



Tandem Diabetes Care Company Overview

DECEMBER 6, 2021



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 COVID-19. Our actual results may differ materially from those expressed or implied by such forward-looking statements. Some of the 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, Quarterly Report on Form 10-Q, as well as 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.

NON-GAAP FINANCIAL MEASURES

This presentation references EBITDA, which is a non-GAAP financial measure defined as net income (loss) excluding income taxes, interest and other non-operating items and depreciation and amortization. Adjusted EBITDA further adjusts for the change in fair value of common stock warrants and non-cash stock-based compensation expense. This definition of Adjusted EBITDA may differ from similar measures used by other companies, even when similar terms are used to identify such measures. Adjusted EBITDA is a key measure used by the Company to evaluate operating performance, generate future operating plans and make strategic decisions for the allocation of capital. The Company presents Adjusted EBITDA to provide information that may assist investors in understanding its financial results. However, Adjusted EBITDA is not intended to be a substitute for net loss.

TRADEMARKS

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Tandem Diabetes Care

POSITIVELY DIFFERENT

Nearly 300,000 customers worldwide*

Cadence of annual new product and feature launches

Growing the worldwide insulin pump market and capturing share

Increasing operating leverage and strengthening balance sheet



1

Products & Customers





The Pump that Gets Updated, Not Outdated



Large Color
Touchscreen

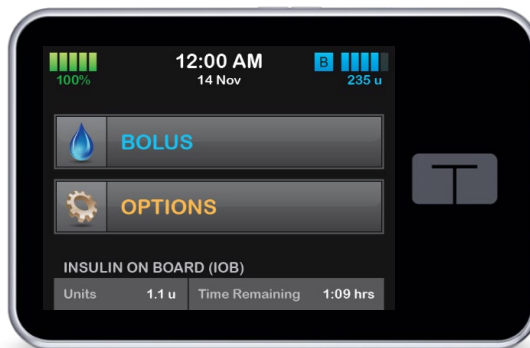


Up to 38% smaller than
other pumps¹



Dexcom CGM

t:slim X2™
Insulin Pump



Remote Update Capability



Rechargeable Battery



Ease of use provides clinical
benefits²

- 1) 38% smaller than MiniMed 670G and 770G at least 28% smaller than MiniMed 530G, Animas Vibe and Omnipod System. Data on file, Tandem Diabetes Care
- 2) Schaeffer N, McCoy S, et. al. Touchscreen sensor-augmented insulin pump demonstrates less exposure to hypoglycemia and increased time in range compared to non-touchscreen SAPs and Manning M, Noar A, Marin G, Dokken B. Self-reported hypoglycemia reduction in Tandem pump use compared to previous methods of diabetes therapy. 10th Annual Advanced Technologies and Treatments for Diabetes Conference; 2016



Our Domestic Customers

More than 90% have type 1

Wide age distribution

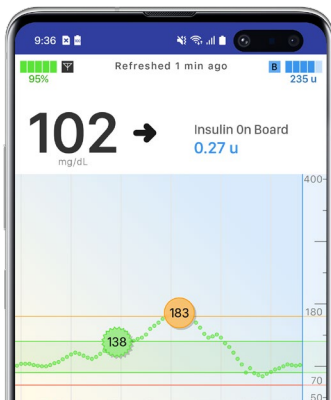
Equal mix of women and men

Large majority use CGM





Expanding our history of “firsts”



Connected mobile app for
iOS and Android devices



Rechargeable battery



Remote updateable
software



Automated controller
enabled FDA designation

Interoperable automated
glycemic controller FDA
designation

Designation by FDA as
compatible with iCGM



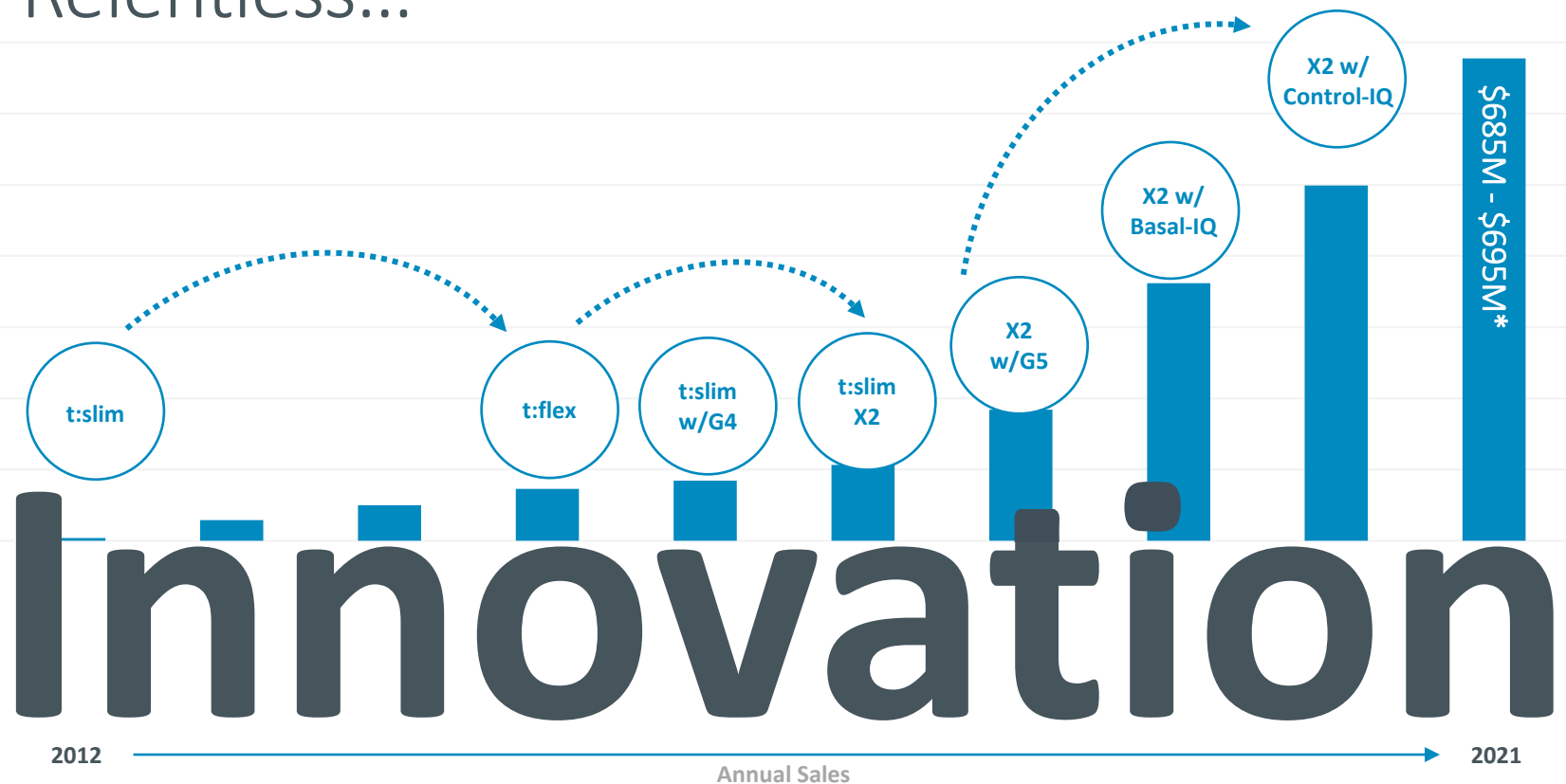
Automated
correction
bolus feature



Touch screen



Relentless...



