

**dexcom**

# Dexcom earnings

Q2 2023



# Safe Harbor Statement

This presentation contains “forward” looking statements that are based on our management’s beliefs and assumptions and on information currently available to management. 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, financial position, future revenues, gross margin, operating margin, projected costs, competitive position, industry environment, potential growth opportunities, potential market opportunities, plans and objectives of management and the effects of competition on our business. 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.

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 period ended December 31, 2022, as filed with the Securities and Exchange Commission on February 9, 2023, our most recent quarterly report on Form 10-Q for the period ended June 30, 2023, as filed with the Securities and Exchange Commission on July 27, 2023, and our other reports, each as filed with the Securities and Exchange Commission. 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 accompanying presentation dated July 27, 2023 contains non-GAAP financial measures. The appendix reconciles the non-GAAP financial measures in that presentation to the most directly comparable financial measures prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measures include non-GAAP gross profit margin, non-GAAP operating income (loss), non-GAAP net income (loss), and non-GAAP net income (loss) per share as well as adjusted EBITDA. We have not reconciled our total revenue, Non-GAAP Gross Profit Margin, Non-GAAP Operating Margin and Adjusted EBITDA Margin estimates for fiscal year 2023 because certain items that impact these figures are uncertain or out of our control and cannot be reasonably predicted. Accordingly, a reconciliation of total revenue, Non-GAAP Gross Profit Margin, Non-GAAP Operating Margin and Adjusted EBITDA Margin is not available without unreasonable effort.

We report non-GAAP financial measures in addition to, and not as a substitute for, or 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.



# Second quarter 2023



Strong growth with  
\$871 million in revenue

26% organic revenue growth<sup>1</sup>  
(21% US; 40% OUS<sup>2</sup>)

Highest year-over-year absolute dollar  
growth in company history



Key Financial  
Highlights

Generated **over 450 basis points**  
of operating expense leverage  
compared to Q2'22

Delivered **100% growth** in non-GAAP  
EPS compared to Q2'22



Strategic  
Highlights

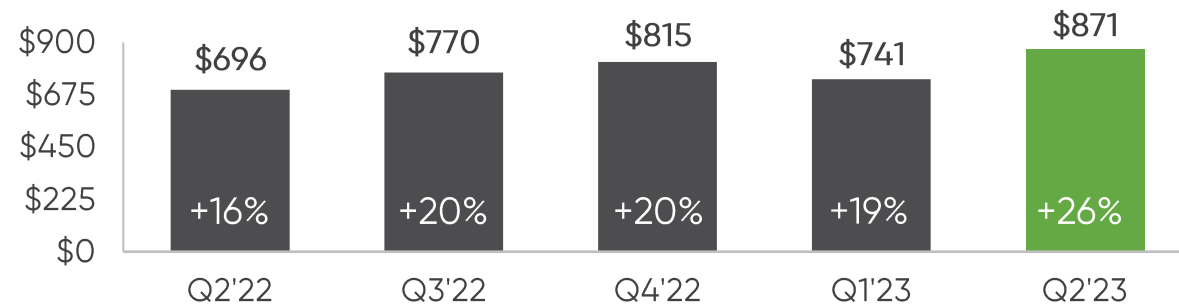
Initiated **commercial production** at  
Malaysia manufacturing facility  
Provided several key strategic updates  
at company's **2023 Investor Day**

1. Growth was 25% on a reported basis. Organic revenue excludes non-CGM revenue acquired in the trailing twelve months, as well as the impact of foreign exchange.  
2. Growth was 38% on a reported basis. Organic revenue excludes non-CGM revenue acquired in the trailing twelve months, as well as the impact of foreign exchange.

# Second quarter performance

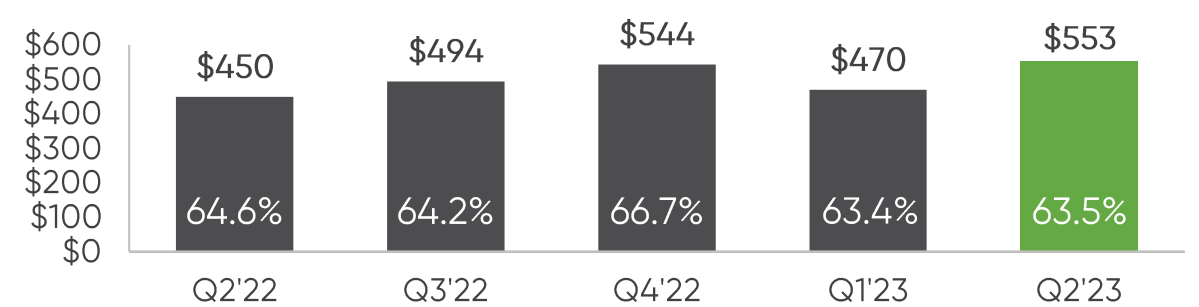
## Total Revenue & Organic Growth Rate<sup>1</sup>

