



**TANDEM**  
Diabetes Care

**FEBRUARY 21, 2024**

# Company Overview

positively different

# Safe Harbor

## **CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS**

Certain statements in this presentation constitute forward-looking statements, including, without limitation, statements about: the perceived advantages of our products relative to competitive products and technologies; our anticipated growth and other measures of future operating results and financial performance; the development and commercialization of new products; our ability to secure and maintain necessary regulatory approvals for our existing products and new products under development. Our estimates and forward-looking statements are based on our management's current assumptions and expectations of future events and trends, which affect or may affect our business, strategy, operations or financial performance. These statements are not guarantees of future performance and involve a number of risks and uncertainties, many of which are beyond our control, including the potential impacts of global macroeconomic conditions and our ability to successfully complete, manage and integrate acquisitions with our existing business. Our actual results may differ materially from those expressed or implied by such forward-looking statements. Some of the additional factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements can be found under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in our most recent Annual Report on Form 10-K, and in the other reports we file with the Securities and Exchange Commission. In addition, new risk factors and uncertainties emerge from time to time and it is not possible for our management to predict all risk factors and uncertainties, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. We qualify all of our forward-looking statements by these cautionary statements. Estimates and forward-looking statements speak only as of the date they were made, and, except to the extent required by law, we undertake no obligation to update or review any estimate and forward-looking statement because of new information, future events or other factors.

## **TRADEMARKS**

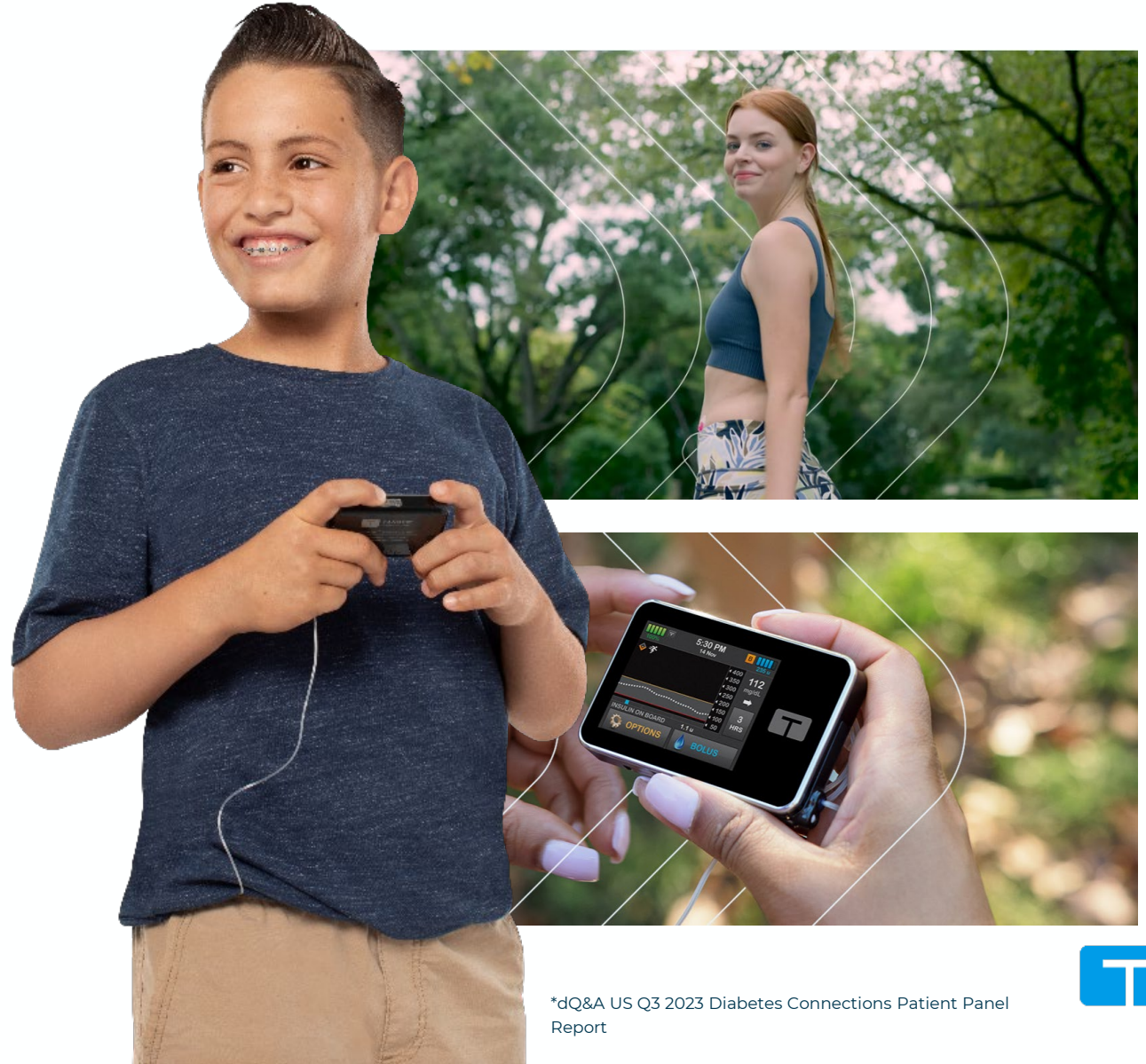
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# Tandem Diabetes Care

