



HISTORICAL GAAP P&L TREND - CONSOLIDATED (\$000's)

	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Revenues:													
Revenue from products and services	141,079	242,258	70,918	84,151	89,839	105,944	350,852	109,110	116,920	118,262	137,970	482,262	138,477
Revenue from Int'l supply agreement	3,782	954	15	-	-	-	15	-	-	-	-	-	-
TOTAL REVENUE	144,861	243,212	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477
Cost of revenue	42,360	85,450	21,717	28,675	30,323	37,093	117,808	38,685	52,379	38,215	42,780	172,059	41,126
Total gross profit	102,501	157,762	49,216	55,476	59,516	68,851	233,059	70,425	64,541	80,047	95,190	310,203	97,351
Operating expenses (GAAP):													
Research & development	18,745	32,015	9,722	10,596	12,111	11,604	44,033	13,260	14,571	20,000	22,284	70,115	18,012
Sales, general & administrative	129,156	229,271	69,471	72,668	75,954	81,920	300,013	91,262	87,287	91,411	104,120	374,080	113,727
Litigation-related	8,552	11,123	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428
Amortization of acquired intangible assets	688	5,348	2,230	2,177	2,774	2,934	10,115	2,883	3,705	3,873	3,823	14,284	3,854
Transaction-related expenses	4,223	6,365	120	-	-	-	120	-	1,900	278	(65)	2,113	(117)
Restructuring expenses	-	1,697	1,370	289	45	106	1,810	175	29	129	386	719	788
Total operating expenses (GAAP)	161,364	285,819	90,445	91,225	94,486	103,878	380,034	110,772	114,400	118,406	140,020	483,598	140,692
TOTAL OPERATING LOSS	(58,863)	(128,057)	(41,229)	(35,749)	(34,970)	(35,027)	(146,975)	(40,347)	(49,859)	(38,359)	(44,830)	(173,395)	(43,341)
Other income (expense):													
Interest and other income (expense), net	(12,374)	(8,671)	(1,486)	(1,368)	(1,900)	(280)	(5,034)	(3,168)	(1,568)	(4,412)	(4,372)	(13,520)	(5,223)
Loss on debt extinguishment	(7,612)	(7,434)	-	-	-	-	-	-	-	-	-	-	-
Total other income (expense), net	(19,986)	(16,105)	(1,486)	(1,368)	(1,900)	(280)	(5,034)	(3,168)	(1,568)	(4,412)	(4,372)	(13,520)	(5,223)
Income (loss) from continuing operations (GAAP)	(78,849)	(144,162)	(42,715)	(37,117)	(36,870)	(35,307)	(152,009)	(43,515)	(51,427)	(42,771)	(49,202)	(186,915)	(48,564)
Income tax provision	145	(1,130)	(99)	(16)	(77)	(524)	(716)	14	(50)	(117)	(124)	(277)	(69)
Net loss	(78,994)	(143,032)	(42,616)	(37,101)	(36,793)	(34,783)	(151,293)	(43,529)	(51,377)	(42,654)	(49,078)	(186,638)	(48,495)
Net loss per share	(1.18)	(1.49)	(0.43)	(0.36)	(0.35)	(0.33)	(1.46)	(0.40)	(0.43)	(0.35)	(0.37)	(1.54)	(0.34)
Weighted avg shares outstanding, basic & diluted	67,020	96,197	99,978	102,849	104,804	105,835	103,373	109,751	118,719	122,468	133,750	121,243	140,980

Data as of Q1 2024 earnings release on May 7, 2024. ATEC cautions you that statements included in this document that are not a description of historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainty. Such statements are based on management's current expectations and are subject to a number of assumptions, risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Company cautions investors that there can be no assurance that actual results will not differ materially from those projected or suggested in such forward-looking statements as a result of various factors. Forward-looking statements include, but are not limited to: references to the Company's revenue and growth outlook; planned product launches, introductions, regulatory submissions or clearances; efforts to transform sales and distribution channels; the Company's ability to compel surgeon adoption; and the Company's future ability to finance its operations and sufficiency of its cash runway. Important factors that could cause actual operating results to differ significantly from those expressed or implied by such forward-looking statements include, but are not limited to: the uncertainty of success in developing new products or products currently in the pipeline; the uncertainties in the Company's ability to execute upon its strategic operating plan; the uncertainties regarding the ability to successfully license or acquire new products, and the commercial success of such products; failure to achieve acceptance of the Company's products by the surgeon community; failure to obtain FDA or other regulatory clearance or approval or unexpected or prolonged delays in the process; continuation of favorable third party reimbursement; unanticipated expenses or liabilities or other adverse events affecting cash flow or the Company's ability to achieve profitability; uncertainty of additional funding; the Company's ability to compete with other products or with emerging technologies; product liability exposure; an unsuccessful outcome in any litigation; patent infringement claims; claims related to the Company's intellectual property; and the Company's ability to meet its financial obligations. A further list and description of these and other factors, risks and uncertainties can be found in the Company's most recent annual report, and any subsequent quarterly and current reports, led with the Securities and Exchange Commission. ATEC disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, unless required by law. This document contains information regarding the Company's financial results that is calculated and presented on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing our financial results. Therefore, these measures should not be considered in isolation or as an alternative or superior to GAAP measures. Be aware that our presentation of these measures may not be comparable to similarly-titled measures used by other companies.

