



# Q3 2024 Earnings Presentation

November 4, 2024

# Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties and reflect the Company's judgment as of the date of this presentation. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements. Some of these forward-looking statements may contain words like "will," "believe," "may," "could," "would," "might," "possible," "should," "expect," "intend," "forecast," "guidance," "plan," "anticipate," "target," or "continue," the negative of these words, other terms of similar meaning or they may use future dates. Forward-looking statements contained in this presentation include, but are not limited to, statements concerning: future financial performance, including projections for revenues, expected revenue growth (both reported and organic), GAAP and adjusted net income, GAAP and adjusted earnings per diluted share, non-GAAP adjustments such as divestiture, acquisition and integration-related charges, intangible asset amortization, structural optimization charges, EU Medical Device Regulation-related charges, charges related to the voluntary global recall of all products manufactured at the Company's facility in Boston, Massachusetts and the transition of Boston-related manufacturing operations to the Company's Braintree, Massachusetts facility, and income tax expense (benefit) related to non-GAAP adjustments and other items; and the Company's expectations and plans with respect to business and operational performance, strategic initiatives, capabilities, resources, product development and regulatory approvals, including expectations concerning the Company's expectations regarding the implementation and efficacy of a compliance master plan to improve the Company's quality system. It is important to note that the Company's goals and expectations are not predictions of actual performance. Such forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from predicted or expected results. Such risks and uncertainties include, but are not limited, to the following: the ongoing and possible future effects of global challenges, including macroeconomic uncertainties, inflation, supply chain disruptions, trade regulation and tariffs, bank failures and other economic disruptions, and U.S. and global recession concerns, on the Company's customers and on the Company's business, financial condition, results of operations and cash flows; the Company's ability to execute its operating plan effectively; the Company's ability to successfully integrate Acclarent and other acquired businesses; the Company's ability to achieve sales growth in a timely fashion; the Company's ability to manufacture and ship sufficient quantities of its products to meet its customers' demands; the ability of third-party suppliers to supply us with raw materials and finished products; global political conditions, including the war in Ukraine and the conflict in Israel and Gaza; the Company's ability to manage its direct sales channels effectively; the sales performance of third-party distributors on whom the Company relies to generate revenue for certain products and geographic regions; the Company's ability to access and maintain relationships with customers of acquired entities and businesses; physicians' willingness to adopt and third-party payors' willingness to provide or maintain reimbursement for the Company's recently launched, planned and existing products; initiatives launched by the Company's competitors; downward pricing pressures from customers; the Company's ability to secure regulatory approval for products in development; the Company's ability to remediate quality systems violations; difficulties in implementing the Company's compliance master plan and realizing the benefits contemplated thereby within the anticipated timeframe, or at all; difficulties or delays in obtaining and maintaining required regulatory approvals related to the transition of the manufacturing to the Braintree facility; the possibility that costs or difficulties related to building and the operationalization of the Braintree facility or the transition of manufacturing activities from the Company's Boston facility to the Braintree facility will be greater than expected; fluctuations in hospitals' spending for capital equipment; uncertainties inherent in the development of new products and the enhancement of existing products, including FDA approval and/or clearance and other regulatory risks, technical risks, cost overruns and delays; the Company's ability to comply with regulations regarding products of human origin and products containing materials derived from animal source; difficulties in controlling expenses, including costs to procure and manufacture the Company's products; the ability of the Company to successfully manage leadership and organizational changes and the impact of changes in management or staff levels; the impact of goodwill and intangible asset impairment charges if future operating results of acquired businesses are significantly less than the results anticipated at the time of the acquisitions, the Company's ability to leverage its existing selling organizations and administrative infrastructure; the Company's ability to increase product sales and gross margins, and control non-product costs; the Company's ability to achieve anticipated growth rates, margins and scale and execute its strategy generally; the amount and timing of divestiture, acquisition and integration-related costs; the geographic distribution of where the Company generates its taxable income; new U.S. and foreign government laws and regulations, and changes in existing laws, regulations and enforcement guidance, which affect areas of our operations including, but not limited to, those affecting the health care industry, including the EU Medical Devices Regulation; the scope, duration and effect of U.S. and international governmental, regulatory, fiscal, monetary and public health responses to public health crises; fluctuations in foreign currency exchange rates; the amount of our bank borrowings outstanding and other factors influencing liquidity; potential negative impacts resulting from environmental, social and governance matters; and the economic, competitive, governmental, technological, and other risk factors and uncertainties identified under the heading "Risk Factors" included in Item 1A of Integra's Annual Report on Form 10-K for the year ended December 31, 2023 and information contained in subsequent filings with the Securities and Exchange Commission. These forward-looking statements are made only as of the date hereof, and, except as otherwise required by applicable law, the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events, or otherwise.