Bridging Today's Hardware with Tomorrow's Software



*A prescription and additional training may be required to access certain software updates.

Control-IQ™ Technology

Advanced hybrid closed loop technology utilizes Dexcom's G6 CGM data

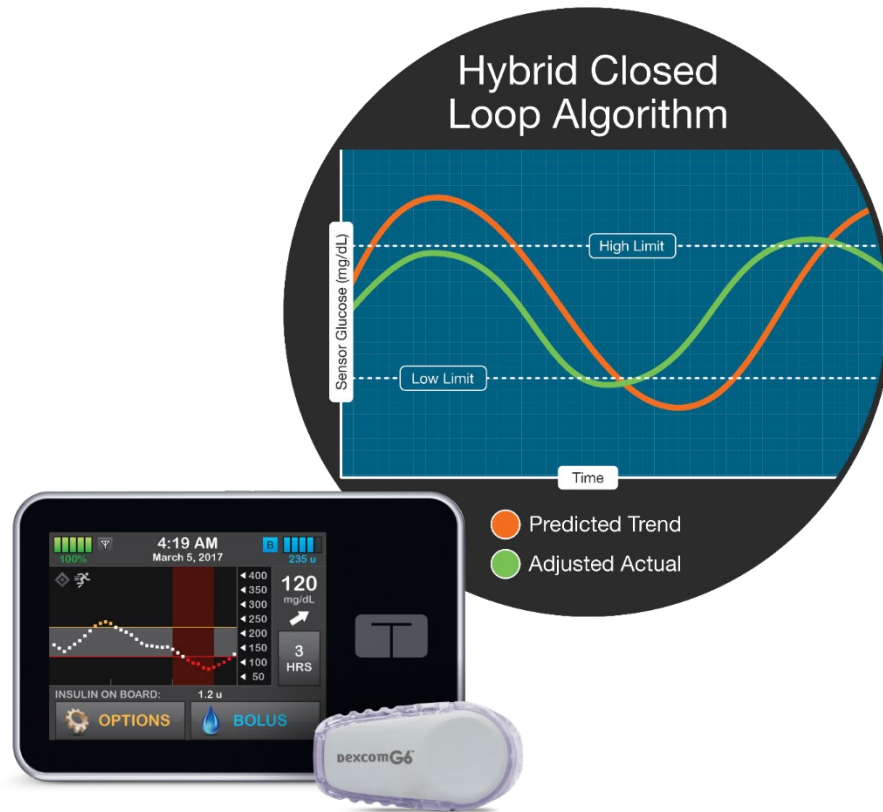
Increases or decreases basal insulin to minimize hyper/hypoglycemia and improve time-in-range

Delivers automated correction boluses

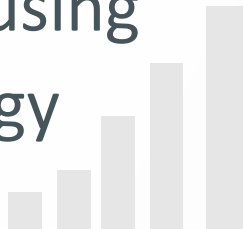
More than 200,000 people worldwide have our Control-IQ technology

