



Inspire Medical Systems, Inc.

May 2025

NYSE: INSP

Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts are forward-looking statements. In some cases, you can identify forward-looking statements by terms such as “may,” “will,” “should,” “expect,” “plan,” “anticipate,” “could,” “future,” “outlook,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential,” “continue,” or the negative of these terms or other similar expressions, although not all forward-looking statements contain these words. The forward-looking statements in this presentation relate to, among other things, statements regarding the planned investments in our business, our growth strategies, the expected timing of regulatory approval and market introduction for new products, the potential impact that our growth strategies and initiatives may have on our business, full year 2025 financial and operational outlook, the ability of our SleepSync™ digital health platform to drive growth, and improvements in patient flow, care pathway capacity, market access, clinical data growth, product development, indication expansion, market development, and prior authorization approvals.

These forward-looking statements are based on management’s current expectations and involve known and unknown risks and uncertainties that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such risks and uncertainties include, among others, estimates regarding the annual total addressable market for our Inspire therapy in the U.S. and our market opportunity outside the U.S.; future results of operations, financial position, research and development costs, capital requirements and our needs for additional financing; commercial success and market acceptance of our Inspire therapy; the impacts of public health crises and pandemics; general and international economic, political, and other risks, including currency and stock market fluctuations and the uncertain economic environment; challenges experienced by patients in obtaining prior authorization; our ability to achieve and maintain adequate levels of coverage or reimbursement for our Inspire therapy; competitive companies and technologies in our industry; our ability to enhance our Inspire therapy, expand our indications and develop and commercialize additional products; our business model and strategic plans for our products, technologies and business, including our implementation thereof; our ability to accurately forecast customer demand for our Inspire therapy and manage our inventory; the impact of glucagon-like peptide 1 class of drugs on demand for our Inspire therapy; our dependence on third-party suppliers, contract manufacturers and shipping carriers; consolidation in the healthcare industry; our ability to expand, manage and maintain our direct sales and marketing organization, and to market and sell our Inspire therapy in markets outside of the U.S.; risks associated with international operations; our ability to manage our growth; our ability to increase the number of active medical centers implanting Inspire therapy; our ability to hire and retain our senior management and other highly qualified personnel; risk of product liability claims; risks related to information technology and cybersecurity; our ability to obtain regulatory approvals for, and commercialize, our Inspire therapy and system, or the effect of delays in obtaining regulatory approvals or commercializing; FDA or other U.S. or foreign regulatory actions affecting us or the healthcare industry generally; risks related to our debt and capital structure; our ability to establish and maintain intellectual property protection for our Inspire therapy and system or avoid claims of infringement; tax risks; risks that we may be deemed an investment company under the Investment Company Act of 1940; regulatory risks; the volatility of the trading price of our common stock; and our expectations about market trends. Other important factors that could cause actual results, performance or achievements to differ materially from those contemplated in this presentation can be found under the captions “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our most recently filed Form 10-Q, and as such factors may be updated from time to time in our other filings with the SEC, which are accessible on the SEC’s website at www.sec.gov and the Investors page of our website at www.inspiresleep.com. These and other important factors could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management’s estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, unless required by applicable law, we disclaim any obligation to do so, even if subsequent events cause our views to change. Thus, one should not assume that our silence over time means that actual events are bearing out as expressed or implied in such forward-looking statements. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

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It all starts and
ends with our
mission



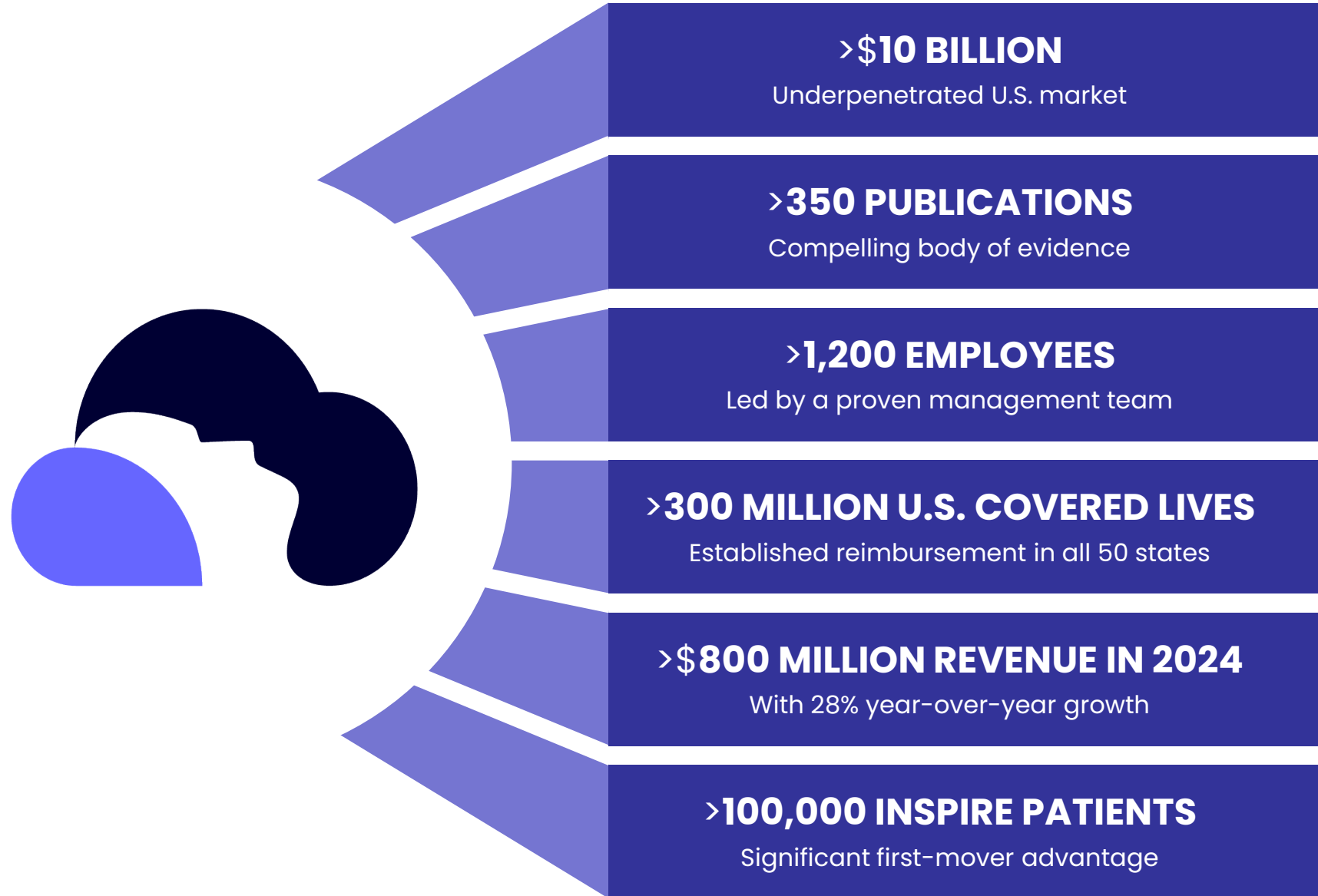
We are a medical technology company committed to
**enhancing patient lives
through sleep innovation**



Company Overview

The first and only...

Innovative, closed-loop,
neurostimulation
technology
for Obstructive Sleep
Apnea (OSA)



From our entrepreneurial beginnings, and with a focus on delivering life-changing outcomes, we've been ***enhancing the lives of patients for over 17 years...***

Founded
2007

With new innovations on the horizon and a big blue ocean of opportunity in front of us!

IPO
2018

4,000

Patients receiving Inspire

\$50M

Revenue

200

Implanters

Today

>100,000

Patients receiving Inspire

>\$800M

Revenue

>1,500

Implanters

... and we are still just getting started

First Mover. Market Disruptor. Innovation Leader.

100K patients
with Inspire

Proving out our care
pathways and therapy
optimization

>\$10B domestic
market

With less than 5% penetration
we have plenty of room to
continue growing

Clinical
evidence

>350 publications portraying
a compelling body of
evidence

Broad payor
coverage

Reimbursement in all 50
states with >300 million US
covered lives

Next-gen
neurostimulator

>20 years in pursuing
perfection of our technology

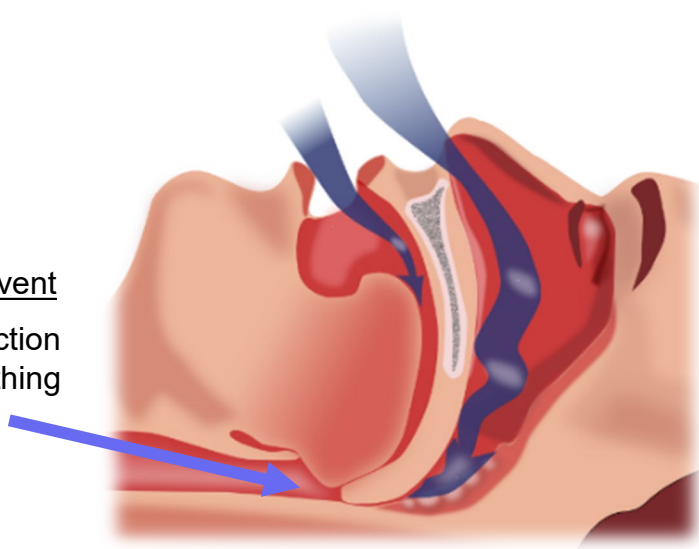
>\$800M
revenue in 2024

28% year-over-year growth,
continuing our strong
performance

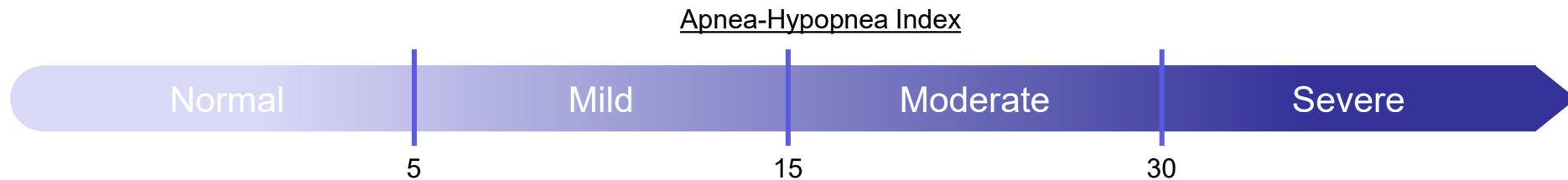
Obstructive Sleep Apnea is caused by blockage that prevents airflow to the lungs

