Insulet Corporation

Q2'24 Earnings

August 8, 2024



Forward Looking Statement

This presentation contains forward-looking statements regarding, among other things, future operating and financial performance, product success and efficacy, the outcome of studies and trials and the approval of products by regulatory bodies. These forward-looking statements are based on management's current beliefs, assumptions and estimates and are not intended to be a guarantee of future events or performance. If management's underlying assumptions turn out to be incorrect, or if certain risks or uncertainties materialize, actual results could vary materially from the expectations and projections expressed or implied by the forward-looking statements.

Risks and uncertainties include, but are not limited to our dependence on a principal product platform; the impact of competitive products, technological change and product innovation; our ability to maintain an effective sales force and expand our distribution network; our ability to maintain and grow our customer base; our ability to scale the business to support revenue growth; our ability to secure and retain adequate coverage or reimbursement from third-party payors; the impact of healthcare reform laws; our ability to design, develop, manufacture and commercialize future products; unfavorable results of clinical studies, including issues with third parties conducting any studies, or future publication of articles or announcement of positions by diabetes associations or other organizations that are unfavorable; our ability to protect intellectual property and other proprietary rights; potential conflicts with the intellectual property of third parties; our inability to maintain or enter into new license or other agreements with respect to continuous glucose monitors, data management systems or other rights necessary to sell our current product and/or commercialize future products; worldwide macroeconomic and geopolitical uncertainty as well as risks associated with public health crises and pandemics, including government actions and restrictive measures implemented in response, supply chain disruptions, delays in clinical trials, and other impacts to the business, our customers, suppliers, and employees; international business risks, including regulatory, commercial and logistics risks; the potential violation of anti-bribery/anti-corruption laws; the concentration of manufacturing operations and storage of inventory in a limited number of locations; supply problems or price fluctuations with sole source or third-party suppliers on which we are dependent; failure to retain key suppliers or other manufacturing issues; challenges to the future development of our non-insulin drug delivery product line; failure of our contract manufacturer or component suppliers to comply with the U.S. Food and Drug Administration's quality system regulations; extensive government regulation applicable to medical devices as well as complex and evolving privacy and data protection laws; adverse regulatory or legal actions relating to current or future Omnipod products; potential adverse impacts resulting from a recall, discovery of serious safety issues, or product liability lawsuits relating to off-label use; breaches or failures of our product or information technology systems, including by cyberattack; loss of employees or inability to identify and recruit new employees; risks associated with potential future acquisitions or investments in new businesses; ability to generate sufficient cash to service our indebtedness or raise additional funds on acceptable terms or at all; the volatility of the trading price of our common stock; risks related to the conversion of outstanding Convertible Senior Notes; and potential limitations on our ability to use our net operating loss carryforwards.

For a further list and description of these and other important risks and uncertainties that may affect our future operations, see Part I, Item 1A - Risk Factors in our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission, which we may update in Part II, Item 1A - Risk Factors in Quarterly Reports on Form 10-Q we have filed or will file hereafter. Any forward-looking statement made in this presentation speaks only as of the date of this presentation. Insulet does not undertake to update any forward-looking statement, other than as required by law.

© 2024 Insulet Corporation. Omnipod, the Omnipod logo, Omnipod DASH, and Podder are trademarks or registered trademarks of Insulet Corporation. All rights reserved. All other trademarks are the property of their respective owners. The use of third-party trademarks does not constitute an endorsement or imply a relationship or other affiliation. Dexcom, Dexcom G6 and G7 are registered trademarks of Dexcom, Inc. and used with permission. The sensor housing, FreeStyle, Libre, and related brand marks are marks of Abbott and used with permission.

