

01

Company Overview

What is Diabetes?

- Diabetes = insulin problem → glucose stays in the blood instead of fueling cells.
- Type 1: autoimmune; no insulin; not preventable.
- Type 2: insulin resistance + pancreatic decline; risk reduced with lifestyle/meds. Not from eating sugar.

Type 1 Diabetes

body doesn't make enough insulin

5%
of all diagnosed diabetes

most common
less than
40
years old

MUST take insulin



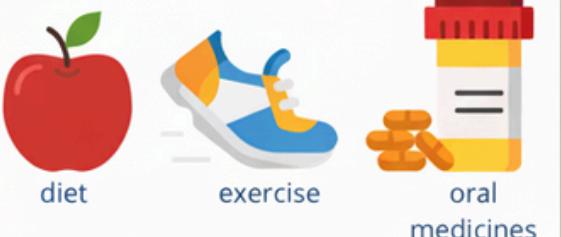
Type 2 Diabetes

body doesn't use insulin properly

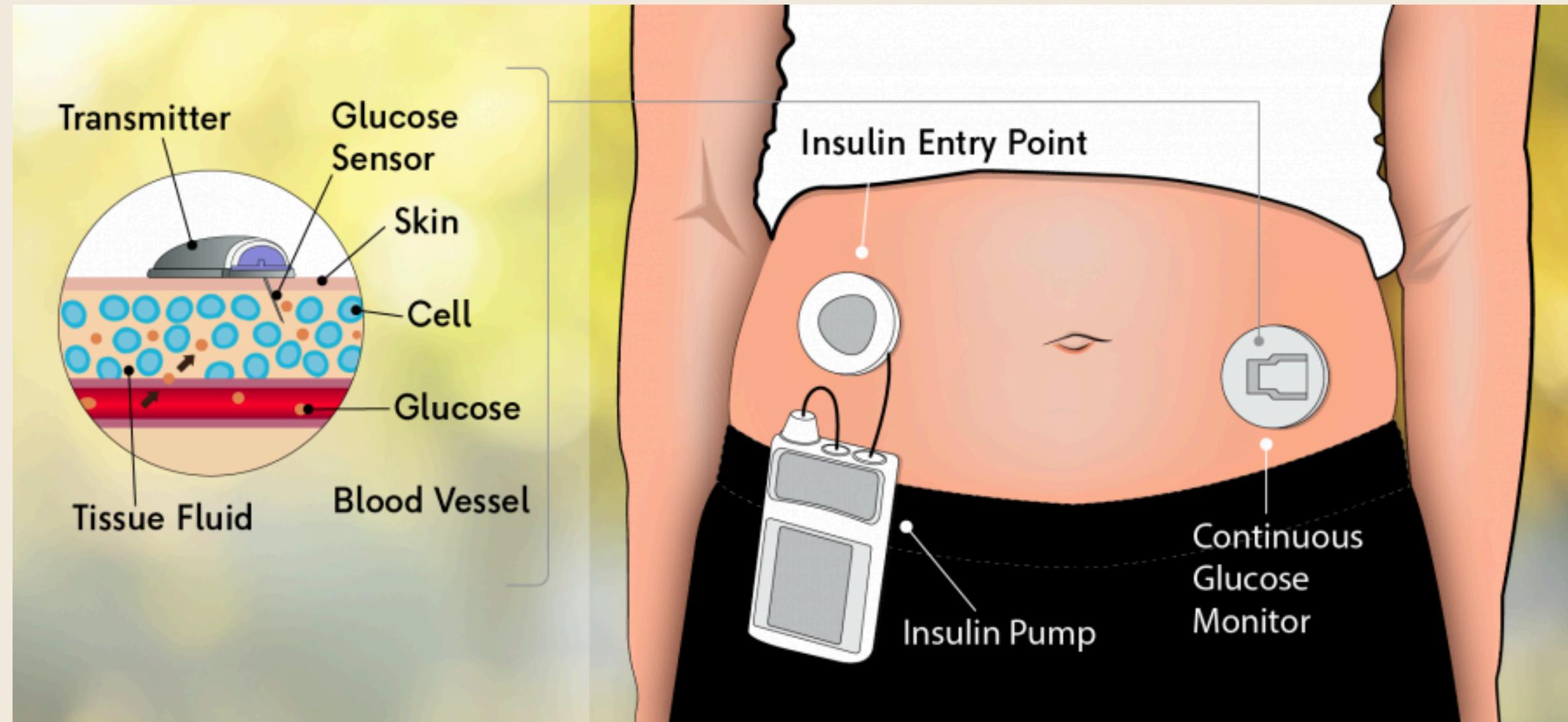
95%
of all diagnosed diabetes

most common
over
40
years old

MAY take insulin, plus:



What is a CGM?



