# MASIMO Investor Day

DECEMBER 3, 2025

### Safe Harbor Statement

#### **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of federal securities laws, including, among others, statements about our expectations, plans, strategies or prospects. We generally use the words "may," "will," "expect," "believe," "anticipate," "plan," "estimate," "project," "assume," "guide," "target," "forecast," "see," "seek," "can," "should," "could," "would," "intend," "predict," "potential," "strategy," "is confident that," "future," "opportunity," "work toward," and similar expressions to identify forward-looking statements. All statements other than statements of historical or current fact are, or may be deemed to be, forward-looking statements. Such statements are based upon the current beliefs, expectations and assumptions of management and are subject to significant risks, uncertainties and changes in circumstances that could cause actual results to differ materially from the forward-looking statements. Forward-looking statements speak only as of the date they are made, and we disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. Readers of this presentation are cautioned not to rely on these forward-looking statements, since there can be no assurance that these forward-looking statements will prove to be accurate. This cautionary statement is applicable to all forward-looking statements contained in this presentation. The risks and uncertainties that may cause actual results to differ materially from Masimo's current expectations are more fully described in Masimo's reports filed with the U.S. Securities and Exchange Commission (SEC), including our most recent Form 10-K and Form 10-Q. Copies of these filings, as well as subsequent filings, are available online at www.sec.gov, www.masimo.com or upon request.

#### **Non-GAAP Financial Measures**

The non-GAAP financial measures contained herein are a supplement to the corresponding financial measures prepared in accordance with U.S. GAAP. The following financial data is presented on a non-GAAP basis, unless stated otherwise. The non-GAAP financial measures presented exclude certain items that are more fully described in the Appendix. Management believes that adjustments for these items assist investors in making comparisons of period-to-period operating results. Furthermore, management also believes that these items are not indicative of the Company's on-going core operating performance. These non-GAAP financial measures have certain limitations in that they do not reflect all of the costs associated with the operations of the Company's business as determined in accordance with GAAP. Therefore, investors should consider non-GAAP financial measures in addition to, and not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP. The non-GAAP financial measures presented by the Company may be different from the non-GAAP financial measures used by other companies. The Company has provided and will continue to provide certain non-GAAP financial measures which provide investors supplementary information helpful in understanding the Company's underlying operating performance. We have modified our presentation of non-GAAP results and no longer exclude from adjusted results: (1) the cost of goods sold directly attributable to the Strategic Realignment Initiative; and (2) the associated approximate tax impact of this adjustment. These specific inventory expenses were previously excluded from adjusted results under the line item business transition and related costs in non-GAAP gross profit. The Company is making these changes to its presentation of non-GAAP financial measures following comments from, and discussions with, staff members of the U.S. Securities and Exchange Commission. The Company has presented the following non-GAAP financial measures to assist investors in understanding the Company's core net operating results on an on-going basis: non-GAAP revenue (constant currency), non-GAAP revenue growth (constant currency), non-GAAP revenue grow profit/margin %, non-GAAP SG&A expense, non-GAAP R&D expense, non-GAAP litigation settlements and awards, non-GAAP impairment charge, non-GAAP operating expense %, non-GAAP operating profit/margin %, non-GAAP non-operating income (expense), non-GAAP provision for income taxes, non-GAAP net income (loss), non-GAAP net income (loss) per share. These non-GAAP financial measures may also assist investors in making comparisons of the Company's core operating results with those of other companies. Management believes these non-GAAP financial measures are important in the evaluation of the Company's performance and uses these measures to better understand and evaluate our business. For additional financial details, including GAAP to non-GAAP reconciliations, please visit the Investor Relations section of the Company's website at <a href="https://investor.masimo.com/overview/default.aspx">https://investor.masimo.com/overview/default.aspx</a> to access Supplementary Financial Information.

#### **Forward-Looking Non-GAAP Financial Measures**

This presentation also includes certain forward-looking non-GAAP financial measures. We calculate forward-looking non-GAAP financial measures based on internal forecasts that omit certain amounts that would be included in GAAP financial measures. For instance, we exclude the impact of certain charges related to acquisitions, integrations, divestitures and related costs; business transition and related costs; litigation related expenses and settlements; realized and unrealized gains or losses; tax related adjustments; and other adjustments. We have not provided quantitative reconciliations of these forward-looking non-GAAP financial measures because the excluded items are not available on a prospective basis without unreasonable efforts. For example, the timing of certain transactions is difficult to predict because management's plans may change. In addition, the Company believes such reconciliations would imply a degree of precision and certainty that could be confusing to investors. These forward-looking non-GAAP financial measures may be materially different from the corresponding GAAP financial measures.

## Agenda

START TIME (PT)	SPEAKER		
9:00am	Katie Szyman – Chief Executive Officer Expanding Our Global Leadership in Monitoring		
9:20am	Tim Benner – Chief Marketing & Strategy Officer Accelerating Global Growth		
9:45am	Dr. Daniel Cantillon – Chief Medical Officer Empowering Clinicians to Transform Patient Care		
10:15am	15 Minute Break		
10:30am	<b>Dr. Daniel Sessler – Guest</b> The Case for Continuous Patient Monitoring		
11:00am	Micah Young – Chief Financial Officer Our Plan to Drive Value Creation		
11:15am	Q&A Session		



**Katie Szyman**Chief Executive Officer

# Expanding Our Global Leadership in Monitoring

2025



Our Mission: Masimo innovations empower clinicians to transform patient care

## **Our Values:**

### **Patients First**

We do what is best for patients

## Performance Pec

We deliver with integrity

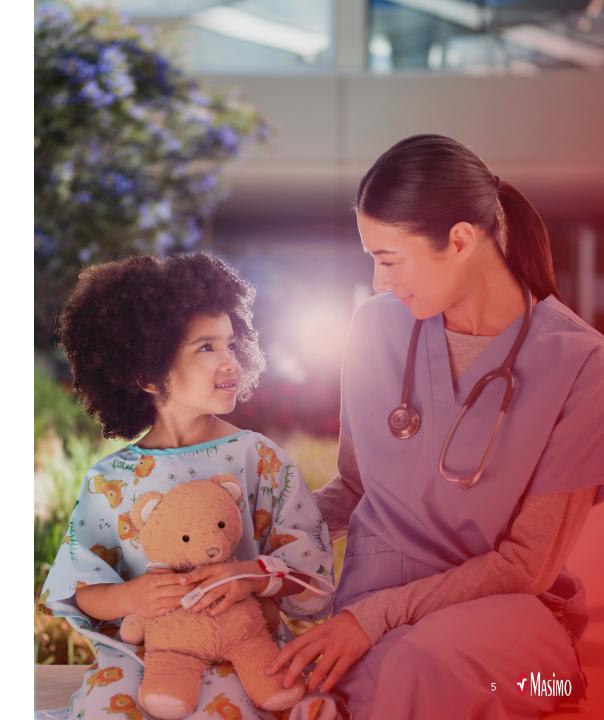
## People

Innovation

and discovery

We thrive on fascination

We respect and grow talent



## Global Leader in Patient Monitoring

Transforming Healthcare Through Relentless Innovation & Execution



Leading Monitoring Portfolio

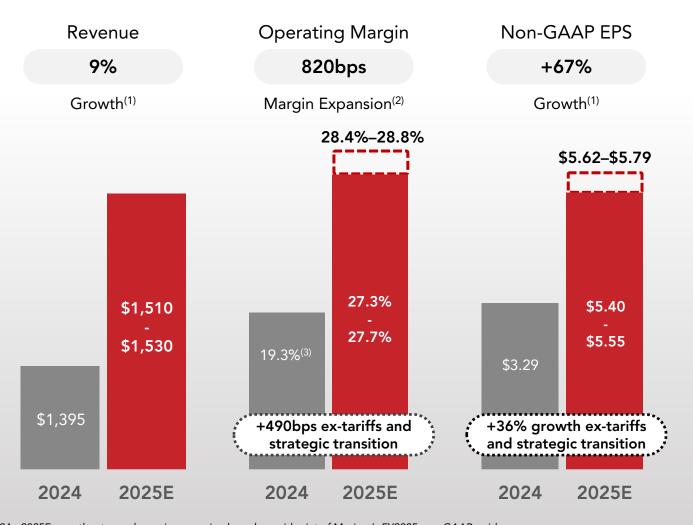
80%+ Recurring Revenue

Large & Growing Installed Base

High Barriers to Entry

98%+ Renewal Rate

## **Delivering on Our Commitments in 2025**



Note: 2024 - 2025E growth rates and margin expansion based on midpoint of Masimo's FY2025 non-GAAP guidance. (1) Includes impact of 53<sup>rd</sup> week in FY2025.

### **KEY WINS**

#### **FOCUS**

- Strategy centered on medical technology
- Divested Sound United business
- Targeted R&D strategy in core markets

### INNOVATION

- Invested in AI capabilities
- Expanded strategic partnership with Philips
- Published INSPIRE study results

#### EXECUTION

- Restructuring of operating cost structure
- Invested in commercial capabilities
- Elevated supply chain and quality



<sup>(2)</sup> Includes tariff headwinds.

<sup>(3)</sup> Represents 2024 Strategic Realignment Initiative cost of goods sold of \$61.0 million related to consumer health and discontinued products.

