#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

#### Washington, D.C. 20549 FORM 8-K CURRENT REPORT Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 Date of report (Date of earliest event reported): January 8, 2024 SI-BONE, INC. (Exact name of registrant as specified in its charter) 001-38701 26-2216351 Delaware (State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.) 471 El Camino Real Suite 101 Santa Clara, CA 95050 (Address of principal executive offices) (Zip Code) (408) 207-0700 (Registrant's telephone number, include area code) N/A (Former Name or Former Address, if Changed Since Last Report) Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions: Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) Securities registered pursuant to Section 12(b) of the Act: Title of each class Trading Symbol(s)

Common Stock, par value \$0.0001 per share

Name of each exchange on which registered
The Nasdaq Global Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

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.  $\Box$ 

Item 2.02 Results of Operations and Financial Condition.

On January 8, 2024, SI-BONE, Inc. (the "Company") issued a press release (the "Press Release") announcing preliminary unaudited revenue for the fourth quarter and full year 2023. A copy of the Press Release is attached as Exhibit 99.1 to this current report on Form 8-K and is incorporated by reference herein.

#### Item 7.01 – Regulation FD Disclosure.

Members of the Company's management team expect to meet with investors and analysts the week of January 8, 2024, to discuss the Company performance, using presentation materials which are furnished and attached as Exhibit 99.2.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits

Exhibit No.	Description		
99.1	Press release dated January 8, 2024		
99.2	Presentation dated January 2024		
104	Cover Page Interactive Date File (embedded within the Inline XBRL document)		

The information in Items 2.02 and 7.01 and Exhibits 99.1 and 99.2, of this Current Report on Form 8-K are being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 as amended (Exchange Act), or otherwise subject to the liabilities of that Section or Sections 11 and 12(a)(2) of the Securities Act of 1933, as amended (Securities Act). The information in Items 2.02 and 7.01, and Exhibits 99.1 and 99.2 shall not be deemed incorporated by reference in any filing under the Securities Act, or the Exchange Act, except as expressly set forth by specific reference in such a 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 hereunto duly authorized.

SI-BONE, INC.

January 8, 2024 Date:

By:

/s/ Anshul Maheshwari Anshul Maheshwari Chief Financial Officer (Principal Financial and Accounting Officer)



#### SI-BONE Announces Preliminary Revenue for the Fourth Quarter and Full Year 2023

Fiscal Year 2023 revenue of \$138.5 - \$138.7 million representing growth of over 30%

SANTA CLARA, Calif., January 8, 2024 – SI-BONE, Inc. (Nasdaq: SIBN), a medical device company dedicated to solving musculoskeletal disorders of the sacropelvic anatomy, today announced its preliminary and unaudited revenue for fourth quarter and full year 2023.

#### Fourth Ouarter 2023 Summary

- Worldwide revenue expected to be in the range of \$38.5-\$38.7 million, representing growth of approximately 21% compared to the prior year period
- U.S. revenue expected to be in the range of \$36.5-\$36.6 million, representing growth of approximately 22% compared to the prior year period
- Ended the quarter with approximately 1,130 active surgeons in the U.S., representing growth of approximately 22% compared to the prior year period

#### iscal Year 2023 Summary

- Worldwide revenue expected to be in the range of \$138.5-138.7 million, representing growth of approximately 30% compared to the prior year period
- U.S. revenue expected to be in the range of \$130.5-\$130.6 million, representing growth of approximately 32% compared to the prior year period

Cash and marketable securities are expected to be approximately \$166.0 million as of December 31, 2023, implying net cash usage of \$0.8 million in the fourth quarter.

The fourth quarter and full year 2023 revenue and cash and marketable securities included in this release are preliminary and prior to the completion of SI-BONE's financial closing procedures and audit procedures by its external auditors and therefore may be subject to adjustment. SI-BONE expects to provide fourth quarter and full year 2023 financial results during its fourth quarter 2023 earnings call in February 2024.