# Non-GAAP Financial Measures

In addition to our GAAP results, we provide certain non-GAAP measures, including organic revenues, organic revenues excluding Boston, adjusted earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted net income, adjusted earnings per diluted share, adjusted gross profit, adjusted gross margin, free cash flow and adjusted free cash flow conversion. Organic revenues consist of total revenues excluding the effects of currency exchange rates, revenues from current-period acquisitions and product divestitures and discontinuances. Organic revenues excluding Boston consist of total revenues excluding (i) the effects of currency exchange rates, revenues from current-period acquisitions and product divestitures and discontinuances and (ii) revenues associated with Boston-produced products including sales reported prior to the manufacturing stoppage and voluntary global recall of all products manufactured at the Company's Boston, Massachusetts facility and distributed between March 1, 2018 and May 22, 2023 (the "recall"), and the impact of sales return provisions recorded. Adjusted EBITDA consists of GAAP net income excluding: (i) depreciation and amortization; (ii) other income (expense); (iii) interest income and expense; (iv) income tax expense (benefit); and (v) those operating expenses also excluded from adjusted net income. The measure of adjusted net income consists of GAAP net income, excluding: (i) structural optimization charges; (ii) divestiture, acquisition and integration-related charges; (iii) EU Medical Device Regulation-related charges; (iv) charges related to the recall and the transition of Boston-related manufacturing operations to the Company's Braintree, Massachusetts facility; (v) intangible asset amortization expense; and (vi) income tax impact from adjustments. The adjusted earnings per diluted share measure is calculated by dividing adjusted net income attributable to diluted shares by diluted weighted average shares outstanding. Adjusted gross profit consists of GAAP gross profit adjusted for: (i) structural optimization charges; (ii) divestiture, acquisition and integration-related charges; (iii) charges related to the recall and the transition of Boston-related manufacturing operations to the Company's Braintree, Massachusetts facility; (iv) EU Medical Device Regulation-related charges; and (v) intangible asset amortization expense. The measure of adjusted gross margin is calculated by dividing adjusted gross profit by total revenues. The measure of free cash flow consists of GAAP net cash provided by operating activities less purchases of property and equipment. The adjusted free cash flow conversion measure is calculated by dividing free cash flow by adjusted net income.

Reconciliations of GAAP revenues to organic revenues, GAAP revenues to organic revenues excluding Boston, GAAP net income to adjusted EBITDA and adjusted net income, GAAP earnings per diluted share to adjusted earnings per diluted share, GAAP gross profit to adjusted gross profit, GAAP gross margin to adjusted gross margin, and GAAP total debt to net debt all for the quarters ended September 30, 2024 and 2023, and the GAAP operating cash flow to free cash flow and adjusted free cash flow conversion for the quarters and twelve-months ended September 30, 2024 and 2023, appear in the financial tables in this presentation.

The Company believes that the presentation of organic revenues and the other non-GAAP measures provide important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. For further information regarding why Integra believes that these non-GAAP financial measures provide useful information to investors, the specific manner in which management uses these measures, and some of the limitations associated with the use of these measures, please refer to the Company's Current Report on Form 8-K regarding this presentation filed today with the Securities and Exchange Commission. This Current Report on Form 8-K is available on the SEC's website at [www.sec.gov](http://www.sec.gov) or on our website at [www.integralife.com](http://www.integralife.com).

# Mojdeh Poul Appointed Integra's Next President & CEO



I am thrilled to serve as the next president and CEO of Integra and am thankful to Stuart and the board for their trust in my leadership. As we work through the transition, we will remain sharply focused on executing our operational and quality compliance strategic priorities, while maximizing the potential of Integra's leading product portfolio. I look forward to working alongside the board, our teams and our customers to advance our products and technologies to restore patients' lives.



*A proven healthcare executive with deep global expertise and a distinguished record in business strategy and operations, portfolio transformation, value-creating innovation, commercial excellence, and leadership development*

## Experience

- **2019 – 2022:** Executive Vice President and Group President – 3M Healthcare Business Group. Led global strategy, R&D, manufacturing and commercial operations, and P&L for the \$8.5B business group, including wound care and digital healthcare technologies.
- **2011-2019:** Led global strategy, R&D, commercial and manufacturing operations, and P&L across multiple 3M businesses, driving strong revenue growth, margin expansion, and operational excellence while delivering on strategic transformations.
- **2005-2011:** Led global strategy and business growth across a number of Medtronic neuromodulation therapies, significantly increasing new patient growth and reversing declining trends.
- **1989 – 2004:** Held senior leadership roles at Medtronic, Boston Scientific, Teleflex Medical, and General Electric, leading strategic initiatives in marketing, product development, and operations across cardiovascular, neurostimulation, and peripheral vascular therapies, driving innovation, market leadership, and business growth.
- **Education:** MBA, University of North Carolina; Master's and Bachelor's in Mechanical Engineering, University of Louisville

# Executing On Our Strategy

## Q3 Financial Performance

### Total revenue \$381 million

-8.6% organic growth (-10.3% excl. Boston)

