



FY 2022 PRELIMINARY UNAUDITED TOP-LINE FIGURES

DISCLAIMER

This presentation (the "Presentation") has been prepared by Medacta Group SA ("Medacta" and together with its subsidiaries, "we", "us" or the "Group"). The information contained in the Presentation does not purport to be comprehensive. Please refer to the Financial reports available on our website at <https://www.medacta.com/EN/investors>.

Unaudited Financial Results

The financial information contained in this Presentation is unaudited.

Forward-looking information

This Presentation has been prepared by Medacta and may include forward-looking information and statements concerning the outlook for our business. These statements are based on current expectations, estimates and projections about the factors that may affect our future performance. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates", "targets", "plans", "outlook" or similar expressions.

There are numerous risks and uncertainties, many of which are beyond our control, that could cause our actual results to differ materially from the forward-looking information and statements made in this Presentation. The COVID-19 outbreak has caused, and may continue to cause, economic instability and a significant decrease of total economic output in the affected areas and globally. The impact of the COVID-19 outbreak on the general economic environment in the markets in which Medacta operates remain uncertain and could be significant. In addition, other important factors that could cause such differences include: changes in the global economic conditions and the economic conditions of the regions and markets in which the Group operates; changes in healthcare regulations (in particular with regard to medical devices); the development of our customer base; the competitive environment in which the Group operates; manufacturing or logistics disruptions; the impact of fluctuations in foreign exchange rates; and such other factors as may be discussed from time to time. Although we believe that our expectations reflected in any such forward-looking statement are based upon reasonable assumptions, we can give no assurance that those expectations will be achieved.

Alternative Performance Measures

This Presentation may contain information regarding Alternative Performance Measures. Definitions of Alternative Performance Measures may be found on page 14 of the 2022 Half Year Report, available on our website: <https://www.medacta.com/EN/investors>.

THIS PRESENTATION IS NOT AN INVITATION TO PURCHASE SECURITIES OF MEDACTA OR THE GROUP.





FRANCESCO SICCARDI

Chief Executive Officer

CORRADO FARSETTA

Chief Financial Officer

HIGHLIGHTS

FY 2022 Revenue¹ Euro 437.1 million

Achieved our challenging revenue target

Revenue Growth vs FY21

**15.0% at constant currency², or
20.4% reported**

Significant carry-over and customer acquisition in addition to normalization of surgical activities. Headwinds in certain countries due to pandemic restrictions (AUS) and hospital staffing shortage (USA)

SUPPLY CHAIN

Strategic investments in strengthening our supply chain by increasing surgical instrument sets and implant stock to serve new customers and to cope with possible shortages, all around the world.

SALESFORCE EXPANSION

Expansion of our salesforce across all the geographies and business lines, supported by our Marketing and Medical Education Programs.

196 new jobs created, surpassing 1500 employees at Group level.

MEDICAL EDUCATION


Medical Education continued at normalized level of activity

STRATEGIC FOCUS

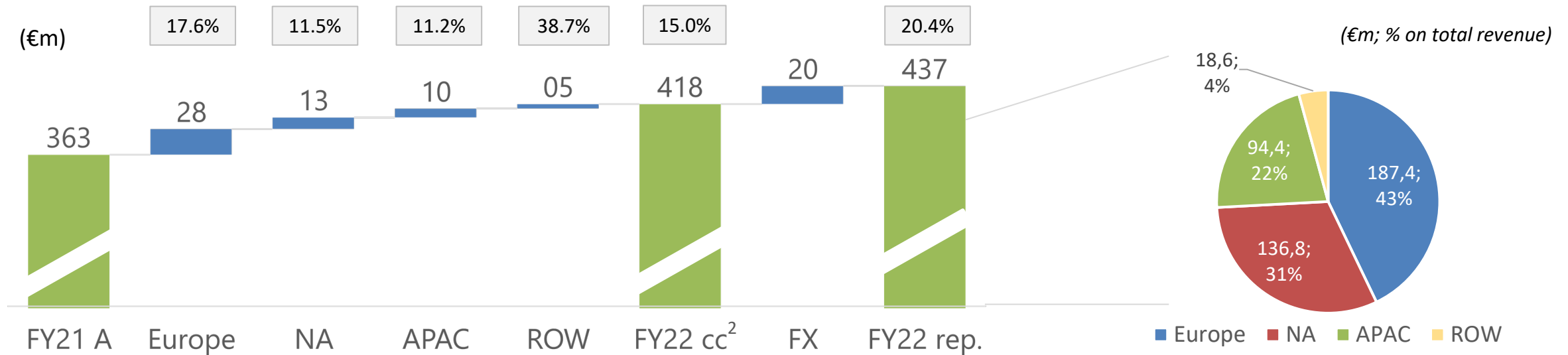
Our focus remains on growth and long-term value creation through innovation and sustainability



