

FY 2019 Financial results

6th April 2020



PATIENT WELL-BEING



MEDICAL EDUCATION



INNOVATION

Disclaimer

This press release has been prepared by Medacta Group SA ('Medacta' and together with its subsidiaries, 'we', 'us' or the 'Group'). The information contained in the press release does not purport to be comprehensive. Please refer to the Medacta 2019 Annual Report available on our website at <https://www.medacta.com/EN/investors>.

Forward-looking information

This press release has been prepared by Medacta and includes 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 press release. Currently, it is very difficult to provide a meaningful prediction on how the Swiss governmental action in response to the ongoing outbreak of a novel coronavirus disease (COVID-19) will affect the Medacta's operations and how long such measures will remain in place. 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 press release contains certain financial measures of historical performance that are not defined or specified by IFRS, such as "constant currency", "EBITDA", "Adjusted EBITDA" or "CORE EBITDA", "Free Cash Flow", "Adjusted Free Cash Flow", "Net Debt" and "Leverage". Reconciliation of these measures as well as "CORE" financial measures is provided in the "Alternative Performance Measures" (APM) section of our 2019 annual report. These Alternative Performance Measures (APM) should be regarded as complementary information to, and not as a substitute for, the IFRS beginning performance measures. For definitions of APM, together with reconciliations to the most directly reconcilable IFRS line items, please refer section headed "Alternative Performance Measures" of the 2019 annual report.

The 2019 annual report is available at <https://www.medacta.com/EN/financial-reports>.

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

Agenda

- **FY 2019 Financial Performance**
- **COVID-19 Update**
- **Outlook 2020**
- **Appendix**



Key Figures FY 2019¹

Revenue (€M)	Adjusted Gross profit (€M)	Adjusted EBITDA (€M)
310.6	226.9	91.5
Revenue growth	Adjusted Gross Profit margin	Adjusted EBITDA margin
+13.9% +11.3% CC ²	73.0%	29.5%

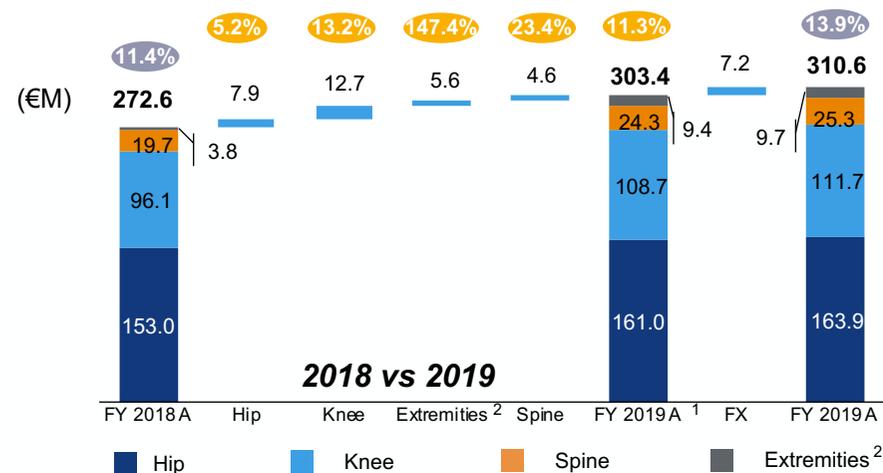
Notes:

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2. CC: Constant Currency

FY 2018-2019: Revenue Bridge by Product

Revenues Bridge by Product



Commentary

Strong organic growth in all business lines above market.

Price cuts and negative price trends in some key markets, along with some delays in getting new customer started in certain key markets, affected the revenue growth in the core hip and knee business, which remained however very positive:

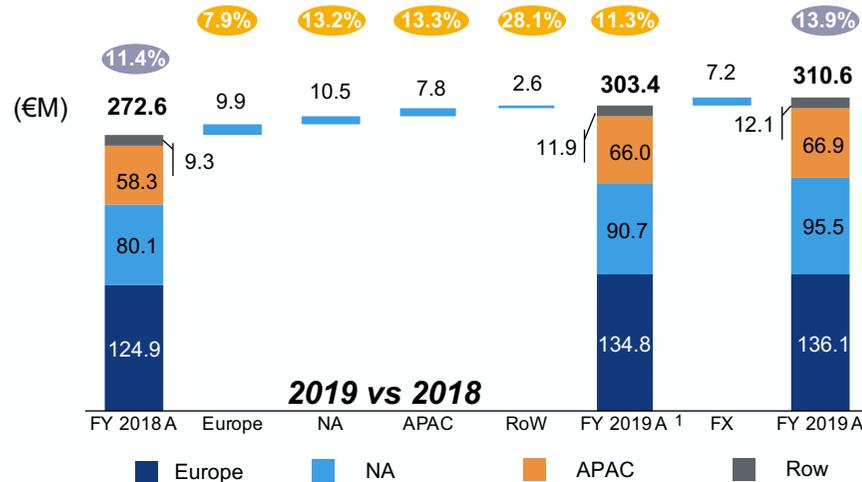
- Good growth rate in Hip
- Very good contribution from the Knee thanks to a very integrated proposal of innovative implants and personalised MIKA approach and GMK Single Use Instrumentation
- Successful launch of the Shoulder (Extremities) sustained by a complete product portfolio, in all the key markets (FDA clearance for My Shoulder received on December '19)
- Full year Spine performance results are good, with a great second semester (35% on a constant currency basis). The successful second semester was primarily due to the deployment of the MySpine MIS MC and the successful refining of the marketing approach

FX effects

Positive FX Effect for €7.2M in 2019 Vs 2018 (+2.6%) mainly for revaluation of USD, JPY and CHF vs EUR

FY 2018-2019: Revenue Bridge by Region

Revenues Bridge by Region



Commentary

Well balanced growth in all geographies:

- Europe, good performance above the market despite price pressure in some countries (France and Belgium)
- NA, overall good performance; delays in getting some anticipated new surgeons after the Lugano event and in starting new areas. NA remains a key focus market to sustain our future growth
- APAC growth rate slightly above the expectations thanks to a refined marketing strategy in the Australian market and a good performance in Japan
- Strong growth in RoW sustained by both new distributors started in new markets and expansion in markets already covered

FX effects

Positive FX Effect for €7.2M in 2019 Vs 2018 (2.6%) mainly for revaluation of USD, JPY and CHF vs EUR

2019 Highlights

Significant organic growth of 13.9%, equal to 11.3% in CC¹, and revenue up to €310.6M

Positive contribution from all business lines (CC¹):

- Good and stable growth in the core business Hip (+5.2%) and Knee (+13.2%)
- Good performance in Spine business thanks to the strong acceleration in 2H (+35%vs11%)
- Successful strategy deployment in the Shoulder business along with a fast business expansion, (+146.6%)
- Entry into Sports Med markets in the US and Australia

Balanced growth in all the markets (CC¹):