Typical OSA event

Airway obstruction during breathing



- Results in repeated arousals and oxygen desaturations
- Severity of sleep apnea is measured by frequency of apnea or hypopnea events per hour, which is referred to as the Apnea-Hypopnea Index (AHI)



OSA is a chronic disease that is often untreated and proven to be linked to serious health risks

Typical Patient Profile

- High risk patients: obese, male or of advanced age
- Common first indicator: heavy snoring
- Other indicators:
 - Lack of energy
 - Headaches
 - Depression
 - Nighttime gasping
 - Dry mouth
 - Memory or concentration problems
 - Excessive daytime sleepiness

Exacerbated Health Risks

2x

The risk for stroke¹

5x

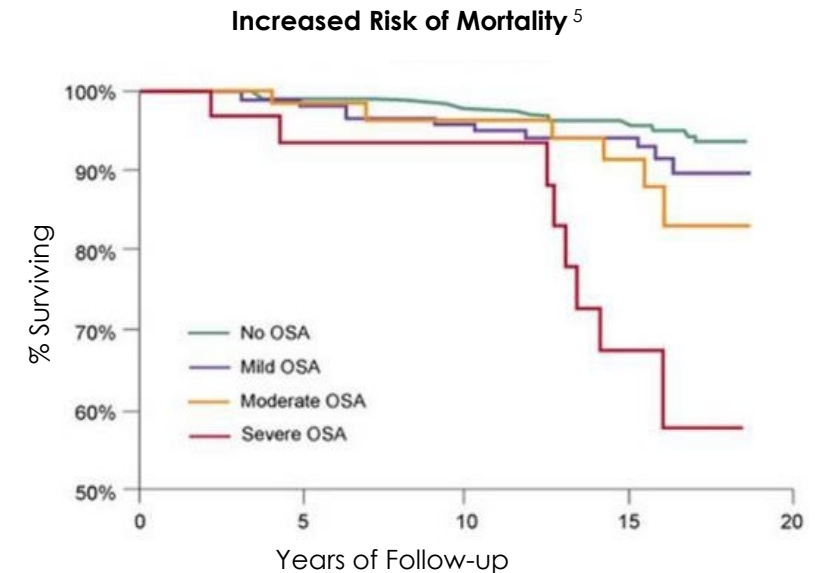
The risk for cardiovascular mortality³

2x

The risk for sudden cardiac death²

57%

Increased risk for recurrence of Atrial Fibrillation after ablation⁴



1. Redline et al, The Sleep Heart Health Study. Am J Res and Crit Care Med 2010.

2. Gami et al, J Am Coll Cardiol 2013.

3. Young et al, J Sleep 2008.

4. Li et al, Europace 2014.

5. Prospective Study of Obstructive Sleep Apnea and Incident Coronary Heart Disease and Heart Failure from SHHS and Wisconsin Sleep Cohort Study.

Current treatment options, such as CPAP and invasive surgeries, have significant limitations

CPAP is the first-line therapy...

- Demonstrated improvements in disease severity and long-term gold standard therapy
- Major limitation as a therapeutic option is primarily due to low patient compliance (~35%–65%)

Drivers of Non-Compliance

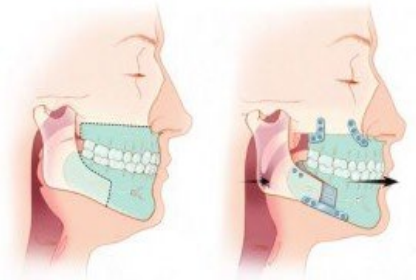
- Mask Discomfort
- Mask Leakage
- Pressure Intolerance
- Skin Irritation
- Nasal Congestion
- Nasal Drying
- Nosebleeds
- Claustrophobia
- Lack of Intimacy



...with surgical alternatives for treatment



Uvulopalatopharyngoplasty (UPPP)



Maxillomandibular Advancement (MMA)

- Several variations of sleep surgery
- Success rates vary widely (30% - 60%)¹
- Irreversible anatomy alteration
- Inpatient surgery with extended recovery

1. Shah, Janki, et al; American Journal of Otolaryngology (2018). Uvulopalatopharyngoplasty vs. CN XII stimulation for treatment of obstructive sleep apnea: A single institution experience.

The domestic OSA market is huge...

Adults with moderate to severe OSA

~23,000,000

CPAP prescriptions annually

~2,000,000

CPAP non-compliant

~700,000

Inspire eligible

~500,000

Internal estimates

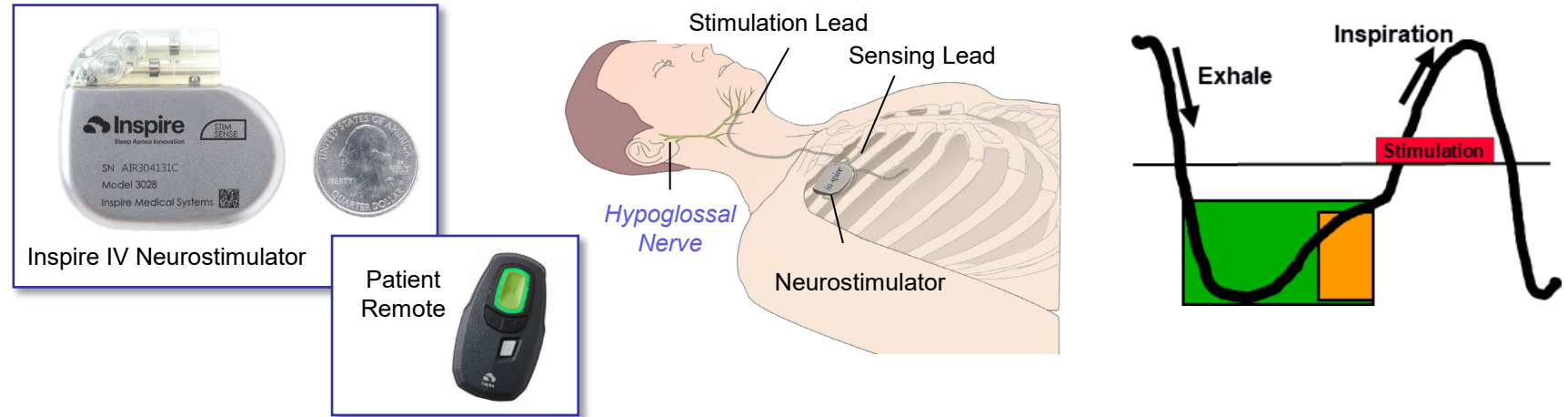
> \$10B
opportunity



Inspire Therapy is an Innovative and Proven Solution for Patients with OSA

Inspire Therapy Utilizes a Proprietary closed-loop Sensing Algorithm to Modulate Therapy Delivery

Inspire Solution



1 Sensing lead ⁽¹⁾

detects when the patient is attempting to breathe

2 Neurostimulator

houses the electronics and battery power for the device

3 Stimulation lead

delivers electrical stimulation to the hypoglossal nerve

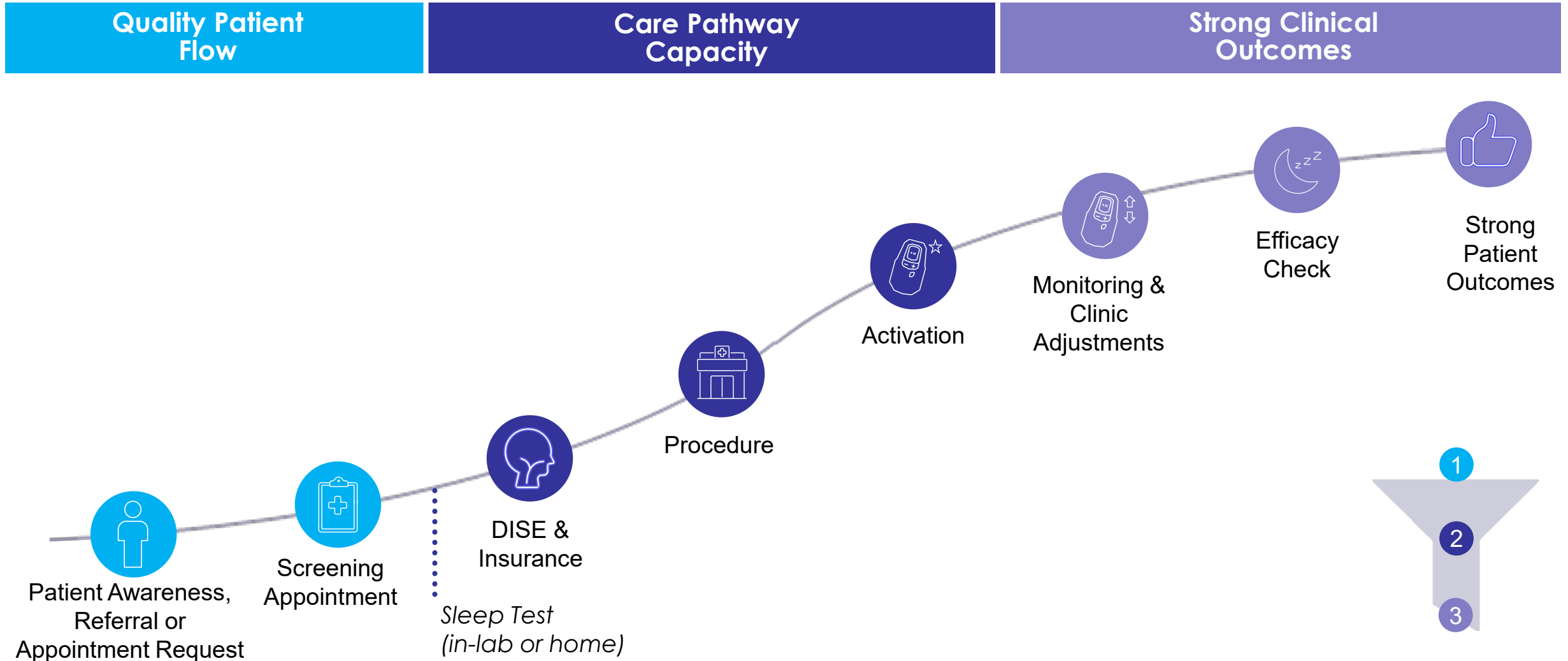
4 Patient Remote

facilitates patient control of therapy

- Typically a 60-90 min outpatient procedure
- Requires only two small incisions
- Patients usually recover quickly and resume normal activities within a few days

