



# Q3 2025 FINANCIAL RESULTS

PAT MILES, CHAIRMAN & CEO | TODD KONING, EVP & CFO | OCTOBER 30, 2025

# FORWARD-LOOKING STATEMENTS

This presentation contains "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 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, balance sheet, growth, adjusted EBITDA, profitability, free cash flow, financial outlook and commitments; planned product launches, timelines, introductions, regulatory submissions or clearances; expansion of international markets; increases in U.S. market share and procedural volume, the ability to drive surgeon adoption, gain hospital access and create clinical distinction; the development and monetization of informatics platforms; the ability to transform the sales channel; and the Company's 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 and commercializing new products or products currently in the pipeline; the uncertainties in the Company's ability to execute upon its strategic operating and long-range 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; product liability exposure; an unsuccessful outcome in any litigation; patent infringement claims; claims related to the Company's intellectual property; competitive pressures and market dynamics; and the Company's ability to meet its financial obligations and achieve expected financial outcomes. 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, filed with the U.S. 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.



# ATEC IS UNIQUELY POSITIONED

**100% SPINE FOCUS**

COMPELLING SURGEON ADOPTION THROUGH CLINICAL DISTINCTION

**LEADING & ADVANCING LATERAL**

EARNING SHARE, DRIVING ADOPTION WITH VALENCE™

**DEFORMITY LEADERSHIP & EOS INSIGHT®**

PROCEDURAL GROWTH ENGINE, POISED FOR A PTP™-LIKE RUN

**INFRASTRUCTURE BUILT FOR LONG RUN**

FOUNDATIONAL INVESTMENTS ENABLE SCALE AND LONGEVITY

**DURABLE & PROFITABLE SALES GROWTH**

INFLECTED TO PROFITABILITY AND CASH FLOW

# Q3 2025 FINANCIAL HIGHLIGHTS

## GROWTH LEADERSHIP

**30%**

Total revenue growth

## ADJUSTED EBITDA

**\$26M**

13% of revenue;  
improving 840 bps YoY

## FREE CASH FLOW

**+\$5M**

Positive FCF

**PROFITABLE, REVENUE-GROWTH LEADERSHIP**

# PROFITABLE GROWTH

Q3 2025 HIGHLIGHTS

**\$197M**

Total Revenue

**30%**

Total revenue growth

**26%**

Net new surgeon users

**31%**

Surgical revenue growth

**30%**

Revenue growth in established territories

**\$26M**

Adjusted EBITDA

**+\$5M**

Free Cash Flow

**\$216M**

Cash and Access to Cash

**\$81M**

Trailing 12-Month Adjusted EBITDA

**+\$4M**

Trailing 12-Month Free Cash Flow

# Q3 2025 NON-GAAP P&L HIGHLIGHTS

## DISCIPLINED EXECUTION DRIVING PROFITABILITY

	Q3 2025	YOY
Surgical Revenue	\$177M	31%
EOS Revenue	\$20M	29%
<b>TOTAL REVENUE</b>	<b>\$197M</b>	<b>30%</b>
Gross Margin %	70%	+80 bps
Total Operating Expense	65%	(1,070) bps
<b>OPERATING MARGIN %</b>	<b>5%</b>	<b>1,150 bps</b>
<b>NON-GAAP NET INCOME</b>	<b>\$4M</b>	

**\$46M**

Total Revenue  
YoY \$ Growth

**\$4M**

Non-GAAP  
Net Income

- 28% surgical volume growth & 2% average revenue per case growth
- SG&A improvements driven by infrastructure leverage & lower variable costs
- Overall operating expenses grew 12% YoY
- Second consecutive quarter of non-GAAP net income profitability

# Q3 2025 NON-GAAP AEBITDA

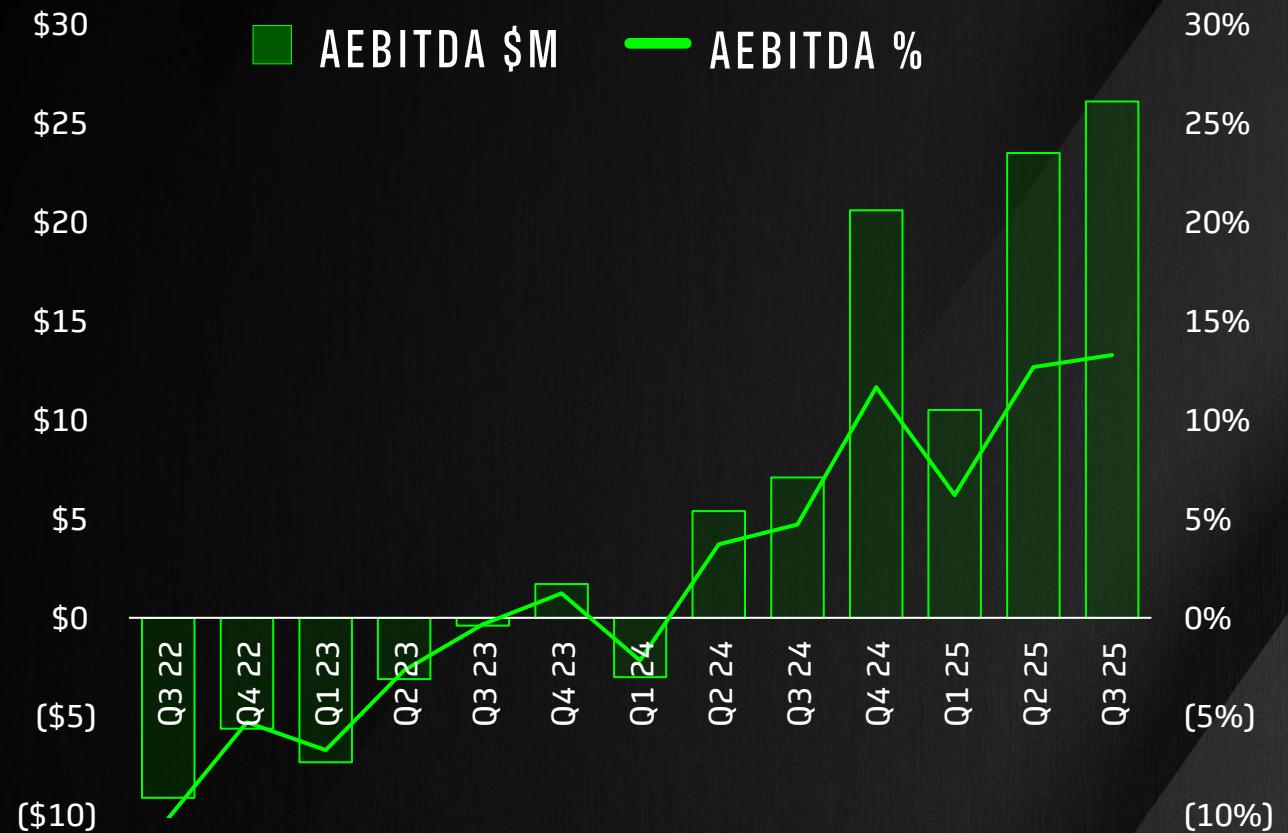
DROP THROUGH ON REVENUE GROWTH OF 41% YOY

