

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the quarterly period ended March 31, 2025**

**OR**

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Transition Period From \_\_\_\_\_ to \_\_\_\_\_**

**Commission file number: 001-36309**

**INOGEN, INC.**

(Exact name of registrant as specified in its charter)

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**859 Ward Drive**

**Goleta, CA**

(Address of principal executive offices)

**33-0989359**

(I.R.S. Employer  
Identification No.)

**93111**

(Zip Code)

**Registrant's telephone number, including area code: (805) 562-0500**

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001 par value	INGN	The NASDAQ Stock Market LLC (NASDAQ Global Select Market)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	<input type="checkbox"/>	Accelerated filer	<input checked="" type="checkbox"/>
Non-accelerated filer	<input type="checkbox"/>	Smaller reporting company	<input checked="" type="checkbox"/>
Emerging growth company	<input type="checkbox"/>		

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of May 2, 2025, the registrant had 26,887,242 shares of common stock, par value \$0.001, outstanding.

## TABLE OF CONTENTS

	<b>Page</b>
<b><u>Part I – Financial Information</u></b>	
Item 1.	3
<b><u>Financial Statements</u></b>	
<b><u>Consolidated Balance Sheets (unaudited) as of March 31, 2025 and December 31, 2024</u></b>	
	3
<b><u>Consolidated Statements of Comprehensive Loss (unaudited) for the Three Months Ended March 31, 2025 and March 31, 2024</u></b>	
	4
<b><u>Consolidated Statements of Stockholders' Equity (unaudited) for the Three Months Ended March 31, 2025 and March 31, 2024</u></b>	
	5
<b><u>Consolidated Statements of Cash Flows (unaudited) for the Three Months Ended March 31, 2025 and March 31, 2024</u></b>	
	6
<b><u>Condensed Notes to the Consolidated Financial Statements (unaudited)</u></b>	
	8
Item 2.	20
<b><u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u></b>	
Item 3.	31
<b><u>Quantitative and Qualitative Disclosures about Market Risk</u></b>	
Item 4.	32
<b><u>Controls and Procedures</u></b>	
<b><u>Part II – Other Information</u></b>	
Item 1.	33
<b><u>Legal Proceedings</u></b>	
Item 1A.	33
<b><u>Risk Factors</u></b>	
Item 2.	33
<b><u>Unregistered Sales of Equity Securities and Use of Proceeds</u></b>	
Item 3.	33
<b><u>Defaults Upon Senior Securities</u></b>	
Item 4.	33
<b><u>Mine Safety Disclosures</u></b>	
Item 5.	33
<b><u>Other Information</u></b>	
Item 6.	34
<b><u>Exhibits</u></b>	
<b><u>SIGNATURES</u></b>	
	35

**INOGEN, INC.**  
**PART I – FINANCIAL INFORMATION**

**Item 1. Financial Statements**

**Inogen, Inc.**  
**Consolidated Balance Sheets**  
**(unaudited)**  
*(amounts in thousands, except share and per share amounts)*

	March 31, 2025	December 31, 2024
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 118,893	\$ 113,795
Restricted cash	3,646	3,620
Accounts receivable, net	36,623	29,563
Inventories, net	26,273	24,812
Income tax receivable	—	538
Prepaid expenses and other current assets	15,273	13,123
<b>Total current assets</b>	<b>200,708</b>	<b>185,451</b>
<b>Property and equipment, net</b>	<b>41,099</b>	<b>44,400</b>
<b>Goodwill</b>	<b>9,860</b>	<b>9,465</b>
<b>Intangible assets, net</b>	<b>31,607</b>	<b>30,493</b>
<b>Operating lease right-of-use asset</b>	<b>18,120</b>	<b>18,295</b>
<b>Other assets</b>	<b>7,018</b>	<b>8,081</b>
<b>Total assets</b>	<b>\$ 308,412</b>	<b>\$ 296,185</b>
<b>Liabilities and stockholders' equity</b>		
<b>Current liabilities</b>		
Accounts payable and accrued expenses	\$ 35,925	\$ 27,153
Accrued payroll	10,513	17,189
Warranty reserve - current	9,658	9,736
Operating lease liability - current	2,945	2,812
Earnout liability	—	13,000
Deferred revenue - current	6,410	6,654
Income tax payable	—	142
<b>Total current liabilities</b>	<b>65,451</b>	<b>76,686</b>
<b>Long-term liabilities</b>		
Warranty reserve - noncurrent	16,226	16,350
Operating lease liability - noncurrent	16,267	16,594
Deferred revenue - noncurrent	5,107	5,747
Deferred tax liability	7,409	6,948
<b>Total liabilities</b>	<b>110,460</b>	<b>122,325</b>
<b>Commitments and contingencies (Note 9)</b>		
<b>Stockholders' equity</b>		
Common stock, \$0.001 par value per share; 200,000,000 shares authorized; 26,887,242 and 23,902,338 shares issued and outstanding as of March 31, 2025 and December 31, 2024, respectively	27	24
Additional paid-in capital	357,447	328,174
Accumulated deficit	(159,011)	(152,837)
Accumulated other comprehensive loss	(511)	(1,501)
<b>Total stockholders' equity</b>	<b>197,952</b>	<b>173,860</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 308,412</b>	<b>\$ 296,185</b>

See accompanying condensed notes to the consolidated financial statements.

**Inogen, Inc.**  
**Consolidated Statements of Comprehensive Loss**  
**(unaudited)**  
*(amounts in thousands, except share and per share amounts)*

	Three months ended March 31,	
	2025	2024
<b>Revenue</b>		
Sales revenue	\$ 68,470	\$ 63,095
Rental revenue	13,810	14,930
<b>Total revenue</b>	82,280	78,025
<b>Cost of revenue</b>		
Cost of sales revenue	38,083	35,244
Cost of rental revenue, including depreciation of \$3,034 and \$3,179, respectively	7,825	8,410
<b>Total cost of revenue</b>	45,908	43,654
<b>Gross profit</b>		
Gross profit-sales revenue	30,387	27,851
Gross profit-rental revenue	5,985	6,520
<b>Total gross profit</b>	36,372	34,371
<b>Operating expense</b>		
Research and development	4,034	6,578
Sales and marketing	23,757	26,936
General and administrative	16,237	17,131
<b>Total operating expense</b>	44,028	50,645
<b>Loss from operations</b>	(7,656)	(16,274)
<b>Other income (expense)</b>		
Interest income, net	1,029	1,403
Other income	356	143
<b>Total other income, net</b>	1,385	1,546
<b>Loss before benefit for income taxes</b>	(6,271)	(14,728)
<b>Benefit for income taxes</b>	(97)	(150)
<b>Net loss</b>	(6,174)	(14,578)
<b>Other comprehensive income (loss), net of tax</b>		
Change in foreign currency translation adjustment	1,855	(1,035)
Change in net unrealized losses on foreign currency hedging	(732)	—
Less: reclassification adjustment for net losses included in net loss	(133)	—
Total net change in unrealized losses on foreign currency hedging	(865)	—
Change in net unrealized losses on marketable securities	—	(2)
<b>Total other comprehensive income (loss), net of tax</b>	990	(1,037)
<b>Comprehensive loss</b>	<u>\$ (5,184)</u>	<u>\$ (15,615)</u>
<b>Basic net loss per share attributable to common stockholders (Note 6)</b>	\$ (0.25)	\$ (0.62)
<b>Diluted net loss per share attributable to common stockholders (Note 6)</b>	\$ (0.25)	\$ (0.62)
<b>Weighted average number of shares used in calculating net loss per share attributable to common stockholders:</b>		
Basic shares of common stock	25,164,444	23,401,598
Diluted shares of common stock	25,164,444	23,401,598

See accompanying condensed notes to the consolidated financial statements.

**Inogen, Inc.**  
**Consolidated Statements of Stockholders' Equity**  
**(unaudited)**  
*(amounts in thousands, except share amounts)*

	Common stock		Additional paid-in capital	Accumulated deficit	Accumulated other comprehensive income (loss)	Total stockholders' equity	
	Shares	Amount					
<b>Balance, December 31, 2023</b>	23,324,750	\$ —	23	\$ 320,513	\$ (116,949)	\$ 1,225	\$ 204,812
Stock-based compensation	—	—	—	2,416	—	—	2,416
Stock issued	233,927	—	1	369	—	—	370
Tax withholding related to vesting of restricted stock units	(12,199)	—	—	(85)	—	—	(85)
Net loss	—	—	—	—	(14,578)	—	(14,578)
Other comprehensive loss	—	—	—	—	—	(1,037)	(1,037)
<b>Balance, March 31, 2024</b>	<u>23,546,478</u>	<u>\$ —</u>	<u>24</u>	<u>\$ 323,213</u>	<u>\$ (131,527)</u>	<u>\$ 188</u>	<u>\$ 191,898</u>
<b>Balance, December 31, 2024</b>	23,902,338	\$ —	24	\$ 328,174	\$ (152,837)	\$ (1,501)	\$ 173,860
Stock-based compensation	—	—	—	2,147	—	—	2,147
Stock issued	426,855	—	—	489	—	—	489
Tax withholding related to vesting of restricted stock units	(68,376)	—	—	(570)	—	—	(570)
Issuance of common stock from securities purchase agreement	2,626,425	—	3	27,207	—	—	27,210
Net loss	—	—	—	—	(6,174)	—	(6,174)
Other comprehensive income	—	—	—	—	—	990	990
<b>Balance, March 31, 2025</b>	<u>26,887,242</u>	<u>\$ —</u>	<u>27</u>	<u>\$ 357,447</u>	<u>\$ (159,011)</u>	<u>\$ (511)</u>	<u>\$ 197,952</u>

See accompanying condensed notes to the consolidated financial statements.

**Inogen, Inc.**  
**Consolidated Statements of Cash Flows**  
**(unaudited)**  
*(amounts in thousands)*

	Three months ended March 31,	
	2025	2024
<b>Cash flows from operating activities</b>		
Net loss	\$ (6,174)	\$ (14,578)
Adjustments to reconcile net loss to net cash used in operating activities:		
Depreciation and amortization	5,189	5,265
Loss on rental units and other assets	925	1,162
Gain on sale of former rental assets	—	(38)
Provision for sales revenue returns and doubtful accounts	1,714	2,164
Provision for inventory losses	166	(53)
Loss on purchase commitments	65	—
Stock-based compensation expense	2,147	2,416
Deferred income taxes	457	(201)
Change in fair value of earnout liability	—	570
Changes in operating assets and liabilities:		
Accounts receivable	(8,167)	(267)
Inventories	(1,085)	(2,973)
Income tax receivable	—	(312)
Prepaid expenses and other current assets	(1,549)	248
Operating lease right-of-use asset	742	(249)
Other noncurrent assets	453	4
Accounts payable and accrued expenses	6,889	1,488
Accrued payroll	(6,751)	(449)
Warranty reserve	(202)	2,052
Deferred revenue	(884)	(1,172)
Income tax payable	(142)	(27)
Operating lease liability	(761)	201
Earnout liability	(9,822)	—
Net cash used in operating activities	(16,790)	(4,749)
<b>Cash flows from investing activities</b>		
Purchases of available-for-sale securities	—	(12,384)
Maturities of available-for-sale securities	—	3,000
Investment in property and equipment	(292)	(1,310)
Production and purchase of rental equipment	(1,746)	(2,820)
Proceeds from sale of former assets	—	70
Net cash used in investing activities	(2,038)	(13,444)

*(continued on next page)*

See accompanying condensed notes to the consolidated financial statements.