⁽¹⁾ Inspire IV only

The Inspire Patient Journey is a multi-specialty care continuum



Our global impact continues to climb



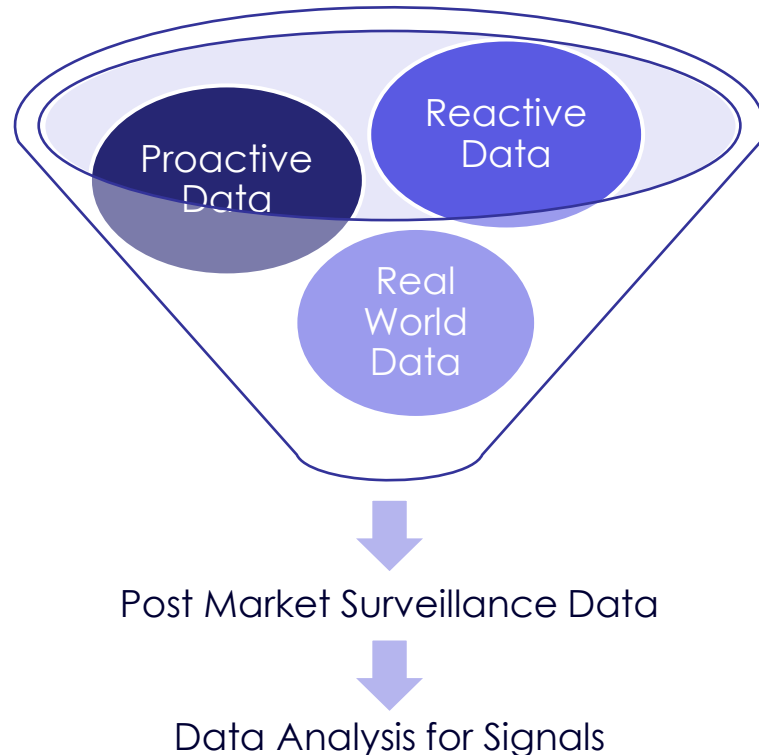
Continuous Data Collection & Outcomes Monitoring

- Collection of real-world, international outcomes data
- Eligibility – ALL patients receiving Inspire therapy
- ADHERE Registry - 5,000 enrollments at 61 medical centers
- Transition to ADHERE 2.0 as part of Inspire SleepSync™ in the U.S.

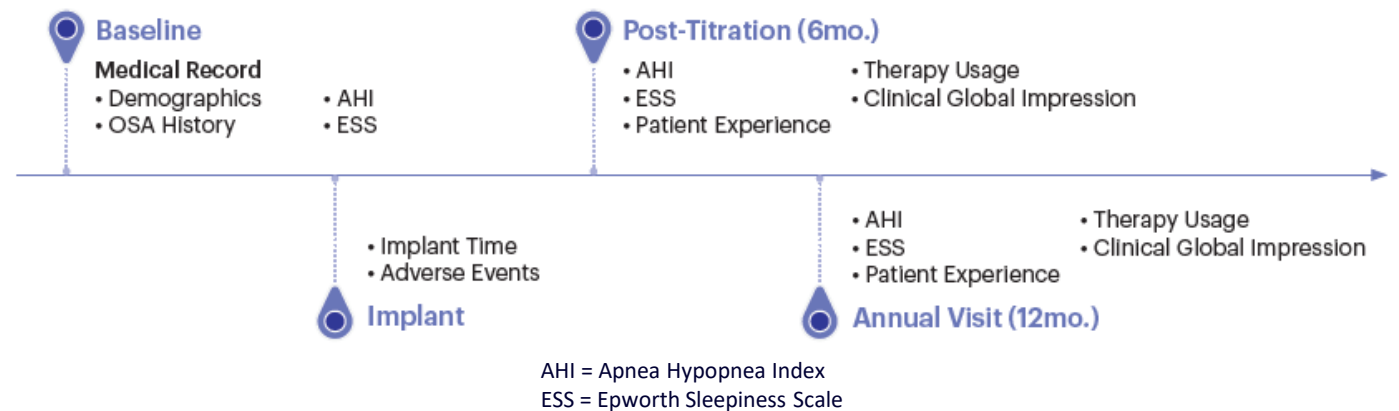


US Centers

EU Centers (Belgium, Germany, Netherlands, Switzerland)



Registry Data Collection

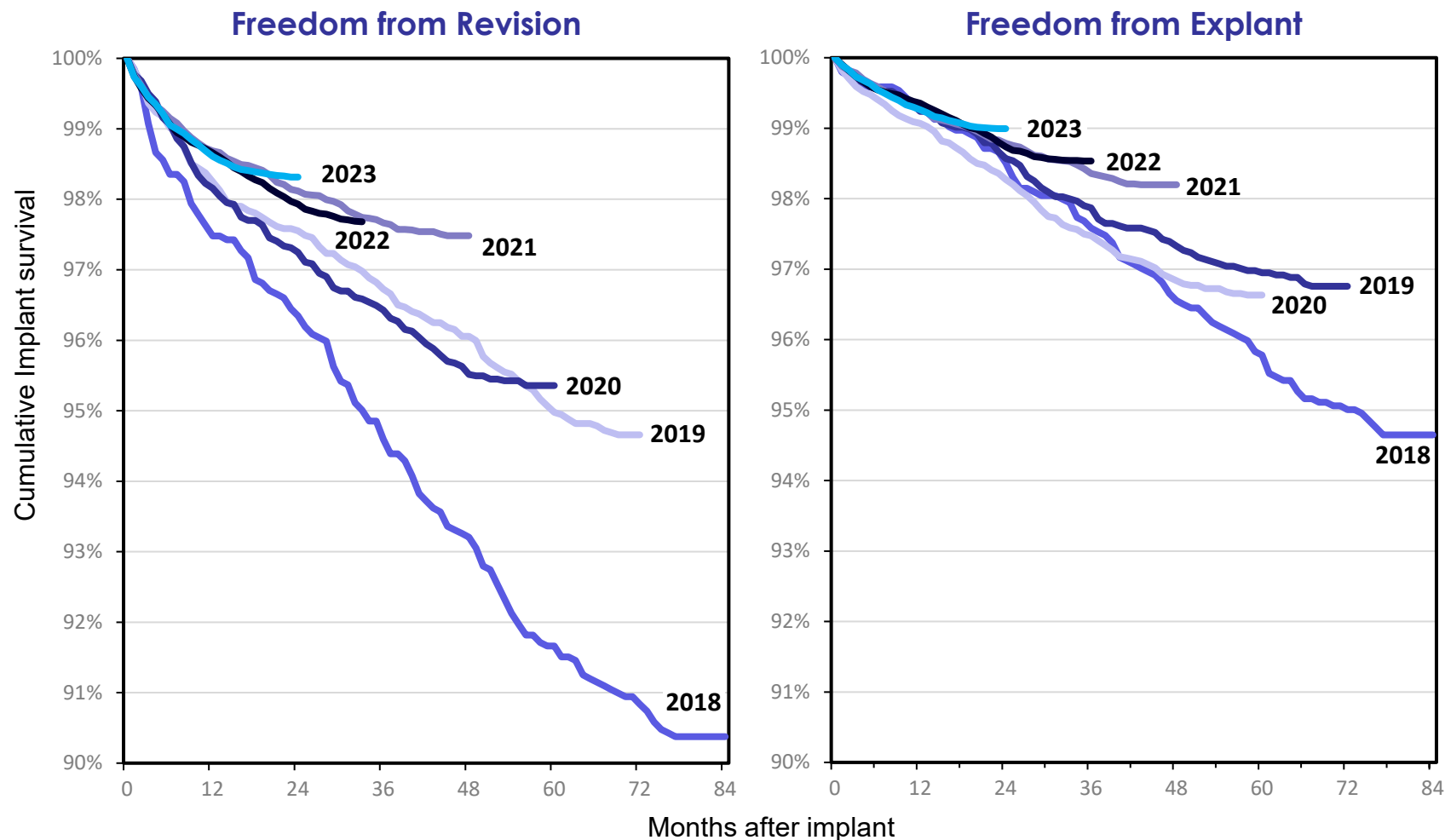


Strong Patient Outcomes

Proven Safety

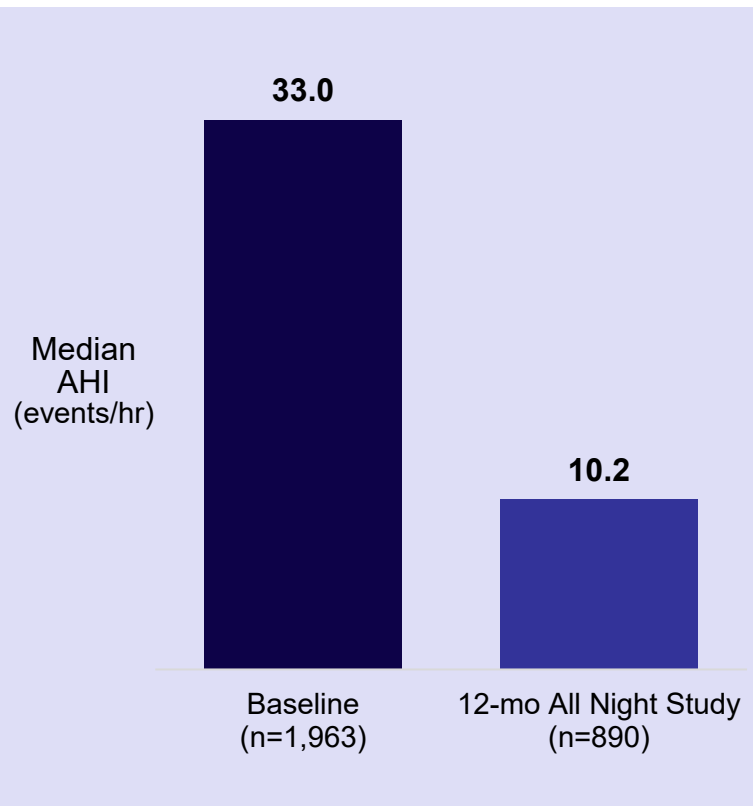
- Inspire is committed to continually improving patient safety
- Significant progress since STAR trial to today