U.S. Launch: Q1 2020

OUS Launch: Launched in nearly all geographies served Q3 2020 –Q3 2021



200,000+ people using
Control-IQ™ technology



90,000+
customers
updated software
to Control-IQ



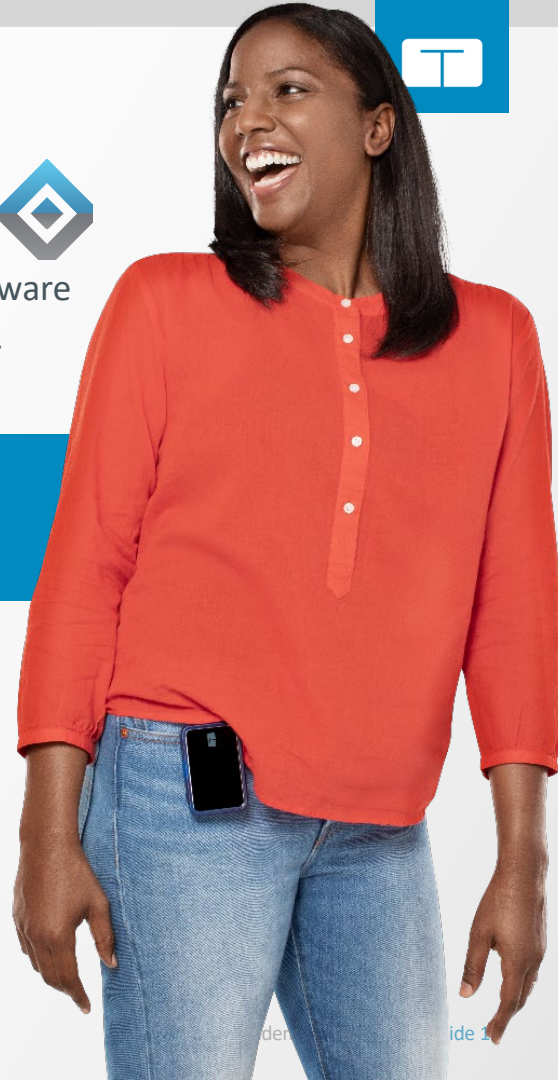
Delivering On Our Commitment



Available in
20+ countries

65+ peer reviewed manuscripts
and published abstracts on t:slim
X2 since 2019

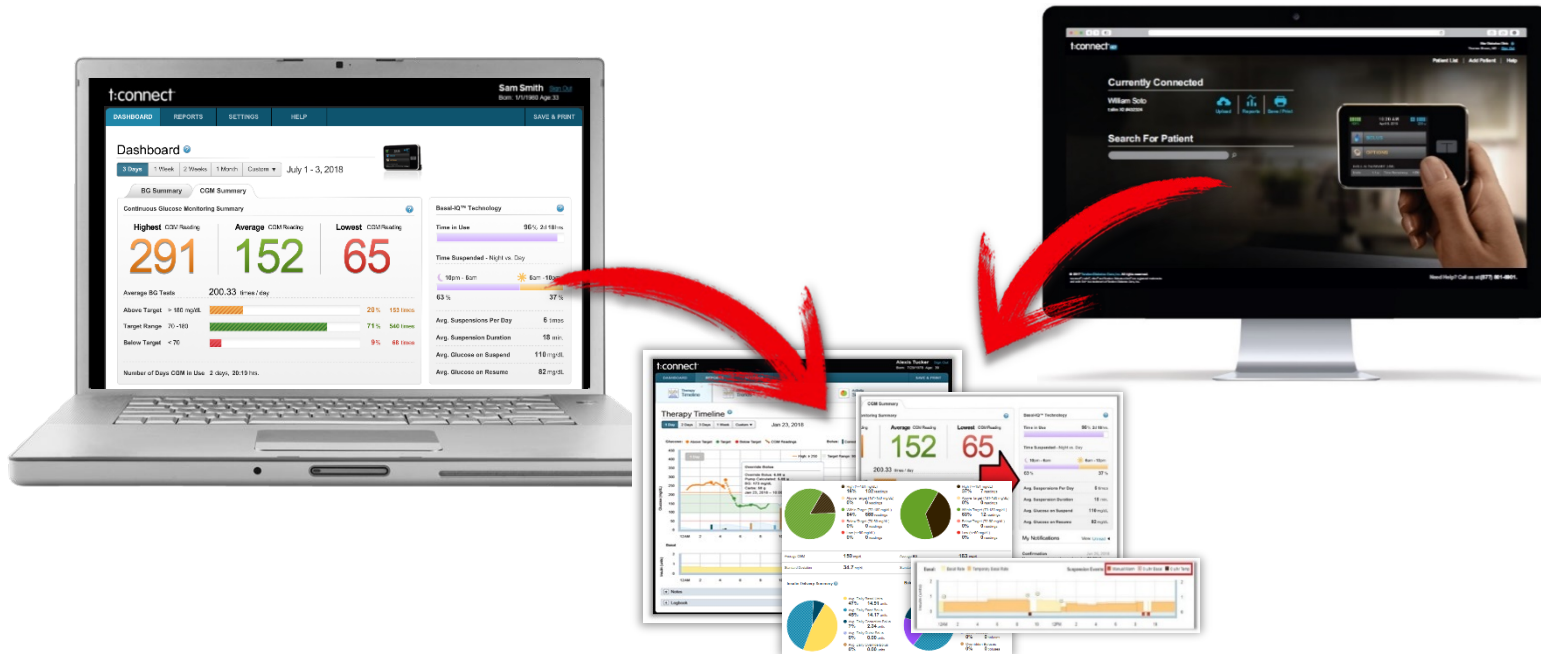
More than
40,000,000 patient
days of Control-IQ
use data





t:connect™

Diabetes Management Application for Customers, Caregivers & Healthcare Providers



t:connect Mobile: Data Access at your Fingertips

Wireless pump uploads

Secondary pump display

Available on iOS & Android devices





2

Goals & Growth Drivers



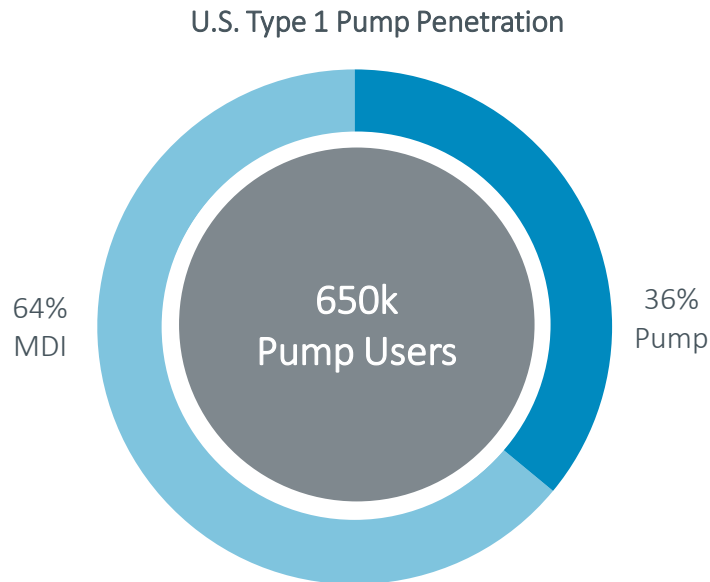


Worldwide Installed Base Goal of

**1 million people
living with diabetes**

Q3 2021 Worldwide Installed Base*:
nearly 300,000 customers

Growth Driver 1: Underpenetrated U.S. Market



Domestic type 1 prevalence: 1.6 million people

Pump adoption is accelerating

Estimated 50,000 to 60,000 people adopted insulin pump therapy from MDI in 2020

Approximately half of our customers converted from MDI

Growth Driver 2: Underpenetrated OUS Markets

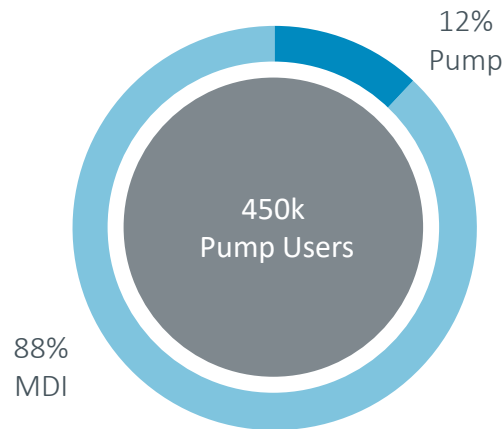
Insulin pump penetration varies by country, but typically 10% - 20%

Now in more than 20 different countries

In the countries we serve:

- There are more than 4 million people with type 1 diabetes
- Control-IQ technology is now available in nearly every geography

Tandem OUS Markets - Type 1 Pump Penetration





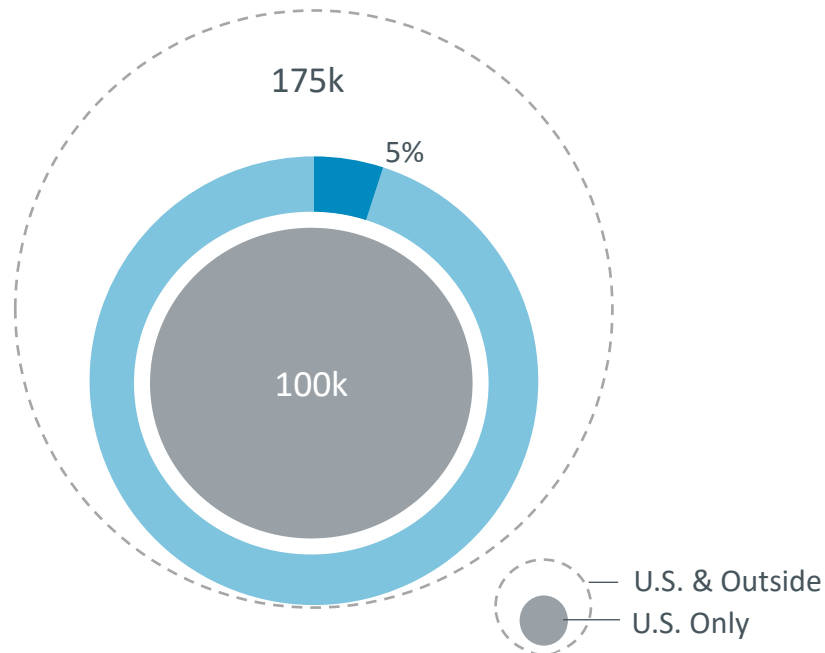
Growth Driver 3: Type 2

Type 2 pump adoption approximately 5% in U.S.,
and less OUS based on hospital system practices

