



FY 2021 PRELIMINARY UNAUDITED TOP-LINE FIGURES

20 January 2022

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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. Currently, it is very difficult to provide a meaningful prediction on how governments will act in response to the ongoing outbreak of a novel coronavirus disease (COVID-19), how it 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 Presentation may contain information regarding alternative performance measures. Definitions of these measures and reconciliations between such measures and their IFRS counterparts if not defined in the Presentation may be found on the financial reports available on our website at <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 2021 Revenue¹
Euro 363.1 million

Positive revenue contribution from all business lines and geographies

Revenue Growth vs FY20

21.4% at constant currency
20.0% reported

Significant carry-over and customer acquisition, in addition to normalization of surgical activities, which were limited by **further pandemic restrictions throughout the year**

Innovation

50+ new products registered in 1H before the new European Medical Devices Regulation fully entered into force

Medical Education

New customer acquisition thanks to Medical Educations back to normal level with significant increase compared to 2019

Group Hirings

150+ new jobs added, including significant salesforce expansion

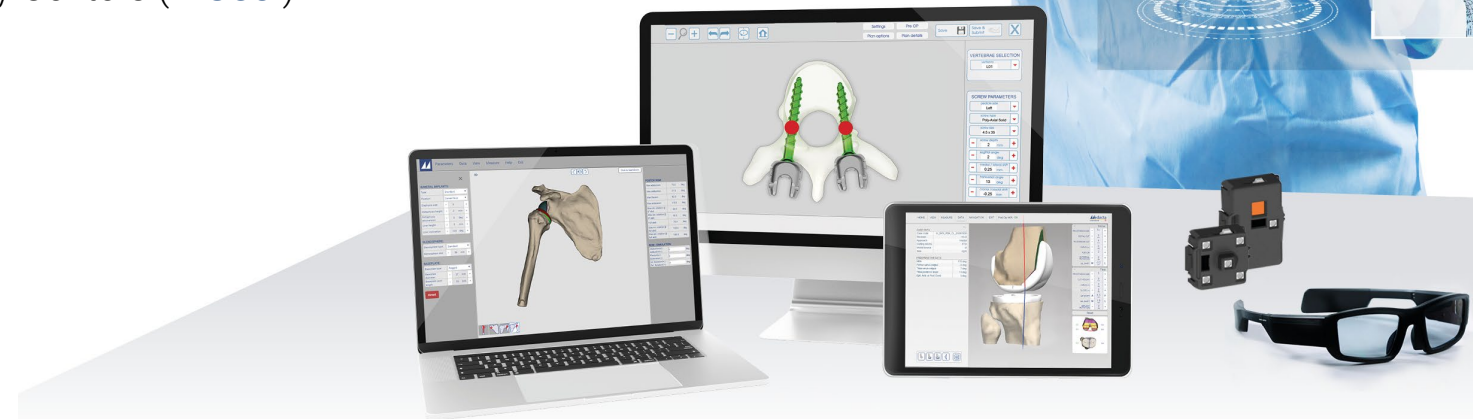
Notes:

1. Unaudited figures

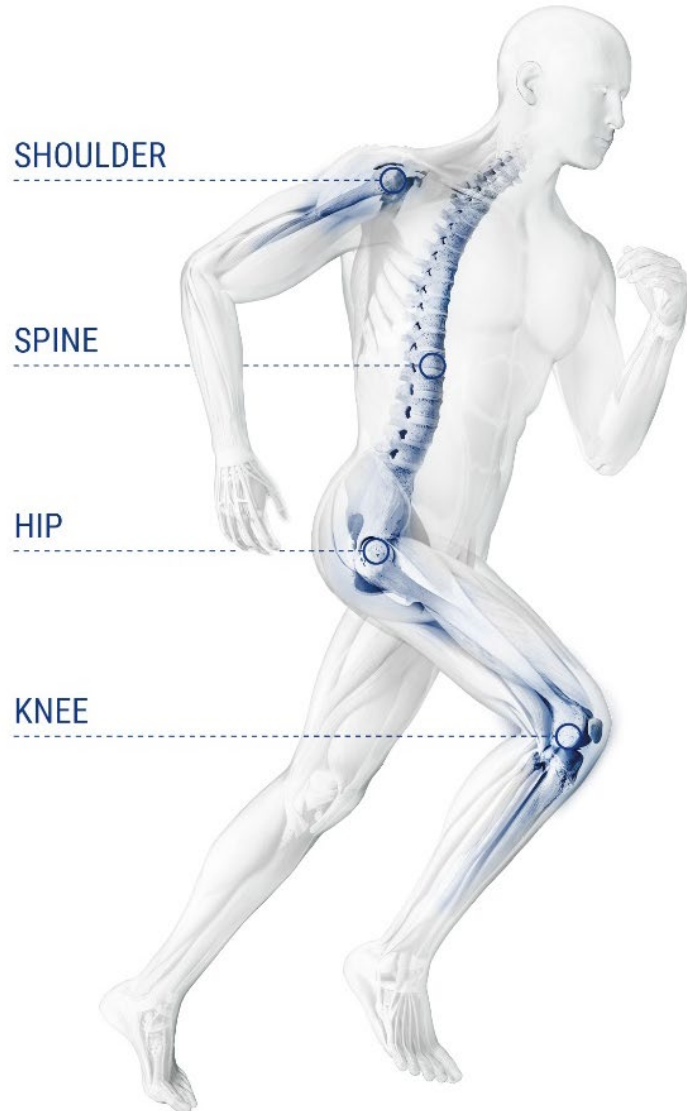
DEPLOYMENT OF THE NEXTAR™ AR SURGICAL PLATFORM

- NextAR, our Augmented Reality Surgical Platform, empowers the surgeon's vision with **real-time surgical guidance superimposed onto the operative field** to make data-driven decision-making
- All NextAR Platform **applications for knee, shoulder and spine** surgery are **CE marked and FDA cleared**. Currently all the applications are in **Limited Market Release** to build Reference Centre Network
- An innovative solution designed to improve accuracy and efficiency in surgical procedures, with **low upfront capital investment and cost per case** compared to other technologies
- NextAR can be the optimal solution worldwide, and particularly for U.S. Ambulatory Surgery Centers ("**ASCs**")