(\$MM)

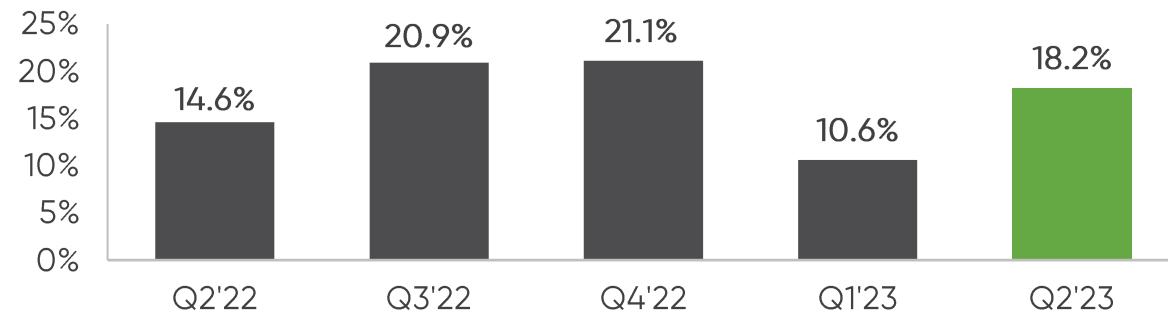


## Non-GAAP Gross Profit and % Margin\*

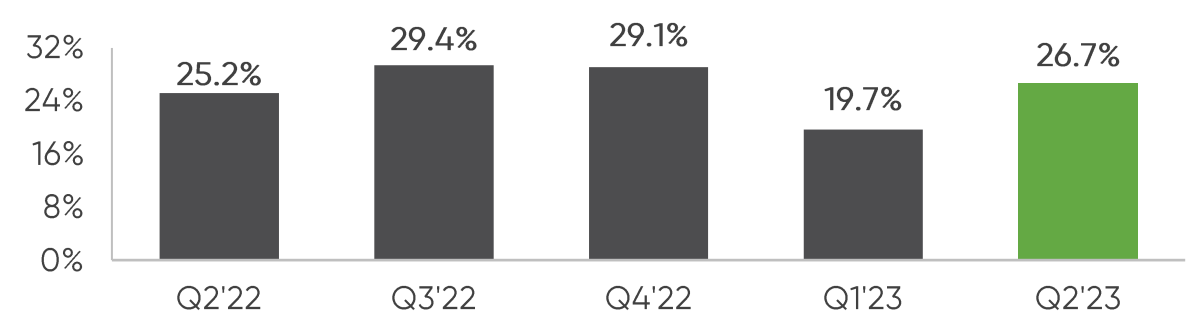
(\$MM)



## Non-GAAP Operating Margin\*



## Adjusted EBITDA Margin\*



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

\*See appendix for reconciliations to GAAP metrics. Adjusted EBITDA defined as EBITDA adjusted to exclude non-recurring charges and stock-based compensation.

# 2023 Guidance as of July 27, 2023

## 2023 Annual Revenue and Profitability Guidance

	Revenue	Non-GAAP Gross Profit Margin*	Non-GAAP Operating Margin*	Adjusted EBITDA Margin*
Previous	USD 3.400–3.515 billion	62–63%	~16.5%	~26%
Updated	USD 3.500–3.550 billion	~63%	~17%	~26.5%

### Key Considerations

- Global rollout of G7
- Expansion of Dexcom ONE into new geographies
- Building momentum in type 2 basal
- Strong year-over-year operating expense leverage