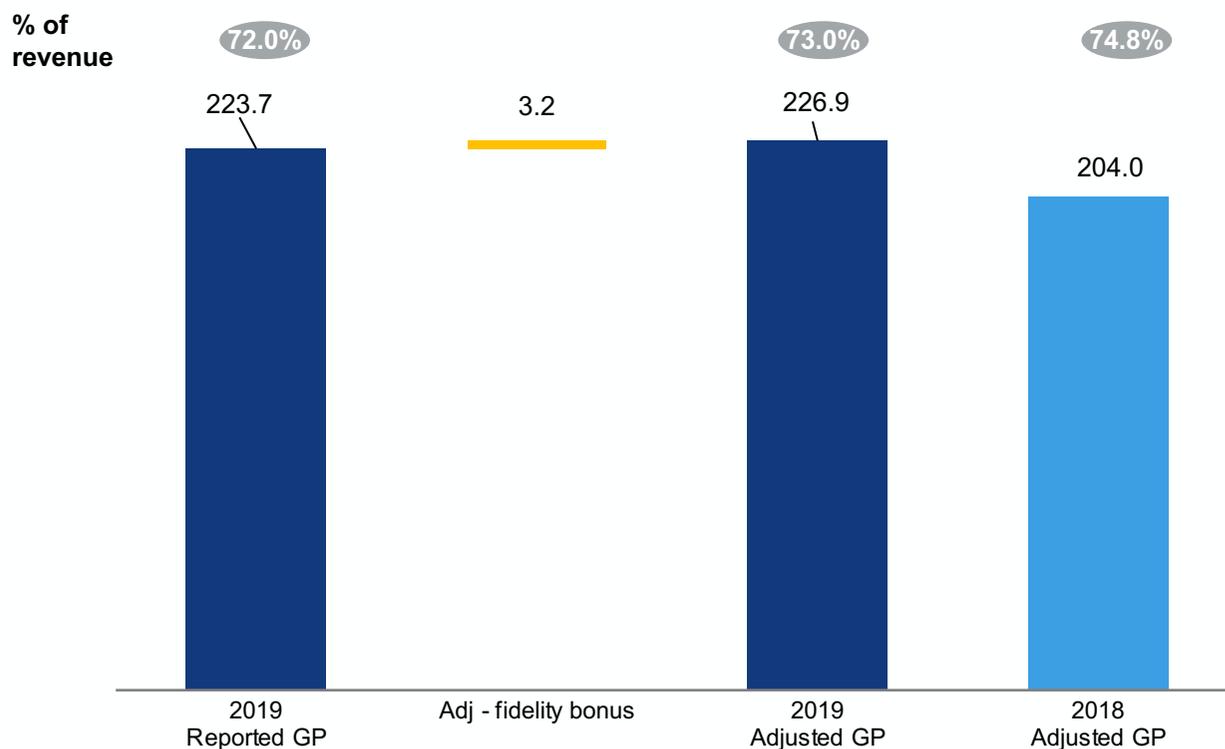
- Europe has grown as expected, despite high market shares and some price pressure (F, BE) (+7.9%)
- APAC delivered very well thanks to a fine tuned and very well executed marketing strategy (+13.3%)
- NA delivered a good FY performance (+13.2%) with a strong reacceleration of Spine in 2H
- Further expansion in other markets sustained the strong growth in RoW

Adjusted EBITDA margin of 29.5%, from 32.3% of prior year primarily as a result of price reduction in certain countries, expected increase in OPEX and lower than expected revenue growth

Positive Adjusted Free Cash Flow of €22.3M after €48.3M of growth investments

Gross Profit 2019 vs 2018¹

Gross Profit bridge (€M)



Commentary

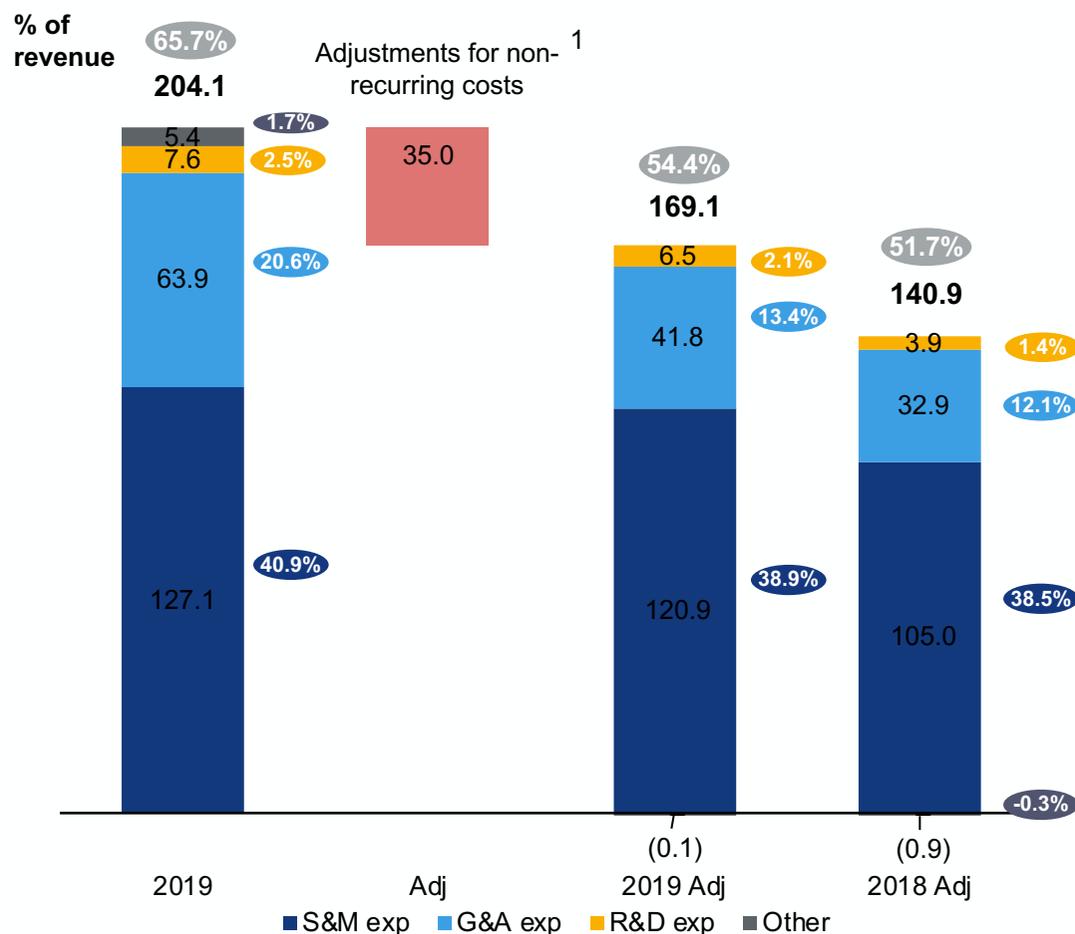
GP adjusted (for “fidelity bonus”) decreases by 1.8% as a percentage of revenue:

- 0.8% from negative trends in prices (F, BE, US, I) and
- 1.0% from increasing Cost of Sales (primarily: 0.5% from incremental instrument depreciation on sales due to delays in revenue growth in certain countries; 0.5% from higher price for certain raw materials, incremental royalties, other)

These negative trends were not fully counterbalanced by positive effects on average selling prices deriving from revenue geographic mix (NA) and product mix (Spine). Shoulder revenue growth very strong but still small in absolute values.

Operating Expenses 2019 vs 2018

Operating expenses (€M)



Commentary

Adjusted for abnormal (also called elsewhere non-recurring costs), OPEX increased by 2.7% as a percentage of revenue to 54.4%, from 51.7% of prior year, primarily due to the revenue growth in 2019 which was slightly slower than expected

In particular:

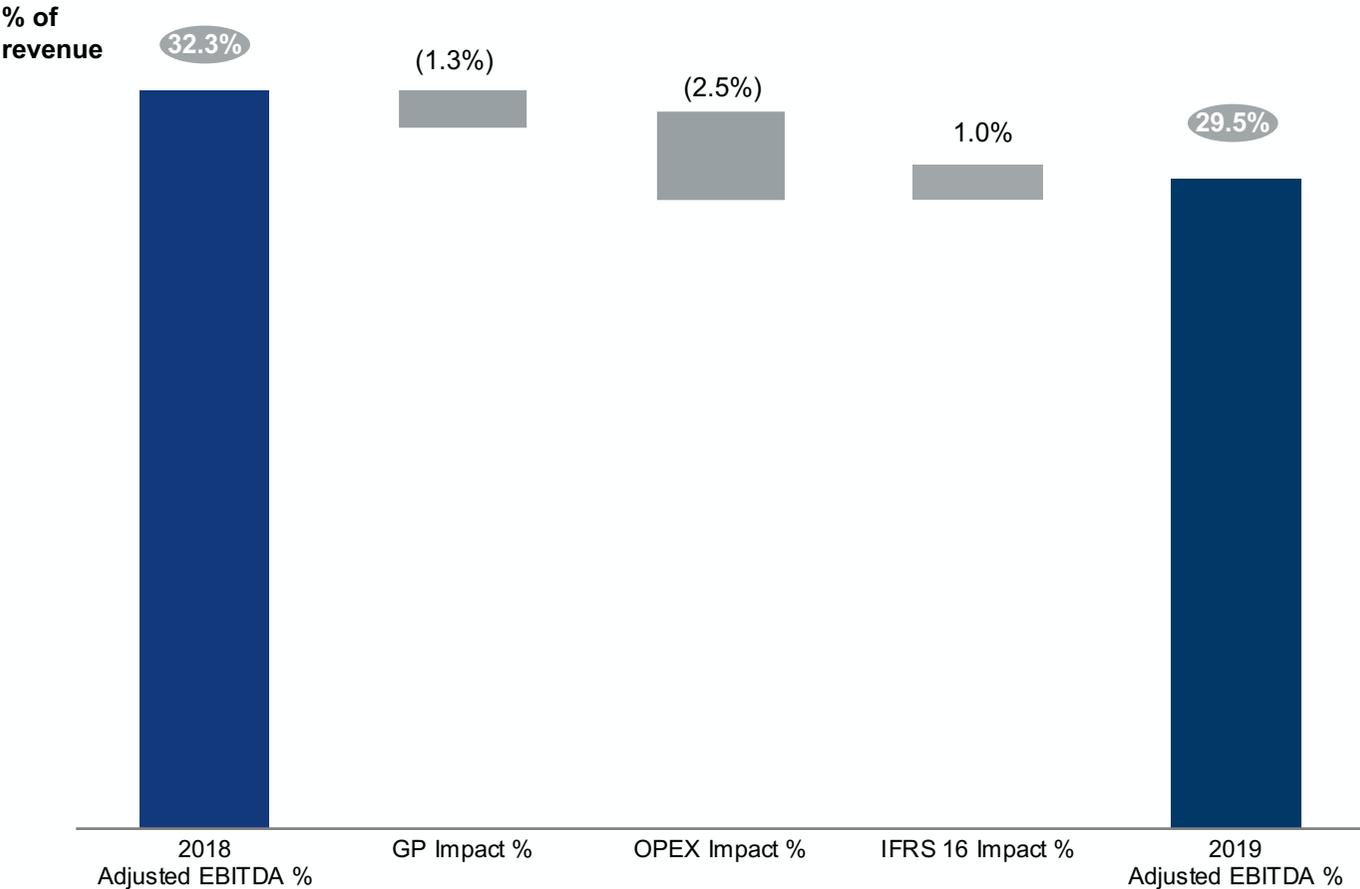
- 0.7% from R&D expenses, primarily from:
 - Incremental depreciation due to anticipated completion of key projects
 - European grants obtained in 2018 but not in 2019
- 1.3% from G&A, primarily from:
 - additional staff to strengthen Operations and support the growth in our Subsidiaries (0.8%)
 - additional costs for the Board of Directors and incremental advising fees for auditing, tax and legal consulting, HQ staff, other (0.5%)
- 0.4% from S&M, primarily from:
 - net additional costs for marketing activities from the Lugano Symposium partially compensated by the reduction in other congresses and other marketing activities
- 0.3% from Other Cost&Revenue (minor other income from overaccruals in 2018, other extraordinary reimbursement in 2018, other)

Notes:

1. Non-recurring costs adjustments are related to: fidelity bonus for €12.1M, provisions on litigation for €10.6M, stamp duty for €5.9M, legal costs for €4.0M, IPO costs for €2.8M, sale of non-strategic asset €-0.4M, for a total of €35.0M. Please refer to section headed "Alternative performance measures" of the annual report. The 2019 annual report is available at <https://www.medacta.com/EN/financial-reports>.

Adjusted EBITDA Margin of 29.5%¹

EBITDA bridge (€M)



Commentary

As a result of the operating activity and revenue growth slightly below expectations, adjusted EBITDA margin declined from 32.3% in 2018 to 29.5% in 2019 due to:

- GP margin reduction: revenue growth in high price markets and high profitability products lines was not enough to offset the negative price trends in selling price and raw materials
- OPEX increase: the increase of OPEX as a percentage of sales was due to the combined effect of expected increase of Operating Costs and revenue growth below expectations
- IFRS16 adoption effect (1.0%)

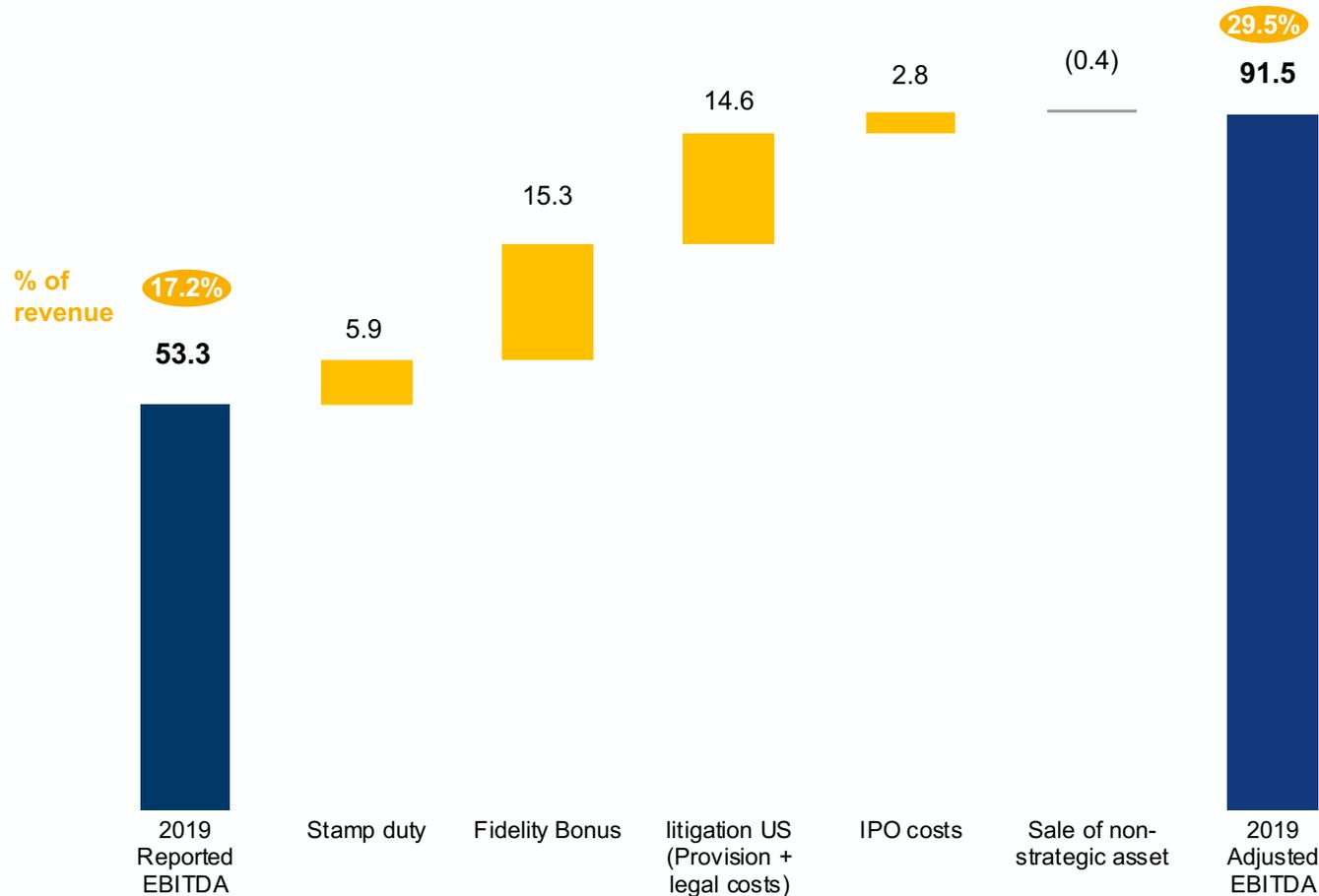
Notes:

1. For a reconciliation please refer to section headed "Alternative performance measures" of the annual report. The 2019 annual report is available at <https://www.medacta.com/EN/financial-reports>.