NON-GAAP RECONCILIATION - CONSOLIDATED (\$'000's)

NON-GAAP GROSS PROFIT & GROSS MARGIN	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Gross Profit, GAAP	102,501	157,762	49,216	55,476	59,516	68,851	233,059	70,425	64,541	80,047	95,190	310,203	97,351
+ Amortization of intangible assets	1,075	1,075	-	9	28	27	64	220	220	221	278	939	307
+ Stock-based compensation	512	737	256	449	735	1,157	2,597	6,006	16,226	2,369	481	25,082	483
+ Purchase accounting adjustments on acquisitions	-	6,423	-	437	347	565	1,349	195	-	-	198	393	-
Non-GAAP Gross Profit	104,088	165,997	49,472	56,371	60,626	70,600	237,069	76,846	80,987	82,637	96,147	336,617	98,141
Gross Margin, GAAP	70.8%	64.9%	69.4%	65.9%	66.2%	65.0%	66.4%	64.5%	55.2%	67.7%	69.0%	64.3%	70.3%
+ Amortization of intangible assets	0.7%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%
+ Stock-based compensation	0.4%	0.3%	0.4%	0.5%	0.8%	1.1%	0.7%	5.5%	13.9%	2.0%	0.3%	5.2%	0.3%
+ Purchase accounting adjustments on acquisitions	0.0%	2.6%	0.0%	0.5%	0.4%	0.5%	0.4%	0.2%	0.0%	0.0%	0.1%	0.1%	0.0%
Non-GAAP Gross Margin	71.9%	68.3%	69.7%	67.0%	67.5%	66.6%	67.6%	70.4%	69.3%	69.9%	69.7%	69.8%	70.9%
NON-GAAP OPERATING EXPENSES	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Research & Development, GAAP	18,745	32,015	9,722	10,596	12,111	11,604	44,033	13,260	14,571	20,000	22,284	70,115	18,012
- Stock-based compensation in R&D	2,074	4,056	972	1,362	1,653	1,029	5,016	1,317	1,480	6,790	9,154	18,741	4,315
Non-GAAP R&D	16,671	27,959	8,750	9,234	10,458	10,575	39,017	11,943	13,091	13,210	13,130	51,374	13,697
Sales General & Administrative, GAAP	129,156	229,271	69,471	72,668	75,954	81,920	300,013	91,262	87,287	91,411	104,120	374,080	113,727
- Stock-based compensation in SG&A	15,073	31,657	8,956	7,392	8,689	7,906	32,943	9,139	6,488	10,914	10,880	37,421	12,524
+ Other non-recurring expenses	-	-	-	-	-	-	-	1,349	-	-	-	1,349	-
Non-GAAP SG&A	114,083	197,614	60,515	65,276	67,265	74,014	267,070	80,774	80,799	80,497	93,240	335,310	101,203
Other Operating Expense, GAAP	13,463	24,533	11,252	7,961	6,421	10,354	35,988	6,250	12,542	6,995	13,616	39,403	8,953
- Litigation-related expenses	8,552	11,123	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428
- Amortization of intangible assets	688	5,348	2,230	2,177	2,774	2,934	10,115	2,883	3,705	3,873	3,823	14,284	3,854
- Transaction-related expenses	4,223	6,365	120	-	-	-	120	-	1,900	278	(65)	2,113	(117)
- Restructuring expenses	-	1,697	1,370	289	45	106	1,810	175	29	129	386	719	788
Non-GAAP Other Operating Expense	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-GAAP Operating Expenses	130,754	225,573	69,265	74,510	77,723	84,589	306,087	92,717	93,890	93,707	106,370	386,684	114,900
Non-GAAP Operating Expenses % of Revenue													
Research & development	11.5%	11.5%	12.3%	11.0%	11.6%	10.0%	11.1%	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%
Sales, general & administrative	78.8%	81.3%	85.3%	77.6%	74.9%	69.9%	76.1%	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%
Total Non-GAAP Operating Expenses % of Revenue	90.3%	92.8%	97.6%	88.5%	86.5%	79.9%	87.2%	84.9%	80.3%	79.2%	77.1%	80.2%	83.0%
ADJUSTED EBITDA	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Net loss, GAAP	(78,994)	(143,032)	(42,616)	(37,101)	(36,793)	(34,783)	(151,293)	(43,529)	(51,377)	(42,654)	(49,078)	(186,638)	(48,495)
Interest Expense	12,374	8,671	1,486	1,368	1,900	280	5,034	3,168	1,568	4,412	4,372	13,520	5,223
Loss on debt extinguishment	7,612	7,434	-	-	-	-	-	-	-	-	-	-	-
Income tax provision (benefit)	145	(1,130)	(99)	(16)	(77)	(524)	(716)	14	(50)	(117)	(124)	(277)	(69)
Depreciation	9,186	20,332	7,085	7,506	8,010	8,388	30,989	8,589	9,758	10,651	11,918	40,916	13,724
Amortization of intangible assets	1,763	6,424	2,230	2,186	2,802	2,961	10,179	3,103	3,925	4,094	4,101	15,223	4,161
Total EBITDA	(47,914)	(101,301)	(31,914)	(26,057)	(24,158)	(23,678)	(105,807)	(28,655)	(36,176)	(23,614)	(28,811)	(117,256)	(25,456)
+ Stock-based compensation	17,659	36,450	10,184	9,203	11,077	10,092	40,556	16,462	24,194	20,073	20,515	81,244	17,322
+ Purchase accounting adjustments on acquisitions	-	6,423	-	437	347	565	1,349	195	-	-	198	393	-
+ Litigation-related expenses	8,552	11,123	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428
+ Transaction-related expenses	4,223	6,365	120	-	-	-	120	-	1,900	278	(65)	2,113	(117)
+ Restructuring expenses	-	1,697	1,370	289	45	106	1,810	175	29	129	386	719	788
+ Other non-recurring expenses	-	-	-	-	-	-	-	1,349	-	-	-	1,349	-
Total Adjusted EBITDA	(17,480)	(39,243)	(12,708)	(10,633)	(9,087)	(5,601)	(38,029)	(7,282)	(3,145)	(419)	1,695	(9,151)	(3,035)
Adjusted EBITDA as a % of Revenue	-12.1%	-16.1%	-17.9%	-12.6%	-10.1%	-5.3%	-10.8%	-6.7%	-2.7%	-0.4%	1.2%	-1.9%	-2.2%