## POSITIVELY DIFFERENT

- + Large and underpenetrated worldwide market
- + t:slim X2: #1 rated AID system\*
  - Apx. 450,000 in-warranty customers in 25 countries
  - Scaling renewal opportunity
- + Robust portfolio approach to offer choice and optionality
  - Tandem Mobi launched in the U.S.
  - Scaling worldwide launch of t:slim X2 with Dexcom G7 integration
  - t:slim X2 now available in the U.S with Abbott FreeStyle Libre 2 Plus integration
  - U.S. launch of Tandem Source
- + Committed to R&D investment, while achieving operating leverage and maintaining balance sheet strength

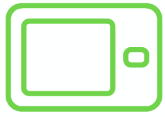




**Commercial**

Products





# t:slim Platform

## Our flagship insulin pump

Designed for people living with diabetes who want the convenience of an integrated touchscreen device and the flexibility to choose the components of their insulin delivery system (e.g., CGM) to fit a wider range of needs and lifestyles.



## T:SLIM PLATFORM

# High-Precision Dosing & Flexibility

- + t:slim X2: #1 rated AID system<sup>1</sup>
- + Up to 38% smaller than other manufacturer's durable insulin pump<sup>2</sup>
- + 300-unit cartridge
- + Mobile app bolus insulin delivery
- + Choice of 30+ mix-and-match infusion set options





# Mobi Platform

**U.S. LAUNCH FEBRUARY 2024**

Designed for people who value discretion and simplicity. Mobi is offered with smartphone control\*. It provides greater wearability options, while maximizing discretion and comfort to users, and preserving the ability to disconnect.

- + World's smallest, durable automated insulin delivery system
- + Next-level wearability: designed for use with a new 5-inch infusion set and on-body adhesive sleeve
- + Compatible with Dexcom G6
- + Dexcom G7 expected 2Q 2024, followed by Abbott FreeStyle Libre 3
- + On-pump insulin delivery button





# Control-IQ Technology

The #1 rated automated  
insulin delivery system<sup>1</sup>

Control-IQ technology is a predictive algorithm with an automated correction bolus feature that offers patients immediate and sustained results.

- + #1 rated in overall customer satisfaction<sup>1</sup>
- + Results from three independent pivotal studies published in the New England Journal of Medicine







# Tandem Source Platform

Global, next generation data management application

Providing flexible opportunities for customers to engage with data and for HCPs to manage their care.

First element of our vision for better therapy management leveraging next generation digital assets.

