


ATEC Q4 2024 SUPPLEMENTARY FINANCIAL INFORMATION

 HISTORICAL GAAP P&L TREND - CONSOLIDATED (\$000's)															
	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024
Revenue:															
Revenue from products and services	70,918	84,151	89,839	105,944	350,852	109,110	116,920	118,262	137,970	482,262	138,477	145,573	150,719	176,793	611,562
Revenue from international supply agreement	15	-	-	-	15	-	-	-	-	-	-	-	-	-	-
TOTAL REVENUE	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477	145,573	150,719	176,793	611,562
Cost of sales	21,717	28,675	30,323	37,093	117,808	38,685	52,379	38,215	42,780	172,059	41,126	42,979	47,990	55,205	187,300
Gross profit	49,216	55,476	59,516	68,851	233,059	70,425	64,541	80,047	95,190	310,203	97,351	102,594	102,729	121,588	424,262
Operating expenses (GAAP):															
Research and development	9,722	10,596	12,111	11,604	44,033	13,260	14,571	20,000	22,284	70,115	18,012	19,105	20,357	23,244	80,718
Sales, general and administrative	69,471	72,668	75,954	81,920	300,013	91,262	87,287	91,411	104,120	374,080	113,727	112,731	109,200	114,541	450,199
Litigation-related expenses	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799
Amortization expense	2,230	2,177	2,774	2,934	10,115	2,883	3,705	3,873	3,823	14,284	3,854	3,836	3,848	4,720	16,258
Transaction-related expenses	120	-	-	-	120	-	1,900	278	(65)	2,113	(117)	-	-	327	210
Restructuring expenses	1,370	289	45	106	1,810	175	29	129	386	719	788	139	934	1,386	3,247
Total operating expenses (GAAP)	90,445	91,225	94,486	103,878	380,034	110,772	114,400	118,406	140,020	483,598	140,692	137,901	136,432	145,406	560,431
OPERATING LOSS	(41,229)	(35,749)	(34,970)	(35,027)	(146,975)	(40,347)	(49,859)	(38,359)	(44,830)	(173,395)	(43,341)	(35,307)	(33,703)	(23,818)	(136,169)
Other expense, net:															
Interest expense, net	(1,456)	(1,435)	(1,285)	(1,329)	(5,505)	(3,874)	(3,892)	(4,459)	(4,416)	(16,641)	(5,341)	(5,815)	(6,572)	(7,151)	(24,879)
Other (expense) income, net	(30)	67	(615)	1,049	471	706	2,324	47	44	3,121	118	156	623	(1,922)	(1,025)
Total other expense, net	(1,486)	(1,368)	(1,900)	(280)	(5,034)	(3,168)	(1,568)	(4,412)	(4,372)	(13,520)	(5,223)	(5,659)	(5,949)	(9,073)	(25,904)
Net loss before taxes (GAAP)	(42,715)	(37,117)	(36,870)	(35,307)	(152,009)	(43,515)	(51,427)	(42,771)	(49,202)	(186,915)	(48,564)	(40,966)	(39,652)	(32,891)	(162,073)
Income tax provision (benefit)	(99)	(16)	(77)	(524)	(716)	14	(50)	(117)	(124)	(277)	(69)	(286)	(36)	441	50
Net loss (GAAP)	(42,616)	(37,101)	(36,793)	(34,783)	(151,293)	(43,529)	(51,377)	(42,654)	(49,078)	(186,638)	(48,495)	(40,680)	(39,616)	(33,332)	(162,123)
Net loss per share	(0.43)	(0.36)	(0.35)	(0.33)	(1.46)	(0.40)	(0.43)	(0.35)	(0.37)	(1.54)	(0.34)	(0.29)	(0.28)	(0.23)	(1.13)
Weighted avg shares outstanding, basic and diluted	99,978	102,849	104,804	105,835	103,373	109,751	118,719	122,468	133,750	121,242	140,980	142,687	143,492	144,583	142,946

