



1H 2022 Preliminary Unaudited Top-Line Figures

29 July 2022

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FRANCESCO SICCARDI

Chief Executive Officer

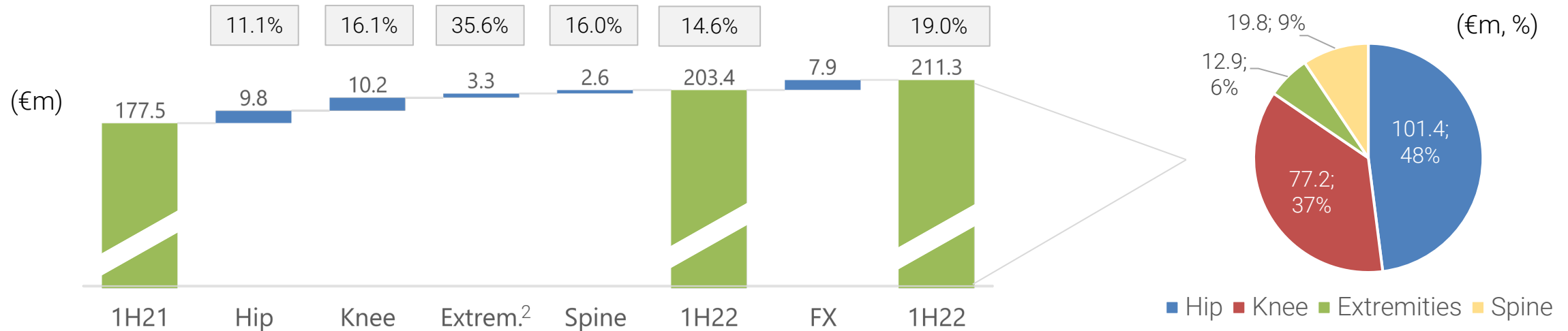
CORRADO FARSETTA

Chief Financial Officer

1H 2022 Highlights

- **1H 2022 revenue increased to Euro 211.3 million, or 19.0% (14.6% at constant currency) from 1H 2021**
- **Significant customer acquisition, salesforce expansion and product introduction** drove the growth that was **limited by pandemic restrictions and hospital staffing shortages** in Australia and US
- **Compared to 1H 2019, revenue was up 36.5% at constant currency**, representing a CAGR of 10.9% c.c., **true growth beyond a mere recovery**
- **Milestone of 100 NextAR™ platforms in the market**, driven by the **full market release of NextAR™** shoulder application
- Further expansion of our network of expert surgeons with **500+ reference centers active worldwide to support our Marketing and Medical Education Programs**
- **The expansion of our salesforce continued** across all the geographies and business lines