- CSS -10.7% (US -6.0%; Int'l -18.1%)
- TT -3.7% (-9.4% excl. Boston)

Gross Margin 63.0%; down (160bps) vs. Q3'23 driven by unfavorable revenue mix and manufacturing inefficiencies partially off-set by Boston impacts

Adj. EPS \$0.41; down (\$0.35) vs Q3'23

## FY 2024 Guidance

**Revenue<sup>1</sup>** \$1.609B-\$1.619B

**Reported Growth** +4.4% to +5.0%

**Organic Growth** -1.7% to -1.0%

**Adjusted EPS** \$2.41 - \$2.49

## Business Highlights

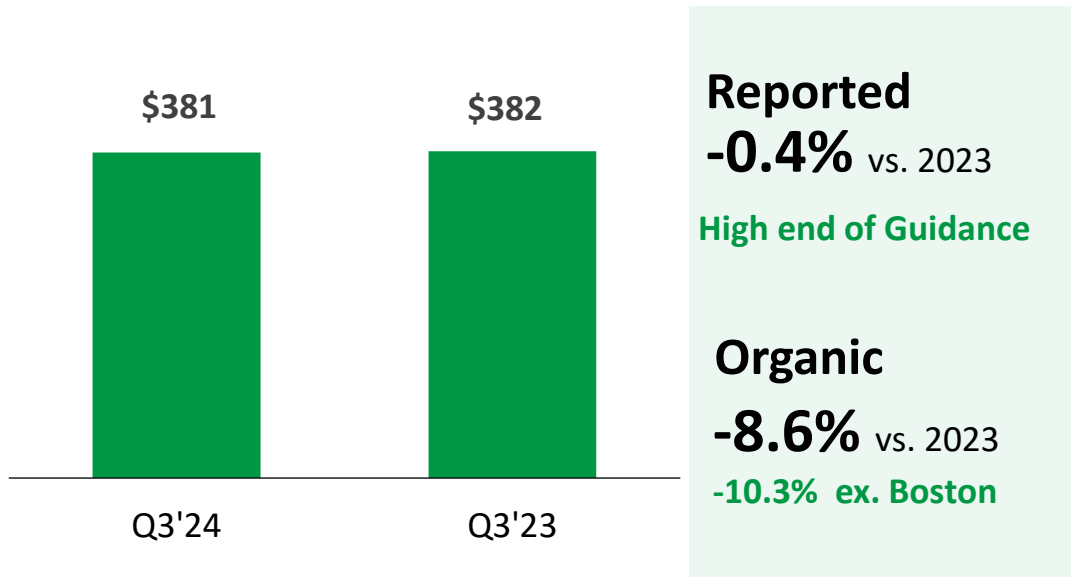
- Continued strong demand for Integra's diverse portfolio of leading brands with strong growth in CUSA<sup>®</sup> portfolio, DuraSorb<sup>®</sup> and UBM platform
- Continued integration success with Acclarent ENT products
- Advancing the Compliance Master Plan and investments in supply reliability
  - CSS shipping hold clearance in line with expectations
  - Integra Skin production pacing to normal revenue levels for Q4
- Began installing equipment within Braintree facility

**Making improvements in supply reliability to meet strong demand for diversified portfolio**

# 2024 Q3 Financial Highlights

## Revenue & Growth

Q3 Revenue (in \$M)



## Adj. EPS

**\$0.41 (46.1%)** vs. 2023

## Adj. Gross Margin

**63.0% (160bps)** vs. 2023

## Adj. EBITDA Margin

**16.2% (680bps)** vs. 2023

## Operating Cash Flow

**\$22.5M** and **(22.6%)** FCF Conversion

Challenging Q3 results in-line with guidance, step-up expected in Q4

# Codman Specialty Surgical Q3 Revenue

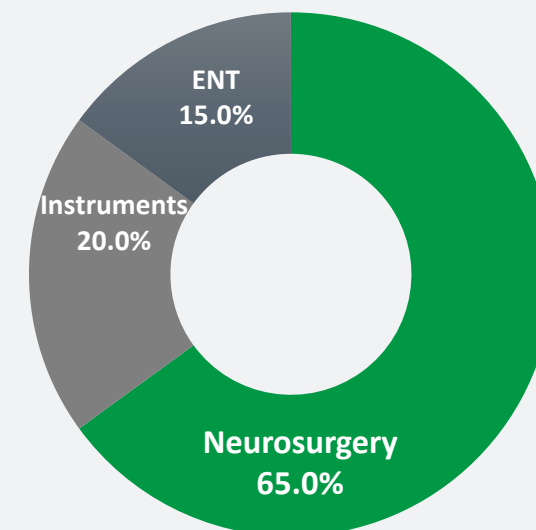
Revenues	Q3'24	Q3'23	Growth
Reported	\$270.8M	\$268.2M	1.0%
Organic <sup>1</sup>	\$239.6M	\$268.2M	-10.7%