**Inogen, Inc.**  
**Consolidated Statements of Cash Flows (continued)**  
**(unaudited)**  
*(amounts in thousands)*

	Three months ended	
	2025	2024
<b>Cash flows from financing activities</b>		
Proceeds from employee stock purchases	489	370
Payment of employment taxes related to release of restricted stock	(570)	(85)
Payments of accrued earnout	(3,178)	—
Proceeds from issuance of common stock from securities purchase agreement	27,210	—
Net cash provided by financing activities	23,951	285
Effect of exchange rates on cash	1	(140)
<b>Net increase (decrease) in cash, cash equivalents and restricted cash</b>	<b>5,124</b>	<b>(18,048)</b>
<b>Cash, cash equivalents and restricted cash, beginning of period</b>	<b>117,415</b>	<b>125,492</b>
<b>Cash, cash equivalents and restricted cash, end of period</b>	<b><u>\$ 122,539</u></b>	<b><u>\$ 107,444</u></b>
<b>Supplemental disclosures of cash flow information</b>		
Cash paid during the period for income taxes, net of refunds received	\$ 400	\$ 422
<b>Supplemental disclosure of non-cash transactions</b>		
Property and equipment in accounts payable and accrued expenses	590	100

*See accompanying condensed notes to the consolidated financial statements.*

**Inogen, Inc.**  
**Condensed Notes to the Consolidated Financial Statements**  
**(unaudited)**  
*(amounts in thousands, except share and per share amounts)*

**1. Business overview**

Inogen, Inc., or the Company, is a medical technology business that primarily focuses on respiratory health. The Company develops, manufactures, and markets innovative respiratory health products, including portable oxygen concentrators, or POCs, used to deliver supplemental long-term oxygen therapy to patients suffering from chronic respiratory conditions and the Simeox<sup>®</sup> product for airway clearance treatment. The Company's proprietary Inogen One<sup>®</sup> and Inogen Rove<sup>®</sup> systems concentrate the air around the patient to offer a source of supplemental oxygen 24 hours a day, seven days a week with a battery and can be plugged into an outlet when at home, in a car, or in a public place with outlets available. While often used concomitantly with stationary oxygen concentrators and oxygen compressed gas tanks, the Company's POCs are designed to reduce the patient's reliance on stationary concentrators and scheduled deliveries of tanks with a finite supply of oxygen, thereby improving patient quality of life and fostering mobility. The Company's Simeox product is a technology-enabled airway clearance and mucus management device predominantly aimed at serving patients with bronchiectasis, which is a condition that presents as the lung's bronchi are damaged and widened in patients with cystic fibrosis, chronic obstructive pulmonary disease, or other chronic respiratory diseases.

The Company was incorporated in Delaware on November 27, 2001. On February 14, 2014, the Company completed an initial public offering of common stock and began trading on the Nasdaq Global Select Market, trading under the ticker symbol "INGN".

The Company incorporated Inogen Europe Holding B.V., a Dutch limited liability company, on April 13, 2017. On May 4, 2017, Inogen Europe Holding B.V. acquired all issued and outstanding capital stock of MedSupport Systems B.V., or MedSupport, and began operating under the name Inogen Europe B.V. The Company merged Inogen Europe Holding B.V. and Inogen Europe B.V. on December 28, 2018. Inogen Europe B.V. is the remaining legal entity. The Company completed the acquisition of New Aera, Inc., or New Aera, on August 9, 2019. On September 14, 2023, the Company completed the acquisition of all of the issued and outstanding capital stock of Physio-Assist SAS, or Physio-Assist, and its wholly-owned subsidiary PhysioAssist GmbH.

On January 25, 2025, the Company entered into a Strategic Collaboration Agreement, or the Collaboration Agreement, with Jiangsu Yuyue Medical Equipment & Supply Co., Ltd., or Yuwell. The collaboration with Yuwell is expected to broaden the Company's product portfolio through distribution of certain respiratory products in the United States and select other territories, expand and enhance the Company's innovation pipeline through research and development collaboration, and accelerate the entry of the Company's brand into the Chinese market. The Company will distribute certain products supplied by Yuwell in the United States and specified European countries and Yuwell will distribute certain products supplied by the Company in specified Asia Pacific countries.

**2. Basis of presentation and summary of significant accounting policies**

***Basis of presentation***

The consolidated financial statements of the Company have been prepared in accordance with accounting principles generally accepted in the United States of America, or U.S. GAAP.

The results of operations for the three months ended March 31, 2025 shown in this report are not necessarily indicative of results to be expected for the full year ending December 31, 2025. In the opinion of the Company's management, the information contained herein reflects all adjustments, consisting of only normal recurring adjustments, necessary for a fair presentation of the Company's results of operations, financial position, cash flows, and stockholders' equity. Certain footnote disclosures normally included in annual consolidated financial statements prepared in accordance with U.S. GAAP have been condensed or omitted pursuant to Securities and Exchange Commission, or SEC, rules and regulations relating to interim financial statements. The accompanying consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company's Annual Report on Form 10-K filed with the SEC on February 28, 2025. Except as further described below, there have been no significant changes in the Company's accounting policies from those disclosed in its Annual Report on Form 10-K filed with the SEC on February 28, 2025.

***Basis of consolidation***

The consolidated financial statements include the accounts of Inogen, Inc. and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated.



### Accounting estimates

The preparation of consolidated financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Management bases these estimates and assumptions upon historical experience, existing and known circumstances, authoritative accounting pronouncements and other factors that management believes to be reasonable. Significant areas requiring the use of management estimates relate to revenue recognition, warranty reserves and expense, determining the stand-alone selling price, or SSP, and service period of performance obligations, rental asset valuations and write-downs, accounts receivable allowances for bad debts, returns and adjustments, impairment of goodwill, impairment of long-lived assets, stock-based compensation expense, income taxes, fair value of acquired intangible assets and goodwill, and financing receivable. Actual results could differ from these estimates.

### 3. Fair value measurements

#### Cash, cash equivalents and restricted cash

The following table summarizes fair value measurements by level for the assets measured at fair value on a recurring basis for cash, cash equivalents and restricted cash:

	As of March 31, 2025			
	Adjusted cost	Fair value	Cash and cash equivalents	Restricted cash
Cash	\$ 21,260	\$ 21,260	\$ 21,260	\$ —
Level 1:				
Money market accounts	75,856	75,856	72,210	3,646
Level 2:				
Institutional Insured Liquidity Deposit Savings	25,423	25,423	25,423	—
Total	<u>\$ 122,539</u>	<u>\$ 122,539</u>	<u>\$ 118,893</u>	<u>\$ 3,646</u>

	As of December 31, 2024			
	Adjusted cost	Fair value	Cash and cash equivalents	Restricted cash
Cash	\$ 23,053	\$ 23,053	\$ 23,053	\$ —
Level 1:				
Money market accounts	72,129	72,129	68,509	3,620
Level 2:				
Institutional Insured Liquidity Deposit Savings	22,233	22,233	22,233	—
Total	<u>\$ 117,415</u>	<u>\$ 117,415</u>	<u>\$ 113,795</u>	<u>\$ 3,620</u>

#### Derivative instruments and hedging activities

The Company records the assets or liabilities associated with derivative instruments and hedging activities at fair value based on Level 2 inputs in other current assets or other current liabilities, respectively, in the consolidated balance sheets. The Company had a related payable of \$1,888 and a receivable of \$351 as of March 31, 2025 and December 31, 2024, respectively.

#### Accumulated other comprehensive income (loss)

The components of accumulated other comprehensive income (loss) were as follows:

	Foreign currency translation adjustments	Unrealized losses on cash flow hedges	Accumulated other comprehensive loss
Balance as of December 31, 2024	\$ (1,501)	\$ —	\$ (1,501)
Other comprehensive income (loss)	1,855	(865)	990
Balance as of March 31, 2025	<u>\$ 354</u>	<u>\$ (865)</u>	<u>\$ (511)</u>

Comprehensive income (loss) is the total net earnings and all other non-owner changes in equity. Except for net loss and unrealized gains and losses on cash flow hedges, the Company does not have any transactions or other economic events that qualify as comprehensive income (loss).

#### ***Earnout liability***

The Company had obligations to pay up to \$13,000 in an earnout payment related to the Physio-Assist acquisition in cash if certain future regulatory results were met. Such future regulatory results were met with the clearance of the Simeox product on December 23, 2024, and the payment of accrued earnouts was made during the first quarter of 2025.

The reconciliation of the earnout liability measured and carried at fair value on a recurring basis is as follows:

Balance as of December 31, 2024	\$	13,000
Payments of accrued earnouts		(13,000)
Balance as of March 31, 2025	\$	<u>—</u>

#### **4. Balance sheet components**

##### ***Accounts receivable and allowance for bad debts, returns, and adjustments***

Net accounts receivable (gross accounts receivable, net of allowances) balance concentrations by major category as of March 31, 2025 and December 31, 2024 were as follows:

	<b>March 31,</b>		<b>December 31,</b>	
	<b>2025</b>		<b>2024</b>	
<b>Net accounts receivable</b>				
Rental <sup>(1)</sup>	\$	6,269	\$	4,863
Business-to-business and other receivables		30,354		24,700
Total net accounts receivable	\$	<u>36,623</u>	\$	<u>29,563</u>

<sup>(1)</sup> Rental includes Medicare, Medicaid/other government, private insurance, and patient pay.

The following table sets forth the accounts receivable allowances as of March 31, 2025 and December 31, 2024:

	<b>March 31,</b>		<b>December 31,</b>	
	<b>2025</b>		<b>2024</b>	
<b>Allowances - accounts receivable</b>				
Doubtful accounts	\$	91	\$	458
Sales returns		484		413
Total allowances - accounts receivable	\$	<u>575</u>	\$	<u>871</u>

##### ***Concentration of customers and vendors***

The Company primarily sells its products to traditional home medical equipment providers, distributors, and resellers in the United States and in foreign countries on a credit basis. The Company also sells its products direct-to-consumers primarily on a prepayment basis. One single customer represented more than 10% of the Company's total revenue for the three months ended March 31, 2025. One customer represented more than 10% of the Company's net accounts receivable balance with a net accounts receivable balance of \$4,302 as of March 31, 2025 and \$3,288 as of December 31, 2024.

The Company also rents products directly to consumers for insurance reimbursement, which resulted in a customer concentration relating to Medicare's service reimbursement programs. Medicare's service reimbursement programs accounted for 55.0% and 58.4% of rental revenue in the three months ended March 31, 2025 and 2024, respectively, and accounted for 9.2% and 11.2% of total revenue for the three months ended March 31, 2025 and 2024, respectively. Accounts receivable balances relating to Medicare's service reimbursement programs (including held and unbilled, net of allowances) amounted to \$1,352, or 3.7%, of total net accounts receivable as of March 31, 2025 compared to \$1,107, or 4.8%, of total net accounts receivable as of December 31, 2024.