EBITDA - Adjustments Details¹

EBITDA bridge (€M)

Commentary



Non-recurring items impacted EBITDA for a total amount of €38.2M:

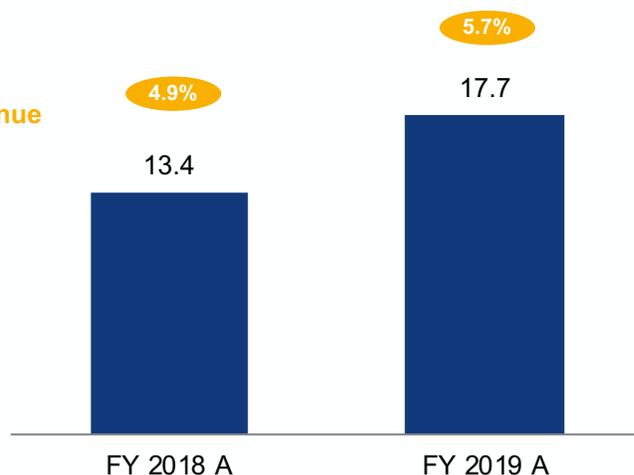
- stamp duty costs related to the change in ownership structure for €5.9M
- “fidelity bonus” to employees for €15.3M (in October 2019 Medacta decided to pay a 20 Year Anniversary “fidelity bonus” to all employees. This amount was covered by a voluntary cash contribution by the Siccardi family in the form of capital contribution)
- extraordinary litigation costs in the US for Microport lawsuit and patent rights for €14.6M
- IPO costs for €2.8M
- deduction of gain from the sale of non-strategic assets for €0.4M

FY 2019 – Net Trade Working Capital

Change in net trade working capital

(€M)

% of revenue



...out of which change in inventory

(€M)



Commentary

Net Trade Working capital

Net trade working capital increased from €13.4M in 2018 to €17.7M (+4.3M) in 2019 mainly due to increase in inventory (+2.7M) and combined effect between AR and AP (+1.6M), primarily influenced by different timing on purchases vs prior year and related payments of AP.

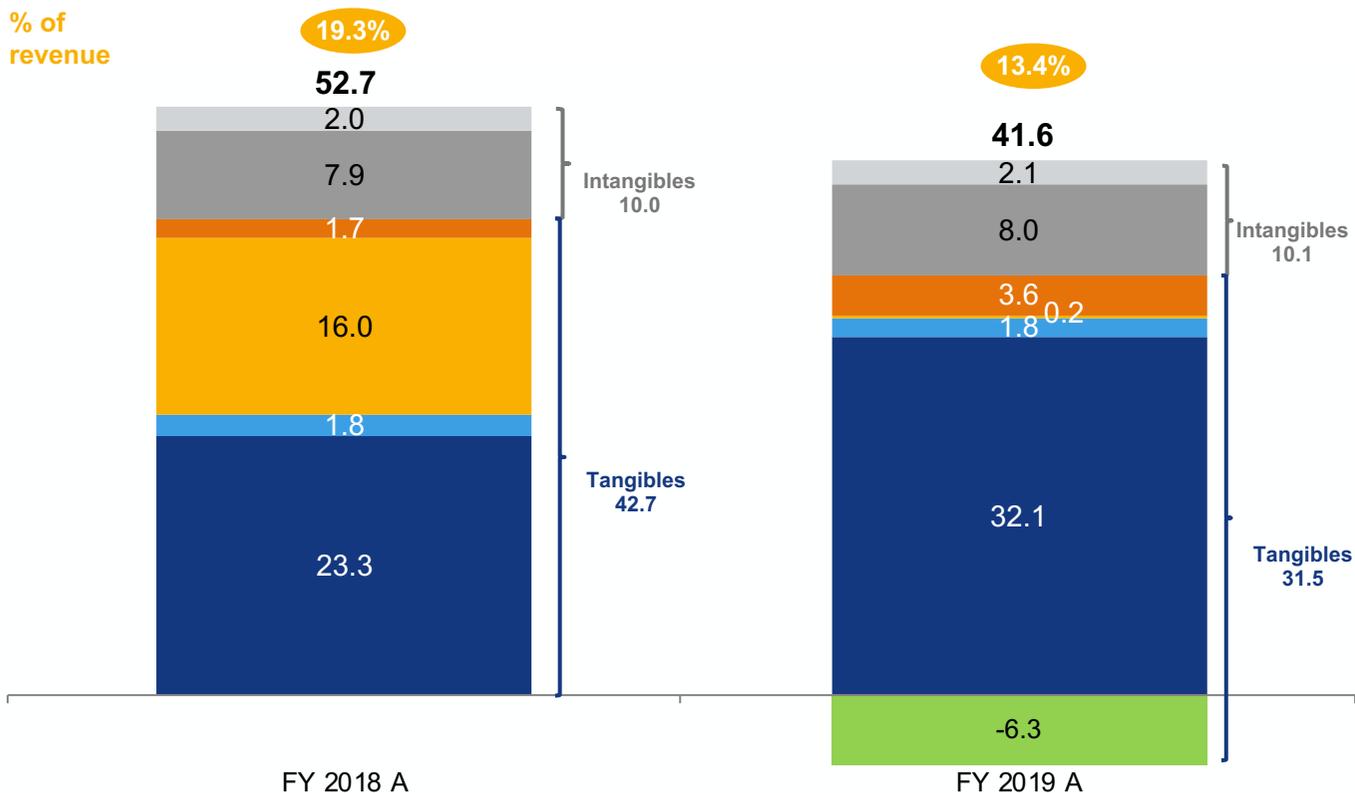
The incidence on sales increased mainly because inventory production was planned based on the forecasting, however given the growth rate in sales lower than expectations, our inventory as a percentage of revenue increased from prior period.

FY 2019 - Capital Expenditures

Investments in Tangible and Intangible Assets

(€M)

% of revenue



■ Instruments ¹

■ Land & Buildings ²

■ R&D investments

■ Land & Buildings, Equipments - Sale of non-strategic asset

■ Plant & Machinery ²

■ Fixture and fittings, tools & equipment (except instruments) ²

■ Trademarks, license and other intangible assets

Commentary

Capex on sales from 19.3% to 13.4% after:

- Higher investments in instruments for new customers (+ €8.8M vs 2018) to be absorbed by next year's expected revenue growth
- Plant and Machinery: in line with prior year, to accommodate the increased production needs
- R&D in line with prior year
- Fixture and Fittings, tools & equipment: equipments related to new machineries installed and equipment for lab and furniture for new offices
- Land & Buildings, Equipments: sale of non-strategic assets for € 6.3M (4.900sqm land and 1.650sqm building previously rented to Medacta for Life Foundation).
Note: the 2018 investment in Land & Building was part of the expansion in industrial buildings (Rancate - CH)

Notes:

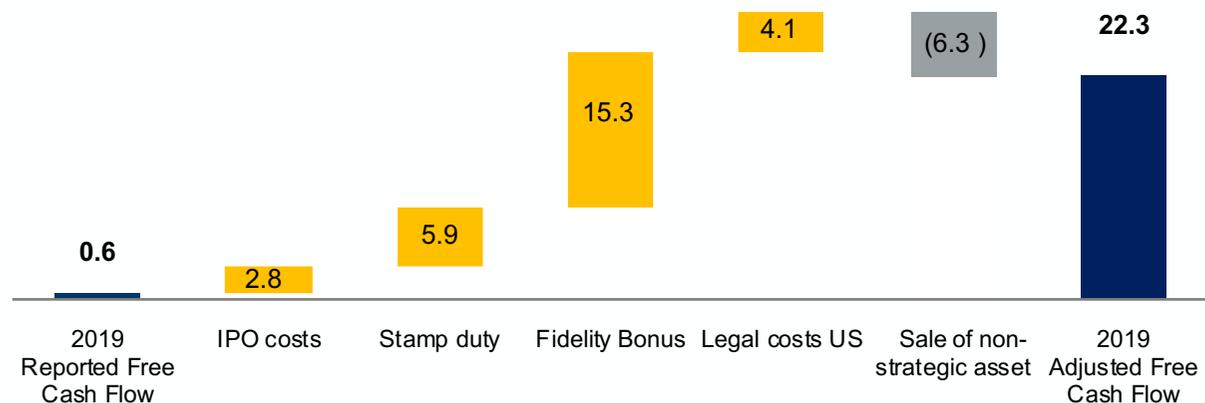
1. Instruments are netted by proceeds from sale of tangible assets
2. Land and building, plant and machinery and fixture and fittings do not include investments in leasing for € 3.0m (€ 3.2m in 2018)

FY 2019 - Adjusted Cash Flow^{1, 2, 3}

Consolidated cash flow

(€M)	FY 2018 A	FY 2019 A
Cash flow from operating activities	66.4	42.6
Abnormals on CF from operating activities	1.6	28.1
Adjusted Cash flow from operating activities	68.0	70.7
Cash flow from investing activities	(49.2)	(42.0)
Abnormals on CF from investing activities	14.4	(6.3)
Adjusted Cash flow from investing activities	(34.8)	(48.3)
Adjusted free cash flow	33.2	22.3