Notes:

-  1. Unaudited figures
2. Definitions of Alternative Performance Measures may be found on page 14 of the 2022 Half Year Report, available on our website: <https://www.medacta.com/EN/investors>

FY REVENUE¹ BRIDGE BY GEOGRAPHIC AREA



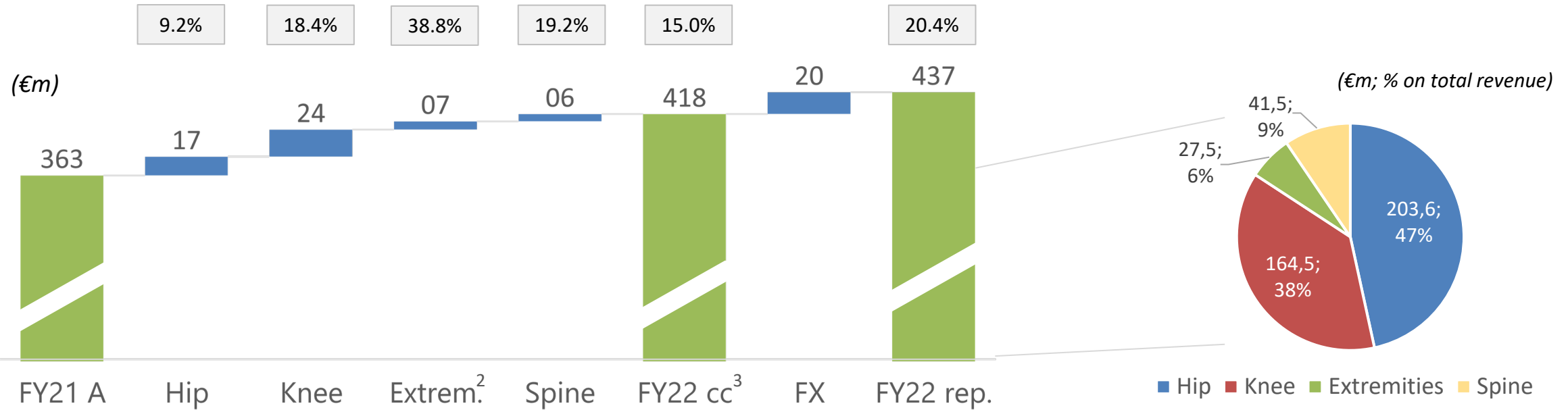
- Europe:** good performance in almost all the markets, based on new customer's acquisition, but also a high organic growth.
- North America:** slow down in H1 due to COVID, staffing shortages and, slower than expected new customers growth throughout the year.
- Asia Pacific:** longer than expected COVID impact in Australia, with no bounce back expected in H2, is partially compensated by the good performance of Japan. Recovery started at the end of the year in Australia. The H2 strong results are not able to compensate H1 but are preparing the growth in 2023.
- RoW:** good results mainly driven by higher-than-expected performance in LatAm, compensating delayed activation of new stocking distributors in MEA.



