP gross profit</b>	<u>\$ 625.9</u>	<u>\$ 630.4</u>
<b>GAAP operating income</b>	\$ 152.0	\$ 205.5
Amortization of intangible assets <sup>(1)</sup>	8.3	8.8
Business transition and other significant items <sup>(2)</sup>	26.0	1.1
Intellectual property litigation costs <sup>(3)</sup>	25.7	23.5
<b>Non-GAAP operating income</b>	<u>\$ 212.0</u>	<u>\$ 238.9</u>
<b>GAAP net income</b>	\$ 134.6	\$ 120.7
Business transition and other significant items <sup>(2)</sup>	26.0	1.0
Depreciation and amortization	55.3	48.2
Intellectual property litigation costs <sup>(3)</sup>	25.7	23.5
Income from equity investments <sup>(4)</sup>	(0.4)	(1.0)
Share-based compensation	43.4	39.0
Interest expense and interest income	(27.3)	(36.6)
Income tax expense	42.8	119.7
<b>Adjusted EBITDA</b>	<u>\$ 300.1</u>	<u>\$ 314.5</u>

<sup>(1)</sup> Represents amortization of acquired intangible assets.

<sup>(2)</sup> For the three months ended September 30, 2024, business transition and other significant items are primarily related to a non-recurring \$24.6 million non-cash inventory build charge and rent for vacated office space in San Diego, California. For the three months ended September 30, 2023, business transition and other significant items are primarily related to rent for vacated office space in San Diego, California.

<sup>(3)</sup> We have excluded third-party attorney's fees, costs, and expenses incurred by Dexcom exclusively in connection with Dexcom's patent infringement litigation against Abbott Diabetes Care, Inc., as further described in the section titled "Legal Proceedings" in Dexcom's Quarterly Report on Form 10-Q for the quarter ended September 30, 2024.

<sup>(4)</sup> Represents income from equity investments.

<sup>(5)</sup> For the three months ended September 30, 2024, tax adjustments are primarily related to the tax effect of non-GAAP adjustments. For the three months ended September 30, 2023, tax adjustments are primarily related to the tax effect of non-GAAP adjustments, including the intra-entity transfer of certain intellectual property and excess tax benefits from share-based compensation for employees.

<sup>(6)</sup> When our senior convertible notes are dilutive on a GAAP or non-GAAP basis, net income used for calculating GAAP and non-GAAP diluted net income per share includes an interest expense add back, net of tax, under the if-converted method. In loss periods, basic and diluted net loss per share are the same since the effect of potential common shares is anti-dilutive and therefore excluded.

<sup>(7)</sup> The adjustments are for the transition from GAAP diluted net income per share to non-GAAP diluted net income per share due to our senior convertible notes.

<sup>(8)</sup> The sum of the non-GAAP per share components may not equal the totals due to rounding.

<sup>(9)</sup> We adjust for the dilutive effect of our senior convertible notes when the effect is not the same on a GAAP and non-GAAP basis for a given period.

(In millions, except per share data)	Three Months Ended September 30,	
	2024	2023
<b>GAAP net income</b>	\$ 134.6	\$ 120.7
Amortization of intangible assets <sup>(1)</sup>	8.3	8.8
Business transition and other significant items <sup>(2)</sup>	26.0	1.1
Intellectual property litigation costs <sup>(3)</sup>	25.7	23.5
Income from equity investments <sup>(4)</sup>	(0.4)	(1.0)
Adjustments related to taxes <sup>(5)</sup>	(14.3)	49.7
<b>Non-GAAP net income</b>	<u>\$ 179.9</u>	<u>\$ 202.8</u>
<b>GAAP net income</b>	\$ 134.6	\$ 120.7
Interest expense on senior convertible notes, net of tax	2.9	3.0
<b>GAAP net income used for diluted EPS, if-converted <sup>(6)</sup></b>	<u>\$ 137.5</u>	<u>\$ 123.7</u>
<b>Non-GAAP net income</b>	\$ 179.9	\$ 202.8
Interest expense on senior convertible notes, net of tax	1.3	1.2
<b>Non-GAAP net income used for diluted EPS, if-converted <sup>(6)</sup></b>	<u>\$ 181.2</u>	<u>\$ 204.0</u>
<b>GAAP diluted net income per share <sup>(6)</sup></b>	\$ 0.34	\$ 0.29
Amortization of intangible assets <sup>(1)</sup>	0.02	0.02
Business transition and other significant items <sup>(2)</sup>	0.06	—
Intellectual property litigation costs <sup>(3)</sup>	0.06	0.06
Income from equity investments <sup>(4)</sup>	—	—
Adjustments related to taxes <sup>(5)</sup>	(0.04)	0.12
Impact of adjustment to GAAP diluted shares <sup>(7)</sup>	—	0.01
<b>Non-GAAP diluted net income per share <sup>(6) (8)</sup></b>	<u>\$ 0.45</u>	<u>\$ 0.50</u>
GAAP diluted weighted-average shares outstanding	410.2	426.8
Non-GAAP diluted weighted-average shares outstanding	402.5	407.2
<b>Reconciliation of non-GAAP diluted weighted-average shares outstanding:</b>		
GAAP diluted weighted-average shares outstanding	410.2	426.8
Adjustment for dilutive impact of senior convertible notes due 2023 <sup>(9)</sup>	—	(11.9)
Adjustment for dilutive impact of senior convertible notes due 2028 <sup>(9)</sup>	(7.7)	(7.7)
<b>Non-GAAP diluted weighted-average shares outstanding</b>	<u>402.5</u>	<u>407.2</u>