Nearly 20,000 people with type 2 use a Tandem pump

- Dedicated marketing effort not yet initiated

Tandem WW Markets - Type 2 Pump Penetration





Growth Driver 4: Large Conversion Opportunity

Approximately 750,000 people using pumps in the U.S.*

— Typical reimbursement cycle of four years

Approximately half of our customers converted from another pump

Annual Pump Conversion Opportunity



~25% of pump users are eligible for a new pump purchase each year based on standard reimbursement cycle

Growth Driver 5: Scaling Renewal Opportunity

Renewing customers at a higher rate and shortening our average time to renewal

Cumulatively renewed approximately 55% of eligible customers through YE 2020; up 5 points from 2019

- Goal of 60% cumulative renewal by YE 2021

Longer-term goal to reach 70% retention rate



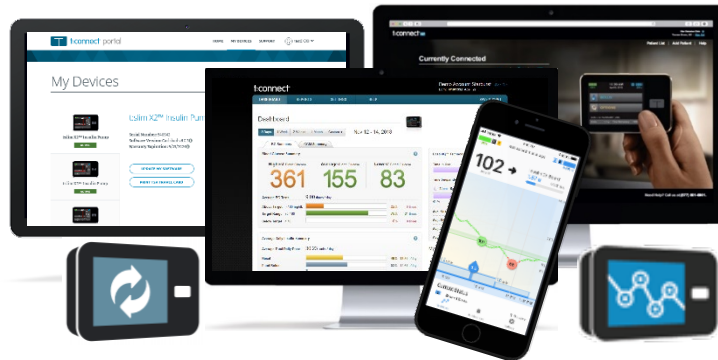
Growth Driver 6: Robust Product Pipeline

INVESTING IN INNOVATION

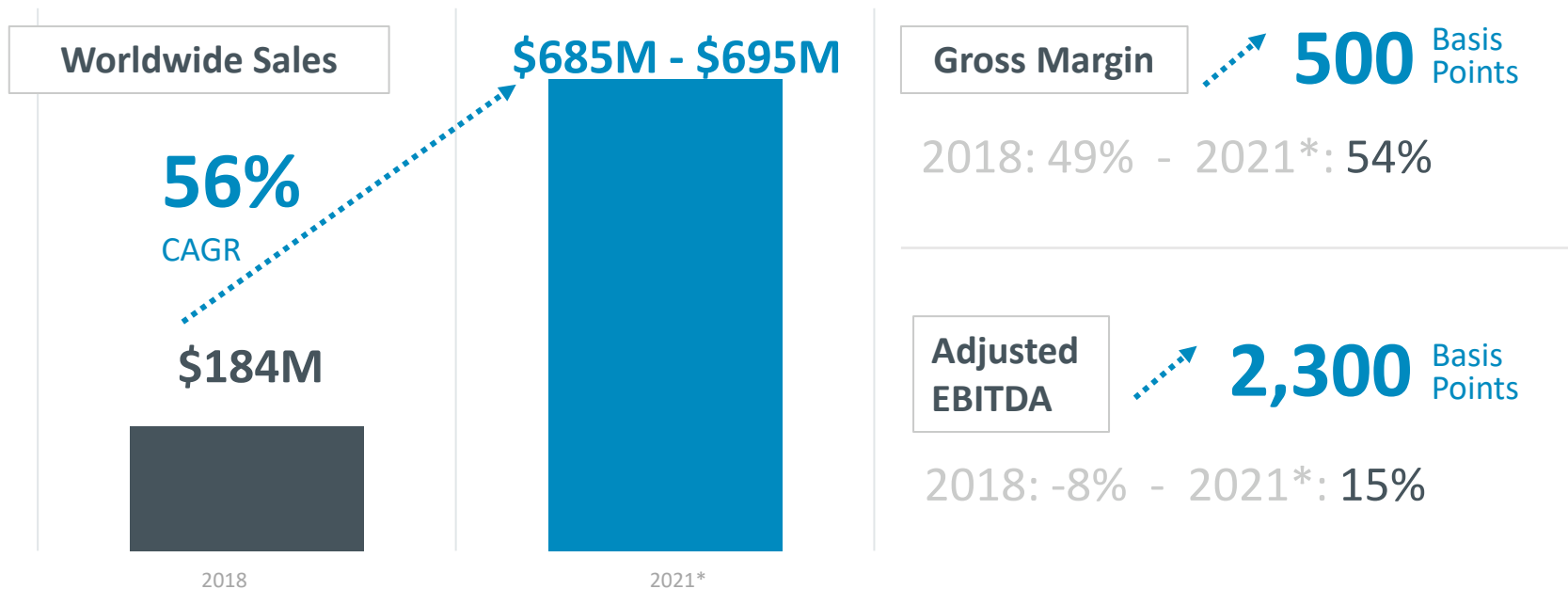
Delivery devices

Device software, including
automated insulin delivery (AID)