## Q3 2024 Growth and Performance Drivers<sup>2</sup>

Neurosurgery	Instruments	ENT <sup>3</sup>	International
-16.0%	8.7%	5.3%	Low double-digit decline

- Neurosurgery:
  - Decline driven primarily by temporary shipping holds in CSF management and Neuro monitoring, which have largely been resolved within the third quarter, as well as supply challenges in Dural access and repair
  - Advanced energy grew mid-single digits driven by CUSA<sup>®</sup> capital and CUSA disposables
- Sales in Instruments increased 8.7% on an organic basis driven by order timing
- ENT<sup>3</sup> grew mid-single digits reflecting only MicroFrance<sup>®</sup> ENT instruments
- International declined low double-digits primarily due to the Neurosurgery shipping holds

## Q3 2024 Revenue Composition



**Temporary ship holds offset strong demand in Neurosurgery and growth in Instruments and ENT**

<sup>1</sup>Q3 2024 excludes \$0.2M in foreign exchange and \$31.0M of Acquisition revenue from Acclarent

<sup>2</sup>Percentages based on organic revenue; Commentary represents organic performance; Comparisons are to prior year

<sup>3</sup> ENT organic growth reflects MicroFrance ENT instruments and excludes Acclarent ENT until Q2 2025

# Tissue Technologies Q3 Revenue

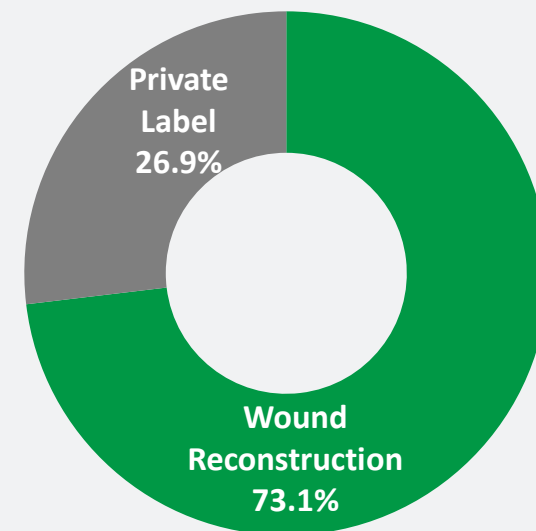
Revenues	Q3'24	Q3'23	Growth	Growth excl. Boston
Reported	\$110.1M	\$114.2M	-3.6%	-9.4%
Organic <sup>1</sup>	\$110.0M	\$114.2M	-3.7%	-9.4%

## Q3 2024 Growth and Performance Drivers<sup>2</sup>

Wound Reconstruction	Private Label	International
-8.7%	13.3%	Mid double-digit decline

- Wound Reconstruction:
  - Low double-digit growth in DuraSorb, MicroMatrix® and Cytal®
  - Mid single-digit growth in AmnioExcel®
  - Low double-digit decline in Integra Skin, due to production challenges
- Sales in private label grew 13.3% on an organic basis due to favorable order timing
- International: Decreased mid-double digits driven by Integra skin supply constraints

