



Inspire Medical Systems, Inc.

August 2025

NYSE: INSP

Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expect,” “plan,” “anticipate,” “could,” “future,” “outlook,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential,” “continue,” or the negative of these terms or other similar expressions, although not all forward-looking statements contain these words. The forward-looking statements in this presentation relate to, among other things, statements regarding the planned investments in our business, our growth strategies, the expected timing of regulatory approval and market introduction for new products, the potential impact that our growth strategies and initiatives may have on our business, full year 2025 financial and operational outlook, the ability of our SleepSync™ digital health platform to drive growth, and improvements in patient flow, care pathway capacity, market access, clinical data growth, product development, indication expansion, market development, and prior authorization approvals.

These forward-looking statements are based on management’s current expectations and involve known and unknown risks and uncertainties 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. Such risks and uncertainties include, among others, estimates regarding the annual total addressable market for our Inspire therapy in the U.S. and our market opportunity outside the U.S.; future results of operations, financial position, research and development costs, capital requirements and our needs for additional financing; commercial success and market acceptance of our Inspire therapy; the impacts of public health crises and pandemics; general and international economic, political, and other risks, including currency and stock market fluctuations and the uncertain economic environment; challenges experienced by patients in obtaining prior authorization; our ability to achieve and maintain adequate levels of coverage or reimbursement for our Inspire therapy; competitive companies and technologies in our industry; our ability to enhance our Inspire therapy, expand our indications and develop and commercialize additional products; our business model and strategic plans for our products, technologies and business, including our implementation thereof; our ability to accurately forecast customer demand for our Inspire therapy and manage our inventory; the impact of glucagon-like peptide 1 class of drugs on demand for our Inspire therapy; our dependence on third-party suppliers, contract manufacturers and shipping carriers; consolidation in the healthcare industry; our ability to expand, manage and maintain our direct sales and marketing organization, and to market and sell our Inspire therapy in markets outside of the U.S.; risks associated with international operations; our ability to manage our growth; our ability to increase the number of active medical centers implanting Inspire therapy; our ability to hire and retain our senior management and other highly qualified personnel; risk of product liability claims; risks related to information technology and cybersecurity; our ability to obtain regulatory approvals for, and commercialize, our Inspire therapy and system, or the effect of delays in obtaining regulatory approvals or commercializing; FDA or other U.S. or foreign regulatory actions affecting us or the healthcare industry generally; risks related to our debt and capital structure; our ability to establish and maintain intellectual property protection for our Inspire therapy and system or avoid claims of infringement; tax risks; risks that we may be deemed an investment company under the Investment Company Act of 1940; regulatory risks; the volatility of the trading price of our common stock; and our expectations about market trends. Other important factors that could cause actual results, performance or achievements to differ materially from those contemplated in this presentation can be found under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our most recently filed Form 10-Q, and as such factors may be updated from time to time in our other filings with the SEC, which are accessible on the SEC’s website at www.sec.gov and the Investors page of our website at www.inspiresleep.com. These and other important factors could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management’s estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, unless required by applicable law, we disclaim any obligation to do so, even if subsequent events cause our views to change. Thus, one should not assume that our silence over time means that actual events are bearing out as expressed or implied in such forward-looking statements. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

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It all starts and
ends with our
mission



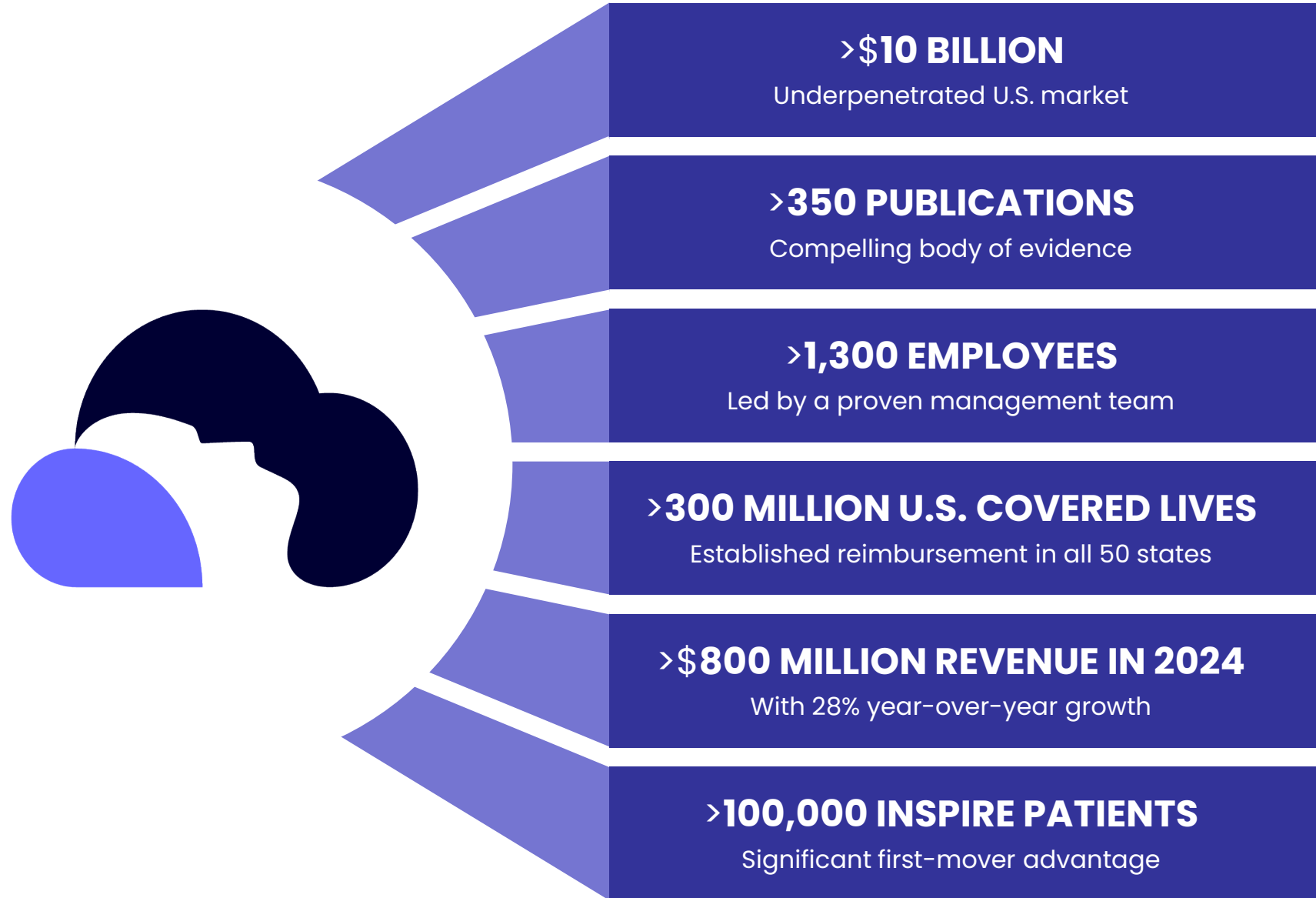
We are a medical technology company committed to
**enhancing patient lives
through sleep innovation**



Company Overview

The first and only...

Innovative, closed-loop,
neurostimulation
technology
for Obstructive Sleep
Apnea (OSA)



From our entrepreneurial beginnings, and with a focus on delivering life-changing outcomes, we've been ***enhancing the lives of patients for over 17 years...***

Founded
2007

With new innovations on the horizon and a big blue ocean of opportunity in front of us!

IPO
2018

4,000

Patients receiving Inspire

\$50M

Revenue

200

Implanters

Today

>100,000

Patients receiving Inspire

>\$800M

Revenue

>1,500

Implanters

... and we are still just getting started

First Mover. Market Disruptor. Innovation Leader.

100K patients
with Inspire

Proving out our care
pathways and therapy
optimization

>\$10B domestic
market

With less than 5% penetration
we have plenty of room to
continue growing

Clinical
evidence

>350 publications portraying
a compelling body of
evidence

Broad payor
coverage

Reimbursement in all 50
states with >300 million US
covered lives

Next-gen
neurostimulator

>20 years in pursuing
perfection of our technology

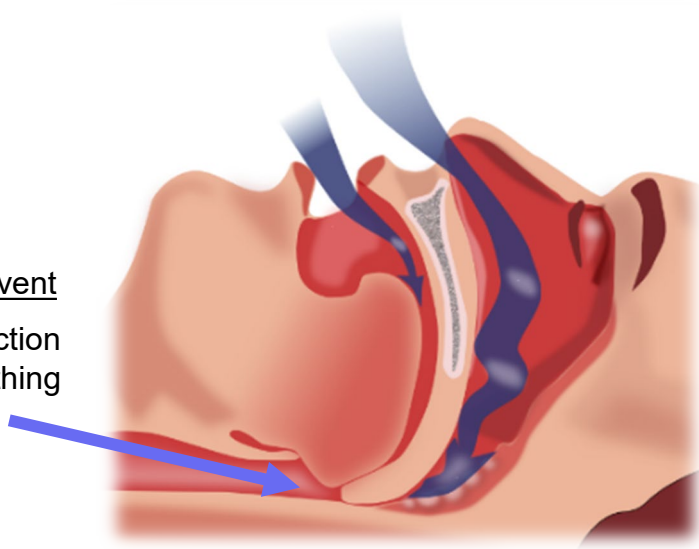
>\$800M
revenue in 2024

28% year-over-year growth,
continuing our strong
performance

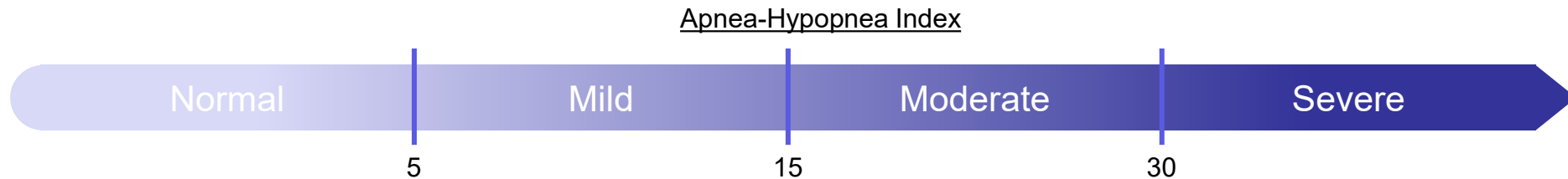
Obstructive Sleep Apnea is caused by blockage that prevents airflow to the lungs