Consistent improvement in device survivability year after year

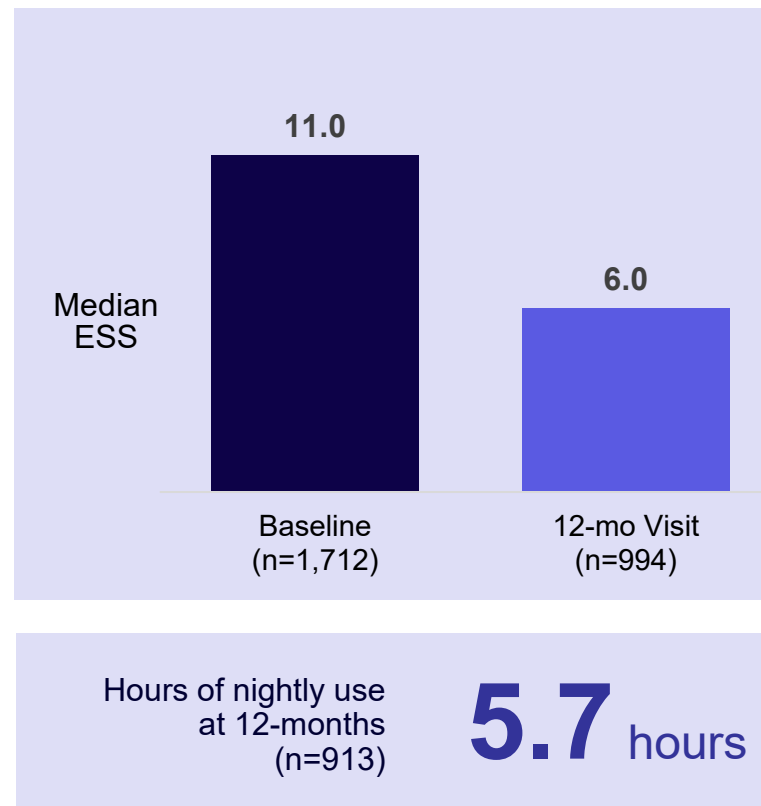


Strong Patient Outcomes

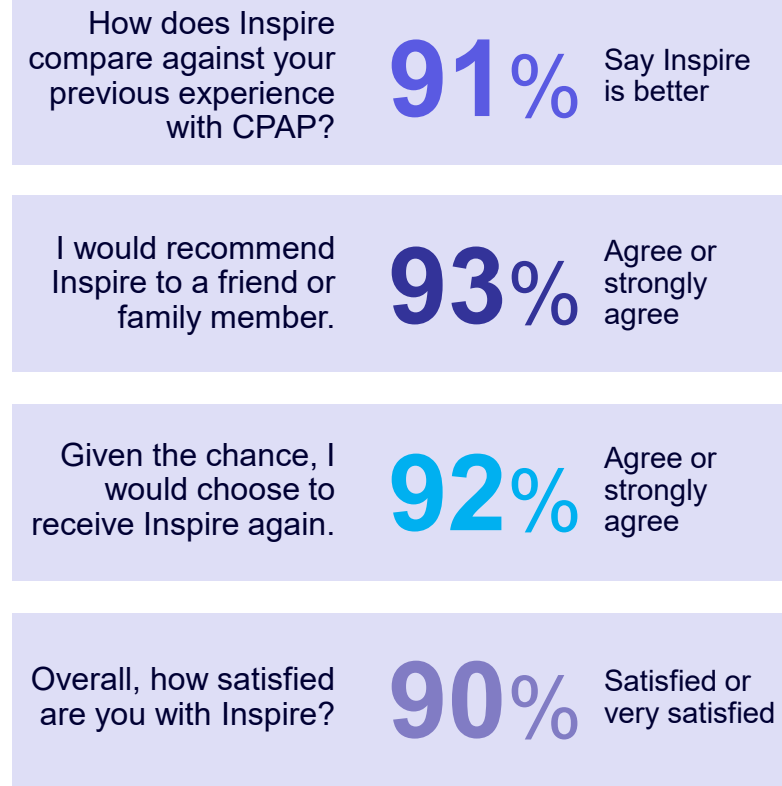
Inspire patients experience a significant reduction in the severity of their OSA



Inspire patients report less sleepiness and demonstrate increased therapy adherence

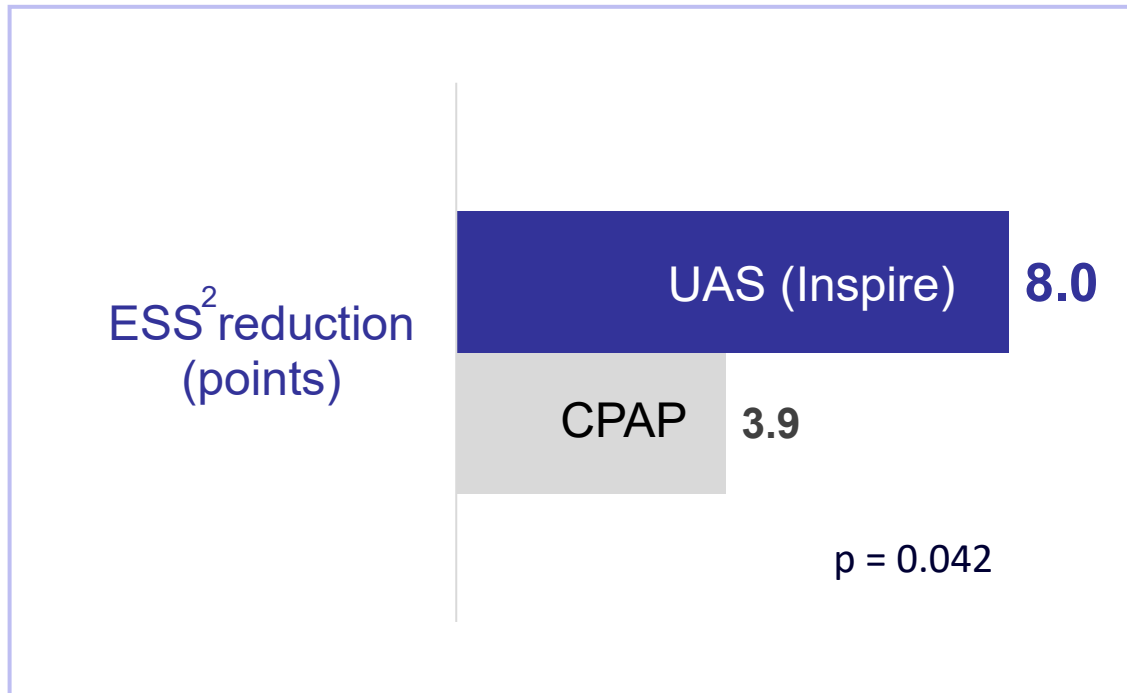


Inspire patients report having a positive patient experience and enhanced quality of life

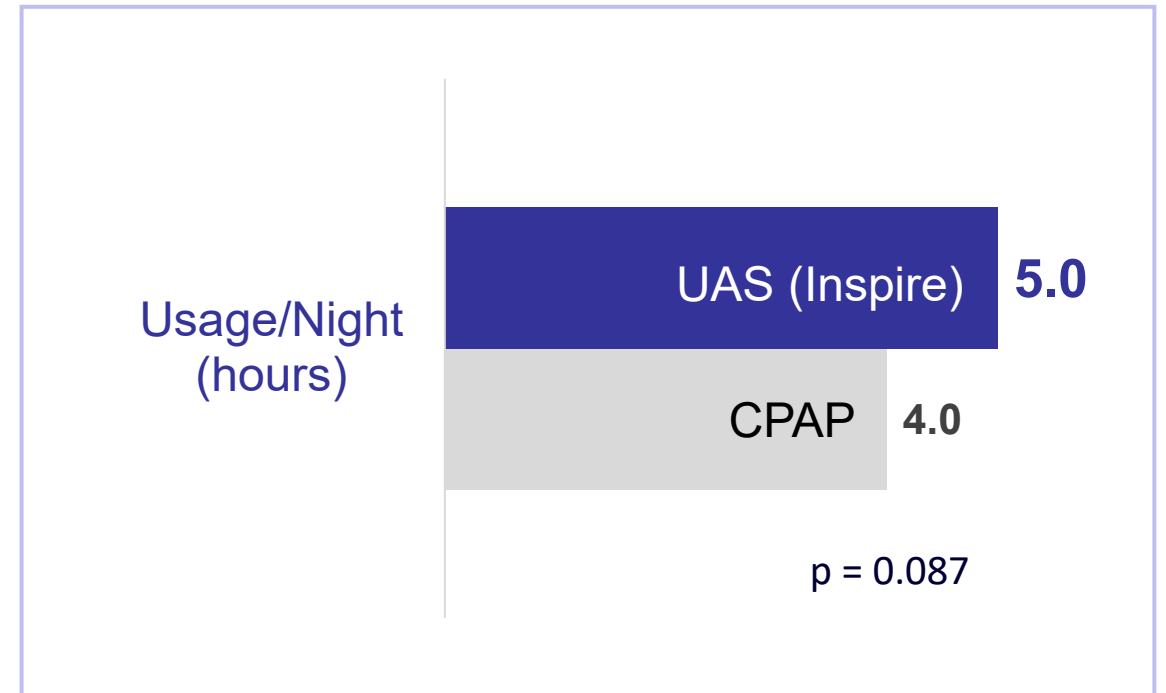


Compared to CPAP, Inspire has been Demonstrated to be Better at Improving OSA Symptoms, Potentially with Greater Therapy Adherence

Sleepiness Reduction¹



Therapy Adherence¹



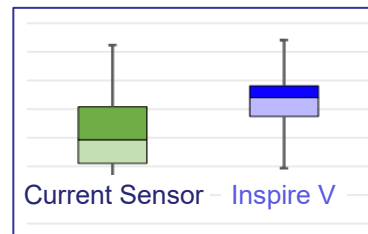
1. Heiser, Sleep & Breathing 2022
Comparison between baseline and 12-month follow-up between matched cohorts
2. Epworth Sleepiness Scale

Inspire V: Expected 20% reduced implant time, consistent proven benefits, optimized for simplicity, and designed for fewer revisions



Inspire V Highlights

- Maintained long battery life
- Data Security Features
- Sensor Performance



SleepSync™ Connectivity

- Support for future remote programming
- Remote software updates for all components

Continuing to evolve with future innovation in mind



Therapy Evolution Built In

- Multiple electrodes capability
- Enables new stimulation targets and sensing features

Flexible Software Platform

- Downloadable features for clinical studies and field upgrades
- Future features include posture-responsive therapy, auto start/pause, AHI detection

State of the Art Technology

- Allows stimulation of multiple targets
- Multiple sensing modes



Dynamic
patient
engagement

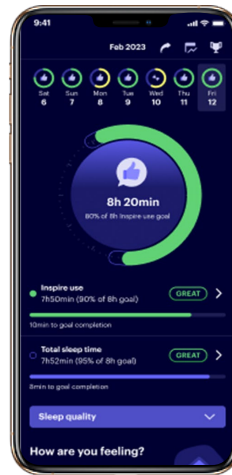
+

Efficient care
coordination

Expanding sleep
clinician confidence &
capacity enabling
more patients to benefit
from Inspire therapy