#### About SI-BONE, Inc.

SI-BONE (NASDAQ: SIBN) is a global leader in technology for surgical treatment of musculoskeletal disorders of the sacropelvic anatomy. Since pioneering minimally invasive SI joint surgery in 2009, SI-BONE has supported over 3,600 surgeons in performing a total of over 95,000 sacropelvic procedures. A unique body of clinical evidence supports the use of SI-BONE's technologies, including two randomized controlled trials and over 125 peer reviewed publications. SI-BONE has leveraged its leadership in minimally invasive SI joint fusion to commercialize novel solutions for adjacent markets, including adult deformity, spinopelvic fixation and pelvic trauma.

For additional information on the company or the products including risks and benefits, please visit www.si-bone.com.

iFuse Bedrock Granite, iFuse-TORQ and SI-BONE are registered trademarks of SI-BONE, Inc. ©2024 SI-BONE, Inc. All Rights Reserved.

#### Forward Looking Statements

The statements in this press release regarding expectations of future events or results, including SI-BONE's expectations of continued revenue and procedure growth and financial outlook, contained in this press release are "forward-looking" statements. These forward-looking statements are based on SI-BONE's current expectations and inherently involve significant risks and uncertainties. These risks include preliminary fourth quarter and full year 2023 revenue and cash and marketable securities, which is subject to continued review by SI-BONE and its auditors and significant adjustments may be made before final results are determined, SI-BONE's ability to introduce and commercialize new products and indications, SI-BONE's ability to maintain favorable reimbursement for procedures using its products, the impact of any future economic weakness on the ability and desire of patients to undergo elective procedures including those using SI-BONE's devices, SI-BONE's ability to manage risks to its supply chain, and future capital requirements driven by new surgical systems requiring instrument tray investment. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these and other risks and uncertainties, many of which are described in the company's most recent filings on Form 10-Q, and the company's other filings with the Securities and Exchange Commission (SEC) available at the SEC's Internet site (www.sec.gov), especially under the caption "Risk Factors." SI-BONE does not undertake any obligation to update forward-looking statements and expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein, except as required by law.

#### **Investor Contact**

Saqib Iqbal Sr. Director, FP&A and Investor Relations investors@SI-BONE.com



# SI-BONE Corporate Overview

January 2024

### Safe Harbor Statement

This presentation contains "forward-looking statements," which are statements related to events, results, activities or developments that SI-BONE expects, believes or anticipates will or may occur in the future. Forward-looking often contain words such as "intends," "estimates," "anticipates," "projects," "plans," "expects," "seek," "believes," "see," "should," "will," "would," "target" and similar expressions and the negative versions thereof. Such statements are based on SI-BONE's experience and perception of current conditions, trends, expected future developments and other factors it believes are appropriate under the circumstances, and speak only as of the date made. Forward-looking statements are inherently uncertain and actual results may differ materially from assumptions, estimates or expectations reflected or contained in the forward-looking statements as a result of various factors. Risks to SI-BONE's results include preliminary fourth quarter and full year 2023 revenue and cash and marketable securities, which is subject to continued review by SI-BONE and its auditors and significant adjustments may be made before final results are determined, the company's ability to introduce and commercialize new products and indications, its ability to maintain favorable reimbursement for procedures using its products, the impact of any future economic weakness on the ability and desire of patients to undergo elective procedures including those using SI-BONE's devices, its ability to manage risks to its supply chain, and future capital requirements driven by new surgical systems requiring instrument tray investment. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these and other risks and uncertainties, many of which are described in the company's most recent filings on Form 10-K and Form 10-Q, and the company's other filings with the Securities and Exchange Commission (SEC) available at the SEC's Internet site (www.sec.gov)

This presentation includes certain non-GAAP measures, including Adjusted EBITDA. For a reconciliation of such non-GAAP measures to GAAP accounting metrics, please refer to the final page of this presentation or SI-BONE's most recent earnings release. This presentation also includes preliminary fourth quarter and full-year 2024 revenue and cash and marketable securities, which remain subject to review and finalization as part of SI-BONE's year end financial audit.