Typical OSA event

Airway obstruction during breathing



- Results in repeated arousals and oxygen desaturations
- Severity of sleep apnea is measured by frequency of apnea or hypopnea events per hour, which is referred to as the Apnea-Hypopnea Index (AHI)



OSA is a chronic disease that is often untreated and proven to be linked to serious health risks

Typical Patient Profile

- High risk patients: obese, male or of advanced age
- Common first indicator: heavy snoring
- Other indicators:
 - Lack of energy
 - Headaches
 - Depression
 - Nighttime gasping
 - Dry mouth
 - Memory or concentration problems
 - Excessive daytime sleepiness

Exacerbated Health Risks

2x

The risk for stroke¹

5x

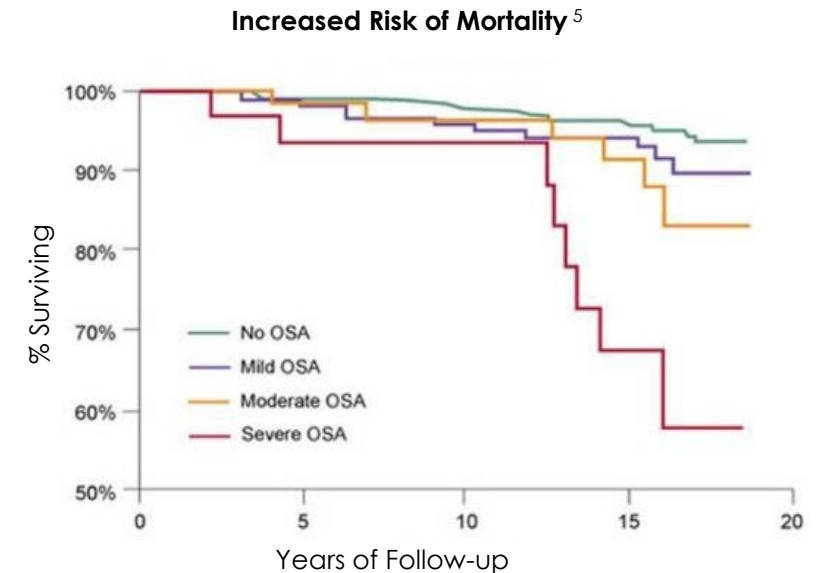
The risk for cardiovascular mortality³

2x

The risk for sudden cardiac death²

57%

Increased risk for recurrence of Atrial Fibrillation after ablation⁴



1. Redline et al, The Sleep Heart Health Study. Am J Res and Crit Care Med 2010.

2. Gami et al, J Am Coll Cardiol 2013.

3. Young et al, J Sleep 2008.

4. Li et al, Europace 2014.

5. Prospective Study of Obstructive Sleep Apnea and Incident Coronary Heart Disease and Heart Failure from SHHS and Wisconsin Sleep Cohort Study.

Current treatment options, such as CPAP and invasive surgeries, have significant limitations

CPAP is the first-line therapy...

- Demonstrated improvements in disease severity and long-term gold standard therapy
- Major limitation as a therapeutic option is primarily due to low patient compliance (~35%–65%)

Drivers of Non-Compliance

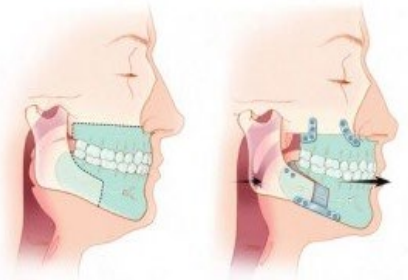
- Mask Discomfort
- Mask Leakage
- Pressure Intolerance
- Skin Irritation
- Nasal Congestion
- Nasal Drying
- Nosebleeds
- Claustrophobia
- Lack of Intimacy



...with surgical alternatives for treatment



Uvulopalatopharyngoplasty (UPPP)



Maxillomandibular Advancement (MMA)

- Several variations of sleep surgery
- Success rates vary widely (30% - 60%)¹
- Irreversible anatomy alteration
- Inpatient surgery with extended recovery

1. Shah, Janki, et al; American Journal of Otolaryngology (2018). Uvulopalatopharyngoplasty vs. CN XII stimulation for treatment of obstructive sleep apnea: A single institution experience.

The domestic OSA market is huge...

Adults with moderate to severe OSA

~23,000,000

CPAP prescriptions annually

~2,000,000

CPAP non-compliant

~700,000

Inspire eligible

~500,000

Internal estimates

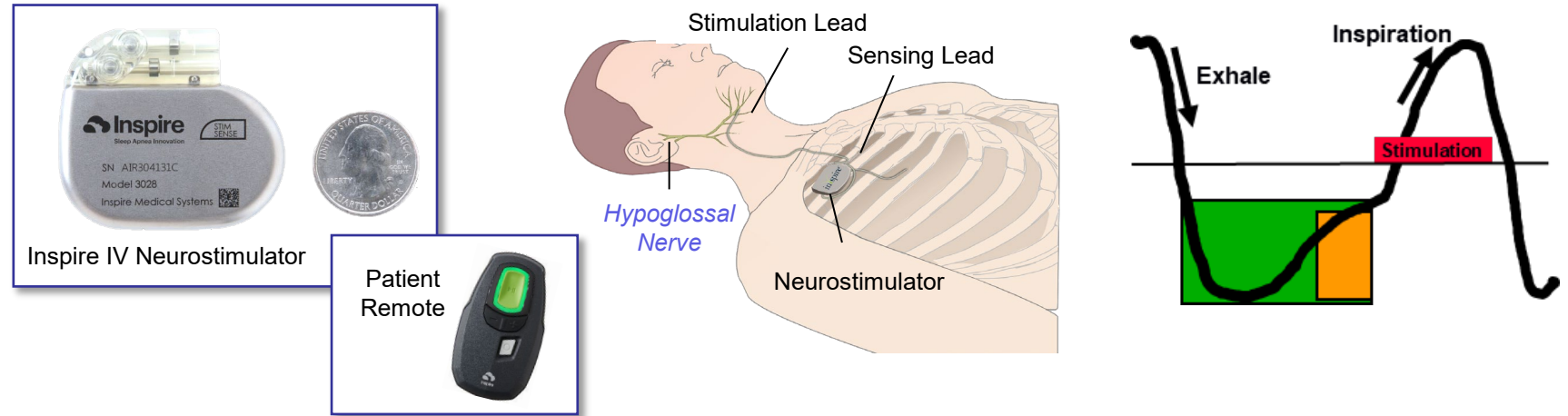
> \$10B
opportunity



Inspire Therapy is an Innovative and Proven Solution for Patients with OSA

Inspire Therapy Utilizes a Proprietary closed-loop Sensing Algorithm to Modulate Therapy Delivery