SleepSync™ Digital Health Platform

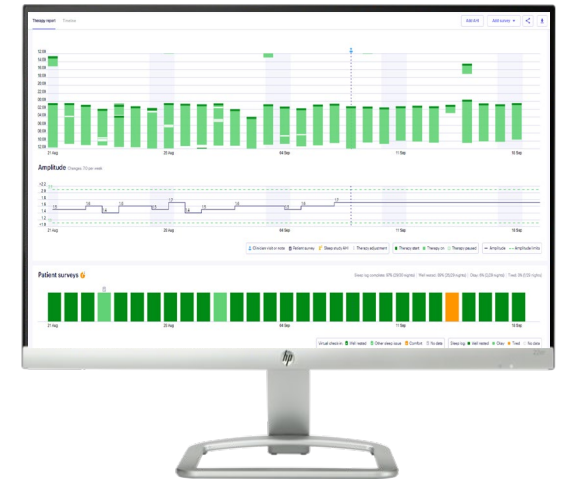
Patient
Inspire App



**Remote patient
management**

- Symptom relief
- Adherence
- Disease burden (future)
- Remote adjustments (future)

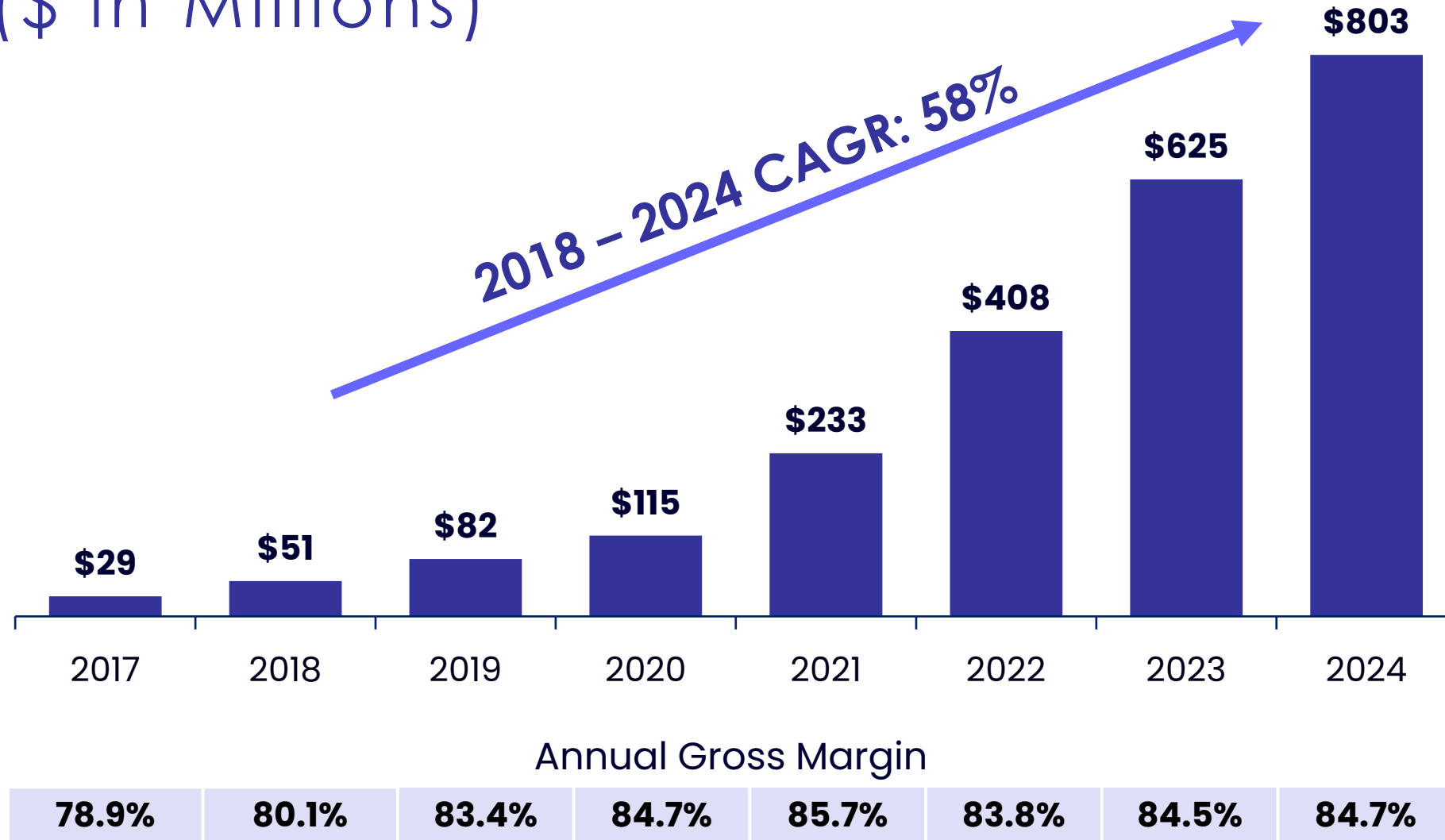
Clinician
SleepSync™ Web Portal



- Find a doctor
- Customized education
- Track therapy & sleep quality
- Virtual check-ins

- Access therapy quality measures
- Manage patients by exception
- Grow confidence & productivity
- Support sleep practice efficiency

Annual Revenue and Gross Margin (\$ in Millions)



2025 Guidance:

- FY2025 revenue range of \$940M-\$955M, representing 17%-19% growth over FY2024
- FY2025 gross margin between 84%-86%
- FY2025 EPS \$2.20-\$2.30

Recent Business Highlights

Continued Commercial Expansion

- Surpassed 100,000 patients receiving Inspire® therapy
- Manufacturing and inventory levels ready to support full Inspire V launch
- Appointed Paul Hoff, M.D., M.S. and Ruchir Patel, M.D., F.A.C.P. as Vice Presidents, Senior Medical Directors

Strong Financial Performance

- Generated \$201.3 million of revenue in the first quarter, a 23% increase over the same quarter last year
- Achieved gross margin of 84.7% in the first quarter
- Improved earnings per share to \$.10 compared to a loss of \$0.34 in the same prior year period

A long-exposure photograph of a rocket launch at night. A bright, curved streak of orange and yellow light arcs across a dark blue sky, starting from a launch site on the horizon. The launch site is visible as a cluster of lights and structures. The overall scene is dramatic and captures the trajectory of the rocket.

Inspire V

Initiating full
launch May
2025

Our Growth Strategy

1

Ensure Strong Clinical Outcomes

Through planned and controlled market expansion and robust physician training

2

Improve the Customer Experience

By enhancing interconnectivity, simplifying the care pathway, and closely tracking outcomes

3

Promote Widespread Consumer Awareness

Amongst patients, ENT/Sleep physicians, and general practitioners

4

Drive Continued Commercial Scale

Commensurate with new center additions and leveraging consumer outreach programs

5

Invest in Research & Development

Driving breakthrough technology innovation and expanded indications

6

Facilitate International Market Expansion

Further penetrating existing markets and entering into new geographical locations

Inspire Way



We are a medical technology company committed to enhancing patient lives through sleep innovation

“Put the patient first and you will never lose your way.”



**Drive
Therapy
Adoption**

**Demonstrate
Operational
Excellence**

**Strengthen
Organizational
Culture**

**Focused on Outcomes. Fueled by Innovation. Grounded in Integrity.
Committed to Compliance. Leading with Respect. Positively Persistent.**

No mask.

No hose.

Just sleep.TM



Appendix

Consolidated Statements of Operations & Comprehensive Income (Loss)

(Unaudited) (In thousands, except share and per share amounts)

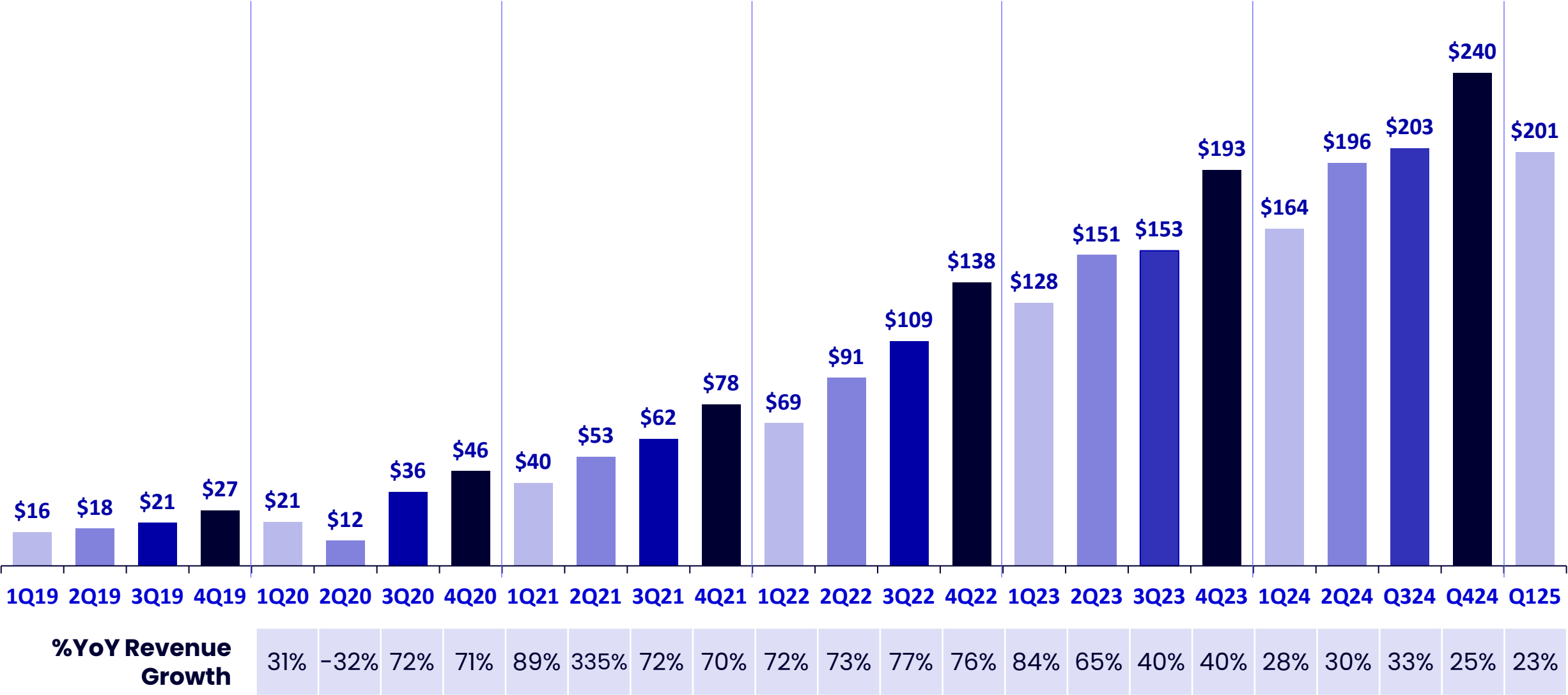
	Three Months Ended March 31	
	2025	2024
Revenue	\$ 201,317	\$ 164,010
Cost of goods sold	30,709	24,757
Gross profit	170,608	139,253
<i>Gross margin</i>	84.7%	84.9%
Operating expenses:		
Research and development	27,803	28,850
Selling, general and administrative	144,290	125,621
Total operating expenses	172,093	154,471
Operating loss	(1,485)	(15,218)
Interest and dividend income	(5,066)	(5,923)
Other (income) expense, net	(578)	60
Income (loss) before income taxes	4,159	\$ (9,355)
Income taxes	1,167	650
Net income (loss)	\$ 2,992	\$ (10,005)
Foreign currency translation loss	(300)	(134)
Unrealized loss on investments	(9)	(542)
Total comprehensive income (loss)	\$ 2,683	\$ (10,681)
Basic income (loss) per share	\$ 0.10	\$ (0.34)
Diluted income (loss) per share	\$ 0.10	\$ (0.34)
Basic weighted average shares outstanding	29,702,358	29,615,166
Diluted weighted average shares outstanding	30,452,862	29,615,166

