

Tandem Diabetes Care, Inc.
Sales by Geography and Product
2024 and 2023

Sales in the United States - by Product:

(\$'s in thousands)

	Quarter Ended				Year Ended	Quarter Ended			Nine Months Ended
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	September 30, 2024
Pump	\$ 66,457	\$ 74,360	\$ 66,365	\$ 82,364	\$ 289,546	\$ 61,720	\$ 81,745	\$ 86,722	\$ 230,187
Supplies and other	66,808	70,450	72,093	81,088	290,439	69,187	74,812	83,889	227,888
Deferral for Tandem Choice	(2,023)	(2,309)	(8,236)	(12,539)	(25,107)	(1,146)	154	1,039	47
Total GAAP Sales in the United States	\$ 131,242	\$ 142,501	\$ 130,222	\$ 150,913	\$ 554,878	\$ 129,761	\$ 156,711	\$ 171,650	\$ 458,122
Adjustment for Tandem Choice	2,023	2,309	8,236	12,539	25,107	1,146	(154)	(1,039)	(47)
Total Non-GAAP Sales in the United States	\$ 133,265	\$ 144,810	\$ 138,458	\$ 163,452	\$ 579,985	\$ 130,907	\$ 156,557	\$ 170,611	\$ 458,075

Sales Outside the United States - by Product:

(\$'s in thousands)

	Quarter Ended				Year Ended	Quarter Ended			Nine Months Ended
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	September 30, 2024
Pump	\$ 18,247	\$ 27,317	\$ 21,672	\$ 9,060	\$ 76,296	\$ 25,567	\$ 26,130	\$ 28,077	\$ 79,774
Supplies and other	19,894	26,099	33,728	36,823	116,544	36,346	39,069	44,244	119,659
Total Sales Outside the United States	\$ 38,141	\$ 53,416	\$ 55,400	\$ 45,883	\$ 192,840	\$ 61,913	\$ 65,199	\$ 72,321	\$ 199,433

Worldwide Sales - by Product:

(\$'s in thousands)

	Quarter Ended				Year Ended	Quarter Ended			Nine Months Ended
	March 31, 2023	June 30, 2023	September 30, 2023	December 31, 2023	December 31, 2023	March 31, 2024	June 30, 2024	September 30, 2024	September 30, 2024
Pump	\$ 84,704	\$ 101,677	\$ 88,037	\$ 91,424	\$ 365,842	\$ 87,287	\$ 107,875	\$ 114,799	\$ 309,961
Supplies and other	86,702	96,549	105,821	117,911	406,983	105,533	113,881	128,133	347,547
Deferral for Tandem Choice	(2,023)	(2,309)	(8,236)	(12,539)	(25,107)	(1,146)	154	1,039	47
Total GAAP Worldwide Sales	\$ 169,383	\$ 195,917	\$ 185,622	\$ 196,796	\$ 747,718	\$ 191,674	\$ 221,910	\$ 243,971	\$ 657,555
Adjustment for Tandem Choice	2,023	2,309	8,236	12,539	25,107	1,146	(154)	(1,039)	(47)
Total Non-GAAP Worldwide Sales	\$ 171,406	\$ 198,226	\$ 193,858	\$ 209,335	\$ 772,825	\$ 192,820	\$ 221,756	\$ 242,932	\$ 657,508

Quarterly and Annual Sales Information

The financial data presented in the tables above for the year ended December 31, 2023 has been derived from our audited consolidated financial statements included in our Annual Report on Form 10-K for the respective periods, or the Annual Report, as filed with the Securities and Exchange Commission, or the SEC. The financial data presented in the tables for the quarters ended March 31, 2024 and 2023, June 30, 2023 and 2024, and September 30, 2024 and 2023, have been derived from our unaudited financial statements included in our Quarterly Reports on Form 10-Q for the respective periods, or the Quarterly Reports, as filed with the SEC. The financial data presented should be read in conjunction with the other information included in our Annual Report and Quarterly Reports. Copies of our filings with the SEC are available free of charge on our website within the “Investor Center” section. Our historical results for any prior period are not necessarily indicative of results to be expected in any future period.

Non-GAAP Financial Measures

Non-GAAP sales in the United States and non-GAAP worldwide sales are non-GAAP financial measures. GAAP refers to accounting principles generally accepted in the United States of America. Non-GAAP sales exclude the impact of Tandem Choice adjustments for the Tandem Choice technology access program.

These non-GAAP financial measures and quarterly trends are presented to provide information that may assist investors in understanding the Company's financial results and assessing its prospects for future performance, but should not be read as a guarantee of future performance or results. We believe these non-GAAP financial measures are important indicators of our operating performance because they exclude items that are unrelated to, and may not be indicative of, our core operating results. These non-GAAP financial measures, as we calculate them, may not necessarily be comparable to similarly titled measures of other companies and may not be appropriate measures for comparing the performance of other companies relative to the Company. These non-GAAP financial results are not intended to represent, and should not be considered to be more meaningful measures than, or alternatives to, measures of operating performance as determined in accordance with GAAP. Investors are referred to the Company's filings with the Securities and Exchange Commission for additional information regarding limitations of these non-GAAP financial measures.