NON-GAAP P&L TREND - CONSOLIDATED (\$000's)

	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Revenue	144,861	243,212	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477
Non-GAAP cost of sales	40,773	77,215	21,461	27,780	29,213	35,344	113,798	32,264	35,933	35,625	41,823	145,645	40,336
Non-GAAP gross profit	104,088	165,997	49,472	56,371	60,626	70,600	237,069	76,846	80,987	82,637	96,147	336,617	98,141
<i>Non-GAAP Gross Margin</i>	71.9%	68.3%	69.7%	67.0%	67.5%	66.6%	67.6%	70.4%	69.3%	69.9%	69.7%	69.8%	70.9%
Operating expenses (Non-GAAP):													
Research & development, Non-GAAP	16,671	27,959	8,750	9,234	10,458	10,575	39,017	11,943	13,091	13,210	13,130	51,374	13,697
Sales, general & administrative, Non-GAAP	114,083	197,613	60,515	65,276	67,265	74,014	267,070	80,774	80,799	80,497	93,240	335,310	101,203
Total operating expenses (Non-GAAP)	130,754	225,572	69,265	74,510	77,723	84,589	306,087	92,717	93,890	93,707	106,370	386,684	114,900
<i>R&D as % of revenue</i>	11.5%	11.5%	12.3%	11.0%	11.6%	10.0%	11.1%	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%
<i>SG&A as % of revenue</i>	78.8%	81.3%	85.3%	77.6%	74.9%	69.9%	76.1%	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%
<i>Total OPEX as % of revenue</i>	90.3%	92.7%	97.6%	88.5%	86.5%	79.8%	87.2%	84.9%	80.3%	79.2%	77.1%	80.2%	83.0%
Non-GAAP operating loss	(26,666)	(59,575)	(19,793)	(18,139)	(17,097)	(13,989)	(69,018)	(15,871)	(12,903)	(11,070)	(10,223)	(50,067)	(16,759)
<i>Op loss as % of revenue</i>	-18.4%	-24.5%	-27.9%	-21.6%	-19.0%	-13.2%	-19.7%	-14.5%	-11.0%	-9.4%	-7.4%	-10.4%	-12.1%
Less: Depreciation	9,186	20,332	7,085	7,506	8,010	8,388	30,989	8,589	9,758	10,651	11,918	40,916	13,724
Adjusted EBITDA	(17,480)	(39,243)	(12,708)	(10,633)	(9,087)	(5,601)	(38,029)	(7,282)	(3,145)	(419)	1,695	(9,151)	(3,035)
<i>Adj EBITDA as % of revenue</i>	-12.1%	-16.1%	-17.9%	-12.6%	-10.1%	-5.3%	-10.8%	-6.7%	-2.7%	-0.4%	1.2%	-1.9%	-2.2%