- + U.S. launch 2023
- + Additional countries to launch in 2024



# Tandem Source

## A MULTI-SIDED PLATFORM

### PATIENTS & CAREGIVERS

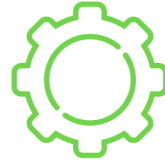
#### Data Management

- + Reporting
- + Decision Support\*



### ADMINS

#### Patient and Device Management



### CLINICIANS

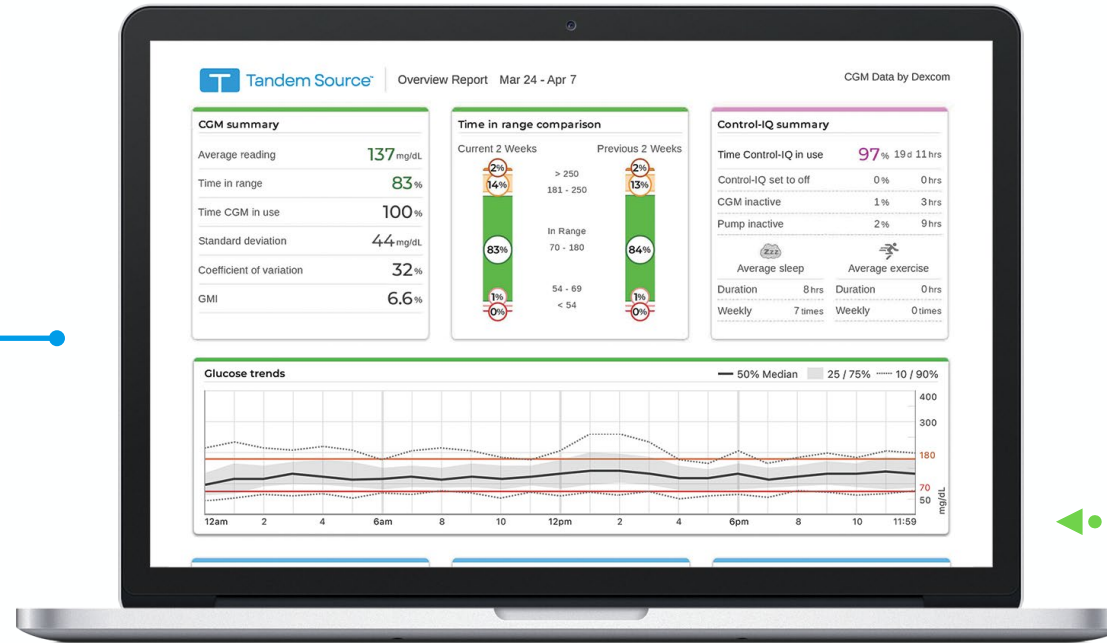
#### Patient Engagement

- + Reporting
- + Patient Monitoring
- + Decision Support



#### Customer Experience

- + Supplies Ordering
- + Software Update
- + Device Management
- + Account Management
- + Customer Support



Data Upload

\*Feature under development, not available at launch.





# Goals

## & Growth Drivers





Our  
opportunity:

To provide the  
benefits of our  
technology to  
reduce the  
burden of  
diabetes.

The people we  
serve include:

Type 1s in the U.S. and 25 international countries

- + Less than 40% of the ~1.9M people living with type 1 diabetes in the U.S. use an insulin pump
- + Less than 20% of the ~3M people living with type 1 diabetes in the countries we serve use an insulin pump

Type 2s who require intensive insulin therapy (IIT)

- + Approximately 5% of the ~2M people living with type 2 IIT in the U.S. use an insulin pump



# Scaling Renewal Opportunity

- + High customer satisfaction resulting in strong retention and rate of renewal
- + Goal of ~70% renewal rate consistently being achieved within ~18 months following the expiration of a customer's warranty
- + Key renewal metrics:
  - 2023 renewal shipments increased approximately 50% YOY
  - More than 50% of t:slim customers eligible up for renewal in 2023 renewed within the year
  - Typical warranty period is 4 years; average customer renewal cycle is 5 years