Data as of Q4 2024 earnings release on February 26, 2025. ATEC cautions you that statements included in this document that are not a description of historical facts are for forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainty. Such statements are based on management's current expectations and are subject to a number of assumptions, risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The Company cautions investors that there can be no assurance that actual results will not differ materially from those projected or suggested in such forward-looking statements as a result of various factors. Forward-looking statements include, but are not limited to: references to the Company's revenue and growth outlook; planned product launches, introductions, regulatory submissions or clearances; efforts to transform sales and distribution channels; the Company's ability to compel surgeon adoption; and the Company's future ability to finance its operations and sufficiency of its cash runway. Important factors that could cause actual operating results to differ significantly from those expressed or implied by such forward-looking statements include, but are not limited to: the uncertainty of success in developing new products or products currently in the pipeline; the uncertainties in the Company's ability to execute upon its strategic operating plan; the uncertainties regarding the ability to successfully license or acquire new products, and the commercial success of such products; failure to achieve acceptance of the Company's products by the surgeon community; failure to obtain FDA or other regulatory clearance or approval or unexpected or prolonged delays in the process; continuation of favorable third party reimbursement; unanticipated expenses or liabilities or other adverse events affecting cash flow or the Company's ability to achieve profitability; uncertainty of additional funding; the Company's ability to compete with other products or with emerging technologies; product liability exposure; an unsuccessful outcome in any litigation; patent infringement claims; claims related to the Company's intellectual property; and the Company's ability to meet its financial obligations. A further list and description of these and other factors, risks and uncertainties can be found in the Company's most recent annual report, and any subsequent quarterly and current reports, led with the Securities and Exchange Commission. ATEC disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, unless required by law. This document contains information regarding the Company's financial results that is calculated and presented on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States ("GAAP"). These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understanding and assessing our financial results. Therefore, these measures should not be considered in isolation or as an alternative or superior to GAAP measures. Be aware that our presentation of these measures may not be comparable to similarly-titled measures used by other companies.

ATEC Q4 2024 SUPPLEMENTARY FINANCIAL INFORMATION



NON-GAAP RECONCILIATION - CONSOLIDATED (\$000's)

NON-GAAP GROSS PROFIT & GROSS MARGIN	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024
Gross Profit, GAAP	49,216	55,476	59,516	68,851	233,059	70,425	64,541	80,047	95,190	310,203	97,351	102,594	102,729	121,588	424,262
+ Amortization expense	-	9	28	27	64	220	220	221	278	939	307	307	308	(814)	108
+ Stock-based compensation	256	449	735	1,157	2,597	6,006	16,226	2,369	481	25,082	483	554	1,439	2,485	4,961
+ Purchase accounting adjustments on acquisitions	-	437	347	565	1,349	195	-	-	198	393	-	197	-	-	197
Non-GAAP Gross Profit	49,472	56,371	60,626	70,600	237,069	76,846	80,987	82,637	96,147	336,617	98,141	103,652	104,476	123,259	429,528
Gross Margin, GAAP	69.4%	65.9%	66.2%	65.0%	66.4%	64.5%	55.2%	67.7%	69.0%	64.3%	70.3%	70.5%	68.2%	68.8%	69.4%
+ Amortization expense	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	0.2%	-0.5%	0.0%
+ Stock-based compensation	0.4%	0.5%	0.8%	1.1%	0.7%	5.5%	13.9%	2.0%	0.3%	5.2%	0.3%	0.4%	1.0%	1.4%	0.8%
+ Purchase accounting adjustments on acquisitions	0.0%	0.5%	0.4%	0.5%	0.4%	0.2%	0.0%	0.0%	0.1%	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%
Non-GAAP Gross Margin	69.7%	67.0%	67.5%	66.6%	67.6%	70.4%	69.3%	69.9%	69.7%	69.8%	70.9%	71.2%	69.3%	69.7%	70.2%