## Identifying Unmet Clinical Needs in the Sacropelvic Space



Innovation

Commercialization

3 Differentiated Product Families 77 WW Patents

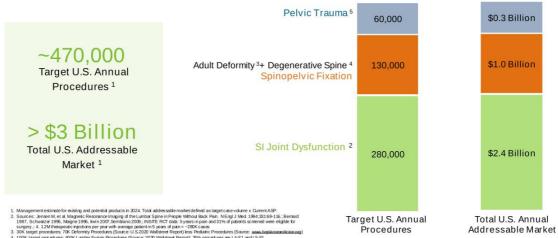
2 Randomized Controlled Trials 125+ Peer-reviewed Publications

3,600+ WW Surgeons 1 95,000+ Procedures Performed 2

82 Territory Managers 150+ CSS and Agents

Market Leader | >\$3B Opportunity | Breakthrough Products | Differentiated Health Economics | Scalable Infrastructure

## Large Addressable Markets with Attractive Fundamentals



## Strong Demand Drove Record Revenue in 2023



Note: As of ahrany 9, 2004.
Note: The four-fluid point of SHONE's financial closing procedures and audit procedures by its external auditors and therefore may be subject to adjustment. SHONE expects to provide fourth quater and full year 2023 reviews and cach and marketable exocutions included in this inference are prefir in any and prior to the completion of SHONE's financial closing procedures and audit procedures by its external auditors and therefore may be subject to adjustment. SHONE expects to provide fourth quater and full year 2023 financial results during its fourth quarter 2023 examings call in February 2024.

## Continued Record Surgeon Engagement



12<sup>th</sup> consecutive quarter of double-digit U.S. active surgeon growth

7<sup>th</sup> consecutive quarter of 20%+ U.S. procedure volume growth

icitic. Rounded numbers as of January 3, 2024
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## Entering 2024 With a Strong Balance Sheet



 $Continued\ improvement\ in\ cash\ outflow\ while\ investing\ in$ the business

4Q23 net cash usage estimated to be ~\$0.8 million

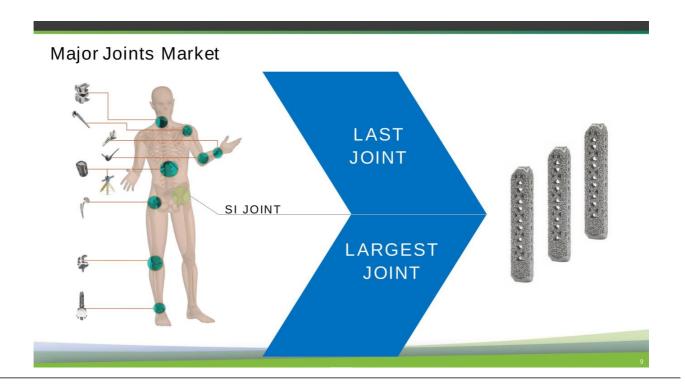
Entering 2024 with strong liquidity

~\$166 million in expected cash and equivalents

Note: As of January 8, 2024

Note: The fourth quarter and full year 2023 revenue and cash and marketable securities included in this release are pre-provide fourth quarter and full year 2023 Invancial results. during its fourth quarter 2023 earnings call in February 2024.



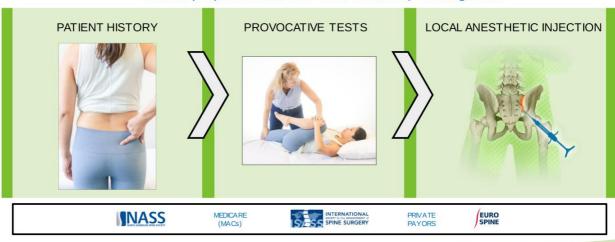


# A Major Gap in Sacroiliac Joint Therapy

NON-SURGICAL MANAGEMENT			SURGERY	
MEDICATIONS, PHYSICAL THERAPY	THERAPEUTIC INJECTIONS	RADIO-FREQUENCY ABLATION	OPEN SI JOINT FUSION	MIS SI JOINT FUSION
				10