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

**dexcom**

# Appendix

Revenue Data and GAAP Reconciliations



# DexCom, Inc.

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

<i>(In millions)</i>	Three Months Ended June 30,	
	2023	2022
<b>GAAP gross profit</b>	\$ 546.4	\$ 449.5
Amortization of intangible assets <sup>(1)</sup>	7.1	—
<b>Non-GAAP gross profit</b>	<u>\$ 553.5</u>	<u>\$ 449.5</u>
<b>GAAP operating income</b>	\$ 128.1	\$ 77.0
Amortization of intangible assets <sup>(1)</sup>	8.8	1.9
Business transition and related costs <sup>(2)</sup>	0.7	13.8
Intellectual property litigation costs <sup>(3)</sup>	20.8	9.2
<b>Non-GAAP operating income</b>	<u>\$ 158.4</u>	<u>\$ 101.9</u>
<b>GAAP net income</b>	\$ 115.9	\$ 50.9
Business transition and related costs <sup>(2)</sup>	0.6	13.8
Depreciation and amortization	43.7	43.6
Intellectual property litigation costs <sup>(3)</sup>	20.8	9.2
Share-based compensation	39.7	32.6
Interest expense and interest income	(31.5)	1.0
Income tax expense	43.4	24.4
<b>Adjusted EBITDA</b>	<u>\$ 232.6</u>	<u>\$ 175.5</u>

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

<sup>(2)</sup> For the three months ended June 30, 2023, business transition and related costs are primarily related to rent for vacated office space in San Diego, California. For the three months ended June 30, 2022, business transition and related costs are primarily related to consulting and expenses related to vacating a portion of the San Diego office space, including accelerated depreciation of tenant improvements.

<sup>(3)</sup> Represents costs related to a patent infringement lawsuit.

<sup>(4)</sup> For the three months ended June 30, 2023 and June 30, 2022, tax adjustments are primarily related to the tax effect of non-GAAP adjustments.

<sup>(5)</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>(6)</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>(7)</sup> The sum of the non-GAAP per share components may not equal the totals due to rounding.

<sup>(8)</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.

<i>(In millions, except per share data)</i>	Three Months Ended June 30,	
	2023	2022
<b>GAAP net income</b>	\$ 115.9	\$ 50.9
Amortization of intangible assets <sup>(1)</sup>	8.8	1.9
Business transition and related costs <sup>(2)</sup>	0.7	13.8
Intellectual property litigation costs <sup>(3)</sup>	20.8	9.2
Adjustments related to taxes <sup>(4)</sup>	(6.8)	(6.3)
<b>Non-GAAP net income</b>	<u>\$ 139.4</u>	<u>\$ 69.5</u>
<b>GAAP net income</b>	\$ 115.9	\$ 50.9
Interest expense on senior convertible notes, net of tax	3.8	1.6
<b>GAAP net income used for diluted EPS, if-converted <sup>(5)</sup></b>	<u>\$ 119.7</u>	<u>\$ 52.5</u>
<b>Non-GAAP net income</b>	\$ 139.4	\$ 69.5
Interest expense on senior convertible notes, net of tax	1.2	1.2
<b>Non-GAAP net income used for diluted EPS, if-converted <sup>(5)</sup></b>	<u>\$ 140.6</u>	<u>\$ 70.7</u>
<b>GAAP diluted net income per share <sup>(5)</sup></b>	\$ 0.28	\$ 0.12
Amortization of intangible assets <sup>(1)</sup>	0.02	—
Business transition and related costs <sup>(2)</sup>	—	0.03
Intellectual property litigation costs <sup>(3)</sup>	0.05	0.02
Adjustments related to taxes <sup>(4)</sup>	(0.02)	(0.02)
Impact of adjustment to GAAP diluted shares <sup>(6)</sup>	0.01	—
<b>Non-GAAP diluted net income per share <sup>(5) (7)</sup></b>	<u>\$ 0.34</u>	<u>\$ 0.17</u>
GAAP diluted weighted-average shares outstanding	431.5	421.4
Non-GAAP diluted weighted-average shares outstanding	407.8	410.5

### Reconciliation of non-GAAP diluted weighted-average shares outstanding:

GAAP diluted weighted-average shares outstanding	431.5	421.4
Adjustment for dilutive impact of senior convertible notes due 2023 <sup>(8)</sup>	(18.9)	(18.9)
Adjustment for dilutive impact of senior convertible notes due 2025 <sup>(8)</sup>	—	8.0
Adjustment for dilutive impact of senior convertible notes due 2028 <sup>(8)</sup>	(4.8)	—
Non-GAAP diluted weighted-average shares outstanding	<u>407.8</u>	<u>410.5</u>

# DexCom, Inc.

Trended Unaudited Quarterly and Annual Revenue Related Metrics by Component  
Total Company 2021 - 2023