NON-GAAP OPERATING EXPENSES	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024
Research & Development, GAAP	9,722	10,596	12,111	11,604	44,033	13,260	14,571	20,000	22,284	70,115	18,012	19,105	20,357	23,244	80,718
- Stock-based compensation in R&D	972	1,362	1,653	1,029	5,016	1,317	1,480	6,790	9,154	18,741	4,315	5,614	7,207	9,894	27,030
Non-GAAP R&D	8,750	9,234	10,458	10,575	39,017	11,943	13,091	13,210	13,130	51,374	13,697	13,491	13,150	13,350	53,688
Sales General & Administrative, GAAP	69,471	72,668	75,954	81,920	300,013	91,262	87,287	91,411	104,120	374,080	113,727	112,731	109,200	114,541	450,199
- Stock-based compensation in SG&A	8,956	7,392	8,689	7,906	32,943	9,139	6,488	10,914	10,880	37,421	12,524	10,792	8,816	9,154	41,286
- Other non-recurring expenses	-	-	-	-	-	1,349	-	-	-	1,349	-	1,608	-	-	1,608
Non-GAAP SG&A	60,515	65,276	67,265	74,014	267,070	80,774	80,799	80,497	93,240	335,310	101,203	100,331	100,384	105,387	407,305
Other Operating Expense, GAAP	11,252	7,961	6,421	10,354	35,988	6,250	12,542	6,995	13,616	39,403	8,953	6,065	6,875	7,621	29,514
- Litigation-related expenses	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799
- Amortization expense	2,230	2,177	2,774	2,934	10,115	2,883	3,705	3,873	3,823	14,284	3,854	3,836	3,848	4,720	16,258
- Transaction-related expenses	120	-	-	120	120	-	1,900	278	(65)	2,113	(117)	-	-	327	210
- Restructuring expenses	1,370	289	45	106	1,810	175	29	129	386	719	788	139	934	1,386	3,247
Non-GAAP Other Operating Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-GAAP Operating Expenses	69,265	74,510	77,723	84,589	306,087	92,717	93,890	93,707	106,370	386,684	114,900	113,822	113,534	118,737	460,993
Non-GAAP Operating Expenses as a % of Revenue															
Research & development	12.3%	11.0%	11.6%	10.0%	11.1%	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%	9.3%	8.7%	7.6%	8.8%
Sales, general & administrative	85.3%	77.6%	74.9%	69.9%	76.1%	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%	68.9%	66.6%	59.6%	66.6%
Total Non-GAAP Operating Expenses as a % of Revenue	97.6%	88.5%	86.5%	79.9%	87.2%	84.9%	80.3%	79.2%	77.1%	80.2%	83.0%	78.2%	75.3%	67.2%	75.4%

ADJUSTED EBITDA	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024
Net loss, GAAP	(42,616)	(37,101)	(36,793)	(34,783)	(151,293)	(43,529)	(51,377)	(42,654)	(49,078)	(186,638)	(48,495)	(40,680)	(39,616)	(33,332)	(162,123)
Interest expense, net	1,456	1,435	1,285	1,329	5,505	3,874	3,892	4,459	4,416	16,641	5,341	5,815	6,572	7,151	24,879
Other (expense) income, net	30	(67)	615	(1,049)	(471)	(706)	(2,324)	(47)	(44)	(3,121)	(118)	(156)	(623)	1,922	1,025
Income tax provision (benefit)	(99)	(16)	(77)	(524)	(716)	14	(50)	(117)	(124)	(277)	(69)	(286)	(36)	441	50
Depreciation expense	7,085	7,506	8,010	8,388	30,989	8,589	9,758	10,651	11,918	40,916	13,724	15,735	16,491	16,102	62,052
Amortization expense	2,230	2,186	2,802	2,961	10,179	3,103	3,925	4,094	4,101	15,223	4,161	4,143	4,156	3,906	16,366
Total EBITDA	(31,914)	(26,057)	(24,158)	(23,678)	(105,807)	(28,655)	(36,176)	(23,614)	(28,811)	(117,256)	(25,456)	(15,429)	(13,056)	(3,810)	(57,751)
+ Stock-based compensation	10,184	9,203	11,077	10,092	40,556	16,462	24,194	20,073	20,515	81,244	17,322	16,960	17,462	21,533	73,277
+ Purchase accounting adjustments on acquisitions	-	437	347	565	1,349	195	-	-	198	393	-	197	-	-	197
+ Litigation-related expenses	7,532	5,495	3,602	7,314	23,943	3,192	6,908	2,715	9,472	22,287	4,428	2,090	2,093	1,188	9,799
+ Transaction-related expenses	120	-	-	120	120	-	1,900	278	(65)	2,113	(117)	-	-	327	210
+ Restructuring expenses	1,370	289	45	106	1,810	175	29	129	386	719	788	139	934	1,386	3,247
+ Other non-recurring expenses	-	-	-	-	-	1,349	-	-	-	1,349	-	1,608	-	-	1,608
Total Adjusted EBITDA	(12,708)	(10,633)	(9,087)	(5,601)	(38,029)	(7,282)	(3,145)	(419)	1,695	(9,151)	(3,035)	5,565	7,433	20,624	30,587
Adjusted EBITDA as a % of Revenue	-17.9%	-12.6%	-10.1%	-5.3%	-10.8%	-6.7%	-2.7%	-0.4%	1.2%	-1.9%	-2.2%	3.8%	4.9%	11.7%	5.0%