Inspire Solution



1 Sensing lead ⁽¹⁾

detects when the patient is attempting to breathe

2 Neurostimulator

houses the electronics and battery power for the device

3 Stimulation lead

delivers electrical stimulation to the hypoglossal nerve

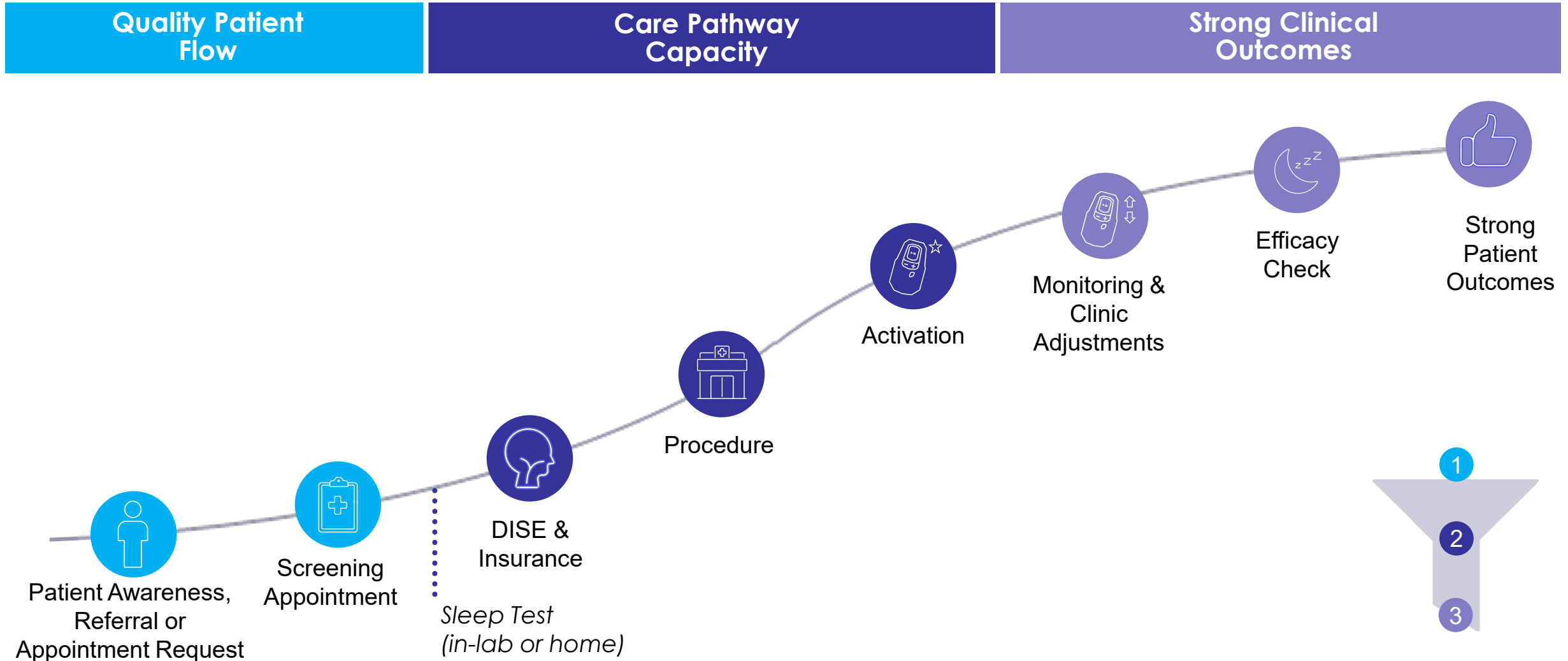
4 Patient Remote

facilitates patient control of therapy

- Typically a 60-90 min outpatient procedure
- Requires only two small incisions
- Patients usually recover quickly and resume normal activities within a few days

⁽¹⁾ Inspire IV only

The Inspire Patient Journey is a multi-specialty care continuum



Our global impact continues to climb



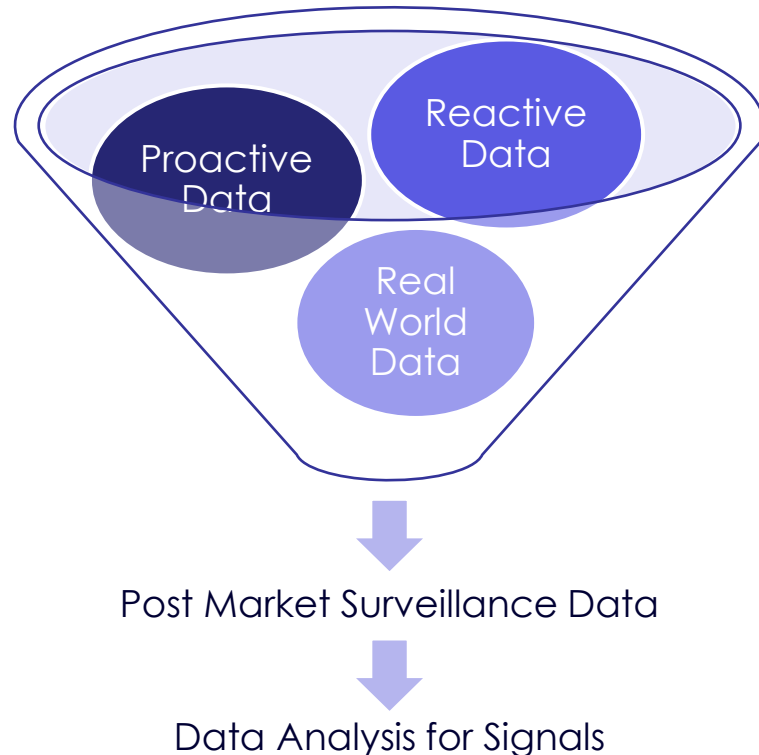
Continuous Data Collection & Outcomes Monitoring

- Collection of real-world, international outcomes data
- Eligibility – ALL patients receiving Inspire therapy
- ADHERE Registry - 5,000 enrollments at 61 medical centers
- Transition to ADHERE 2.0 as part of Inspire SleepSync™ in the U.S.

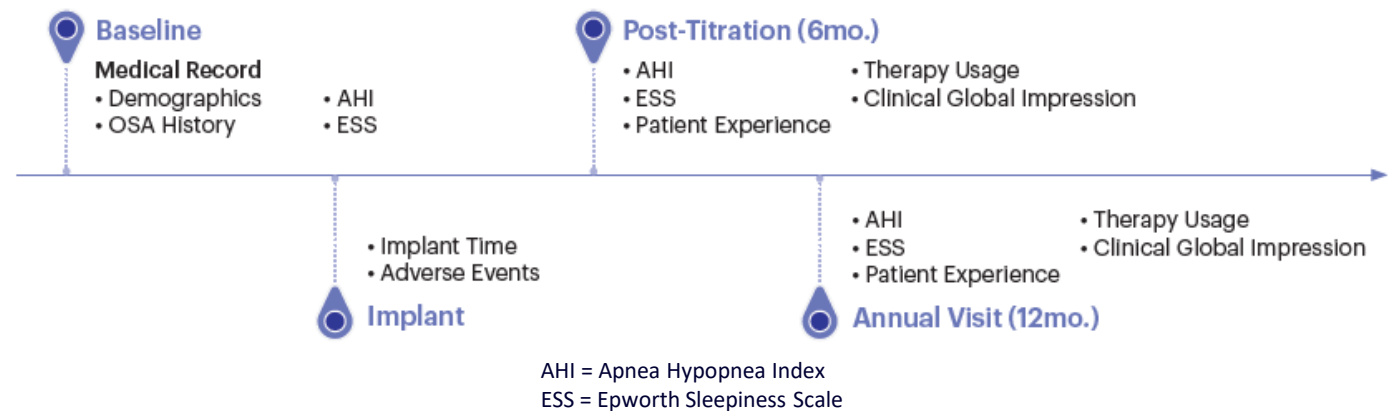


US Centers

EU Centers (Belgium, Germany, Netherlands, Switzerland)