REVENUE SUPPLEMENT

	2020	2021	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124
Revenues:													
Products and services - Surgical	141,079	212,240	60,649	72,343	78,727	91,322	303,041	94,040	102,306	103,823	122,594	422,763	122,617
Products and services - Imaging	-	30,018	10,269	11,808	11,112	14,622	47,811	15,070	14,614	14,439	15,376	59,499	15,860
Revenue from products and services	141,079	242,258	70,918	84,151	89,839	105,944	350,852	109,110	116,920	118,262	137,970	482,262	138,477
Revenue from Int'l supply agreement	3,782	954	15	-	-	-	15	-	-	-	-	-	-
TOTAL REVENUE	144,861	243,212	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477
Constant currency adjustments:													
Products and services - Surgical	-	-	-	-	-	-	-	17	(6)	4	42	57	15
Products and services - EOS	-	-	292	618	746	1,012	2,668	363	15	(319)	(266)	(207)	(88)
Revenue from products and services	-	-	293	615	807	1,012	2,668	380	9	(315)	(224)	(150)	(73)
Revenue from Int'l supply agreement	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL ADJUSTMENTS	-	-	293	615	807	1,012	2,668	380	9	(315)	(224)	(150)	(73)
Revenues at constant currency:													
Products and services - Surgical	141,079	212,240	60,649	72,343	78,727	91,322	303,041	94,087	102,300	103,827	122,636	422,820	122,632
Products and services - EOS	-	30,019	10,561	12,426	11,858	15,634	50,479	15,403	14,629	14,120	15,110	59,292	15,772
Revenue from products and services	141,079	242,259	71,210	84,769	90,585	106,956	353,520	109,490	116,929	117,947	137,746	482,112	138,404
Revenue from Int'l supply agreement	3,782	954	15	-	-	-	15	-	-	-	-	-	-
TOTAL REVENUE AT CONSTANT CURRENCY	144,861	243,213	71,225	84,769	90,585	106,956	353,535	109,490	116,929	117,947	137,746	482,112	138,404
YOY GROWTH %													
Products and services - Surgical	30.3%	50.4%	38.7%	29.7%	52.6%	49.3%	42.8%	55.1%	41.4%	31.9%	34.2%	39.5%	30.4%
Products and services - Imaging	-	-	-	93.1%	-0.2%	14.5%	59.3%	46.5%	23.8%	29.9%	5.2%	24.4%	5.2%
Revenue from products and services	30.3%	71.7%	62.2%	36.0%	43.2%	43.3%	44.8%	53.9%	38.9%	31.6%	30.2%	37.5%	26.9%
Revenue from Int'l supply agreement	-27.1%	-74.8%	-96.3%	-100.0%	-100.0%	-100.0%	-98.4%	-100.0%	0.0%	0.0%	0.0%	-100.0%	0.0%
TOTAL REVENUE	27.7%	67.9%	60.8%	35.2%	42.9%	43.2%	44.3%	53.8%	38.9%	31.6%	30.2%	37.4%	26.9%
YOY growth % at constant currency:													
Products and services - Surgical	30.3%	50.4%	38.7%	29.7%	52.6%	49.3%	42.8%	55.1%	41.4%	31.9%	34.3%	39.5%	30.3%
Products and services - EOS	-	-	-	103.2%	6.5%	22.4%	68.2%	45.9%	17.7%	19.1%	-3.4%	17.5%	2.4%
Revenue from products and services	30.3%	71.7%	62.9%	37.0%	44.4%	44.7%	45.9%	53.8%	37.9%	30.2%	28.8%	36.4%	26.4%
Revenue from Int'l supply agreement	-27.1%	-74.8%	-96.3%	-100.0%	-100.0%	-100.0%	-98.4%	-100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
TOTAL REVENUE GROWTH % AT CONSTANT CURRENCY	27.7%	67.9%	61.4%	36.2%	44.1%	44.6%	45.4%	53.7%	37.9%	30.2%	28.8%	36.4%	26.4%
PRODUCT CATEGORIES PER CASE													
Product Categories per Case (inclusive of bulk or	1.9	2.1	2.1	2.2	2.3	2.3	2.2	2.3	2.4	2.4	2.4	2.4	2.4