	Q3 2025	YOY
Adjusted EBITDA	\$26M	+\$19M
<b>% OF SALES</b>	<b>13%</b>	<b>+840 bps</b>

Adj. EBITDA leverage being driven by the areas we outlined and expected:

- Durable top-line growth
- Variable rate improvement
- Infrastructure leverage

Trailing 12 months Adj. EBITDA of \$81M



# BALANCE SHEET

CASH GENERATION REINFORCING FINANCIAL STRENGTH

BALANCE SHEET	Q3 2025
Cash	\$156M
Available Borrowing <sup>1</sup>	\$60M
<b>CASH + AVAILABLE CASH</b>	<b>\$216M</b>
CASH FLOW	
<b>FREE CASH FLOW<sup>2</sup></b>	<b>\$5M</b>

## Cash Flow Inflection Evident:

- Trailing 12-month free cash flow of **+\$4M**
- 2<sup>nd</sup> consecutive quarter of **positive** free cash flow
- Positive free cash flow in **3 of the past 4** quarters

# STRONG OUTLOOK FOR 2025

CONTINUED CLINICAL DISTINCTION-DRIVEN REVENUE & PROFIT GROWTH

**\$760M**

Total revenue

**\$91M**

Adjusted EBITDA

**Positive**

Free cash flow

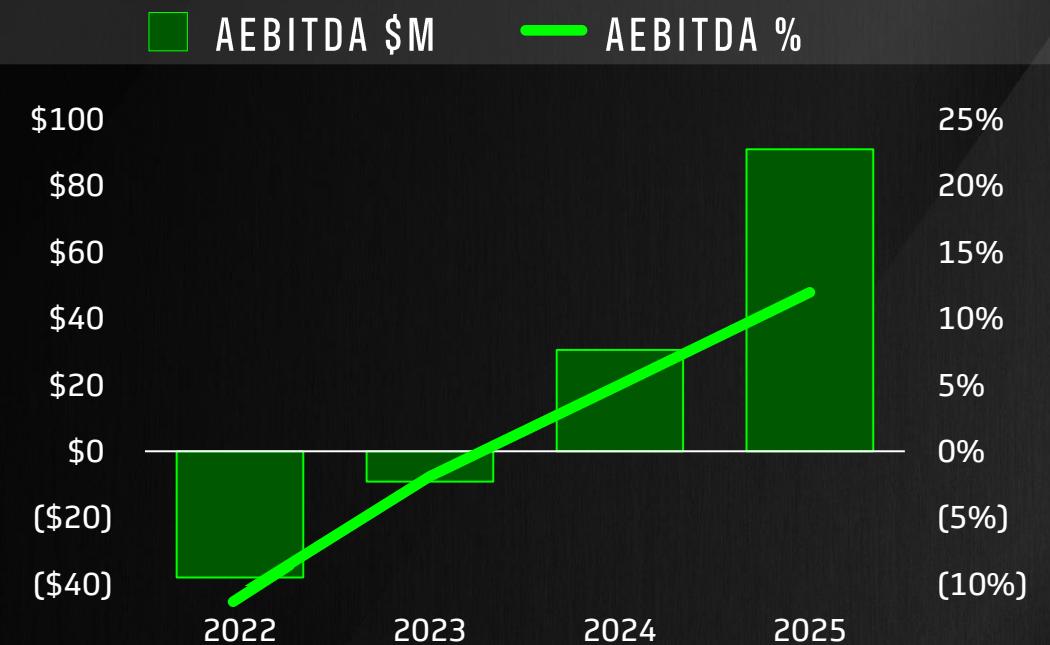
# 2025 AEBITDA OUTLOOK

DRIVING POWERFUL LEVERAGE BY DESIGN

**\$91M**

Adjusted EBITDA

41% drop through of YoY \$ revenue  
growth to \$ AEBITDA



# OUR STRATEGY IS STEADFAST. OUR EXECUTION IS RELENTLESS.

EXECUTING WITH PRECISION AND MOMENTUM—FULFILLING COMMITMENTS

**1**

## CREATE CLINICAL DISTINCTION

Architect unparalleled procedural solutions that improve patient outcomes

**2**

## COMPEL SURGEON ADOPTION

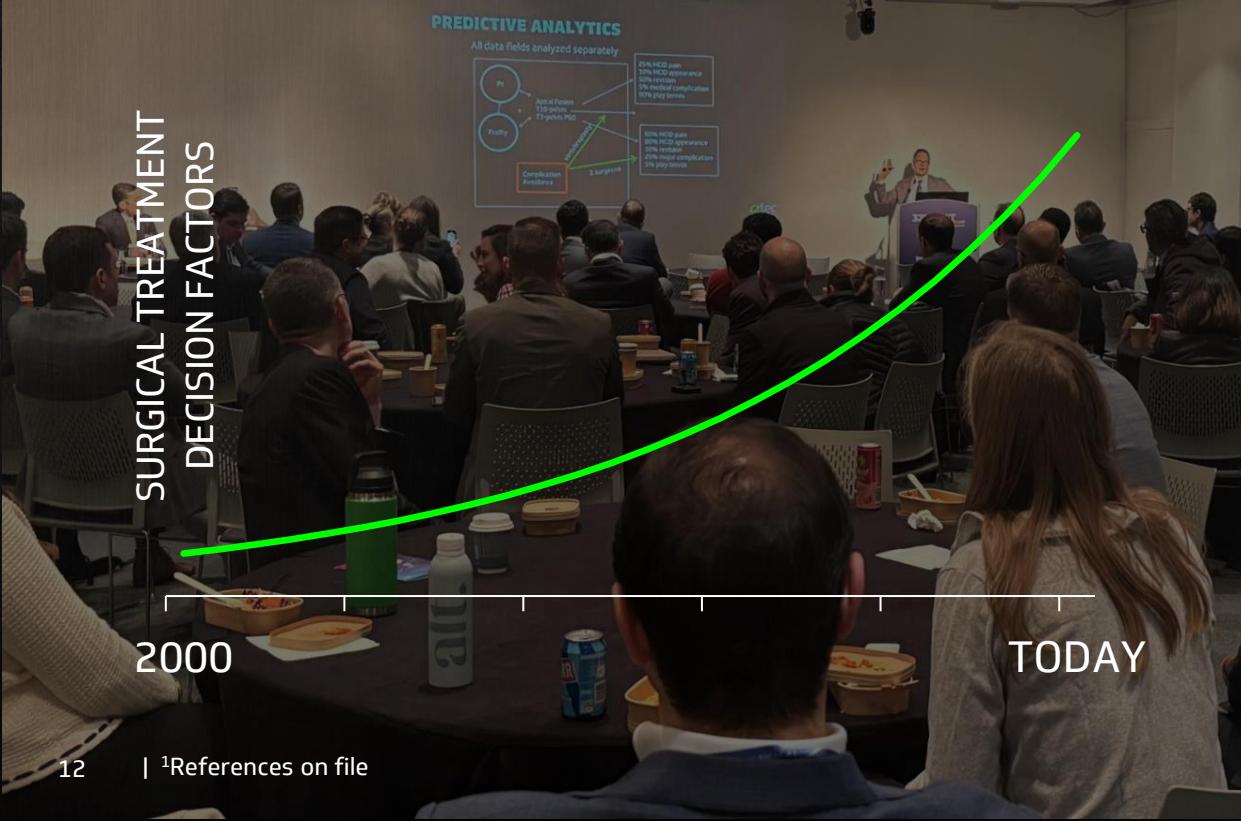
Earn loyalty through differentiated training, technology, and clinical value