The Company currently purchases raw materials from a limited number of vendors, which resulted in a concentration of three major vendors. The three major vendors supply the Company with raw materials used to manufacture the Company's products. For the three months ended March 31, 2025, the Company's three major vendors accounted for 17.9%, 10.8%, and 10.6%, respectively, of total raw material purchases. For the three months ended March 31, 2024, the Company's three major vendors accounted for 24.6%, 17.2%, and 10.0%, respectively, of total raw material purchases.

A portion of revenue is earned from sales outside the United States. Approximately 78.9% and 79.9% of the non-U.S. revenue for the three months ended March 31, 2025 and 2024, respectively, were invoiced in Euros. A breakdown of the Company's revenue from U.S. and non-U.S. sources for the three months ended March 31, 2025 and 2024, respectively, is as follows:

	Three months ended			
	March 31, 2025		March 31, 2024	
U.S. revenue	\$	50,295	\$	51,990
Non-U.S. revenue		31,985		26,035
Total revenue	\$	<u>82,280</u>	\$	<u>78,025</u>

#### ***Inventories***

Inventories are stated at the lower of cost and net realizable value, using the first-in, first-out, or FIFO, method. The Company records adjustments to inventory for potentially excess, obsolete, slow-moving or impaired items, and losses on firm purchase commitments as a component of cost of sales in the consolidated statements of comprehensive loss. The Company recorded noncurrent inventory related to inventories that are expected to be realized or consumed after one year of \$679 and \$1,291 as of March 31, 2025 and December 31, 2024, respectively. Noncurrent inventories are primarily related to raw materials purchased in bulk to support long-term expected repairs to reduce costs and are classified in other assets. During the three months ended March 31, 2025 and 2024, \$149 and \$331, respectively, of inventory was transferred to rental equipment and was considered a noncash transaction in the production and purchase of rental equipment on the consolidated statements of cash flows. Inventories that are considered current consist of the following:

	March 31, 2025		December 31, 2024	
Raw materials and work-in-progress	\$	19,401	\$	19,224
Finished goods		8,882		7,633
Less: reserves		(2,010)		(2,045)
Inventories, net	\$	<u>26,273</u>	\$	<u>24,812</u>

#### ***Property and equipment***

Expenditures for additions, improvements and replacements are capitalized and depreciated to a salvage value of \$0. Repair and maintenance costs on rental equipment are included in cost of rental revenue on the consolidated statements of comprehensive loss. Repair and maintenance expense, which includes labor, parts, and freight, for rental equipment was \$1,838 and \$1,759 for the three months ended March 31, 2025 and 2024, respectively.

Depreciation and amortization expense related to rental equipment and other property and equipment are summarized below for the three months ended March 31, 2025 and 2024, respectively.

	Three months ended			
	March 31, 2025		March 31, 2024	
Rental equipment	\$	3,034	\$	3,179
Other property and equipment		1,016		1,154
Total depreciation and amortization	\$	<u>4,050</u>	\$	<u>4,333</u>

Property and equipment and rental equipment with associated accumulated depreciation is summarized below as of March 31, 2025 and December 31, 2024, respectively.

	<b>March 31, 2025</b>	<b>December 31, 2024</b>
<b>Property and equipment</b>		
Rental equipment, net of allowances of \$3,805 and \$3,744, respectively	\$ 62,019	\$ 64,012
Other property and equipment	24,837	25,123
Property and equipment	86,856	89,135
<b>Accumulated depreciation</b>		
Rental equipment	32,400	32,294
Other property and equipment	13,357	12,441
Accumulated depreciation	45,757	44,735
<b>Property and equipment, net</b>		
Rental equipment, net of allowances of \$3,805 and \$3,744, respectively	29,619	31,718
Other property and equipment	11,480	12,682
Property and equipment, net	<u>\$ 41,099</u>	<u>\$ 44,400</u>

***Long-lived assets***

The Company accounts for the impairment and disposition of long-lived assets in accordance with Accounting Standards Codification, or ASC, 360 — *Property, Plant, and Equipment*. Long-lived assets are reviewed for indicators of impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. No impairments were recorded for the three months ended March 31, 2025 and 2024.

***Goodwill and other identifiable intangible assets***

***Goodwill***

The changes in the carrying amount of goodwill for the three months ended March 31, 2025 were as follows:

Balance as of December 31, 2024 <sup>(1)</sup>	\$ 9,465
Translation adjustment	395
Balance as of March 31, 2025 <sup>(1)</sup>	<u>\$ 9,860</u>

<sup>(1)</sup> Includes \$32,894 of accumulated impairment losses as of March 31, 2025 and December 31, 2024.

*Intangible assets*

Intangible assets as of March 31, 2025 and December 31, 2024 consisted of the following:

	Average estimated useful lives (in years)	Gross carrying amount	Accumulated amortization	Net amount
<b>March 31, 2025</b>				
Developed technology	10	\$ 32,651	\$ 5,034	\$ 27,617
Licenses	10	159	159	—
Patents and websites	5	3,776	3,765	11
Customer relationships	4-10	2,915	1,547	1,368
Trade name				
	4	202	78	124
Commercials	3	494	323	171
Internally developed software	3	3,175	859	2,316
Total		<u>\$ 43,372</u>	<u>\$ 11,765</u>	<u>\$ 31,607</u>

	Average estimated useful lives (in years)	Gross carrying amount	Accumulated amortization	Net amount
<b>December 31, 2024</b>				
Developed technology	10	\$ 31,342	\$ 4,048	\$ 27,294
Licenses	10	159	159	—
Patents and websites	5	3,776	3,752	24
Customer relationships	4-10	2,799	1,447	1,352
Trade name	4	194	63	131
Commercials	3	494	282	212
Internally developed software	3	2,090	610	1,480
Total		<u>\$ 40,854</u>	<u>\$ 10,361</u>	<u>\$ 30,493</u>

Annual estimated amortization expense for each of the succeeding fiscal years is as follows:

	March 31, 2025
Remaining 9 months of 2025	\$ 3,532
2026	4,588
2027	3,911
2028	3,442
2029	3,427
2030	3,427
Thereafter	9,280
Total	<u>\$ 31,607</u>

*Current liabilities*

Accounts payable and accrued expenses as of March 31, 2025 and December 31, 2024 consisted of the following:

	March 31, 2025	December 31, 2024
Accounts payable	\$ 23,257	\$ 16,616
Accrued inventory (in-transit and unvouchered receipts) and trade payables	7,531	6,917
Accrued loss on purchase commitments	701	672
Forward contract payable	1,888	—
Other accrued expenses	2,548	2,948
Total accounts payable and accrued expenses	<u>\$ 35,925</u>	<u>\$ 27,153</u>

Accrued payroll as of March 31, 2025 and December 31, 2024 consisted of the following:

	March 31, 2025	December 31, 2024
Accrued bonuses	\$ 1,968	\$ 6,370
Accrued wages and other payroll related items	3,469	5,570
Accrued vacation	3,981	3,456
Accrued severance	926	1,429
Accrued employee stock purchase plan deductions	169	364
Total accrued payroll	<u>\$ 10,513</u>	<u>\$ 17,189</u>

## 5. Leases

The Company has entered into operating leases primarily for commercial buildings. These leases have terms that range from three years to 11 years, some of which include options to extend the leases for up to five years. Rent expense, including short-term lease cost, was \$962 and \$1,073 for the three months ended March 31, 2025 and 2024, respectively.

In July 2023, the Company entered into an Assignment and Assumption of Lease Agreement in which a third party, referred to as the Assignee, assumed the rights, title, and interest in the lease, including assumption of lease payments. Commencing February 1, 2024 and ending May 31, 2031, the Assignee assumed responsibility for the monthly lease payments. Notwithstanding the Assignee's assumption of lease payments, the Company remains the primary obligor under the lease to the landlord.

Lease payments assumed by the Assignee are:

### Payments due in the 12-month period ending March 31,

2026	\$ 1,136
2027	1,136
2028	1,136
2029	1,136
2030	1,136
Thereafter	1,325
Total	<u>\$ 7,005</u>

Information related to the Company's right-of-use assets and related operating lease liabilities were as follows:

	Three months ended March 31,	
	2025	2024
Cash paid for operating lease liabilities	\$ 946	\$ 1,115
Operating lease cost	935	1,056
Non-cash right-of-use assets obtained in exchange for new operating lease obligations	551	1,224
Weighted-average remaining lease term	3.1 years	3.0 years
Weighted-average discount rate	5.8%	4.8%

### Maturities of lease liabilities due in the 12-month period ending March 31,

2026	\$ 3,481
2027	3,767
2028	3,630
2029	3,238
2030	3,199
Thereafter	3,615
	20,930
Less imputed interest	(1,718)
Total lease liabilities	<u>\$ 19,212</u>
Operating lease liability - current	\$ 2,945
Operating lease liability - noncurrent	16,267
Total lease liabilities	<u>\$ 19,212</u>

## 6. Loss per share

Loss per share, or EPS, is computed in accordance with ASC 260—*Earnings per Share* and is calculated using the weighted-average number of shares of common stock outstanding during each period. Diluted EPS assumes the conversion, exercise or issuance of all potential common stock equivalents (which can include dilution of outstanding stock options and restricted stock units) unless the effect is to reduce a loss or increase the income per share. For purposes of this calculation, common stock subject to repurchase by the Company, options, and other dilutive awards are considered to be common stock equivalents and are only included in the calculation of diluted loss per share when their effect is dilutive.

Basic loss per share is calculated using the Company's weighted-average outstanding shares of common stock. Diluted loss per share is calculated using the Company's weighted-average outstanding shares of common stock including the dilutive effect of stock awards as determined under the treasury stock method.

The computation of EPS is as follows:

	Three months ended March 31,	
	2025	2024
<b>Numerator—basic and diluted:</b>		
Net loss	\$ (6,174)	\$ (14,578)
<b>Denominator:</b>		
Weighted average shares of common stock - basic common stock <sup>(1)</sup>	25,164,444	23,401,598
Weighted average shares of common stock - diluted common stock	25,164,444	23,401,598
Net loss per share - basic common stock	\$ (0.25)	\$ (0.62)
Net loss per share - diluted common stock <sup>(2)</sup>	\$ (0.25)	\$ (0.62)
<b>Denominator calculation from basic to diluted:</b>		
Weighted average shares of common stock - basic common stock <sup>(1)</sup>	25,164,444	23,401,598
Stock options and other dilutive awards	684,657	267,100
Weighted average shares of common stock - diluted common stock	25,849,101	23,668,698
<b>Shares excluded from diluted weighted average shares:</b>		
Stock options	—	20,000
Restricted stock units	495,777	493,237
Shares excluded from diluted weighted average shares	495,777	513,237

<sup>(1)</sup> Unvested restricted stock units are not included as shares outstanding in the calculation of basic earnings per share. Vested restricted stock units are included in basic earnings per share if all vesting and performance criteria have been met. Performance-based restricted stock units are included in the number of shares used to calculate diluted earnings per share as long as all applicable performance criteria are met, and their effect is dilutive.

<sup>(2)</sup> Due to net losses for the three months ended March 31, 2025 and March 31, 2024, diluted loss per share is the same as basic loss per share.

## 7. Income taxes

The Company accounts for income taxes in accordance with ASC 740 — *Income Taxes*. Under ASC 740, income taxes are recognized for the amount of taxes payable or refundable for the current period and deferred tax liabilities and assets are recognized for the future tax consequences of transactions that have been recognized in the Company's consolidated financial statements or tax returns. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. A valuation allowance is provided when it is more likely than not that some portion, or all, of the deferred tax asset will not be realized. As of December 31, 2024, the Company recorded a full valuation allowance of \$66,533. As of March 31, 2025, the Company continued to record a valuation allowance against its domestic deferred tax assets.