Insulet

Non-GAAP Financial Measures

The Company uses the following non-GAAP financial measures:

- Constant currency revenue growth, which represents the change in revenue between current and prior year periods using the exchange rate in effect during the applicable prior year period. Insulet presents constant currency revenue growth because management believes it provides meaningful information regarding the Company's results on a consistent and comparable basis. Management uses this non-GAAP financial measure, in addition to financial measures in accordance with generally accepted accounting principles in the United States (GAAP), to evaluate the Company's operating results. It is also one of the performance metrics that determines management incentive compensation.

- Adjusted gross margin, adjusted gross margin as a percentage of revenue, adjusted operating income, and adjusted operating income as a percentage of revenue, exclude the impact of certain significant transactions or events, such as legal settlements and medical device corrections, that affect the period-to-period comparability of our operating performance, as applicable.

Insulet presents the above non-GAAP financial measures because management uses them as supplemental measures in assessing the Company's performance, and the Company believes they are helpful to investors, and other interested parties as measures of comparative operating performance from period to period. They also are commonly used measures in determining business value and the Company uses them internally to report results.

These non-GAAP financial measures should be considered supplemental to, and not a substitute for, the Company's reported financial results prepared in accordance with GAAP. Furthermore, the Company's definition of these non-GAAP measures may differ from similarly titled measures used by others. Because non-GAAP financial measures exclude the effect of items that will increase or decrease the Company's reported results of operations, Insulet strongly encourages investors to review the Company's consolidated financial statements and publicly filed reports in their entirety. See appendix for a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure.