# Robust Product Pipeline



Insulin  
Pumps



Advanced  
Algorithms

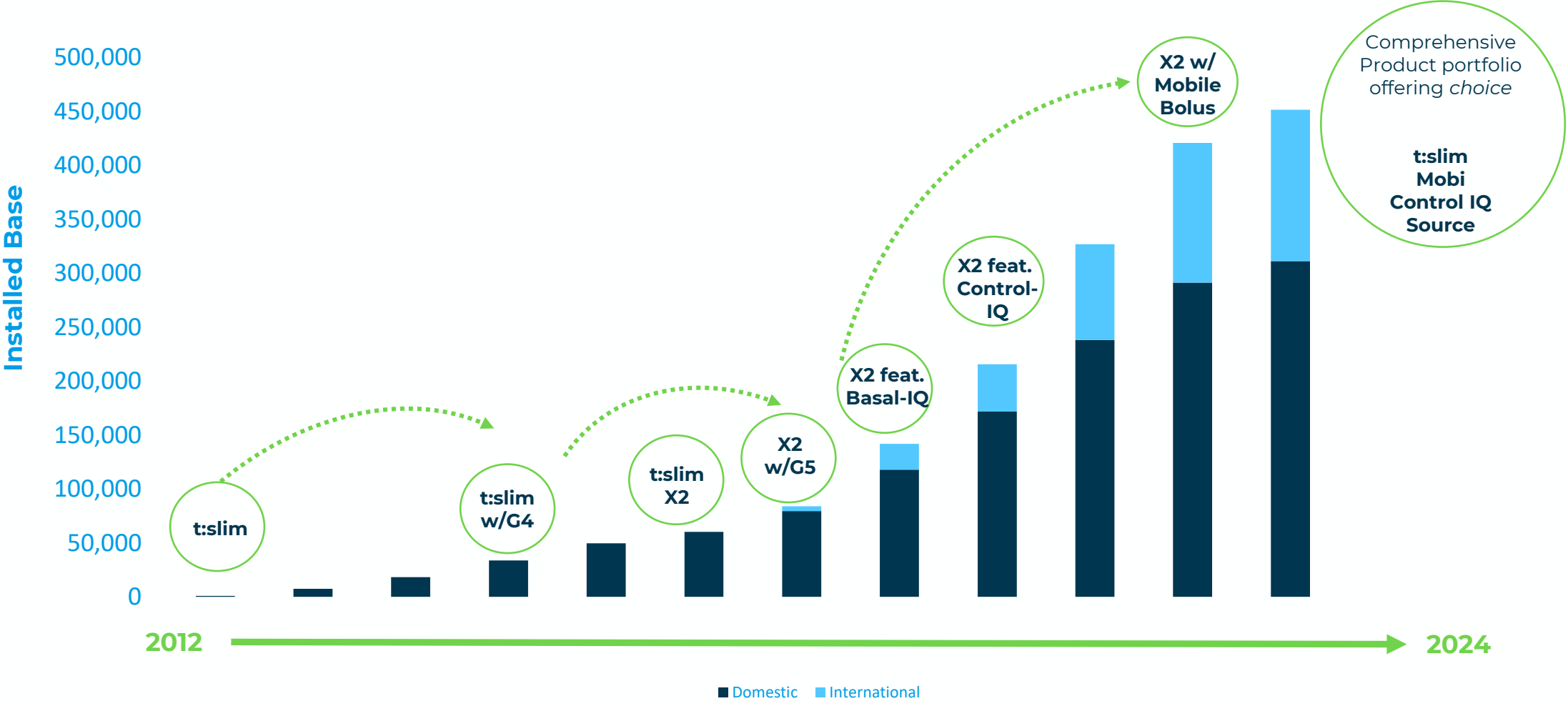


Digital  
Experiences

- + Portfolio designed to expand market and capture share
- + Robust portfolio approach to offer choice and optionality
- Began the launch of 4 new products in Q4 2023 and Q1 2024
  - Tandem Mobi launched in the U.S.
  - Scaling worldwide launch of t:slim X2 with Dexcom G7 integration
  - t:slim X2 now available in the U.S with Abbott FreeStyle Libre 2 Plus integration
  - U.S. launch of Tandem Source



# Driving Growth Through Innovation & Customer Satisfaction



# Longer-term Targets<sup>1</sup>

- + Worldwide installed base of 1 million people
  - Approximately 450,000 in-warranty customers as of December 31, 2023
- + Operational targets:
  - 65% Gross margin
  - Mostly correlated to the adoption of Tandem Mobi and Steadiset<sup>2</sup>
  - 25% Operating margin



1. Correlating year for targets not specified. 2. Under development.







# **Robust** Pipeline



PORTFOLIO APPROACH FOR

# Meeting Different Needs & Preferences



Type 1

CGM Use

Socio-Economic Factors



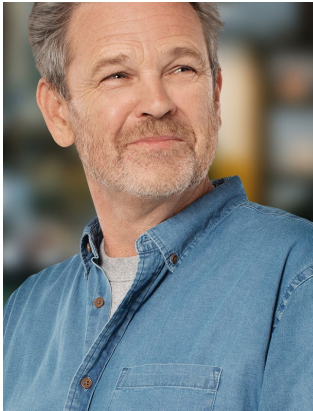
Social Support

Algorithm Capability

Form Factor

Total Daily Dose

Method of Device Control



Emotional Status

Ease of Use

Time

Discretion

Age

Wear Preference



# Expand Beyond the Early Adopters

## OUR PORTFOLIO APPROACH



Control-IQ  
Technology



Software  
Updates



Wireless  
Data Uploads



Multiple CGM  
Integrations



Disconnect Variety  
of Infusion Sets



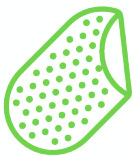
## TANDEM MOBI PLATFORM

# Tubeless Infusion Site Feature

Driving greater penetration in the market segment that Tandem Mobi serves.