**3**

## EXPAND, ELEVATE & ENABLE SALES FORCE

Build a high-performing, aligned sales force designed to scale and win

# THE SPINE MARKET NEEDS ATEC



SURGICAL TREATMENT  
DECISION FACTORS

2000

TODAY

% OF SURGERIES THAT  
REQUIRE REVISION<sup>1</sup>

3%



TOTAL KNEE  
5 years

>5%



TOTAL HIP  
REPLACEMENT  
10 years

10-15%



DEGENERATIVE  
SURGERY  
1 to 3 years

25-30%



ADULT DEFORMITY  
SURGERY  
2 to 5 years



HISTORICAL INDUSTRY INVESTMENT THESIS  
FOCUSED ON FLAWED CURRENCY

# LATERAL: PROVEN PROCEDURAL SUCCESS FURTHER CATALYSTS AHEAD

ADVANCING OUR PROVEN LATERAL FOUNDATION IN A DATA-DRIVEN ENVIRONMENT

## PROVEN SUCCESS & LEADERSHIP IN LATERAL

Proceduralization and expanding indications of PTP™ and LTP™ address more complex pathologies

## EOS®, SAFEOP® & VALENCE™

Technology and informatics ecosystem enables variable mitigation to improve outcomes

## EVOLVING TO THE NEXT CHAPTER

Procedural approach in a data-driven environment—data will inform the procedure

# CERVICAL: ELEVATING SOPHISTICATION

PROCEDURAL APPROACH INFORMING CERVICAL PORTFOLIO EXPANSION

**EXPANDED CERVICAL PORTFOLIO**  
opening doors for access and adoption

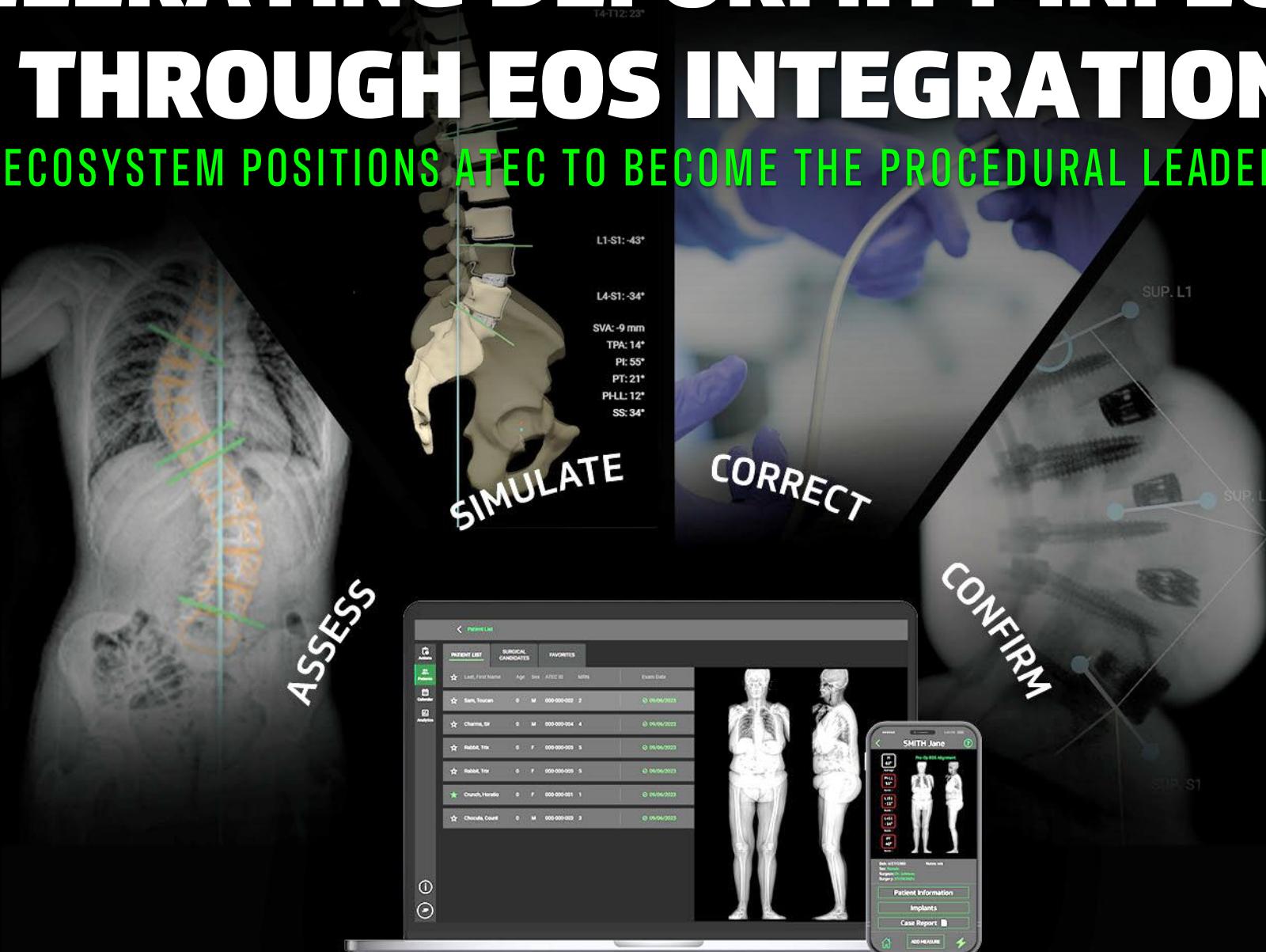
**ADVANCING PROCEDURALIZATION**  
to enhance safety and patient  
outcomes across cervical