Insulet Abbreviations and Acronyms

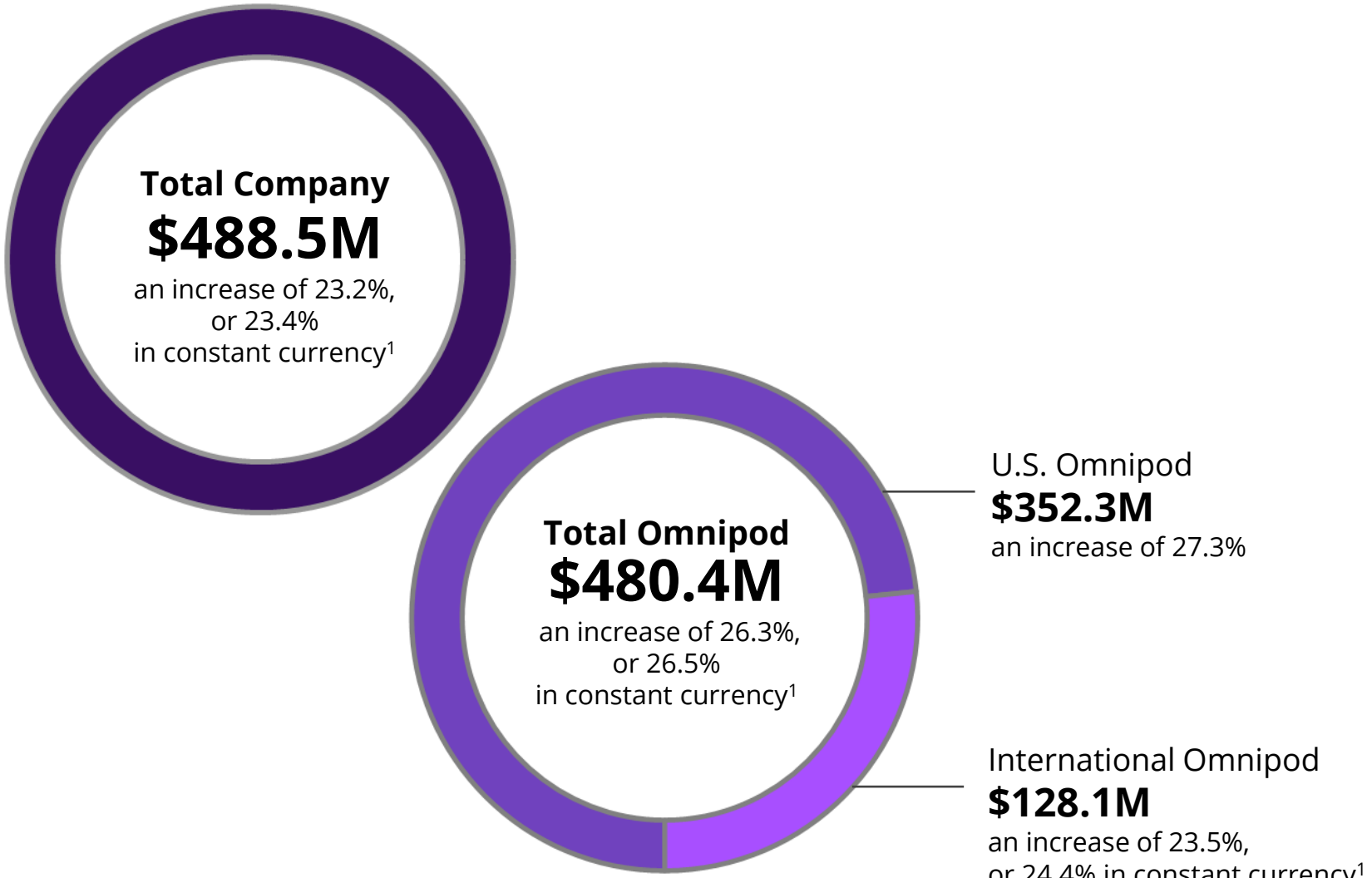
Business specific

ADA	American Diabetes Association	**MDI**	Multiple Daily Injections
AID	Automated Insulin Delivery	**NCS**	New Customer Starts
Bps	Basis Points	**QOL**	Quality of Life
CGM	Continuous Glucose Monitoring	**T2D**	Type 2 Diabetes
FMR	Full Market Release	**YoY**	Year-over-Year
LMR	Limited Market Release		

Insulet

Financial Highlights

Q2'24[1]
Revenue Performance



Q2'24
Other Financial Highlights

Gross Margin of 67.7%

- Up 90 bps compared to prior year
- Includes a charge of $13.5 million relating to certain inventory components which we expect will not be utilized; negatively impacted gross margin by 280 bps

Operating Margin of 11.2%

- Up 340 bps compared to prior year
- Includes the $13.5 million charge noted above

Insulet

1. Growth rates are on a YoY basis. See description of non-GAAP financial measures contained in this presentation. Refer to non-GAAP reconciliation in appendix for additional information.

Recent Strategic Highlights - Q2'24



U.S.

- Launched FMR of Omnipod 5 integrated with Dexcom's G7 sensor
- Launched LMR of the Omnipod 5 App for iPhone



International

- International full market releases of Omnipod 5 integrated with:
  - Dexcom’s G6 sensor in the Netherlands and France (also available in the U.K. and Germany)
  - Abbott’s FreeStyle Libre 2 Plus sensor in the U.K. and Netherlands; first to provide Sensor of Choice
- Began producing sellable product in our new manufacturing facility in Malaysia



