



COMPANY PRESENTATION

An International High-Growth Platform
With a New Approach to Orthopaedics

DISCLAIMER

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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 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>.

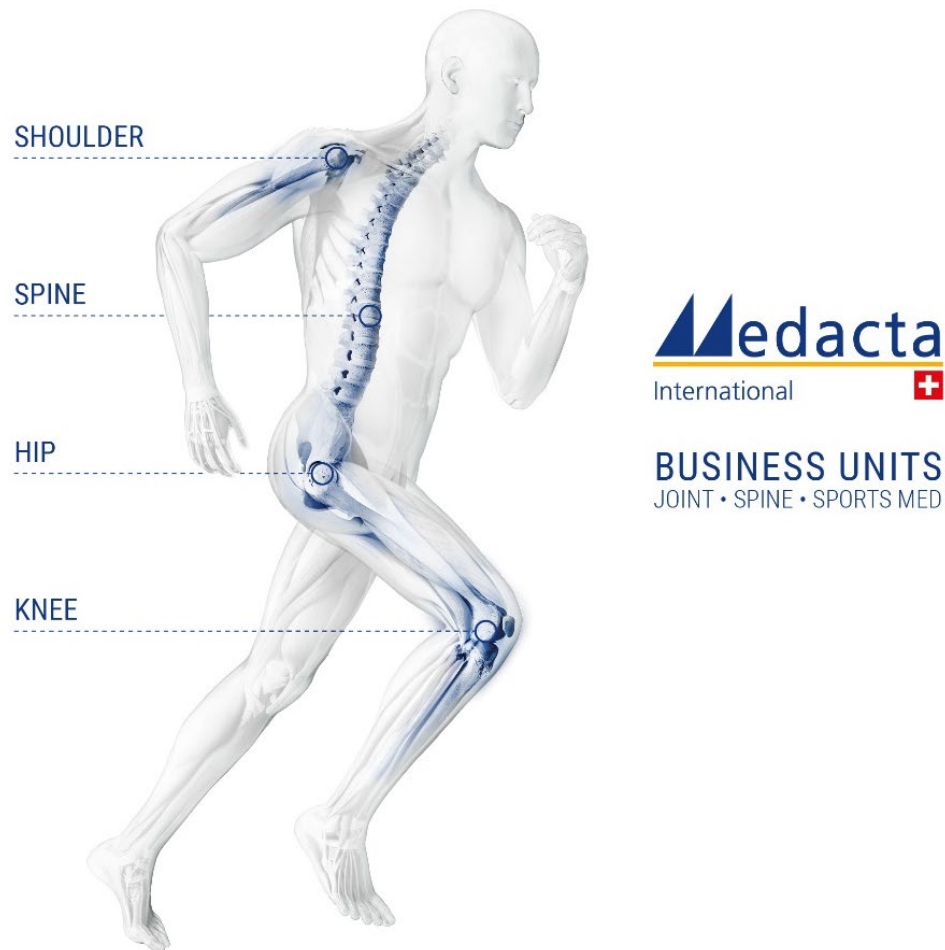
THIS PRESENTATION IS NOT AN INVITATION TO PURCHASE SECURITIES OF MEDACTA OR THE GROUP