# DexCom, Inc.

Trended Unaudited Quarterly and Annual Revenue Related Metrics by Component  
Total Company 2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>YTD' 22</u>	<u>YTD' 23</u>	<u>YTD' 24</u>
<b>Revenue Metrics By Component</b>														
<b>Sensor &amp; Other Revenue (millions)</b> <sup>(1) (2)</sup>	\$ 543.2	\$ 597.7	\$ 666.6	\$ 714.8	\$ 651.9	\$ 778.0	\$ 873.8	\$ 947.0	\$ 854.3	\$ 947.0	\$ 951.8	\$ 1,807.5	\$ 2,303.7	\$ 2,753.1
Year over year growth	28%	21%	22%	19%	20%	30%	31%	32%	31%	22%	9%	23%	27%	20%
Quarter over quarter growth (decline)	(9%)	10%	12%	7%	(9%)	19%	12%	8%	(10%)	11%	1%			
% of Total revenue	86%	86%	87%	88%	88%	89%	90%	92%	93%	94%	96%	86%	89%	94%
<b>Hardware Revenue (millions)</b> <sup>(1) (3)</sup>	\$ 85.6	\$ 98.5	\$ 103.0	\$ 100.4	\$ 89.6	\$ 93.3	\$ 101.2	\$ 87.5	\$ 66.7	\$ 57.3	\$ 42.4	\$ 287.1	\$ 284.1	\$ 166.4
Year over year growth	6%	(2%)	1%	1%	5%	(5%)	(2%)	(13%)	(26%)	(39%)	(58%)	1%	(1%)	(41%)
Quarter over quarter growth (decline)	(14%)	15%	5%	(3%)	(11%)	4%	8%	(14%)	(24%)	(14%)	(26%)			
% of Total revenue	14%	14%	13%	12%	12%	11%	10%	8%	7%	6%	4%	14%	11%	6%
<b>Total Revenue (millions)</b>	\$ 628.8	\$ 696.2	\$ 769.6	\$ 815.2	\$ 741.5	\$ 871.3	\$ 975.0	\$ 1,034.5	\$ 921.0	\$ 1,004.3	\$ 994.2	\$ 2,094.6	\$ 2,587.8	\$ 2,919.5
Year over year growth	25%	17%	18%	17%	18%	25%	27%	27%	24%	15%	2%	20%	24%	13%
Quarter over quarter growth (decline)	(10%)	11%	11%	6%	(9%)	18%	12%	6%	(11%)	9%	(1%)			

(1) Includes allocated subscription revenue

(2) Includes services, freight, accessories, non-CGM revenue, etc.