### Positioned to Succeed

- World-class execution-oriented leadership team
- Targeted growth strategy in our core markets
- **Tefocused innovation to accelerate growth**
- Market-leading growth in EPS and free cash flow
- Ready to execute into 2026 and beyond

## Long-Range Plan (Targets Through 2028)

7%–10%

Revenue CAGR

~30%

Operating
Margin by 2028

\$8.00 Adj. EPS by 2028

2026–2028
Cumulative Operating Cash Flow

## **Experienced Leadership Team With Track Record of Execution**







## Our Top Priorities to Drive Value Through 2028



### **Focus**

Significant Market Opportunity

Masimo's Growth Algorithm

Patient Pathway to Growth



### **Innovation**

3 Waves of Innovation

Installed Base Refresh

Clinical Evidence



### **Execution**

Commercial & Operational Excellence

Cash Flow Growth

Strategic Capital Allocation



## Masimo's Growth Algorithm

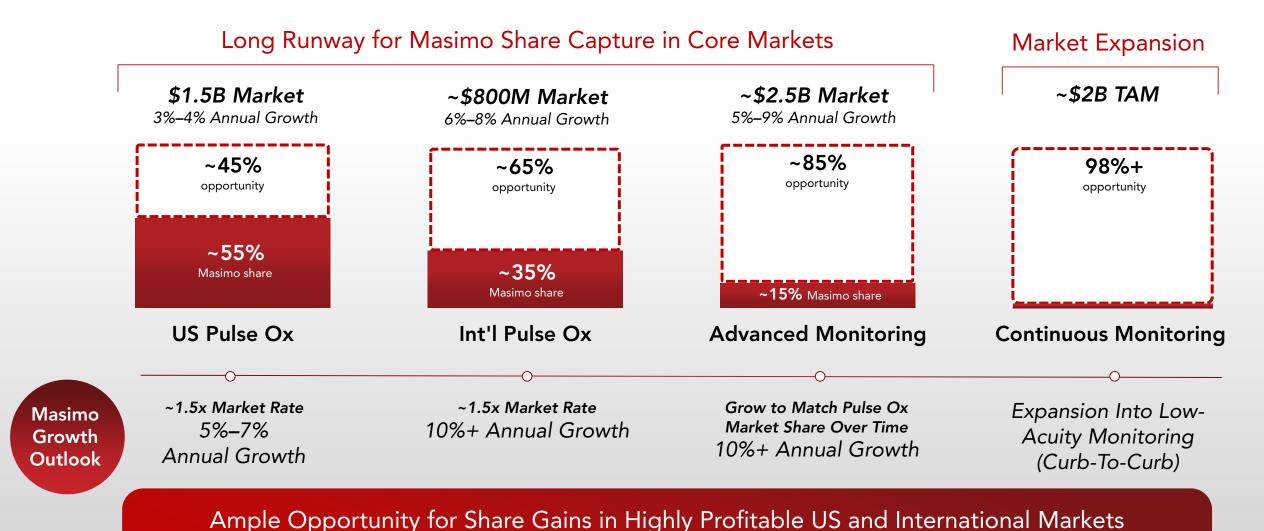
**Driving Towards Double-Digit Growth Exiting 2028** 



7%-10%

Durable Long-Term Growth

## Significant Market Opportunity Across Large Key Markets



12 🐧 Masimo

### **Expanding Our Impact to**

## **New Patient Pathways**

**Expansion Opportunity** 

**Monitoring Setting Today** 

**Expansion Opportunity** 



Operating Room

30M

Annual Patient Encounters

ICU

30M

Annual Patient Encounters

Step-Down & Discharge Units

60M+
Annual Patient Encounters

## ~\$2B Market Expansion Opportunity

in Hospital Transit and Low-Acuity Settings

### Refocused Innovation to Accelerate Growth

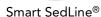




Wave 1 (2025–2026)

**Elevate** commercial excellence and new product launches







Smart SET™ OIRD

### Wave 2 (2026–2028)

**Accelerate** intelligent monitoring and new product adoption



Smart SET™ Rhythm Detection Smart SET™

**PRD** 

Algorithm Additions:

AFib Detection

Predictive Respiratory Depression

Oxygen Delivery



### Wave 3 (2028+)

**Innovate** & launch wearables for curb-to-curb patient monitoring across the portfolio



Algorithm Additions:

Sepsis

O3 Autoregulation

Seizure Detection



**Monitors** 

**ASICs** 



Radius VSM™



100K+ refresh opportunity



Next-Gen Root® H & L Acuity



Next-Gen Root® Vital Signs



Next-Gen Patient SafetyNet™



Next-Gen Wearables



## Global Root® Monitor Refresh Opportunity

12 Years of Innovation Coming to Market

### Root® Monitor

• 2014 LAUNCH

### Next-Gen Root® Monitors

2027 LAUNCH High & Low Acuity 2028 LAUNCH Vital Signs







100K+ Unit Root® Monitor Refresh Drives Revenue Opportunity

## We Continue to Defend Our Intellectual Property...

Recent Major Win

CA Jury Finds Apple Infringed Masimo Patent





### What's Next...

### **CA Trade Secrets**

Decision expected from February 2025 bench trial

#### **ITC Case**

In November, the International Trade Commission (ITC) announced a new proceeding

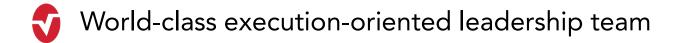
### **Delaware Trial**

Anticipated 2027+

...While Allowing the Team to Stay Focused on Driving Business Results



### Positioned to Succeed



- Targeted growth strategy in our core markets
- **Tefocused innovation to accelerate growth**
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2026–2028
Cumulative Operating Cash Flow



### SHARPENING OUR STRATEGY

## Accelerating Global Growth

**Tim Benner** 

Chief Marketing and Strategy
Officer



## Masimo's Growth Algorithm

**Driving Towards Double-Digit Growth Exiting 2028** 



7%-10% Durable Long-Term Growth

## Masimo Growth Pillars

7%-10%

Masimo CAGR 2026–2028 US Pulse Ox 2.75–3.75 ppts

Int'l Pulse Ox 1.75–2.25 ppts

Advanced Monitoring 2.5–3.0 ppts

NPI Up to 1 ppt Proven Markets | Proven Technology | Proven Execution

Accelerate US Pulse Ox Growth

Increase International Pulse Ox Market Share

Expand Advanced Monitoring

**5** Execute New Product Launches

# Elevate Commercial Excellence



## **Building Upon Our Commercial Leadership**

### Masimo's Commercial Playbook



Winning portfolio supported by real-world evidence



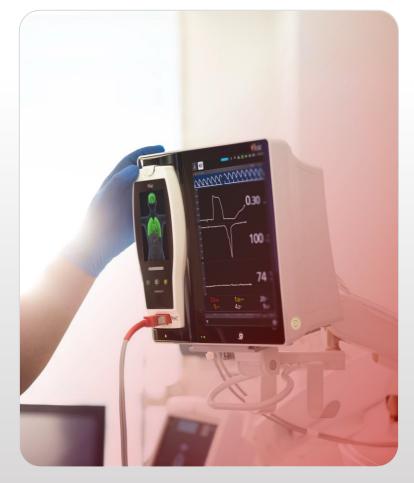
Strengthening market-leading commercial channel and elevating marketing strategy



Expansive installed base via OEM partnerships with high recurring revenue



Deep customer relationships with 98%+ renewal rates



## Winning Portfolio of Market-Leading Innovations

Hospitals Choose Masimo to Deliver Proven, Best-in-Class Patient Monitoring & Safety

MA	ARKET SEGMENT	MARKET POSITION	MARKET PERFORMANCE	INNOVATION
	SET Pulse Ox	#1	<ul> <li>Best-in-class accuracy in motion + low perfusion</li> <li>Used on 200M+ patients globally<sup>(1)</sup></li> <li>Adopted by all top 10 US hospitals<sup>(2)</sup></li> </ul>	2026/2027 Next-Gen Launch
	CO-Oximetry* & Hemodynamics	#2	<ul> <li>Continuous CO-Ox/Hemoglobin monitoring</li> <li>LiDCO cardiac output integrated on Root® monitor</li> <li>Integrated data enables real-time DO<sub>2</sub> monitoring</li> </ul>	2026/2027 New Product Launch
	Capnography	#2	<ul> <li>Durable cannulas designed for patient comfort</li> <li>Moisture-wicking technology extends cannula lifespan</li> <li>Complete portfolio offering + 3<sup>rd</sup> party connectivity</li> </ul>	2026 New Product Launch
	SedLine + O3 Brain Monitoring	#2	<ul> <li>Standard data acquisition on both sides of the brain</li> <li>Supported by world-class evidence</li> <li>Only platform to offer total brain monitoring</li> </ul>	2026/2027 Next-Gen Launch
	Hospital Automation		<ul> <li>Remote monitoring + clinician notification</li> <li>Strong evidence-based outcomes + cost savings</li> <li>Drives hospital costs down + workflow efficiencies</li> </ul>	2026/2027 Next-Gen Launch



## Strengthening Market-Leading Commercial Channel



## ENHANCED FIELD & MARKETING CAPABILITY







New Chief Marketing & Strategy Officer



New President, JPAC Region

### **Unified Sales Structure**



- **Decentralized**, regionally-led
- Multi-specialty team
- Cross-selling across portfolio

## **Engagement:**

## **Elevating Partnerships With Leading Key Opinion Leaders**

**New Strategic Advisory Boards** 



### **LUMINARY** SAB

- Global KOL MDs
- Portfolio, Pipeline
- Investor Relations



### **NURSE ADVOCATE SAB**

- Global Nurse KOLs
- Portfolio, Pipeline
- Marketing, Branding

Inaugural Luminary Advisory Board Meeting: December 2025













Making Cancer History"

















### 1 ELEVATE COMMERCIAL EXCELLENCE

## Installed Base via OEM Partnerships Creates Durable Revenue















**Large and Growing** Installed Base Creates High Recurring Revenue

**90+ Strong** OEM Partnerships Create High Barriers to Entry

New **Philips** Partnership With Equivalent Share Gain Opportunity



## Deep Customer Relationships With 98%+ Renewal Rates

The Primary Pulse Oximetry at All 10 Top US Hospitals





### SAVES LIVES

- 0 preventable deaths or brain damage from OIRD<sup>(1)</sup>
- 80% reduction in the rate of ROP(2)

# Masimo Pulse Ox Triple Win



### SAVES TIME

- 86% fewer false alarms<sup>(3)</sup>
- 60% reduction in rapid response team activations<sup>(4)</sup>



### SAVES MONEY

- 50% reduction in unplanned ICU transfers<sup>(4)</sup>
- Blike study (2025) proves cost reduction<sup>(5)</sup>