## Diagnostic Algorithm Acceptance and Adoption

Accuracy equals or exceeds other lumbar spine diagnoses



Source: Petersen, et al. BMC Musculoskeletal Disorders. 2017;18(1):188. DOI 10.1186/s 12891-017-1549-6

## Comprehensive Sacropelvic Solutions Portfolio



### Patent Protected Differentiated Platform

- 77 issued patents: U.S. (59), OUS (18)
- 56 pending patents: U.S. (34), OUS (22)

- iFuse implant patent until Dec 2025
- Triangular broach instrument patent until Feb 2034
- iFuse-3D<sup>™</sup> implant patents until Sept 2035





- iFuse Bedrock Granite implant patent until Feb 2039
- iFuse TORQ implant patent until Nov 2040





Note: As of January 8, 202

# Proprietary, Differentiated iFuse Technology®

Rotation	6x resistance     (vs. 12mm Rialto screw) <sup>1</sup>			
Strength	▲ 3x strength (vs. stand 8.0mm cannulated screw) <sup>2</sup>			
Safety	▲ Low complication rate <sup>3,4</sup>			
Revision	▲ 3.5% (4-year) <sup>5</sup>			
Clinical Evidence	125+ publications (2 RCTs) <sup>6</sup>			
Surface	Porous			

- Proven triangular design and procedure
- Porous, 3D-printed titanium implant
- Bony on-growth, in-growth, and through-growth<sup>7</sup>



 SI-BONE Technical Study 300610-TS. Torsional Rigidity of the iFuse Implant Compared with a SI Joint Screw in a Sawbones Mod 2. SI-BONE Report. Strength of materials of the SI-BONE iFuse Implant vs. 8.0 mm Cannulated Screw. Maudin RG. December 2003 SI-BONE Compared December Comparing December Comparing the Materials.

- Whang P, et al. Int J Spine Surg. 2023 Oct 58543.
   Cher DJ, et al. Med Devices (Auckl). 2015;8:485-92
- MacBarb RF, et al. Int J Spine Surg. 2017;11:16 (Part 2).

### Robust Clinical Evidence

- 125+ peer-reviewed published papers
- 5-year long-term, prospective data
- Two Level 1 randomized studies

SPINE SURGERY

Spine JBCJS

ASR ANNALS OF SURGICAL NOVATION AND RESEARCH

Springer Plus

Metical Devices:
Enderce and Research

ClinicoEconomics and Outcomes Research

Dovepress

Metical Devices:
Enderce and Research

The Open Orthopaedics

JBCJS

Advances in Orthopaedics

ClinicoEconomics and Outcomes Research

The Open Orthopaedics

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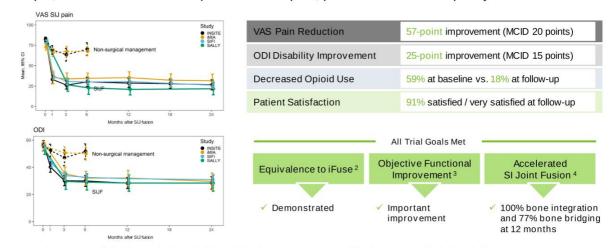
JBCJS

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www.si-bone.com/results

### SALLY Prospective Clinical Trial: iFuse-3D 2-year Outcomes<sup>1</sup>

Rapid, marked and durable improvements in pain, patient function and quality of life



Patel V, et al. Prospective Trial of Sacrolliac Joint Fusion Using 30-Printed Triangular Titanium Implants: 24-Month Follow-Up. Med Devices (Aucil), 2021;14(21):16. (Published June 29, 2021). [5] subjects errolled and res

- Similar results to RCTs (INSITE and IMIA) and Prospective trial SIFI.
   Three tests (active straight leg raise, 5x sit-to-stand, transitional timed up-and-go)
   CT at 6 and 12 months [Patel V, et al. Med Devices (Aucki). 2022;13:173-82]

## iFuse TORQ $^{\text{\tiny{\'e}}}$ : Cutting-Edge Pelvic Fixation and Fusion $^{\text{\tiny{\'e}}}$

### Large, Adjacent Market <sup>1</sup>

- ~\$350 million Pelvic Trauma opportunity
- ~120K Sacral Fragility fracture incidence / yr.
- ~\$40 million revenue synergy opportunity