Registry Data Collection

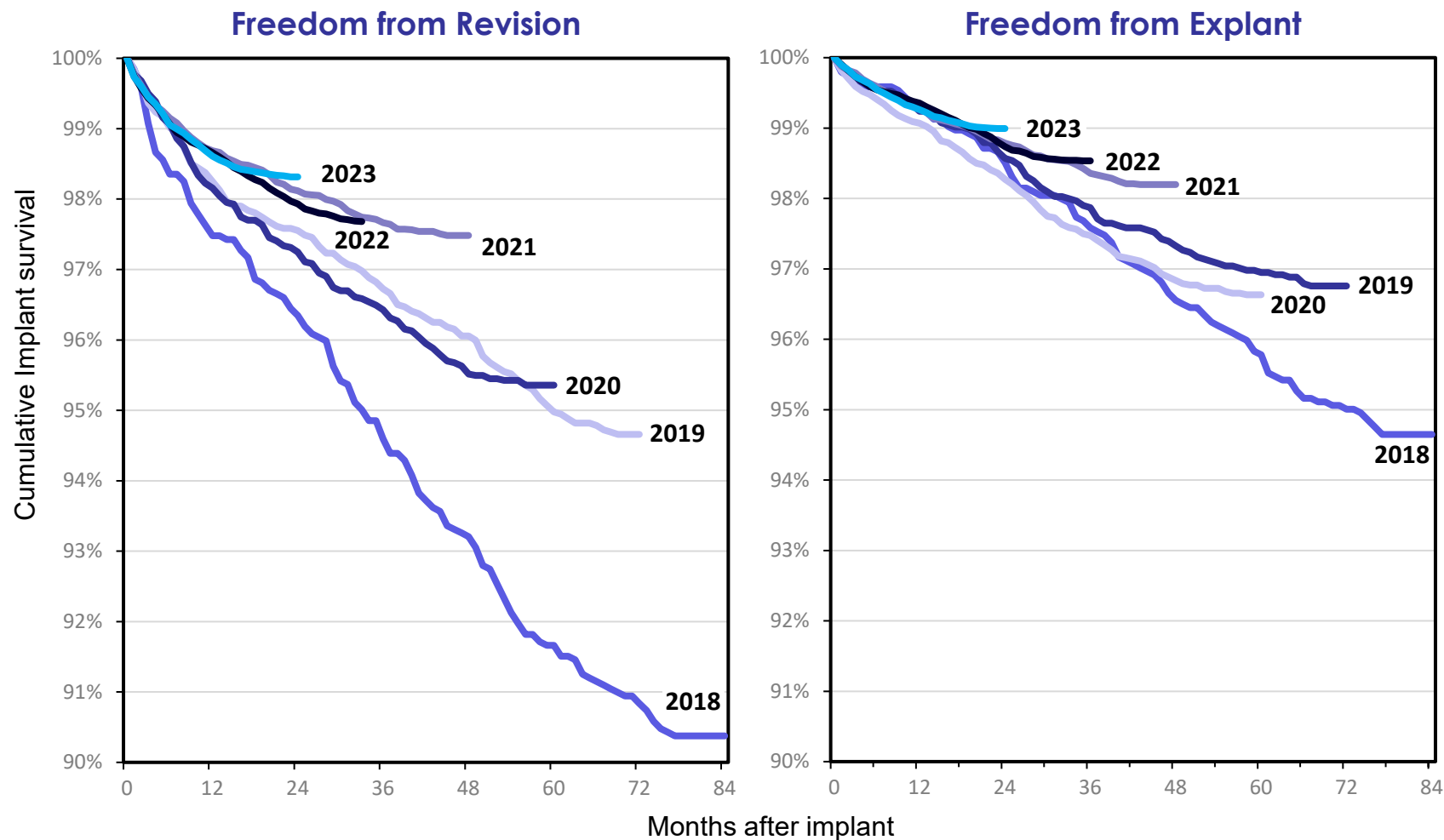


Strong Patient Outcomes

Proven Safety

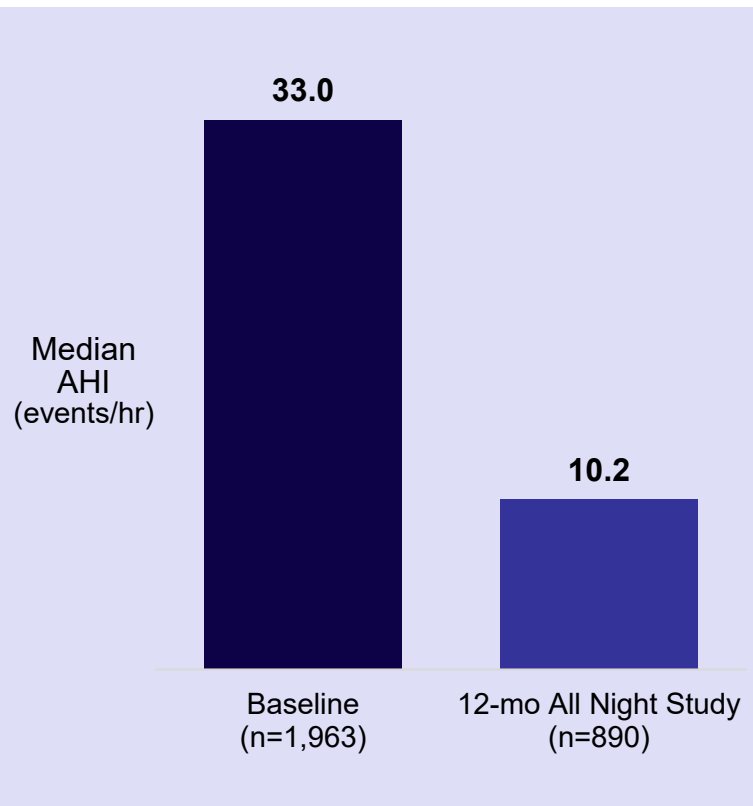
- Inspire is committed to continually improving patient safety
- Significant progress since STAR trial to today

Consistent improvement in device survivability year after year

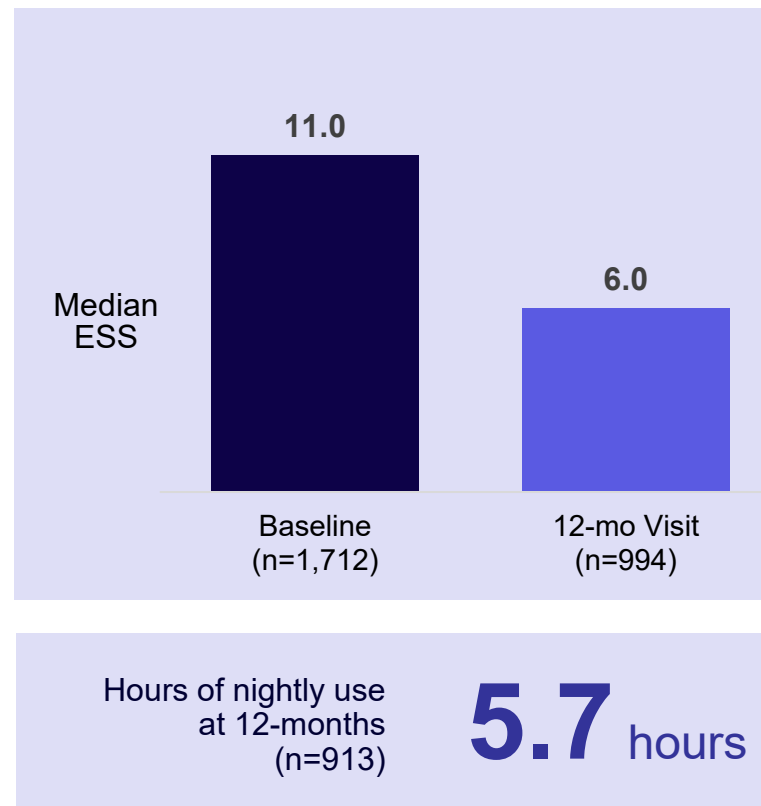


Strong Patient Outcomes

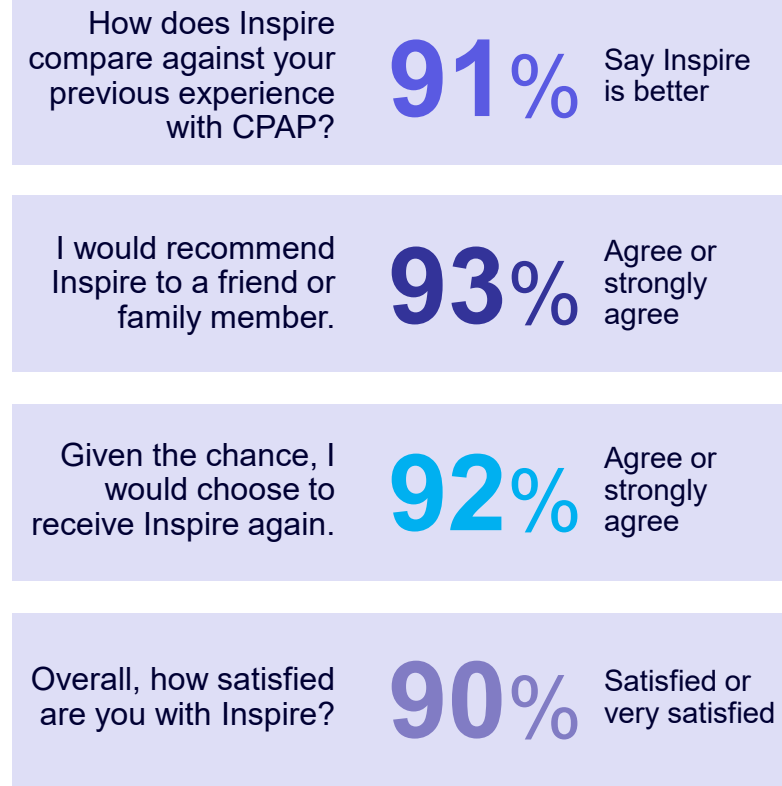
Inspire patients experience a significant reduction in the severity of their OSA



Inspire patients report less sleepiness and demonstrate increased therapy adherence

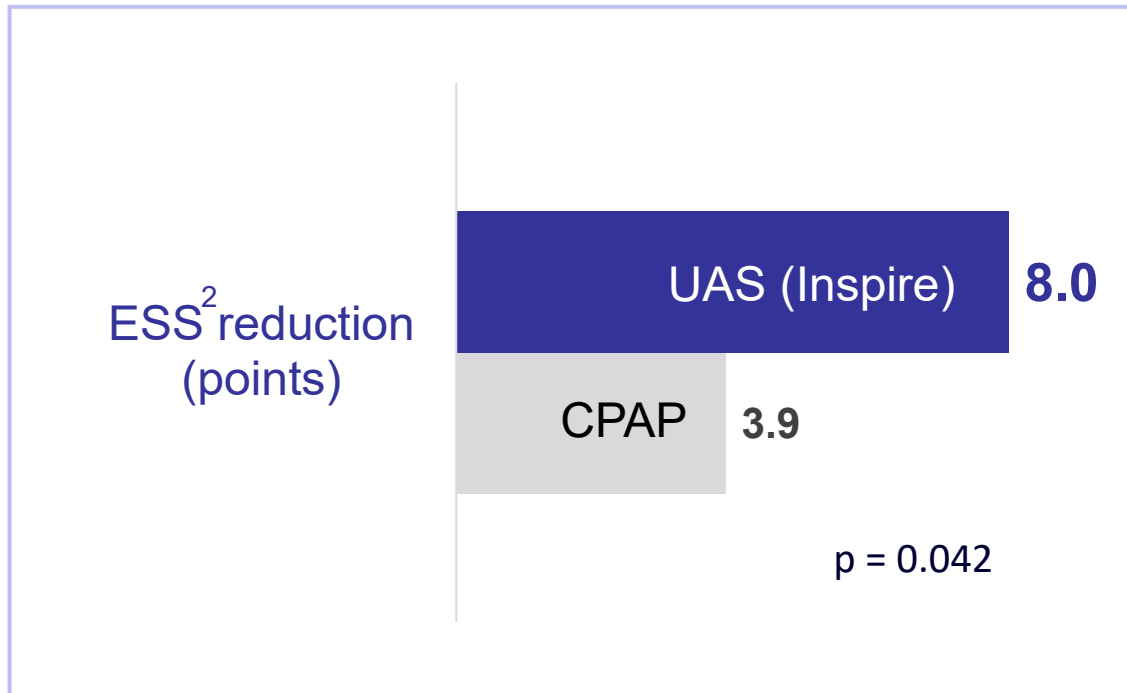


Inspire patients report having a positive patient experience and enhanced quality of life