Data and insights



Focus on Innovation Drives Financial Success





Growth Opportunity Persists

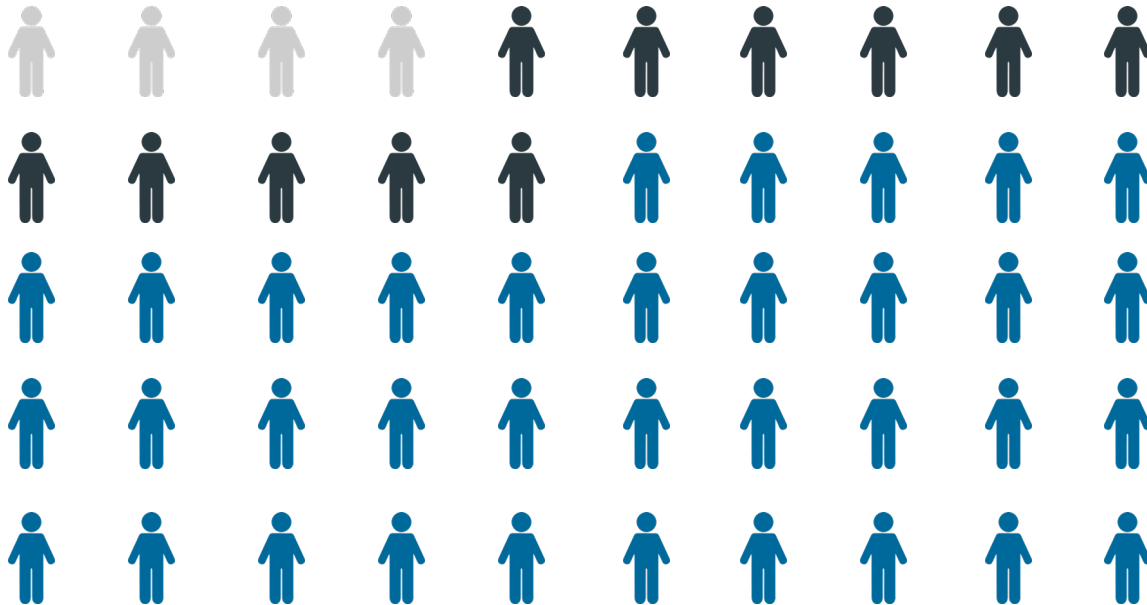
2018: 80K+



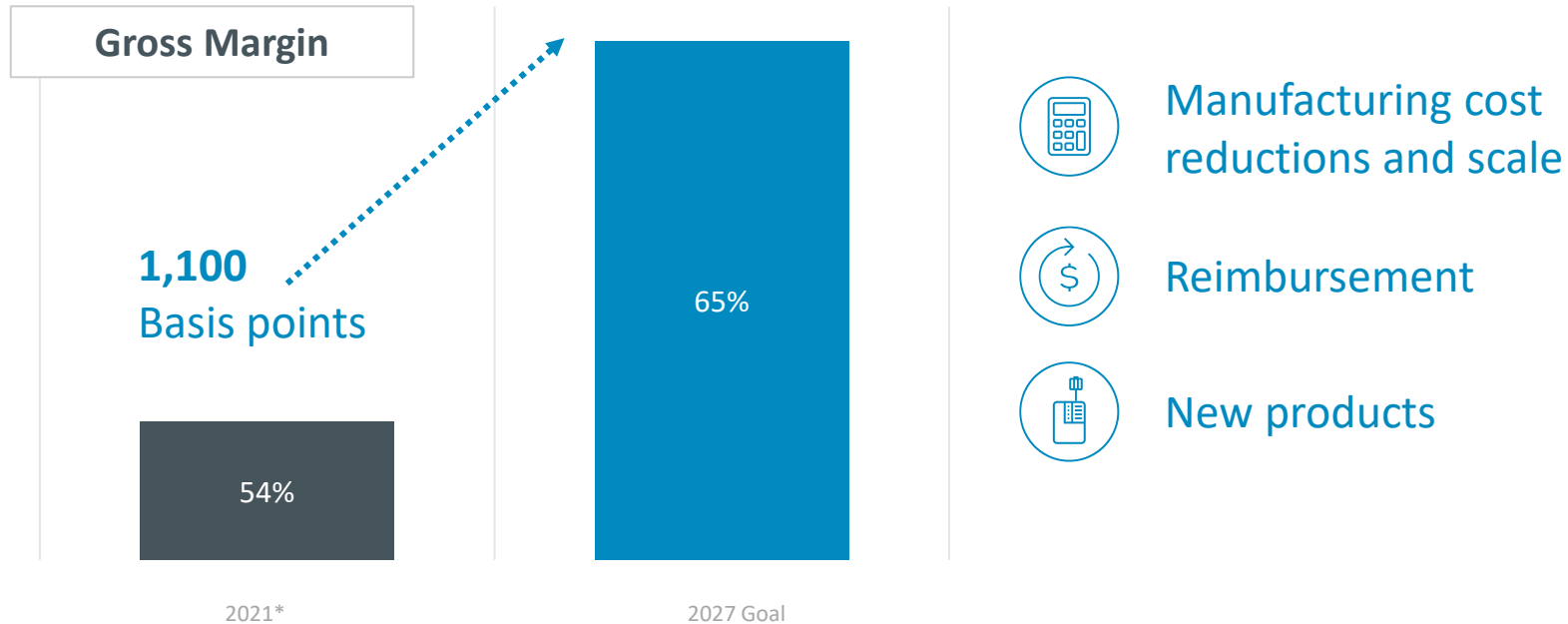
2021: 300K+



2027 Goal: 1M



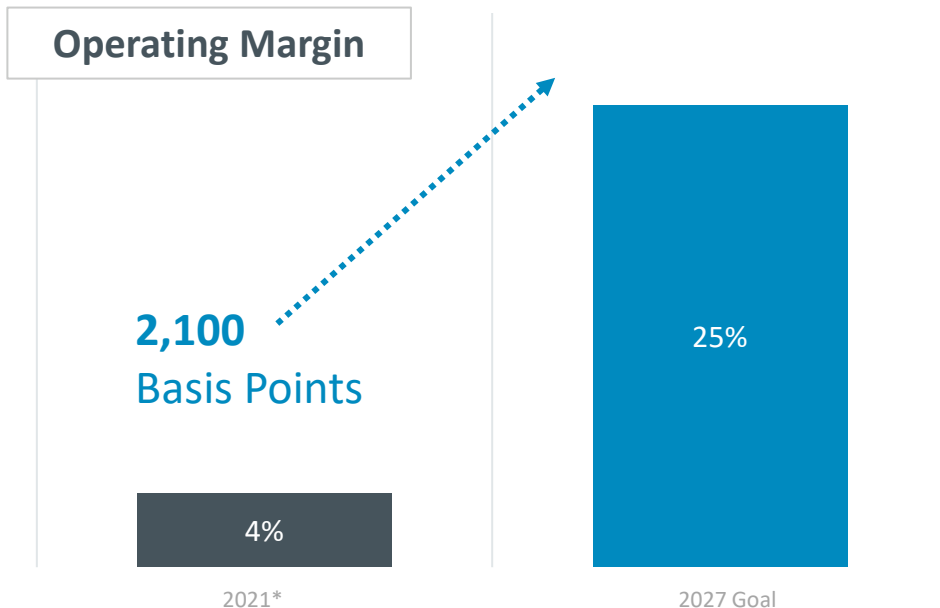
Scale and Innovation Drive Margin Performance



*2021 guidance as of November 3, 2021



Prioritize Investments in Innovation



* 2021 Q3 performance

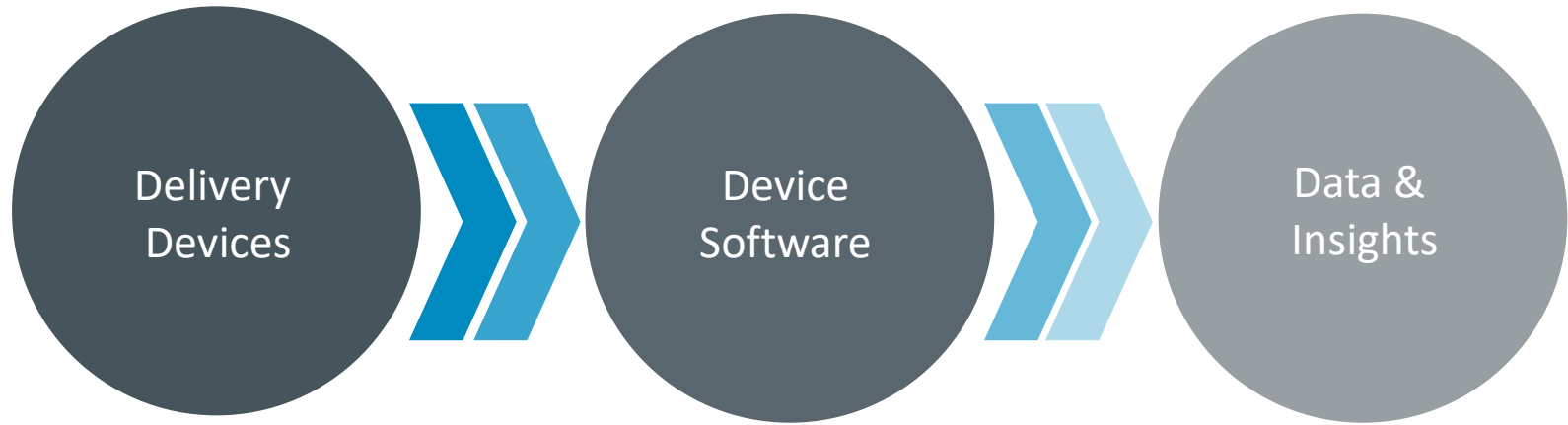
- R&D longer-term CAGR ~**20%**
- SG&A longer-term CAGR **10%-15%**
- Magnitude of investments may be greater in near-term