A SINGLE PLATFORM
FOR ALL YOUR PROCEDURES



INNOVATION AND PRODUCT DEVELOPMENT



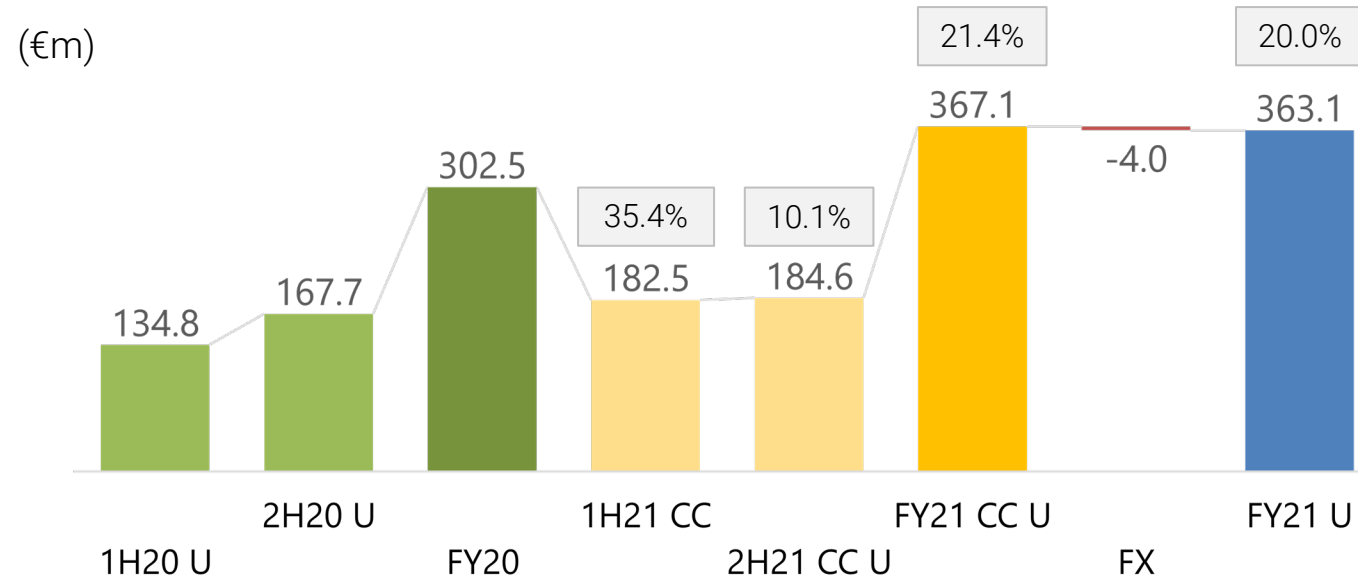
- **Hip**
 - Further enhancement of the AMIS® (Bikini) technique
 - Expansion of revision systems
 - As innovative technologies, personalized solutions with 3D preoperative planning and intraoperative verification (MyHip® Planner and MyHip® Verifier)
- **Knee**
 - Continuous focus on Kinematic Alignment (MyKA™), as part of our MySolutions Personalized Ecosystem
 - Introduction of SensiTiN™ hypoallergenic implants and new revision options, in addition to the MyKnee® R patient-specific solution
 - European introduction of GMK® Sphere Cementless Femur
 - Further penetration of GMK® Efficiency single-use instruments
- **Extremities**
 - **Shoulder:** introduction of stemless and revision humeral implants, in addition to SensiTiN™ hypoallergenic implant options
 - **Sports Med:** completion of knee product offering and enlargement of shoulder and hip solutions
- **Spine**
 - Continuous focus on the MySpine® platform
 - Further expansion of our minimally invasive procedural solutions

MARKETING AND MEDICAL EDUCATION PROGRAMS

- **Medical Educations** back to normal level with significant increase compared to 2019
- **Decentralized marketing and educational activities** proved to be very effective at engaging surgeons and supporting customer acquisition
- Further **strengthening of the M.O.R.E. in Touch program**, a series of webcasts including eLearning Classes, eLearning Centers, live surgery specimen demonstrations, and web-based “Meet the Expert” events, **hosted by Medacta TV**
- Launch of a new platform for **remote proctoring activities empowered by augmented reality**
- International travel and **congresses**, which **restarted in June**, were limited by **further restrictions in December**