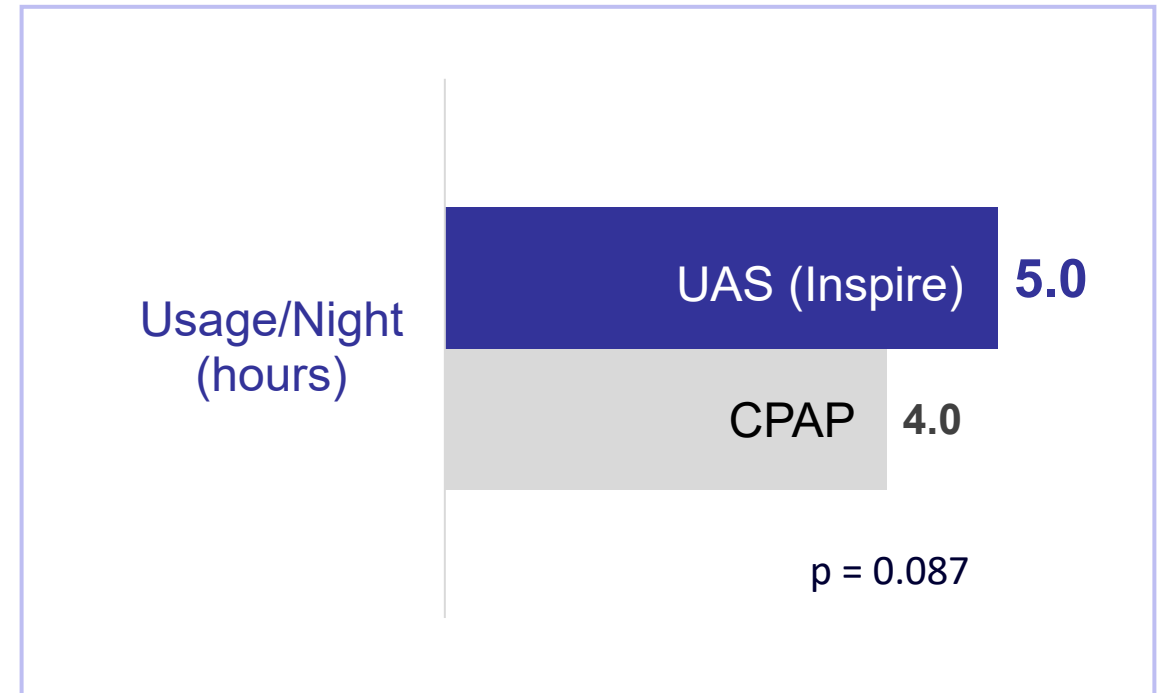


Compared to CPAP, Inspire has been Demonstrated to be Better at Improving OSA Symptoms, Potentially with Greater Therapy Adherence

Sleepiness Reduction¹



Therapy Adherence¹



1. Heiser, Sleep & Breathing 2022
Comparison between baseline and 12-month follow-up between matched cohorts
2. Epworth Sleepiness Scale

Inspire V: 20% reduced implant time, improved therapy performance, fewer revisions, & future innovation

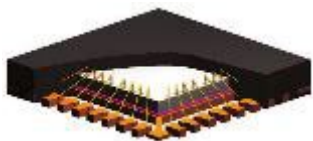
Therapy Evolution Built-in

- Multiple electrodes capability
- Enables new stim targets and sensing features

Consistent Long Battery Life of 11 years on average

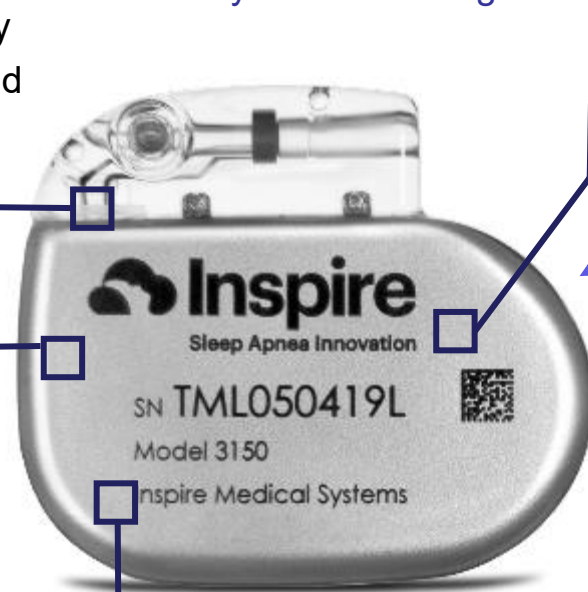
Flexible Software Platform

- Downloadable features for clinical studies and field upgrades
- Future features could include posture-responsive therapy, auto start/pause, AHI detection



State of the Art Technology

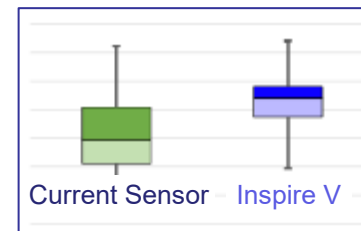
- Allows stim of multiple targets
- Multiple Sensing Modes



Proven Cybersecurity



Sensor Performance



SleepSync™ Connectivity

- Support for future remote programming
- Remote software updates for all components

Continuing to evolve with future innovation in mind



Therapy Evolution Built In

- Multiple electrodes capability
- Enables new stimulation targets and sensing features

Flexible Software Platform

- Downloadable features for clinical studies and field upgrades
- Future features include posture-responsive therapy, auto start/pause, AHI detection

State of the Art Technology

- Allows stimulation of multiple targets
- Multiple sensing modes



Dynamic
patient
engagement

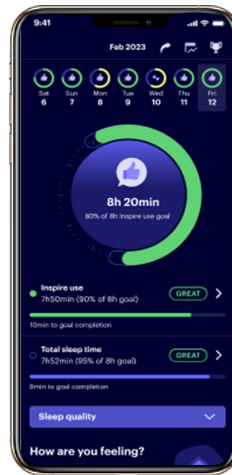
+

Efficient care
coordination

Expanding sleep
clinician confidence &
capacity enabling
more patients to benefit
from Inspire therapy

SleepSync™ Digital Health Platform

Patient
Inspire App

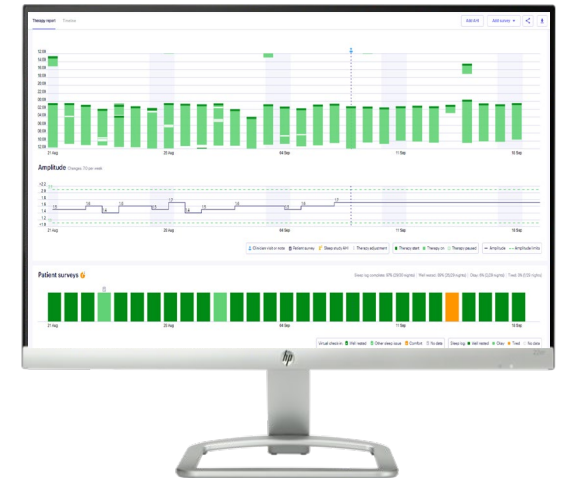


- Find a doctor
- Customized education
- Track therapy & sleep quality
- Virtual check-ins

**Remote patient
management**

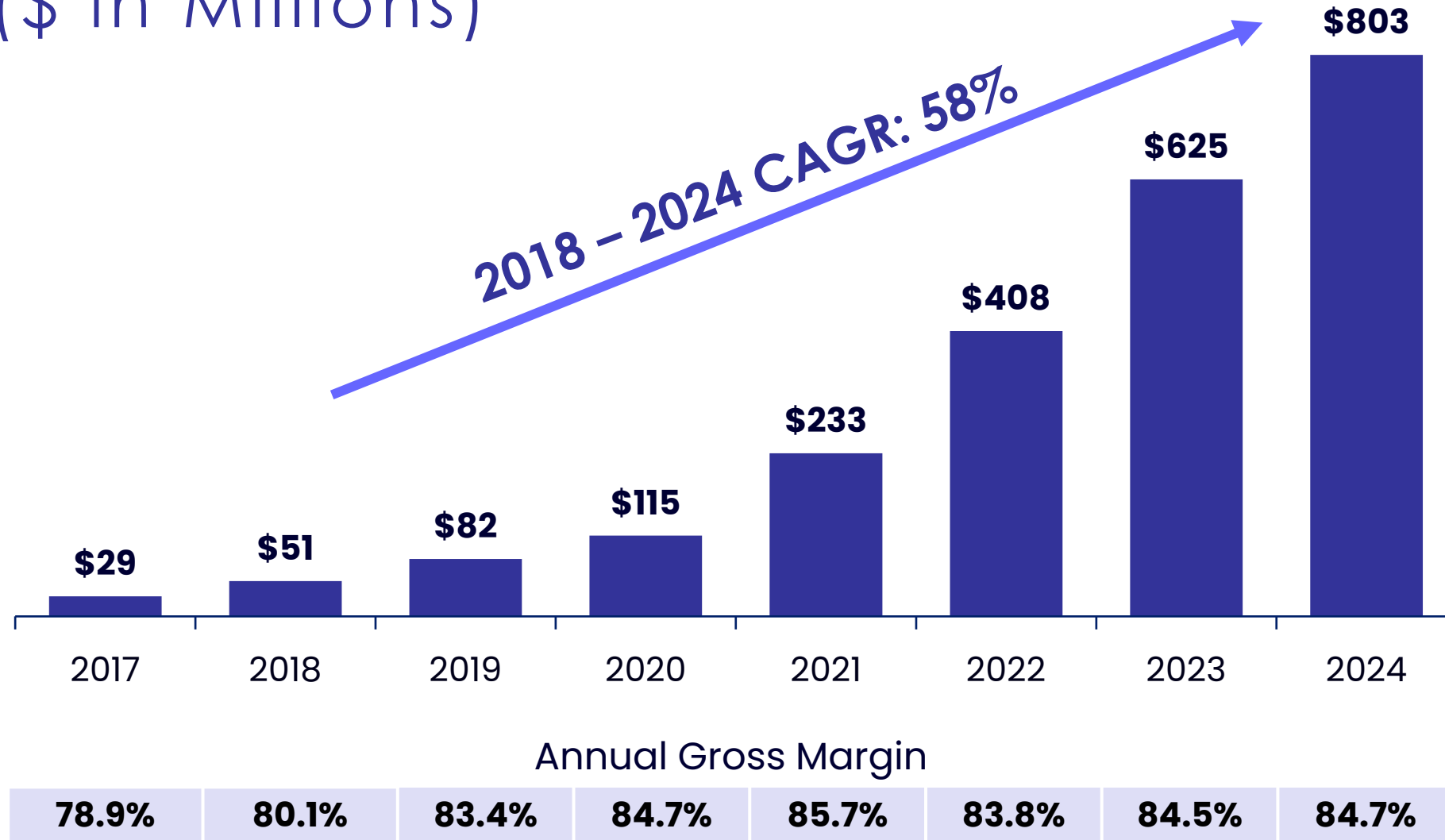
- Symptom relief
- Adherence
- Disease burden (future)
- Remote adjustments (future)