The Company accounts for uncertainties in income tax in accordance with ASC 740-10 — *Accounting for Uncertainty in Income Taxes*. ASC 740-10 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. This accounting standard also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure, and transition.

The Company recognizes interest and penalties on taxes, within its income tax provision on its consolidated statements of comprehensive loss.

## 8. Stockholders' equity

The Company has a 2014 Equity Incentive Plan, or the 2014 Plan, under which the Company granted restricted stock units, restricted stock awards, performance units, performance shares, and options to purchase shares of its common stock. As of March 31, 2025, awards with respect to 150,608 shares of the Company's common stock were outstanding under the 2014 Plan.

The Company has an Amended and Restated 2023 Equity Incentive Plan, or the 2023 Plan, that provides for the grant of incentive stock options, within the meaning of Section 422 of the Internal Revenue Code, to the Company's employees and any parent and subsidiary corporation's employees, and for the grant of nonstatutory stock options, restricted stock, restricted stock units, restricted stock awards, stock appreciation rights, performance units and performance shares to its employees, directors and consultants and its parent and subsidiary corporations' employees and consultants.

As of March 31, 2025, awards with respect to 2,569,074 shares of the Company's common stock were outstanding, and 968,219 shares of common stock remained available for issuance under the 2023 Plan. The shares available for issuance under the 2023 Plan will be increased by any shares returned to the 2014 Plan as a result of expiration or termination of awards.

The Company previously granted restricted stock units to induce an employee to accept employment with the Company in accordance with Nasdaq Listing Rule 5635(c)(4). As of March 31, 2025, awards with respect to 125,000 shares of the Company's common stock were outstanding pursuant to such inducement grant.

### *Securities purchase agreement*

On January 25, 2025, the Company entered into a Securities Purchase Agreement, or the Purchase Agreement, with Yuwell (Hong Kong) Holdings Limited, or the Investor, a wholly-owned subsidiary of Yuwell, pursuant to which the Investor purchased 2,626,425 shares of the Company's common stock at a price per share of \$10.36, for an aggregate purchase price of approximately \$27,210, or the Private Placement. The closing of the Private Placement took place on February 21, 2025.

### *Stock incentive awards*

The Company grants restricted stock units, or RSUs, under the 2014 and 2023 Plans and made one inducement grant of RSUs in 2024. RSUs vest either based solely on the satisfaction of time-based service conditions or on the satisfaction of time-based service conditions combined with performance criteria. RSUs are subject to forfeiture if the holder's services to the Company terminate before vesting.

RSUs granted with only time-based service vesting conditions generally vest over three-year service periods, as defined in the terms of each award. RSUs that vest based on the satisfaction of time-based service conditions combined with performance criteria generally vest over a three-year service and performance period, based on performance and/or market conditions established at the time of the award. The portion of the RSU award that is earned may equal or be more or less than the targeted number of shares subject to the RSU award depending on whether the performance criteria are met.

RSU activity for the three months ended March 31, 2025 is summarized below:

					Weighted- average grant date fair value per share
Restricted stock units	Time-based	Performance and time-based	Total		
Unvested restricted stock units as of December 31, 2024	1,203,383	601,194	1,804,577	\$	8.61
Granted	700,630	822,308	1,522,938		9.84
Vested	(241,355)	(118,100)	(359,455)		10.43
Forfeited/canceled	(41,175)	(82,213)	(123,388)		10.41
Unvested restricted stock units as of March 31, 2025 <sup>(1)</sup>	<u>1,621,483</u>	<u>1,223,189</u>	<u>2,844,672</u>	\$	8.86
Unvested and expected to vest restricted stock units outstanding as of March 31, 2025			1,937,480	\$	8.83



<sup>(1)</sup> Outstanding RSUs are based on the maximum payout of the targeted number of shares.

As of March 31, 2025, the unrecognized compensation cost related to unvested employee restricted stock units was \$14,359, excluding estimated forfeitures. This amount is expected to be recognized over a weighted average period of 2.4 years.

**Employee stock purchase plan**

The Company's 2014 Employee Stock Purchase Plan, or ESPP, provides all eligible employees the option to purchase shares of the Company's common stock at a discount through payroll deductions. As of March 31, 2025, a total of 695,428 shares of common stock were available for future purchase under the ESPP. In the first quarter of 2025, an additional 179,069 shares of common stock were reserved for issuance pursuant to future ESPP purchases as a result of the annual evergreen increase under the ESPP.

**Stock-based compensation**

Stock-based compensation expense recognized for the three months ended March 31, 2025 and 2024, was as follows:

	<b>Three months ended March 31,</b>	
	<b>2025</b>	<b>2024</b>
Stock-based compensation expense by type of award:		
Restricted stock units	\$ 2,008	\$ 2,309
Employee stock purchase plan	139	107
Total stock-based compensation expense	<u>\$ 2,147</u>	<u>\$ 2,416</u>

Stock-based compensation expense was calculated based on awards of restricted stock units expected to vest based on the Company's historical award cancellations. ASC 718 – *Compensation-Stock Compensation* requires forfeitures to be estimated at the time of grant and revised, if necessary, in subsequent periods if actual forfeitures differ from those estimates.

For the three months ended March 31, 2025 and 2024, respectively, stock-based compensation expense recognized under ASC 718, included in cost of revenue, research and development expense, sales and marketing expense, and general and administrative expense was as follows:

	<b>Three months ended March 31,</b>	
	<b>2025</b>	<b>2024</b>
Cost of revenue	\$ 167	\$ 180
Research and development	95	460
Sales and marketing	214	430
General and administrative	1,671	1,346
Total stock-based compensation expense	<u>\$ 2,147</u>	<u>\$ 2,416</u>

## 9. Commitments and contingencies

### *Purchase obligations*

The Company had approximately \$56,850 of outstanding purchase orders due within one year with its outside vendors and suppliers as of March 31, 2025. The Company has \$701 and \$672 accrued within accounts payable and other accrued expenses in the consolidated balance sheet as of March 31, 2025 and December 31, 2024, respectively, related to estimated losses for firm commitment contractual obligations under these agreements. Losses on these firm commitment contractual obligations are recognized based upon the terms of the respective agreement and similar factors considered for the write-down of inventory, including expected sales requirements as determined by internal sales forecasts.

### *Warranty obligation*

The following table identifies the changes in the Company's aggregate product warranty liabilities for the three-month and 12-month periods ended March 31, 2025 and December 31, 2024, respectively:

	March 31, 2025	December 31, 2024
Product warranty liability at beginning of period	\$ 26,086	\$ 23,478
Accruals for warranties issued	3,170	12,076
Adjustments related to preexisting warranties (including changes in estimates)	(1,045)	280
Settlements made (in cash or in kind)	(2,327)	(9,748)
Product warranty liability at end of period	<u>\$ 25,884</u>	<u>\$ 26,086</u>

### *Contract liabilities*

Contract liabilities primarily consist of deferred revenue related to lifetime warranties on direct-to-consumer sales revenue when cash payments are received in advance of services performed under the contract. The contract with the customer states the final terms of the sale, including the description, quantity, and price of each product or service purchase. The decrease in deferred revenue related to lifetime warranties for the three months ended March 31, 2025 was primarily driven by \$1,126 of revenue recognized that were included in the deferred revenue balances as of December 31, 2024, partially offset by \$312 of payments received in advance of satisfying performance obligations. Deferred revenue related to lifetime warranties was \$9,108 and \$9,922 as of March 31, 2025 and December 31, 2024, respectively, and is classified within deferred revenue - current and noncurrent deferred revenue - noncurrent in the consolidated balance sheets.

### *Legislation and HIPAA*

The healthcare industry is subject to numerous laws and regulations of federal, state, and local governments. These laws and regulations include, but are not necessarily limited to, matters such as licensure, accreditation, government healthcare program participation requirements, reimbursement for patient services, and Medicare and Medicaid fraud and abuse. Compliance with government laws and regulations can be subject to future government review and interpretation as well as regulatory actions unknown or unasserted at this time. The Health Insurance Portability and Accountability Act of 1996, or HIPAA, was enacted to ensure health insurance portability, reduce healthcare fraud and abuse, guarantee security and privacy of health information, and enforce standards for health information. The Health Information Technology for Economic and Clinical Health Act, or the HITECH Act, in part, imposes notification requirements of certain security breaches relating to protected health information. The Company is not aware of any pending claims against it under the HIPAA and HITECH regulations that are applicable to the Company's business.

### *Legal proceedings*

The Company is party to various legal proceedings and investigations arising in the normal course of business. The Company carries insurance, subject to specified deductibles under the policies, to protect against losses from certain types of legal claims. At this time, the Company does not anticipate that any of these other proceedings arising in the normal course of business will have a material adverse effect on the Company's business. Regardless of the outcome, litigation can have an adverse impact on the Company because of defense and settlement costs, diversion of management resources, and other factors.

## 10. Foreign currency exchange contracts and hedging

As of March 31, 2025 and March 31, 2024, the Company's total non-designated and designated derivative contracts had notional amounts totaling approximately \$46,178 and \$20,014, respectively, and \$37,425 and \$0, respectively. These contracts were comprised of offsetting contracts with the same counterparty, each expires within one to ten months. During the three months ended March 31, 2025 and 2024, these contracts had, net of tax, an unrealized loss of \$865 and an unrealized gain or (loss) of \$0, respectively.

The nonperformance risk of the Company and the counterparty did not have a material impact on the fair value of the derivatives. During the three months ended March 31, 2025, there were no ineffective portions relating to these hedges and the hedges remained effective through their respective settlement dates. During the three months ended March 31, 2024, there were no ineffective portions related to these hedges. As of March 31, 2025, the Company had nine designated hedges and four non-designated hedges. As of March 31, 2024, the Company had no designated hedges and four non-designated hedges.

## 11. Segments

Operating segments are defined as components of an enterprise engaging in business activities for which separate financial information is available that is regularly evaluated by the Group's chief operating decision makers, or CODM. Based on the criteria established by ASC 280 *Segment Reporting*, the Company's CODM has been identified as the executive leadership team, or ELT, which includes the Chief Executive Officer and the Chief Financial Officer. The ELT reviews a monthly executive reporting package based on consolidated results of the Company when making decisions about allocating resources and assessing performance. The Company derives revenues from customers through the development, manufacturing, marketing, sales, and rental of respiratory products. The Company considered the following when assessing its segment determination: the similar nature of the Company's products and services that are included together in the oxygen therapy and respiratory care markets; the consistent production processes used to manufacture the Company's products; the same channels used to distribute and sell the Company's products; and the products align and qualify as respiratory durable medical equipment per the regulatory definition. Therefore, the Company determined that it operates and reports in only one operating and reportable segment. The CODM assesses performance for the one operating and reportable segment and decides how to allocate resources based on the segment profit or loss measure and adjusted EBITDA. The measure of segment assets is reported on the balance sheet as "total assets." The CODM determined that the Company's segment profit or loss measure that is most consistent with GAAP measurement principles is net loss to evaluate income and loss generated from segment assets (return on assets). Net Loss for the Company's one operating and reportable segment is reported on the consolidated statements of comprehensive loss. The Company evaluated the monthly executive reporting package and did not identify any significant or other expenses for disclosure that are not already presented on the consolidated statements of comprehensive loss.