2019 Adjusted Free Cash Flow (€M)



Commentary

Cash flow

- Cash flow from operating activities adjusted for abnormals increased to €70.7M in 2019 compared to €68.0M in 2018. The increase from prior year is primarily driven by the increase in our adjusted profit and 2019 working capital development
- Cash flow from investing activities adjusted for abnormals was -€48.3M in 2019 compared to -€34.8M in 2018, mainly reflecting investments in instruments and to the investments in the development of new implants and surgical instruments or of existing products to sustain the growth of the Group

Note

- Stamp duty and Fidelity Bonus are adjusted as Capital Contribution, not included in P&L/Free Cash Flow

Notes:

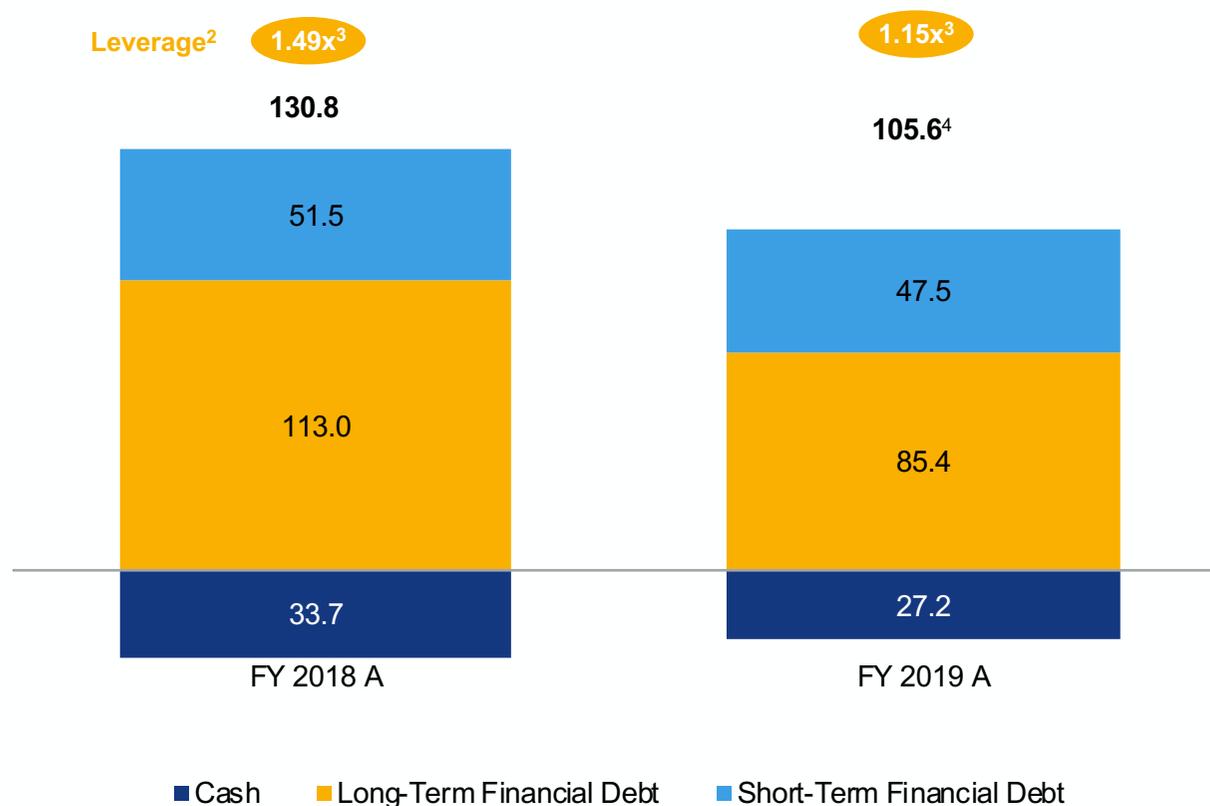
1. Adjustments in 2019 include IPO costs of €2.8M, legal expenses of €4.1M, stamp duty of €5.9M, "fidelity bonus" of €15.3M and sales of non strategic assets for €6.3M
2. Adjustments in 2018 include IPO costs of €0.6M, IFRS conversion of €1.0M and investment in Rancate plant of €14.4M
3. For a reconciliation please refer to section headed "Alternative performance measures" of the annual report. The 2019 annual report is available at <https://www.medacta.com/EN/financial-reports>.

FY 2019 - Capital Structure

Total Net Debt¹ Development

Commentary

(€M)



- Leverage down to 1.15x, from 1.49x in 2018, as a result of free cash flow generated during the year, capital contribution from selling Shareholders and the adoption of IFRS16 (see note below)
- The IFRS 16 adoption required the reclassification of finance leases in a separate line item (i.e. current and non-current lease liabilities). For this reason, our 2019 Net Debt is not including finance leases for EUR 9.4 million while in 2018 finance lease classified in Ned Debt were equal to EUR 8.8 million.

Notes:

1. Non-IFRS measure
2. Leverage calculated as Net Debt (Current financial liabilities + Non-current financial liabilities – Cash and cash equivalents) divided by EBITDA adjusted
3. Leverage calculated assuming EBITDA adjusted for FY 2019 equal to €91.5M, and for FY 2018 equal to €87.9M
4. In accordance with IFRS 16 adoption, from 2019 onward Finance and Operating leasing are reported under separate line items "Current and Non-Current lease liabilities"

COVID-19 Update

COVID-19 Update – Medacta's Priority

As a Medtech company Medacta can continue manufacturing.

Our priorities are:

- *Protecting health of Employees*
- *Minimizing impact on customers and patients and securing supply chains*
- *Maintaining financial health and liquidity*

Proximity to Italy enabled to prepare early on clear step-by-step and fast and flexible response mode across the whole organization

Systematic reorganization in each Country has been coordinated in order to comply with Country Specific Guidance / Regulation

COVID-19 Update – HQ and Operations

- *HQ general organization*
 - *Employees are working remotely since March 9th to the extent possible*
 - *Remaining Manufacturing Employees have been split in subgroups completely separate in order to mitigate any risk of cross contamination and related quarantine*
 - *Social Distance, Hand Sanitizer, Daily Temperature Measurement, Masks are all measures put in place early on in line with Government Guidance*

- *Manufacturing:*
 - *Thanks to the above countermeasures Medacta remained operational*
 - *Supply Chain and raw materials stock was increased already in January to face possible shortage*
 - *Stock Level in HQ of Implants are in line with future needs and enables restart of activities across all the Product Lines when needed*

- *Supply Chain:*
 - *Implant Stock Level was increased in February in Key Regions to face potential stops to international goods shipping*
 - *All Countries remain operational at the moment in terms of local supply chain*

COVID-19 Update – Revenue

- *Starting from Italy, in March we have seen a steep decline of Elective Surgeries. Switzerland, France and Australia have followed and we expect more Countries to go the same way including USA where a partial lock-down is in place already*
- *Japan and Austria are still doing elective surgery*
- *Non-Elective Procedures such as Femoral Neck Fractures or Humerus Fracture are still performed but are usually a small percentage of Medacta's business*
- *Patients requiring Orthopedic Procedure will generate Waiting Lists in each Country and depending on the duration of the COVID crisis this Waiting List will be recovered in 2020 or partially in 2021, but those Patients will not disappear*

COVID-19 Update – Costs

Cash flow and liquidity is a top priority. We keep the situation monitored and appropriate actions have been taken to protect cash flow

- Countermeasures in place focused on adjustments of production, flexible cost base (e.g. short-time work) and further cost reduction measures*
- In each Country Medacta is monitoring the available helps from Governments to offset costs and will use them whenever possible and appropriate*
- Switzerland introduced Reduced Work Law and Medacta is currently utilizing this support for over 270 employees*
- Marketing, Medical Education and other Costs have been reduced substantially due to the travel restrictions*

COVID-19 Update – 2019 Dividend

To further protect our cash flow, the Board of Directors decided not to propose to the Annual General Meeting any distribution of dividend for the 2019 financial year.

Outlook 2020

Outlook 2020

Sales for the first two months of 2020 were very strong and in line with management expectations, recording constant currency growth in the low to mid-teens range.

March was heavily affected by the Covid-19 impact, reducing constant currency growth rate for Q1 to low single digit.

Given the uncertainties brought by the widespread outbreak of Covid-19 and the inability to forecast the future development, we are not in a position to provide a short-term outlook.

However, we expect, orthopaedic patients will generate waiting lists in different countries and, depending on the duration of the deferral of elective surgeries, in several of Medacta's markets, a recovery could start later in 2020 and partially in 2021.