- + Ultimate in choice of wearability
- + Modular components
- + Adds new options in wearability
- + Disconnect and reconnect
- + Insulin recovery





# Sigi Platform

Redefining patch pump  
therapy for diabetes

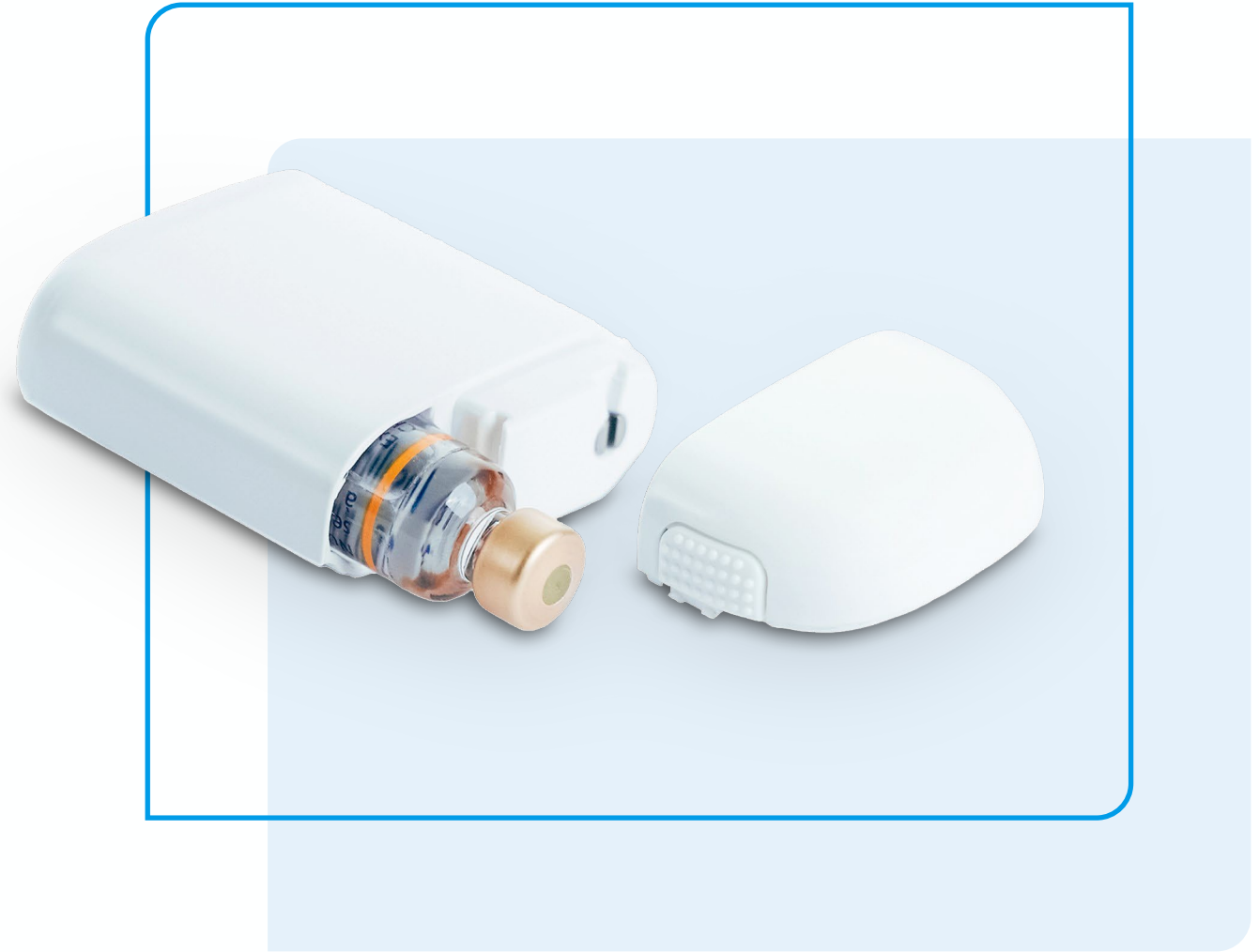
Sigi is designed to be a low-profile, ergonomic, and easy-to-use insulin pump for people who prefer an infusion site without tubing. It provides the wearability of a patch pump without compromising the flexibility and sustainability of a durable pump.