Clinician
SleepSync™ Web Portal



- Access therapy quality measures
- Manage patients by exception
- Grow confidence & productivity
- Support sleep practice efficiency

Annual Revenue and Gross Margin (\$ in Millions)



2025 Guidance:

- FY2025 revenue range of \$900M-\$910M, representing 12%-13% growth over FY2024
- FY2025 gross margin between 84%-86%
- FY2025 EPS \$0.40-\$0.50

Recent Business Highlights

Continued Commercial Expansion

- Initiated full launch of the Inspire V system in the U.S.
- Signed AAO-HNS Corporate Champions Partnership

Financial Performance

- Generated \$217.1 million of revenue in the second quarter, an 11% increase over the same quarter last year
- Achieved gross margin of 84% in the second quarter

A full-page background image showing a rocket launch at night. A bright orange and yellow streak of light curves from the bottom left towards the top right, leaving a long, glowing trail against a dark blue sky. The horizon is visible at the bottom, with some faint lights from the launch site.

Inspire V

Full Launch May
2025

Our Growth Strategy

1

Ensure Strong Clinical Outcomes

Through planned and controlled market expansion and robust physician training

2

Improve the Customer Experience

By enhancing interconnectivity, simplifying the care pathway, and closely tracking outcomes

3

Promote Widespread Consumer Awareness

Amongst patients, ENT/Sleep physicians, and general practitioners

4

Drive Continued Commercial Scale

Commensurate with new center additions and leveraging consumer outreach programs

5

Invest in Research & Development

Driving breakthrough technology innovation and expanded indications

6

Facilitate International Market Expansion

Further penetrating existing markets and entering into new geographical locations

Inspire Way



We are a medical technology company committed to enhancing patient lives through sleep innovation

“Put the patient first and you will never lose your way.”



**Drive
Therapy
Adoption**

**Demonstrate
Operational
Excellence**

**Strengthen
Organizational
Culture**

**Focused on Outcomes. Fueled by Innovation. Grounded in Integrity.
Committed to Compliance. Leading with Respect. Positively Persistent.**

No mask.

No hose.

Just sleep.TM



Appendix

Consolidated Statements of Operations & Comprehensive Income (Loss)

(Unaudited) (In thousands, except share and per share amounts)

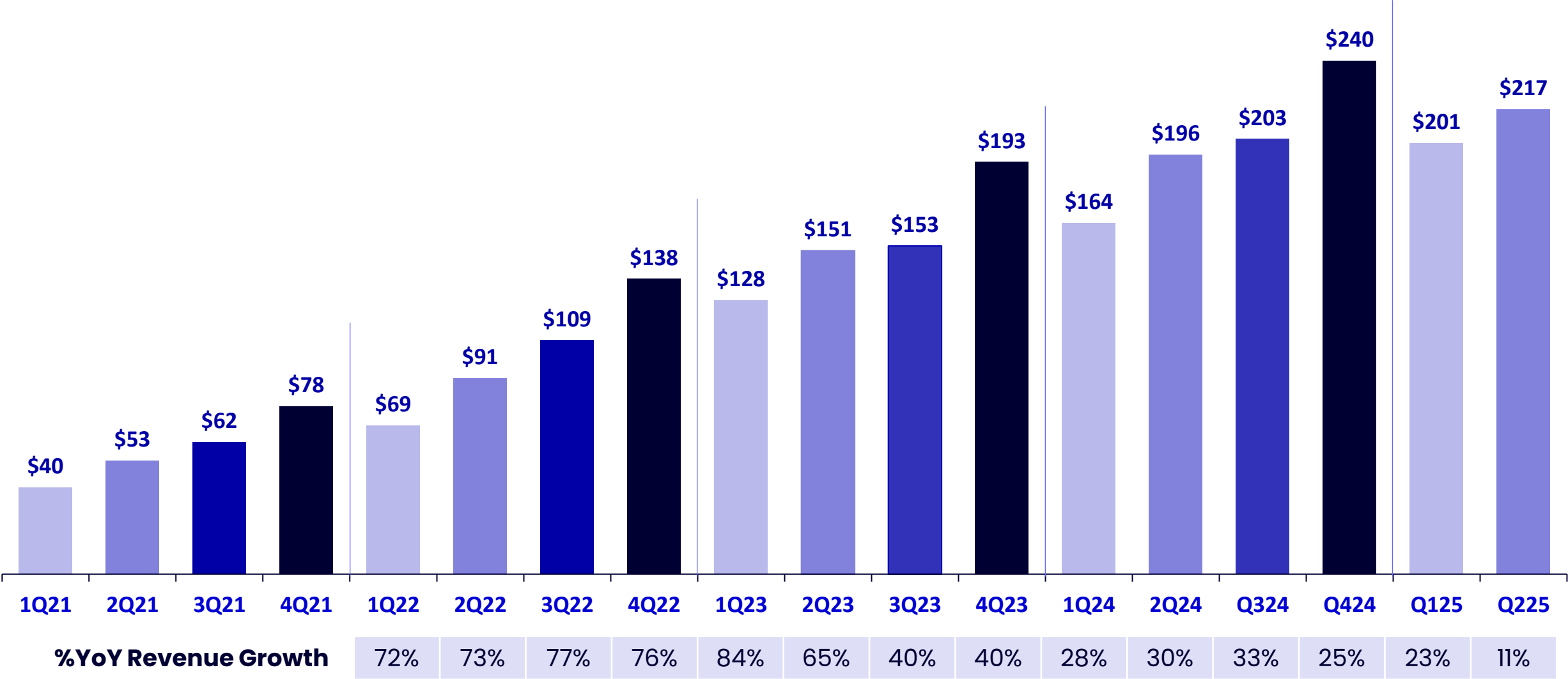
	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue	\$ 217,086	\$ 195,885	\$ 418,403	\$ 359,895
Cost of goods sold	34,672	29,843	65,381	54,600
Gross profit	182,414	166,042	353,022	305,295
<i>Gross margin</i>	84.0%	84.8%	84.4%	84.8%
Operating expenses:				
Research and development	26,209	28,859	54,012	57,709
Selling, general and administrative	159,521	132,084	303,811	257,705
Total operating expenses	185,730	160,943	357,823	315,414
Operating income (loss)	(3,316)	5,099	(4,801)	(10,119)
Interest and dividend income	(4,486)	(5,882)	(9,552)	(11,805)
Interest expense	4	-	4	-
Other expense, net	3,498	135	2,920	195
Income (loss) before income taxes	(2,332)	\$ 10,846	1,827	\$ 1,491
Income taxes	1,260	1,053	2,427	1,703
Net income (loss)	\$ (3,592)	\$ 9,793	\$ (600)	\$ (212)
Foreign currency translation gain (loss)	191	(39)	(109)	(173)
Unrealized loss on investments	(22)	(200)	(31)	(742)
Total comprehensive income (loss)	\$ (3,423)	\$ 9,554	\$ (740)	\$ (1,127)
Basic income (loss) per share	\$ (0.12)	\$ 0.33	\$ (0.02)	\$ (0.01)
Diluted income (loss) per share	\$ (0.12)	\$ 0.32	\$ (0.02)	\$ (0.01)
Basic weighted average shares outstanding	29,506,807	29,728,849	29,604,043	29,672,006
Diluted weighted average shares outstanding	29,506,807	30,408,439	29,604,043	29,672,006

Condensed Consolidated Balance Sheets (Unaudited) (In thousands)