- Small wearable sensor that measures glucose in the fluid under your skin
- Sends a new reading to your phone/receiver every ~5 minutes
- Shows trend arrows and rate of change (not just a single number)
- Real-time alerts for highs and lows
- Shareable data for caregivers/clinicians

dexcom

Founded: 1999, San Diego, California

First CGM Launch: 2006 (Dexcom STS)

01 Develop continuous glucose monitoring (CGM) systems for people with diabetes.

02 Leader in CGM technology with products like Dexcom G6, G7, and upcoming Stelo (OTC).

03 Operates in 52 countries with 10,000+ employees.



Mission

Empower people with diabetes to take control through Continuous Glucose Monitoring (CGM)

Values



Listen

Understand the needs of people living with diabetes



Serve With Integrity

Act with integrity in the best interest of the community



Think big

Use technology to revolutionize diabetes care



Be Dependable

Inspire confidence in the community and each other

01

Company Overview: Financial Performance

Profitability Metrics (2024)

Revenue: \$4.033 Billion

EBITDA: \$1.105 Billion

EBITDA Margin: 27%

Net Margin: 14.3%

Operating Margin: 14.9%





Operating Efficiency Metrics (2024)

Operating Income (EBIT): \$600 Million

Operating Margin: 14.9%

Net Income: \$576.2 Million

Financial Risk Analysis

Total Debt

\$4.382 Billion (\$1.237
Million Long-Term)

Liabilities to Assets Ratio

The amount of leverage
is 67.6%

Debt to Equity

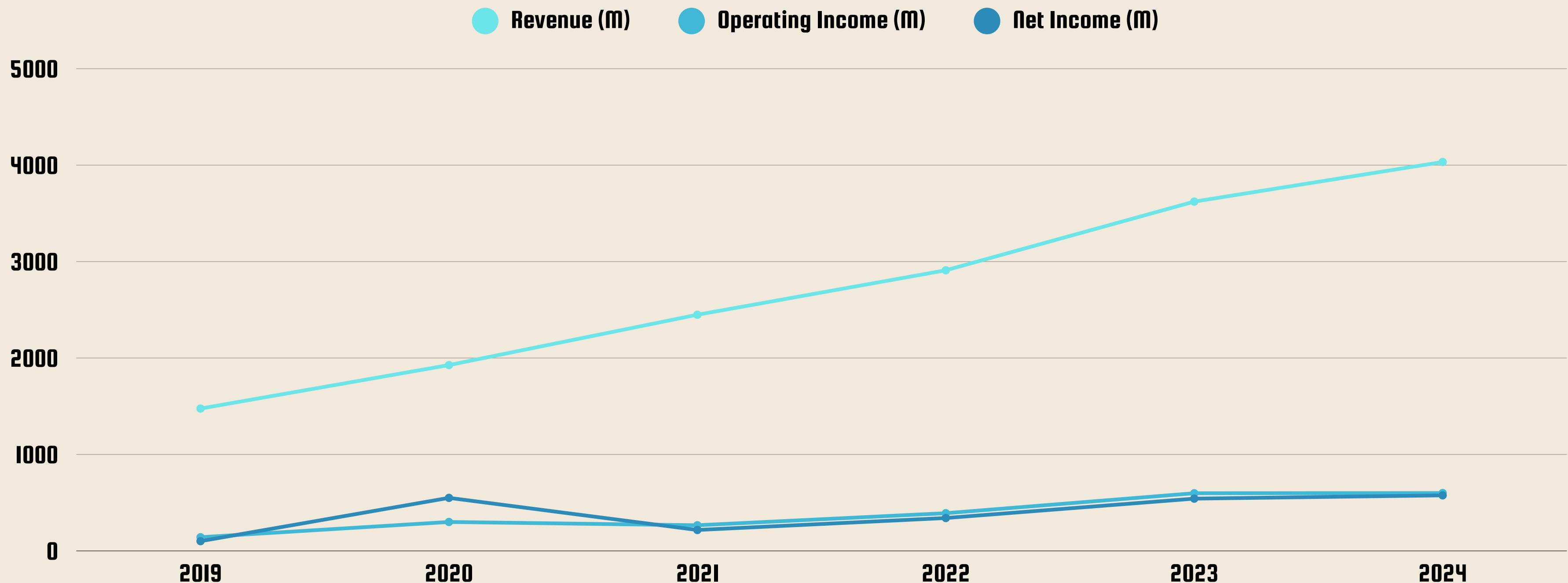
Their reliance on
interest bearing debt &
capital structure is
2.08x.