3

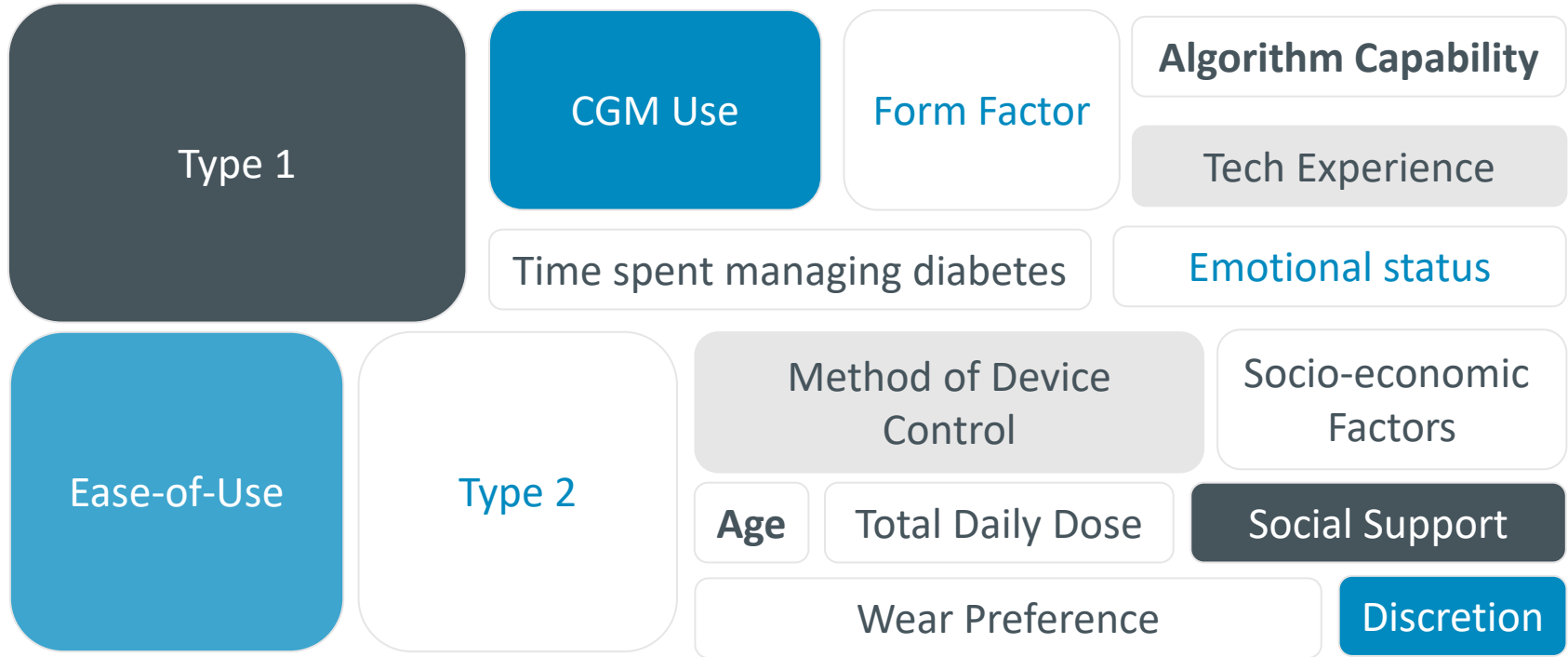
Robust Pipeline



Expanding Ecosystem



Portfolio Approach for a Highly Segmented Market





Tandem Mobi (formerly t:sport)

- ~50% Of t:slim X2's Size
- 200-unit Cartridge
- Embedded AID Algorithm
- User's Smartphone Control
- Wireless Charging
- Bolus Button
- Waterproof
- iCGM Compatible
- Compatible with current and new 4" infusion set



Under development. Subject to future regulatory submission and clearance.



t:slim X3

- Enhanced technology
- Refreshed user interface
- Increased battery life
- Wireless software updates



Under development. Subject to future regulatory submission and clearance.

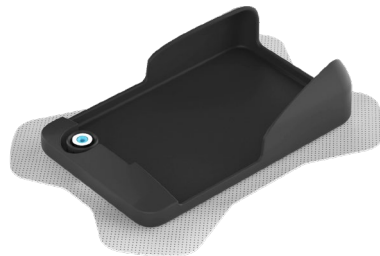


Mobi: Tubeless

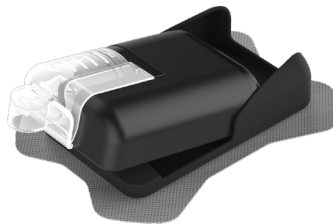


Leverages
Mobi pump

Ultimate in choice
of wearability



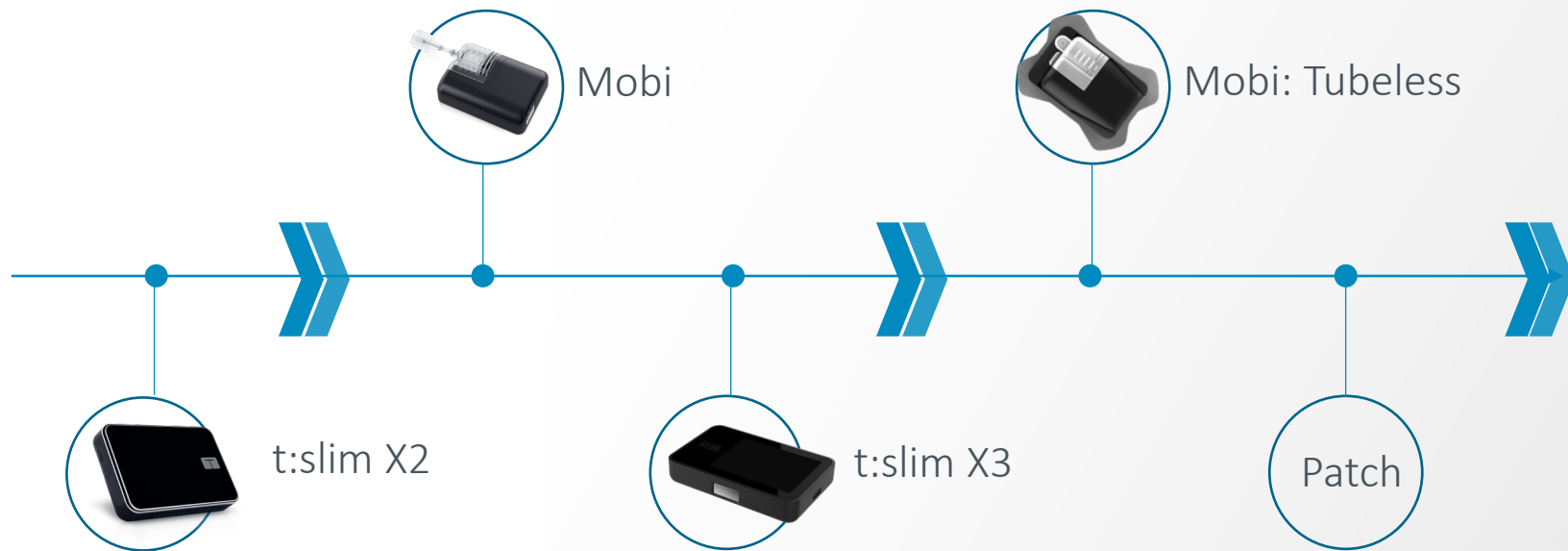
Disposable on body kit
replaces the infusion set