## Item 2: Management's Discussion and Analysis of Financial Condition and Results of Operations

### Forward-Looking Statements

The following discussion and analysis of the financial condition and results of our operations should be in conjunction with the consolidated financial statements and related notes elsewhere in this Quarterly Report on Form 10-Q. This discussion contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act, that are based on our management's beliefs and assumptions and on information currently available to our management. The forward-looking statements are contained principally in this Management's Discussion and Analysis of Financial Condition and Results of Operations and in the section entitled "Risk Factors" of our Annual Report on Form 10-K and our subsequently filed Quarterly Reports on Form 10-Q filed with the SEC. Forward-looking statements include, but are not limited to, statements concerning the following:

- information concerning our possible or assumed future cash flows, revenue, sources of revenue, results of operations, and operating and other expenses;
- the impact of expense inflation on the components we use in our products, and the impact of inflation of the ability of our customers to afford our products;
- the potential for future supply chain constraints;
- our assessment and expectations regarding reimbursement rates, future rounds of competitive bidding, Centers for Medicare and Medicaid Services changes to Home Use of Oxygen national coverage determination and how those changes are implemented, and future changes in rental revenue;
- our ability to develop new products, improve our existing products, and increase the value of our products;
- our expectations regarding the timing of new products and product improvement launches as well as product features and specifications;
- our expectations with respect to our cost reduction initiatives;
- our expectations regarding regulatory approvals and government and third-party payor coverage and reimbursement;
- the ability of our competitors to introduce products to the market that may be lower priced than ours, may have more product features than ours, or are otherwise more accepted by the market, including our home medical equipment providers;
- our ability to attract key talent to the Company, and to retain key employees;
- our ability to efficiently integrate Physio-Assist and our ability to obtain reimbursement coverage and payment for the Physio-Assist products in the U.S.;
- expectations with respect to market share, unit sales, business strategies, financing plans, expansion of our business, competitive position, industry environment, and potential growth opportunities;
- our expectations regarding the market size, market growth, and the growth potential for our business;
- our ability to grow our business and enter new markets;
- our expectations regarding the average selling prices and manufacturing costs of our products and our ongoing efforts to reduce average unit costs for our systems;
- our expectations regarding the productivity of our sales and marketing teams;
- our expectations with respect to our European and U.S. facilities and our expectations with respect to our contract manufacturer in Europe;
- our expectations, and changing regulations regarding tariffs that are or may be imposed by the U.S. on certain imported materials and products;
- our ability to successfully acquire and integrate companies and assets;
- our expectations regarding the impact and implementation of trade regulations on our supply chain;
- our expectations of future accounting pronouncements or changes in our accounting policies;
- our internal control environment;

- the effects of seasonal trends on our results of operations and estimated hiring plans; and

- our expectation that our existing capital resources and the cash to be generated from expected product sales and rentals will be sufficient to meet our projected operating and investing requirements for at least the next 12 months.

Forward-looking statements include statements that are not historical facts and can be identified by terms such as “anticipates,” “believes,” “could,” “seeks,” “estimates,” “expects,” “intends,” “may,” “plans,” “potential,” “predicts,” “projects,” “should,” “will,” “would,” or similar expressions and the negatives of those terms.

Forward-looking statements involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements. We discuss these risks in greater detail in the sections entitled “Risk Factors” and elsewhere in this Quarterly Report on Form 10-Q, and our Annual Report on Form 10-K filed with the SEC on February 28, 2025. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Moreover, we operate in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for us 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 future events and trends discussed in this Quarterly Report on Form 10-Q may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

The forward-looking statements made in this Quarterly Report on Form 10-Q relate only to events as of the date on which the statements are made. Except as required by law, we assume no obligation to update these forward-looking statements, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

This Quarterly Report on Form 10-Q also contains estimates, projections and other information concerning our industry, our business, and the markets for certain diseases, including data regarding the estimated size of those markets, and the incidence and prevalence of certain medical conditions. Information that is based on estimates, forecasts, projections, market research, or similar methodologies is inherently subject to uncertainties and actual events, or circumstances may differ materially from events and circumstances reflected in this information. Unless otherwise expressly stated, we obtained this industry, business, market, and other data from reports, research surveys, studies, and similar data prepared by market research firms and other third parties, industry, medical and general publications, government data and similar sources.

“Inogen,” “Inogen One,” “Inogen One G3,” “G4,” “G5,” “Oxygen.Anytime.Anywhere,” “Intelligent Delivery Technology,” “Inogen At Home,” “Inogen Rove,” and the Inogen design, are registered trademarks with the United States Patent and Trademark Office of Inogen, Inc. We own pending applications for the marks “Rove,” “Inogen Rove 4,” “Inogen Rove 6,” and “VOXI” with the United States Patent and Trademark Office. We own trademark registrations for the mark “Inogen” in Argentina, Australia, Bermuda, Canada, Chile, China, Columbia, Ecuador, Hong Kong, South Korea, Malaysia, Mexico, Europe (European Union Registration), the United Kingdom, Iceland, India, Indonesia, Israel, Japan, Kuwait, New Zealand, Norway, Dominican Republic, Paraguay, Peru, Philippines, Turkey, Singapore, South Africa, Switzerland, Uruguay, and Vietnam. We own pending applications for the mark “Inogen” in Thailand, and the UAE. We own a trademark registration for the mark “イノジェン” in Japan. We own trademark registrations for the marks “印诺真” and “艾诺根” in China. We own trademark registrations for the mark “Inogen One” in Australia, Canada, China, South Korea, Mexico, Europe (European Union Registration), and the United Kingdom. We own a trademark registration for the mark “Satellite Conserver” in Canada. We own trademark registrations for the mark “Inogen At Home” in Europe (European Union Registration) and the United Kingdom. We own trademark registrations for the mark “G4” in Europe (European Union Registration) and the United Kingdom. We own trademark registrations for the marks “Inogen Rove 4” and “Inogen Rove 6” in Europe (European Union Registration) and the United Kingdom. We own pending applications for the marks “Inogen Rove 4” and “Inogen Rove 6” in Canada. We own trademark registrations for the mark “Rove” in Australia, China, Europe (European Union Registration), Indonesia, Mexico, and the United Kingdom. We own pending applications for the mark “Rove” in Argentina, Brazil, Canada, Colombia, India, South Korea, and Saudi Arabia. We own trademark registrations for the mark “Inogen Rove” in Australia, China, Europe (European Union Registration), Indonesia, Mexico, and the United Kingdom. We own pending applications for the mark “Inogen Rove” in Argentina, Brazil, Canada, Colombia, India, South Korea, and Saudi Arabia. We own trademark registrations for the Inogen design in Bolivia and China. We own a trademark registration for the mark “إنوجن” in Saudi Arabia. We own a pending application for the Inogen One G5 design in Brazil. We own a pending application for “Inogen Simeox” in China. We own a pending application for the mark “VOXI” in Europe (European Union Registration). Other service marks, trademarks, and trade names referred to in this Quarterly Report on Form 10-Q are the property of their respective owners. “PHYSIOASSIST,” the Physio-Assist logo, “SIMEOX,” and the Pissenlit logo are registered trademarks of Inogen’s wholly-owned subsidiary Physio-Assist. Physio-Assist owns

trademark registrations for the mark “PHYSIOASSIST” in Europe (European Union Registration), France, Japan, United Kingdom, and USA. Physio-Assist owns trademark registrations for the Physio-Assist logo in China, Europe (European Union Registration), France, Japan, South Korea, United Kingdom, and USA. Physio-Assist owns trademark registrations for the mark “SIMEOX” in Europe (European Union Registration), France, Japan, Russia, United Kingdom, and USA. Physio-Assist owns pending applications for the mark “SIMEOX” in Argentina, Canada, Colombia, Mexico, Norway, and Switzerland. Physio-Assist owns a trademark registration for the Pissenlit logo in France.

In this Quarterly Report on Form 10-Q, “the Company,” “we,” “us,” and “our” refer to Inogen, Inc. and its subsidiaries.

The following discussion of our financial condition and results of operations should be read together with our consolidated financial statements and the accompanying condensed notes to those statements included elsewhere in this document. In addition, you should refer to our audited consolidated financial statements and notes thereto and related Management’s Discussion and Analysis of Financial Condition and Results of Operations appearing in our Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the SEC on February 28, 2025.

### **Critical accounting policies and estimates**

Our discussion and analysis of our financial condition and results of operations are based upon our consolidated financial statements which have been prepared in accordance with U.S. GAAP. The preparation of these financial statements requires us to make estimates and judgments that affect the reported amounts of assets and liabilities and related disclosure of contingent assets and liabilities, revenue and expenses at the date of the financial statements. Generally, we base our estimates on historical experience and on various other assumptions in accordance with U.S. GAAP that we believe to be reasonable under the circumstances. Actual results may differ from these estimates and such differences could be material to the financial position and results of operations.

Critical accounting policies and estimates are those that we consider the most important to the portrayal of our financial condition and results of operations because they require our most difficult, subjective or complex judgments, often as a result of the need to make estimates about the effect of matters that are inherently uncertain. Our critical accounting policies and estimates include those related to:

- revenue recognition; and
- acquisitions and related acquired intangible assets and goodwill.

There have been no material changes in our critical accounting policies and estimates in the preparation of our consolidated financial statements during the three months ended March 31, 2025 compared to those disclosed in our Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the SEC on February 28, 2025.

### **Recent accounting pronouncements**

Information about recently adopted and proposed accounting pronouncements, if applicable, is included in [Note 2](#) to our consolidated financial statements in Part I, Item 1 of this Quarterly Report on Form 10-Q under the heading “Recent Accounting Pronouncements” and is incorporated herein by reference.

### **Macroeconomic environment**

While we have worked to improve our global supply chain, challenges and potential disruptions still exist. We have experienced, and may continue to experience, increases in cost and limited availability of certain raw materials, components, and other inputs necessary to manufacture and distribute our products due to constraints and inflation within the global supply chain, as well as increases in wage costs and the cost and time to distribute our products. Uncertainty around inflationary pressures, interest rates, monetary policy, and changes in tariffs and tax laws could potentially cause new, or exacerbate existing, economic challenges that we may face, including the impact of foreign currency fluctuations on our results of operations, or result in an economic downturn or recession, which could negatively impact our business operations and results. Existing and future potential geopolitical dynamics may create economic, supply chain, energy, and other challenges, including disruptions to business operations, which has impacted, and may in the future negatively impact our business. In particular, international conflicts could create instability, have and may further result in sanctions, tariffs, and other measures that restrict international trade and may negatively affect our business operations and results.

We continue to monitor the additional tariffs announced by the U.S. government, and potential tariff modifications or the imposition of tariffs or export controls by other countries. As the tariffs are currently detailed, we do not expect a material impact to our business.

For additional information on risk factors that could impact our results, please refer to the sections entitled “Risk Factors” in this Quarterly Report on Form 10-Q and our Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the SEC on February 28, 2025.