## SIGI PLATFORM

# Wearability of a Patch, Flexibility of a Durable

- + Novel detachability
- + Pre-filled cartridges
- + Reduced environmental impact
- + Extended-wear options
- + Form factor and ease of use designed to expand both type 1 and type 2 diabetes adoption



## UNMATCHED SYSTEM CUSTOMIZATION

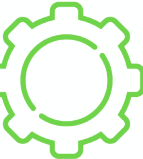
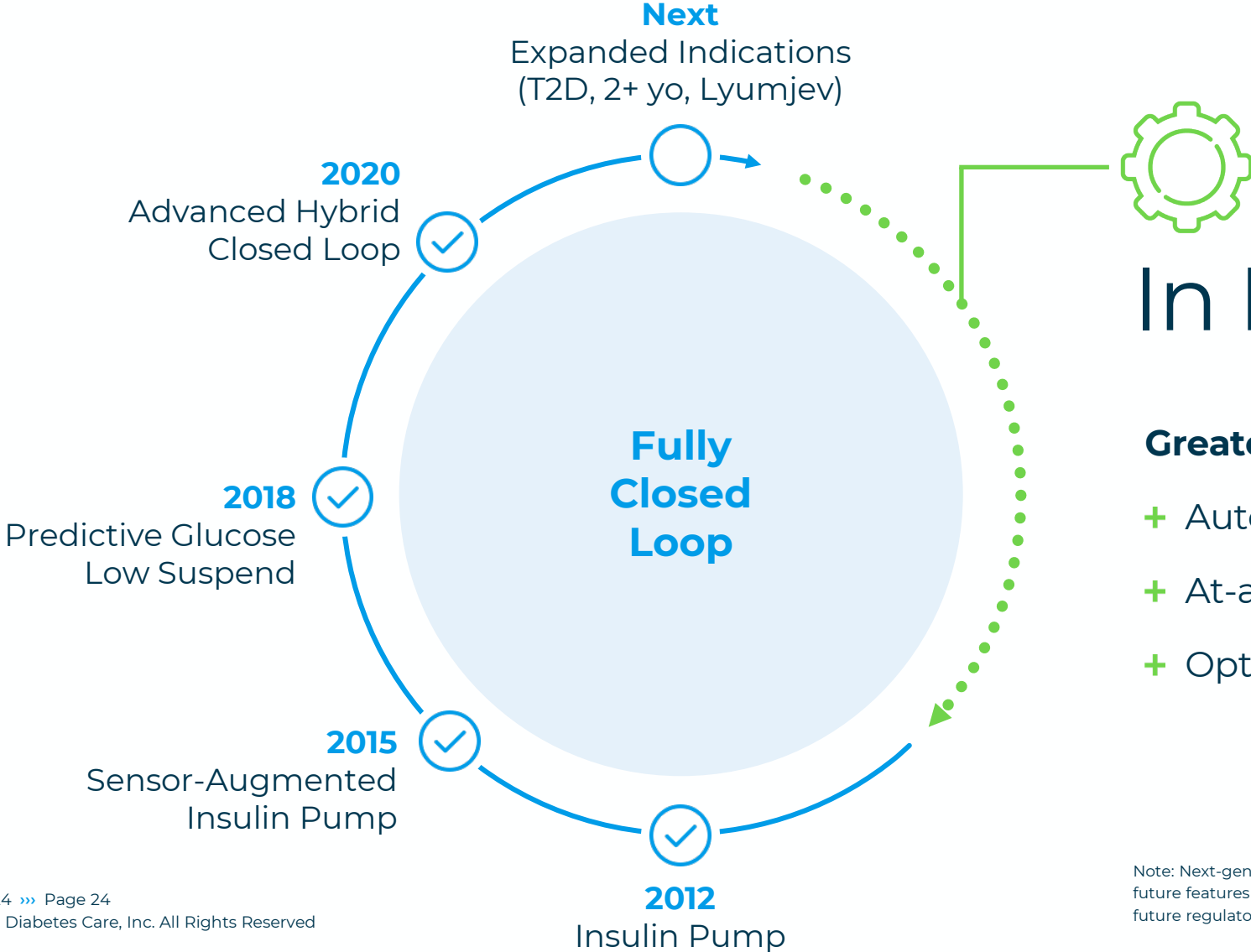
# Steadiset Infusion Set

- + 7-day infusion set with reliable insulin delivery technology
- + Innovative cannula design
  - Kink resistant
  - Soft cannula material
  - Additional delivery side ports
- + Compact and easy-to-use inserter
  - Hidden needle
  - Sharp Safe disposal
- + Compatible with t:slim and Mobi platforms



# AID Improvement

## GROWING THE MARKET BY REDUCING DIABETES BURDEN



## In Pursuit of ...

- Greater Ease of Use**
- + Automated settings
  - + At-a-glance management
  - + Optional meal announcements

Note: Next-generation closed loop technology and future features are under development and subject to future regulatory submission and clearance.