Condensed Consolidated Balance Sheets (Unaudited) (In thousands)

	March 31, 2025	December 31, 2024
Assets		
Current assets:		
Cash, cash equivalents, and short-term investments	\$ 369,189	\$ 445,546
Accounts receivable, net	92,628	93,068
Inventories, net	99,727	80,118
Prepaid expenses and other current assets	10,135	12,074
Total current assets	571,679	630,806
Investments, long-term	44,831	70,995
Property and equipment, net	77,175	71,925
Other non-current assets	37,124	34,657
Total assets	<u>\$ 730,809</u>	<u>\$ 808,383</u>
Liabilities and stockholders' equity		
Total current liabilities	\$ 63,470	\$ 88,501
Total non-current liabilities	31,596	30,187
Total liabilities	95,066	118,688
Stockholders' equity:		
Common Stock	29	30
Additional paid-in capital	924,409	981,043
Accumulated other comprehensive income	227	536
Accumulated deficit	(288,922)	(291,914)
Total stockholders' equity	635,743	689,695
Total liabilities and stockholders' equity	<u>\$ 730,809</u>	<u>\$ 808,383</u>

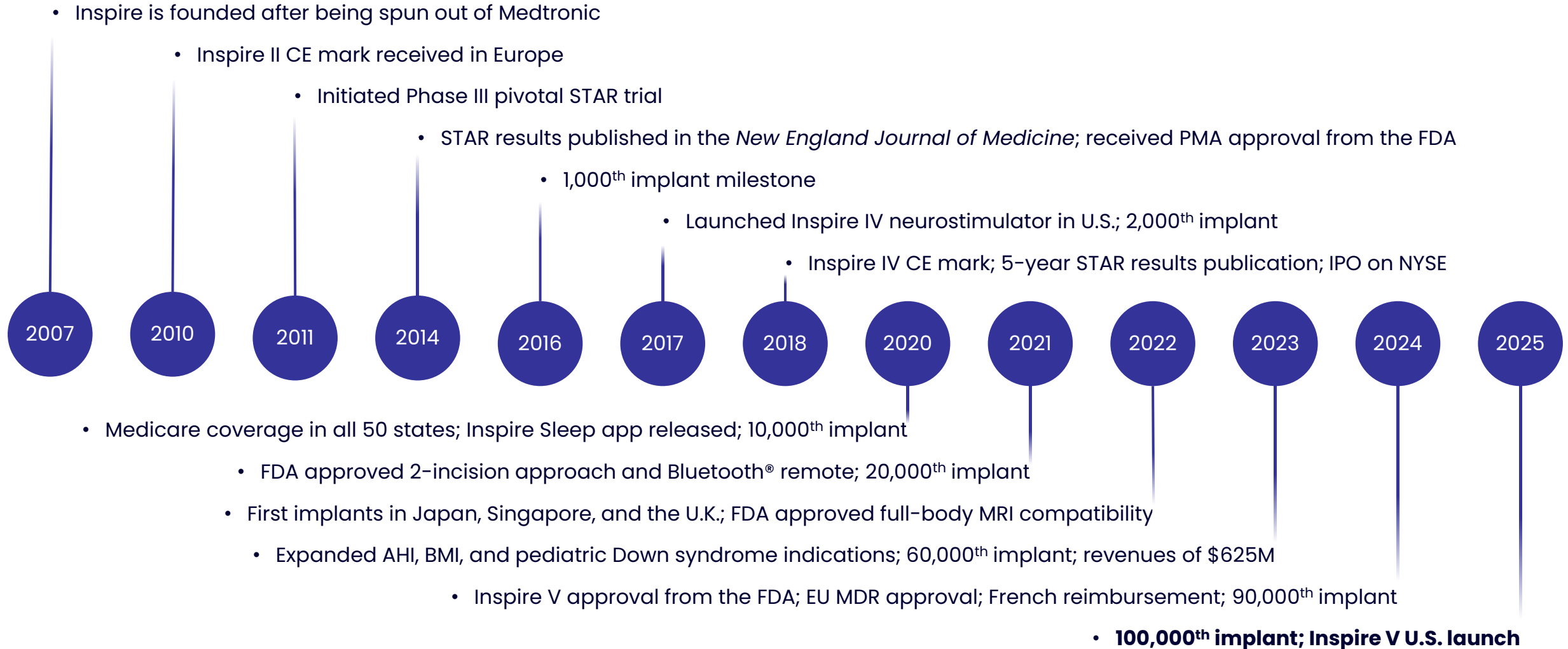
Quarterly Revenue

(\$ in Millions)



Company Overview

Our History and Key Milestones



Proven management team that is grounded in integrity, fueled by innovation, and devoted to delivering on the promise of our mission



Tim Herbert

Chair, President & Chief
Executive Officer
Joined 2007



Rick Buchholz

Chief Financial Officer
Joined 2014



Ezgi Yagci

Vice President,
Investor Relations
Joined 2022



Randy Ban

Executive Vice President,
Patient Access & Therapy
Development
Joined 2009



Bryan Phillips

SVP, General Counsel &
Chief Compliance Officer
Joined 2021



Jason Kelly

Chief Manufacturing &
Quality Officer
Joined 2025



Carlton Weatherby

Chief Strategy & Growth
Officer
Joined 2023



John Rondoni

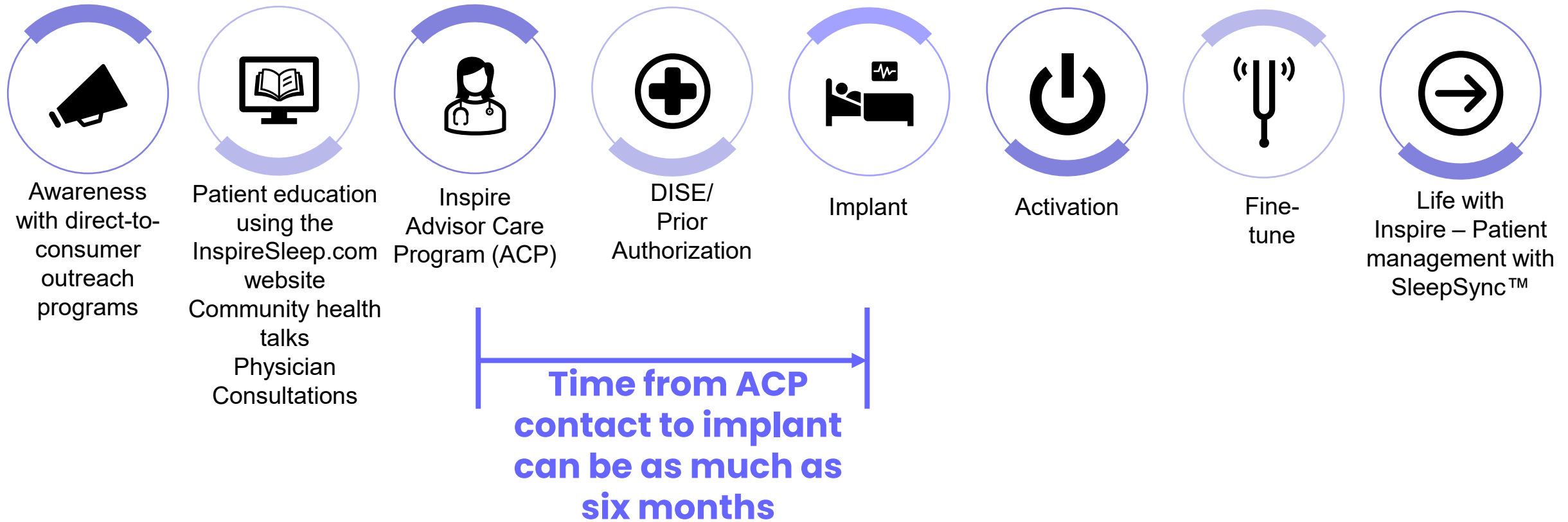
Chief Product &
Innovation Officer
Joined 2008