Under development. Subject to future regulatory submission and clearance.



Expanding Our Family of Delivery Devices



Devices other than the t:slim X2 are under development and subject to future regulatory submission and clearance.

AID Improvement

Growing the Market & Capturing Share

1

Continuous improvement for current Control-IQ users

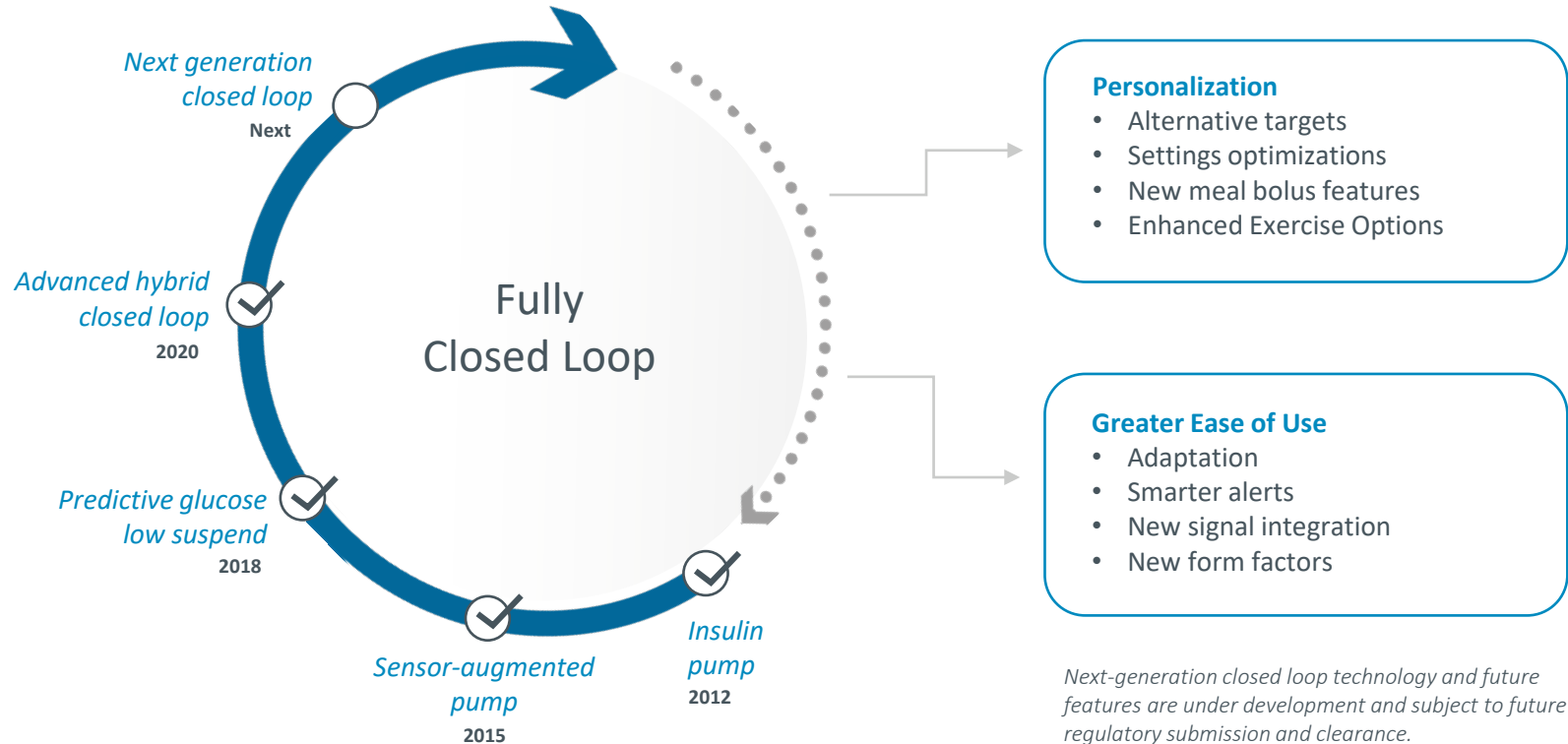
2

Improve outcomes for people using a pump but not meeting American Diabetes Association guidelines today

3

Attract people using MDI to adopt Control-IQ

In Pursuit of....



Expanding Control-IQ Indications



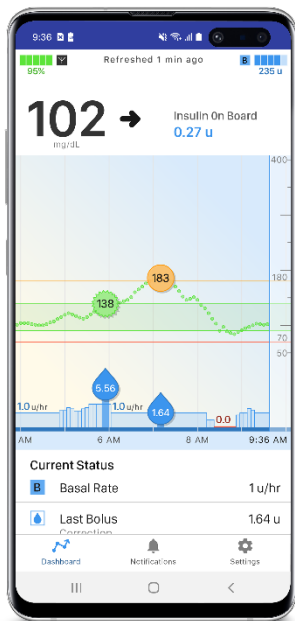
Type 1
Ages 6+

Type 1
Ages 2-5

Type 2



Advancing Our App: a Foundation for Remote Control



Future anticipated app features*

Mobile bolus

Health app integration

Personalization

Biometric authentication

Decision support

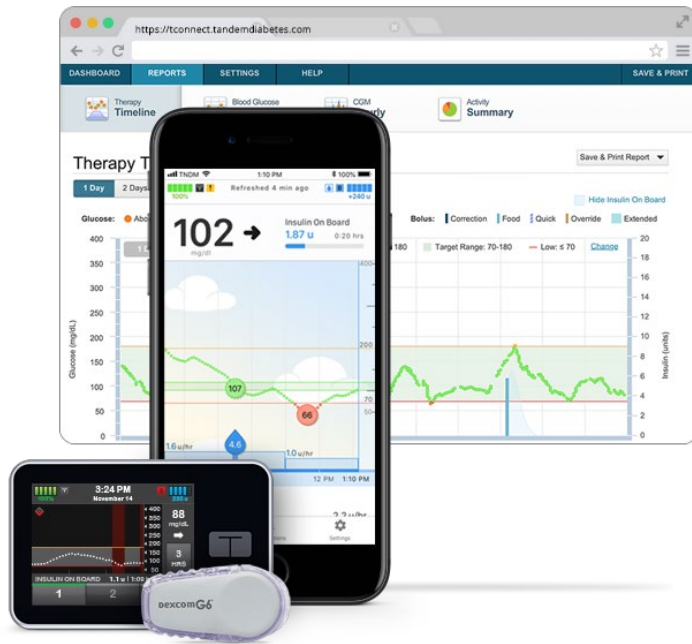
*Under development. Subject to future FDA submission and clearance.