LEADING CUSTOMER RETENTION, WIN-RATE AND COVERAGE

98%+

Customer **Retention**Over Past 10 Years

~90%

Win-Rate During Head-to-Head Clinical Evaluations

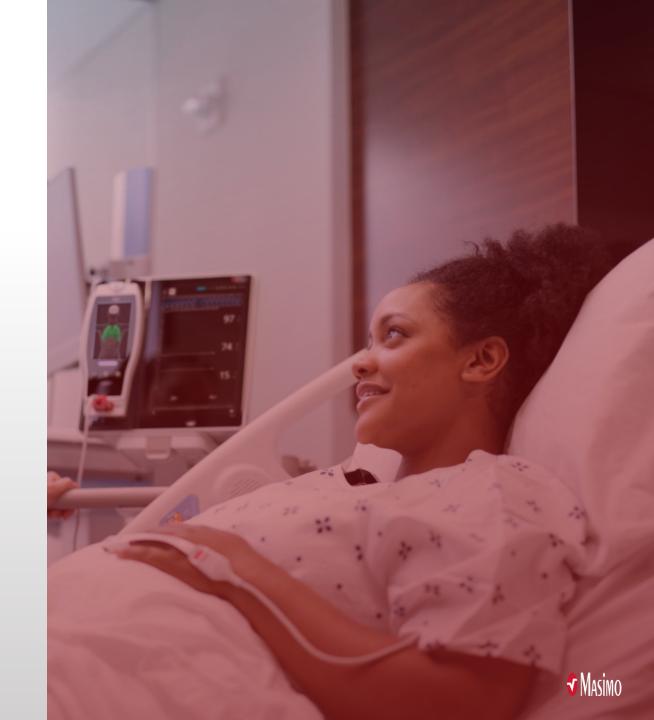
McGrath S et al. Inpatient Respiratory Arrest Associated With Sedative and Analgesic Medications: Impact of Continuous Monitoring on Patient Mortality and Severe Morbidity. J Patient Saf. 2021; 17(8):557-561. DO: 10.1097/PTS.0000000000000696.

<sup>2)</sup> Castillo A et al. Prevention of Retinopathy of Prematurity in Preterm Infants through Changes in Clinica Practice and SpO 2 Technology, *Acta Paediatr*, 2011 Feb:100(2):188-92.

<sup>3)</sup> Hay W et al. J Perinatol. 2002:360–36

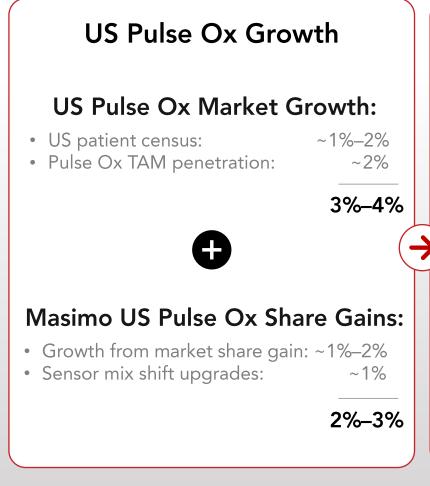
<sup>(4)</sup> McGrath S et al. Surveillance Monitoring Management for General Care Units: Strategy, Design, ar Implementation. The Joint Commission Journal on Quality and Patient Safety . 2016 Jul;42(7):293-302

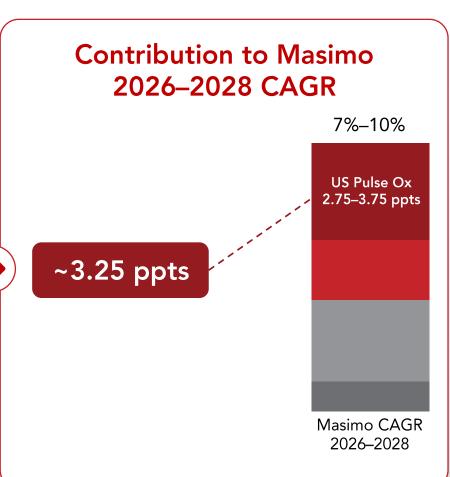
# Accelerate US Pulse Ox Growth



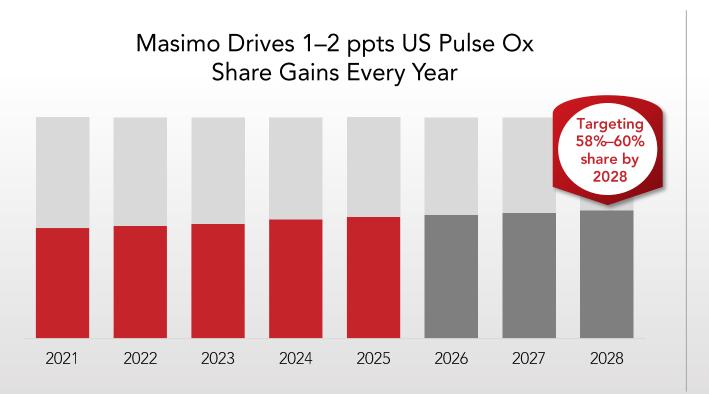
## Predictable Market Growth, Consistent Share Gains



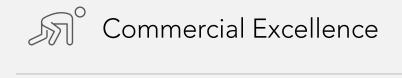


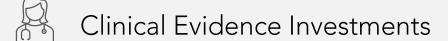


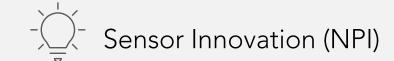
## Proven Track Record Growing US Pulse Ox Share



Continued Share Gains Driven by:







Experienced Field Team, New Evidence and NPI Execution Will Extend Pulse Ox Leadership

## Multi-Year Launch of New Pulse Ox Sensors Begins in 2026



**Smart SET™** 

Opioid-Induced Respiratory Depression (OIRD)



#### US Launch Target: H1 2026\*

- OIRD impacts up to 46% of patients post-operatively<sup>(1)</sup>
- Al-powered algorithm predicts risk of OIRD

Atrial Fibrillation (AFib)



### US Launch Target: **H2 2026**\*

- AFib impacts 20%–40% of patients post-cardiac surgery<sup>(2)</sup>
- New algorithm detects heart rhythm irregularities

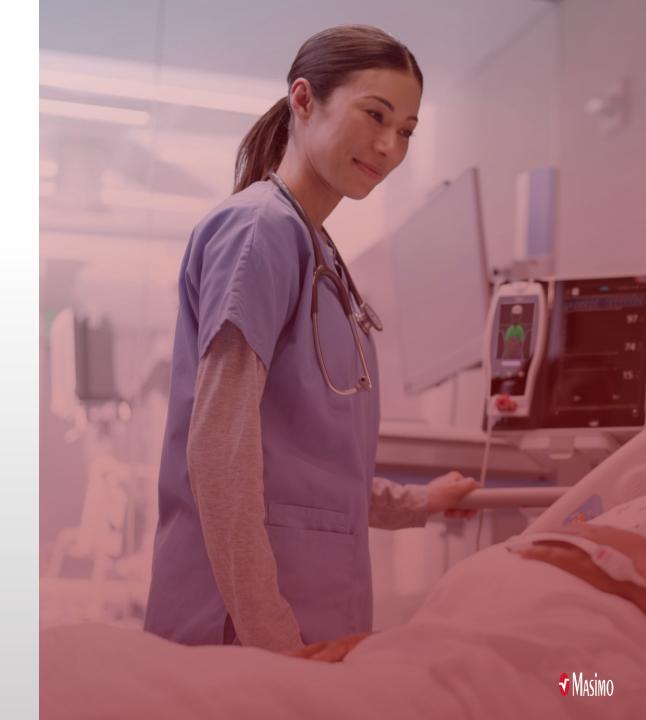
Predictive Respiratory Depression (PRD)



### US Launch Target: 2028\*

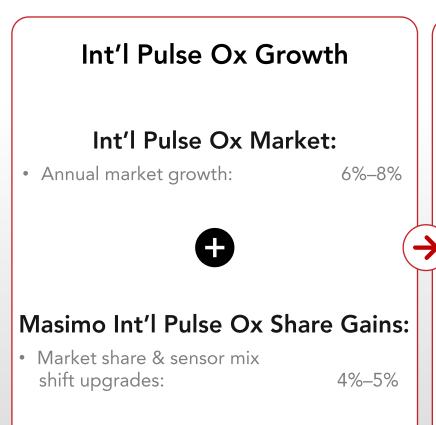
- Impacts over 33M+ patients annually<sup>(3)</sup>
- Al-powered algorithm provides early warning of respiratory depression

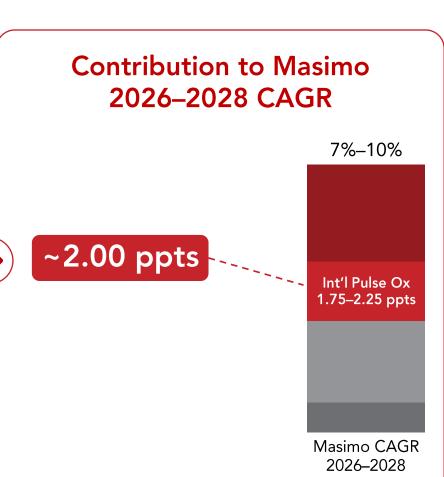
# Increase International Pulse Ox Market Share