ATEC Q4 2024 SUPPLEMENTARY FINANCIAL INFORMATION

atec INFORMED BY EOS		NON-GAAP P&L TREND - CONSOLIDATED (\$000's)														
	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	
Revenue	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477	145,573	150,719	176,793	611,562	
Non-GAAP cost of sales	21,461	27,780	29,213	35,344	113,798	32,264	35,933	35,625	41,823	145,645	40,336	41,921	46,243	53,534	182,034	
Non-GAAP gross profit	49,472	56,371	60,626	70,600	237,069	76,846	80,987	82,637	96,147	336,617	98,141	103,652	104,476	123,259	429,528	
<i>Non-GAAP Gross Margin</i>	69.7%	67.0%	67.5%	66.6%	67.6%	70.4%	69.3%	69.9%	69.7%	69.8%	70.9%	71.2%	69.3%	69.7%	70.2%	
Operating expenses (Non-GAAP):																
Research & development, Non-GAAP	8,750	9,234	10,458	10,575	39,017	11,943	13,091	13,210	13,130	51,374	13,697	13,491	13,150	13,350	53,688	
Sales, general & administrative, Non-GAAP	60,515	65,276	67,265	74,014	267,070	80,774	80,799	80,497	93,240	335,310	101,203	100,331	100,384	105,387	407,305	
Total operating expenses (Non-GAAP)	69,265	74,510	77,723	84,589	306,087	92,717	93,890	93,707	106,370	386,684	114,900	113,822	113,534	118,737	460,993	
<i>R&D as % of revenue</i>	12.3%	11.0%	11.6%	10.0%	11.1%	10.9%	11.2%	11.2%	9.5%	10.7%	9.9%	9.3%	8.7%	7.6%	8.8%	
<i>SG&A as % of revenue</i>	85.3%	77.6%	74.9%	69.9%	76.1%	74.0%	69.1%	68.1%	67.6%	69.5%	73.1%	68.9%	66.6%	59.6%	66.6%	
<i>Total OPEX as % of revenue</i>	97.6%	88.5%	86.5%	79.8%	87.2%	84.9%	80.3%	79.2%	77.1%	80.2%	83.0%	78.2%	75.3%	67.2%	75.4%	
Non-GAAP operating loss	(19,793)	(18,139)	(17,097)	(13,989)	(69,018)	(15,871)	(12,903)	(11,070)	(10,223)	(50,067)	(16,759)	(10,170)	(9,058)	4,522	(31,465)	
<i>Op loss as % of revenue</i>	-27.9%	-21.6%	-19.0%	-13.2%	-19.7%	-14.5%	-11.0%	-9.4%	-7.4%	-10.4%	-12.1%	-7.0%	-6.0%	2.6%	-5.1%	
Less: Depreciation expense	7,085	7,506	8,010	8,388	30,989	8,589	9,758	10,651	11,918	40,916	13,724	15,735	16,491	16,102	62,052	
Adjusted EBITDA	(12,708)	(10,633)	(9,087)	(5,601)	(38,029)	(7,282)	(3,145)	(419)	1,695	(9,151)	(3,035)	5,565	7,433	20,624	30,587	
<i>Adj EBITDA as % of revenue</i>	-17.9%	-12.6%	-10.1%	-5.3%	-10.8%	-6.7%	-2.7%	-0.4%	1.2%	-1.9%	-2.2%	3.8%	4.9%	11.7%	5.0%	
<i>Adj EBITDA drop through %</i>	-24.2%	-8.2%	12.1%	19.5%	1.1%	14.2%	22.9%	30.5%	22.8%	22.0%	14.5%	30.4%	24.2%	48.8%	30.7%	