**SAFEOP® AND MEPs**  
empowering surgeons with real-time  
data for informed decision-making



# ACCELERATING DEFORMITY INFLUENCE THROUGH EOS INTEGRATION

END-TO-END ECOSYSTEM POSITIONS ATEC TO BECOME THE PROCEDURAL LEADER IN DEFORMITY



# ADVANCING PEDIATRIC DEFORMITY

ELEMENTS OF FULL DEFORMITY SOLUTION ARE CONVERGING TO ENABLE ANOTHER PTP™-LIKE RUN

## MOST-COVETED IMAGING



## AUTOMATED ALIGNMENT



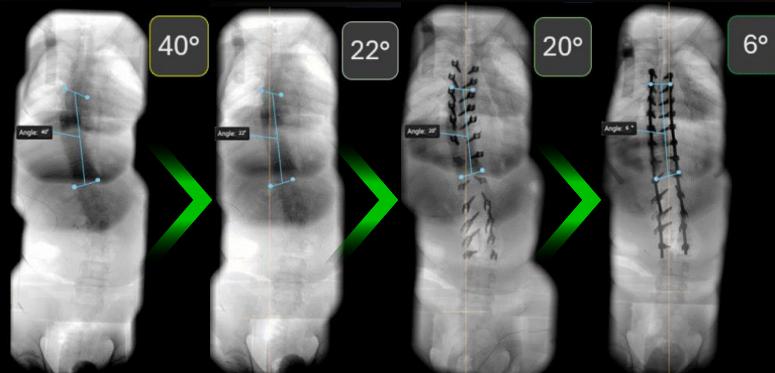
## 3D SURGICAL PLANNING WITH AXIAL ROTATION



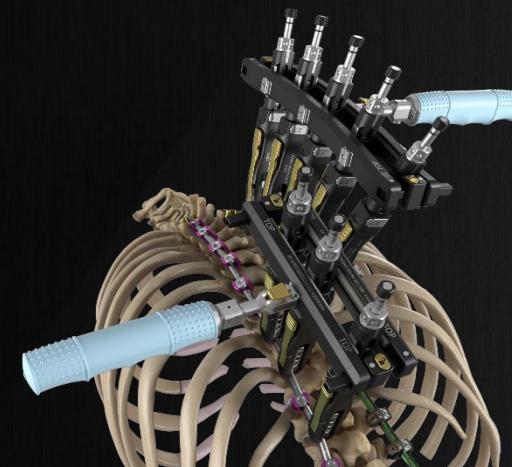
## PEDIATRIC POSITIONING



## CURVE CORRECTION MEASURED USING INTRAOP ALIGNMENT (VALENCE™ IOA)



## BEST-IN-CLASS FIXATION



## NEUROMONITORING



# VALENCE: SIMPLE. INTEGRATED. ACCESSIBLE.

SEAMLESSLY INTEGRATED & ARCHITECTED EXCLUSIVELY FOR SPINE: PTP CATALYST



## PROCEDURALLY INTEGRATED

Purpose-built for spine and compatible with leading 3D imaging systems

## OPTIMIZED O.R. FOOTPRINT

All-in-one system fits seamlessly in the O.R., with an in-field camera that empowers surgeon control and resolves traditional line-of-sight issues

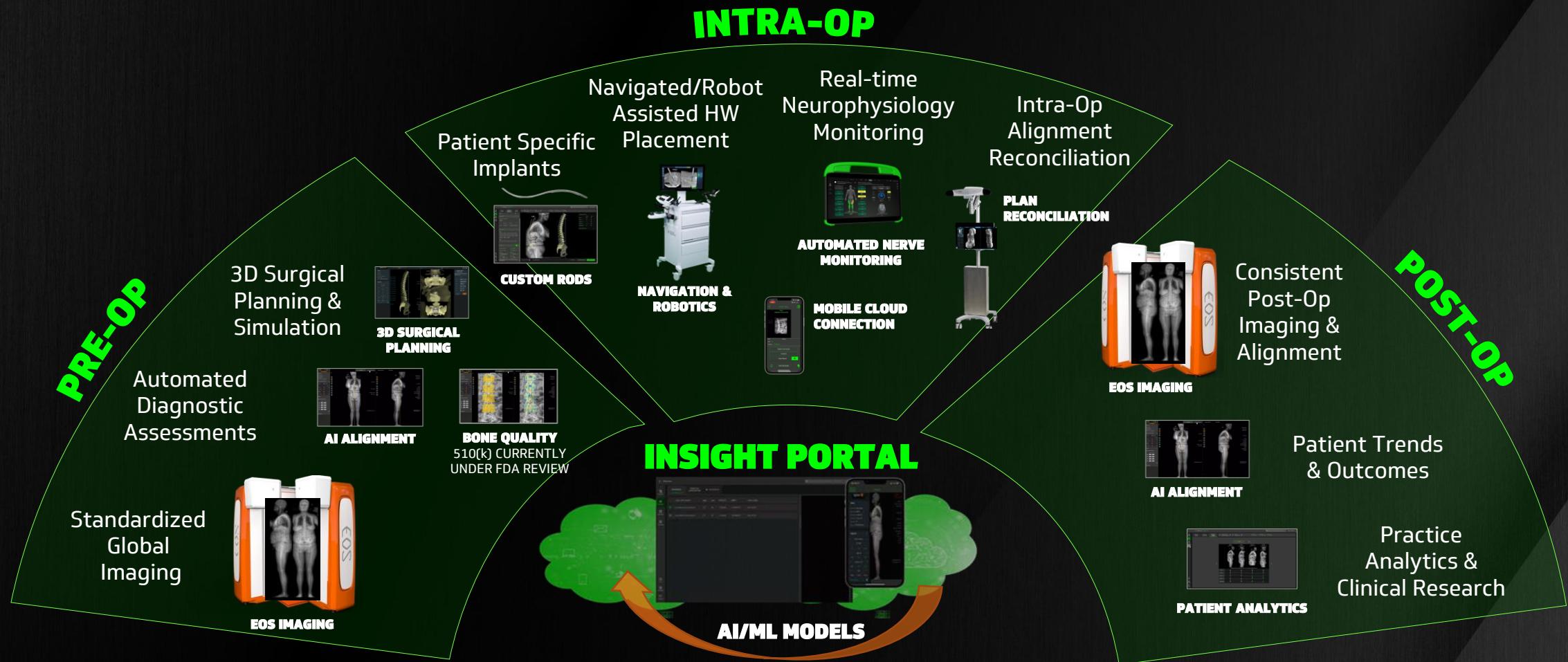
## PROVEN EFFICIENCY

Streamlined setup and workflow integration reduce overall single-level case time by 33% in cadaveric labs<sup>1</sup>



# ECOSYSTEM BUILT FOR LONG RUN

EARLY INVESTMENTS FUELING DURABLE LONG-TERM GROWTH AND PROFITABILITY



# FOUNDATION FOR SCALABLE GROWTH

## INFRASTRUCTURE BUILT TO ENABLE A LONG RUN OF DURABLE GROWTH

### FOUNDATIONAL INVESTMENTS

2018 - 2020

- Spine expertise and know-how
- Portfolio overhauled to create clinical distinction
- Informatic foundation: SafeOp®
- Strategic distribution transition

### INFRASTRUCTURE BUILD

2021 - 2023

- Furthered informatic ecosystem foundation via EOS® and Valence™ acquisitions
- State-of-the-art HQ deliberately designed to maximize sales & surgeon training
- Expanded distribution footprint—Memphis
- Scalable internal systems
- International investments

### PROFITABLE SALES GROWTH

2024 Onward

- Lever infrastructure investments
- Integrate data and informatic platform into surgical experience
- Expand and elevate procedural approaches
- Algorithm-based growth model
- Focal growth of key international markets

\$200  
\$150  
\$100  
\$50  
\$0

2018 2019 2020 2021 2022 2023 2024 2025 2026 2027

EST. ADJUSTED EBITDA \$<sup>1</sup>



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THE PREFERRED  
DESTINATION IN SPINE.