## Overview

We are a medical technology company that primarily develops, manufactures, and markets innovative respiratory market products, including our portable oxygen therapy solutions for patients with chronic respiratory conditions as well as our Simeox product for airway clearance treatment. Our leading portfolio of innovative POCs is designed to deliver high output ratio-to-weight, meaningful sound suppression and has among the longest run times in the industry so that we can meet the needs of patients across a variety of disease states. We are positioned in the market as both a medical technology company and as a home medical equipment provider that is accredited in all 50 states in the United States with a significant patient, prescriber and provider reach. Our products are sold in the United States through direct patient and prescriber sales, as well as resellers and home medical equipment companies, and internationally through distributors and medical equipment companies.

We derive the majority of our revenue from the sale and rental of our portable oxygen concentrator systems and related accessories to patients, insurance carriers, home healthcare providers, resellers, and distributors, including our private label collaborator. We sell multiple configurations of our Inogen One®, Inogen Rove and Inogen At Home systems with various batteries, accessories, warranties, power cords, and language settings. Our goal is to design, build, and market oxygen solutions that redefine how long-term oxygen therapy is delivered.

To accomplish this goal, we intend to:

- Expand our domestic home medical equipment, or HME, provider and reseller network.* We remain focused on our domestic business-to-business partnerships, including relationships with distributors, key accounts, resellers, our private label collaborator, and traditional HME providers. We offer patient-preferred, low total cost of ownership products to help providers convert their businesses to a non-delivery POC business model. The U.S. market represents a main opportunity for growth as we believe that the POC adoption is still in a low penetration rate.
- Increase international business-to-business adoption.* We continue to believe there is a sizable international market opportunity, particularly in Europe where there is existing oxygen reimbursement for respiratory conditions. In order to take advantage of these international markets, we have partnered with distributors who serve key customers in those markets. We additionally have an Inogen base of operations for sales and customer service in the Netherlands along with sales representatives based in focused European countries, and use a contract manufacturer, Foxconn, located in the Czech Republic to support the majority of our European sales volumes. We are also focused on expanding in the Asia-Pacific region and Latin America where we have added sales representatives to set up new distributors in promising markets.
- Improve our domestic direct-to-consumer sales and prescriber sales teams and increase productivity.* We are continuing to focus on the patient first initiative, which involves cross-training of sales representatives to execute cash sales and insurance rental. Additionally, we expect to continue to focus on increased productivity driven by improved sales management discipline, insights-informed tools, and optimized patient lead generation with a downsized direct-to-consumer sales team.
- Optimize our rental revenues.* We continue to evolve our operating model to focus the enhanced sales teams to drive increased rental revenue by establishing relationships with the prescriber through a consistent cadence of contact.
- Invest in our oxygen product offerings to develop innovative products and expand clinical evidence.* We incurred \$4.0 million and \$6.6 million in the three months ended March 31, 2025 and 2024, respectively, in research and development expenses, and we intend to continue to make such investments in the foreseeable future.  
We plan to also continue to invest in clinical studies to evaluate expected improvements in clinical, economic and patient reported outcomes associated with the use of our products as part of our efforts to drive payor and prescriber advocacy for our products.
- Expand our product offerings and indications for use.* We are focused on expanding new products that drive benefits to patients, prescribers and our customers with a clinically relevant pipeline. These products would include innovations that strengthen our offerings in chronic obstructive pulmonary disease, or COPD, as well as future innovations that differentiate beyond devices to allow patients and clinicians to better manage respiratory disease with advanced portable oxygen concentrators with digital health value added services, expansion of use to hypercapnia, shortness-of-breath, and to other related disease indications.

Our Simeox product is a technology-enabled airway clearance and mucus management device predominantly aimed at serving patients with bronchiectasis which is a condition that presents as the lung's bronchi are damaged and widened in patients with cystic fibrosis, COPD, or other respiratory conditions. Simeox is used in pulmonary rehabilitation centers as well as at home. Simeox has been cleared under CE mark in the European Union and is currently being sold in Europe and several other markets. In addition, we obtained 510(k) clearance for Simeox in December 2024 and plan to leverage our commercial infrastructure and capabilities to market the device in the United States, while continuing to market it in the other geographies. We intend to commercialize Simeox through the sale or rental of the product initially, followed by recurring sales of device disposables. We will begin efforts to obtain market feedback in the first half of 2025, as well as to initialize the work towards reimbursement coverage for the Simeox product in the U.S.

In January 2025, we entered into the Collaboration Agreement with Yuwell. The collaboration with Yuwell is expected to broaden our product portfolio through distribution of certain respiratory products, including Yuwell's stationary oxygen concentrators, in the United States and select other territories, expand and enhance our innovation pipeline through research and development collaboration, and accelerate the entry of our brand into the Chinese market. In the United States, we expect a limited launch in 2025 with a more extensive launch in 2026 as we focus on market development. In China, we continue to work through the registration process.

## Results of operations

### Comparison of three months ended March 31, 2025 and 2024

#### Revenue

(dollar amounts in thousands)	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Sales revenue	\$ 68,470	\$ 63,095	\$ 5,375	8.5%	83.2%	80.9%
Rental revenue	13,810	14,930	(1,120)	-7.5%	16.8%	19.1%
Total revenue	<u>\$ 82,280</u>	<u>\$ 78,025</u>	<u>\$ 4,255</u>	<u>5.5%</u>	<u>100.0%</u>	<u>100.0%</u>

Sales revenue increased \$5.4 million, or 8.5%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. The increase was primarily attributable to higher demand in domestic and international business-to-business sales. We sold approximately 43,000 oxygen systems during the three months ended March 31, 2025 compared to approximately 33,900 oxygen systems sold during the three months ended March 31, 2024, an increase of 26.8%.

Rental revenue decreased \$1.1 million, or 7.5%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. The decrease in rental revenue was primarily related to a higher mix of lower private-payor reimbursement rates.

(dollar amounts in thousands)	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
<b>Revenue by region and category</b>						
Business-to-business domestic sales	\$ 21,454	\$ 16,519	\$ 4,935	29.9%	26.1%	21.2%
Business-to-business international sales	31,985	26,035	5,950	22.9%	38.9%	33.4%
Direct-to-consumer domestic sales	15,031	20,541	(5,510)	-26.8%	18.2%	26.3%
Direct-to-consumer domestic rentals	13,810	14,930	(1,120)	-7.5%	16.8%	19.1%
Total revenue	<u>\$ 82,280</u>	<u>\$ 78,025</u>	<u>\$ 4,255</u>	<u>5.5%</u>	<u>100.0%</u>	<u>100.0%</u>

Domestic business-to-business sales increased 29.9% for the three months ended March 31, 2025 compared to the three months ended March 31, 2024, primarily due to the result of increased demand from existing customers.

International business-to-business sales increased 22.9% for the three months ended March 31, 2025 compared to the three months ended March 31, 2024, primarily due to higher demand. In the three months ended March 31, 2025, sales in Europe as a percentage of total international sales revenue decreased to 85.6% from 88.2% during the comparable period in 2024.

Domestic direct-to-consumer sales decreased 26.8% for the three months ended March 31, 2025 compared to the three months ended March 31, 2024, primarily driven by lower volume due to lower sales representative headcount versus the comparable period in 2024.

Domestic direct-to-consumer rentals decreased 7.5% for the three months ended March 31, 2025 compared to the three months ended March 31, 2024, primarily related to a higher mix of lower private-payor reimbursement rates.



*Cost of revenue and gross profit*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Cost of sales revenue	\$ 38,083	\$ 35,244	\$ 2,839	8.1%	46.3%	45.1%
Cost of rental revenue	7,825	8,410	(585)	-7.0%	9.5%	10.8%
Total cost of revenue	<u>\$ 45,908</u>	<u>\$ 43,654</u>	\$ 2,254	5.2%	55.8%	55.9%
Gross profit - sales revenue	\$ 30,387	\$ 27,851	\$ 2,536	9.1%	36.9%	35.7%
Gross profit - rental revenue	5,985	6,520	(535)	-8.2%	7.3%	8.4%
Total gross profit	<u>\$ 36,372</u>	<u>\$ 34,371</u>	\$ 2,001	5.8%	44.2%	44.1%
Gross margin percentage - sales revenue	44.4%	44.1%				
Gross margin percentage- rental revenue	43.3%	43.7%				
Total gross margin percentage	44.2%	44.1%				

Cost of sales revenue increased \$2.8 million, or 8.1%, for the three months ended March 31, 2025 from the three months ended March 31, 2024 due primarily to an increase in the number of systems sold.

Cost of rental revenue decreased \$0.6 million, or 7.0%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. The decrease in cost of rental revenue was primarily attributable to a decrease in logistics costs. Cost of rental revenue included \$3.0 million of rental asset depreciation for the three months ended March 31, 2025 compared to \$3.2 million for the three months ended March 31, 2024.

Gross margin on sales revenue increased to 44.4% for the three months ended March 31, 2025 from 44.1% for the three months ended March 31, 2024. The increase was driven primarily by lower warranty expense, partially offset by channel and customer mix as well as higher material cost premiums associated with open-market purchases of semiconductor chips used in our POCs. Total worldwide business-to-business sales revenue accounted for 78.0% of total sales revenue in the three months ended March 31, 2025 versus 67.4% in the three months ended March 31, 2024.

Gross margin on rental revenue decreased to 43.3% for the three months ended March 31, 2025 from 43.7% for the three months ended March 31, 2024, primarily due to a higher mix shift of private-payor reimbursement and lower net revenue per rental patient as a result of a decrease in the percentage of patients billed compared to total patients on service.

*Research and development expense*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Research and development expense	\$ 4,034	\$ 6,578	\$ (2,544)	-38.7%	4.9%	8.4%

Research and development expense decreased \$2.5 million, or 38.7%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. This decrease was due primarily to a \$1.8 million decrease in consulting and a \$0.5 million decrease in personnel-related expenses.

*Sales and marketing expense*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Sales and marketing expense	\$ 23,757	\$ 26,936	\$ (3,179)	-11.8%	28.9%	34.5%

Sales and marketing expense decreased \$3.2 million, or 11.8%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. This decrease was primarily due to decreases of \$1.8 million in consulting fees and \$0.9 million in media and advertising costs. In the three months ended March 31, 2025, we spent \$7.6 million in media and advertising costs versus \$8.4 million in the comparable period in 2024.

*General and administrative expense*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
General and administrative expense	\$ 16,237	\$ 17,131	\$ (894)	-5.2%	19.7%	22.0%

General and administrative expense decreased \$0.9 million, or 5.2%, for the three months ended March 31, 2025 from the three months ended March 31, 2024, primarily due to \$0.6 million in the change in fair value of the earnout liability.

*Other income, net*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Interest income, net	\$ 1,029	\$ 1,403	\$ (374)	-26.7%	1.3%	1.8%
Other income, net	356	143	213	149.0%	0.4%	0.2%
Total other income, net	<u>\$ 1,385</u>	<u>\$ 1,546</u>	\$ (161)	-10.4%	1.7%	2.0%

Total other income, net decreased \$0.2 million, or 10.4%, for the three months ended March 31, 2025 from the three months ended March 31, 2024.

*Income tax benefit*

<i>(dollar amounts in thousands)</i>	Three months ended		Change 2025 vs. 2024		% of Revenue	
	March 31,		\$	%	2025	2024
	2025	2024				
Income tax benefit	\$ (97)	\$ (150)	\$ 53	-35.3%	-0.1%	-0.2%
Effective income tax rate	1.5%	1.0%				

Income tax benefit decreased less than \$0.1 million, or 35.3%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. We continued to record a valuation allowance on the use of deferred tax assets in the current and prior periods. The decrease was attributable to lower foreign and state taxes.