Overall, we do not believe that mid or long-term fundamentals have changed.

Thank you

Appendix

Consolidated Financial Statements 2019

Profit & loss statement (€ thousand)

(Thous and Euro)	31.12.2019 Reported	31.12.2018 Reported
Revenues	310'623	272'610
Cost of Sales	(86'926)	(68'630)
GROSS PROFIT	223'697	203'980
GROSS PROFIT MARGIN	72.0%	74.8%
Research and Development expenses	(7'641)	(3'933)
Sales and Marketing expenses	(127'087)	(104'957)
General and Administrative expenses	(63'940)	(34'454)
Other income	1'592	1'579
Other expenses	(7'008)	(705)
OPERATING PROFIT(EBIT)	19'613	61'510
OPERATING PROFIT(EBIT) MARGIN	6.3%	22.6%
Financial income	2'059	1'096
Financial costs	(8'040)	(4'566)
PROFIT BEFORE TAXES	13'632	58'040
Income taxes	(1'773)	(12'287)
PROFIT FOR THE YEAR	11'859	45'753
OPERATING PROFIT (EBIT)	19'613	61'510
Depreciation and Amortisation	(33'733)	(24'837)
EBITDA	53'346	86'347
EBITDA Margin	17.2%	31.7%

Consolidated Statement Balance Sheet 2019

Balance Sheet (€ thousand)

ASSETS			LIABILITIES AND EQUITY		
(Thousand Euro)	31.12.2019	31.12.2018	(Thousand Euro)	31.12.2019	31.12.2018
Property, plant and equipment	135'350	132'908	Share capital	1'775	1'775
Right-of-use assets	22'104		Capital contribution reserve	2'127	
Goodwill and intangible assets	45'584	39'995	Retained earnings and other reserves	102'885	93'033
Other non-current financial assets	456	765	Foreign currency translation reserve	(2'653)	(5'738)
Deferred tax assets	21'283	17'306	EQUITY ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT	123'234	89'070
TOTAL NON-CURRENT ASSETS	224'777	190'974	Non-controlling interests	-	-
Inventories	101'634	89'228	EQUITY	123'234	89'070
Trade receivables	48'049	44'093	Non-current financial liabilities	85'379	113'015
Other current financial assets	259	240	Other non-current liabilities	7'919	10'499
Other receivables and prepaid expenses	10'604	7'351	Non-current provisions	11'183	417
Cash and cash equivalents	27'241	33'710	Retirement benefit obligation	11'142	7'252
TOTAL CURRENT ASSETS	187'787	174'622	Deferred tax liabilities	38'654	31'283
TOTAL ASSETS	412'564	365'596	Non-current lease liabilities	14'539	
			TOTAL NON-CURRENT LIABILITIES	168'816	162'466
			Trade payables	17'845	20'051
			Other current liabilities	26'101	22'638
			Current financial liabilities	47'505	51'476
			Accrued expenses and deferred income	23'628	19'895
			Current lease liabilities	5'435	
			TOTAL CURRENT LIABILITIES	120'514	114'060
			TOTAL LIABILITIES	289'330	276'526
			TOTAL LIABILITIES AND EQUITY	412'564	365'596

Consolidated Statement Cash Flow 2019

Cash Flow (€ thousand)

(Thousand Euro)	31.12.2019	31.12.2018	(Thousand Euro)	31.12.2019	31.12.2018
PROFIT FOR THE YEAR	11'859	45'753	FREE CASH FLOW	594	17'184
Adjustments for:			Proceeds from borrowings	-	86'306
Income tax expenses	1'773	12'287	Repayment of borrowings	(26'524)	(28'928)
Depreciation, amortisation and impairment of tangible, intangible and right-of-use assets	33'733	24'837	Repayment of lease liabilities ***	(5'680)	(2'339)
(Gain)/ loss on disposal of tangible and intangible assets	159	(662)	Dividends paid by Parent Company	-	(65'247)
Foreign exchange result	3'552	292	Capital contribution	21'227	
Interest expenses	2'262		Adjustments due to change in Parent Company	-	691
Income taxes paid	(3'186)	(4'005)	CASH FLOW FROM FINANCING ACTIVITIES	(10'977)	(9'517)
Interest paid	(2'262)		NET INCREASE IN CASH AND CASH EQUIVALENTS	(10'383)	7'667
Increase in trade receivables	(3'207)	(6'482)	Cash and cash equivalents at the beginning of the financial year	33'710	25'117
(Increase)/ decrease in other receivables and prepaid expenses	(2'888)	(2'435)	Net effect of currency transaction on cash and cash equivalent	3'914	926
Increase in inventories	(11'681)	(9'000)	CASH AND CASH EQUIVALENTS AT THE END OF THE FINANCIAL YEAR	27'241	33'710
Increase / (decrease) in trade payables	(2'807)	2'119			
Increase in other payables, accruals and provisions	15'328	3'704			
CASH FLOW FROM OPERATING ACTIVITIES	42'635	66'408			
Purchase of tangible assets	(41'474)	(45'153)			
Purchase of intangible assets	(10'084)	(9'980)			
Proceeds from disposal of tangible assets	9'979	2'419			
Cash consideration for acquisitions, net of cash acquired	(875)	(7'901)			
Changes in financial assets	413	11'391			
CASH FLOW FROM INVESTING ACTIVITIES	(42'041)	(49'224)			
FREE CASH FLOW	594	17'184			

Company Presentation

Introduction



Dr. Alberto Siccardi

Founder & President

- Founded Medacta in 1999
- President of Medacta's Board of Directors
- Former CEO for nearly twenty years
- 50 years of experience in the Medical Device industry
- MBA from Bocconi University of Milan and SDA, Bocconi School of Management
- Pharmacy degree from Turin University



Francesco Siccardi

Chief Executive Officer

- Joined Medacta in 2002; Member of the Board since 2003
- 2002 to 2010 in charge of marketing, product and business development, with a particular focus on the US market
- Served as Executive VP of Medacta since 2010
- Biomedical Engineer from the Politecnico of Milan

