

May 7, 2024



Q1 2024

Supplemental Financial Information



Use of Non-GAAP Financial Measures



Inogen has presented certain financial information in accordance with U.S. GAAP and also on a non-GAAP basis for the three months ended March 31, 2024, and March 31, 2023. Management believes that non-GAAP financial measures, taken in conjunction with U.S. GAAP financial measures, provide useful information for both management and investors by excluding certain non-cash and other expenses that are not indicative of Inogen's core operating results. Management uses non-GAAP measures to compare Inogen's performance relative to forecasts and strategic plans, to benchmark Inogen's performance externally against competitors, and for certain compensation decisions. Non-GAAP information is not prepared under a comprehensive set of accounting rules and should only be used to supplement an understanding of Inogen's operating results as reported under U.S. GAAP. Inogen encourages investors to carefully consider its results under U.S. GAAP, as well as its supplemental non-GAAP information and the reconciliation between these presentations, to more fully understand its business. Reconciliations between U.S. GAAP and non-GAAP results are presented in the accompanying tables of this release. For future periods, Inogen is unable to provide a reconciliation of non-GAAP measures without unreasonable effort as a result of the uncertainty regarding, and the potential variability of, the amounts of interest income, interest expense, depreciation and amortization, stock-based compensation, provision for income taxes, and certain other infrequently occurring items, such as acquisition-related costs, that may be incurred in the future.

Q1 2024 Results

Revenue by region and category



Total by Category	Q1 Revenue	Year-Over-Year Change	% of Total Revenue
Business-to-business domestic sales	\$16.5 million	31.3%	21.2%
Business-to-business international sales	\$26.0 million	37.2%	33.4%
Direct-to-consumer domestic sales	\$20.5 million	(15.6)%	26.3%
Rental revenue	\$14.9 million	(8.3)%	19.1%
Total revenue	\$78.0 million	8.1%	100%
Total constant currency revenue	\$77.7 million	7.6%	100%

Due to rounding, numbers presented may not add up precisely to the totals provided.

Operating Expense and Net Loss

(in thousands)



	Three months ended March 31,	
	2024	2023
Operating expense		
Research and development	\$ 6,578	\$ 5,344
Sales and marketing	26,936	28,441
General and administrative	17,131	18,863
Total operating expense	50,645	52,648
Loss from operations	(16,274)	(21,915)
Other income (expense)		
Interest income, net	1,403	1,525
Other income, net	143	237
Total other income, net	1,546	1,762
Loss before provision (benefit) for income taxes	(14,728)	(20,153)
Provision (benefit) for income taxes	(150)	196
Net loss	\$ (14,578)	\$ (20,349)

Reconciliation of GAAP to Non-GAAP

Adjusted EBITDA *(in thousands)*



Non-GAAP EBITDA and Adjusted EBITDA	Three months ended March 31,	
	2024	2023
Net loss (GAAP)	\$ (14,578)	\$ (20,349)
Non-GAAP adjustments:		
Interest income, net	(1,403)	(1,525)
Provision (benefit) for income taxes	(150)	196
Depreciation and amortization	5,265	4,086
EBITDA (non-GAAP)	(10,866)	(17,592)
Stock-based compensation	2,416	3,442
Acquisition-related expenses	238	554
Restructuring-related and other charges ⁽¹⁾	—	1,809
Change in fair value of earnout liability	570	—
Adjusted EBITDA (non-GAAP)	<u>\$ (7,642)</u>	<u>\$ (11,787)</u>

(1) Charges represent the costs associated with workforce reductions and associated costs and other restructuring-related activities.

Reconciliation of GAAP to Non-GAAP



Adjusted Net Loss *(in thousands)*

Non-GAAP Adjusted Net Loss and Diluted EPS	Three months ended March 31,			
	Net Loss		Diluted EPS	
	2024	2023	2024	2023
Financial Results (GAAP)	\$ (14,578)	\$ (20,349)	\$ (0.62)	\$ (0.88)
Non-GAAP adjustments:				
Amortization of intangibles	932	26		
Stock-based compensation	2,416	3,442		
Acquisition-related expenses	238	554		
Restructuring-related and other charges ⁽¹⁾	—	1,809		
Change in fair value of earnout liability	570	—		
Income tax impact of adjustments ⁽²⁾	—	—		
Adjusted	<u>\$ (10,422)</u>	<u>\$ (14,518)</u>	<u>\$ (0.45)</u>	<u>\$ (0.63)</u>

(1) Charges represent the costs associated with workforce reductions and associated costs and other restructuring-related activities.

(2) Income tax impact of adjustments represents the tax impact related to the non-GAAP adjustments listed above and reflects an effective tax rate of 0% for 2024 and 2023.

Stock-Based Compensation

(in thousands)



Stock-based compensation expense by type of award:
Restricted stock units and restricted stock awards
Employee stock purchase plan
Total stock-based compensation expense

Three months ended March 31,	
2024	2023
\$ 2,309	\$ 3,305
107	137
<u>\$ 2,416</u>	<u>\$ 3,442</u>

Cost of revenue
Research and development
Sales and marketing
General and administrative
Total stock-based compensation expense

Three months ended March 31,	
2024	2023
\$ 180	\$ 84
460	458
430	774
1,346	2,126
<u>\$ 2,416</u>	<u>\$ 3,442</u>



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