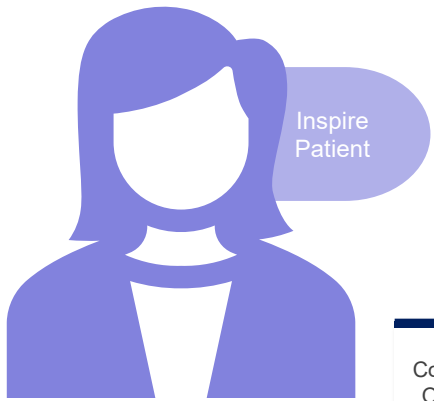


Melissa Mann

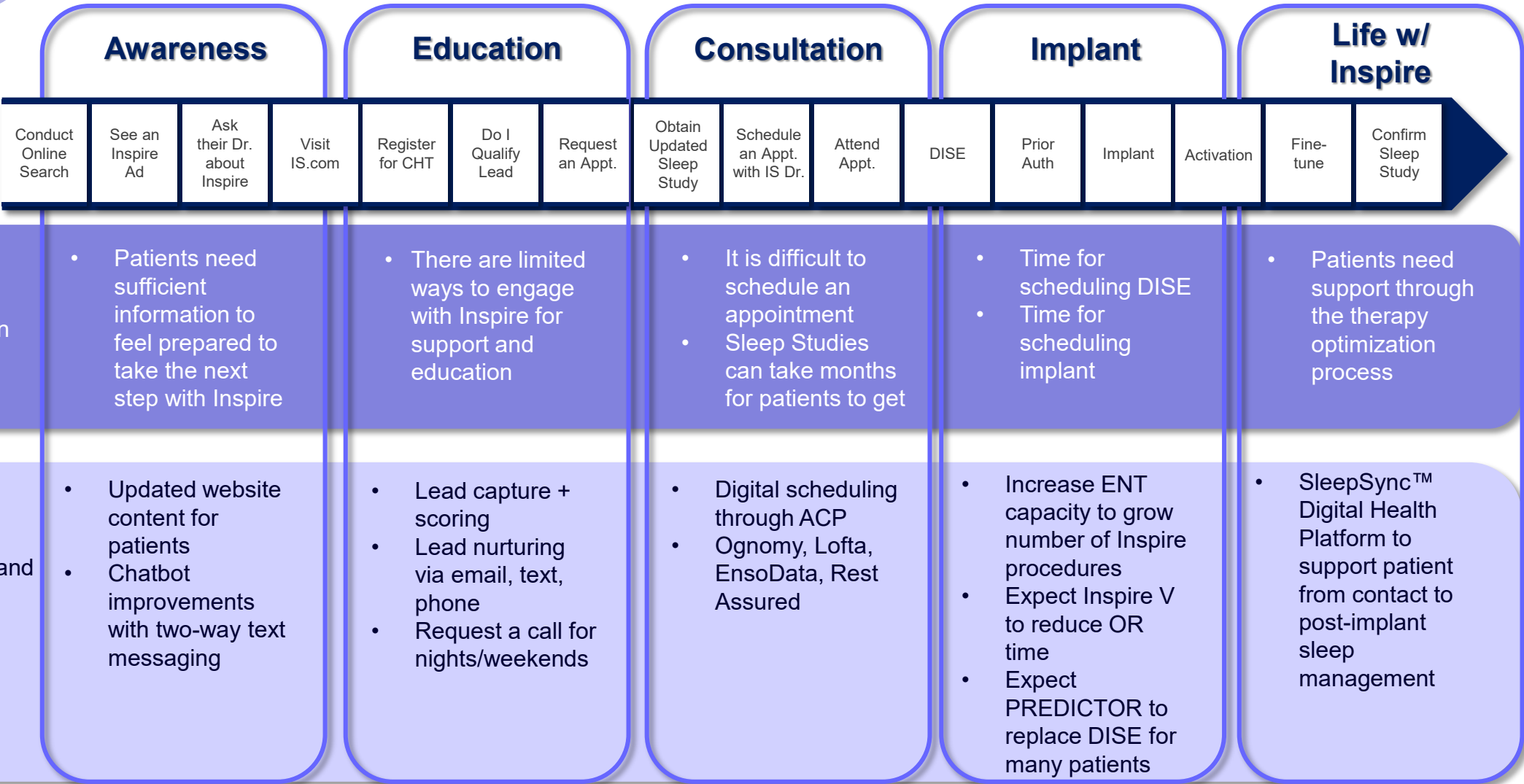
Chief People Officer
Joined 2024

Supporting Patients on their Path to Inspire





THE PATIENT JOURNEY



Patient Engagement Conversion Initiatives

Improving Patient Engagement Conversion Initiatives

- Digital scheduling has shown significant improvements with initial sites
- Patient education using chat guide bot
- Patient nurturing with auto-email system
- Improved patient tracking with SleepSync™



Improving Patient Experience and Reducing Time-to-Implant

- Inspire V neurostimulator with internal sensor expected to reduce OR time and improve patient experience
- PREDICTOR study intended to replace DISE with office airway measurement for vast majority of patients
- Continued development of Inspire VI and VII for auto-activation and future auto-titration

Increasing ENT Capacity to Further Grow Utilization

- Work with ENTs to optimize time by ensuring support team (sleep physicians) engages and conducts longitudinal patient management
- Train additional ENTs in the practice
- Continue to add new centers with ability to quickly grow utilization (complete teams)



SleepSync™ Digital Health Platform Increases Utility

- Longitudinal Patient Engagement from first contact to long after Inspire implant
- Fully incorporate both Objective data (utilization, sleep performance) and Subjective data (e-visit, questionnaires) to support strong patient outcomes
- Future enhancements including Remote Patient Programming and Physician notifications

Health Economics: Untreated OSA Cost Burden

Growing evidence that CPAP intolerance is linked to higher healthcare costs¹

JCSM | Journal of Clinical Sleep Medicine

SCIENTIFIC INVESTIGATIONS

Older adult US Medicare beneficiaries with untreated obstructive sleep apnea are heavier users of health care than matched control patients

Emerson M. Wickwire, PhD^{1,2}; Sarah E. Tom, PhD³; Aparna Vadlamani, MS⁴; Montserrat Diaz-Abad, MD²; Liesl M. Cooper, PhD, MBA⁵; Abree M. Johnson, MS, MBA⁶; Steven M. Scharf, MD, PhD²; Jennifer S. Albrecht, PhD⁴

SCIENTIFIC INVESTIGATIONS

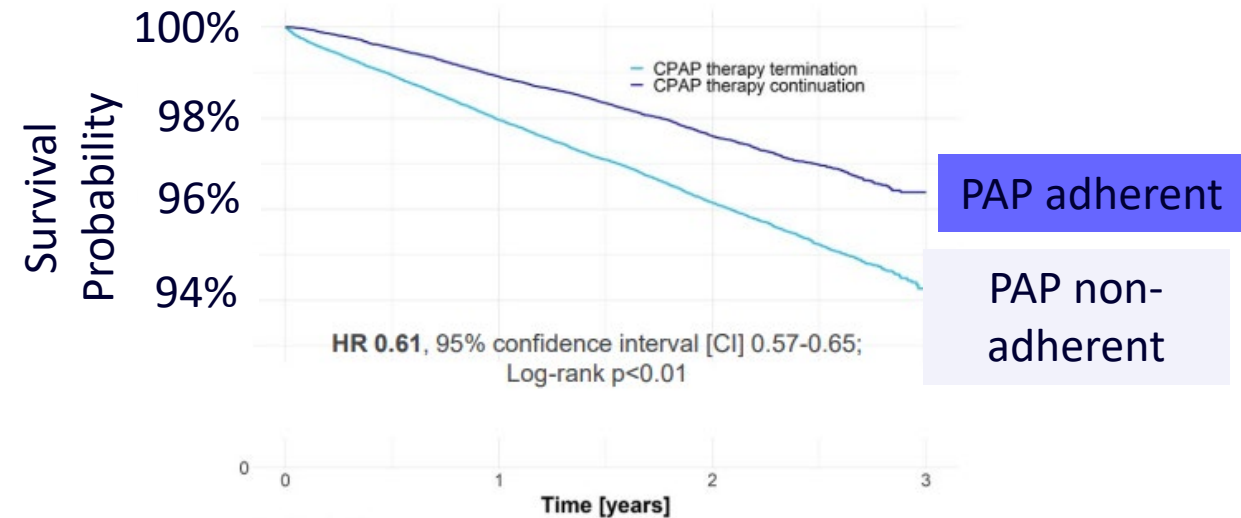
CPAP adherence is associated with reduced inpatient utilization among older adult Medicare beneficiaries with pre-existing cardiovascular disease

Emerson M. Wickwire, PhD^{1,2}; M. Doyinsola Bailey, MPH³; Virend K. Somers, MD PhD⁴; Liesl M. Oldstone, PhD, MBA⁵; Mukta C. Srivastava, MD⁶; Abree M. Johnson, MS, MBA⁶; Steven M. Scharf, MD, PhD²; Jennifer S. Albrecht, PhD³

- Untreated OSA patients had ~\$20,000 higher total annual Medicare costs
- CPAP intolerant patients had higher Medicare utilization than PAP tolerant

1. Wickwire JCSM 2020; Wickwire Sleep Breathing 2022
2. Pepin, ERS 2021 Conference

ALASKA-Study – non-adherent patients have greater chance of mortality (n>176,000)²



Conclusions:

- Prioritize PAP intolerant to therapy, especially those with CV disease
- Addressing PAP intolerance improves mortality

Sustainability at Inspire

Committed to improving the economic, social, and environmental impacts that our business has on the communities in which we operate, as well as our customers, business partners, suppliers, employees, and stockholders.

ENVIRONMENTAL

We work to operate our business responsibly and reduce our impact on the environment wherever feasible.

- Our Board and executive officers are responsible for oversight, identification, and communication of climate-related risks and opportunities.
- We are focused on building out foundational programmatic elements and oversight that enable meaningful future reductions in our environmental impact.

SOCIAL

Product safety and quality are of the utmost importance at Inspire. We also pride ourselves on our innovative and collaborative work environment, which we believe has driven our success and which we seek to uphold through an inclusive workforce, generous compensation and benefits, open communication, a focus on employee health, well-being and engagement, and robust training and development programs.

- Our company's success is built on our enduring commitment to product quality and patient outcomes.
- InspireGives is our community outreach program and the foundation of our charitable giving and volunteer efforts.
- We aim to foster a culture of continuous learning with significant investments in our people through programs focused on leadership and professional development.

GOVERNANCE

We strive to maintain strong governance practices and high standards of ethics, compliance, and accountability designed to provide long-term value creation opportunities.

- Our governance practices include regular consideration and assessment of our governance structure, board and committee function, and board and management succession.
- Our strong and diverse Board collectively possesses a range of qualifications, skills, and experiences that align with our long-term strategy and business needs.
- Sustainability matters are overseen by our Board, executive leadership, and cross-functional team.