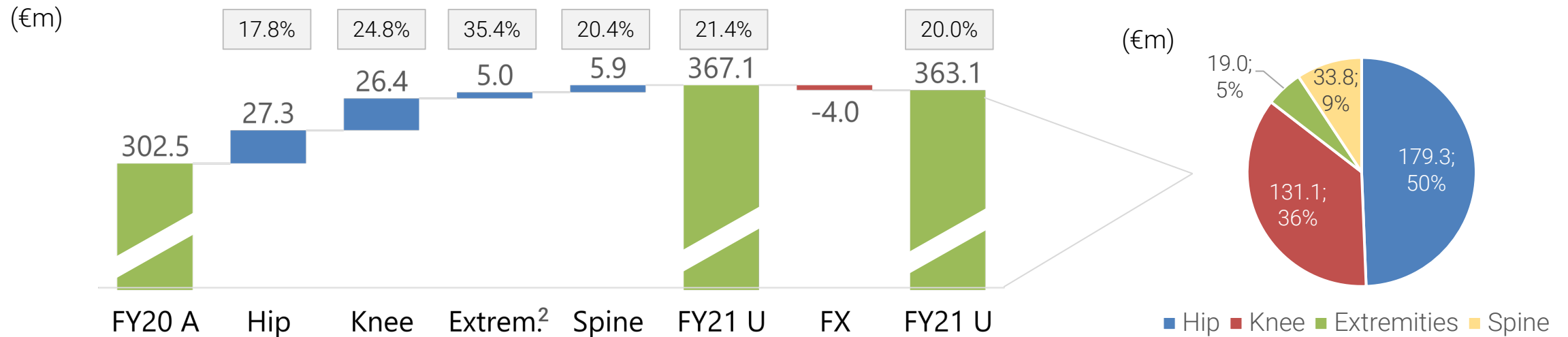
REVENUE TREND BY SEMESTER



- In 2H 2021 elective surgeries were limited by the resurgence of Covid-19
- The 2H 2020 comparative period already benefited from previous pent-up demand in certain geographies

Notes:
U stands for Unaudited figures

FY REVENUE¹ BRIDGE BY PRODUCT LINE

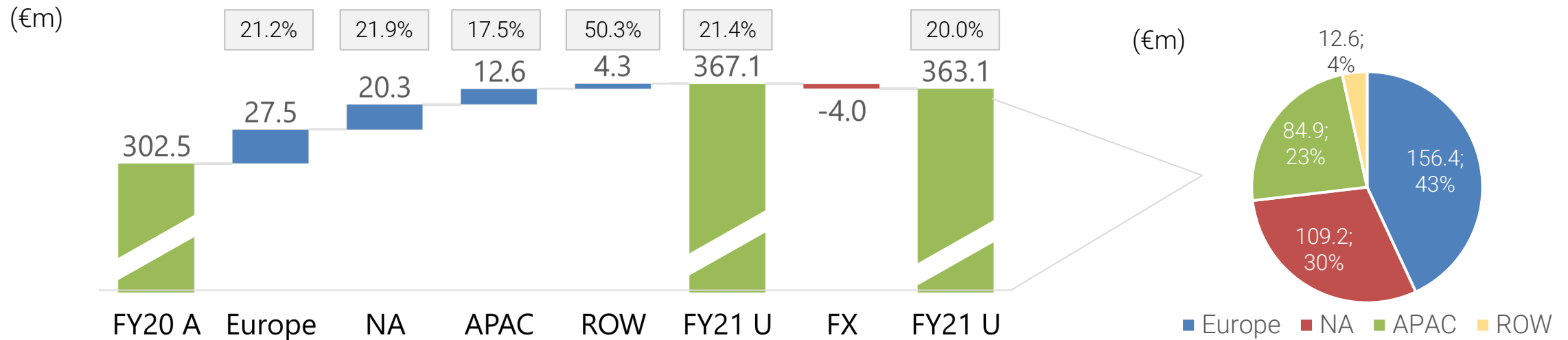


- **Hip:** growth driven by the AMIS[®] strategy supported by the roll-out of new products
- **Knee:** good momentum generated by Kinematic Alignment, Efficiency single-use instruments and the GMK[®] Sphere platform
- **Extremities:** acquisition of new customers through the completeness of the Medacta Shoulder System, supported by MyShoulder[®] and NextAR personalized solutions. Expansion of the Sports Med product offering
- **Spine:** MIS Platform expansion, MySpine[®] offering enlarged to include new indications such as deformities
- All the business lines benefitted from significant salesforce and marketing expansion

Notes:

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

FY REVENUE¹ BRIDGE BY GEOGRAPHIC AREA



- **Europe:** solid growth across all countries despite Covid-19 restrictions in Q1 and Q4
- **North America:** customer acquisition, salesforce expansion and increased activity level in ASCs, limited by hospital staffing shortages and Covid-19 restrictions
- **Asia Pacific:** growth driven by attainment of new customers, despite pandemic restrictions in Australia in 2H
- **RoW:** increased purchases from stocking distributors and the creation of new distributors in the Middle East and LATAM

Notes:
1. Unaudited

**A great thank you to all our Employees for their commitment, resilience, and performance,
and to our Customers and Suppliers for their collaboration and support in this challenging time**



Q&A

Thank you for your attention