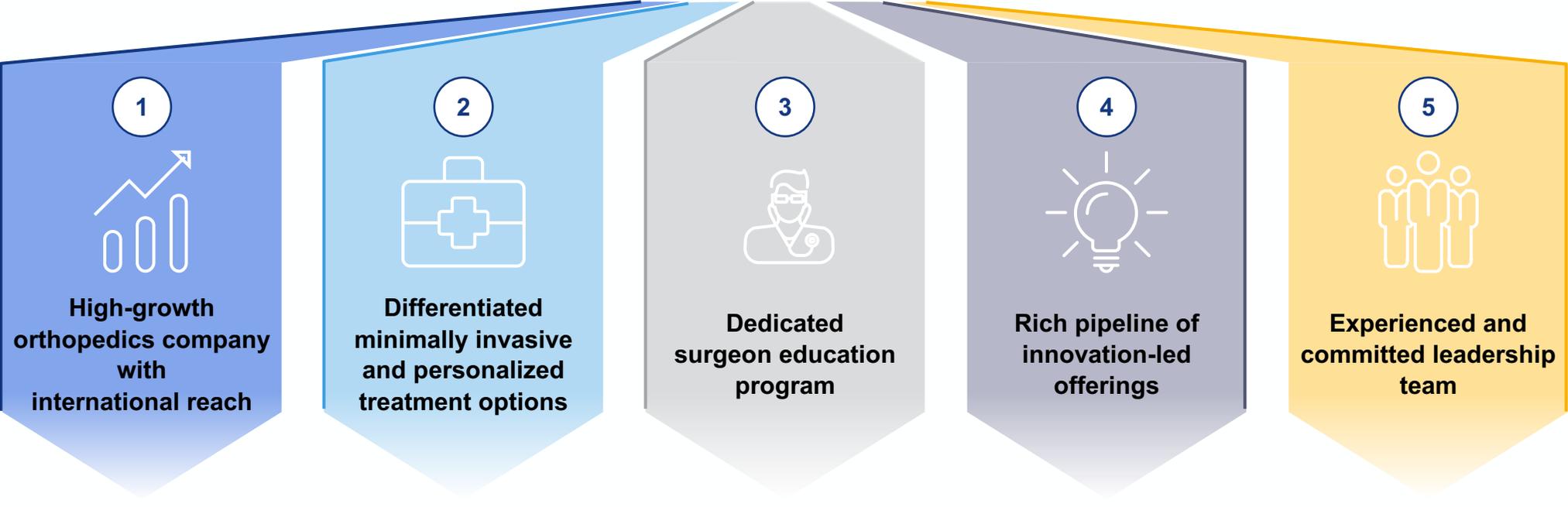


Corrado Farsetta

Chief Financial Officer

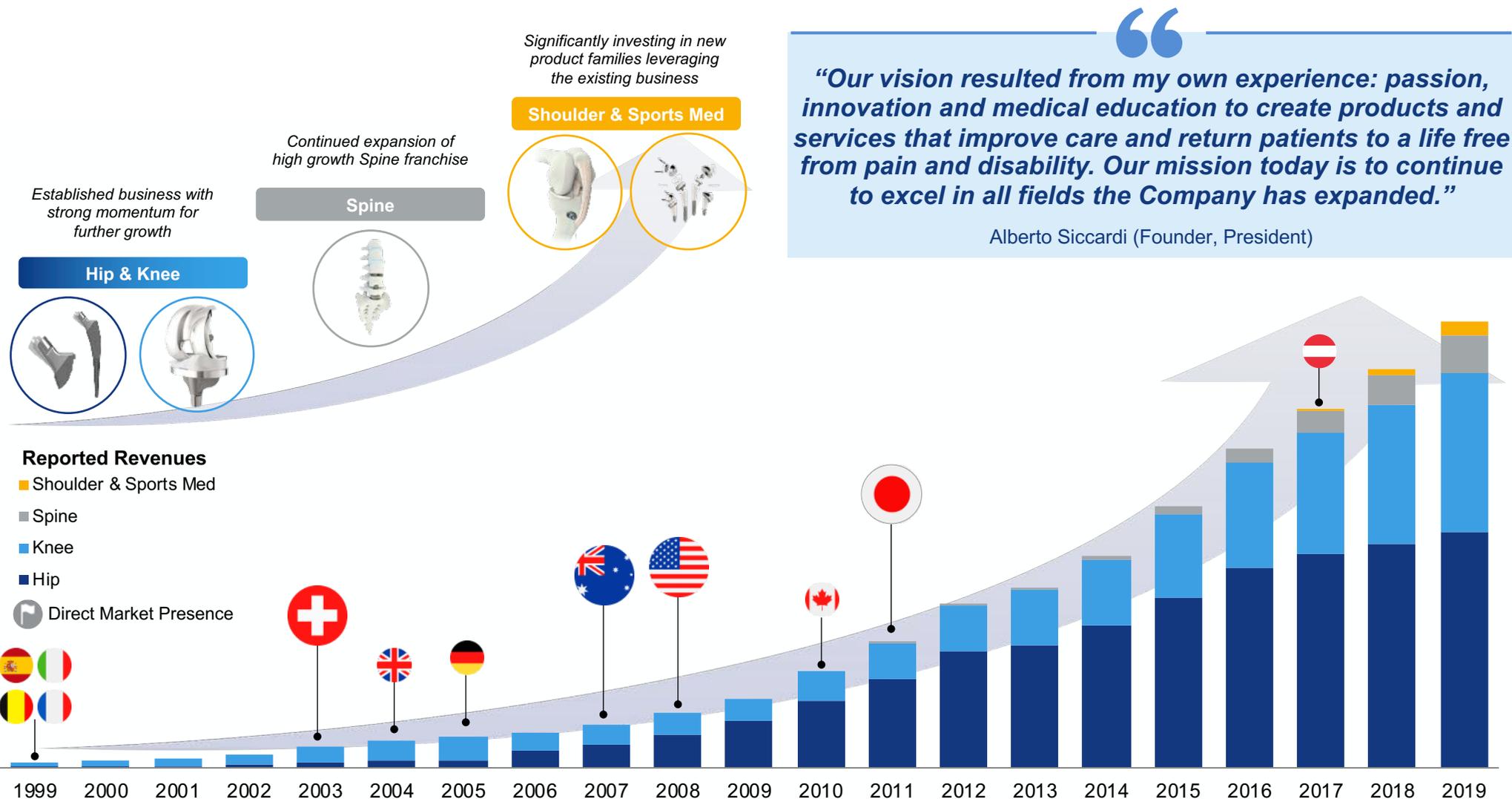
- Joined Medacta in 2008
- Previous experience in Finance at multinational manufacturing companies (Air Liquide) and management consulting
- Masters of Science in Business Administration from Bocconi University

An international high-growth platform with a new approach to orthopedics



Unique profile combining teens growth with high profitability

Proven Track Record of Growth Built on the Foundations of Long-Term Family Values



“Our vision resulted from my own experience: passion, innovation and medical education to create products and services that improve care and return patients to a life free from pain and disability. Our mission today is to continue to excel in all fields the Company has expanded.”

Alberto Siccardi (Founder, President)

Through surgeon medical education, Medacta innovation aims to provide better results both for patients and the healthcare system in terms of efficiency and economic savings

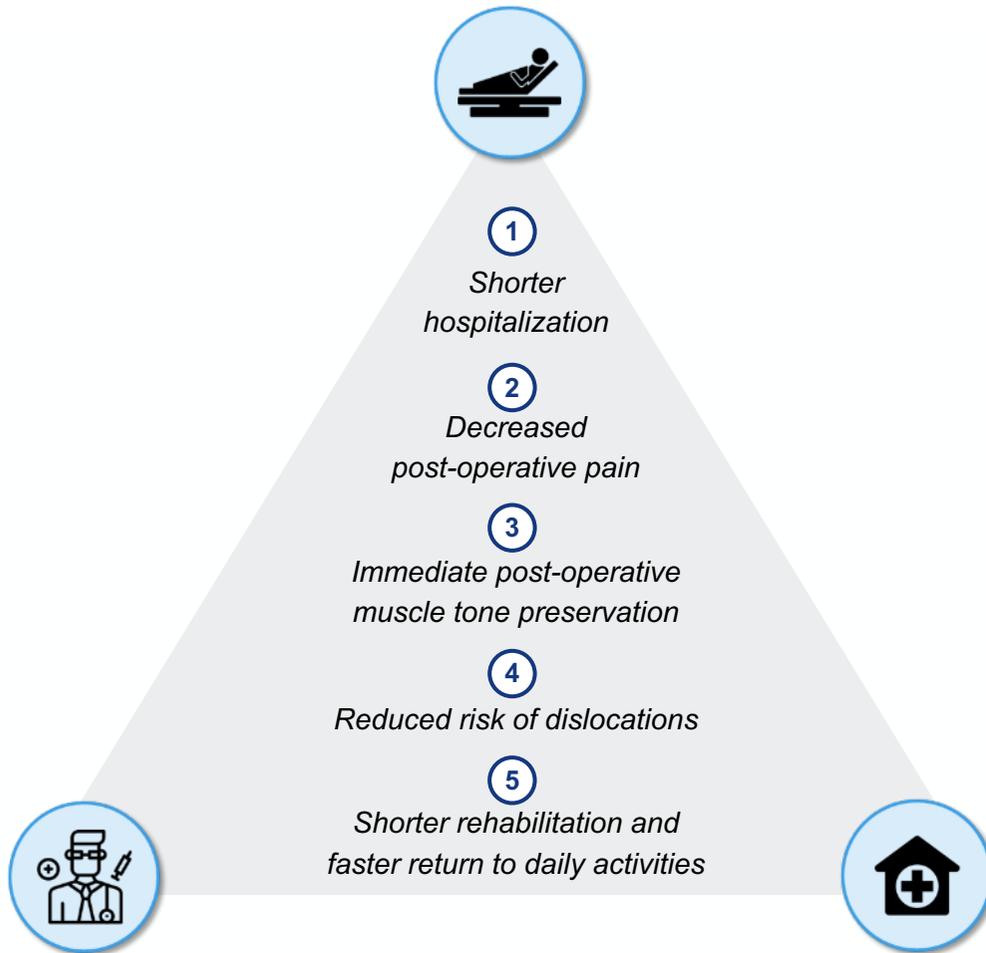
Medacta's Extensive Product and Service Portfolio

Medacta Product Range at a Glance

	Medacta International JOINT			Medacta International SPINE	Medacta International SPORTS MED
	Hip	Knee	Shoulder	Spine	Sports Med
					
	'99	'99	'16	'10	'17
2019A Sales (€m)	164	112	10	25	-
Patient Matched Technology					
Education Program					
Portfolio Scope Status	 Established <i>Revision Hip portfolio to be finalised</i>	 Established	 Established	 Ramp-up	 Limited Market Release
					 First Product Launched