**atec**™  
INFORMED BY **EOS**

# APPENDIX

# SUPPLEMENTAL FINANCIAL INFORMATION



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

	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
Revenue from products and services	\$ 109,110	\$ 116,920	\$ 118,262	\$ 137,970	\$ 482,262	\$ 138,477	\$ 145,573	\$ 150,719	\$ 176,793	\$ 611,562	\$ 169,180	\$ 185,544	\$ 196,503
Cost of sales	38,685	52,379	38,215	42,780	172,059	41,126	42,979	47,990	55,205	187,300	53,184	56,443	59,203
<b>Gross profit</b>	<b>70,425</b>	<b>64,541</b>	<b>80,047</b>	<b>95,190</b>	<b>310,203</b>	<b>97,351</b>	<b>102,594</b>	<b>102,729</b>	<b>121,588</b>	<b>424,262</b>	<b>115,996</b>	<b>129,101</b>	<b>137,300</b>
<b>Operating expenses:</b>													
Research and development	13,260	14,571	20,000	22,284	70,115	18,012	19,105	20,357	23,244	80,718	17,032	18,276	18,679
Sales, general and administrative	91,262	87,287	91,411	104,120	374,080	113,727	112,731	109,200	114,541	450,199	127,017	118,507	124,303
Litigation-related expenses	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799	12,214	1,593	6,520
Amortization of acquired intangibles	2,883	3,705	3,873	3,823	14,284	3,854	3,836	3,848	4,720	16,258	3,653	3,803	3,731
Transaction-related expenses	-	1,900	278	(65)	2,113	(117)	-	-	327	210	-	-	-
Restructuring expenses	175	29	129	386	719	788	139	934	1,386	3,247	371	7	-
Gain on Settlement	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total operating expenses</b>	<b>110,772</b>	<b>114,400</b>	<b>118,406</b>	<b>140,020</b>	<b>483,598</b>	<b>140,692</b>	<b>137,901</b>	<b>136,432</b>	<b>145,406</b>	<b>560,431</b>	<b>160,287</b>	<b>142,186</b>	<b>153,233</b>
<b>Operating Loss</b>	<b>(40,347)</b>	<b>(49,859)</b>	<b>(38,359)</b>	<b>(44,830)</b>	<b>(173,395)</b>	<b>(43,341)</b>	<b>(35,307)</b>	<b>(33,703)</b>	<b>(23,818)</b>	<b>(136,169)</b>	<b>(44,291)</b>	<b>(13,085)</b>	<b>(15,933)</b>
<b>Other expense, net:</b>													
Cash interest expense, net	(3,014)	(3,038)	(3,581)	(3,367)	(13,000)	(4,283)	(4,754)	(5,417)	(5,967)	(20,421)	(5,356)	(5,289)	(5,312)
Noncash interest expense, net	(860)	(854)	(878)	(1,049)	(3,641)	(1,058)	(1,061)	(1,155)	(1,184)	(4,458)	(2,485)	(7,020)	(7,566)
Loss on debt extinguishment	-	-	-	-	-	-	-	-	-	(17,576)	-	-	-
Gain on derivative liability	-	-	-	-	-	-	-	-	-	17,400	(16,780)	-	-
Other (expense) income, net	706	2,324	47	44	3,121	118	156	623	(1,922)	(1,025)	337	993	307
<b>Total other expense, net</b>	<b>(3,168)</b>	<b>(1,568)</b>	<b>(4,412)</b>	<b>(4,372)</b>	<b>(13,520)</b>	<b>(5,223)</b>	<b>(5,659)</b>	<b>(5,949)</b>	<b>(9,073)</b>	<b>(25,904)</b>	<b>(7,680)</b>	<b>(28,096)</b>	<b>(12,571)</b>
<b>Net loss before taxes</b>	<b>(43,515)</b>	<b>(51,427)</b>	<b>(42,771)</b>	<b>(49,202)</b>	<b>(186,915)</b>	<b>(48,564)</b>	<b>(40,966)</b>	<b>(39,652)</b>	<b>(32,891)</b>	<b>(162,073)</b>	<b>(51,971)</b>	<b>(41,181)</b>	<b>(28,504)</b>
Income tax provision (benefit)	14	(50)	(117)	(124)	(277)	(69)	(286)	(36)	441	50	(64)	(37)	74
<b>Net loss, GAAP</b>	<b>\$ (43,529)</b>	<b>\$ (51,377)</b>	<b>\$ (42,654)</b>	<b>\$ (49,078)</b>	<b>\$ (186,638)</b>	<b>\$ (48,495)</b>	<b>\$ (40,680)</b>	<b>\$ (39,616)</b>	<b>\$ (33,332)</b>	<b>\$ (162,123)</b>	<b>\$ (51,907)</b>	<b>\$ (41,144)</b>	<b>\$ (28,578)</b>
<b>Net loss per share, GAAP</b>	<b>\$ (0.40)</b>	<b>\$ (0.43)</b>	<b>\$ (0.35)</b>	<b>\$ (0.37)</b>	<b>\$ (1.54)</b>	<b>\$ (0.34)</b>	<b>\$ (0.29)</b>	<b>\$ (0.28)</b>	<b>\$ (0.23)</b>	<b>\$ (1.13)</b>	<b>\$ (0.35)</b>	<b>\$ (0.27)</b>	<b>\$ (0.19)</b>
<b>Weighted average shares outstanding, basic and diluted</b>	<b>109,751</b>	<b>118,719</b>	<b>122,468</b>	<b>133,750</b>	<b>121,242</b>	<b>140,980</b>	<b>142,687</b>	<b>143,492</b>	<b>144,583</b>	<b>142,946</b>	<b>146,732</b>	<b>149,907</b>	<b>151,401</b>