Debt to EBITDA

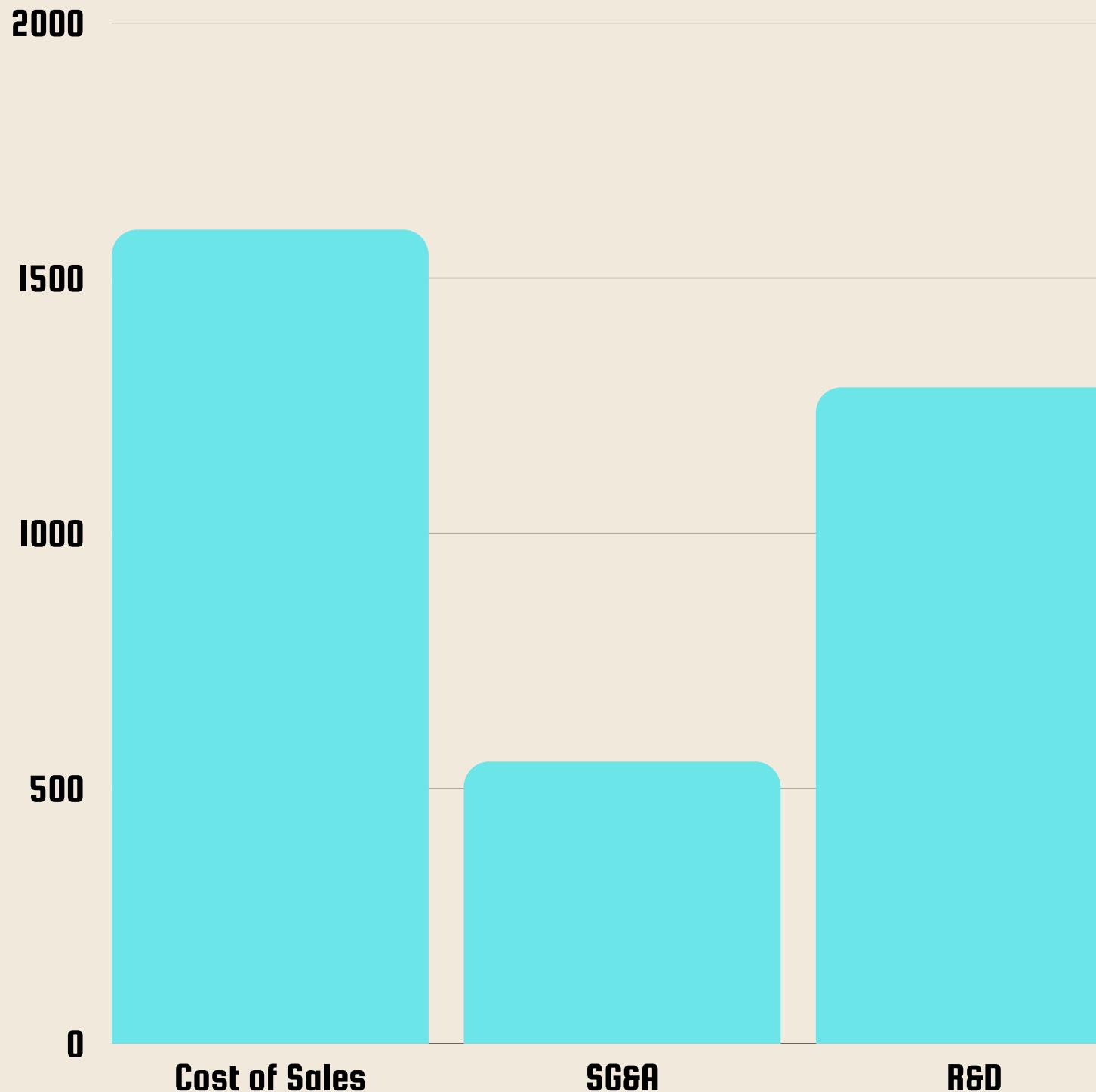
The ability to pay off
debt is 3.97x

Financial Metrics Over Time

All of Dexcom's Profitability Metrics have been **improving**.



Expense Allocation



Cost of Sales

- Includes the direct costs of producing and delivering the CGM systems. **\$1,594.8 Million**

R&D (Research & Development)

- Primarily consists of engineering & research expenses related to the CGM technology, clinical trials, regulatory expenses, quality assurance programs, materials & products for clinical trials. **\$552.4 Million**

SG&A (Selling, General, & Administrative)

- Expenses spent on running the business. **\$1,285.8 Million**

Revenue Sources

Dexcom has only two main revenue sources:

