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William Blair 45th Annual Growth Stock Conference

June 4, 2025



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Cautionary statement re forward-looking statements, non-GAAP measures and other matters

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This presentation and the accompanying oral presentation include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and the Private Securities Litigation Reform Act of 1995. Forward-looking statements give the Company's current expectations or forecasts of future events. An investor can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as 'anticipate', 'estimate', 'expect', 'intend', 'will', 'project', 'plan', 'believe', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. In particular, these include statements relating to future actions, prospective products or product approvals, future performance or results of current and anticipated products, sales efforts, expenses, strategy and plans, market size and opportunity, competitive position, industry environment, potential growth opportunities, business model, reimbursement rates and coverage, the outcome of contingencies such as legal proceedings and our expectations for future operations and results.

These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including, but not limited to, those described herein and in "Risk Factors" in our most recent 10-K and 10-Q filed with the SEC. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances reflected in the forward-looking statements will be achieved or occur. Moreover, except as required by law, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. We undertake no obligation to update publicly any forward-looking statements for any reason after the date of this presentation to conform these statements to actual results or to changes in our expectations.

This presentation regarding the Company and the accompanying oral presentation shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. Sales and offers to sell iRhythm securities will only be made in accordance with the Securities Act of 1933, as amended, and applicable SEC regulations, including prospectus requirements.

This presentation and the accompanying oral presentation contain non-GAAP financial measures. The appendix to this presentation reconciles the non-GAAP financial measures to the most directly comparable financial measure prepared in accordance with Generally Accepted Accounting Principles (GAAP). These non-GAAP financial measure include adjusted operating expenses, non-GAAP net income (loss), non-GAAP net income (loss) per share, adjusted EBITDA, and adjusted EBITDA margin. iRhythm reports non-GAAP financial measures in addition to, and not as a substitute for, or superior to, measures of financial performance prepared in accordance with GAAP. We believe that non-GAAP financial measures should only be used to evaluate our results of operations in conjunction with the corresponding GAAP financial measures. Other companies, including other companies in our industry, may not use this measure or may calculate this measures differently than as presented. We encourage investors to carefully consider our results under GAAP as well as our supplemental non-GAAP information and reconciliations between these presentations to more fully understand our business.

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The Zio platform enables us to address the challenges of tomorrow



1

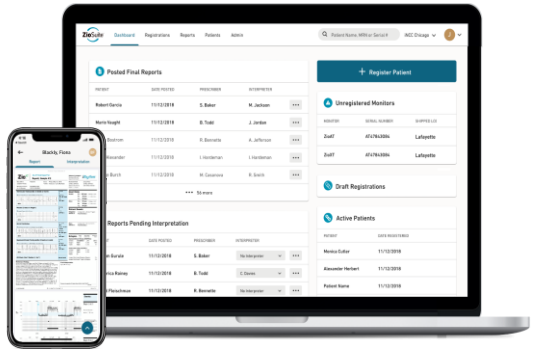
PATENTED WEARABLE BIOSENSORS

Single-use monitor that patients prefer

2

AI PLATFORM (34-LAYER DEEP NEURAL NET)

2nd Generation, FDA-cleared, deep-learned ECG detection algorithm



3

ACTIONABLE AND SCALABLE DIGITAL PLATFORM

High-quality digital report delivered via desktop, mobile or EHR

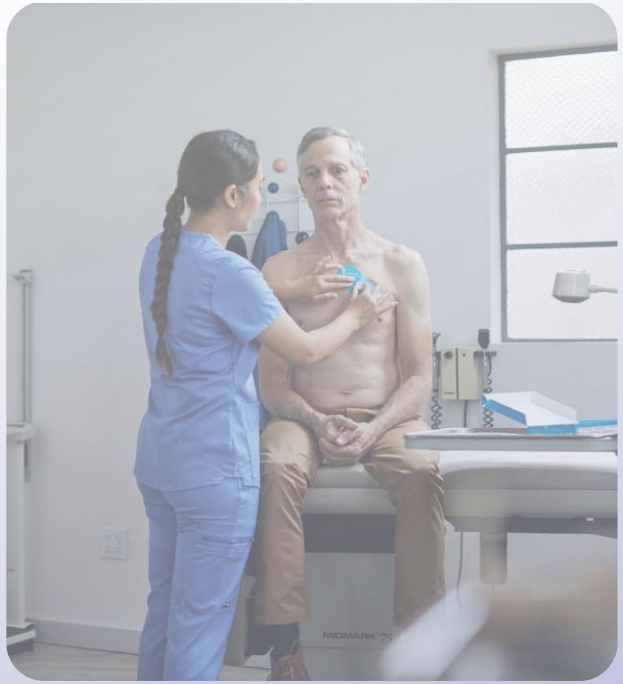
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$158.7 million

First quarter 2025 revenue, a 20.3% increase compared to first quarter 2024

2+ million

Patient reports posted annually

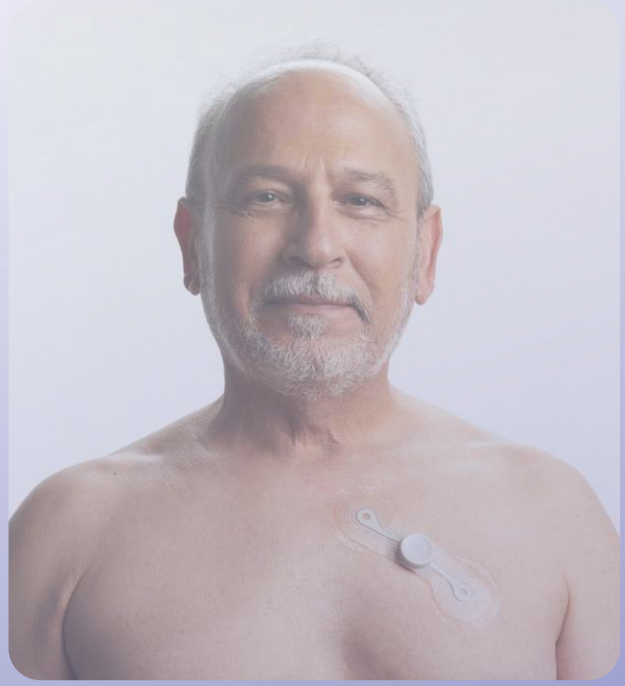


27+ million

Potential patients in the United States who could benefit from ambulatory cardiac monitoring*

5+ million tests

Target market opportunity across prioritized EU and APAC countries*





Over 30%

penetration in core U.S. ambulatory cardiac monitoring market as of December 31, 2024

10+ million

Patient reports posted since company inception through March 31, 2025



125+

Original scientific research manuscripts

2.5+ billion

Hours of curated ECG data since company inception thru 2024

Data on file. iRhythm Technologies, May 2025. *See sources in appendix for 'Multiple levers for long-term growth and sustainable value creation' and 'International opportunity represents $1+ billion TAM with 5+ million tests in prioritized countries across EMEA and Asia Pacific'

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Cardiac arrhythmia burden in the U.S. is immense

PREVALENCE

11M
with
arrhythmias

40%
Lifetime risk of AFib
for individuals over 55

CONSEQUENCES

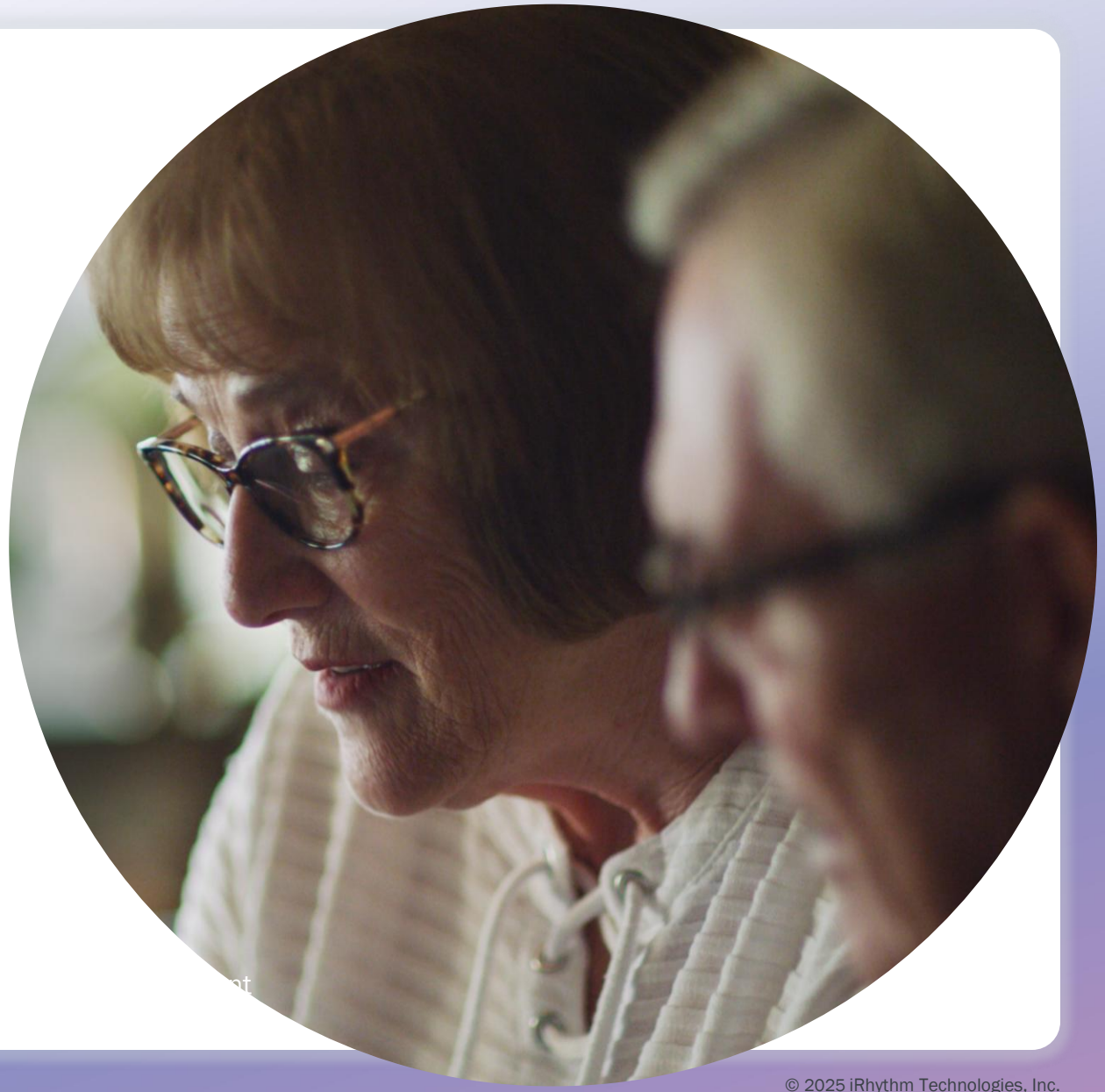
5x
Increased risk of stroke
due to Atrial Fibrillation (AFib)

160,000
Deaths per year
associated with AFib

FINANCIAL BURDEN

450,000
Hospitalizations per year
due to AFib

$34B
Annual cost
of stroke

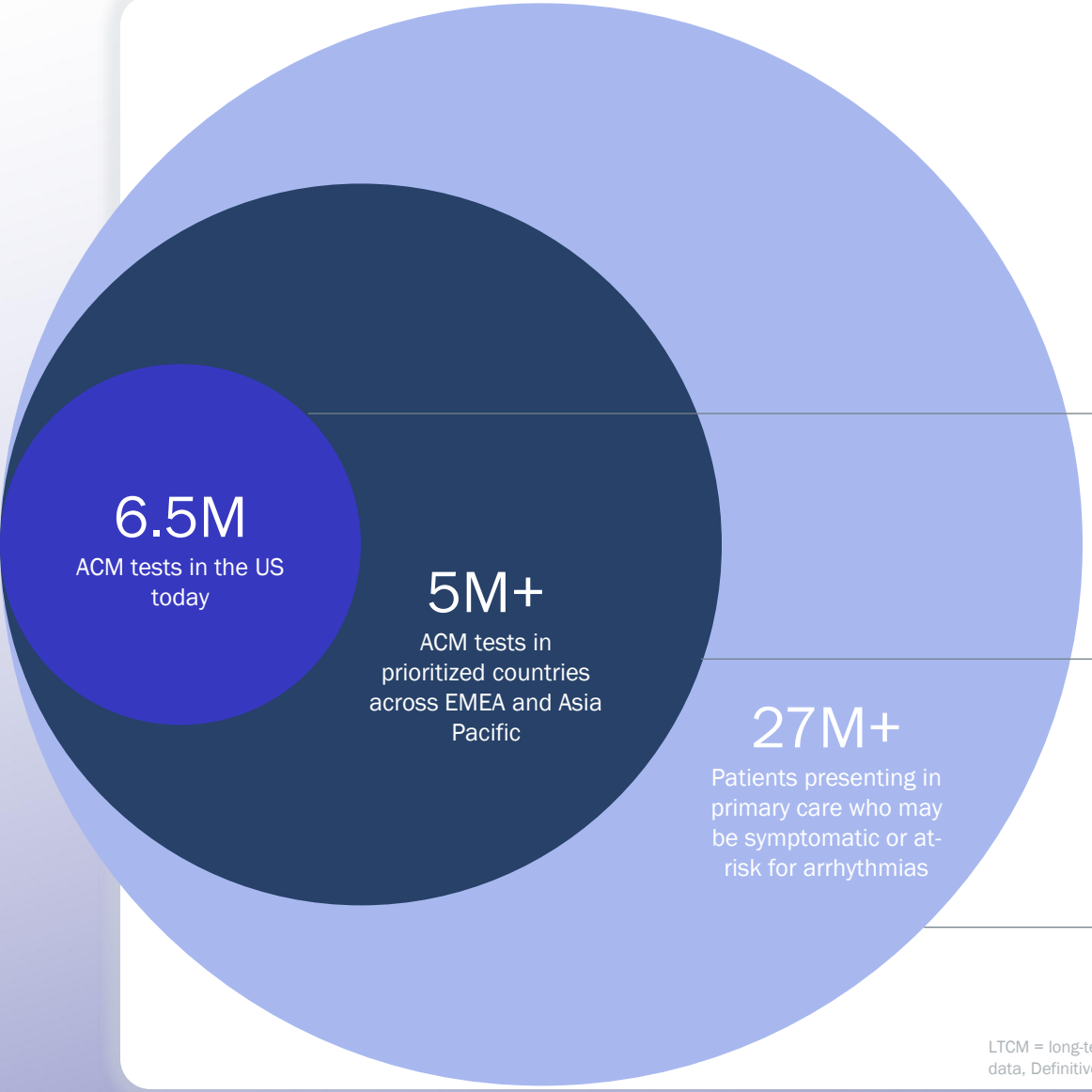


See appendix for sources

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Multiple levers for long-term growth and sustainable value creation



CURRENT U.S. MARKET

Over 70% market share in LTCM with Zio monitor (of 3.0M annual tests)[1]
Over 10% market share in MCT with Zio AT (of 950k annual tests)[1]

INTERNATIONAL TAM

U.K. registrations primarily through private hospital contracts
Early commercial launch in Switzerland, Austria, Netherlands, Spain
Reimbursement negotiations in Japan

UNDIAGNOSED TAM

Record number of contracts with innovative primary care channels
Addressing population health management through targeted patient inclusion criteria at large, national customer accounts

LTCM = long-term continuous monitoring; MCT = mobile cardiac telemetry. 1. Estimates based off combination of Internal Data, Medicare Public-Use Files, IQVIA data, Definitive Healthcare data, Komodo Health data, and other publicly-available information.

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International opportunity represents $1+ billion TAM with 5+ million tests in prioritized countries across EMEA and Asia Pacific

UNITED KINGDOM

Early commercialization

500,000

Ambulatory cardiac monitoring tests annually

GOALS

Pursue growth in private market

Pursue long-term reimbursement

PRIORITIZED EU COUNTRIES

Switzerland, Spain, Austria, the Netherlands, Germany and France

Early commercialization

2,100,000+

Ambulatory cardiac monitoring tests annually in target countries

GOALS

Build commercial presence in Switzerland, Spain, Austria, and the Netherlands

JAPAN

Pursuing reimbursement approval via high medical needs pathway

1,600,000

Ambulatory cardiac monitoring tests annually

GOALS

Commercial launch in 2025

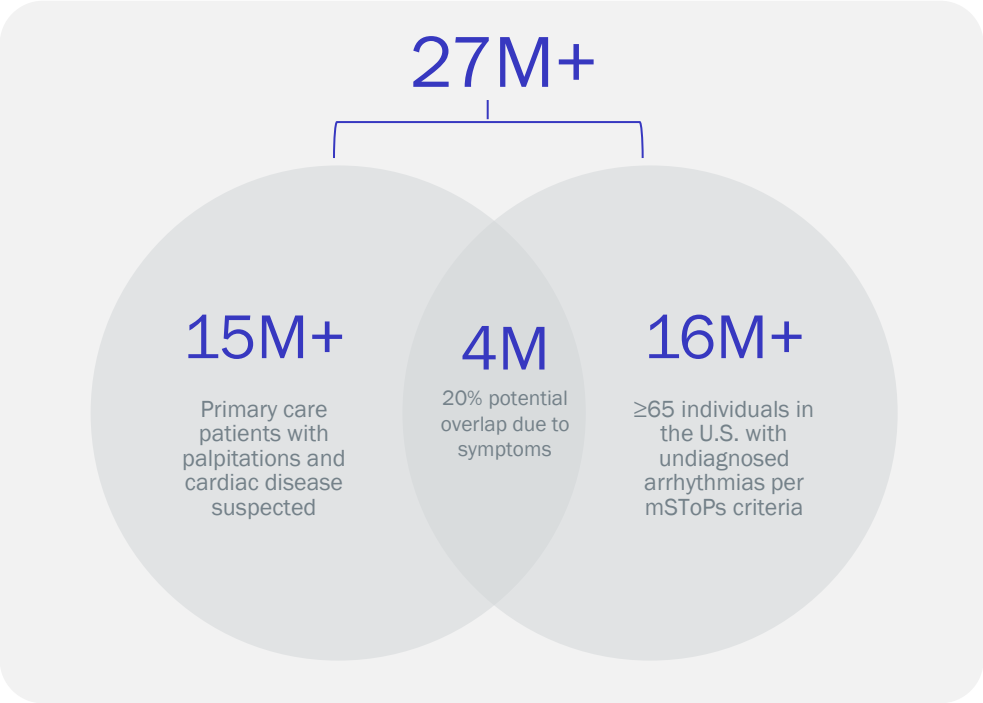
See appendix for sources

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Underpenetrated ambulatory cardiac monitoring market in the United States

TOTAL MARKET OPPORTUNITY



BENEFITS OF BRINGING DIAGNOSIS EARLIER IN CARE PATHWAY

Nearly half (46.3%) of all counties in the U.S. – including 86.2% of rural counties - do not have any cardiologists

Many patients are referred for cardiology specialty care due to concerns of symptoms without any diagnostic testing performed

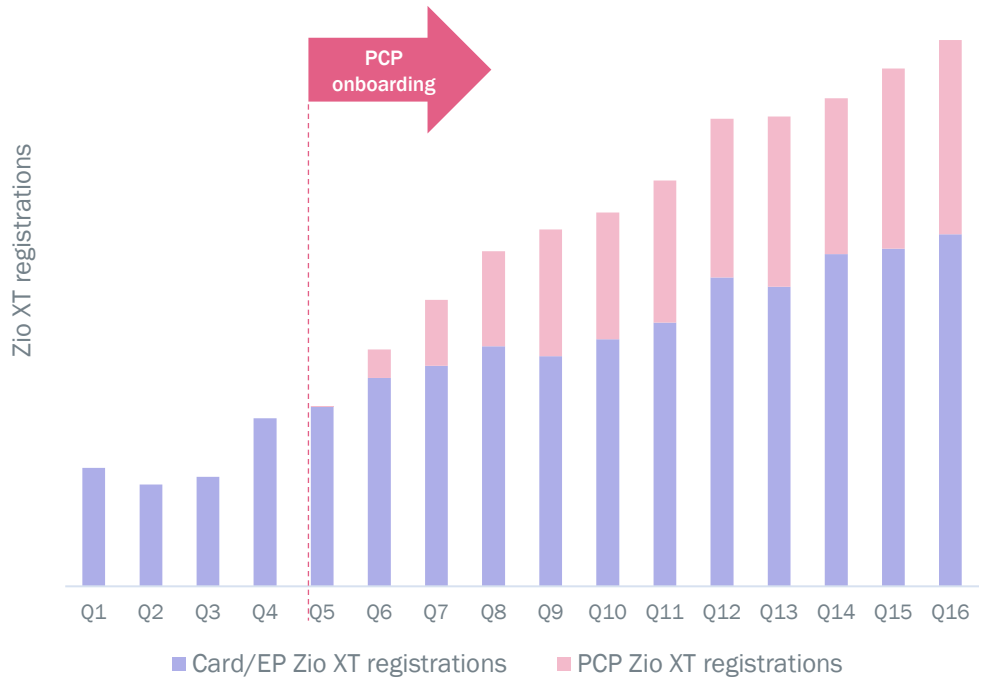
Average wait time to see a cardiologist in the U.S. is around 26.6 days for non-urgent appointments, representing significant increase compared to prior years

See appendix for sources

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Approaching the primary care channel through two-pronged strategy within both symptomatic and undiagnosed patient populations

LAND-AND-EXPAND WITHIN INTEGRATED DELIVERY NETWORKS[1]



TOP-DOWN INTEGRATION AT LARGE NATIONAL ACCOUNTS

PHYSICIAN CARE CENTERS

one medical

signifyhealth

Oak St. Health

MDVIP

Over 80%

of patients in representative customer programs had at least one arrhythmia identified[2]

1. Data on file. iRhythm Technologies, June 2024. 2. Data on file. iRhythm Technologies, January 2025.

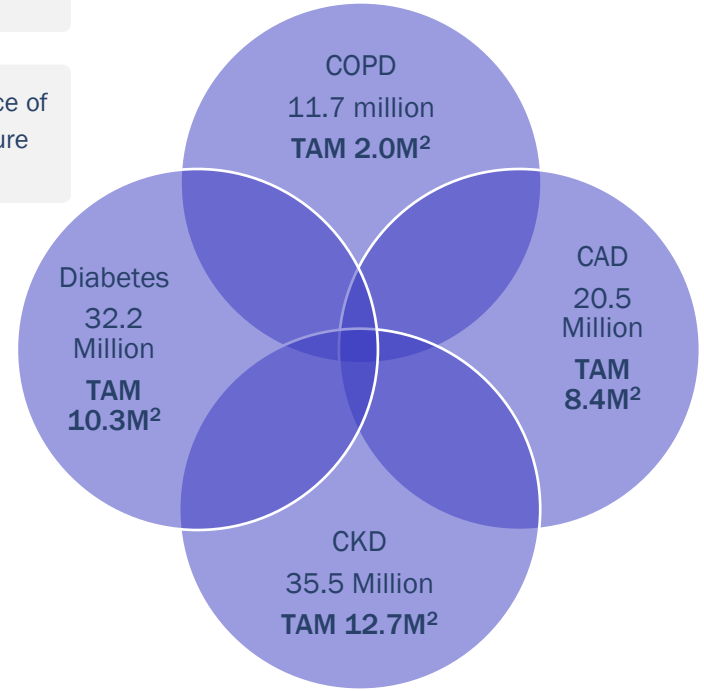
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Addressing population health management through the power of artificial intelligence to enable targeted monitoring for undiagnosed arrhythmias

SLEEP APNEA: US prevalence of 40.1 million, with up to 80% of AFib patients having sleep apnea[1]

HEART FAILURE: US prevalence of 8.4 million, with 25% of heart failure patients having AFib[1]



ARRHYTHMIA PATIENTS USE THE HEALTHCARE SYSTEM AT A MUCH HIGHER RATE COMPARED TO NON-ARRHYTHMIA PATIENTS[3]

Arrhythmia patients were hospitalized more than 2x per 1,000 cohort patients per year than non-arrhythmia patients

Of those hospitalized, patient length of stay increased by 2-5 days for arrhythmia patients with a combined cohort

The rate of emergency room visits were more than 2x for arrhythmia cohort relative to non-arrhythmia cohorts

1. See appendix for sources. 2. TAMs are not mutuality exclusive as there is likely significant overlap in patient populations. 3. Real World Evidence on Health Care Resource Utilization and Economic Burden of Arrhythmias in Patients with Diabetes and COPD. Abstract presented at: 2024 AHA Scientific Sessions; November 16 to 18, 2024; Chicago, IL.

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iRhythm uniquely positioned to win with clinically accurate, trusted services and the ability to scale in expanded channels, international markets, and additional vitals

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Competitive Advantage

AI: FDA cleared AI, expansive data set for future signal development, and world-class clinical oversight deliver comprehensive, curated clinical reports to support clinicians and physicians

Provider preference: Long-term continuous monitoring market dominance, first mover advantage into primary care physician channels, and positioned to own additional specialties

Superior workflows: Proven seamless staff and provider workflow with bidirectional, EHR-agnostic integrations, including a new collaboration with Epic

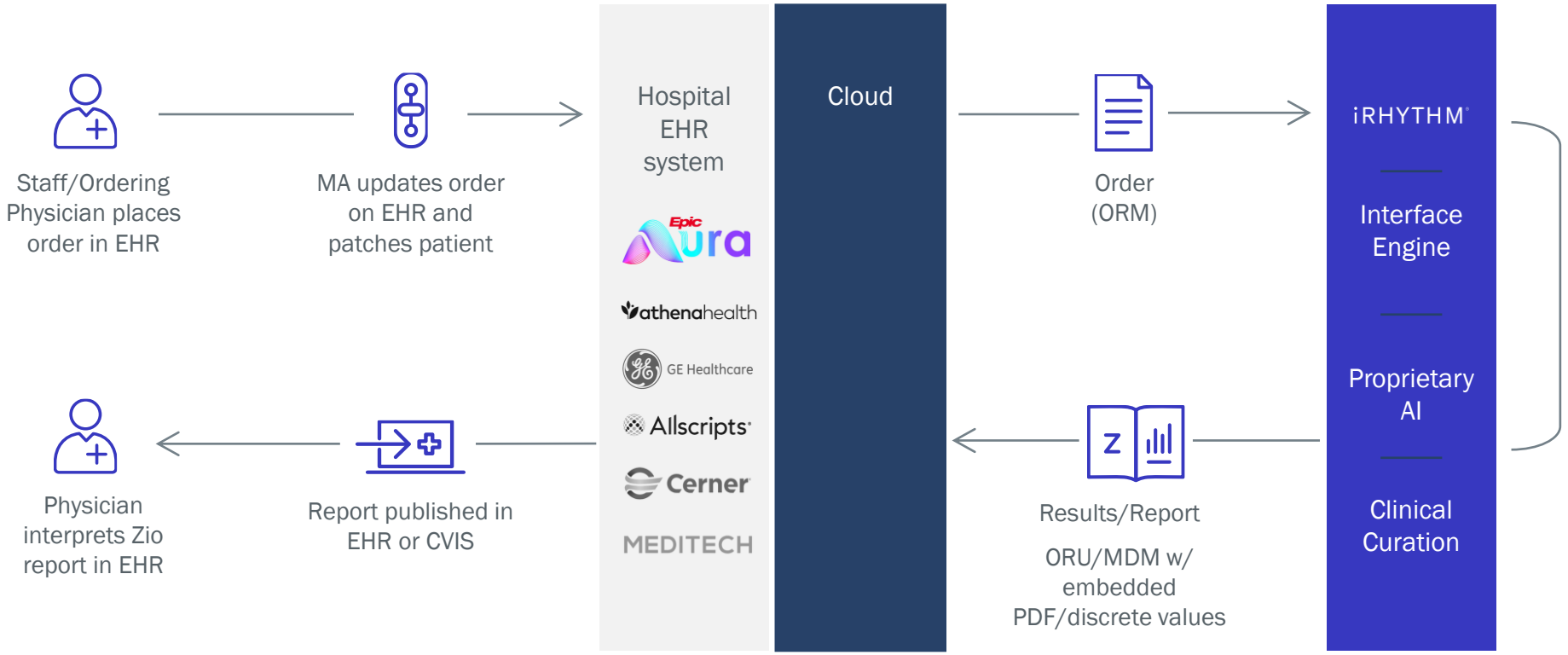
Ability to scale: Continuous operational excellence delivering the most clinically accurate product at efficient scale and cost profile maximizing commercial opportunities

IDTF: Largest IDTF in the ACM space with physician and clinician trust to deliver accurate monitoring with ability to expand well beyond arrythmias at scale, effectively and efficiently

Clinical evidence: Clinical evidence translated rapidly to product feature set demonstrating excellent outcomes and costs for continued traction with clinicians, health systems, payers

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Collaboration with Epic Aura enables bidirectional data flow, enhances clinician workflow efficiency, and supports rapid system-wide implementation



System requirements: HL7 version 2.3 or higher; secure communication interface (e.g. VPN, HTTPs, SFTP). Integration Service are also available with the option for physicians to interpret Zio Patient Reports in ZioSuite.com. Physician interpreted reports can then be posted to the EHR/CVIS system.

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Future multi-modal sensing platform differentiates ACM business and unlocks adjacent market opportunities

Enhancing the Core:

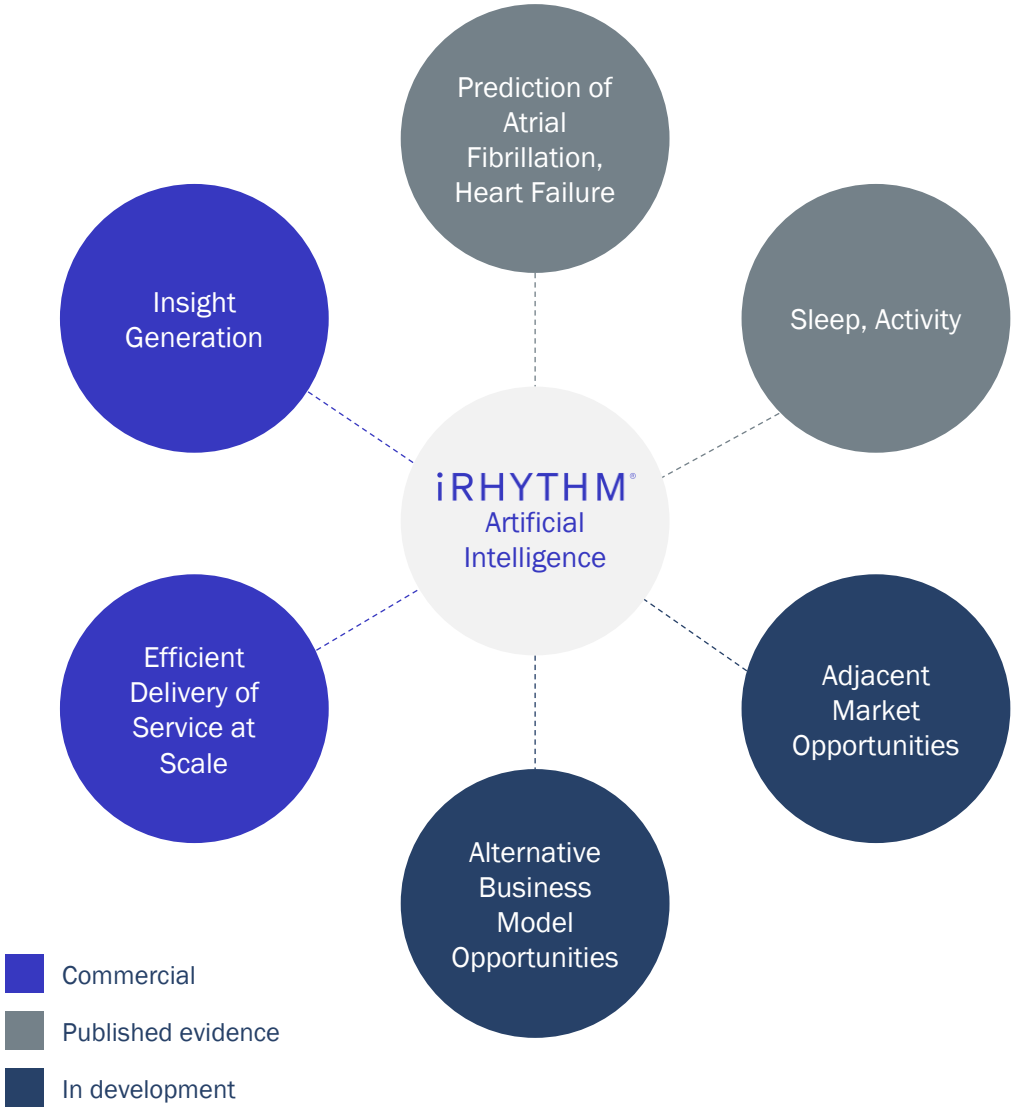
iRhythm leading the commercial shift to multi-sensing ECG plus vital signals

Unlocking Channel Expansion:

Multi-sensing vital sign platforms will be critical to win in in-patient and hospital to home/hospital at home



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Artificial intelligence underpins core capabilities and enables service innovation

Curated heartbeat data and other data linkages opens opportunities for additional expansion

Evolving from detection towards prediction and insights generation

Artificial intelligence continues to add significant clinical value to Zio® and further differentiates Zio® versus competition

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iRhythm on a journey to evolve and mature our corporate profile

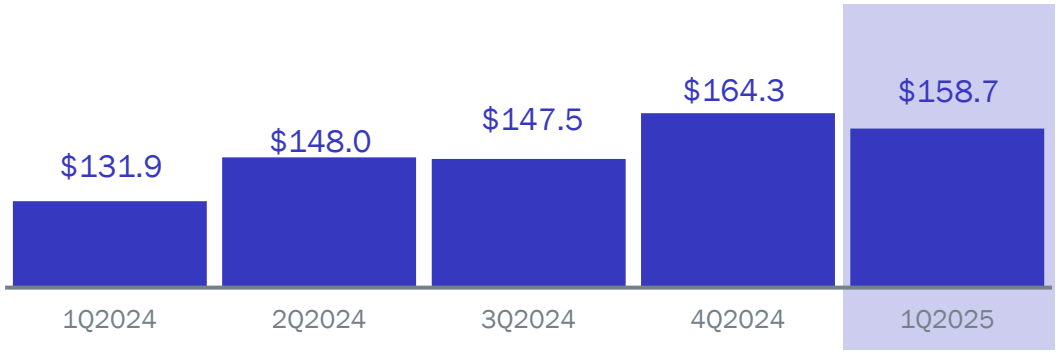


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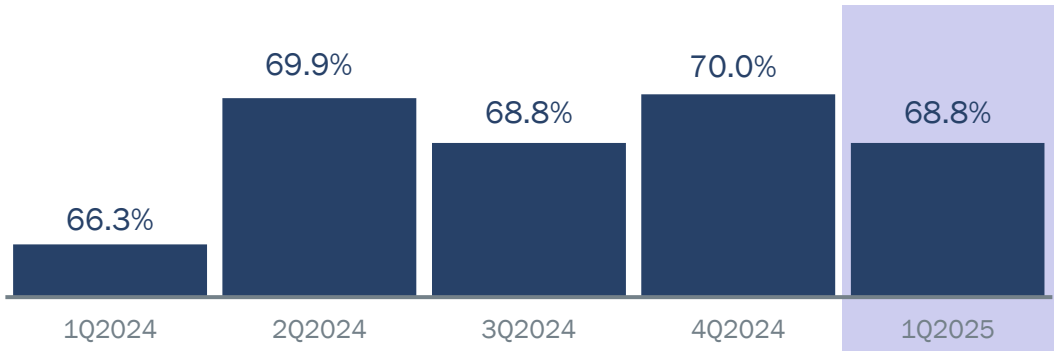
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First quarter 2025 financial performance

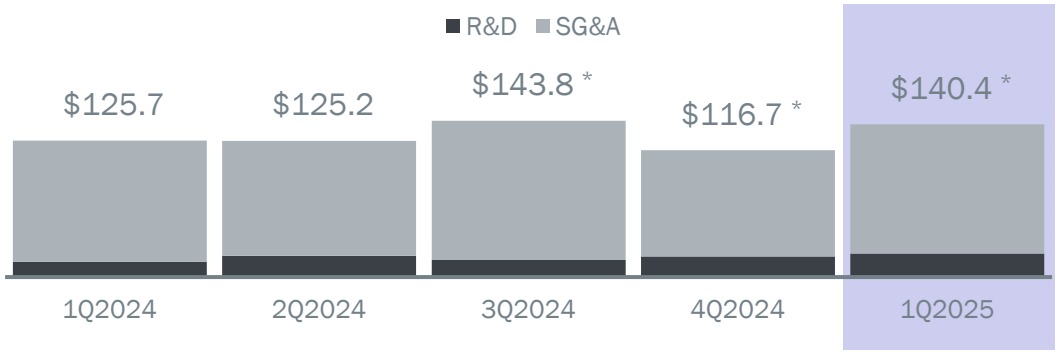
GLOBAL NET REVENUE (USD, MILLIONS)



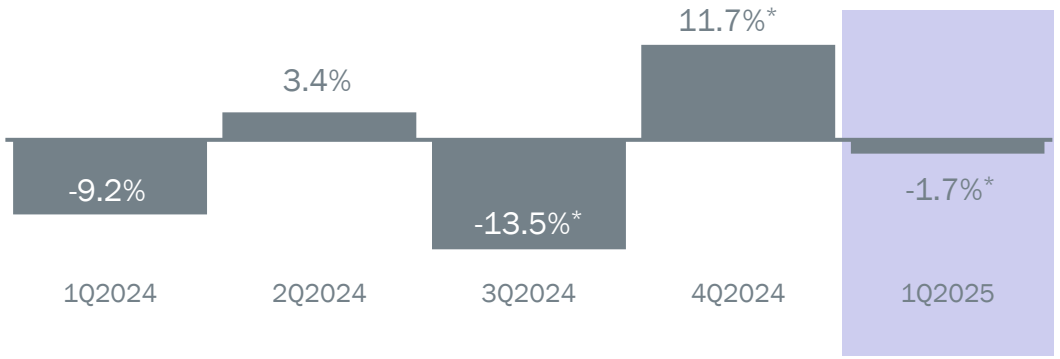
GROSS PROFIT MARGIN



ADJUSTED OPERATING EXPENSES* (USD, MILLIONS)



ADJUSTED EBITDA MARGIN*



*Adjusted operating expenses and adjusted EBITDA margin for 3Q 2024, 4Q 2024, and 1Q 2025 include $32.1 million, $0.3 million, and $0.3 million, respectively, of acquired in-process research and development expense. Adjusted operating expenses exclude impacts from business transformation, certain intellectual property litigation expenses, and impairment and restructuring charges. Adjusted EBITDA excludes non-cash operating charges for stock-based compensation expense, changes in fair value of strategic investments, impairment and restructuring charges, business transformation costs, certain intellectual property litigation expenses, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources. Beginning in 1Q 2025, the Company has excluded third-party attorneys' fees and expenses associated with patent litigation brought against the Company by Welch Allyn, Inc. and Bardy Diagnostics, Inc., subsidiaries of Baxter Internationals, Inc. See appendix for reconciliation.

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2025 annual revenue and profitability guidance

	Net revenue	Adjusted EBITDA margin
PRIOR GUIDANCE	$675 - $685 million	7.0% - 8.0% of revenue*
UPDATED GUIDANCE	$690 - $700 million	7.5% - 8.5% of revenue*

*Adjusted EBITDA excludes non-cash operating charges for stock-based compensation expense, changes in fair value of strategic investments, impairment and restructuring charges, business transformation costs, certain intellectual property litigation expenses and settlements, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources. Beginning in 1Q 2025, the Company has excluded third-party attorneys' fees and expenses associated with patent litigation brought against the Company by Welch Allyn, Inc. and Bardy Diagnostics, Inc., subsidiaries of Baxter Internationals, Inc.

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Compelling investment thesis for long-term shareholder value creation

MARKET EXPANSION OPPORTUNITIES

Core US market penetration

Greenfield specialist growth

Primary care physician growth

Channel expansion

International expansion

Adjacent market development

INNOVATION

Relentless patient focus

Insight generation

AI and prediction capabilities

Connected care

OPERATIONAL EFFICIENCY FOCUS

Commitment to quality, safety and regulatory compliance

Supply chain resilience

Unit cost economics

Digital transformation

Continuous process improvement

IMPROVING FINANCIAL PROFILE

Focus on generating leverage

Disciplined opportunity prioritization

Balanced reinvestments

Strategic portfolio management

Investments for opening adjacent markets

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Thank You



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Appendix



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Reconciliation of net loss to adjusted EBITDA

Adjusted EBITDA is a non-GAAP financial measure and is presented for supplemental informational purposes only and should not be considered as an alternative or substitute to financial information presented in accordance with GAAP. Adjusted EBITDA excludes non-cash operating charges for stock-based compensation expense, changes in fair value of strategic investments, impairment and restructuring charges, business transformation costs, certain intellectual property litigation expenses and settlements, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources.

(USD, THOUSANDS)	THREE MONTHS ENDED MARCH 31,	
ADJUSTED EBITDA RECONCILIATION*	**2025**	**2024**
Net loss[1]	$ (30,700)	$ (45,667)
Interest expense	3,273	2,860
Interest income	(4,919)	(3,057)
Changes in fair value of strategic investments	(843)	—
Income tax provision	665	32
Depreciation and amortization	5,210	5,131
Stock-based compensation	23,344	20,991
Business transformation costs	503	—
Intellectual property litigation costs[2]	832	—
Loss on extinguishment of debt	—	7,589
Adjusted EBITDA	**$ (2,635)**	**$ (12,121)**

*Certain numbers expressed may not sum due to rounding.1 Net loss for the three months ended March 31, 2025, includes $0.3 million of acquired in-process research and development expense.2 Excludes third-party attorneys' fees and expenses associated with patent litigation brought against the Company by Welch Allyn, Inc. and Bardy Diagnostics, Inc., subsidiaries of Baxter International, Inc.,

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Reconciliation of GAAP to non-GAAP financial information

Adjusted EBITDA is a non-GAAP financial measure and is presented for supplemental informational purposes only and should not be considered as an alternative or substitute to financial information presented in accordance with GAAP. Adjusted EBITDA excludes non-cash operating charges for stock-based compensation expense, changes in fair value of strategic investments, impairment and restructuring charges, business transformation costs, certain intellectual property litigation expenses and settlements, and loss on extinguishment of debt. Business transformation costs include costs associated with professional services, employee termination and relocation, third-party merger and acquisition, integration, and other costs to augment and restructure the organization, inclusive of both outsourced and offshore resources.

	THREE MONTHS ENDED				
(USD, THOUSANDS)	MARCH 31, 2025	DECEMBER 31, 2024	SEPTEMBER 30, 2024	JUNE 30, 2024	MARCH 31, 2024
Net loss[1]	$ (30,700)	$ (1,333)	$ (46,182)	$ (20,107)	$ (45,667)
Interest expense	3,273	3,320	3,329	3,312	2,860
Interest income	(4,919)	(5,740)	(6,456)	(6,685)	(3,057)
Changes in fair value of strategic investments	(843)	(843)	(1,059)	—	—
Income tax provision	665	151	188	194	32
Depreciation and amortization	5,210	5,289	5,135	5,160	5,131
Stock-based compensation	23,344	16,008	17,158	21,821	20,991
Impairment and restructuring charges	—	—	641	—	—
Business transformation costs	503	2,416	7,360	1,296	—
Intellectual property litigation costs[2]	832	—	—	—	—
Loss on extinguishment of debt	—	—	—	—	7,589
Adjusted EBITDA	**$ (2,635)**	**$ 19,268**	**$ (19,886)**	**$ 4,991**	**$ (12,121)**
Revenue	$ 158,677	$ 164,325	$ 147,538	$ 148,047	$ 131,929
Adjusted EBITDA margin	**-1.7%**	**11.7%**	**-13.5%**	**3.4%**	**-9.2%**

1. Net loss for the three months ended September 30, 2024, December 31, 2024, and March 31, 2025, include acquired in-process research and development expenses of $32.1 million, $0.3 million, and $0.3 million, respectively. 2. Excludes third-party attorneys' fees and expenses associated with patent litigation brought against the Company by Welch Allyn, Inc. and Bardy Diagnostics, Inc., subsidiaries of Baxter International, Inc.,

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Reconciliation of GAAP to non-GAAP financial information

(USD, THOUSANDS)	THREE MONTHS ENDED MARCH 31,	
ADJUSTED NET LOSS RECONCILIATION*	**2025**	**2024**
Net loss, as reported[1]	$ (30,700)	$ (45,667)
Business transformation costs	503	—
Intellectual property litigation costs[2]	832	—
Changes in fair value of strategic investments	(843)	—
Loss on extinguishment of debt	—	7,589
Tax effect of adjustments[3]	(91)	—
Adjusted net loss	**$ (30,299)**	**$ (38,078)**

(USD, THOUSANDS)	THREE MONTHS ENDED MARCH 31,	
ADJUSTED NET LOSS PER SHARE RECONCILIATION*	**2025**	**2024**
Net loss per share, as reported[1]	$ (0.97)	$ (1.47)
Business transformation costs per share	0.02	—
Intellectual property litigation costs per share[2]	0.03	—
Changes in fair value of strategic investments per share	(0.03)	—
Loss on extinguishment of debt per share	—	0.24
Tax effect of adjustments per share[3]	—	—
Adjusted net loss per share	$ (0.95)	$ (1.23)
Weighted-average shares, basic and diluted	31,590	31,033

(USD, THOUSANDS)	THREE MONTHS ENDED MARCH 31,	
ADJUSTED OPERATING EXPENSE RECONCILIATION*	**2025**	**2024**
Operating expenses, as reported	$ 141,772	$ 125,654
Business transformation costs	(503)	—
Intellectual property litigation costs[2]	(832)	—
Adjusted operating expense	$ 140,437	$ 125,654

*Certain numbers expressed may not sum due to rounding.1 Net loss for the three months ended March 31, 2025, includes $0.3 million of acquired in-process research and development expense. 2 Excludes third-party attorneys' fees and expenses associated with patent litigation brought against the Company by Welch Allyn, Inc. and Bardy Diagnostics, Inc., subsidiaries of Baxter International, Inc., 3 Income tax impact of Non-GAAP adjustments listed.

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SLIDE(S)	SOURCES
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