### Increase International Pulse Ox Market Share







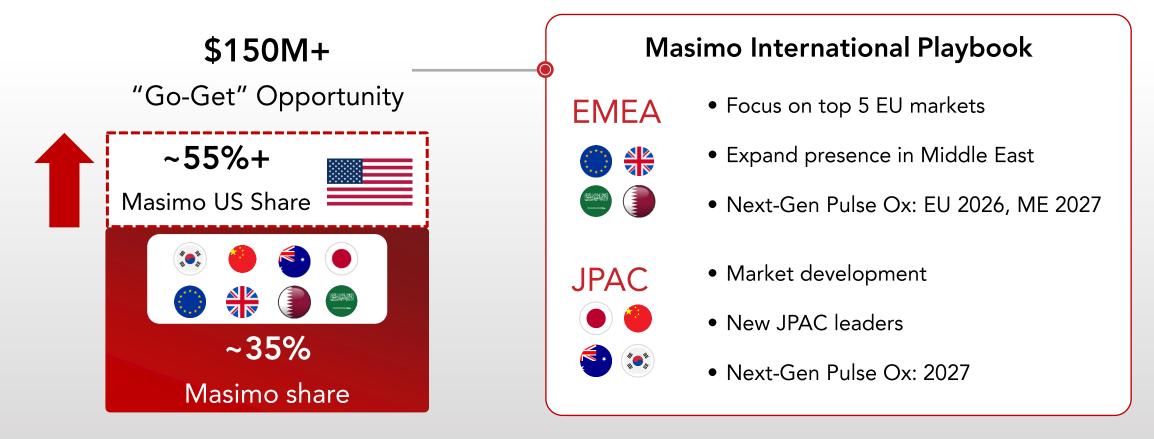
Attractive and Consistent International Pricing and Margins



## Elevated International Pulse Ox Commercial Playbook in 2025

### Masimo International Pulse Ox Share

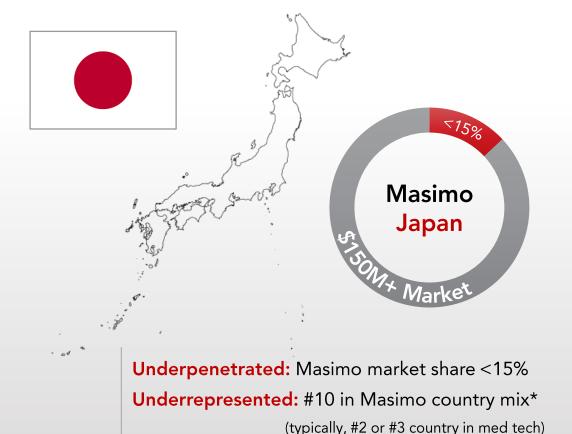
Source: Management estimates.



New and Tailored Regional Market Strategies Will Accelerate International Pulse Ox Growth

## Masimo Japan Turnaround Initiated 2H 2025

International Region Spotlight: Japan



### 2025 Japan Market Actions:

• Re-built leadership team + sales structure







Sales Leader (new) (starts December 2025)

- Dr. Huimin Wang (new) President, JPAC Region
- Initiating stronger regional OEM partnerships
- Robust Masimo customer brand reputation
- Investing in marketing + commercial excellence

2025 Strategy and Structure Changes Implemented to Drive Growth in Japan

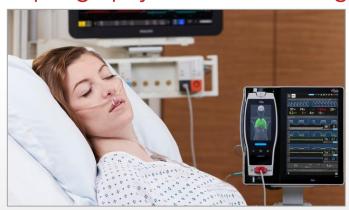
## 4

# **Expand Advanced Monitoring**



# World-Class, Differentiated Portfolio in High-Growth Markets

### Capnography + Gas Monitoring



#### **NomoLine®**

Capnography
Respiration and ventilation

### ISA CO<sub>2</sub>

Gas Monitoring
Absorption of anesthetic gas

Broad Portfolio of Gas Monitoring

### **Brain Monitoring**



### **SedLine®**

Brain Function Monitoring
Depth of sedation

#### O<sub>3</sub>®

Regional Oximetry
Brain oxygenation

Complete Brain Monitoring Solution On One Platform

### Hemodynamic Monitoring



#### **LiDCO®**

Cardiac Output

Blood pumped from the heart

#### Masimo rainbow®

Hemoglobin/CO-Oximetry
Blood oxygen carrying capacity

The Only Solution to Offer Continuous DO<sub>2</sub> Assessment

## Leveraging the Advanced Monitoring Portfolio to Accelerate Growth

Advanced Monitoring Global Market Size

~\$2.5B Global Market
5%-9% Annual Growth

Opportunity: ~85%

Masimo share: ~15%

**Advanced Monitoring** 

Masimo Advanced Monitoring Global Growth

Hemodynamics/CO-Oximetry
Growth

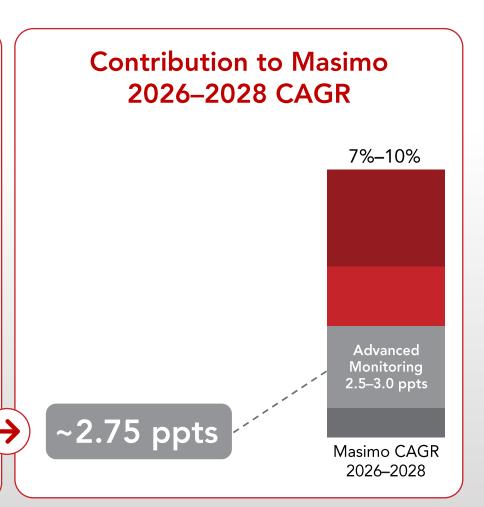
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**Brain Monitoring Growth** 

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Capnography Growth

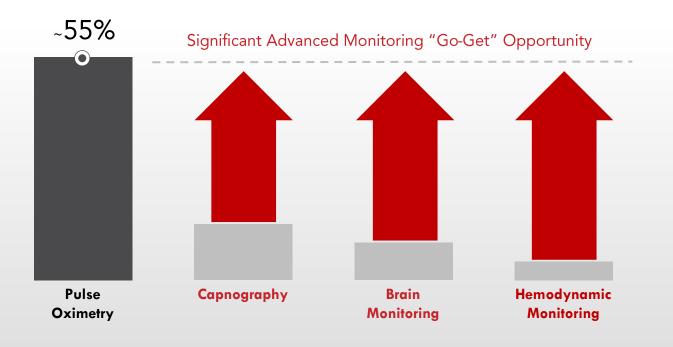
10%+ Growth in Global Advanced Monitoring



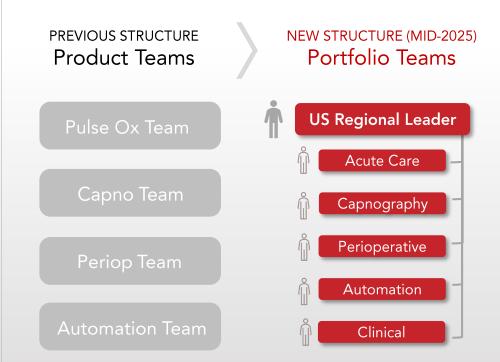
Global Market Share "Headroom" and Strong Category Growth Drive Upside in Advanced Monitoring

### New US Commercial Structure Enables Portfolio Growth

### **Example: Masimo US Market Share**



### **US Commercial Structure Enhancement**



Unified, Coordinated Regional Teams Driving Portfolio-Wide Growth

# 5

# **Execute New Product Launches**



# **Executing Next-Gen Innovations Across the Portfolio**

# Focused Launch Plans 2026–2028

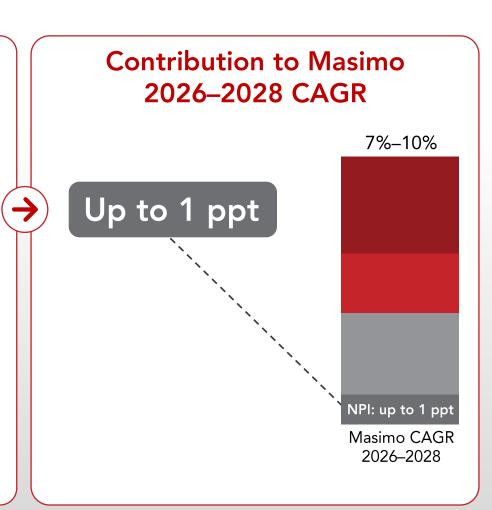


- Executing focused launch cadence
- Full refresh across sensors + capital
- Drives share gains + mix shift

# Masimo NPI Growth 2026–2028

Growth From New Product Introductions

- Global launches initiate 2026
- OEM partnership launches 2027+
- NPI contributions accelerate 2028+



# Meaningful Pipeline Delivering Innovations Our Customers Want

Wave 1 2025–2026

**Elevate** commercial excellence and new product launches



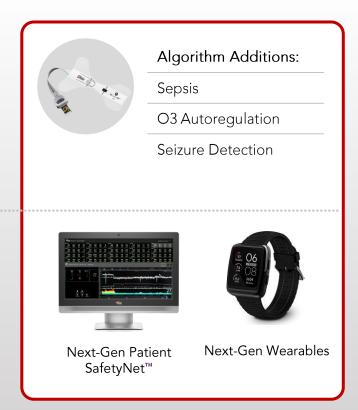
Wave 2 2026–2028

Accelerate intelligent monitoring and new product adoption



Wave 3 2028+

Innovate & launch wearables across the portfolio



# High Confidence in 7%-10% Growth (2026-2028)

7%-10%

Masimo CAGR 2026–2028

US Pulse Ox 2.75–3.75 ppts

Int'l Pulse Ox 1.75-2.25 ppts

Advanced Monitoring 2.5–3.0 ppts

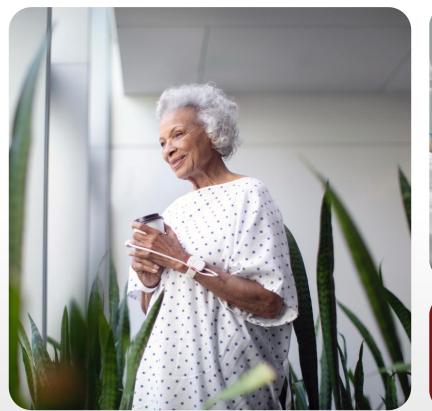
NPI Up to 1 ppt

- Elevate Commercial Excellence
  Proven Markets | Proven Technology | Proven Execution
- 2 Accelerate US Pulse Ox Growth
- Increase International Pulse Ox Market Share
- Expand Advanced Monitoring
- **5** Execute New Product Launches

- Strong Global Commercial Engine – Getting Stronger
- Distinguished "Weight of Evidence" – New Data Hitting
- Winning Product Portfolio –
   3 Waves of NPI Upgrades

# 200M

Patients and Counting...