	<u>Q1'21</u>	<u>Q2'21</u>	<u>Q3'21</u>	<u>Q4'21</u>	<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>YTD' 21</u>	<u>YTD' 22</u>	<u>YTD' 23</u>
<b><i>Revenue Metrics By Component</i></b>													
<b>Sensor &amp; Other Revenue (millions) <sup>(1) (2)</sup></b>	<b>\$ 424.3</b>	<b>\$ 494.5</b>	<b>\$ 547.9</b>	<b>\$ 598.6</b>	<b>\$ 543.2</b>	<b>\$ 597.7</b>	<b>\$ 666.6</b>	<b>\$ 714.8</b>	<b>\$ 651.9</b>	<b>\$ 778.0</b>	<b>\$ 918.8</b>	<b>\$1,140.9</b>	<b>\$1,429.9</b>
Year over year growth	31%	36%	35%	29%	28%	21%	22%	19%	20%	30%	33%	24%	25%
Quarter over quarter growth (decline)	(9%)	17%	11%	9%	(9%)	10%	12%	7%	(9%)	19%	84%	86%	89%
% of Total revenue	84%	83%	84%	86%	86%	86%	87%	88%	88%	89%	84%	86%	89%
<b>Hardware Revenue (millions) <sup>(1) (3)</sup></b>	<b>\$ 80.7</b>	<b>\$ 100.6</b>	<b>\$ 102.3</b>	<b>\$ 99.6</b>	<b>\$ 85.6</b>	<b>\$ 98.5</b>	<b>\$ 103.0</b>	<b>\$ 100.4</b>	<b>\$ 89.6</b>	<b>\$ 93.3</b>	<b>\$ 181.3</b>	<b>\$ 184.1</b>	<b>\$ 182.9</b>
Year over year growth	1%	15%	8%	(4%)	6%	(2%)	1%	1%	5%	(5%)	8%	2%	(1%)
Quarter over quarter growth (decline)	(22%)	25%	2%	(3%)	(14%)	15%	5%	(3%)	(11%)	4%	16%	14%	11%
% of Total revenue	16%	17%	16%	14%	14%	14%	13%	12%	12%	11%	16%	14%	11%
<b>Total Revenue (millions)</b>	<b>\$ 505.0</b>	<b>\$ 595.1</b>	<b>\$ 650.2</b>	<b>\$ 698.2</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>\$ 1,100.1</b>	<b>\$1,325.0</b>	<b>\$1,612.8</b>
Year over year growth	25%	32%	30%	23%	25%	17%	18%	17%	18%	25%	28%	20%	22%
Quarter over quarter growth (decline)	(11%)	18%	9%	7%	(10%)	11%	11%	6%	(9%)	18%	28%	20%	22%

(1) Includes allocated subscription revenue

(2) Includes services, freight, accessories, 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 2021 - 2023

	<u>Q1'21</u>	<u>Q2'21</u>	<u>Q3'21</u>	<u>Q4'21</u>	<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>YTD' 21</u>	<u>YTD' 22</u>	<u>YTD' 23</u>
<b><i>Revenue Metrics By Geography</i></b>													
<b>US Revenue (millions)</b>	\$ 381.2	\$ 461.5	\$ 489.6	\$ 517.1	\$ 451.2	\$ 511.0	\$ 573.4	\$ 606.4	\$ 526.0	\$ 616.6	\$ 842.7	\$ 962.2	\$1,142.6
Year over year growth	30%	26%	23%	15%	18%	11%	17%	17%	17%	21%	28%	14%	19%
Quarter over quarter growth (decline)	(16%)	21%	6%	6%	(13%)	13%	12%	6%	(13%)	17%	77%	73%	71%
% of Total revenue	75%	78%	75%	74%	72%	73%	75%	74%	71%	71%			
<b>INT'L Revenue (millions)</b>	\$ 123.8	\$ 133.6	\$ 160.6	\$ 181.1	\$ 177.6	\$ 185.2	\$ 196.2	\$ 208.8	\$ 215.5	\$ 254.7	\$ 257.4	\$ 362.8	\$ 470.2
Year over year growth	10%	58%	57%	54%	43%	39%	22%	15%	21%	38%	30%	41%	30%
Quarter over quarter growth (decline)	5%	8%	20%	13%	(2%)	4%	6%	6%	3%	18%	23%	27%	29%
% of Total revenue	25%	22%	25%	26%	28%	27%	25%	26%	29%	29%			
<b>Total Revenue (millions)</b>	\$ 505.0	\$ 595.1	\$ 650.2	\$ 698.2	\$ 628.8	\$ 696.2	\$ 769.6	\$ 815.2	\$ 741.5	\$ 871.3	\$ 1,100.1	\$1,325.0	\$1,612.8
Year over year growth	25%	32%	30%	23%	25%	17%	18%	17%	18%	25%	28%	20%	22%
Quarter over quarter growth (decline)	(11%)	18%	9%	7%	(10%)	11%	11%	6%	(9%)	18%			