Clinical & Other

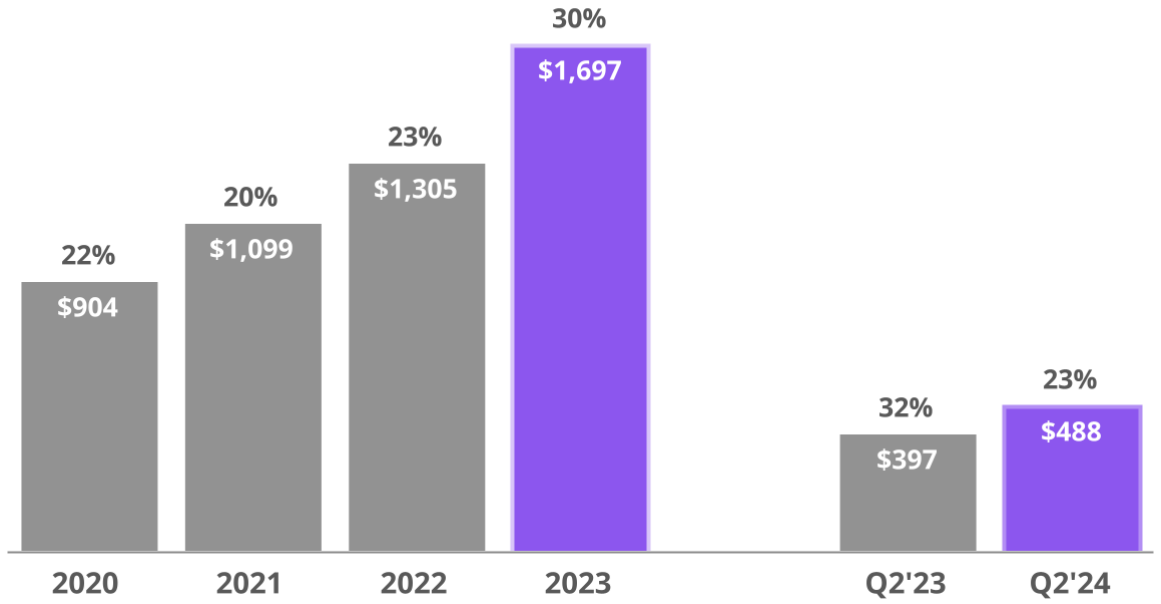
- Presented at ADA data from our SECURE-T2D pivotal trial demonstrating Omnipod 5 improves clinical outcomes and QOL in people with T2D[1]
- Submitted 510(k) to the FDA for Omnipod 5 T2D label expansion[1]

Insulet

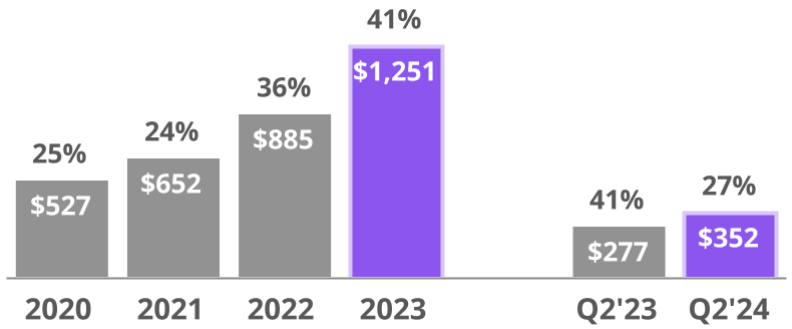
1. The Omnipod 5 Automated Insulin Delivery System is not indicated for use for people with type 2 diabetes. CAUTION: Investigational device. Limited by Federal law to investigational use.

Revenue Performance - Q2'24

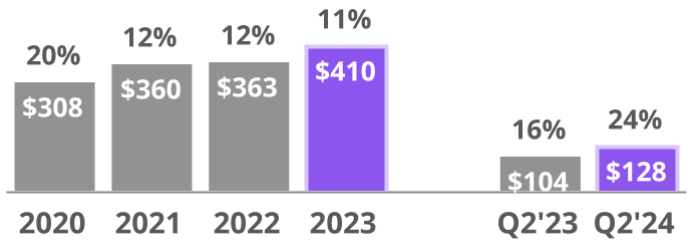
Total Revenue and Growth Rates[1]



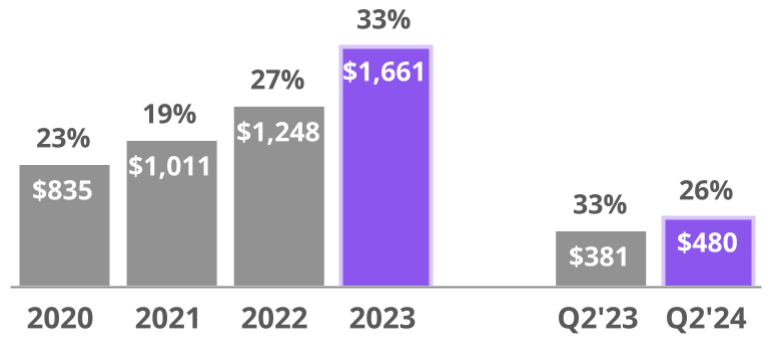
U.S. Omnipod Revenue and Growth Rates[1]



Int'l Omnipod Revenue and Growth Rates[1]



Total Omnipod Revenue and Growth Rates[1]



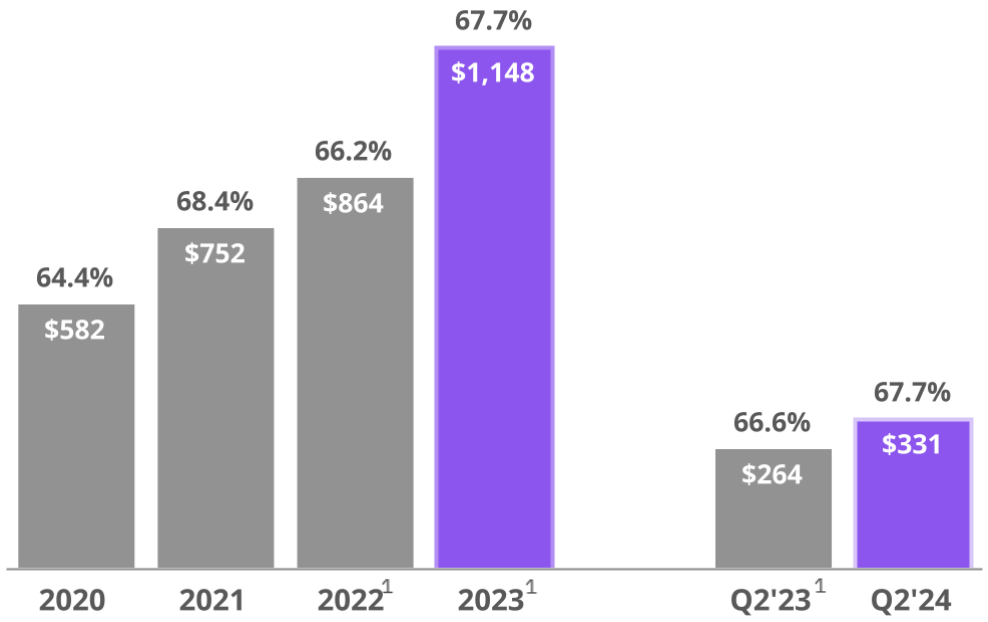
Insulet

1. Growth rates are on a YoY basis and are in constant currency, $s in millions. See description of non-GAAP financial measures contained in this presentation and non-GAAP reconciliation in appendix.

Margin Performance - Q2'24

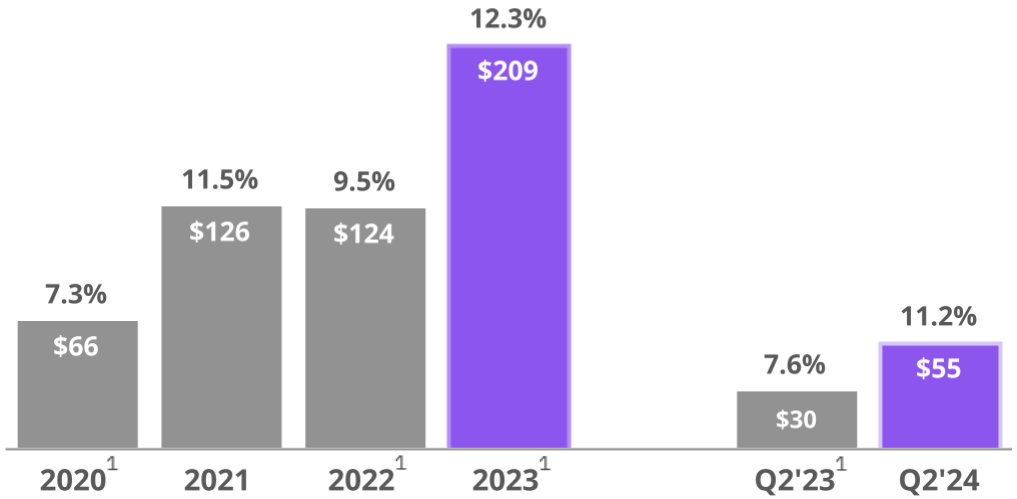
Gross Profit & Margin (adjusted)[1]

$s in Millions



Operating Income & Margin (adjusted)[1]

$s in Millions



Insulet

1. For the periods indicated, gross profit and operating income are adjusted to exclude certain items. Refer to non-GAAP reconciliations in appendix for additional information.

Key Commercial Metrics – Q2'24

~85%

of U.S. NCS were MDI

~25%

of U.S. NCS were type 2

Majority

of international NCS were Omnipod 5

Vast Majority

of U.S. volume through pharmacy

Insulet

Note: Some commercial metrics are directional estimates derived from various internal and external data sources.

Product Development Status - Q2'24

Legend

U.S.

International

	Commercial Strategy	Regulatory	Product Development
Classic Omnipod			
Omnipod DASH			
Omnipod 5 w/ Dexcom G6	*U.S. FMR August 2022* *U.K. FMR in June 2023* *Germany FMR in August 2023* ***Netherlands FMR in June 2024*** ***France FMR in June 2024***	*CE Mark September 2022* ***Australia TGA approval in July 2024***	
Omnipod 5 w/ G6 App for iPhone	***U.S. LMR in June 2024***		
Omnipod 5 w/ Dexcom G7	***U.S. FMR in June 2024***		
Omnipod 5 w/ Libre 2+	***U.K. FMR in June 2024*** ***Netherlands FMR in June 2024***	*CE Mark approval February 2024*	
w/ Libre 3			

Innovation Pipeline



Data products

Next-generation algorithms

Next-generation hardware

Artificial intelligence / machine learning-based data products

Insulet

Guidance Highlights - 2024

Revenue Guidance[1,2]

Q3'24 Revenue	FY 2024 Revenue **Raise**
18% to 21%	**16% to 19%** Previously 14% to 18%
21% to 24% **U.S. Omnipod**	**18% to 21%** **U.S. Omnipod** (Previously 17% to 21%)
21% to 24% **International Omnipod**	**18% to 21%** **International Omnipod** (Previously 12% to 15%)
21% to 24% **Total Omnipod**	**18% to 21%** **Total Omnipod** (Previously 15% to 19%)

Margin Guidance

FY 2024 Gross Margin **Raise**	FY 2024 Operating Margin **Raise**
68% to 69% Closer to high-end Previously closer to mid-point	**~14%** Previously ~13.5%

Assumptions & Drivers

- Expect NCS and revenue ramp in 2H'24 driven by **cascade of innovations**
- **NCS update**
  - **Global NCS YoY growth** for FY'24
  - International NCS YoY growth for FY'24
  - US NCS YoY growth in 2H'24
- Continued **strong Omnipod 5 adoption globally**
- **Market-leading** NCS from MDI
- Strong growth in both the **type 1 and type 2** diabetes markets
- **Increased commitment to margin expansion**

1. Growth rates are on a YoY basis and Q3'24 International Omnipod is in constant currency. See description of non-GAAP financial measures contained in this presentation and non-GAAP reconciliation in appendix.
2. See additional guidance metrics in non-GAAP reconciliation - revenue guidance in appendix for additional information.