Our effective tax rate for the three months ended March 31, 2025 increased compared to the three months ended March 31, 2024, primarily due to a lower net loss and foreign and state taxes.

Net loss

(dollar amounts in thousands)	Three months ended March 31,		Change 2025 vs. 2024		% of Revenue	
	2025	2024	\$	%	2025	2024
Net loss	\$ (6,174)	\$ (14,578)	\$ 8,404	57.6%	-7.5%	-18.7%

Net loss decreased \$8.4 million, or 57.6%, for the three months ended March 31, 2025 from the three months ended March 31, 2024. The decrease in net loss was primarily related to an increase in sales revenue and lower operating expense.

#### Liquidity and capital resources

As of March 31, 2025, we had cash and cash equivalents of \$118.9 million, which consisted of highly liquid investments with a maturity of three months or less. For the three months ended March 31, 2025, we received \$27.2 million from Yuwell and \$0.5 million in proceeds related to our ESPP, partially offset by the payment of the earnout liability of \$13.0 million. For the three months ended March 31, 2024, we received \$0.4 million in proceeds related to our ESPP.

Our principal use of our funds for liquidity and capital resources in the three months ended March 31, 2025 consisted of cash used in investing activities of \$2.0 million for additional rental equipment, other property and plant and equipment, partially offset by cash used in operating activities of \$16.8 million.

We believe that our current cash, cash equivalents, and marketable securities and the cash to be generated from expected product sales and rentals will be sufficient to meet our projected operating and investing requirements for at least the next 12 months. However, our liquidity assumptions may prove to be incorrect, and we could utilize our available financial resources sooner than we currently expect. Our future funding requirements will depend on many factors, including market acceptance of our products; the cost of our research and development activities; payments from customers; the cost, timing, and outcome of litigation or disputes involving intellectual property rights, our products, employee relations, cyber security incidents, or otherwise; the cost and timing of acquisitions and integration thereof; the cost and timing of regulatory clearances or approvals; the cost and timing of establishing additional sales, marketing, and distribution capabilities; and the effect of competing technological and market developments. In the future, we may acquire businesses or technologies from third parties, and we may decide to raise additional capital through debt or equity financing to the extent we believe this is necessary to successfully complete these acquisitions. Our future capital requirements will also depend on many additional factors, including those set forth in the risk factors included in Item 1A. "Risk Factors" in this Quarterly Report on Form 10-Q and in our Annual Report on Form 10-K filed with the SEC on February 28, 2025.

If we require additional funds in the future, we may not be able to obtain such funds on acceptable terms, or at all. In the future, we may also attempt to raise additional capital through the sale of equity securities or through equity-linked or debt financing arrangements. If we raise additional funds by issuing equity or equity-linked securities, the ownership of our existing stockholders will be diluted. If we raise additional financing by the incurrence of indebtedness, we will be subject to increased fixed payment obligations and could also be subject to restrictive covenants, such as limitations on our ability to incur additional debt, and other operating restrictions that could adversely impact our ability to conduct our business. Any future indebtedness we incur may result in terms that could be unfavorable to equity investors. There can be no assurances that we will be able to raise additional capital, which would adversely affect our ability to achieve our business objectives. In addition, if our operating performance during the next 12 months is below our expectations, our liquidity and ability to operate our business could be adversely affected.

The following tables show a summary of our cash flows and working capital for the periods and as of the dates indicated:

(amounts in thousands)	Three months ended March 31,		Change 2025 vs. 2024	
	2025	2024	\$	%
<b>Summary of consolidated cash flows</b>				
Cash used in operating activities	\$ (16,790)	\$ (4,749)	\$ (12,041)	-253.5%
Cash used in investing activities	(2,038)	(13,444)	11,406	84.8%
Cash provided by financing activities	23,951	285	23,666	8303.9%
Effect of exchange rates on cash	1	(140)	141	-100.7%
Net decrease in cash and cash equivalents	<u>\$ 5,124</u>	<u>\$ (18,048)</u>	\$ 23,172	-128.4%

(amounts in thousands)	March 31,	December 31,
<b>Summary of working capital</b>	2025	2024
Total current assets	\$ 200,708	\$ 185,451
Total current liabilities	65,451	76,686
Net working capital	<u>\$ 135,257</u>	<u>\$ 108,765</u>

### ***Operating activities***

Historically, we derive operating cash flows from cash collected from the sales and rental of our products and services. These cash flows received are partially offset by our use of cash for operating expenses to support the growth of our business.

Net cash used in operating activities for the three months ended March 31, 2025 consisted primarily of our net loss of \$6.2 million, partially offset by non-cash adjustment items of depreciation of equipment and leasehold improvements and amortization of intangibles of \$5.2 million, stock-based compensation expense of \$2.1 million, provision for sales returns and doubtful accounts of \$1.7 million, and net loss on disposal of rental assets and other assets of \$0.9 million. The net changes in operating assets and liabilities resulted in net cash used of \$21.3 million, which included the payment of the earnout liability of \$9.8 million.

Net cash used in operating activities for the three months ended March 31, 2024 consisted primarily of our net loss of \$14.6 million, partially offset by non-cash adjustment items such as depreciation of equipment and leasehold improvements and amortization of intangibles of \$5.3 million, stock-based compensation expense of \$2.4 million, provision for sales returns and doubtful accounts of \$2.2 million, net loss on disposal of rental assets and other assets of \$1.2 million, and change in fair value of earnout liability of \$0.6 million. The net changes in operating assets and liabilities resulted in a net decrease in cash of \$1.5 million.

### ***Investing activities***

Net cash used in investing activities generally includes the production and purchase of rental assets, property, plant and equipment, acquisitions, and intangibles to support our expanding business as well as maturities (purchases) of marketable securities.

For the three months ended March 31, 2025, we invested \$2.0 million in the production and purchase of rental assets and other property and equipment.

For the three months ended March 31, 2024, we invested \$12.4 million in the purchase of marketable securities, \$4.1 million in the production and purchase of rental assets and other property and equipment, partially offset by \$3.0 million we received from maturities of marketable securities.

We expend significant manufacturing and production expense in connection with the development and production of our oxygen concentrator and other respiratory care products and, in connection with our rental business, we incur expense in the deployment and maintenance of rental equipment to our patients. Investments will continue to be required in order to grow our sales and rental revenue and continue to supply and replace rental equipment to our rental patients on service.

### ***Financing activities***

Historically, we have funded our operations through our sales and rental revenue and the issuance of preferred and common stock.

For the three months ended March 31, 2025, net cash provided by financing activities consisted of \$27.2 million of proceeds from issuance of common stock pursuant to the Purchase Agreement, \$0.5 million of proceeds received from purchases under our ESPP, partially offset by the payment of the earnout liability of \$3.2 million and employment taxes related to the vesting of RSUs of \$0.6 million.

For the three months ended March 31, 2024, net cash provided by financing activities consisted of \$0.4 million from the proceeds received from purchases under our ESPP, partially offset by the payment of employment taxes related to the vesting of RSUs of \$0.1 million.

### **Sources of funds**

During the three months ended March 31, 2025, our primary source of cash related to \$27.2 million of proceeds from issuance of common stock pursuant to the Purchase Agreement. Our net cash used in operating activities in the three months ended March 31, 2025 was \$16.8 million compared to \$4.7 million in the three months ended March 31, 2024. As of March 31, 2025, we had cash and cash equivalents of \$118.9 million.

### **Use of funds**

Our principal uses of cash are funding our new rental asset deployments and other capital purchases, operations, and other working capital requirements and, from time-to-time, the acquisition of businesses and the payment of the earnout liability. Over the

past several years our cash flows from customer collections have remained consistent and our annual cash provided by operating activities has generally been a significant source of capital to the business.

We may need to raise additional funds to support our investing operations, and such funding may not be available to us on acceptable terms, or at all. If we are unable to raise additional funds when needed, our operations and ability to execute our business strategy could be adversely affected. We may seek to raise additional funds through equity, equity-linked or debt financings. If we raise additional funds through the incurrence of indebtedness, such indebtedness would have rights that are senior to holders of our equity securities and could contain covenants that restrict our operations. Any additional equity financing may be dilutive to our stockholders.

#### **Non-GAAP financial measures**

EBITDA and Adjusted EBITDA are financial measures that are not calculated in accordance with U.S. GAAP. We define EBITDA as net loss excluding interest income, interest expense, taxes and depreciation and amortization. Adjusted EBITDA also excludes stock-based compensation, change in fair value of earnout liability, acquisition-related expenses, and restructuring-related and other charges. Below, we have provided a reconciliation of EBITDA and Adjusted EBITDA to our net loss, the most directly comparable financial measure calculated and presented in accordance with U.S. GAAP. EBITDA and Adjusted EBITDA should not be considered alternatives to a net loss or any other measure of financial performance calculated and presented in accordance with U.S. GAAP. Our EBITDA and Adjusted EBITDA may not be comparable to similarly titled measures of other organizations because other organizations may not calculate EBITDA and Adjusted EBITDA in the same manner as we calculate these measures.

We include EBITDA and Adjusted EBITDA in this Quarterly Report on Form 10-Q because they are important measures upon which our management assesses our operating performance. We use EBITDA and Adjusted EBITDA as key performance measures because we believe they facilitate operating performance comparisons from period-to-period by excluding potential differences primarily caused by variations in capital structures, tax positions, the impact of depreciation and amortization expense on our fixed assets and intangible assets, the impact of stock-based compensation expense, the impact of the change in fair value of the earnout liability, the impact of acquisition-related expenses, the impact of restructuring-related costs, and impairment charges. Because EBITDA and Adjusted EBITDA facilitate internal comparisons of our historical operating performance on a more consistent basis, we also use EBITDA and Adjusted EBITDA for business planning purposes, to incentivize and compensate our management personnel, and in evaluating acquisition opportunities. In addition, we believe EBITDA and Adjusted EBITDA and similar measures are widely used by investors, securities analysts, ratings agencies, and other parties in evaluating companies in our industry as a measure of financial performance and debt-service capabilities.

Our uses of EBITDA and Adjusted EBITDA have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under U.S. GAAP. Some of these limitations are:

- EBITDA and Adjusted EBITDA do not reflect our cash expenditures for capital equipment or other contractual commitments;
- although depreciation and amortization are non-cash charges, the assets being depreciated and amortized may have to be replaced in the future, and EBITDA and Adjusted EBITDA do not reflect capital expenditure requirements for such replacements;
- EBITDA and Adjusted EBITDA do not reflect changes in, or cash requirements for, our working capital needs;
- Adjusted EBITDA does not include changes in fair value of earnout liability related to our acquisitions;
- Adjusted EBITDA does not include acquisition-related expenses, whether the acquisition was consummated or not pursued;
- Adjusted EBITDA does not include costs associated with workforce reductions and associated costs and other restructuring-related activities; and
- other companies, including companies in our industry, may calculate EBITDA and Adjusted EBITDA measures differently, which reduces their usefulness as a comparative measure.

In evaluating EBITDA and Adjusted EBITDA, we anticipate that in the future we will incur expenses within these categories similar to this presentation. Our presentation of EBITDA and Adjusted EBITDA should not be construed as an inference that our future results will be unaffected by certain expenses. When evaluating our financial results, EBITDA and Adjusted EBITDA should be considered alongside other financial performance measures, including U.S. GAAP results.

