

NuVasive, Inc. 2018 Supplementary Financial Information

THE FOLLOWING TABLES ILLUSTRATE THE IMPACTS TO THE COMPANY'S PREVIOUSLY REPORTED RESULTS AS FILED WITH THE SEC RESULTING FROM THE ADOPTION OF ASC 606

(in thousands except per share data)

Revenue (grouping conformed to 2017 Guidance)
U.S. Spinal Hardware & Other
U.S. Surgical Support & Other
International (including Puerto Rico)
Total Revenue

<u>2016 FY</u>	Q117	Q217	Q317	Q417	2017 FY	% Growth
551,469	139,375	141,857	135,169	148,424	564,825	2.4%
271,856	71,721	71,966	63,722	70,910	278,319	2.4%
138,747	38,768	46,750	48,540	52,318	186,376	34.3%
962,072	249,864	260,573	247,431	271,652	1,029,520	7.0%

Revenue grouping reclass adjustments effective January 1, 2018

U.S. Spinal Hardware & Other

U.S. Surgical Support & Other
International (including Puerto Rico)

Total Revenue

2016 FY	Q117	Q217	Q317	Q417	2017 FY	% Growth
9,144	2,123	2,086	1,742	1,787	7,738	*
(9,144)	(2,123)	(2,086)	(1,742)	(1,787)	(7,738)	*
	-	-	-	-	-	*
-	-	-	-	-	-	*

Revenue guidance ASC 606 adjustments effective January 1, 2018

U.S. Spinal Hardware & Other

U.S. Surgical Support & Other
International (including Puerto Rico)

2016 FY	Q117	Q217	Q317	Q417	2017 FY	% Growth
60	(851)	(1,174)	(380)	(430)	(2,835)	*
-	-	-	-	-	-	*
-	-		-	-	-	*
60	(851)	(1,174)	(380)	(430)	(2,835)	*

Revenue (grouping conformed to 2018 Guidance)
U.S. Spinal Hardware & Other
U.S. Surgical Support & Other
International (including Puerto Rico)
Total Revenue

<u>2016 FY</u>	<u>Q117</u>	<u>Q217</u>	Q317	Q417	2017 FY	% Growth
560,673	140,647	142,769	136,531	149,781	569,728	1.6%
262,712	69,598	69,880	61,980	69,123	270,581	3.0%
138,747	38,768	46,750	48,540	52,318	186,376	34.3%
962,132	249,013	259,399	247,051	271,222	1,026,685	6.7%

IMPACT OF ASC 606

2016 FY	Q117	Q217	Q317	Q417	2017 FY
60	(851)	(1,174)	(380)	(430)	(2,835)
12	(170)	(235)	(76)	(86)	(567)
48	(681)	(939)	(304)	(344)	(2,268)
80.0%	80.0%	80.0%	80.0%	80.0%	80.0%
(24)	(134)	(142)	(151)	21	(406)
(24)	(134)	(142)	(151)	21	(406)
72	(547)	(797)	(153)	(365)	(1,862)
72	(547)	(797)	(153)	(365)	(1,862)
37.5%	(37.5%)	(38.0%)	(41.8%)	32.3%	(24.4%)
(27)	205	303	64	(118)	454
45	(342)	(494)	(89)	(483)	(1,408)
	60 12 48 80.0% (24) (24) 72 72 72 37.5% (27)	60 (851) 12 (170) 48 (681) 80.0% 80.0% (24) (134) (24) (134) 72 (547) 72 (547) 72 (547) 37.5% (37.5%) (27) 205	60 (851) (1,174) 12 (170) (235) 48 (681) (939) 80.0% 80.0% 80.0% (24) (134) (142) (24) (134) (142) 72 (547) (797) 72 (547) (797) 37.5% (37.5%) (38.0%) (27) 205 303	60 (851) (1,174) (380) 12 (170) (235) (76) 48 (681) (939) (304) 80.0% 80.0% 80.0% 80.0% (24) (134) (142) (151) 72 (547) (797) (153) 72 (547) (797) (153) 37.5% (37.5%) (38.0%) (41.8%) (27) 205 303 64	60 (851) (1,174) (380) (430) 12 (170) (235) (76) (86) 48 (681) (939) (304) (344) 80.0% 80.0% 80.0% 80.0% 80.0% (24) (134) (142) (151) 21 (24) (134) (142) (151) 21 72 (547) (797) (153) (365) 72 (547) (797) (153) (365) 37.5% (37.5%) (38.0%) (41.8%) 32.3% (27) 205 303 64 (118)