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FY REVENUE¹ BRIDGE BY PRODUCT LINE



- **Hip:** growth driven by the AMIS[®] strategy. Increasing contribution from the P-Family and product range extension (SMS Collared) and Bikini technique. Results geographically driven by Europe.
- **Knee:** overall good performance with Kinematic Alignment combined with Efficiency Single-use and GMK[®] Sphere platform. Growth geographically limited by the slowdown in the U.S. Limited contribution from NextAR platform.
- **Extremities:** Results driven by Medacta Shoulder System, supported by MyShoulder[®] and NextAR launch in the second half. Expansion of the Sports Med product offering and more focused sales force.
- **Spine:** business line that has been mainly impacted by restrictions and hospital staff shortage, with significant organic business attrition. The current growth has been driven by MIS Platform expansion, MySpine[®] offering enlarged to include new indications such as deformities. Contribution from NextAR Spine in H2.



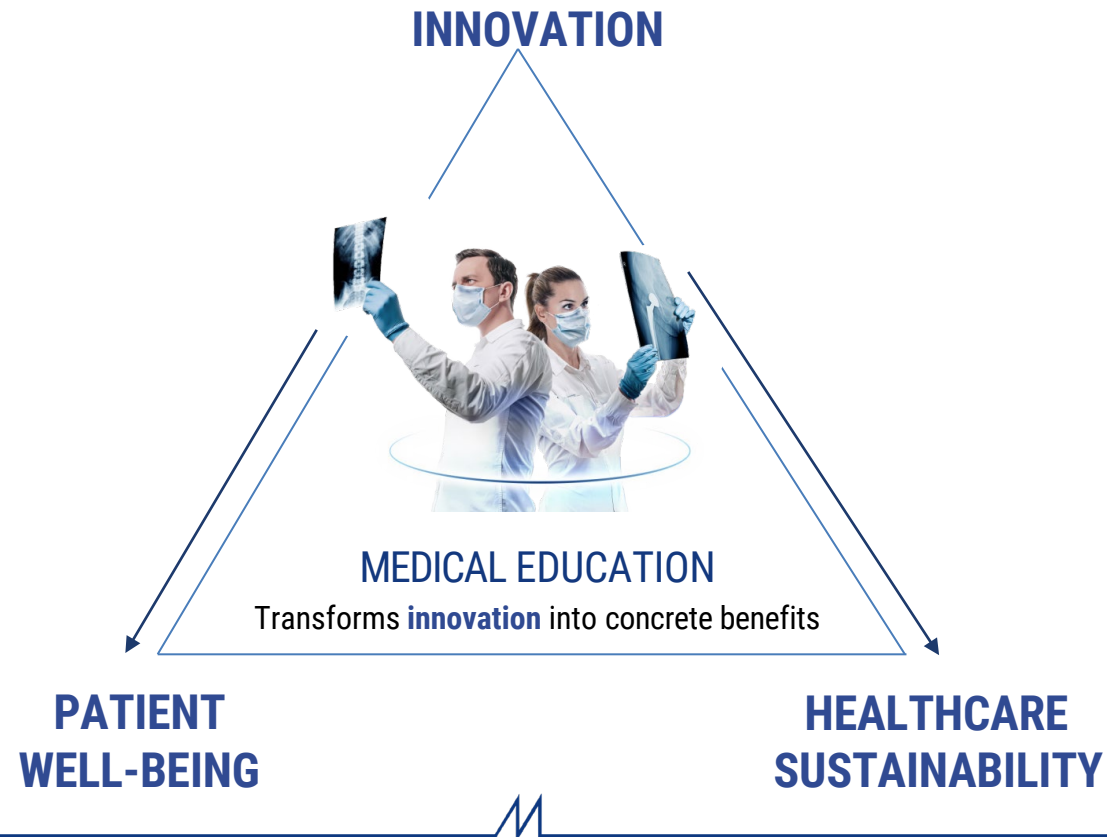
Notes:

1. Unaudited figures
2. Extremities include Shoulder and Sports Med revenue
3. Definitions of Alternative Performance Measures may be found on page 14 of the 2022 Half Year Report, available on our website: <https://www.medacta.com/EN/investors>

Innovation is the foundation of our present and future success.