MEDACTA

SWISS COMPANY, GLOBAL PARTNER

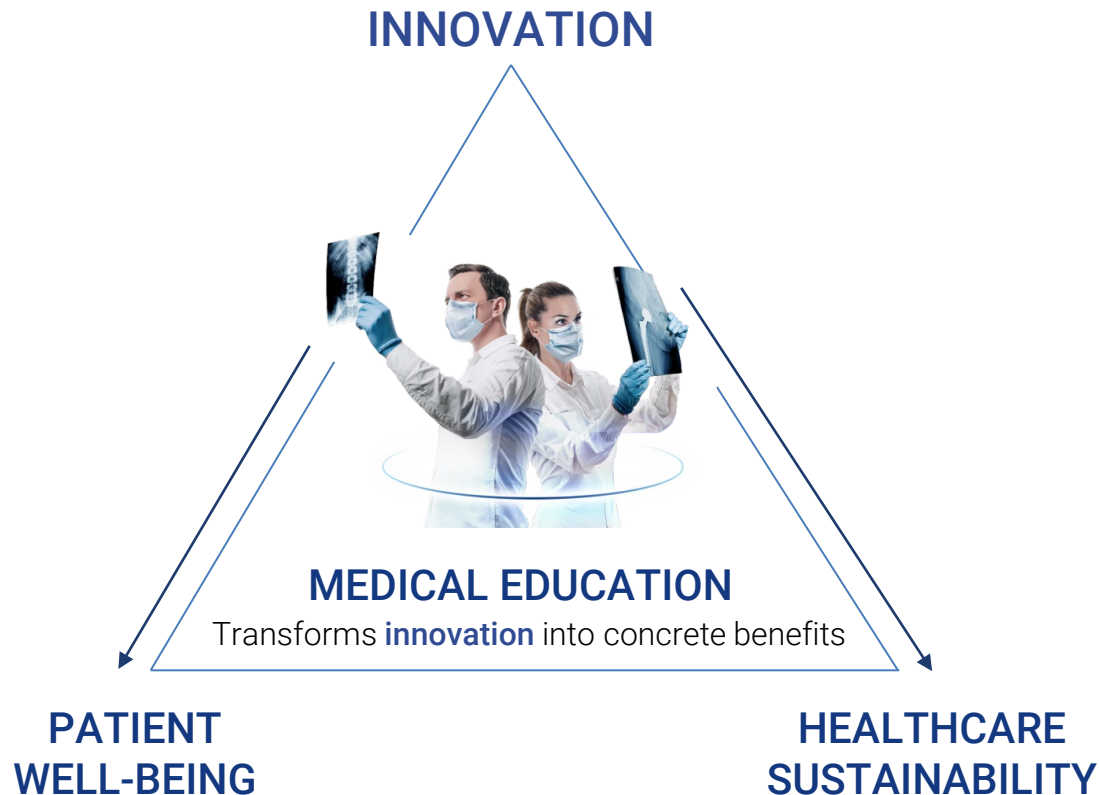
We are an international company specialized in the design, production and distribution of **innovative orthopaedic products** and accompanying **surgical techniques** for joint replacement, spine surgery and sports medicine.



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**.



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)



Established business with strong momentum for further growth

**HIP & KNEE
JOINT REPLACEMENT**



Continued expansion of high growth Spine business

SPINE



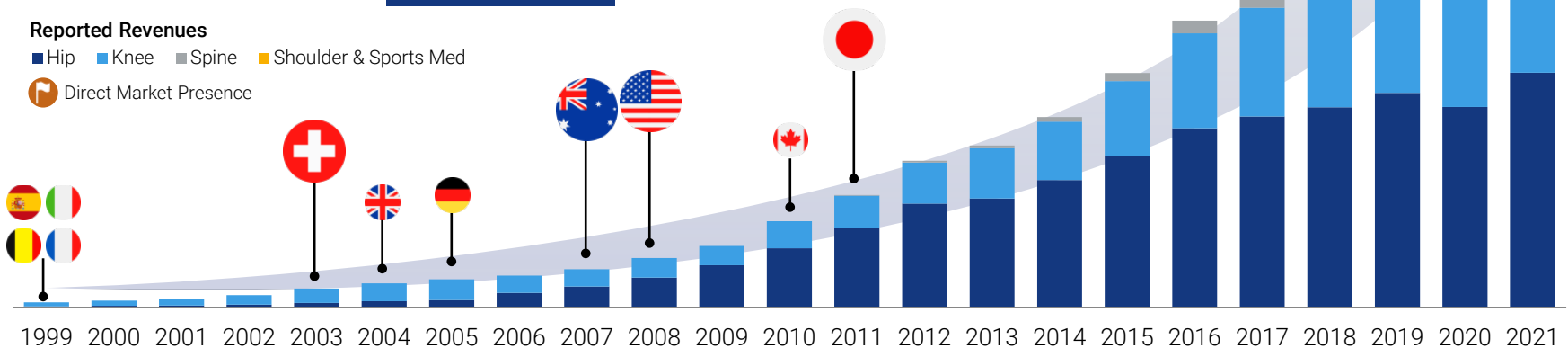
Significantly investing in new product families leveraging the existing business