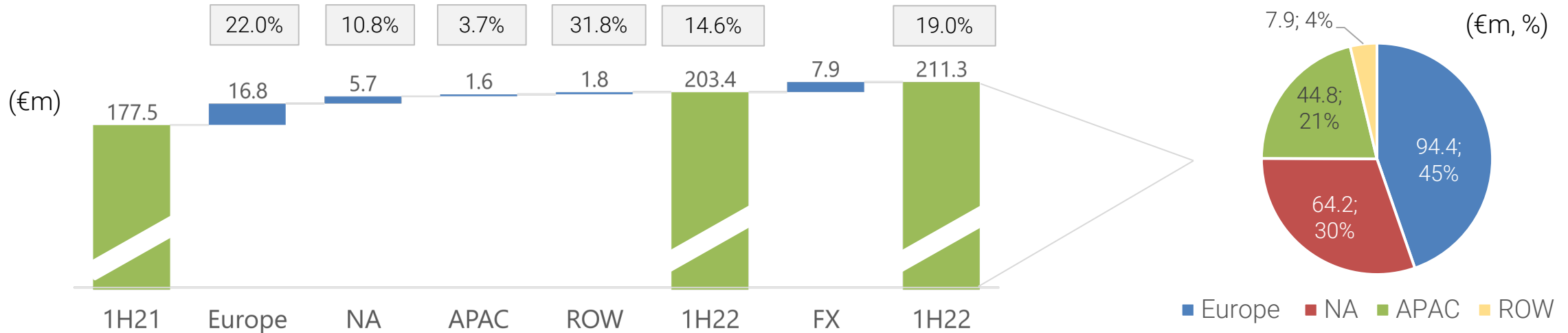
1H 2022 Revenue¹ Bridge by Product Line



- **Hip:** growth driven by the AMIS[®] strategy, supported by further adoption of the Bikini technique, and the roll-out of new products
- **Knee:** good momentum generated by Kinematic Alignment, Efficiency single-use instruments and the GMK[®] Sphere implants
- **Extremities:** acquisition of new customers through the completeness of the Medacta Shoulder System, supported by MyShoulder[®] and NextAR[™] personalized solutions
- **Spine:** growth driven by MIS Platform expansion and MySpine[®] offering

Notes:
 1. Unaudited
 2. Extremities include Shoulder and Sports Med revenue

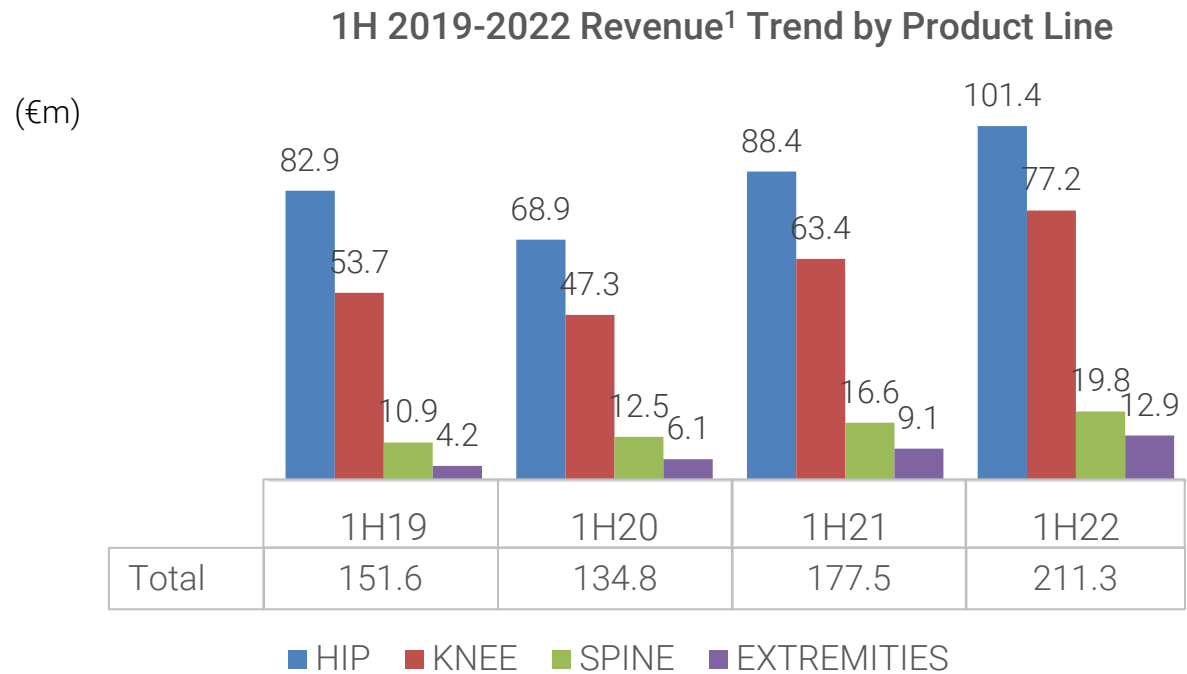
1H 2022 Revenue¹ Bridge by Geographic Area



In 1H 2022 the geographic mix from prior period shows a shift from APAC to Europe mainly due to Covid-19 restrictions in Australia