	June 30, 2025	December 31, 2024
Assets		
Current assets:		
Cash, cash equivalents, and short-term investments	\$ 300,895	\$ 445,546
Accounts receivable, net	137,687	93,068
Inventories, net	121,633	80,118
Prepaid expenses and other current assets	12,974	12,074
Total current assets	573,189	630,806
Investments, long-term	109,830	70,995
Property and equipment, net	85,274	71,925
Other non-current assets	33,900	34,657
Total assets	<u>\$ 802,193</u>	<u>\$ 808,383</u>
Liabilities and stockholders' equity		
Total current liabilities	\$ 93,359	\$ 88,501
Total non-current liabilities	31,020	30,187
Total liabilities	124,379	118,688
Stockholders' equity:		
Common Stock	29	30
Additional paid-in capital	969,903	981,043
Accumulated other comprehensive income	396	536
Accumulated deficit	(292,514)	(291,914)
Total stockholders' equity	677,814	689,695
Total liabilities and stockholders' equity	<u>\$ 802,193</u>	<u>\$ 808,383</u>

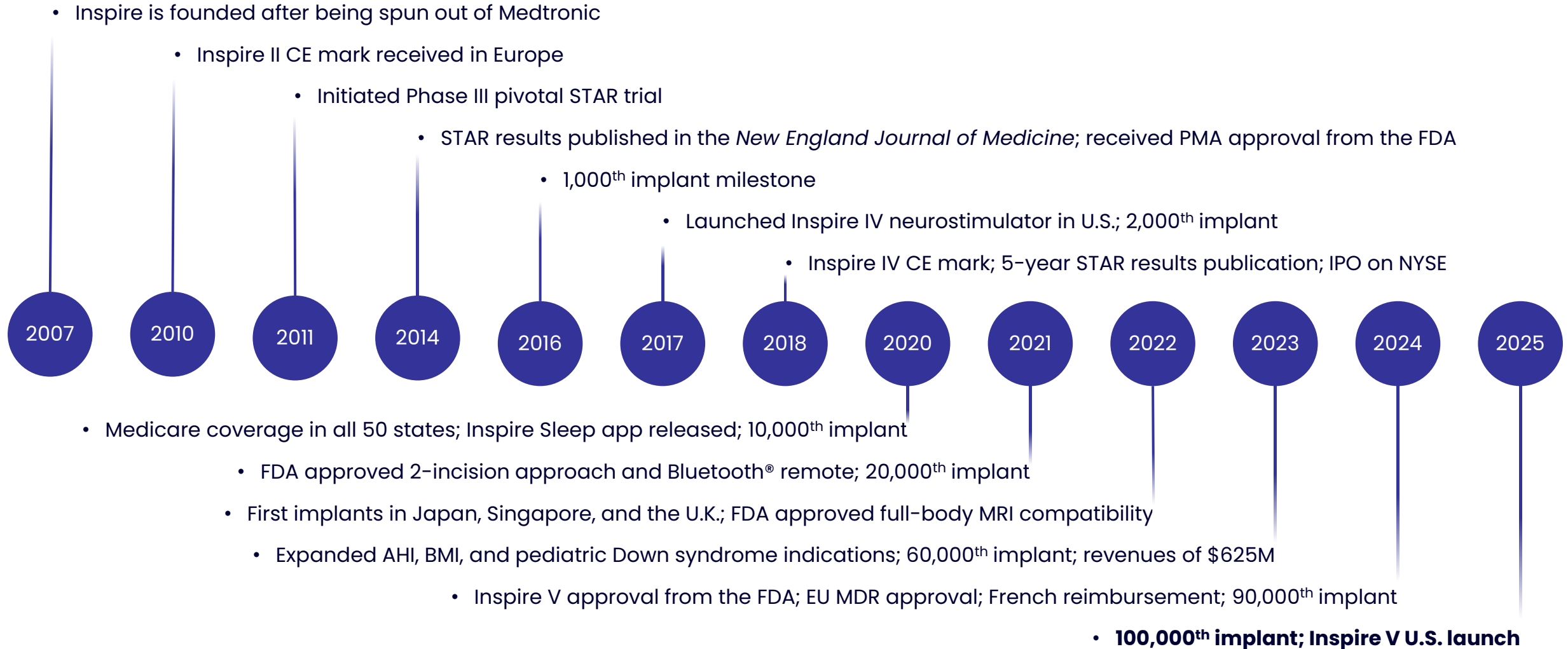
Quarterly Revenue

(\$ in Millions)



Company Overview

Our History and Key Milestones



Proven management team that is grounded in integrity, fueled by innovation, and devoted to delivering on the promise of our mission



Tim Herbert

Chair, President & Chief
Executive Officer
Joined 2007



Rick Buchholz

Chief Financial Officer
Joined 2014



Ezgi Yagci

Vice President,
Investor Relations
Joined 2022



Randy Ban

Executive Vice President,
Patient Access & Therapy
Development
Joined 2009



Bryan Phillips

SVP, General Counsel &
Chief Compliance Officer
Joined 2021



Jason Kelly

Chief Manufacturing &
Quality Officer
Joined 2025



Carlton Weatherby

Chief Strategy & Growth
Officer
Joined 2023



John Rondoni

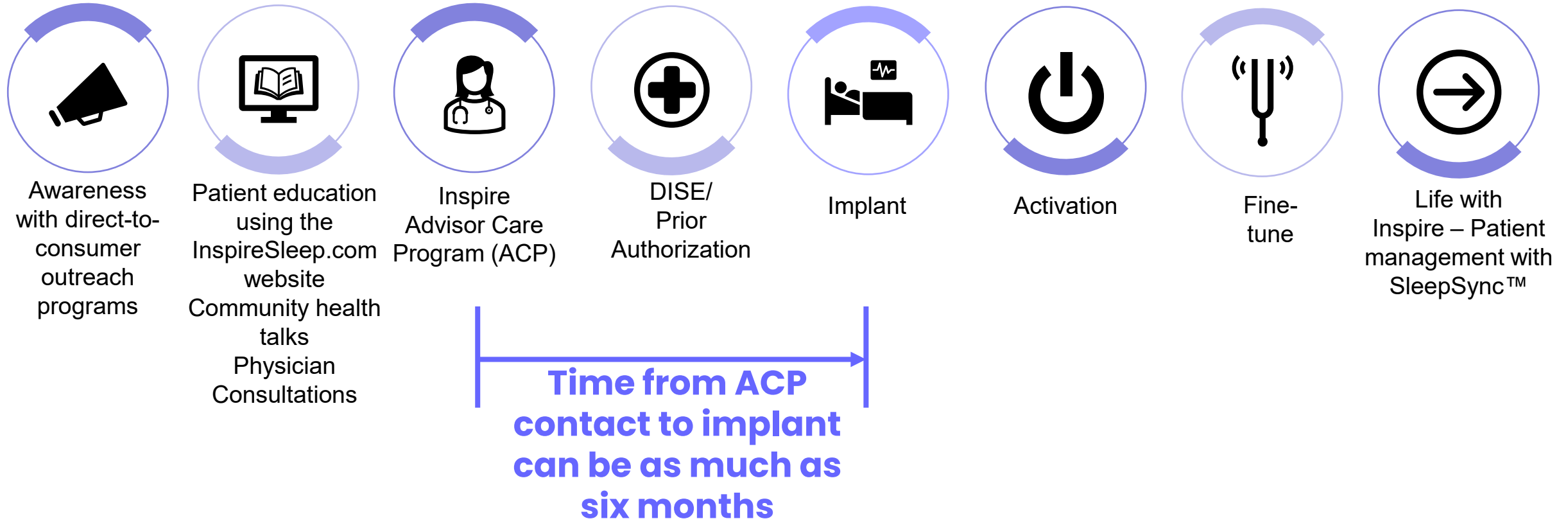
Chief Product &
Innovation Officer
Joined 2008