Introducing Tandem Source

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

Succeeds t:connect as our global, next generation data management application

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





Future CGM Integration



**Under development and subject to future iCGM designation by the FDA or regulatory submission and clearance.*

Additional Research Areas

INSULINS

- Ultra rapids
- Concentrates
- Biosimilars



Subject to future regulatory submission and clearance.

INFUSION SETS

- Reduced occlusions
- Extended wear
- Increased options
- Reduced body burden
- Less waste





4

Our Operations



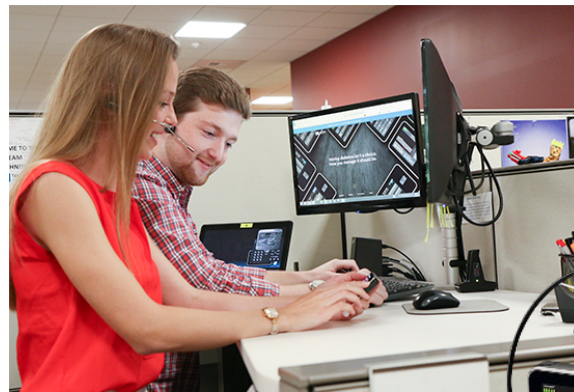


Revolutionary Customer Experience

Scaling from approximately 95 territories to approximately 110 territories

Increasing employee productivity through technology

Expanding self-service patient portal offerings



Insulin Pump Business Model in the U.S.

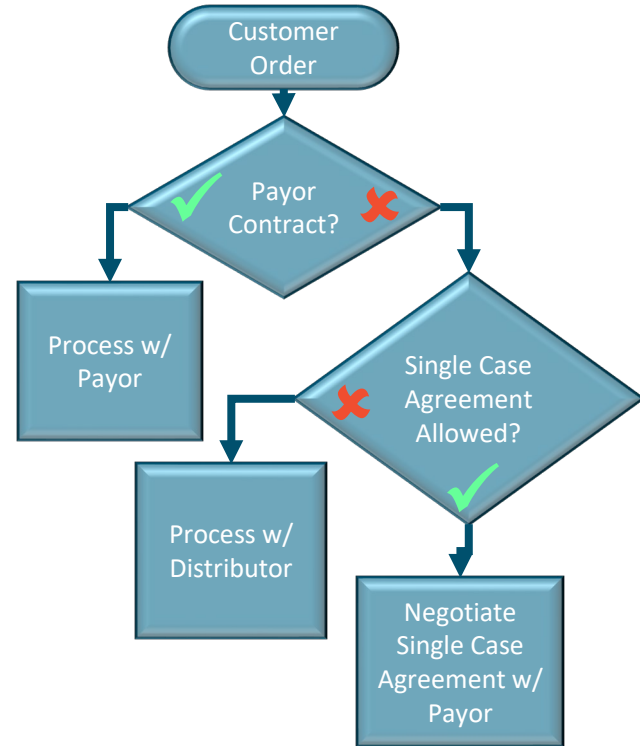
Seasonal business

- Sales are typically back-end loaded (Q1 lowest percent of sales, Q4 highest percent of sales)
- Highly influenced by timing of when people typically meet their insurance deductibles

DTC sales model (commercial payors and patient co-insurance)

Utilize direct contracts with commercial payors or distributor arrangements

- Network of distributors used for approximately 70% of sales
- Distributors pricing adjusted for a logistics margin



Reimbursement differs by product but total amount realized per patient is approximately the same in a four-year reimbursement cycle.

	Domestic	OUS
% Distributor	Apx. 70%	90% - 95%
Pump 1 reimbursed every 4 years	\$4K	\$2K - \$3K
Supplies 120 cartridges and infusion sets used per patient per year	\$4K	\$5K
Total realized per patient at projected near-term distributor mix	\$8K	\$7K - \$8K



5

The Diabetes Landscape



Diabetes Overview



	Type 1	Type 2
Cause	Autoimmune <i>Body does not create insulin hormone</i>	Lifestyle Related <i>Insulin resistance where cells do not use insulin properly</i>
Onset	Sudden <i>Typically before age 40</i>	Progressive <i>Typically appears late in life</i>
Prevention	None	Diet and exercise
Therapy	Insulin	Oral medication, insulin
U.S. Prevalence ¹ <i>(diagnosed)</i>	1.6 million	25.6 million <i>(2.3 million using intensive insulin therapy)</i>
Worldwide Prevalence ² <i>(diagnosed)</i>	24.2 million	206.8 million <i>(9 million using intensive insulin therapy)</i>

1) Centers for Disease Control and Prevention. National Diabetes Statistics Report, 2020. Atlanta, GA: Centers for Disease Control and Prevention, U.S. Dept of Health and Human Services; 2020

2) International Diabetes Federation. IDF Diabetes Atlas, 9th edn. Brussels, Belgium: International Diabetes Federation, 2019. <http://www.diabetesatlas.org>



Reducing Burden throughout the Diabetes Ecosystem

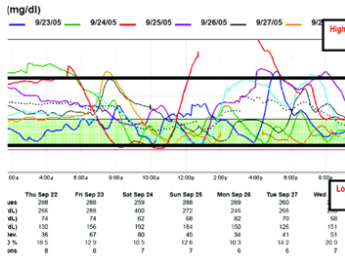
Patients



Caregivers



Providers



Payors

6

Summary





Tandem Diabetes Care: *Positively Different*

- Nearly 300,000 insulin pumps shipped worldwide in the past 4 years
- t:slim X2™ with Control-IQ® technology
 - Most advanced commercially available insulin delivery system
 - Cleared domestically ages 6+
 - Scaling worldwide launch
- Robust product pipeline
 - Delivery devices
 - Device software, including AID
 - Data and insights
- Sales momentum
 - 2022 sales guidance: 20% growth*
 - 2021 sales guidance: \$685M - \$695M**
 - 2020 sales: \$499M
 - 2019 sales: \$362M
 - 2018 sales: \$184M



*Guidance as of December 6, 2021

**Guidance as of November 3, 2021



Tandem Diabetes Care

INVESTOR RELATIONS:

858-366-6900

IR@TANDEMDIABETES.COM