- **Europe:** solid growth driven by customer acquisition, together with normalization of surgical activities
- **North America:** customer acquisition, which was limited by the impact of Covid-19 and hospital staffing shortages especially in the first months of the year
- **Asia Pacific:** growth driven by attainment of new customers in Japan, which was limited by significant pandemic restrictions in Australia in the first quarter of the semester. Japan faced government price reduction late in H1.
- **RoW:** increased purchases from stocking distributors in Latin America

1H 2019-2022 True Growth beyond a Mere Recovery



	REVENUE CAGR 1H 2019-2022
HIP	6.3%
KNEE	11.9%
SPINE	21.9%
EXTREMITIES	44.5%
Total	10.9%

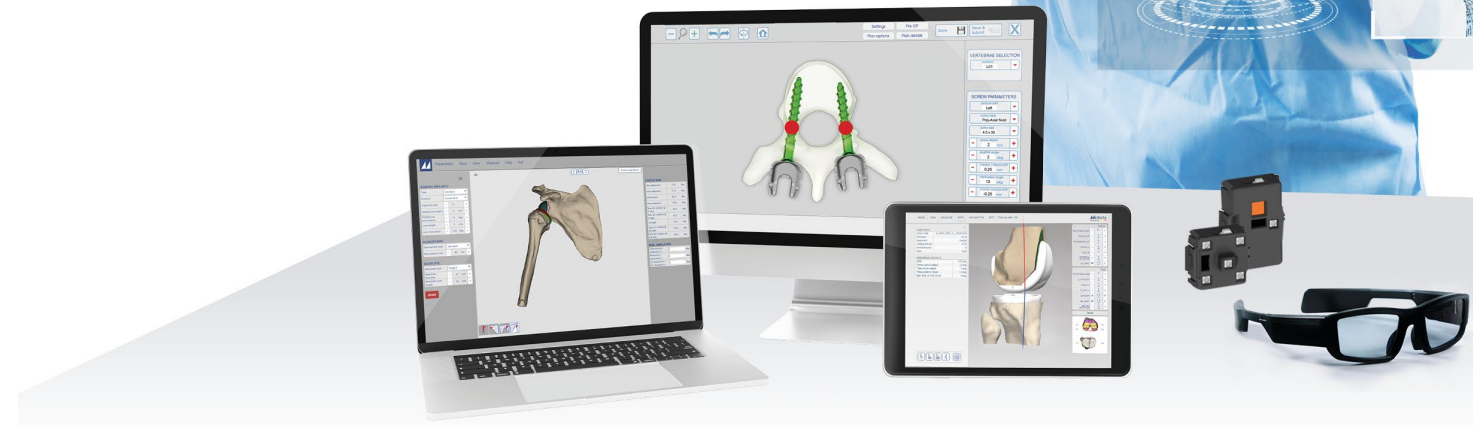
- **1H 2022 revenue was up 36.5% at constant currency from 1H 2019**, representing a CAGR of 10.9% at constant currency
- **Continuous growth of all product lines, excluding the slowdown of hips and knees in 2020**, despite challenging conditions from Covid-19 pandemic

Notes:
1. Unaudited figures

NextAR™ AR Surgical Platform

- Following **1,000 NextAR™ surgeries** performed worldwide **in the limited market release phase**, we reached **100 NextAR™ platforms in the market**. This milestone was driven by the **full market release of the NextAR™ shoulder application in May 2022**
- In June 2022, **NextAR™** further enlarged its worldwide outreach with the **approval in Japan**
- The NextAR™ platform is offered as a hardware system with **limited capital investment and single-use instrumentation at a low cost per case**

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FOR ALL YOUR PROCEDURES



2022 Outlook

- Thanks to the positive business performance of the first semester, **full-year revenue is expected in the top end of the original guidance range of Euro 400 million to Euro 414 million, at constant currency**
- In light of the current macroeconomic and geopolitical situation and initiatives taken to mitigate the impact, **Adjusted EBITDA margin is expected to trend towards the lower end of the 29% ±100bp guidance range at constant currency**, subject to any unforeseen events

Q&A