RECASTED TO CONFORM TO GUIDANCE IN ASC 606

	2016 FY	Q117	Q217	Q317	Q417	2017 FY
Revenue	962,132	249,013	259,399	247,051	271,222	1,026,68
Cost of goods sold (excluding below amortization of intangible assets)	240,105	61,443	66,186	65,507	75,305	268,44
Gross profit	722,027	187,570		181,544	195,917	758,24
·			193,213			
GAAP Gross margin %	75.0%	75.3%	74.5%	73.5%	72.2%	73.9
Sales, Marketing & Administrative (SM&A)	533,600	140,368	138,967	125,649	134,523	539,50
Research and Development (R&D)	47,999	12,414	12,572	12,720	12,719	50,42
Amortization of intangible assets	42,001	12,061	11,349	11,630	12,999	48,03
Litigation liability (gain) loss 1	(43,310)	-	-	750	3,750	4,50
Business Transition Costs ²	18,138	55	1,369	345	2,518	4,28
GAAP Operating Expenses	598,428	164,898	164,257	151,094	166,509	646,75
GAAP Operating Profit (Loss)	123,599	22,672	28,956	30,450	29,408	111,48
Interest and other expense, net	(58,819)	(9,404)	(10,445)	(8,958)	(10,316)	(39,12
GAAP income (loss) before income taxes	64,780	13,268	18,511	21,492	19,092	72,36
GAAP income tax expense (benefit) rate	45.2%	9.7%	36.6%	(54.0%)	(20.7%)	(10.49
GAAP income tax (expense) benefit	(29,309)	(1,285)	(6,776)	11,604	3,949	7,49
Add back Net Loss attributable to Non-Controlling Interest	(1,721)	(443)	(432)	(432)	(436)	(1,74
GAAP Net Income (Loss)	37,192	12,426	12,167	33,528	23,477	81,59
GAAP WASO	54,102	57,786	58,330	52,794	51,857	55,19
GAAP EPS	\$ 0.69	\$ 0.22		\$ 0.64 \$		\$ 1.4
	2016 FY	7	*	7 5.5. 7	51.10	2017 FY
GAAP Net Income / (Loss)	37,192	12,426	12,167	33,528	23,477	81,59
Interest (Income) / Expense, net	39,429	9,662	9,944	8,819	9,156	37,58
Loss on repurchases of convertible notes	19,085	-	-,	-	-	-
GAAP income tax (expense) benefit	(29,309)	(1,285)	(6,776)	11,604	3,949	7,49
Depreciation and amortization ³	101,438	29,158	28,856	29,858	32,055	119,92
EBITDA Margin	226,453	52,531	57,743	60,601	60,739	231,61
=		•	•	•	•	
EBITDA Margin % Stock based compensation	23.5% 26,924	21.1% 7,017	22.3% 8,394	24.5% (427)	22.4% 7,407	22.6 22,39
·	*	7,017	•	. ,		
Litigation liability (gain) loss ¹	(43,310)	-	-	750	3,750	4,50
Non-cash purchase accounting related charges 4	14,747	-	-	136	404	54
Business Transition Costs ²	18,138	55	1,369	345	2,518	4,28
Adjusted EBITDA	242,952	59,603	67,506	61,405	74,818	263,33
Adjusted EBITDA Margin %	25.3%	23.9%	26.0%	24.9%	27.6%	25.6
GAAP Gross Profit	722,027	187,570	193,213	181,544	195,917	758,24
Non-cash purchase accounting related charges 4	14,747		-	136	404	54
Non-GAAP Gross Profit	736,774	187,570	193,213	181,680	196,321	758,78
% of revenue	76.6%	75.3%	74.5%	73.5%	72.4%	73.9
Non-GAAP SM&A	533,600	140,368	138,967	125,649	134,523	539,50
% of revenue	55.5%	56.4%	53.6%	50.9%	49.6%	52.5
Non-GAAP R&D	47,999	12,414	12,572	12,720	12,719	50,42
% of revenue	5.0%	5.0%	4.8%	5.1%	4.7%	4.9
Total Non-GAAP Operating Expenses	581,599	152,782	151,539	138,369	147,242	589,93
% of revenue	60.4%	61.4%	58.4%	56.0%	54.3%	57.5
Non-GAAP Operating Profit	155,175	34,788	41,674	43,311	49,079	168,85
Non-GAAP Operating Margin	16.1%	14.0%	16.1%	17.5%	18.1%	16.4
Mon-Gran Operating Margin	10.170	14.070	10.170	17.570	10.170	10.4
Non-GAAP Pre-Tax Income	133,691	29,660	35,573	38,010	42,487	145,73
Non-GAAP P&L Modeling Tax Rate	36.6%	35.1%	35,573 35.0%	31.1%	42,487 33.1%	33.4
	48,911	10,411		11,808	14,062	48,72
Non-GAAP Income Tax Expense			12,440			
Add back Net Loss attributable to Non-Controlling Interest	1,721	443	432	432	436	1,74
Non-GAAP Net Income	86,501	19,692	23,565	26,634	28,861	98,75
Non-GAAP WASO	(19,602)	(9,126)	(5,664)	(23,412)	(18,011)	(56,21
Non-GAAP WASO Non-GAAP EPS	51,981 \$ 1.66	\$ 0.37	52,743 \$ 0.45	51,751	51,857 0.56	52,34 \$ 1.8
			\$ 0.45	\$ 0.51 \$		

¹ Related to the Medtronic litigation matter.

² Costs related to acquisition on the party merger and acquisitions costs, contingent consideration fair value adjustments, and other costs directly associated to such activities.

 $^{^{\}rm 3}$ Excludes the amortization associated with non-controlling interest.

⁴ Represents costs associated with non-cash purchase accounting adjustments, such as acquired inventory fair market value adjustments, which are amortized over the period in which underlying products are sold.