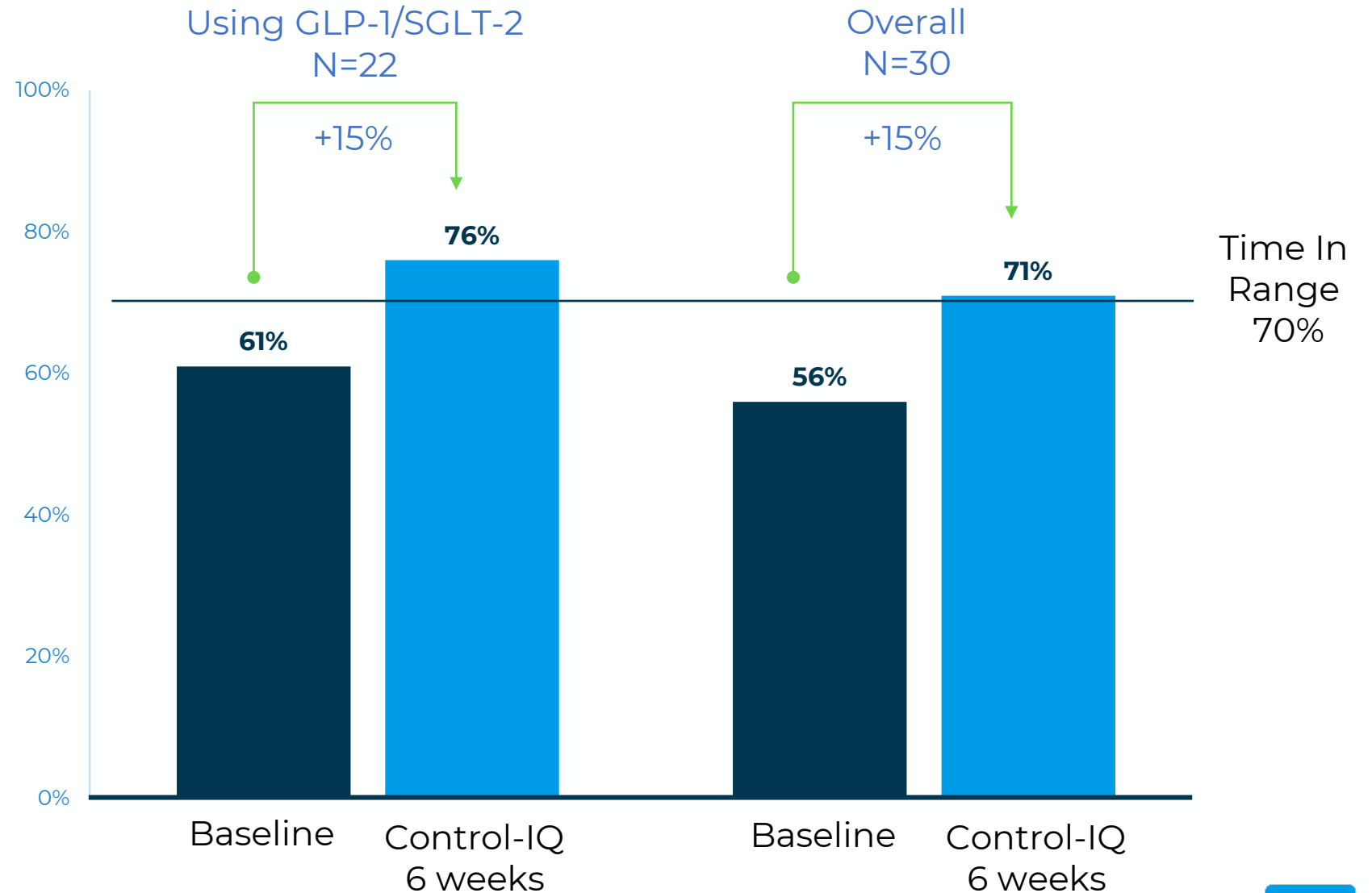




# Glycemic Outcomes

For people with type 2 diabetes using GLP-1 and/or SGLT-2 therapy in addition to insulin.