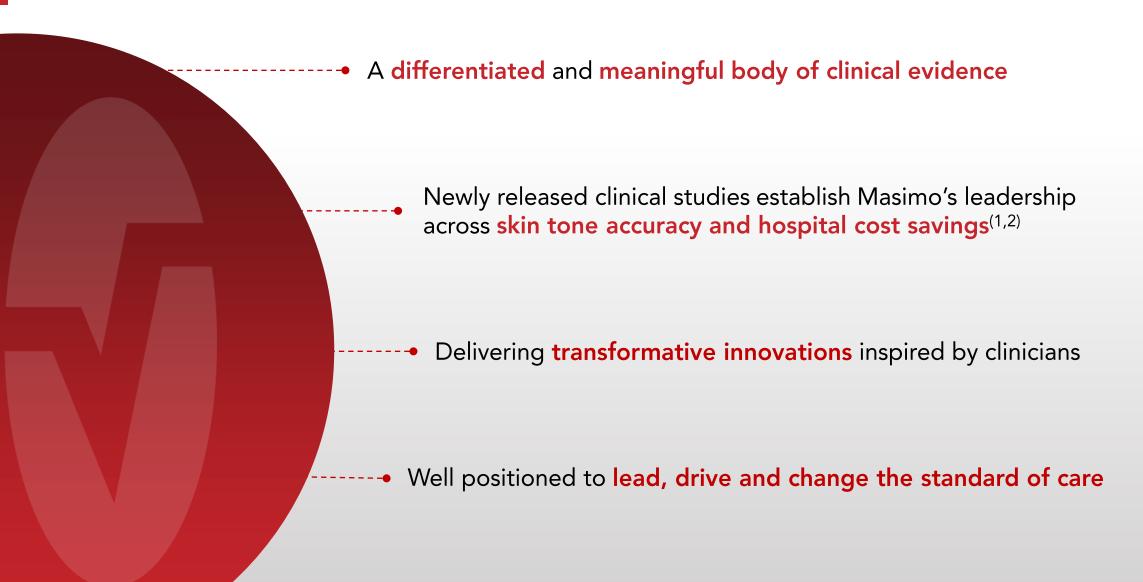
# Empowering Clinicians to Transform Patient Care

**Daniel Cantillon, MD** 

**Chief Medical Officer** 



# Masimo is Innovating the Delivery of Healthcare





# Differentiated and Meaningful Body of Clinical Evidence

### CLINICAL EVIDENCE GENERATION



30+ active clinical studies with 50+ planned 2026–2028



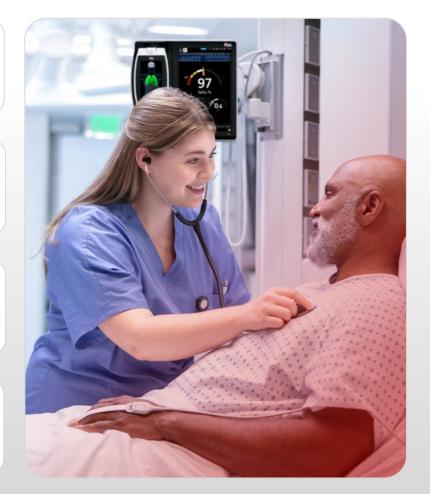
Clinical studies across nine global regions, including 5 RCTs



High-impact 2025 publications including: JAMA Pediatrics, Journal of Patient Safety, Chest Critical Care & others



Real-world evidence focused on elevating the standard of care



### Investing in Evidence to Empower Clinicians

Core
Pulse Ox
Clinical
Studies

BLIKE Study
INSPIRE Study







2025

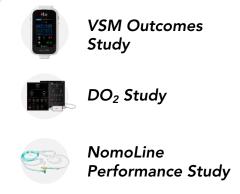
2026

2027

2028

Advanced Monitoring + NPI Clinical Evidence







Bite Block Study
Adult SedLine RCT



VSM Outcomes RCT VSM Cost Savings



### **INSPIRE Study**

### Best-in-Class Accuracy Across Skin Tones



### **INSPIRE Study**

(50 ICU Patients | Medical University of South Carolina)



Best-in-class accuracy of Masimo Pulse Ox sensors among critically ill patients with dark and light skin tones

#### THE CLINICAL NARRATIVE



### Medically complex patients:

- 40% with low perfusion
- 60% on vasopressors



Overall bias -0.6% (-0.2% for dark and -0.9% for light)

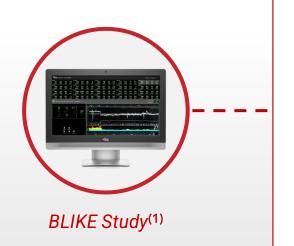


**ZERO** occult hypoxemia events



### **BLIKE Study**

### Continuous Monitoring Costs Less – Not More



### **BLIKE Study**



Continuous monitoring of general wards reduces costs with ZERO preventable deaths due to OIRD(2)

### THE CLINICAL NARRATIVE



>32,000 general ward patients over 3 ½ years at Dartmouth-Hitchcock Medical Center



Cost savings per event avoided:

- \$5,500 per rescue
- \$10,700 per rescue/transfer



Elegant real-world data analysis from actual accounting database reflecting real-world payor mix



# Delivering Transformative Innovations Inspired by Clinicians

Wave 1 2025–2026

**Elevate** commercial excellence and new product launches



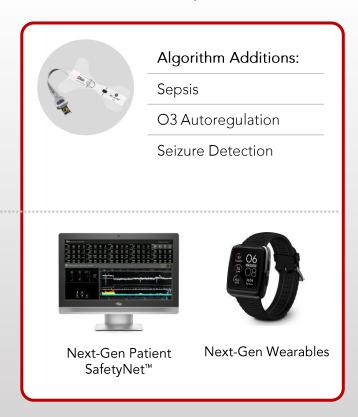
Wave 2 2026–2028

Accelerate intelligent monitoring and new product adoption

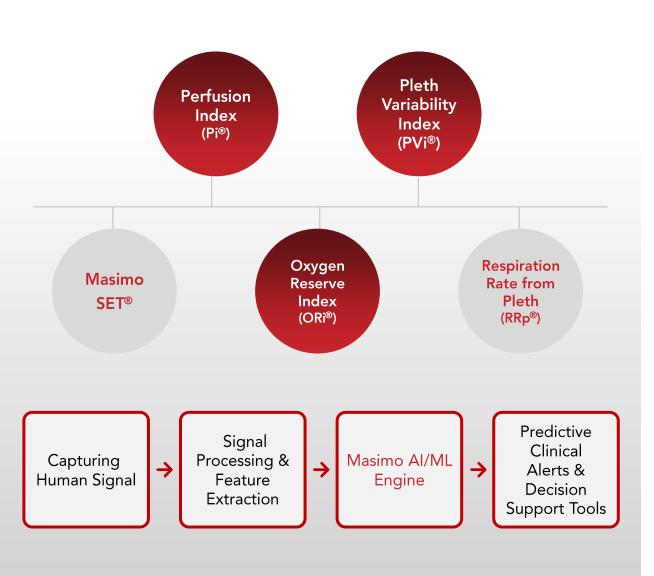


Wave 3 2028+

Innovate & launch wearables across the portfolio



# A Commitment to Leadership and Excellence in Pulse Oximetry



### **Real-World Clinical Studies: Accuracy Where It Matters Most**

Children's Hospital NeoPODS

**Neonates** 



**Pediatrics** 



Adults

2018

2026

**UCDAVIS** 



2025-2026 EMORY

UCSE

2024

**INSPIRE** 

2026

UCDAYIS
UNIVERSITY OF CALIFORNIA MUSC

50 50

Masimo SET® Testing 49% of subject pool

**FDA** Guidance 2 subjects or > 15% subjects



# Introducing Next Generation Al-Enabled Pulse Ox Sensors



First Al-enabled sensor designed to detect patient deterioration

Delivers 3 novel algorithmic clinical insights: OIRD, AFib and PRD

Launching late 2026 (US and EU)

# New Smart SET™ Sensor Addresses Critical Clinical Gaps

# Opioid-Induced Respiratory Depression (OIRD)

Continuous 24/7 OIRD Monitoring

- Affects up to 46% of patients post-operatively<sup>(1)</sup>
- ~20% of opioid-related deaths involve prescribed use<sup>(2)</sup>
- Unmet need for patient-controlled analgesia (PCA) monitoring
- CMS will **require hospitals** to report opioid-related adverse events as a new electronic quality measure (eCQM) in 2026

#### Masimo OIRD Al-Enabled Algorithm

De novo FDA cleared Al-enabled algorithm for pattern interpretation using multiple parameters

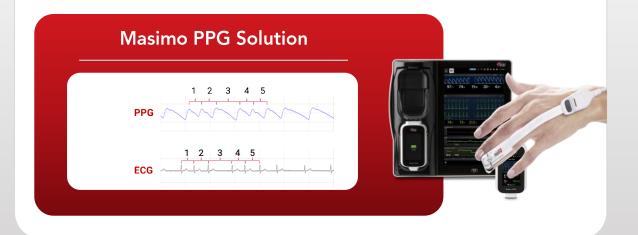
Tiered notification based on risk level to provided advance warning of OIRD



# PPG-Based Atrial Fibrillation (AFib) Detection

Continuous **24/7 AFib Monitoring** 

- AFib impacts 20%–40% of patients post-cardiac surgery<sup>(3)</sup>
- Leads to increased ICU stay, risk of stroke and 30-day mortality(4,5)
- PPG-based detection reduces need for resource-intensive care & improves hospital workflow<sup>(6)</sup>