## Q3 2024 Revenue Composition



**Production challenges in Integra Skin offset strong demand in Wound Reconstruction and Private Label**

<sup>1</sup>Q3 2024 excludes \$0.0M in foreign exchange

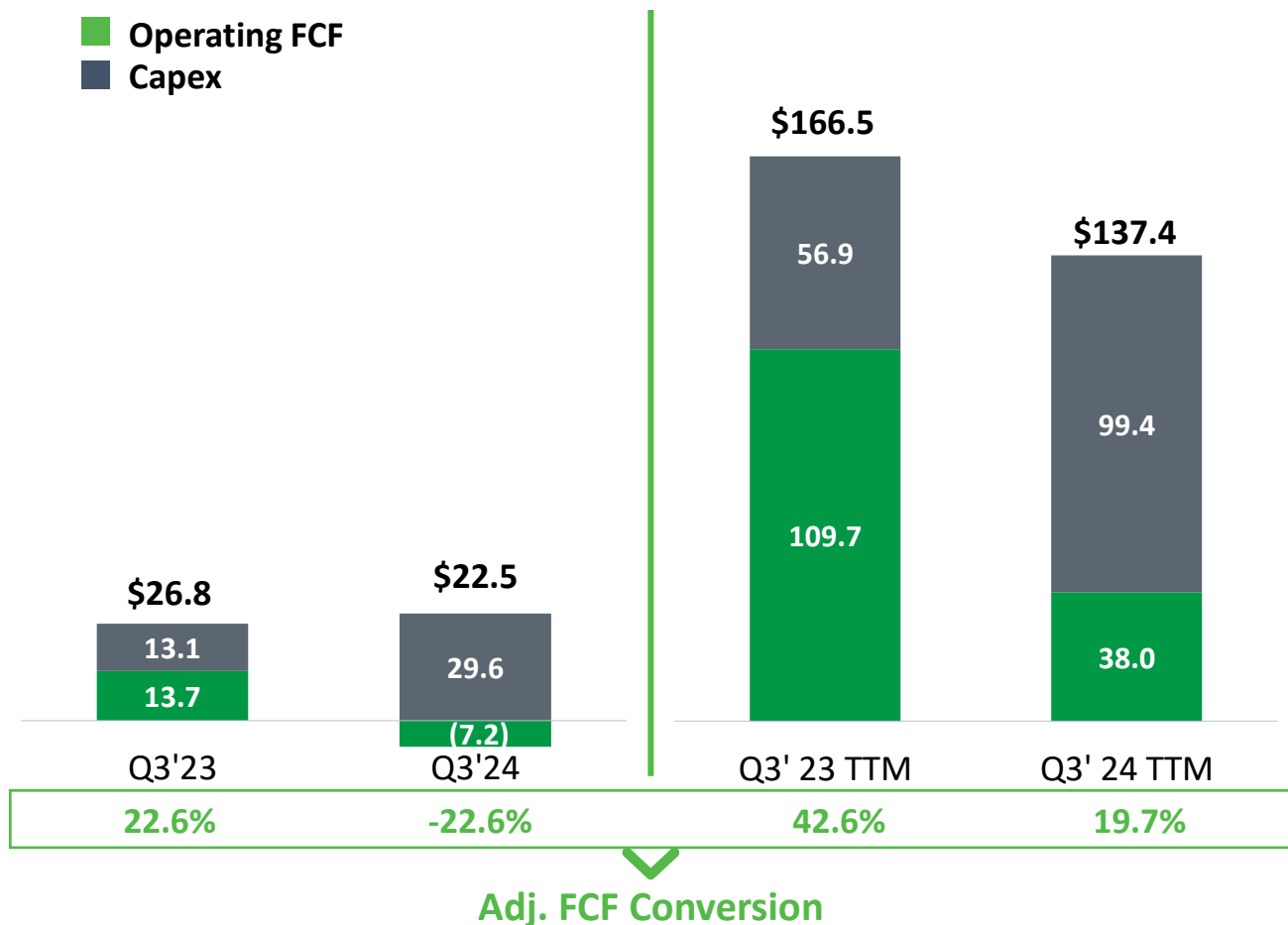
<sup>2</sup>Percentages based on organic revenue; Commentary represents organic performance; Comparisons are to prior year



# Balance Sheet and Cash Flow Performance

Summary Balance Sheet (\$M)	12/31/23	9/30/24
Cash and Cash Equivalents	\$276	\$215
Short-term Investments	\$33	\$62
Total Debt	\$1,509	\$1,813
Net Debt	\$1,200	\$1,536
Available Credit	\$1,228	\$898
Total Available Liquidity	\$1,537	\$1,175
Consolidated Total Leverage Ratio	3.0x	4.0x

## Operating Cash Flow, Free Cash Flow (\$M) & Adj. FCF Conversion (%)



**Q3 Adj. FCF impacted by temporary shipping holds and CAPEX investments**

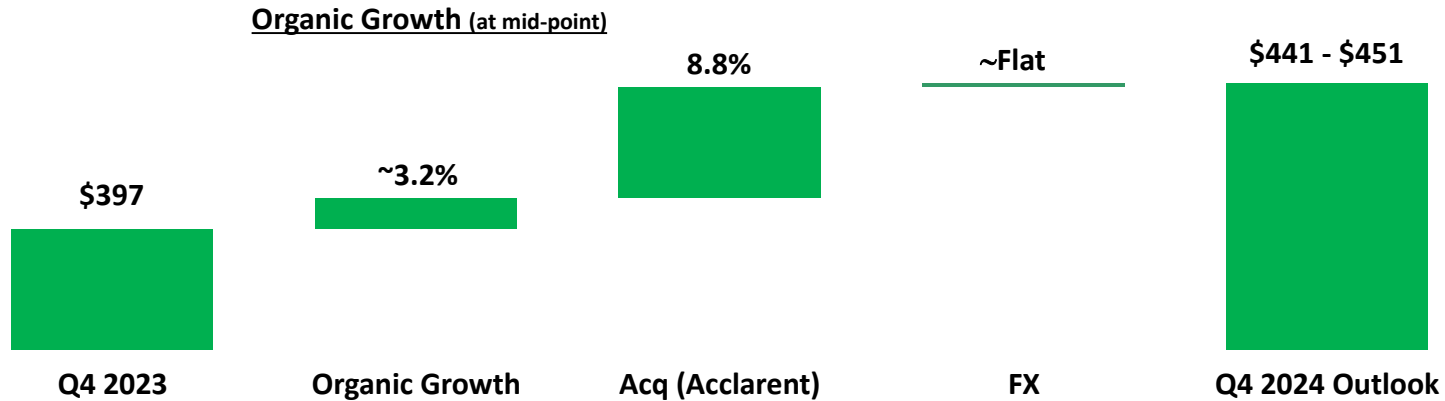
# Balance Sheet and Leverage Key Take Aways

- Capital allocation focused on debt reduction
  - Consolidated Total Leverage Ratio includes add-backs for stock-based compensation and proforma EBITDA contributed by Acclarent
- Convertible bond maturing in Q3'25 will likely be funded using bank revolving line of credit
  - \$900M of fixed rate debt will be in the low 3% range through 2027 due to existing interest rate swaps

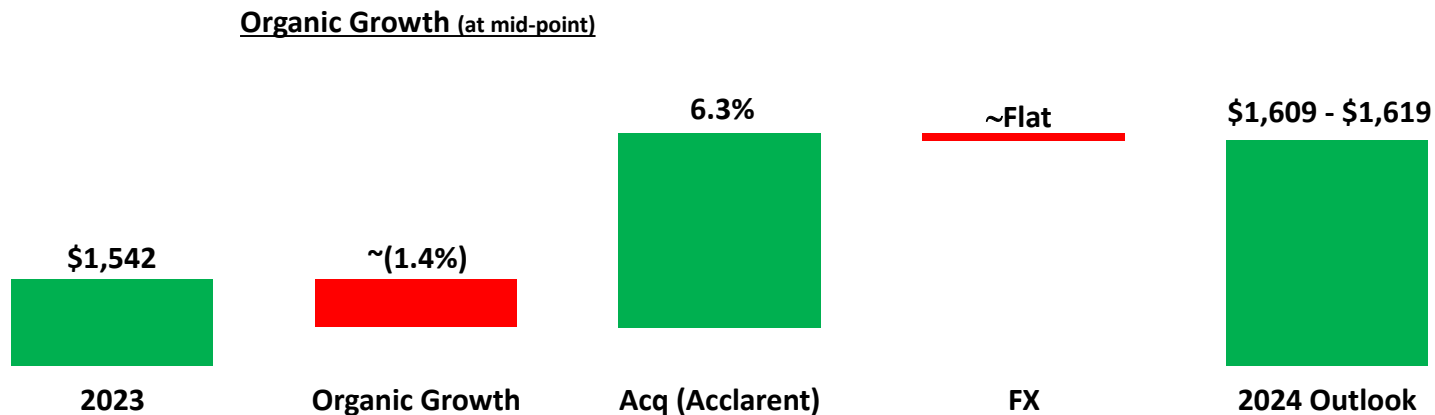
**Sufficient liquidity and limited interest rate exposure**

# Q4 and FY 2024 Outlook

## Q4 2024 Reported Revenue Guidance Bridge (\$M)



## FY 2024 Reported Revenue Guidance Bridge (\$M)



### Q4 2024

- Revenue: \$441M-\$451M
  - Reported Growth +11.1% to +13.6%
  - Organic Growth +2.0 to +4.5%
- Adj. EPS \$0.81 - \$0.89

### FY 2024

- Revenue: \$1.609B-\$1.619B
  - Reported Growth +4.4% to +5.0%
  - Organic Growth -1.7% to -1.0%
- Adj. EPS \$2.41 - \$2.49

**Fourth quarter step-up partially offset by supply challenges**

# Key 2024 Guidance Considerations and Assumptions

	FY 2024
<b>FX rates</b> <ul style="list-style-type: none"><li>• EUR</li><li>• JPY</li><li>• CNY</li></ul>	1.09 143 7.14
<b>Adj. tax rate</b>	19.25%
<b>Avg. shares outstanding</b>	76-77 million

- Full Year Revenue
  - Reported growth driven by the acquisition of the Acclarent ENT business
  - Organic growth impacted by supply challenges and shipping holds
- 3Q to 4Q Revenue Step-up
  - Seasonal demand increase
  - Releasing the majority of third quarter shipping holds
  - Integra Skin production meeting historical revenue run rates
  - Additional quality holds partially offsetting sequential ramp
- Investments in third-party consultants, internal resources and manufacturing inefficiencies impacting COGS
- Protecting key commercial and strategic investments while taking measures to manage profitability and cash flow

# Committed to deliver on our purpose and promise

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## ■ Q3 Financial Results

- Demand for diversified portfolio remains strong
- Supply challenges, including CSS shipping holds and Integra skin production, impacted Q3 results
- Q3 Revenue and adj. EPS within guidance range
- Continued commercial and operational success on the integration of Acclarent

## ■ Committed to making improvements in supply to meet strong demand for diversified portfolio

- Continue to progress the compliance master plan and key infrastructure investments
- Shipping holds communicated during second quarter earnings call are releasing in line with expectations
- Integra Skin production on pace to meet historical revenue run rates for the fourth quarter
- Additional quality holds identified in Q4
- Updating full-year revenue and adj EPS guidance to a range of \$1.609B to \$1.619B and \$2.41 to \$2.49, respectively

## ■ CEO Transition

- Mojdeh Poul will join as Integra's next president and chief executive officer on January 6, 2025



# Appendix

## Non-GAAP Reconciliations

# Third Quarter 2024 Financial Results

Note: Numbers may not add due to rounding

% of Revenues	Q3 2024	Q3 2023	Change	Q3 YTD 2024	Q3 YTD 2023	Change
Total Revenues	\$380.8	\$382.4	(0.4%)	\$1,167.9	\$1,144.5	2.0%
Gross Margin	52.6%	57.1%	-450BPS	54.2%	57.5%	-330BPS
Adj. Gross Margin <sup>(1)</sup>	63.0%	64.6%	-160BPS	64.2%	66.5%	-230BPS
Net Income	(\$10.7)	\$19.5	(154.9%)	(\$26.4)	\$47.9	(155.1%)
Adj. Net Income <sup>(1)</sup>	\$31.7	\$60.5	(47.6%)	\$123.7	\$178.7	(30.8%)
Adj. EBITDA Margin <sup>(1)</sup>	16.2%	23.0%	-680BPS	18.6%	23.5%	-490BPS
Diluted Shares Out (M)	76.5	79.8	(4.2%)	77.3	81.1	(4.7%)
Earnings per Share	(\$0.14)	\$0.24	(158.3%)	(\$0.34)	\$0.59	(157.6%)
Adj. Earnings per Share <sup>(1)</sup>	\$0.41	\$0.76	(46.1%)	\$1.60	\$2.20	(27.3%)

(1) These are non-GAAP financial measures. Please see the Appendix of this presentation for a reconciliation to the nearest GAAP measure.

# Third Quarter 2024 Organic Growth Reconciliation

(In millions)	Q3 2024	Q3 2023	Q3 YTD 2024	Q3 YTD 2023
Neurosurgery	\$176.0	\$209.2	\$583.7	\$607.9
Instruments	\$54.2	\$49.9	\$153.2	\$152.5
ENT	\$40.6	\$9.1	\$92.1	\$26.9
<b>Total Codman Specialty Surgical</b>	<b>\$270.8</b>	<b>\$268.2</b>	<b>\$829.0</b>	<b>\$787.4</b>
Wound Reconstruction and Care	\$80.5	\$88.1	\$249.0	\$280.1
Private Label	\$29.6	\$26.1	\$89.9	\$77.0
<b>Total Tissue Technologies</b>	<b>\$110.1</b>	<b>\$114.2</b>	<b>\$338.9</b>	<b>\$357.2</b>
<b>Total Reported Revenues</b>	<b>\$380.8</b>	<b>\$382.4</b>	<b>\$1,167.9</b>	<b>\$1,144.5</b>
Revenues from divested products <sup>(1)</sup>	\$0.0	(\$0.0)	\$0.0	\$0.2
Impact of changes in currency exchange	(\$0.2)	\$0.0	\$5.2	\$0.0
Revenues from acquisitions <sup>(2)</sup>	(\$31.0)	\$0.0	(\$62.0)	\$0.0
<b>Total Organic Revenues</b>	<b>\$349.6</b>	<b>\$382.4</b>	<b>\$1,111.1</b>	<b>\$1,144.8</b>
<i>Organic Revenue Growth</i>	<i>-8.6%</i>		<i>-2.9%</i>	
Boston Revenue impact	(0.8)	6.4	(0.9)	(1.5)
<b>Total Organic Revenues ex Boston</b>	<b>\$348.9</b>	<b>\$388.8</b>	<b>\$1,110.3</b>	<b>\$1,143.3</b>
<i>Organic Revenue Growth ex Boston</i>	<i>-10.3%</i>		<i>-2.9%</i>	

Note: Numbers may not add due to rounding

(1) Organic revenue has been adjusted for 2024 and 2023 to account for divested products

(2) Revenue from acquisitions



# Third Quarter 2024 and 2023 (TTM) Adjusted Free Cash Flow Reconciliation

Note: Numbers may not add due to rounding

(In millions)	Q3 2024	Q3 2023	TTM 2024	TTM 2023
Net Cash from Operating Activities	\$22.5	\$26.8	\$137.4	\$166.5
Purchases of Property and Equipment	(\$29.6)	(\$13.1)	(\$99.4)	(\$56.9)
<b>Free Cash Flow</b>	<b>(\$7.2)</b>	<b>\$13.7</b>	<b>\$38.0</b>	<b>\$109.7</b>
Adjusted Net Income	\$31.7	\$60.5	\$192.8	\$257.5
<b>Adjusted Free Cash Flow Conversion</b>	<b>(22.6%)</b>	<b>22.6%</b>	<b>19.7%</b>	<b>42.6%</b>