## Results highlight benefit of Control-IQ Technology with GLP-1 therapy Improvement in Time in Range in the 2IQ Study





# Summary & Financials



# Pricing Overview

- + Reimbursement differs by customer insurance plan, geography and product
- + Total amount realized per patient is approximately the same in a four-year reimbursement cycle

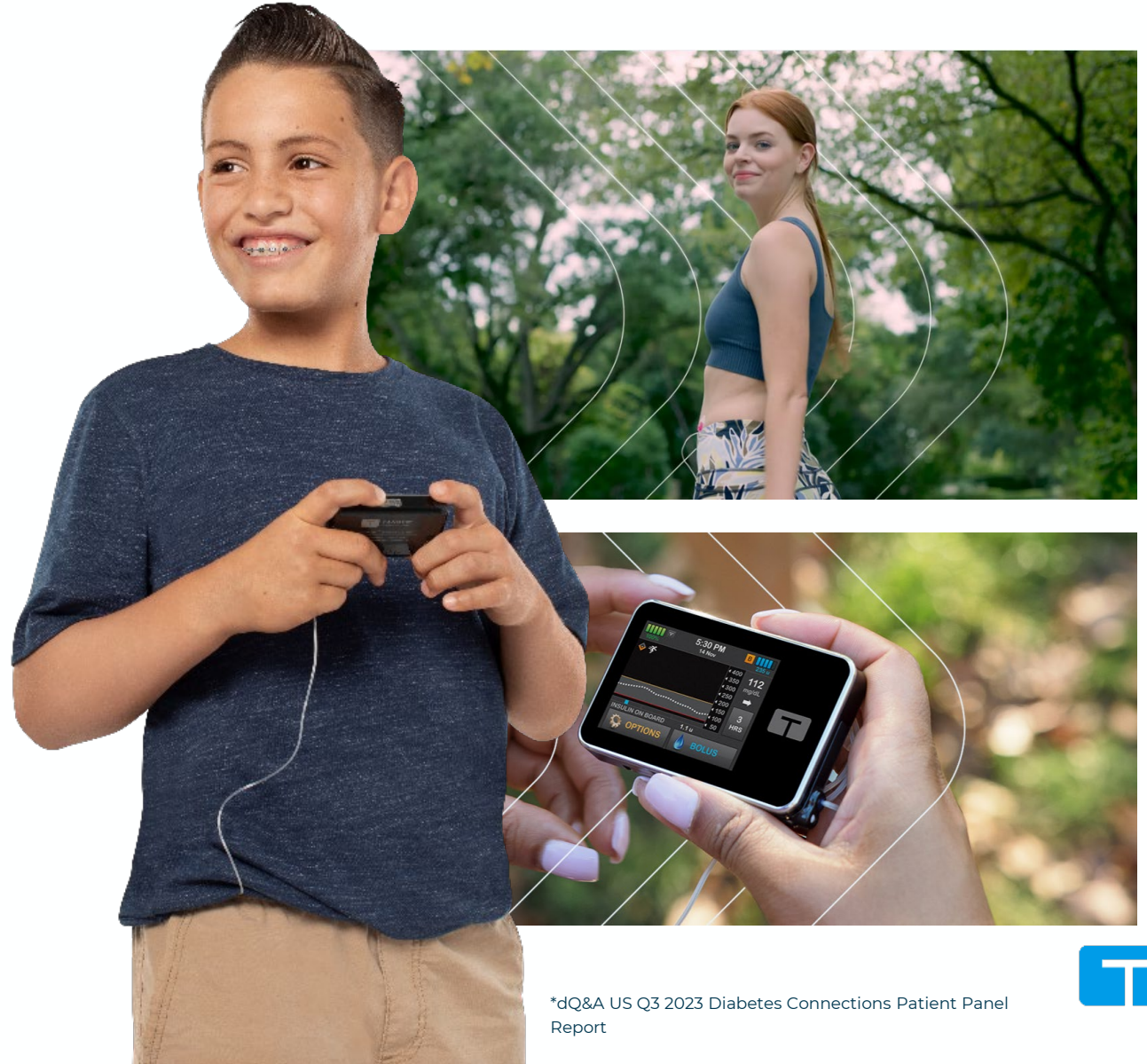
	Domestic	OUS
% Distributor	~65%	~95%
Pump 1 reimbursed every 4 years	~\$4K	\$2K - \$3K
Supplies 120 cartridges and infusion sets used per patient per year	\$4K	\$5K
<b>Total realized per patient at projected near-term distributor mix</b>	<b>\$8K</b>	<b>\$7K - \$8K</b>



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# **Tandem**

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## Diabetes Care

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