The following table presents a reconciliation of EBITDA and Adjusted EBITDA to our net loss, the most comparable U.S. GAAP measure, for each of the periods indicated:

<i>(amounts in thousands)</i> Non-GAAP EBITDA and Adjusted EBITDA	Three months ended				
	2025		March 31,		2024
Net loss (GAAP)	\$	(6,174)	\$	(14,578)	
Non-GAAP adjustments:					
Interest income, net		(1,029)		(1,403)	
Benefit for income taxes		(97)		(150)	
Depreciation and amortization		5,189		5,265	
EBITDA (non-GAAP)		(2,111)		(10,866)	
Stock-based compensation		2,147		2,416	
Acquisition-related expenses		—		238	
Change in fair value of earnout liability		—		570	
Adjusted EBITDA (non-GAAP)	\$	<u>36</u>	\$	<u>(7,642)</u>	

### **Item 3. Quantitative and Qualitative Disclosures About Market Risk**

We are exposed to various market risks, including fluctuation in foreign currency exchange rates and interest rates. Market risk is the potential loss arising from adverse changes in market rates and prices. We do not hold or issue financial instruments for trading purposes.

#### **Foreign currency exchange risk**

The principal market risk we face is foreign currency exchange risk. The majority of our revenue is denominated in U.S. dollars while the majority of our European sales are denominated in Euros. Our results of operations, certain balance sheet balances and cash flows are, therefore, subject to fluctuations due to changes in foreign currency exchange rates. The volatility of exchange rates depends on many factors that we cannot forecast with reliable accuracy. We have experienced and will continue to experience fluctuations in our net income or loss as a result of transaction gains or losses related to revaluing certain current asset and current liability balances that are denominated in currencies other than the functional currency in which they are recorded. The effect of a 10% adverse change in exchange rates on foreign denominated cash, receivables and payables as of March 31, 2025 would not have had a material effect on our financial position, results of operations or cash flows. As our operations in countries outside of the United States grow, our results of operations and cash flows will be subject to fluctuations due to changes in foreign currency exchange rates, which could harm our business in the future.

We began entering into foreign exchange forward contracts to protect our forecasted U.S. dollar-equivalent earnings from adverse changes in foreign currency exchange rates. These hedging contracts reduce, but will not entirely eliminate, the impact of adverse currency exchange rate movements on revenue, cash, receivables, and payables. We performed a sensitivity analysis assuming a hypothetical 10% adverse movement in foreign exchange rates to the hedging contracts and the underlying exposures described above. As of March 31, 2025, the analysis indicated that these hypothetical market movements would not have a material effect on our financial position, results of operations or cash flows. We estimate prior to any hedging activity that a 10% adverse change in exchange rates on our foreign denominated sales would have resulted in a \$2.5 million decline in revenue for the three months ended March 31, 2025. We designate these forward contracts as cash flow hedges for accounting purposes. The fair value of the forward contract is separated into intrinsic and time values. The fair value of forward currency-exchange contracts is sensitive to changes in currency exchange rates. Changes in the time value are coded in other income, net. Changes in the intrinsic value are recorded as a component of accumulated other comprehensive income (loss) and subsequently reclassified into revenue to offset the hedged exposures as they occur.

#### **Interest rate fluctuation risk**

We had cash, cash equivalents and restricted cash of \$122.5 million as of March 31, 2025, which consisted of highly liquid investments with a maturity of three months or less. The primary goals of our investment policy are liquidity and capital preservation. We do not enter into investments for trading or speculative purposes. We believe that we do not have any material exposure to changes in the fair value of these assets as a result of changes in interest rates due to the short-term nature of our cash and cash equivalents. Declines in interest rates, however, would reduce future investment income. We considered the historical volatility of short-term interest rates and determined that it was reasonably possible that an adverse change of 100 basis points could be experienced in the near term. A hypothetical 1.00% (100 basis points) increase in interest rates would not have materially impacted the fair value of our marketable securities as of March 31, 2025 and March 31, 2024. If overall interest rates had increased or decreased by 1.00% (100 basis points), our interest income would not have been materially affected during the three months ended March 31, 2025 or March 31, 2024.

## **Item 4. Controls and Procedures**

### **Evaluation of disclosure controls and procedures**

The Company maintains a system of disclosure controls and procedures as defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act, which are designed to provide reasonable assurance that information required to be disclosed in the reports that the Company files or submits under the Exchange Act, is recorded, processed, summarized and reported accurately and completely within the time periods specified in the SEC's rules and forms. These disclosure controls and procedures include, among other processes, controls and procedures designed to ensure that information required to be disclosed in the reports that the Company files or submits under the Exchange Act is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosure. Due to inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Further, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions over time, or that the degree of compliance with the policies and procedures may deteriorate. Accordingly, even effective disclosure controls and procedures can only provide reasonable assurance of achieving their control objectives. Our management, with the participation of our Chief Executive Officer and our Chief Financial Officer, evaluated the effectiveness of our disclosure controls and procedures as of March 31, 2025. Based upon the evaluation described above, our Chief Executive Officer and Chief Financial Officer concluded that, as of March 31, 2025, our disclosure controls and procedures were effective at the reasonable assurance level.

### **Changes in internal control over financial reporting**

There has been no change in our internal control over financial reporting identified in connection with the evaluation required by paragraph (d) of Rule 13a-15 or 15d-15 that occurred during our most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

### **Limitations on effectiveness of controls**

In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives. In addition, the design of disclosure controls and procedures must reflect the fact that there are resource constraints, and that management is required to apply its judgment in evaluating the benefits of possible controls and procedures relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, have been detected. Because of the inherent limitations in any control system, misstatements due to error or fraud may occur and not be detected.



## Part II. OTHER INFORMATION

### Item 1. Legal Proceedings

We are party to various legal proceedings and investigations arising in the normal course of business. We carry insurance, subject to specified deductibles under the policies, to protect against losses from certain types of legal claims. At this time, we do not anticipate that any of these other proceedings arising in the normal course of business will have a material adverse effect on our business. Regardless of the outcome, litigation can have an adverse impact on us because of defense and settlement costs, diversion of management resources, and other factors.

### Item 1A. Risk Factors

The significant factors known to us that could materially adversely affect our business, financial condition, or operating results are described in the “Risk Factors” section of our Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the SEC on February 28, 2025. Any of these factors could result in a significant or material adverse effect on our results of operations or financial condition. Additional risk factors not presently known to us or that we currently deem immaterial may also impair our business or results of operations. As of the date of this Quarterly Report on Form 10-Q, there have been no material changes from the risk factors previously disclosed in our 2024 Annual Report on Form 10-K filed with the SEC on February 28, 2025.

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

#### Unregistered sales of equity securities

Not applicable.

#### Issuer purchases of equity securities

We did not repurchase any shares of our common stock during the three months ended March 31, 2025.

### Item 3. Defaults Upon Senior Securities

None.

### Item 4. Mine Safety Disclosures

Not applicable.

### Item 5. Other Information

During the three months ended March 31, 2025, none of our directors or Section 16 reporting officers adopted or terminated any Rule 10b5-1 trading arrangement or non-Rule 10b5-1 trading arrangement (as such terms are defined in Item 408 of the SEC’s Regulation S-K).

**Item 6. Exhibits**

<b>Exhibit Number</b>	<b>Description</b>	<b>Incorporated by Reference From Form</b>	<b>Incorporated by Reference From Exhibit Number</b>	<b>Date Filed</b>
10.1	<a href="#">Collaboration Agreement, dated as of January 25, 2025, by and between Inogen, Inc. and Jiangsu Yuyue Medical Equipment &amp; Supply Co., Ltd.</a>	8-K	10.1	01/27/25
10.2	<a href="#">Form of Registration Rights Agreement, by and between Inogen, Inc. and Yuwell (Hong Kong) Holdings Limited</a>	8-K	10.3	01/27/25
31.1	<a href="#">Certification Pursuant to Exchange Act Rules 13a - 14(a) and 15d - 14(a) as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of Chief Executive Officer</a>	Filed herewith		
31.2	<a href="#">Certification Pursuant to Exchange Act Rules 13a - 14(a) and 15d - 14(a), as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of Chief Financial Officer</a>	Filed herewith		
32.1(1)	<a href="#">Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 of Chief Executive Officer</a>	Filed herewith		
32.2(1)	<a href="#">Certification Pursuant to 18 U.S.C. Section 1350, as Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 of Chief Financial Officer</a>	Filed herewith		
101.INS	Inline XBRL Instance Document – the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document.			
101.SCH	Inline XBRL Taxonomy Extension Schema With Embedded Linkbase Documents			
104	The cover page of this Quarterly Report on Form 10-Q, formatted in inline XBRL.			

(1)The Certifications attached as Exhibits 32.1 and 32.2 that accompany this Quarterly Report on Form 10-Q are not deemed filed with the Securities and Exchange Commission and are not to be incorporated by reference into any filing of Inogen, Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date of this Quarterly Report on Form 10-Q, irrespective of any general incorporation language contained in such filing.

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

INOGEN, INC.

Dated: May 8, 2025

By: /s/ Kevin R.M. Smith  
Kevin R.M. Smith  
Chief Executive Officer  
President  
Director  
*(Principal Executive Officer)*

Dated: May 8, 2025

By: /s/ Michael Bourque  
Michael Bourque  
Executive Vice President  
Chief Financial Officer  
Treasurer  
*(Principal Financial and Accounting Officer)*



**Certification by the Chief Executive Officer Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Kevin R.M. Smith, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Inogen, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: May 8, 2025

By: /s/ Kevin R.M. Smith  
Kevin R.M. Smith  
Chief Executive Officer, President and Director  
(Principal Executive Officer)



**Certification by the Chief Financial Officer Pursuant to  
Section 302 of the Sarbanes-Oxley Act of 2002**

I, Michael Bourque, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of Inogen, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a. Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b. Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c. Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d. Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a. All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b. Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: May 8, 2025

By: /s/ Michael Bourque  
Michael Bourque  
Chief Financial Officer  
Executive Vice President  
Treasurer  
(Principal Financial Officer)





**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO 18 U.S.C. § 1350, AS ADOPTED PURSUANT TO SECTION 906  
OF THE SARBANES-OXLEY ACT OF 2002**

I, Kevin R.M. Smith, the chief executive officer of Inogen, Inc. (the "Company"), certify for the purposes of 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to the best of my knowledge,

(i) the Quarterly Report of the Company on Form 10-Q for the three months ended March 31, 2025 (the "Report"), fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

May 8, 2025

By: /s/ Kevin R.M. Smith  
Kevin R.M. Smith  
Chief Executive Officer, President and Director

---



**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO 18 U.S.C. § 1350, AS ADOPTED PURSUANT TO SECTION 906  
OF THE SARBANES-OXLEY ACT OF 2002**

I, Michael Bourque, the chief financial officer of Inogen, Inc. (the "Company"), certify for the purposes of 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to the best of my knowledge,

(i) the Quarterly Report of the Company on Form 10-Q for the three months ended March 31, 2025 (the "Report"), fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

May 8, 2025

By: /s/ Michael Bourque  
Michael Bourque  
Chief Financial Officer  
Executive Vice President  
Treasurer

---