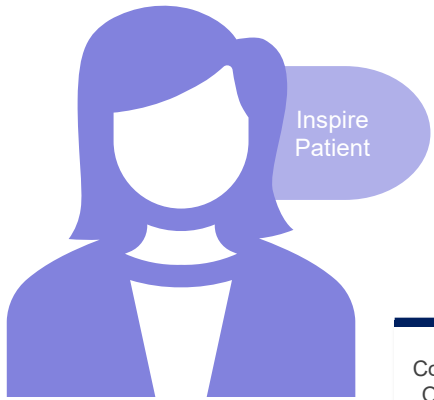


Melissa Mann

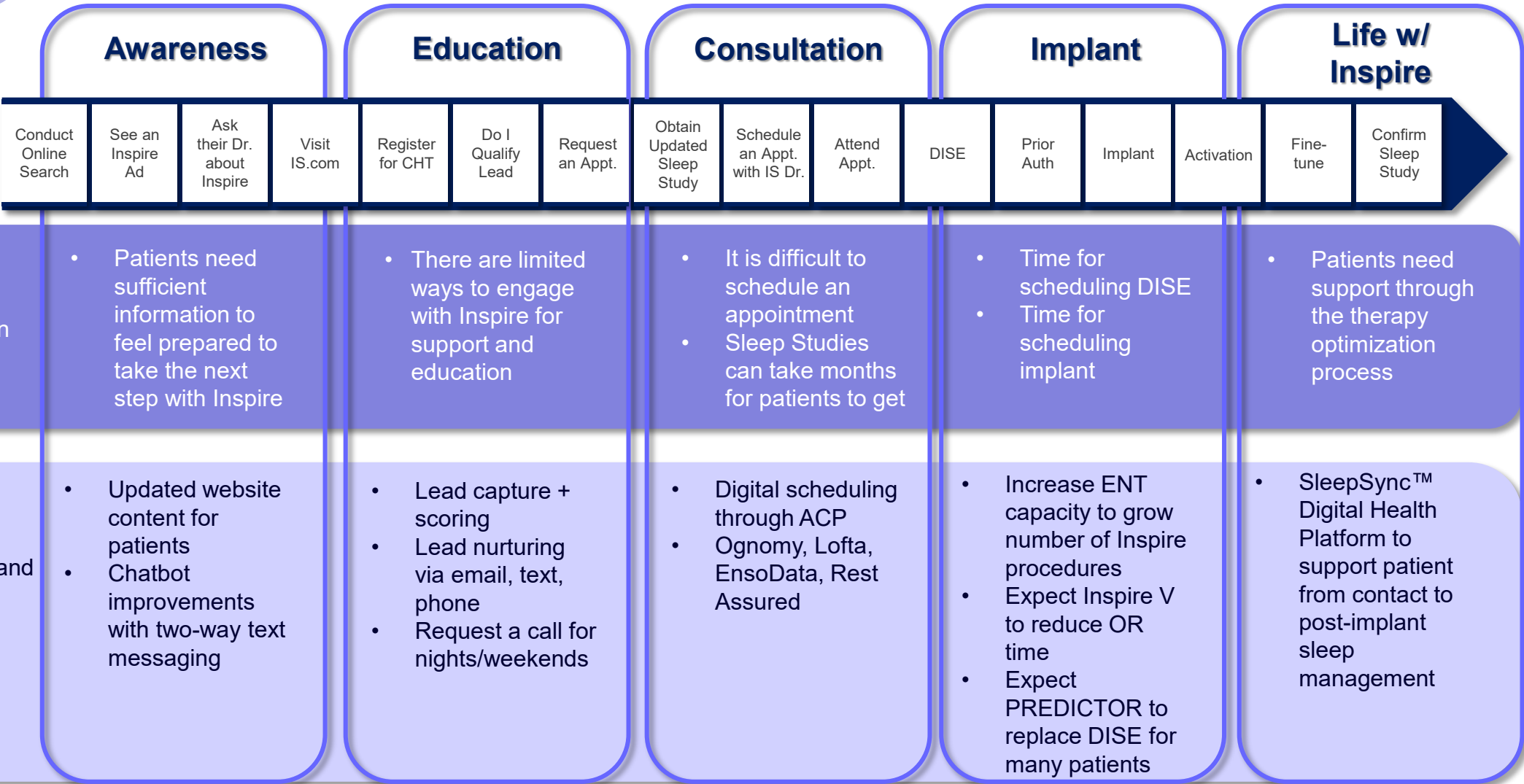
Chief People Officer
Joined 2024

Supporting Patients on their Path to Inspire





THE PATIENT JOURNEY



Patient Engagement Conversion Initiatives

Improving Patient Engagement Conversion Initiatives

- Digital scheduling has shown significant improvements with initial sites
- Patient education using chat guide bot
- Patient nurturing with auto-email system
- Improved patient tracking with SleepSync™



Improving Patient Experience and Reducing Time-to-Implant

- Inspire V neurostimulator with internal sensor expected to reduce OR time and improve patient experience
- PREDICTOR study intended to replace DISE with office airway measurement for vast majority of patients
- Continued development of Inspire VI and VII for auto-activation and future auto-titration

Increasing ENT Capacity to Further Grow Utilization

- Work with ENTs to optimize time by ensuring support team (sleep physicians) engages and conducts longitudinal patient management
- Train additional ENTs in the practice
- Continue to add new centers with ability to quickly grow utilization (complete teams)



SleepSync™ Digital Health Platform Increases Utility

- Longitudinal Patient Engagement from first contact to long after Inspire implant
- Fully incorporate both Objective data (utilization, sleep performance) and Subjective data (e-visit, questionnaires) to support strong patient outcomes
- Future enhancements including Remote Patient Programming and Physician notifications

Health Economics: Untreated OSA Cost Burden

Growing evidence that CPAP intolerance is linked to higher healthcare costs¹

JCSM | Journal of Clinical Sleep Medicine

SCIENTIFIC INVESTIGATIONS

Older adult US Medicare beneficiaries with untreated obstructive sleep apnea are heavier users of health care than matched control patients

Emerson M. Wickwire, PhD^{1,2}; Sarah E. Tom, PhD³; Aparna Vadlamani, MS⁴; Montserrat Diaz-Abad, MD²; Liesl M. Cooper, PhD, MBA⁵; Abree M. Johnson, MS, MBA⁶; Steven M. Scharf, MD, PhD²; Jennifer S. Albrecht, PhD⁴

SCIENTIFIC INVESTIGATIONS

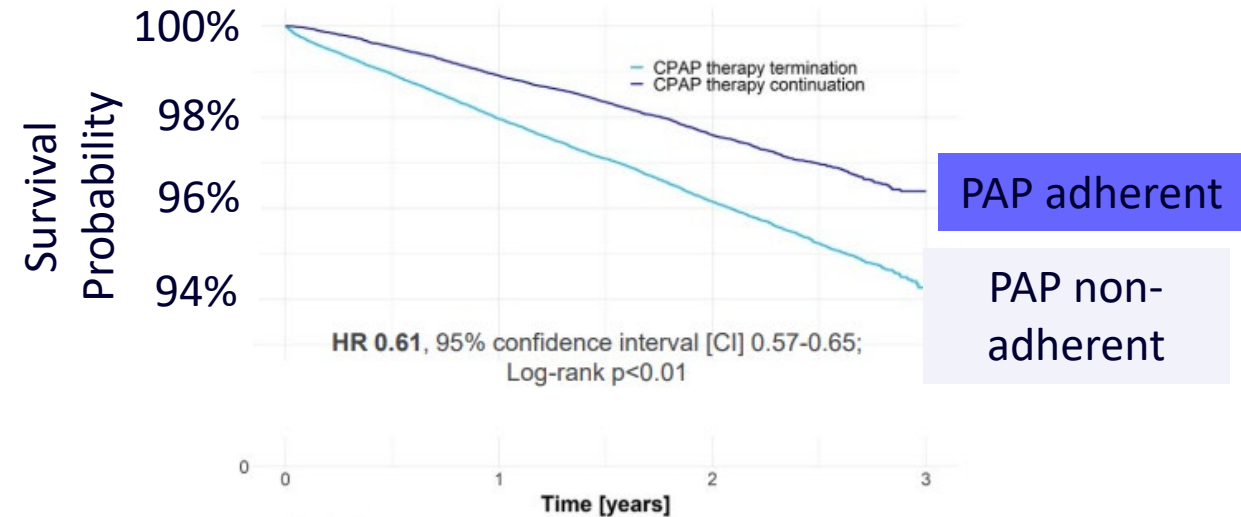
CPAP adherence is associated with reduced inpatient utilization among older adult Medicare beneficiaries with pre-existing cardiovascular disease

Emerson M. Wickwire, PhD^{1,2}; M. Doyinsola Bailey, MPH³; Virend K. Somers, MD PhD⁴; Liesl M. Oldstone, PhD, MBA⁵; Mukta C. Srivastava, MD⁶; Abree M. Johnson, MS, MBA⁶; Steven M. Scharf, MD, PhD²; Jennifer S. Albrecht, PhD³

- Untreated OSA patients had ~\$20,000 higher total annual Medicare costs
- CPAP intolerant patients had higher Medicare utilization than PAP tolerant

1. Wickwire JCSM 2020; Wickwire Sleep Breathing 2022
2. Pepin, ERS 2021 Conference

ALASKA-Study – non-adherent patients have greater chance of mortality (n>176,000)²



Conclusions:

- Prioritize PAP intolerant to therapy, especially those with CV disease
- Addressing PAP intolerance improves mortality

Sustainability at Inspire

Committed to improving the economic, social, and environmental impacts that our business has on the communities in which we operate, as well as our customers, business partners, suppliers, employees, and stockholders.

ENVIRONMENTAL

We work to operate our business responsibly and reduce our impact on the environment wherever feasible.

- Our Board and executive officers are responsible for oversight, identification, and communication of climate-related risks and opportunities.
- We are focused on building out foundational programmatic elements and oversight that enable meaningful future reductions in our environmental impact.

SOCIAL

Product safety and quality are of the utmost importance at Inspire. We also pride ourselves on our innovative and collaborative work environment, which we believe has driven our success and which we seek to uphold through an inclusive workforce, generous compensation and benefits, open communication, a focus on employee health, well-being and engagement, and robust training and development programs.

- Our company's success is built on our enduring commitment to product quality and patient outcomes.
- InspireGives is our community outreach program and the foundation of our charitable giving and volunteer efforts.
- We aim to foster a culture of continuous learning with significant investments in our people through programs focused on leadership and professional development.

GOVERNANCE

We strive to maintain strong governance practices and high standards of ethics, compliance, and accountability designed to provide long-term value creation opportunities.

- Our governance practices include regular consideration and assessment of our governance structure, board and committee function, and board and management succession.
- Our strong and diverse Board collectively possesses a range of qualifications, skills, and experiences that align with our long-term strategy and business needs.
- Sustainability matters are overseen by our Board, executive leadership, and cross-functional team.

Our Intellectual Property Portfolio

(as of December 31, 2024)

- Covers aspects of our current Inspire system and future product concepts
 - 98 issued U.S. patents (expiring between 2029 and 2041) and 67 pending U.S. patent applications
 - 72 issued foreign patents and 69 pending foreign patent applications
- 165 pending and registered trademark filings worldwide
- Competitive position enhanced by trade secrets, proprietary know-how and continuing technological innovation
- Entered into an agreement with Medtronic in 2007 to make, use, import, and sell products and practice methods in the field of electrical stimulation of the upper airway for the treatment of OSA
 - Royalty-free license agreement
 - Perpetual license (no right of termination)