# SUPPLEMENTAL FINANCIAL INFORMATION



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

NON-GAAP GROSS PROFIT & GROSS MARGIN	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
<b>Gross Profit, GAAP</b>	\$ 70,425	\$ 64,541	\$ 80,047	\$ 95,190	\$ 310,203	\$ 97,351	\$ 102,594	\$ 102,729	\$ 121,588	\$ 424,262	\$ 115,996	\$ 129,101	\$ 137,300
+ Amortization of acquired intangible assets	220	220	221	278	939	307	307	308	(814)	108	50	64	65
+ Stock-based compensation	6,006	16,226	2,369	481	25,082	483	554	1,439	2,485	4,961	3,043	553	414
+ Purchase accounting adjustments on acquisitions	195	-	-	198	393	-	197	-	-	197	-	-	-
<b>Non-GAAP Gross Profit</b>	<b>\$ 76,846</b>	<b>\$ 80,987</b>	<b>\$ 82,637</b>	<b>\$ 96,147</b>	<b>\$ 336,617</b>	<b>\$ 98,141</b>	<b>\$ 103,652</b>	<b>\$ 104,476</b>	<b>\$ 123,259</b>	<b>\$ 429,528</b>	<b>\$ 119,089</b>	<b>\$ 129,718</b>	<b>\$ 137,779</b>
<b>Gross Margin, GAAP</b>	<b>64.5%</b>	<b>55.2%</b>	<b>67.7%</b>	<b>69.0%</b>	<b>64.3%</b>	<b>70.3%</b>	<b>70.5%</b>	<b>68.2%</b>	<b>68.8%</b>	<b>69.4%</b>	<b>68.6%</b>	<b>69.6%</b>	<b>69.9%</b>
+ Amortization of acquired intangible assets	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	-0.5%	0.0%	0.0%	0.0%	0.0%
+ Stock-based compensation	5.5%	13.9%	2.0%	0.3%	5.2%	0.3%	0.4%	1.0%	1.4%	0.8%	1.8%	0.3%	0.2%
+ Purchase accounting adjustments on acquisitions	0.2%	0.0%	0.0%	0.1%	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
<b>Non-GAAP Gross Margin</b>	<b>70.4%</b>	<b>69.3%</b>	<b>69.9%</b>	<b>69.7%</b>	<b>69.8%</b>	<b>70.9%</b>	<b>71.2%</b>	<b>69.3%</b>	<b>69.7%</b>	<b>70.2%</b>	<b>70.4%</b>	<b>69.9%</b>	<b>70.1%</b>
NON-GAAP OPERATING EXPENSES	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
<b>Research &amp; Development, GAAP</b>	\$ 13,260	\$ 14,571	\$ 20,000	\$ 22,284	\$ 70,115	\$ 18,012	\$ 19,105	\$ 20,357	\$ 23,244	\$ 80,718	\$ 17,032	\$ 18,276	\$ 18,679
- Stock-based compensation in R&D	1,317	1,480	6,790	9,154	18,741	4,315	5,614	7,207	9,894	27,030	3,644	4,159	3,307
<b>Non-GAAP R&amp;D</b>	<b>11,943</b>	<b>13,091</b>	<b>13,210</b>	<b>13,130</b>	<b>51,374</b>	<b>13,697</b>	<b>13,491</b>	<b>13,150</b>	<b>13,350</b>	<b>53,688</b>	<b>13,388</b>	<b>14,117</b>	<b>15,372</b>
<b>Sales General &amp; Administrative, GAAP</b>	<b>91,262</b>	<b>87,287</b>	<b>91,411</b>	<b>104,120</b>	<b>374,080</b>	<b>113,727</b>	<b>112,731</b>	<b>109,200</b>	<b>114,541</b>	<b>450,199</b>	<b>127,017</b>	<b>118,507</b>	<b>124,303</b>
- Stock-based compensation in SG&A	9,139	6,488	10,914	10,880	37,421	12,524	10,792	8,816	9,154	41,286	15,631	10,912	12,658
- Other non-recurring expenses	1,349	-	-	-	1,349	-	1,608	-	-	1,608	-	-	-
<b>Non-GAAP SG&amp;A</b>	<b>80,774</b>	<b>80,799</b>	<b>80,497</b>	<b>93,240</b>	<b>335,310</b>	<b>101,203</b>	<b>100,331</b>	<b>100,384</b>	<b>105,387</b>	<b>407,305</b>	<b>111,386</b>	<b>107,595</b>	<b>111,645</b>
<b>Other Operating Expense, GAAP</b>	<b>6,250</b>	<b>12,542</b>	<b>6,995</b>	<b>13,616</b>	<b>39,403</b>	<b>8,953</b>	<b>6,065</b>	<b>6,875</b>	<b>7,621</b>	<b>29,514</b>	<b>16,688</b>	<b>5,403</b>	<b>10,251</b>
- Litigation-related expenses	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799	12,214	1,593	6,520
- Amortization of acquired intangibles assets	2,883	3,705	3,873	3,823	14,284	3,854	3,836	3,848	4,720	16,258	3,653	3,803	3,731
- Transaction-related expenses	-	1,900	278	(65)	2,113	(117)	-	-	327	210	-	-	-
- Restructuring expenses	175	29	129	386	719	788	139	934	1,386	3,247	371	7	-
<b>Non-GAAP Other Operating Expense</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Non-GAAP Operating Expenses</b>	<b>\$ 92,717</b>	<b>\$ 93,890</b>	<b>\$ 93,707</b>	<b>\$ 106,370</b>	<b>\$ 386,684</b>	<b>\$ 114,900</b>	<b>\$ 113,822</b>	<b>\$ 113,534</b>	<b>\$ 118,737</b>	<b>\$ 460,993</b>	<b>\$ 124,774</b>	<b>\$ 121,712</b>	<b>\$ 127,017</b>
<b>Non-GAAP Operating Expenses as a % of Revenue</b>													
Research & development	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%	9.3%	8.7%	7.6%	8.8%	7.9%	7.6%	7.8%
Sales, general & administrative	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%	68.9%	66.6%	59.6%	66.6%	65.8%	58.0%	56.8%
<b>Total Non-GAAP Operating Expenses as a % of Revenue</b>	<b>84.9%</b>	<b>80.3%</b>	<b>79.2%</b>	<b>77.1%</b>	<b>80.2%</b>	<b>83.0%</b>	<b>78.2%</b>	<b>75.3%</b>	<b>67.2%</b>	<b>75.4%</b>	<b>73.8%</b>	<b>65.6%</b>	<b>64.6%</b>



# SUPPLEMENTAL FINANCIAL INFORMATION



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

ADJUSTED EBITDA	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
Net loss, GAAP	\$ (43,529)	\$ (51,377)	\$ (42,654)	\$ (49,078)	\$ (186,638)	\$ (48,495)	\$ (40,680)	\$ (39,616)	\$ (33,332)	\$ (162,123)	\$ (51,907)	\$ (41,144)	\$ (28,578)
Cash interest expense, net	3,014	3,038	3,581	3,367	13,000	4,283	4,754	5,417	5,967	20,421	5,356	5,289	5,312
Noncash interest expense, net	860	854	878	1,049	3,641	1,058	1,061	1,155	1,184	4,458	2,485	7,020	7,566
Loss on debt extinguishment	-	-	-	-	-	-	-	-	-	-	17,576	-	-
Gain on derivative liability	-	-	-	-	-	-	-	-	-	-	(17,400)	16,780	-
Other (expense) income, net	(706)	(2,324)	(47)	(44)	(3,121)	(118)	(156)	(623)	1,922	1,025	(337)	(993)	(307)
Income tax provision (benefit)	14	(50)	(117)	(124)	(277)	(69)	(286)	(36)	441	50	(64)	(37)	74
Depreciation expense	8,589	9,758	10,651	11,918	40,916	13,724	15,735	16,491	16,102	62,052	15,754	15,012	14,889
Amortization expense	3,103	3,925	4,094	4,101	15,223	4,161	4,143	4,156	3,906	16,366	4,153	4,316	4,267
<b>Total EBITDA</b>	<b>(28,655)</b>	<b>(36,176)</b>	<b>(23,614)</b>	<b>(28,811)</b>	<b>(117,256)</b>	<b>(25,456)</b>	<b>(15,429)</b>	<b>(13,056)</b>	<b>(3,810)</b>	<b>(57,751)</b>	<b>(24,384)</b>	<b>6,243</b>	<b>3,223</b>
+ Stock-based compensation	16,462	24,194	20,073	20,515	81,244	17,322	16,960	17,462	21,533	73,277	22,318	15,624	16,379
+ Purchase accounting adjustments on acquisitions	195	-	-	198	393	-	197	-	-	197	-	-	-
+ Litigation-related expenses	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799	12,214	1,593	6,520
+ Transaction-related expenses	-	1,900	278	(65)	2,113	(117)	-	-	327	210	-	-	-
+ Restructuring expenses	175	29	129	386	719	788	139	934	1,386	3,247	371	7	-
+ Other non-recurring expenses	1,349	-	-	-	1,349	-	1,608	-	-	1,608	-	-	-
<b>Total Adjusted EBITDA</b>	<b>\$ (7,282)</b>	<b>\$ (3,145)</b>	<b>\$ (419)</b>	<b>\$ 1,695</b>	<b>\$ (9,151)</b>	<b>\$ (3,035)</b>	<b>\$ 5,565</b>	<b>\$ 7,433</b>	<b>\$ 20,624</b>	<b>\$ 30,587</b>	<b>\$ 10,519</b>	<b>\$ 23,467</b>	<b>\$ 26,122</b>
<i>Adjusted EBITDA as a % of Revenue</i>	<i>-6.7%</i>	<i>-2.7%</i>	<i>-0.4%</i>	<i>1.2%</i>	<i>-1.9%</i>	<i>-2.2%</i>	<i>3.8%</i>	<i>4.9%</i>	<i>11.7%</i>	<i>5.0%</i>	<i>6.2%</i>	<i>12.6%</i>	<i>13.3%</i>
NON-GAAP EARNINGS (LOSS) PER SHARE	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
Net Loss, GAAP	\$ (43,529)	\$ (51,377)	\$ (42,654)	\$ (49,078)	\$ (186,638)	\$ (48,495)	\$ (40,680)	\$ (39,616)	\$ (33,332)	\$ (162,123)	\$ (51,907)	\$ (41,144)	\$ (28,578)
+ Stock-based compensation	16,462	24,194	20,073	20,515	81,244	17,322	16,960	17,462	21,533	73,277	22,318	15,624	16,379
+ Amortization of acquired intangible assets	3,103	3,925	4,094	4,101	15,223	4,161	4,143	4,156	3,906	16,366	3,703	3,867	3,796
+ Restructuring expenses	175	29	129	386	719	788	139	934	1,386	3,247	371	7	-
+ Transaction-related expenses	-	1,900	278	(65)	2,113	(117)	-	-	327	210	-	-	-
+ Litigation-related expenses	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799	12,214	1,593	6,520
+ Loss on Debt extinguishment	-	-	-	-	-	-	-	-	-	-	17,576	-	-
+ Gain on derivative liability	-	-	-	-	-	-	-	-	-	-	(17,400)	16,780	-
+ Noncash interest expense, net	860	854	878	1,049	3,641	1,058	1,061	1,155	1,184	4,458	2,485	7,020	7,566
+ Foreign exchange impact	(209)	265	7	16	79	(119)	(44)	(624)	1,592	805	(311)	(308)	(29)
+ Long-term income tax rate adjustment	5,168	3,522	3,912	3,693	16,295	5,448	4,606	3,800	21	13,875	2,928	(848)	(1,563)
<b>Non-GAAP net income (loss)</b>	<b>\$ (14,778)</b>	<b>\$ (9,780)</b>	<b>\$ (10,568)</b>	<b>\$ (9,911)</b>	<b>\$ (45,037)</b>	<b>\$ (15,526)</b>	<b>\$ (11,725)</b>	<b>\$ (10,640)</b>	<b>\$ (2,195)</b>	<b>\$ (40,086)</b>	<b>\$ (8,023)</b>	<b>\$ 2,591</b>	<b>\$ 4,091</b>
Non-GAAP net income (loss) per share	\$ (0.13)	\$ (0.08)	\$ (0.09)	\$ (0.07)	\$ (0.37)	\$ (0.11)	\$ (0.08)	\$ (0.07)	\$ (0.02)	\$ (0.28)	\$ (0.05)	\$ 0.02	\$ 0.03
Weighted avg shares outstanding, basic and diluted	109,751	118,719	122,468	133,750	121,242	140,980	142,687	143,492	144,583	142,946	146,732	149,907	151,401

# SUPPLEMENTAL FINANCIAL INFORMATION



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

	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
Revenue from products and services	\$ 109,110	\$ 116,920	\$ 118,262	\$ 137,970	\$ 482,262	\$ 138,477	\$ 145,573	\$ 150,719	\$ 176,793	\$ 611,562	\$ 169,180	\$ 185,544	\$ 196,503
Non-GAAP cost of sales	32,264	35,933	35,625	41,823	145,645	40,336	41,921	46,243	53,534	182,034	50,091	55,826	58,724
<b>Non-GAAP gross profit</b>	<b>\$ 76,846</b>	<b>\$ 80,987</b>	<b>\$ 82,637</b>	<b>\$ 96,147</b>	<b>\$ 336,617</b>	<b>\$ 98,141</b>	<b>\$ 103,652</b>	<b>\$ 104,476</b>	<b>\$ 123,259</b>	<b>\$ 429,528</b>	<b>\$ 119,089</b>	<b>\$ 129,718</b>	<b>\$ 137,779</b>
<i>Non-GAAP Gross Margin</i>	70.4%	69.3%	69.9%	69.7%	69.8%	70.9%	71.2%	69.3%	69.7%	70.2%	70.4%	69.9%	70.1%
<b>Non-GAAP Operating expenses:</b>													
Non-GAAP research & development	11,943	13,091	13,210	13,130	51,374	13,697	13,491	13,150	13,350	53,688	13,388	14,117	15,372
Non-GAAP sales, general & administrative	80,774	80,799	80,497	93,240	335,310	101,203	100,331	100,384	105,387	407,305	111,386	107,595	111,645
<b>Total non-GAAP operating expenses</b>	<b>\$ 92,717</b>	<b>\$ 93,890</b>	<b>\$ 93,707</b>	<b>\$ 106,370</b>	<b>\$ 386,684</b>	<b>\$ 114,900</b>	<b>\$ 113,822</b>	<b>\$ 113,534</b>	<b>\$ 118,737</b>	<b>\$ 460,993</b>	<b>\$ 124,774</b>	<b>\$ 121,712</b>	<b>\$ 127,017</b>
<i>Non-GAAP R&amp;D as % of revenue</i>	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%	9.3%	8.7%	7.6%	8.8%	7.9%	7.6%	7.8%
<i>Non-GAAP SG&amp;A as % of revenue</i>	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%	68.9%	66.6%	59.6%	66.6%	65.8%	58.0%	56.8%
<i>Total Non-GAAP OPEX as % of revenue</i>	84.9%	80.3%	79.2%	77.1%	80.2%	83.0%	78.2%	75.3%	67.2%	75.4%	73.8%	65.6%	64.6%
<b>Non-GAAP operating loss</b>	<b>(15,871)</b>	<b>(12,903)</b>	<b>(11,070)</b>	<b>(10,223)</b>	<b>(50,067)</b>	<b>(16,759)</b>	<b>(10,170)</b>	<b>(9,058)</b>	<b>4,522</b>	<b>(31,465)</b>	<b>(5,685)</b>	<b>8,006</b>	<b>10,762</b>
<i>Op loss as % of revenue</i>	-14.5%	-11.0%	-9.4%	-7.4%	-10.4%	-12.1%	-7.0%	-6.0%	2.6%	-5.1%	-3.4%	4.3%	5.5%
Less: Other amortization expense	-	-	-	-	-	-	-	-	-	-	450	449	471
Less: Depreciation expense	8,589	9,758	10,651	11,918	40,916	13,724	15,735	16,491	16,102	62,052	15,754	15,012	14,889
<b>Adjusted EBITDA</b>	<b>\$ (7,282)</b>	<b>\$ (3,145)</b>	<b>\$ (419)</b>	<b>\$ 1,695</b>	<b>\$ (9,151)</b>	<b>\$ (3,035)</b>	<b>\$ 5,565</b>	<b>\$ 7,433</b>	<b>\$ 20,624</b>	<b>\$ 30,587</b>	<b>\$ 10,519</b>	<b>\$ 23,467</b>	<b>\$ 26,122</b>
<i>Adj EBITDA as % of revenue</i>	-6.7%	-2.7%	-0.4%	1.2%	-1.9%	-2.2%	3.8%	4.9%	11.7%	5.0%	6.2%	12.6%	13.3%
<i>Adj EBITDA drop through %</i>	14.2%	22.9%	30.5%	22.8%	22.0%	14.5%	30.4%	24.2%	48.8%	30.7%	44.1%	44.8%	40.8%

# SUPPLEMENTAL FINANCIAL INFORMATION



	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
<b>Revenues:</b>													
Products and services - Surgical	94,040	102,306	103,823	122,594	422,763	122,617	130,028	135,343	156,468	544,456	152,084	168,217	176,676
Products and services - EOS	15,070	14,614	14,439	15,376	59,499	15,860	15,545	15,376	20,325	67,106	17,096	17,327	19,827
<b>Total revenue from products and services</b>	<b>\$ 109,110</b>	<b>\$ 116,920</b>	<b>\$ 118,262</b>	<b>\$ 137,970</b>	<b>\$ 482,262</b>	<b>\$ 138,477</b>	<b>\$ 145,573</b>	<b>\$ 150,719</b>	<b>\$ 176,793</b>	<b>\$ 611,562</b>	<b>\$ 169,180</b>	<b>\$ 185,544</b>	<b>\$ 196,503</b>
<b>Constant currency adjustments:</b>													
Products and services - Surgical	17	(6)	4	42	57	67	18	(13)	(72)	-	180	80	319
Products and services - EOS	363	15	(319)	(266)	(207)	(88)	42	27	(146)	(165)	405	(167)	(458)
Revenue from products and services	380	9	(315)	(224)	(150)	(21)	60	14	(218)	(165)	585	(87)	(139)
<b>TOTAL ADJUSTMENTS</b>	<b>380</b>	<b>9</b>	<b>(315)</b>	<b>(224)</b>	<b>(150)</b>	<b>(21)</b>	<b>60</b>	<b>14</b>	<b>(218)</b>	<b>(165)</b>	<b>585</b>	<b>(87)</b>	<b>(139)</b>
<b>Revenues at constant currency:</b>													
Products and services - Surgical	94,057	102,300	103,827	122,636	422,820	122,684	130,046	135,330	156,396	544,456	152,264	168,297	176,995
Products and services - EOS	15,433	14,629	14,120	15,110	59,292	15,772	15,586	15,403	20,179	66,940	17,501	17,160	19,369
<b>Total Revenue at Constant Currency</b>	<b>\$ 109,490</b>	<b>\$ 116,929</b>	<b>\$ 117,947</b>	<b>\$ 137,746</b>	<b>\$ 482,112</b>	<b>\$ 138,456</b>	<b>\$ 145,632</b>	<b>\$ 150,733</b>	<b>\$ 176,575</b>	<b>\$ 611,396</b>	<b>\$ 169,765</b>	<b>\$ 185,457</b>	<b>\$ 196,364</b>
YOY GROWTH %	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	Q125	Q225	Q325
Products and services - Surgical	55.1%	41.4%	31.9%	34.2%	39.5%	30.4%	27.1%	30.4%	27.6%	28.8%	24.0%	29.4%	30.5%
Products and services - EOS	46.8%	23.8%	29.9%	5.2%	24.4%	5.2%	6.4%	6.5%	32.2%	12.8%	7.8%	11.5%	28.9%
<b>Total revenue from products and services</b>	<b>53.8%</b>	<b>38.9%</b>	<b>31.6%</b>	<b>30.2%</b>	<b>37.4%</b>	<b>26.9%</b>	<b>24.5%</b>	<b>27.4%</b>	<b>28.1%</b>	<b>26.8%</b>	<b>22.2%</b>	<b>27.5%</b>	<b>30.4%</b>
<b>YOY growth % at constant currency:</b>													
Products and services - Surgical	55.1%	41.4%	31.9%	34.3%	39.5%	30.4%	27.1%	30.3%	27.5%	28.7%	24.1%	29.4%	30.8%
Products and services - EOS	46.1%	17.7%	19.1%	-3.4%	17.5%	2.2%	6.5%	9.1%	33.5%	12.8%	11.0%	10.1%	25.7%
<b>Total Revenue Growth % at Constant Currency</b>	<b>53.7%</b>	<b>37.9%</b>	<b>30.2%</b>	<b>28.8%</b>	<b>36.4%</b>	<b>26.5%</b>	<b>24.5%</b>	<b>27.8%</b>	<b>28.2%</b>	<b>26.8%</b>	<b>22.6%</b>	<b>27.3%</b>	<b>30.3%</b>