# DexCom, Inc.

Trended Unaudited Quarterly and Annual Organic Revenue Metrics  
Total Company 2021 - 2023

	<u>Q1'21</u>	<u>Q2'21</u>	<u>Q3'21</u>	<u>Q4'21</u>	<u>Q1'22</u>	<u>Q2'22</u>	<u>Q3'22</u>	<u>Q4'22</u>	<u>Q1'23</u>	<u>Q2'23</u>
<b><i>Organic Revenue</i></b> <sup>1</sup>										
INT'L Revenue - Reported	\$ 123.8	\$ 133.6	\$ 160.6	\$ 181.1	\$ 177.6	\$ 185.2	\$ 196.2	\$ 208.8	\$ 215.5	\$ 254.7
Impact of Acquired Revenue and Foreign Exchange	(5.4)	(7.3)	(13.6)	(15.4)	(8.1)	(5.7)	9.7	20.4	9.7	4.6
<b>INT'L Revenue - Organic</b>	<b>\$ 118.4</b>	<b>\$ 126.3</b>	<b>\$ 147.0</b>	<b>\$ 165.7</b>	<b>\$ 169.5</b>	<b>\$ 179.5</b>	<b>\$ 205.9</b>	<b>\$ 229.2</b>	<b>\$ 225.2</b>	<b>\$ 259.3</b>
Year over year growth	5%	49%	44%	41%	37%	34%	28%	27%	27%	40%
% of Total revenue	24%	21%	23%	24%	27%	26%	26%	27%	30%	30%
Total Revenue - Reported	\$ 505.0	\$ 595.1	\$ 650.2	\$ 698.2	\$ 628.8	\$ 696.2	\$ 769.6	\$ 815.2	\$ 741.5	\$ 871.3
Impact of Acquired Revenue and Foreign Exchange	(5.4)	(7.3)	(13.6)	(15.4)	(8.1)	(5.7)	9.7	20.4	9.7	4.6
<b>Total Revenue - Organic</b>	<b>\$ 499.6</b>	<b>\$ 587.8</b>	<b>\$ 636.6</b>	<b>\$ 682.8</b>	<b>\$ 620.7</b>	<b>\$ 690.5</b>	<b>\$ 779.3</b>	<b>\$ 835.6</b>	<b>\$ 751.2</b>	<b>\$ 875.9</b>
Year over year growth	23%	30%	27%	20%	23%	16%	20%	20%	19%	26%

	<u>YTD' 21</u>	<u>YTD' 22</u>	<u>YTD' 23</u>
	\$ 257.4	\$ 362.8	\$ 470.2
	(12.8)	(13.7)	14.3
	\$ 244.6	\$ 349.1	\$ 484.5
	24%	36%	34%
	22%	27%	30%
	\$ 1,100.1	\$1,325.0	\$1,612.8
	(12.8)	(13.7)	14.3
	\$ 1,087.3	\$1,311.3	\$1,627.1
	27%	19%	23%

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

# DexCom, Inc.

## Itemized Reconciliation Between GAAP and Non-GAAP Selected Data

### Definitions:

**Amortization of intangible assets** – We are required by 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 related costs** – Represents costs associated with acquisition, integration and business transition activities, including severance, relocation, consulting, leasehold exit costs, third party merger and acquisition costs, and other costs directly associated with such activities. We exclude business transition and related costs from our non-GAAP financial measures because they are unrelated to our ongoing business operating results.

**COVID-19 costs** – Represents costs associated with the COVID-19 outbreak related to taking the necessary precautions for essential personnel to operate safely both in person as well as remotely. Cost incurred include items like incremental payroll costs, consulting support, IT infrastructure and facilities related costs. We exclude these costs from our non-GAAP financial measures.

**Intellectual property litigation costs** – Represents costs associated with proceedings related to a patent infringement lawsuit. We exclude significant one-time litigation settlement charges and related costs when evaluating our operating performance because we do not incur such charges on a predictable basis and exclusion of such charges enables more consistent evaluation of our operating performance.

**Income or loss from equity investments** – Income or loss from equity investments is related to the sale of 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.

**Loss on extinguishment of debt** – Represents losses associated with our senior convertible notes. We exclude these 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 stock-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, 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 related costs, COVID-19 costs, litigation settlement costs, and intellectual property litigation costs.