Pioneer in Minimally Invasive Solutions for Hip Replacement

Typical Benefits for the Patient, Surgeon and Healthcare System



Anterior Minimally Invasive Surgery (AMIS) for Hip Replacement

AMIS Experience
ANTERIOR MINIMALLY INVASIVE SURGERY
IN HIP REPLACEMENT

SURGICAL TECHNIQUE

AMIS is an evolution of the anterior approach: simpler, more reproducible and less invasive

DEDICATED IMPLANTS

Specifically designed to facilitate implantation through the anterior approach. Success evidenced by clinical outcomes and customer satisfaction

ADVANCED INSTRUMENTATION

Developed specifically to make the AMIS technique easier and more reproducible

MEDICAL EDUCATION

M.O.R.E. AMIS Education Programme is a highly effective teaching programmes for the anterior approach

SERVICES & TOOLS

Assist surgeons in the promotion of their practice and patient education



Surgical Technique



AMIS Friendly Implant

Provided at no additional cost as part of the package



AMIS Mobile Leg Positioner

AMIS



15+
Years of Experience



330,000+¹
Procedures performed worldwide



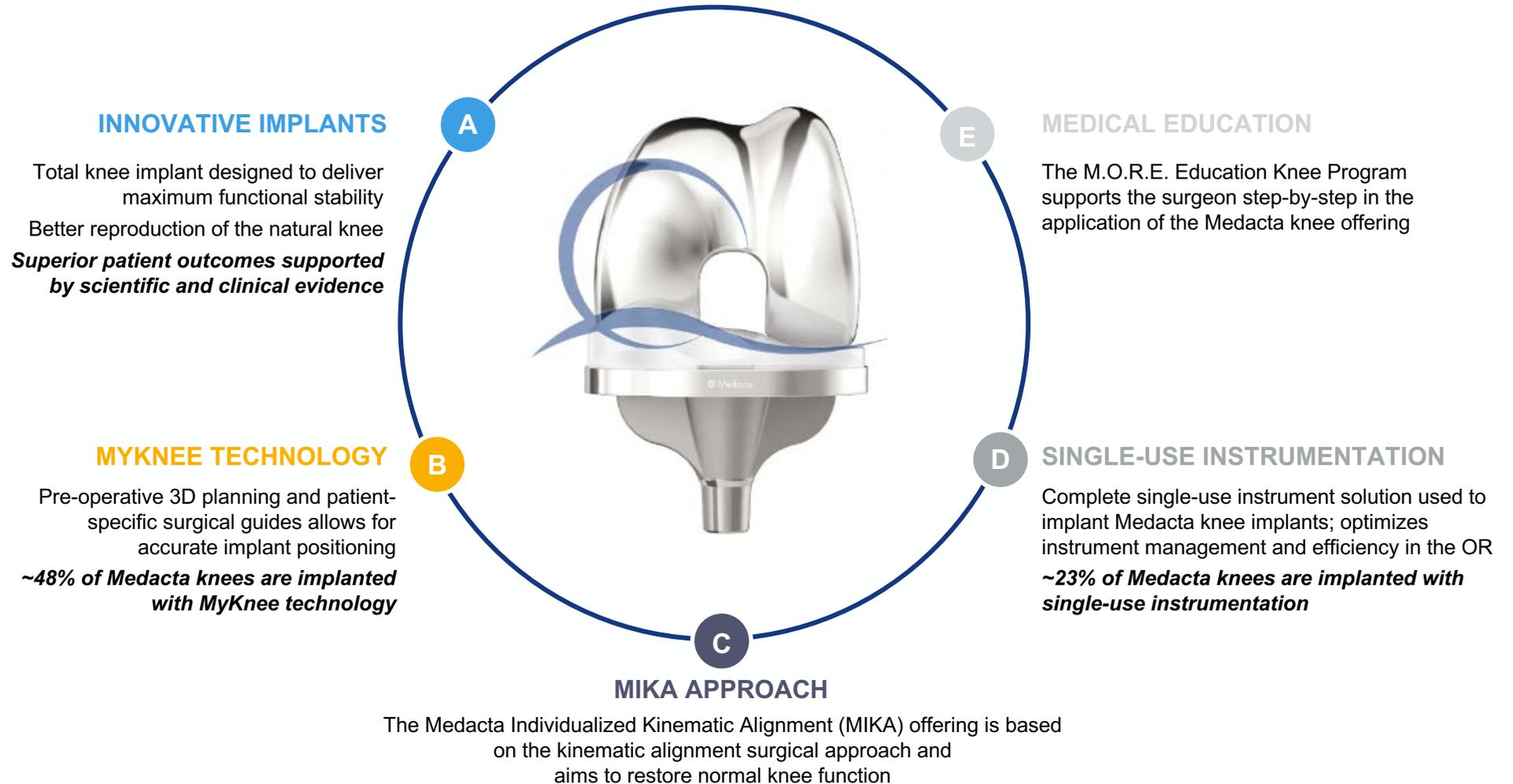
70%²
Conversion Rate

Notes:

1. As of 31-Dec-2018
2. Illustrative conversion rate calculated on the basis of 195 new learning centre participants between 1-Jan-2016 and 30-Jun-2016 who became active customers within 24 months after attending a course. Refers to all Medacta customers

The Medacta Approach to Knee Replacement

Medacta Ecosystem to Address Issues of Total Knee Arthroplasty



MySpine MIS Midline Cortical (MC) Platform awarded Best Healthcare Navigation / Robotics Solution

Next generation healthcare navigation and robotics solution

- **MedTech Breakthrough Awards recognize game-changing technologies throughout the medical industry**
- **MySpine MIS¹ MC is a minimally invasive, patient-matched, 3D printed solution in the midline cortical approach, tailored to the patient's anatomy to allow for greater accuracy in pedicle screw positioning through pre-operative planning and intra-operative guidance tools**
- **MySpine MIS MC combines Medacta's expertise in 3D planning tools with its industry-leading patient-matched guides to create a seamless, start-to-finish platform perfect for orthopedic surgeons looking to enter the personalized spine surgery space in the outpatient or inpatient setting**
- **The key advantages of MIS include reduced risk of damage to soft tissue, faster recovery time and reduced post-operative pain**



Sustained growth of the shoulder business underlined by the launch of new products

Medacta Shoulder System: An innovative modular shoulder replacement system

- Successfully rolled out the Medacta Shoulder System in the US, Australia and Japan
- Continued introduction of key technologies across global markets, with MyShoulder Placement Guides for shoulder arthroplasty launched in Japan and in the US
- Shoulder product range already fully sustained by the Education platform as part of the global rollout

MEDACTA SHOULDER SYSTEM

Tailored Platform for Individual Patient Needs

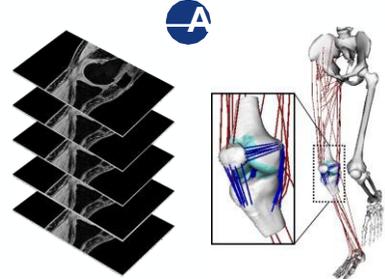


Medacta Approach to Personalized Medicine Sustained by Feedback System

Enabled by MySolution Platform

Proprietary web-based integrated solution linking all of the actors

Personalized 3D Planning



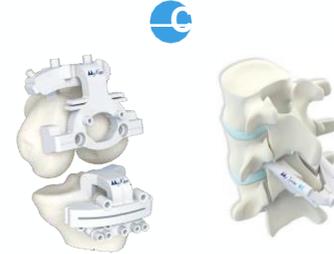
Imaging & Biomechanical Model

Implants Selection



Hip, Knee, Shoulder, Spine

Surgery Execution Tools



Patient Specific Guides

Clinical Follow-Up



Post Market Surveillance, Clinical Research and Surgeon Feedback

A

Big Data



MYBODY DATABASE

50,000 CT, MRI and biomechanical models

Optimises implant design

B

New Optimized Implants

NEW, OPTIMIZED IMPLANTS



Improved Biomechanics
Fitting and Sizing

C

New Surgery Execution Tools

AUGMENTED REALITY NAVIGATION PLATFORM

single use
low capital equipment
efficient process
easy to use

Hip, Knee, Shoulder, Spine

ROBOTIC LEG POSITIONER



MYHIP VERIFIER

Intraoperative verification software



THANK YOU