### Differentiated Technology

FuSion 3D<sup>™</sup> Surface for Osseointegration

IntelliHarvest® Technology self harvests host bone

### Competitive Advantages

TORQLock™ Threads<sup>2</sup>

10x rotational resistance on insertion vs. trauma screws

Compression Lag Implant and washer

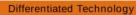




Based on internal estimates.
 Internal clinical reports. Data on file

## iFuse Bedrock Granite®: Optimized for Fusion and Fixation













Microporous Lattice Surfaces

Macroporous Fenestrations
IntelliHarvest® Cutting Flutes

OMNICapture<sup>™</sup> Tulip & Set Screw

#### Large, Adjacent Market

~\$1 billion Adult Spinal Deformity and Degenerative Spine pelvic fixation opportunity¹

#### **Competitive Advantages**

Breakthrough Device Designation by the FDA Expanded Rod Combability allows use with wide variety of pedicle screw systems Up to \$9,828 New Technology Add-On Payment (NTAP)  $^2$ 

1. Based on management estimate of total addressable market for existing and potential products in 2024.
2. In August 2022, the Center for Medicare and Medicaid Services issued a final decision for a New Technology Add-on Payment of up to \$9,828 for eligible cases using iFuse Bedrock Granite.

### Long-Term Business Drivers

Platform Set-up to Deliver Strong Revenue Growth and Operating Leverage

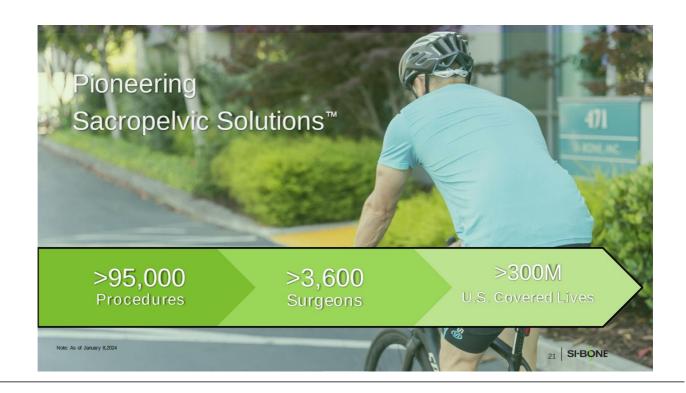


1. Adjusted EBITDA defined as Earnings Before Interest, Taxes, Depreciation, Amortization and Stock Based Compensation

# Differentiated Portfolio Complemented By Strong Fundamentals

Robust Data	<ul><li>125+ published papers</li><li>2 randomized controlled trials</li></ul>
Reimbursement Advantage	<ul> <li>&gt;300 million U.S. covered lives</li> <li>NTAP for iFuse Bedrock Granite</li> </ul>
Large, Underpenetrated Markets	<ul> <li>470,000 annual target procedures, for a total annual opportunity &gt; \$3 billion</li> <li>&lt;10% SI joint fusion market penetrated</li> </ul>
Proven Execution Track Record	<ul> <li>~30% worldwide y/y revenue growth in FY2023</li> <li>12 consecutive quarters of double-digit U.S. active surgeon base growth</li> </ul>
Strong Balance Sheet	<ul> <li>~\$166 million in estimated cash and equivalents</li> </ul>

Note: The fourth quarter and full year 2023 revenue and cash and marketable securities included in this release are preliminary and prior to the completion of SLBCNES, financial dosing procedures and audit procedures by its external auditors and therefore may be subject to adjustment. SLBCNE expects provide fourth quarter and full year 2023 revenue and cash and marketable securities included in this release are preliminary and prior to the completion of SLBCNES, financial dosing procedures and audit procedures by its external auditors and therefore may be subject to adjustment. SLBCNES expects provide fourth quarter and full year 2023 revenue and cash and marketable securities included in this release are preliminary.