### Radius VSM® Launch

# Radius VSM®

- Expands continuous monitoring to new care areas
- Enhanced battery life (up to 12 hours)
- Full market launch in 2026 (US + EU)
- Announced partnership with University
   Hospitals to equip 1,500 beds across
   Northeast Ohio with Masimo Radius VSM®



# Delivering Transformative Innovations Inspired by Clinicians

Wave 1 2025–2026

**Elevate** commercial excellence and new product launches



Wave 2 2026–2028

Accelerate intelligent monitoring and new product adoption



Wave 3 2028+

Innovate & launch wearables across the portfolio



# Innovating Masimo's Core Capital Portfolio

# Next-Gen Root®

Improves hospital workflows with EMR connectivity

Hosts totality of Masimo's smart algorithms

Individualized care with advanced detection & prediction

Launches in 2027



### Innovating Masimo's Core Capital Portfolio

# Next-Gen Root® **VITAL SIGNS**

**Enhanced portability** across hospital

Advanced signal processing & algorithms

Automates vital signs

Launches in 2027



Bluetooth Alarm Speaker 12-Hour Battery WiFi

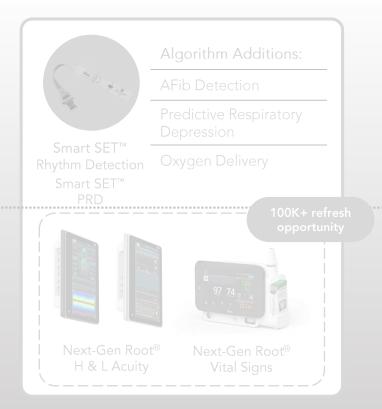
# Delivering Transformative Innovations Inspired by Clinicians

Wave 1 2025–2026

**Elevate** commercial excellence and new product launches

Wave 2 2026–2028

Accelerate intelligent monitoring and new product adoption



Wave 3 2028+

Innovate & launch wearables across the portfolio



Algorithm Additions:

O3 Autoregulation

Seizure Detection



Next-Gen Patient SafetyNet™



Next-Gen Wearables

# Centralized Patient Monitoring: Next-Gen Patient SafetyNet™

Supported by Large Prospective Outcome Studies and Innovation Partnership With Cleveland Clinic

### **Substantial Breadth + Opportunity**

Masimo Patient SafetyNet™ installed in:

- 850 hospitals (18% of US hospitals)
- Covering 48,000 beds

### With Key Clinical Benefits

- Lower missed events
- Vendor agnostic

Rapid response & effectiveness

Decreased ICU length of stay, mortality & complication rates

Return of Spontaneous Circulation (ROSC) Rates: 25%

Non-ICU US Hospital Average<sup>(1)</sup> **(** 

60%

Masimo Current Patient SafetyNet<sup>™(2)</sup> **>** 

93%

Masimo Next-Gen Patient SafetyNet<sup>™(3)</sup>



# Next-Generation Patient SafetyNet™: Novel Clinical Capabilities



The Journal of the American Medical Association

Original Investigation | Innovations in Health Care Delivery

Association Between Off-site Central Monitoring Using Standardized Cardiac Telemetry and Clinical Outcomes Among Non-Critically Ill Patients

Daniel J. Cantillon, MD<sup>1</sup>; Molly Loy, MSN, RN<sup>2</sup>; Alicia Burkle, BSB<sup>2</sup>; Shannon Pengel, MSN, RN<sup>2</sup>; Deborah Brosovich, MA, RN<sup>2</sup>; Aaron Hamilton, MD, MBA<sup>3</sup>; Umesh N. Khot, MD<sup>1</sup>; Bruce D. Lindsay, MD



Main campus plus regional hospitals: 13-month outcome study

Discretionary Emergency Response Team (ERT) deployment to bedside

Associated with 93% Return of Spontaneous Circulation (ROSC)



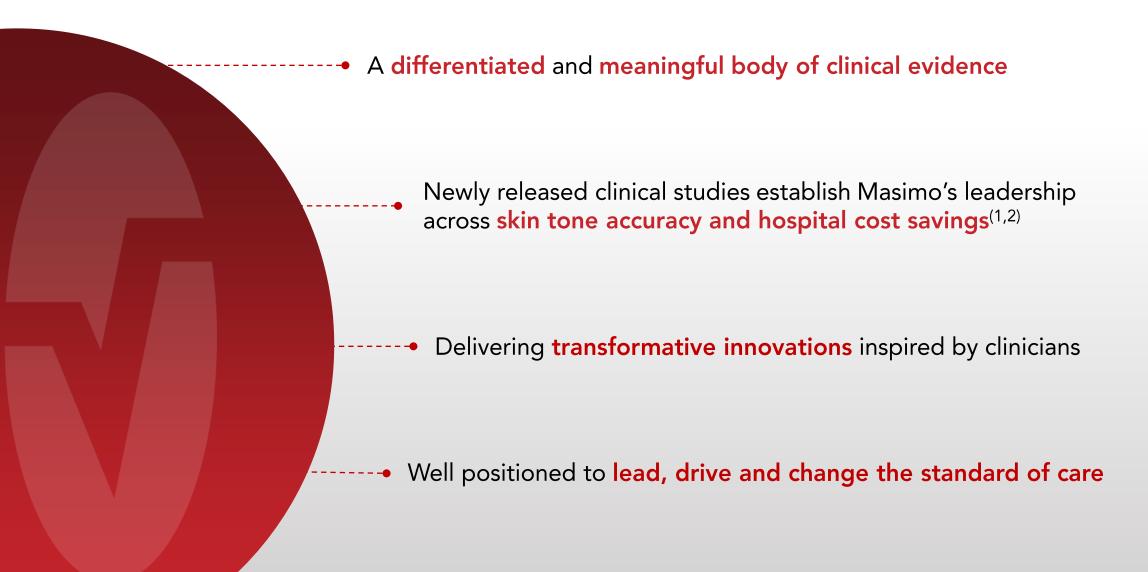
June 27, 2024 / Innovation

### Masimo and Cleveland Clinic Collaborate to Improve Hospital Remote Care

Masimo, a leading global provider of medical technology and hospital automation solutions, and Cleveland Clinic announced the launch of a new partnership centered around hospital-based remote patient monitoring (RPM), including TeleCritical Care.



# Masimo is Innovating the Delivery of Healthcare





# Our Plan to Drive Value Creation

**Micah Young** 

**Chief Financial Officer** 



# Long History of Driving Strong Financial Results Within Core Med Tech Business



Driven by Unique Business Model of 80%+ Recurring Revenue



### **Our Financial Priorities**

Returning to Our Roots With Renewed Strength

- To Dedicated focus on core medical technology markets
- Leverage SET platform to drive share gains across portfolio
- Tigh-single-digit grower with pathway to double-digit growth
- Multiple initiatives to drive further operating margin expansion
- Tisciplined capital allocation strategy

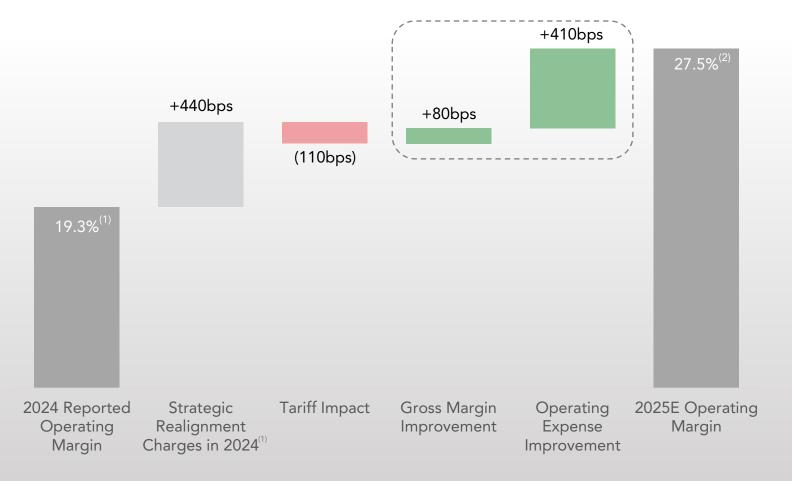
Driving Durable Growth, Efficiency and Shareholder Returns



### **Delivering on Our 2025 Commitments**

On pace to exceed initial 2025 operating margin guidance of 26.5% by ~100bps...

...Delivering ~490bps of estimated operating margin improvement excluding tariffs



## **Key Drivers**

### **Gross Margin Improvement**

- Reduced unit COGS
- Discontinued non-core products
- Improved manufacturing & facility footprint

### **Operating Expense Improvement**

- Eliminated consumer health marketing and product development spend
- Restructured G&A
- Partially offset by reinvestments in sales, marketing and R&D within core med tech business



<sup>(1)</sup> Represents 2024 Strategic Realignment Initiative cost of goods sold of \$61.0 million related to consumer health and discontinued products. (2) Midpoint of latest 2025 guidance range.