Insulet

Appendix

Insulet

Non-GAAP Reconciliation - Revenue Guidance

	Q3 2024								
	Revenue Growth GAAP			Currency Impact	Constant Currency				
U.S. Omnipod	21%	to	24%	—%	21%	to	24%		
International Omnipod	20%	to	23%	(1)%	21%	to	24%		
Total Omnipod	**21%**	**to**	**24%**	**—%**	**21%**	**to**	**24%**		
Drug Delivery	(70)%	to	(65)%	—%	(70)%	to	(65)%		
Total Revenue	**18%**	**to**	**21%**	**—%**	**18%**	**to**	**21%**		

Insulet

Note: Growth rates are on a YoY basis. See description of non-GAAP financial measures contained in this presentation.

Reconciliation of Historical Non-GAAP Measures

	FY 2023	% of Revenue	FY 2022	% of Revenue	FY 2021	% of Revenue	FY 2020	% of Revenue	Q2'2024	% of Revenue	Q2'2023	% of Revenue
Total Revenue												
GAAP Growth Rate	30.0%		18.8%		21.5%		22.5%		23.2%		32.4%	
Less: Currency Impact	0.4%		(3.7) %		1.8%		0.6%		(0.2) %		0.2%	
Constant Currency	**29.6%**		**22.5%**		**19.7%**		**21.9%**		**23.4%**		**32.2%**	
Total Omnipod Revenue												
GAAP Growth Rate	33.1%		23.4%		21.1%		24.0%		26.3%		33.2%	
Less: Currency Impact	0.4%		(4.0) %		1.9%		0.7%		(0.2) %		0.2%	
Constant Currency	**32.7%**		**27.4%**		**19.2%**		**23.3%**		**26.5%**		**33.0%**	
International Omnipod Revenue												
GAAP Growth Rate	13.0%		0.9%		16.9%		21.7%		23.5%		16.0%	
Less: Currency Impact	1.6%		(11.2) %		5.3%		1.8%		(0.9) %		0.5%	
Constant Currency	**11.4%**		**12.1%**		**11.6%**		**19.9%**		**24.4%**		**15.5%**	
Gross Profit	$ 1,159.9	68.3%	$ 805.6	61.7%	$ 752.1	68.4%	$ 582.3	64.4%	$ 330.9	67.7%	$ 264.9	66.8%
Voluntary MDCs[1]	(11.5)		57.9		—		—		—		(0.8)	
Adjusted Gross Profit	**$ 1,148.4**	**67.7%**	**$ 863.5**	**66.2%**	**$ 752.1**	**68.4%**	**$ 582.3**	**64.4%**	**$ 330.9**	**67.7%**	**$ 264.1**	**66.6%**
Operating Income	$ 220.0	13.0%	$ 37.6	2.9%	$ 126.0	11.5%	$ 51.5	5.7%	$ 54.6	11.2%	$ 31.1	7.8%
Voluntary MDCs[1]	(11.5)		57.9		—		—		—		(0.8)	
Legal Costs[2]	—		25.2		—		—		—		—	
CEO Transition Costs[3]	—		3.4		—		—		—		—	
Cumulative Amortization[4]	—		—		—		14.6		—		—	
Adjusted Operating Income	**$ 208.5**	**12.3%**	**$ 124.1**	**9.5%**	**$ 126.0**	**11.5%**	**$ 66.1**	**7.3%**	**$ 54.6**	**11.2%**	**$ 30.3**	**7.6%**

1. Represents estimated cost (income) associated with the voluntary medical device correction (MDC) notices, which are included in cost of revenue.
2. Includes a $20.0 million charge to settle patent infringement litigation, associated legal fees, and a charge to settle a contract dispute.
3. Represents costs associated with the retirement and advisory services of the former CEO, including $2.3 million of accelerated stock-based compensation expense.
4. Represents cumulative amortization expense related to the resolution of a purchase price contingency with a former European distributor.

Insulet