Our Intellectual Property Portfolio

(as of December 31, 2024)

- Covers aspects of our current Inspire system and future product concepts
 - 98 issued U.S. patents (expiring between 2029 and 2041) and 67 pending U.S. patent applications
 - 72 issued foreign patents and 69 pending foreign patent applications
- 165 pending and registered trademark filings worldwide
- Competitive position enhanced by trade secrets, proprietary know-how and continuing technological innovation
- Entered into an agreement with Medtronic in 2007 to make, use, import, and sell products and practice methods in the field of electrical stimulation of the upper airway for the treatment of OSA
 - Royalty-free license agreement
 - Perpetual license (no right of termination)

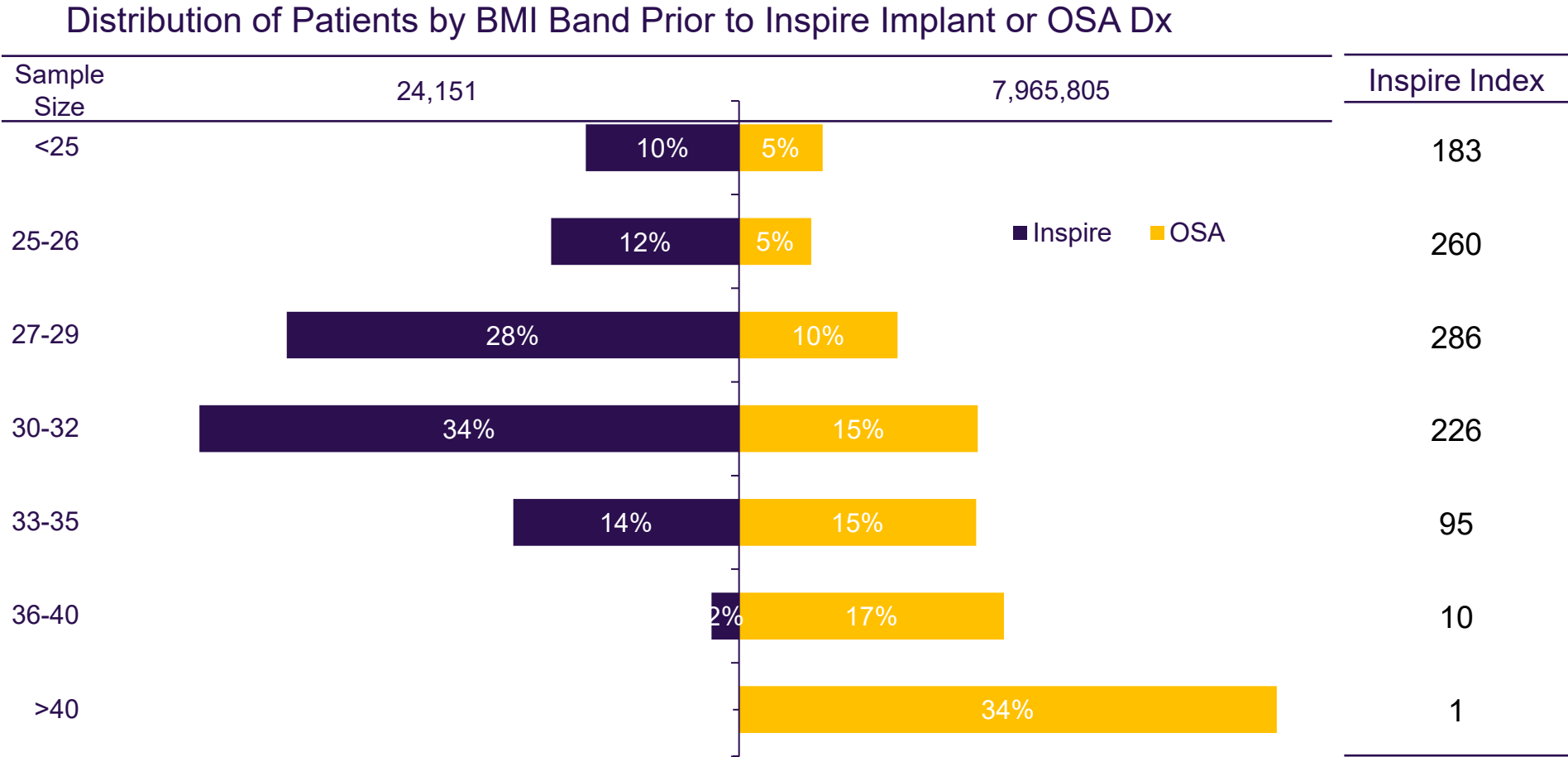
Summary of Third-Party OSA Data Including the use of GLP-1s

Summary of Third-Party OSA Data Including the use of GLP-1s

- Inspire contracted with Definitive Healthcare to pull claims data on the OSA population with a focus on BMI at time of diagnosis
 - Focus on differences from Inspire therapy claims data to GLP-1 claims data
- BMI is a factor in selecting therapy for OSA
 - BMI of Inspire patients ~20% lower at time of implant compared to other OSA patients at time of OSA diagnosis
- Total number of OSA patient diagnoses continues to increase
- Claims data identified >1,500 patients who were on a GLP-1 at the time of Inspire implant
 - These patients had a slightly higher BMI than total Inspire patients
- Reduction in BMI is greatest for the 9-month and 1-year of GLP-1 patient cohorts
- Post GLP-1 use, the largest movement in BMI bands is out of >40 while BMI<35 is growing

The BMI of Inspire patients was roughly 20% lower at the time of implant than all other OSA patients at the time of their OSA Dx

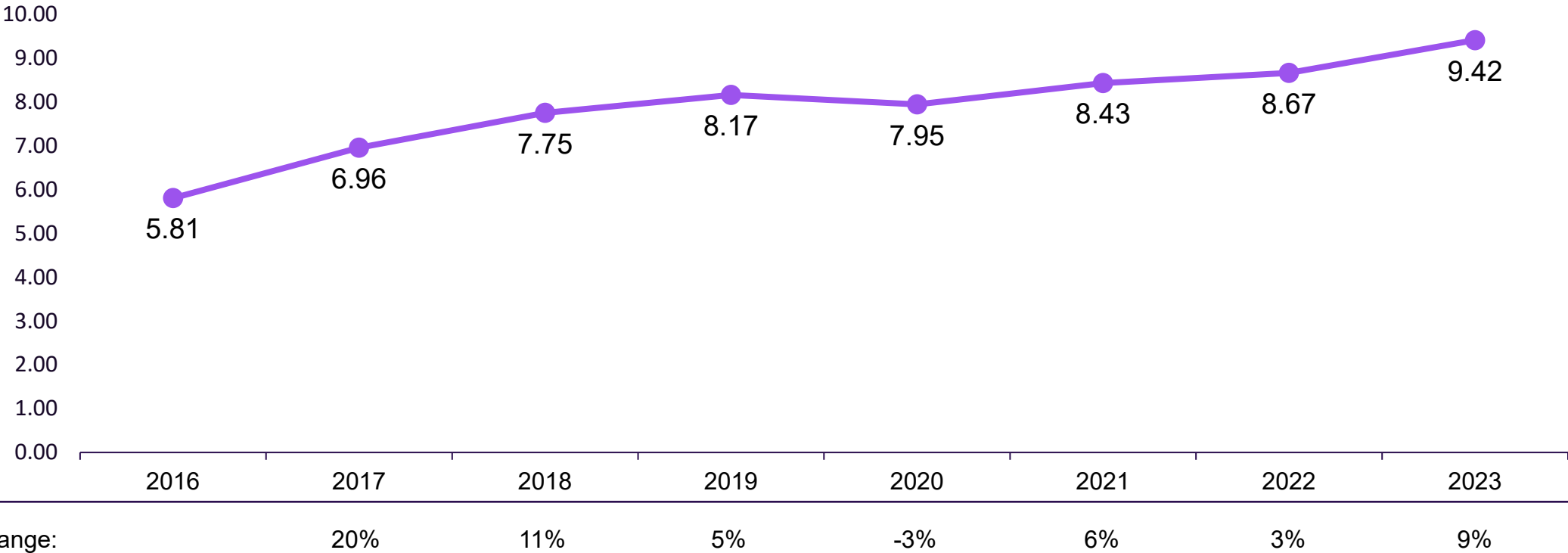
- Disclaimer: Data is representative of patients captured in Definitive Healthcare’s Dataset and is not projected to total United States
- Note: The BMI band was selected using the claim that directly preceded, or was on the day of, the Inspire Implant or OSA Dx
- Inspire Index = (Inspire Share / OSA Share) *100



Total number of OSA patients continues to increase with a CAGR of 6.2% over the past 8 years

- Disclaimer: Data is representative of patients captured in Definitive Healthcare's Dataset and is not projected to total United States
- Note: Data comes from Definitive Healthcare's Dataset which includes Medicare, Medicaid, Commercial and VA
- Note: Data shown in Millions (M) of patients

OSA Prevalence (M) Trend 2016 - 2023



There were 1.5K patients on a GLP-1 at the time of Inspire Implant; those patients had a slightly higher BMI than total Inspire patients

➤ Disclaimer: Data is representative of patients captured in Definitive Healthcare’s Dataset and is not projected to total United States

BMI Band	All Inspire Patients Pre-Implant	Inspire Patients on GLP-1 Pre-Implant	OSA Patients Pre-GLP-1
Sample Size	24,151	1,581	1,199,761
<25	10%	5%	1%
25-26	12%	6%	1%
27-29	28%	23%	4%
30-32	34%	41%	10%
33-35	14%	21%	14%
36-40	2%	3%	19%
>40	0%	1%	50%
Weighted Average BMI	29.5	30.6	36.9

Reduction in BMI is greatest for the 9-month and 1 year of GLP-1 use cohorts

- Disclaimer: Data is representative of patients captured in Definitive Healthcare's Dataset and is not projected to total United States
- Note: Patient had to receive OSA Dx prior to GLP-1 initiation
- Note: Patient had to have a BMI claim within 2 years of GLP-1 initiation; claim closest to GLP-1 start date was chosen

Change In Number of Patients In a Given BMI Band Pre-GLP-1 Use With Different Days of Supply

Row Labels	1 Month	3 Months	6 Months	9 Months	1 Year
Sample Size	158,986	115,026	86,520	46,227	31,982
<25	64%	77%	87%	98%	97%
25-26	60%	65%	75%	73%	70%
27-29	44%	51%	55%	58%	55%
30-32	19%	22%	25%	24%	24%
33-35	8%	10%	10%	10%	9%
36-40	0%	1%	1%	1%	0%
>40	-10%	-12%	-12%	-13%	-13%

The largest movement is out of the >40 band with bands <35 growing

- Disclaimer: Data is representative of patients captured in Definitive Healthcare's Dataset and is not projected to total United States
- Note: Patient had to receive OSA Dx prior to GLP-1 initiation
- Note: Patient had to have a BMI claim within 2 years of GLP-1 initiation; claim closest to GLP-1 start date was chosen
- Note: Adherent is defined as anyone on a GLP-1 with 360+ Days of Supply Within 12 months after GLP-1 start date

Sankey Chart for Adherent Patients – BMI Band Pre vs. Post GLP-1 Start