# Positioned to Deliver Meaningful Growth, Margin Expansion and Cash Generation

7%-10%

**Revenue CAGR** 

~30%

Operating Margin by 2028

\$8.00

Adj. EPS by 2028 ~\$1B

2026–2028 Cumulative Operating Cash Flow

Long-Range Targets (Through 2028)

Focused on Delivering Shareholder Value



# Continued Focus on Financial Discipline & Capital Deployment

Clear, Executable Financial Roadmap Delivering Shareholder Returns



# Margin Expansion

Manufacturing and operational excellence

Pricing discipline and COGS reduction

Delivering higher margins while investing for growth



### Free Cash Flow Growth

Low capex requirement

Working capital efficiency

Driving towards 70%–80% free cash flow conversion



# Disciplined Capital Allocation

Focused on shareholder returns

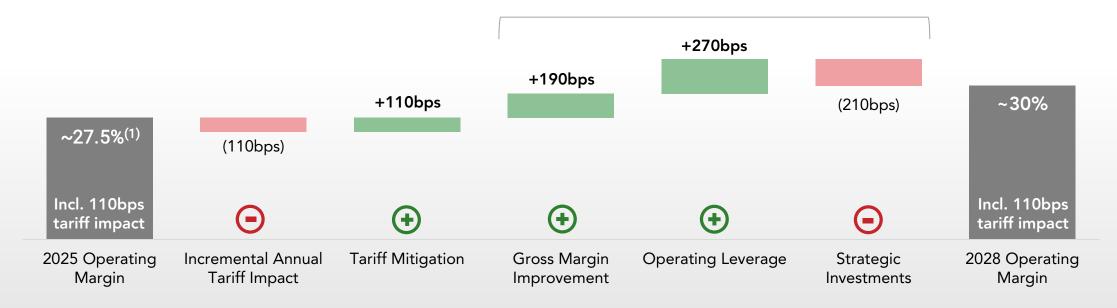
Share buybacks & debt paydown

Opportunistic approach to growthoriented, tuck-in M&A



# Our Plan To Drive Operating Margin Expansion Through 2028

#### ~250bps of estimated operating margin improvement excluding tariffs



#### **Tariff Mitigation**

 Adjustments to supply chain and manufacturing processes

#### **Gross Margin Improvement**

- Product COGS reduction
- Operational efficiencies
- Fixed cost leverage

### **Operating Expense Improvement**

- Salesforce productivity
- G&A leverage

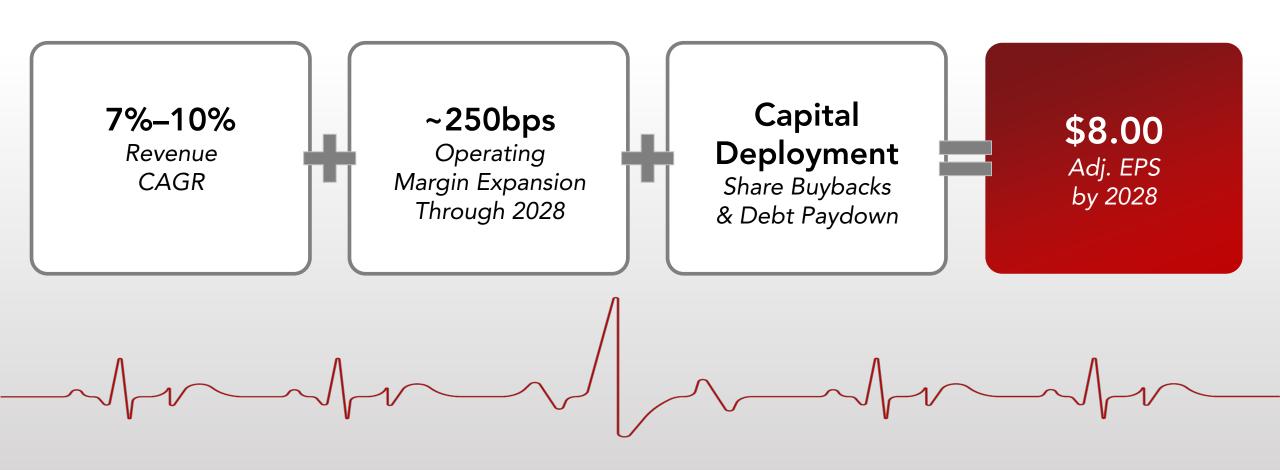
### **Strategic Investments**

- High-impact R&D
- Commercial excellence
- Scalable systems & infrastructure



# Growth and Margin Expansion Translating to Strong EPS Growth

Commercial and Operational Execution to Maximize Shareholder Returns



# Highly Efficient Cash Flow Profile...

# Strong Cash Flow Capacity Driven by:

Low capex requirements (~3% of sales)

Continued operating leverage and margin improvement

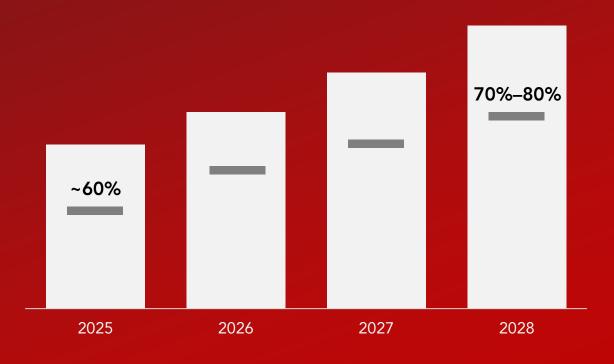
Working capital efficiency

# ...With Meaningful Planned Improvement





~\$1B Cumulative Operating Cash Flow (2026–2028)





### Foundation to Drive Shareholder Value

Large and growing installed base with significant barriers to entry

Tighly predictable and recurring revenue

Leverageable operating model delivering margin expansion and strategic reinvestment

Significant cash generation

Clear, executable roadmap delivering shareholder returns

# LONG-RANGE PLAN (TARGETS THROUGH 2028)

7%-10%

Revenue CAGR

~30%

Operating Margin by 2028

**\$8.00**Adj. EPS by 2028

~\$1B

2026–2028 Cumulative Operating Cash Flow

# Appendix



# Masimo Common Abbreviations and Acronyms

Adj.	Adjusted	G&A	General & Administrative	OIRD	Opioid-Induced Respiratory Depression
Afib	Atrial Fibrillation	GAAP	Generally Accepted Accounting Principles	PCA	Patient-Controlled Analgesia
Al	Artificial Intelligence	GM	General Manager	Periop	Perioperative
APAC	Asia-Pacific	GTM	Go-to-Market	Ppts	Percentage Points
Bps	Basis Points	H1	First Half	PPG	Photoplethysmography
CapEx	Capital Expenditures	H2	Second Half	PRD	Predictive Respiratory Depression
Capno	Capnography	H&L Acuity	High & Low Activity	Pulse Ox	Pulse Oximetry
CAGR	Compound Annual Growth Rate	ICU	Intensive Care Unit	PVi	Pleth Variability Index
CMS	Centers for Medicare & Medicaid Services	Incl.	Included	Pi	Perfusion Index
COGS	Cost of Goods Sold	Int'l	International	RCT	Randomized Controlled Trial
EPS	Earnings Per Share	ITC	International Trade Commission	ROSC	Return of Spontaneous Circulation
ED	Emergency Department	JAMA	Journal of the American Media Association	R&D	Research & Development
eCQM	Electronic Clinical Quality Measure	JPAC	Japan & Asia-Pacific	RRp	Respiration Rate from Plethysmography
ERT	Emergency Response Team	M&A	Mergers & Acquisitions	TAM	Total Addressable Market
EU	European Union	Next-Gen	Next-Generation	US	United States
EVP	Executive Vice President	NPI	New Product Introduction	VSM	Vital Signs Monitoring
FCF	Free Cash Flow	Non-GAAP	Non-Generally Accepted Accounting Principles		
FDA	Food and Drug Administration	OEM	Original Equipment Manufacturer		

### Reconfirmed FY 2025 Guidance

Updated

		FY 202	25 Gu	(1)
(\$ in millions; except EPS)		Low	-	High
Non-GAAP Revenue	\$	1,510	-	\$1,530
Reported Growth		8.2%	-	9.7%
Constant Currency Growth (2)		8.5%	-	10.0%
Excluding New Tariffs	Ç	\$428	-	\$440
Impact of New Tariffs, Net of Mitigation		(\$16)	-	(\$17)
Non-GAAP Operating Profit	Ç	\$412	-	\$424
Excluding New Tariffs	2	28.4%	-	28.8%
Impact of New Tariffs, Net of Mitigation	(	1.1%)	-	(1.1%)
Non-GAAP Operating Margin	2	27.3%	-	27.7%
Excluding New Tariffs	9	5.62	-	\$5.79
Impact of New Tariffs, Net of Mitigation	(3	\$0.22)	-	(\$0.24)
Earnings per Diluted Share	\$	\$5.40	-	\$5.55

#### Notes:



Represents updated guidance provided November 4, 2025. Financial guidance includes forward-looking non-GAAP financial measures for which reconciliations to the most directly comparable GAAP financial measures are not available without unreasonable efforts. See "Forward-Looking Non-GAAP Financial Measures" posted on our website, which identifies the information that is unavailable without unreasonable efforts and provides additional information. It is probable that forward-looking non-GAAP financial measures may be materially different from the corresponding GAAP financial measures. Guidance includes the financial impact of one additional calendar week, which occurs every five or six years based on Masimo's 4-4-5 fiscal calendar. The incremental revenue from the additional week is primarily offset by a variety of factors including revenue lost from discontinued product lines at the end of FY2024 and our shift to a distributor model in some international markets. Guidance also includes the estimated financial impact of new tariffs, net of mitigation implemented to-date. The implementation of tariffs remains a dynamic and uncertain situation that could cause our actual results to be materially different from our projections and forecasts.

# **GAAP to Non-GAAP Reconciliations – Continuing Operations**

(Unaudited; in millions, except per share data) (1),(2),(3)

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
GAAP Revenue	\$790.2	\$858.3	\$937.8	\$1,143.7	\$1,239.2	\$1,340.3	\$1,275.5	\$1,395.2
Business transition & related costs	-	-	-	-	-	-	-	-
Other Adjustments	(52.0)	(28.4)	(1.4)	-	-	-	-	-
Non-GAAP Revenue	\$738.2	\$829.9	\$936.4	\$1,143.7	\$1,239.2	\$1,340.3	\$1,275.5	\$1,395.2
Constant currency revenue adjustments	n.a.	(4.0)	6.7	(0.5)	(8.2)	30.0	5.8	4.9
Non-GAAP constant currency revenue	\$738.2	\$825.9	\$943.1	\$1,143.3	\$1,231.0	\$1,370.4	\$1,281.3	\$1,400.1
GAAP revenue growth	10.9%	8.6%	9.3%	22.0%	8.3%	8.2%	-4.8%	9.4%
Non-GAAP revenue growth (constant currency)	9.5%	11.9%	13.6%	22.1%	7.6%	10.6%	-4.4%	9.8%

FY 2025 Guidance					
Low	<u>High</u>				
\$1,513	\$1,533				
(3)	(3)				
-	-				
\$1,510	\$1,530				
\$4	\$4				
\$1,514	\$1,534				
8.4%	9.8%				
8.5%	10.0%				

#### Notes:

<sup>(1)</sup> Totals may not foot due to rounding. Amounts may vary from amounts previously reported due to rounding conventions.