(3) Includes transmitter and receiver revenue

Note - All periods reflect the current component level reporting



# DexCom, Inc.

Trended Unaudited Quarterly and Annual Revenue Related Metrics by Geography  
Total Company 2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>YTD' 22</u>	<u>YTD' 23</u>	<u>YTD' 24</u>
<b><i>Revenue Metrics By Geography</i></b>														
<b>US Revenue (millions)</b>	<b>\$ 451.2</b>	<b>\$ 511.0</b>	<b>\$ 573.4</b>	<b>\$ 606.4</b>	<b>\$ 526.0</b>	<b>\$ 616.6</b>	<b>\$ 713.6</b>	<b>\$ 769.1</b>	<b>\$ 653.2</b>	<b>\$ 731.9</b>	<b>\$ 701.9</b>	<b>\$ 1,535.6</b>	<b>\$ 1,856.2</b>	<b>\$ 2,087.0</b>
Year over year growth	18%	11%	17%	17%	17%	21%	24%	27%	24%	19%	(2%)	15%	21%	12%
Quarter over quarter growth (decline)	(13%)	13%	12%	6%	(13%)	17%	16%	8%	(15%)	12%	(4%)	73%	72%	71%
% of Total revenue	72%	73%	75%	74%	71%	71%	73%	74%	71%	73%	71%	73%	72%	71%
<b>INT'L Revenue (millions)</b>	<b>\$ 177.6</b>	<b>\$ 185.2</b>	<b>\$ 196.2</b>	<b>\$ 208.8</b>	<b>\$ 215.5</b>	<b>\$ 254.7</b>	<b>\$ 261.4</b>	<b>\$ 265.4</b>	<b>\$ 267.8</b>	<b>\$ 272.4</b>	<b>\$ 292.3</b>	<b>\$ 559.0</b>	<b>\$ 731.6</b>	<b>\$ 832.5</b>
Year over year growth	43%	39%	22%	15%	21%	38%	33%	27%	24%	7%	12%	34%	31%	14%
Quarter over quarter growth (decline)	(2%)	4%	6%	6%	3%	18%	3%	2%	1%	2%	7%	27%	28%	29%
% of Total revenue	28%	27%	25%	26%	29%	29%	27%	26%	29%	27%	29%	27%	28%	29%
<b>Total Revenue (millions)</b>	<b>\$ 628.8</b>	<b>\$ 696.2</b>	<b>\$ 769.6</b>	<b>\$ 815.2</b>	<b>\$ 741.5</b>	<b>\$ 871.3</b>	<b>\$ 975.0</b>	<b>\$ 1,034.5</b>	<b>\$ 921.0</b>	<b>\$ 1,004.3</b>	<b>\$ 994.2</b>	<b>\$ 2,094.6</b>	<b>\$ 2,587.8</b>	<b>\$ 2,919.5</b>
Year over year growth	25%	17%	18%	17%	18%	25%	27%	27%	24%	15%	2%	20%	24%	13%
Quarter over quarter growth (decline)	(10%)	11%	11%	6%	(9%)	18%	12%	6%	(11%)	9%	(1%)	20%	24%	13%

# DexCom, Inc.

Trended Unaudited Quarterly and Annual Organic Revenue Metrics  
Total Company 2022 - 2024