**SHOULDER REPLACEMENT
& SPORTS MED**

Reported Revenues

■ Hip ■ Knee ■ Spine ■ Shoulder & Sports Med

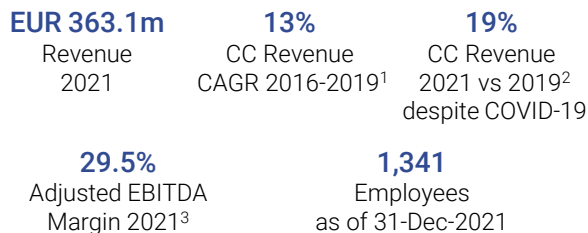
🚩 Direct Market Presence



High-Growth Orthopaedics Company

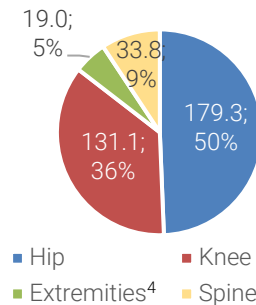
with Attractive Business Mix and International Reach

MEDACTA IN NUMBERS



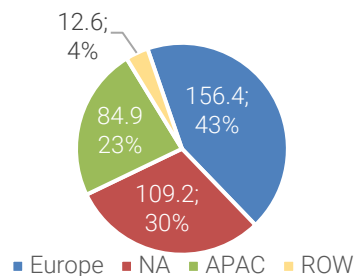
ATTRACTIVE BUSINESS MIX

2021 Revenue Split (€m)



STRONG GEOGRAPHIC DIVERSIFICATION

2021 Revenue Split (€m)



PRESENCE IN THE MOST ATTRACTIVE MARKETS⁵

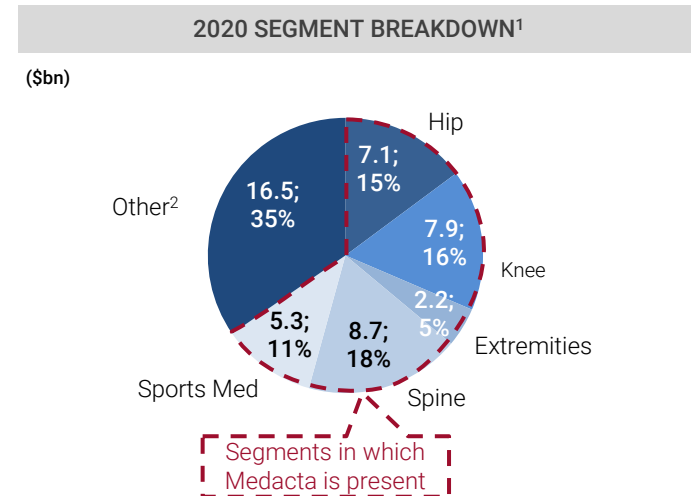
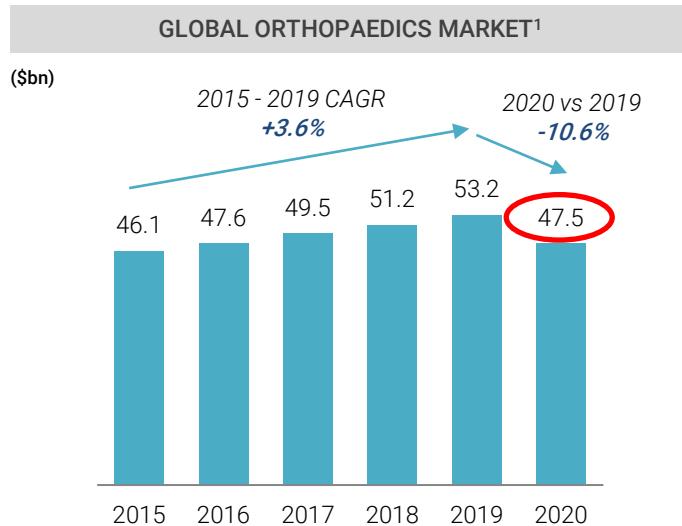


Notes:

1. Constant currency growth rate based on FY2019 average exchange rates. 2. Constant currency growth rate based on FY2021 average exchange rates 3. For a reconciliation of Alternative Performance Measures please refer to section headed "Alternative Performance Measures" of the 2021 Annual Report. The Annual Report is available at <https://www.medacta.com/EN/financial-reports>. 4. Extremities include Shoulder and Sports Med. 5. As of 31-Dec-2021. 6. Medacta is present in target regions of countries that constitute over 90% of the global Ortho market. Source ORTHOWORLD®, The Orthopaedic Industry Annual Report®, June 2021.