Our innovation began with **minimally invasive techniques** and has evolved into **personalized solutions** for every patient.

The goal of our innovation is to improve the **well-being of our patients** through innovative solutions that promote **healthcare sustainability**.



MYSOLUTIONS PERSONALIZED ECOSYSTEM

PERSONALIZED 3D PLANNING



CUTTING-EDGE TECHNOLOGIES

PATIENT-MATCHED TECHNOLOGY



AUGMENTED REALITY



VERIFICATION TOOL



PATIENT ENGAGEMENT AND DATA COLLECTION TOOLS

PATIENT ENGAGEMENT AND MONITORING



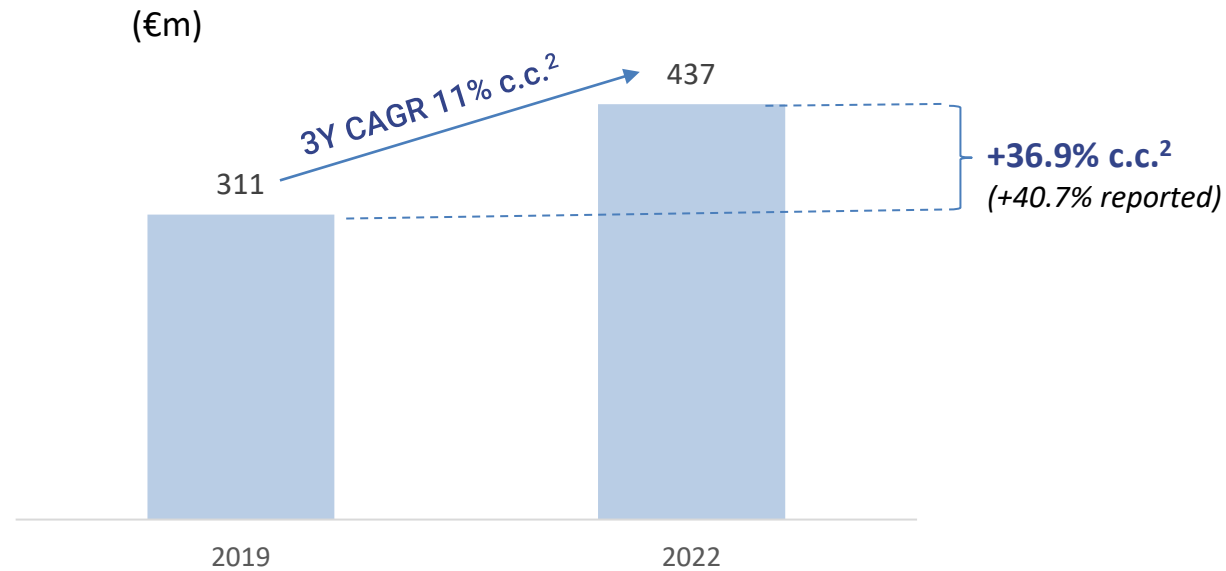
DATA COLLECTIONS AND ANALYSIS



Portable - Lower Capital Investment - Lower Cost per Case than other competitor's solution



FY 2019-2022: TRUE REVENUE¹ GROWTH



Revenue in 2022 was up 36.9% c.c. from FY 2019, representing a CAGR³ of 11% c.c.



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3. CAGR, is calculated as the difference between the current and historical period results translated using the prior period currency exchange rates.

I am grateful to all our Employees for their commitment and outstanding performance, and I also extend our thanks to our valued Customers and Suppliers for their partnership during these challenging times





Q&A

Thank you for your attention