# Third Quarter 2024 Adjusted EBITDA Margin Reconciliation

Note: Numbers may not add due to rounding

(In millions)	Q3 2024	Q3 2023	Q3 YTD 2024	Q3 YTD 2023
<b>GAAP Net Income</b>	<b>(\$10.7)</b>	<b>\$19.5</b>	<b>(\$26.4)</b>	<b>\$47.9</b>
Depreciation	10.2	9.7	30.5	29.9
Intangible asset amortization	25.6	20.9	78.7	62.1
Other (income), net	(2.1)	(0.3)	(2.8)	(1.0)
Interest expense, net	14.3	8.5	36.5	25.0
Income tax expense/(benefit)	(9.7)	(0.9)	(14.4)	4.3
Acquisition, divestiture and integration-related charges <sup>(1)</sup>	7.8	5.8	31.2	18.1
Structural optimization charges	5.7	3.7	15.3	9.9
Boston Recall/Braintree Transition	9.9	7.8	33.7	38.8
EU Medical Device Regulation	10.6	13.5	35.1	34.2
Total of non-GAAP adjustments:	72.5	68.6	243.7	221.3
<b>Adjusted EBITDA</b>	<b>\$61.8</b>	<b>\$88.1</b>	<b>\$217.3</b>	<b>\$269.2</b>
Total Revenues	\$380.8	\$382.4	\$1,167.9	\$1,144.5
<b>Adjusted EBITDA Margin</b>	<b>16.2%</b>	<b>23.0%</b>	<b>18.6%</b>	<b>23.5%</b>

(1) Acquisition, divestiture and integration-related charges are associated with the Acclarent acquisitions and includes banking, legal, consulting, systems, and other income and expenses.

# Third Quarter 2024 Adjusted Net Income & Adjusted EPS Reconciliation

Note: Numbers may not add due to rounding

(In millions)	Q3 2024	Q3 2023	Q3 YTD 2024	Q3 YTD 2023
<b>GAAP Net Income</b>	<b>(\$10.7)</b>	<b>\$19.5</b>	<b>(\$26.4)</b>	<b>\$47.9</b>
Acquisition, divestiture and integration-related charges <sup>(1)</sup>	7.8	5.8	31.2	18.1
Structural optimization charges	5.7	3.7	15.3	9.9
Boston Recall/Braintree Transition	9.9	7.8	33.7	38.8
EU Medical Device Regulation	10.6	13.5	35.1	34.2
Intangible asset amortization expense	25.6	20.9	78.7	62.1
Estimated income tax impact from adjustments and other items	(17.2)	(10.7)	(43.9)	(32.3)
Total of non-GAAP adjustments:	42.4	41.0	150.1	130.8
<b>Adjusted Net Income</b>	<b>\$31.7</b>	<b>\$60.5</b>	<b>\$123.7</b>	<b>\$178.7</b>
<b>Adjusted Diluted Net Income per Share</b>	<b>\$0.41</b>	<b>\$0.76</b>	<b>\$1.60</b>	<b>\$2.20</b>
Weighted average common shares outstanding for diluted net income from continuing operations per share	76.5	79.8	77.3	81.1

(1) Acquisition, divestiture and integration-related charges are associated with the Acclarent acquisitions and includes banking, legal, consulting, systems, and other income and expenses.

# Third Quarter 2024 Gross Margin Reconciliation

Note: Numbers may not add due to rounding

(In millions)	Q3 2024	Q3 2023	Q3 YTD 2024	Q3 YTD 2023
<b>Reported Gross Profit</b>	<b>\$200.2</b>	<b>\$218.3</b>	<b>\$633.0</b>	<b>\$658.2</b>
Structural optimization charges	3.7	1.8	12.0	5.1
Acquisition, divestiture and integration-related charges <sup>(1)</sup>	3.6	0.4	8.6	3.0
Boston Recall/Braintree Transition	9.6	7.7	32.2	38.7
EU Medical Device Regulation	0.8	1.3	3.0	3.6
Intangible asset amortization expense	21.9	17.7	61.1	52.8
<b>Adjusted Gross Profit</b>	<b>\$239.9</b>	<b>\$247.2</b>	<b>\$749.8</b>	<b>\$761.5</b>
Total Revenues	\$380.8	\$382.4	\$1,167.9	\$1,144.5
<b>Adjusted Gross Margin</b>	<b>63.0%</b>	<b>64.6%</b>	<b>64.2%</b>	<b>66.5%</b>

(1) Acquisition, divestiture and integration-related charges are associated with the Acclarent acquisitions and includes banking, legal, consulting, systems, and other income and expenses.

# Third Quarter 2024 Net Debt Reconciliation

Capitalization		
(\$ in millions)	9/30/2024	12/31/2023
Short-term borrowings under senior credit facility	29.1	14.5
Long-term borrowings under senior credit facility	1,132.3	825.6
Borrowings under securitization facility	72.8	89.2
Convertible securities	572.4	570.3
Deferred financing costs netted in the above	6.5	9.7
Short-term Investments	(62.4)	(32.7)
Cash & Cash Equivalents	(215.2)	(276.4)
<b>Net Debt</b>	<b>\$1,535.5</b>	<b>\$1,200.1</b>

Note: Numbers may not add due to rounding