Medacta operates in the large and attractive Ortho sector and is outgrowing the market.

Main market **growth drivers** are favorable demographics and increase in procedural volumes, technological advancements and shift to outpatient setting.



Notes:

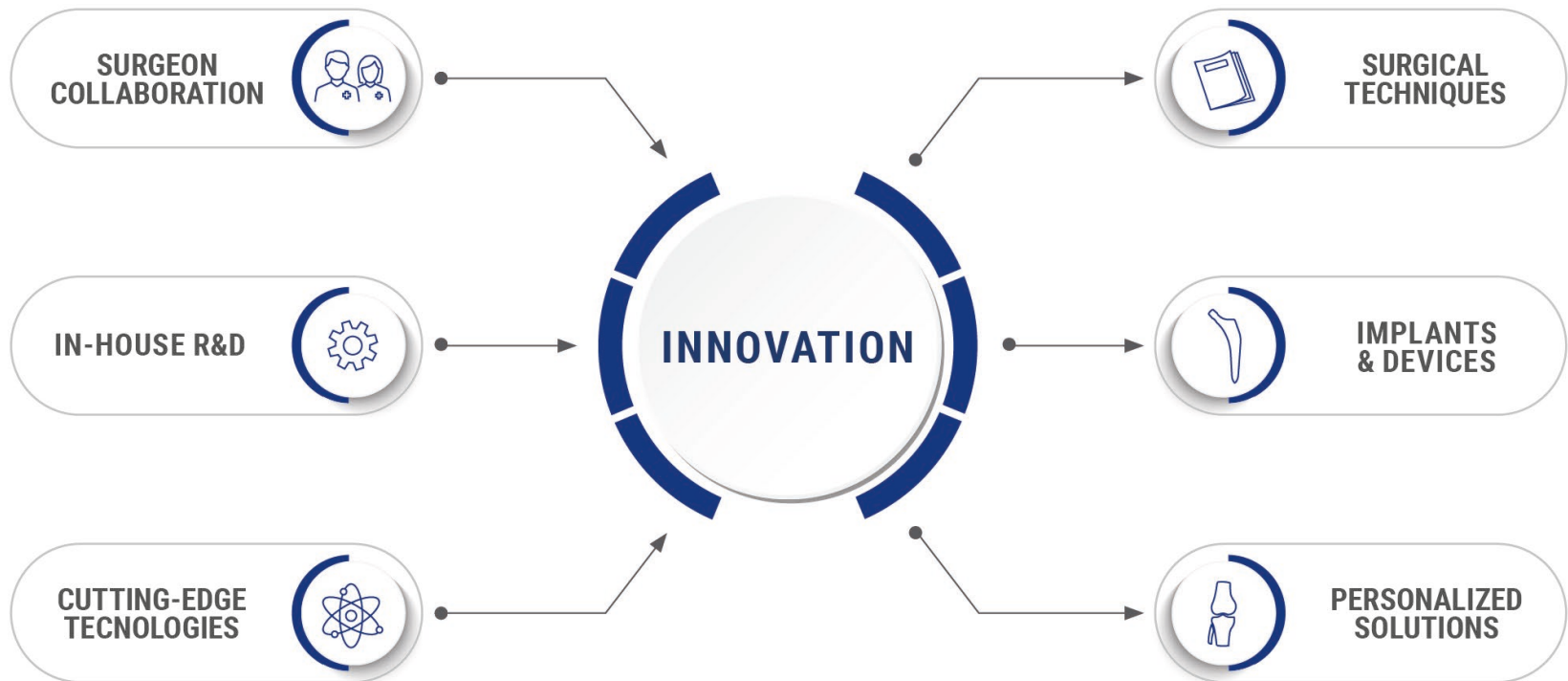
1. Source **ORTHOWORLD[®]**, The Orthopaedic Industry Annual Report[®], June 2021. 2. Includes trauma, orthobiologics, craniomaxillofacial, bone growth stimulation and miscellaneous items



INNOVATIVE OFFERING

MEDACTA'S DIFFERENTIATED PRODUCT AND SERVICE PORTFOLIO

Our **innovation** is driven by a **strong collaboration with surgeons**, continuous investments in **in-house R&D**, and **cutting-edge technologies**.