atec INFORMED BY EOS		REVENUE SUPPLEMENT														
	Q122	Q222	Q322	Q422	2022	Q123	Q223	Q323	Q423	2023	Q124	Q224	Q324	Q424	2024	
Revenues:																
Products and services - Surgical	60,649	72,343	78,727	91,322	303,041	94,040	102,306	103,823	122,594	422,763	122,617	130,028	135,343	156,468	544,456	
Products and services - Imaging	10,269	11,808	11,112	14,622	47,811	15,070	14,614	14,439	15,376	59,499	15,860	15,545	15,376	20,325	67,106	
Revenue from products and services	70,918	84,151	89,839	105,944	350,852	109,110	116,920	118,262	137,970	482,262	138,477	145,573	150,719	176,793	611,562	
Revenue from international supply agreement	15	-	-	-	15	-	-	-	-	-	-	-	-	-	-	
TOTAL REVENUE	70,933	84,151	89,839	105,944	350,867	109,110	116,920	118,262	137,970	482,262	138,477	145,573	150,719	176,793	611,562	
Constant currency adjustments:																
Products and services - Surgical	-	-	-	-	-	17	(6)	4	42	57	15	22	(44)	(72)	(79)	
Products and services - EOS	292	618	746	1,012	2,668	363	15	(319)	(266)	(207)	(88)	42	(39)	(146)	(311)	
Revenue from products and services	293	615	807	1,012	2,668	380	9	(315)	(224)	(150)	(73)	64	(83)	(218)	(310)	
Revenue from international supply agreement	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL ADJUSTMENTS	293	615	807	1,012	2,668	380	9	(315)	(224)	(150)	(73)	64	(83)	(218)	(310)	
Revenues at constant currency:																
Products and services - Surgical	60,649	72,343	78,727	91,322	303,041	94,087	102,300	103,827	122,636	422,820	122,632	130,050	135,299	156,396	544,377	
Products and services - EOS	10,561	12,426	11,858	15,634	50,479	15,403	14,629	14,120	15,110	59,292	15,772	15,586	15,337	20,179	66,874	
Revenue from products and services	71,210	84,769	90,585	106,956	353,520	109,490	116,929	117,947	137,746	482,112	138,404	145,637	150,636	176,575	611,252	
Revenue from international supply agreement	15	-	-	-	15	-	-	-	-	-	-	-	-	-	-	
TOTAL REVENUE AT CONSTANT CURRENCY	71,225	84,769	90,585	106,956	353,535	109,490	116,929	117,947	137,746	482,112	138,404	145,637	150,636	176,575	611,252	
YOY GROWTH %																
Products and services - Surgical	38.7%	29.7%	52.6%	49.3%	42.8%	55.1%	41.4%	31.9%	34.2%	39.5%	30.4%	27.1%	30.4%	27.6%	28.8%	
Products and services - Imaging		93.1%	-0.2%	14.5%	59.3%	46.5%	23.8%	29.9%	5.2%	24.4%	5.2%	6.4%	6.5%	32.2%	12.8%	
Revenue from products and services	62.2%	36.0%	43.2%	43.3%	44.8%	53.9%	38.9%	31.6%	30.2%	37.5%	26.9%	24.5%	27.4%	28.1%	26.8%	
Revenue from international supply agreement	-96.3%	-100.0%	-100.0%	-100.0%	-98.4%	-100.0%	0.0%	0.0%	0.0%	-100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
TOTAL REVENUE	60.8%	35.2%	42.9%	43.2%	44.3%	53.8%	38.9%	31.6%	30.2%	37.4%	26.9%	24.5%	27.4%	28.1%	26.8%	
YOY growth % at constant currency:																
Products and services - Surgical	38.7%	29.7%	52.6%	49.3%	42.8%	55.1%	41.4%	31.9%	34.3%	39.5%	30.3%	27.1%	30.3%	27.5%	28.7%	
Products and services - EOS		103.2%	6.5%	22.4%	68.2%	45.9%	17.7%	19.1%	-3.4%	17.5%	2.4%	6.5%	8.6%	33.5%	12.8%	
Revenue from products and services	62.9%	37.0%	44.4%	44.7%	45.9%	53.8%	37.9%	30.2%	28.8%	36.4%	26.4%	24.6%	27.7%	28.2%	26.8%	
Revenue from international supply agreement	-96.3%	-100.0%	-100.0%	-100.0%	-98.4%	-100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
TOTAL REVENUE GROWTH % AT CONSTANT CURRENCY	61.4%	36.2%	44.1%	44.6%	45.4%	53.7%	37.9%	30.2%	28.8%	36.4%	26.4%	24.6%	27.7%	28.2%	26.8%	