### **Disclosures**

The iFuse Bedrock Granite® Implant System is intended for sacroiliac joint fusion for the following conditions:

- Sacroiliac joint dysfunction that is a direct result of sacroiliac joint disruption and degenerative sacroiliitis. This includes conditions whose symptoms began during pregnancyor in the peripartum period and have persisted postpartum for more than 6 months.
- To augment immobilization and stabilization of the sacroiliac joint in skeletally mature patients undergoing sacropelvic fixation as part of a lumbar or thoracolumbar fusion.
- · Acute, non-acute, and non-traumatic fractures involving the sacroiliac joint.

When connected to compatible pedicle screw systems with 5.5- or 6.0-mm posterior rods made from either titanium alloyor cobalt chore alloy the iFuse Bedrock Granite Implant System is intended to provide immobilization and stabilization of spinal segments in skeletally mature patien ts as an adjunct to thoracolumbosacral fusion for the following acute and chronic instabilities or deformities of the thoracic, lumbar, and sacral spine:

- Degenerative disc disease (DDD) as defined by back pain of discogenic origin with degeneration of the disc confirmed by patient history and radiographic studies
- Spondylolisthesis Trauma (i.e., fracture or dislocation)
- Spinal stenosis
  Deformities or curvatures (i.e., scoliosis, kyphosis, and/or lordosis)
- Spinal tumor
- Pseudarthrosis
- Failed previous fusion

 $Please \ refer to \ the \ additional \ information \ section \ in \ the \ Instructions \ for \ Use \ on \ compatible \ pedicle \ screw \ system \ rods.$ 

The iFuse Bedrock Granite Navigation instruments are intended to be used with the iFuse Bedrock Granite Implant System to ass ist the surgeon in precisely locating anatomical structures in iFuse Bedrock Granite Implant System procedures, in which the use of stereotactic surgerym ay be appropriate, and where reference to a rigid anatomical structure, such as the pelvis or vertebra, can be identified relative to the acquired image (CT, MR, 2D fluoroscopic image or 3D fluoroscopic image reconstruction) and/or an image data based model of the anatomy. iFuse Bedrock Granite Navigation instruments are intended to be used with the Medtronic® StealthStation® System.

### **Disclosures**

The iFuse Implant System® is intended for sacroiliac fusion for the following conditions:

- Sacrolliac joint dysfunction that is a direct result of sacrolliac joint disruption and degenerative sacrolliitis. This includes conditions whose symptoms began during pregnancyor in the peripartum period and have persisted postpartum for more than 6 months.
- To augment immobilization and stabilization of the sacroiliac joint in skeletally mature patients undergoing sacropelvic fixation as part of a lumbar or thoracolumbar fusion.
- · Acute, non-acute, and non-traumatic fractures involving the sacroiliac joint.

If present, a pelvic fracture should be stabilized prior to the use of iFuse implants

The iFuse TORQ® Implant System is indicated for:

- Fusion of the sacrolliac joint for sacrolliac joint dysfunction including sacrolliac joint disruption and degenerative sacrollitis.
   Fracture fixation of the pelvis, including acute, non-acute and non-traumatic fractures.

The iFuse TORQ Implant System is also indicated for fracture fix at ion of the pelvis, including acute, non-acute, and non-traumatic fractures.

The iFuse TORQ Navigation instruments are intended to be used with the iFuse TORQ Implant System to assist the surgeon in precisely locating anatomical structures in iFuse TORQ Implant System procedures, in which the use of stereotactic surgery may be appropriate, and where reference to a rigid anatomical structure, such as the pelvis or vertebra, can be identified relative to the acquired image (CT, MR, 2D fluoroscopic image or 3D fluoroscopic image reconstruction) and/or an image data based model of the anatomy. iFuse TORQ Navigation instruments are intended to be used with the Medtronic® Stealth Station® System.

Healthcare professionals please refer to the Instructions For Use for indications, contraindications, warnings, and precautions at www.si-bone.com/label.

There are potential risks associated with iFuse procedures. They may not be appropriate for all patients and all patients may not benefit. For information about the risks, visit: www

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