<sup>(2)</sup> The financial information reflects the continuing operations of Masimo's healthcare business. The sale of the Sound United business was completed on September 22, 2025; which was classified as "held for sale" and reported in discontinued operations.

<sup>(3)</sup> Constant currency adjustments are intended to reflect revenue at prior year foreign exchange rates for comparison purposes.

# GAAP to Non-GAAP Reconciliations – Continuing Operations

FY 2025 Guidance

(Unaudited; in millions, except per share data) (1),(2),(3)

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	Low	High
GAAP revenue	\$790.2	\$858.3	\$937.8	\$1,143.7	\$1,239.2	\$1,340.3	\$1,275.5	\$1,395.2	\$1,513	\$1,533
Business transition and related costs		-	-	-	-	-	-	-	(\$3)	(\$3)
Other adjustments	(52.0)	(28.4)	(1.4)	-	-	-	-	-	\$0	\$0
Non-GAAP revenue	\$738.2	\$829.9	\$936.4	\$1,143.7	\$1,239.2	\$1,340.3	\$1,275.5	\$1,395.2	\$1,510	\$1,530
GAAP gross profit	\$522.0	\$574.9	\$629.2	\$743.1	\$808.3	\$867.8	\$765.6	\$794.3		
Acquired tangible asset amortization	-	-	-	0.0	0.5	-	-	-		
Acquired intangible asset amortization	0.5	0.5	0.5	1.2	2.4	2.3	1.9	1.8		
Acquisitions, integrations, divestitures, and related costs	-	-	0.1	0.6	0.9	0.1	-	0.1		
Business transition and related costs <sup>(4)</sup>	-	-	-	-	-	-	4.9	14.8		
Other adjustments	(48.4)	(27.7)	(1.3)	-	3.4	-	4.7	2.5		
Non-GAAP gross profit	\$474.1	\$547.6	\$628.4	\$744.9	\$815.5	\$870.2	\$777.1	\$813.6		
GAAP operating profit	\$183.8	\$208.0	\$221.2	\$255.8	\$275.8	\$243.6	\$166.0	\$63.0		
Acquired tangible asset amortization	0.0	-	-	0.0	0.5	-	-	-		
Acquired intangible asset amortization	1.6	1.4	1.4	4.4	6.1	5.3	4.5	4.3		
Acquisitions, integrations, divestitures, and related costs	-	-	3.3	3.8	3.1	23.4	6.5	20.1		
Business transition and related costs	-	-	-	-	-	-	7.8	76.2		
Litigation related expenses and settlements	-	0.4	-	5.9	16.1	49.0	93.8	103.5		
Other adjustments	(48.4)	(27.7)	(1.3)	-	3.4	-	4.7	2.5		
Non-GAAP operating profit	\$137.0	\$182.2	\$224.7	\$270.0	\$304.9	\$321.4	\$283.3	\$269.7	\$412	\$424
GAAP net income	\$124.8	\$193.5	\$196.2	\$240.3	\$229.6	\$170.5	\$107.7	\$16.2		
Acquired tangible asset amortization	0.0	-	-	0.0	0.5	-	-	-		
Acquired intangible asset amortization	1.6	1.4	1.4	4.4	6.1	5.3	4.5	4.3		
Acquisitions, integrations, divestitures, and related costs	-	-	3.3	3.8	3.1	23.4	6.5	20.1		
Business transition and related costs	-	-	-	-	-	-	7.8	76.2		
Litigation related expenses and settlements	-	0.4	-	5.9	16.1	49.0	93.8	103.5		
Other adjustments	(48.4)	(27.7)	(1.3)	-	3.4	-	4.7	2.5		
Realized and unrealized gains or losses	0.3	2.0	0.6	(2.6)	1.9	1.6	8.8	4.4		
Financing related adjustments	-	-	-	-	-	1.5	1.9	1.9		
Tax impact of non-GAAP adjustments	16.1	5.5	(0.7)	(7.6)	(6.1)	(17.3)	(32.6)	(44.4)		
Excess tax benefits from stock-based compensation	(39.2)	(22.0)	(15.7)	(30.2)	(16.4)	(2.4)	(2.9)	(5.7)		
Tax related adjustments	41.4	(4.8)	-	-		-	(8.2)	-		
Non-GAAP net income	\$96.5	\$148.4	\$183.9	\$214.0	\$238.2	\$231.6	\$191.9	\$178.9	\$294	\$302

- Totals may not foot due to rounding. Amounts may vary from amounts previously reported due to rounding conventions.
- The financial information reflects the continuing operations of Masimo's healthcare business. The sale of the Sound United business was completed on September 22, 2025; which was being classified as "held for sale" and reported in discontinued operations.



Includes litigation expenses for certain matters: (i) all Apple litigation which is unique in nature and not indicative of the Company's on-going operating performance; and (ii) certain other litigation matters, which can vary in their characteristics, frequency and significant to our operating results.

The Company has provided and will continue to provide certain non-GAAP financial measures which provide investors supplementary information helpful in understanding the Company's underlying operating performance. We have modified our presentation of non-GAAP results and no longer exclude from adjusted results: (1) the cost of goods sold directly attributable to the Strategic Realignment Initiative; and (2) the associated approximate tax impact of this adjustment. These specific inventory expenses were previously excluded from adjusted results under the line item business transition and related costs in non-GAAP gross profit. The Company made these changes to its presentation of non-GAAP financial measures following comments from, and discussions with, staff members of the U.S. Securities and Exchange Commission.

# GAAP to Non-GAAP Reconciliations – Continuing Operations

(Unaudited; in millions, except per share data) (1),(2),(3),(5)

GAAP net income per diluted share
Acquired tangible asset amortization
Acquired intangible asset amortization
Acquisitions, integrations, divestitures, and related costs
Business transition and related costs <sup>(4)</sup>
Litigation related expenses and settlements
Other adjustments
Realized and unrealized gains or losses
Financing related adjustments
Tax impact of non-GAAP adjustments
Excess tax benefits from stock-based compensation
Tax related adjustments
Non-GAAP net income per diluted share
Weighted average shares outstanding - Diluted
weighted average shares outstanding - Dhuted

FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024
\$2.23	\$3.45	\$3.44	\$4.14	\$3.98	\$3.09	\$1.99	\$0.30
0.00	0.00	0.00	0.00	0.01	0.00	0.00	0.00
0.03	0.03	0.03	0.08	0.11	0.10	0.08	0.08
0.00	0.00	0.06	0.07	0.05	0.42	0.12	0.37
0.00	0.00	0.00	0.00	0.00	0.00	0.14	1.40
0.00	0.01	0.00	0.10	0.28	0.89	1.73	1.90
(0.87)	(0.49)	(0.02)	0.00	0.06	0.00	0.09	0.05
0.00	0.04	0.01	(0.05)	0.03	0.03	0.16	0.08
0.00	0.00	0.00	0.00	0.00	0.03	0.03	0.03
0.29	0.10	(0.01)	(0.13)	(0.11)	(0.31)	(0.60)	(0.82)
(0.70)	(0.39)	(0.27)	(0.52)	(0.28)	(0.04)	(0.05)	(0.10)
0.74	(0.09)	0.00	0.00	0.00	0.00	(0.15)	0.00
\$1.73	\$2.65	\$3.22	\$3.69	\$4.13	\$4.20	\$3.55	\$3.29
55.9	56.0	57.1	58.0	57.7	55.2	54.1	54.4

FY 2025 Guidance							
Low	Low High						
\$5.40	\$5.55						
54.4	54.4						
U-1F	0-77						

#### Notes:



<sup>(1)</sup> Totals may not foot due to rounding. Amounts may vary from amounts previously reported due to rounding conventions.

<sup>(2)</sup> The financial information reflects the continuing operations of Masimo's healthcare business. The sale of the Sound United business was completed on September 22, 2025; which was being classified as "held for sale" and reported in discontinued operations.

<sup>(3)</sup> Includes litigation expenses for certain matters: (i) all Apple litigation which is unique in nature and not indicative of the Company's on-going operating performance; and (ii) certain other litigation matters, which can vary in their characteristics, frequency and significant to our operating results.

The Company has provided and will continue to provide certain non-GAAP financial measures which provide investors supplementary information helpful in understanding the Company's underlying operating performance. We have modified our presentation of non-GAAP results and no longer exclude from adjusted results: (1) the cost of goods sold directly attributable to the Strategic Realignment Initiative; and (2) the associated approximate tax impact of this adjustment. These specific inventory expenses were previously excluded from adjusted results under the line item business transition and related costs in non-GAAP gross profit. The Company made these changes to its presentation of non-GAAP financial measures following comments from, and discussions with, staff members of the U.S. Securities and Exchange Commission.

Transition and related costs in non-GAAP gross profit. The Company made these changes to its presentation of non-GAAP financial measures for the U.S. securities and Knowember 4, 2025. Financial guidance includes forward-looking non-GAAP financial measures for which reconciliations to the most directly comparable GAAP financial measures are not available without unreasonable efforts. See "Forward-Looking Non-GAAP financial measures" within this earnings release, which identifies the information that is unavailable without unreasonable efforts and provides additional information. It is probable that forward-looking non-GAAP financial measures may be materially different from the corresponding GAAP financial measures. Guidance includes the financial impact of one additional calendar week, which occurs every five or six years based on Masimo's 4-4-5 fiscal calendar. The incremental revenue from the additional week is primarily offset by a variety of factors including revenue lost from discontinued product lines at the end of 2024 and our shift to a distributor model in some international markets. Guidance also includes the estimated financial impact of new tariffs, net of mitigation implemented to-date. The implementation of tariffs remains a dynamic and uncertain situation that could cause our actual results to be materially different from our projections and forecasts.