	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>	<u>Q3'23</u>	<u>Q4'23</u>	<u>Q1'24</u>	<u>Q2'24</u>	<u>Q3'24</u>	<u>YTD' 22</u>	<u>YTD' 23</u>	<u>YTD' 24</u>
<b><i>Organic Revenue</i></b> <sup>(1)</sup>														
<b>INT'L Revenue - Reported</b>	\$ 177.6	\$ 185.2	\$ 196.2	\$ 208.8	\$ 215.5	\$ 254.7	\$ 261.4	\$ 265.4	\$ 267.8	\$ 272.4	\$ 292.3	\$ 559.0	\$ 731.6	\$ 832.5
Impact of Acquired Revenue	(6.4)	(9.0)	(3.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(18.4)	0.0	0.0
Impact of Divested Revenue	(6.6)	(7.2)	(7.7)	(6.7)	(7.2)	(7.6)	(8.0)	(7.9)	(2.8)	(0.2)	0.0	(21.5)	(22.8)	(3.0)
Impact of Foreign Exchange	5.3	11.1	15.1	19.5	9.3	3.9	(6.2)	(8.2)	(3.2)	0.8	0.5	31.5	7.0	(1.9)
<b>INT'L Revenue - Organic</b> <sup>(2)</sup>	\$ 169.9	\$ 180.2	\$ 200.6	\$ 221.6	\$ 217.6	\$ 251.0	\$ 247.2	\$ 249.3	\$ 261.8	\$ 273.0	\$ 292.8	\$ 550.7	\$ 715.8	\$ 827.6
Year over year growth <sup>(3)</sup>	37%	35%	28%	26%	27%	41%	31%	23%	26%	10%	16%	33%	33%	17%
% of Total revenue	27%	26%	26%	27%	29%	29%	26%	24%	29%	27%	29%	26%	28%	28%
<b>Total Revenue - Reported</b>	\$ 628.8	\$ 696.2	\$ 769.6	\$ 815.2	\$ 741.5	\$ 871.3	\$ 975.0	\$ 1,034.5	\$ 921.0	\$ 1,004.3	\$ 994.2	\$ 2,094.6	\$ 2,587.8	\$ 2,919.5
Impact of Acquired Revenue	(6.4)	(9.0)	(3.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(18.4)	0.0	0.0
Impact of Divested Revenue	(6.6)	(7.2)	(7.7)	(6.7)	(7.2)	(7.6)	(8.0)	(7.9)	(2.8)	(0.2)	0.0	(21.5)	(22.8)	(3.0)
Impact of Foreign Exchange	5.3	11.1	15.1	19.5	9.3	3.9	(6.2)	(8.2)	(3.2)	0.8	0.5	31.5	7.0	(1.9)
<b>Total Revenue - Organic</b> <sup>(2)</sup>	\$ 621.1	\$ 691.2	\$ 774.0	\$ 828.0	\$ 743.6	\$ 867.6	\$ 960.8	\$ 1,018.4	\$ 915.0	\$ 1,004.9	\$ 994.7	\$ 2,086.3	\$ 2,572.0	\$ 2,914.6
Year over year growth <sup>(3)</sup>	23%	16%	20%	20%	20%	26%	26%	26%	25%	16%	3%	19%	24%	14%

(1) Updated definition to include impact of acquired or divested revenue and foreign exchange on operating results.

(2) The sum of the components may not equal the totals due to rounding.

(3) Formula for organic growth is [(current period organic revenue) / (prior year period reported revenue - divested revenue)] - 1

# DexCom, Inc.

## Definitions related to Non-GAAP Financial Measures

**Amortization of intangible assets** – We are required under GAAP to record the fair values of the intangible assets of the entity on our balance sheet and amortize them over their useful lives. We exclude these non-cash amortization charges related to acquired intangible assets from our non-GAAP financial measures.

**Business transition and other significant items** – Represents costs associated with acquisition and divestiture, integration and business transition activities, including severance, relocation, consulting, leasehold exit costs, third-party merger and acquisition costs, and other non-recurring significant items. We exclude business transition and other significant items from our non-GAAP financial measures because they are unrelated to our ongoing business operating results.

**Credits related to COVID-19** – Represents credits related to the employment of personnel during the COVID-19 pandemic. We exclude credits related to COVID-19 from our non-GAAP financial measures because they are unrelated to our ongoing business operating results.

**Intellectual property litigation costs** – Represents third-party litigation costs associated with our patent infringement litigation against Abbott Diabetes Care, Inc. We exclude intellectual property litigation costs from our non-GAAP financial measures because we do not incur such charges on a predictable basis and exclusion of such charges enables more consistent evaluation of our operating performance.

**Litigation settlement costs** – Represents significant one-time litigation settlements. We exclude litigation settlement costs when evaluating our operating performance because we do not incur or receive litigation settlements on a predictable basis and exclusion of litigation settlements enables more consistent evaluation of our operating performance.

**Income or loss from equity investments** – Represents income or losses from equity investments. We exclude income or loss from equity investments from our non-GAAP financial measures because they are unrelated to our ongoing business operating results.

**Gain or loss on extinguishment of debt** – Represents gains or losses associated with our debt. We exclude these gains and losses from our non-GAAP financial measures because they are unrelated to our ongoing business operating results.

**Adjustments related to taxes** – Adjustments related to taxes for non-GAAP excluded items, as well as excess benefits or tax deficiencies from share-based compensation, and the quarterly impact of other discrete items.

**Adjusted EBITDA** – Adjusted EBITDA excludes non-cash operating charges for share-based compensation, depreciation and amortization as well as non-operating items such as interest income, interest expense, gain or loss on extinguishment of debt, income or loss from equity investments, and income tax expense or benefit. For the reasons explained above, Adjusted EBITDA also excludes business transition and other significant items, COVID-19 credits, litigation settlement costs, and intellectual property litigation costs.