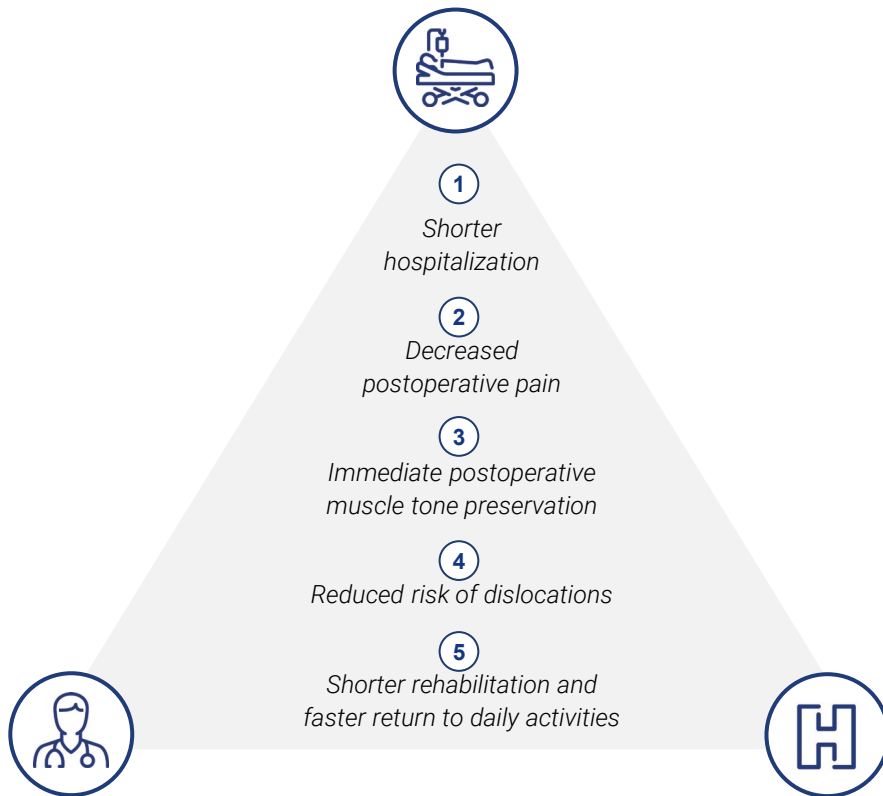


Medacta's Extensive Product and Service Portfolio

	Medacta International  JOINT			Medacta International  SPINE	Medacta International  SPORTS MED
Business Lines	Hip	Knee	Shoulder	Spine	Sports Med
					
Complete product lines with key differentiated offerings	AAAIS	MyKA GAAK SPHERE MyKnee GAAK Efficiency	My Shoulder	My Spine MC	My-ARS ACL
Platform technology	NEXTAR	NEXTAR	NEXTAR	NEXTAR	
Sales force structure	Dedicated			Dedicated	Transitioning from joint to dedicated
Key market strategy	MyO.R.E. INSTITUTE SUPERIOR EDUCATION				

Pioneer in **Minimally Invasive Solutions** for Hip Replacement

TYPICAL BENEFITS FOR THE PATIENT, SURGEON AND HEALTHCARE SYSTEM



Notes:
 1. As of 31-Dec-2021.

ANTERIOR MINIMALLY INVASIVE SURGERY (AMIS) FOR 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

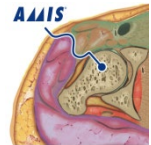
Developed specifically to make the AMIS technique easier and more reproducible

MEDICAL EDUCATION

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

SERVICES & TOOLS

Assist surgeons in the promotion of their practice and patient education



Provided at **no additional cost** as part of the **package**

AMIS Mobile Leg Positioner

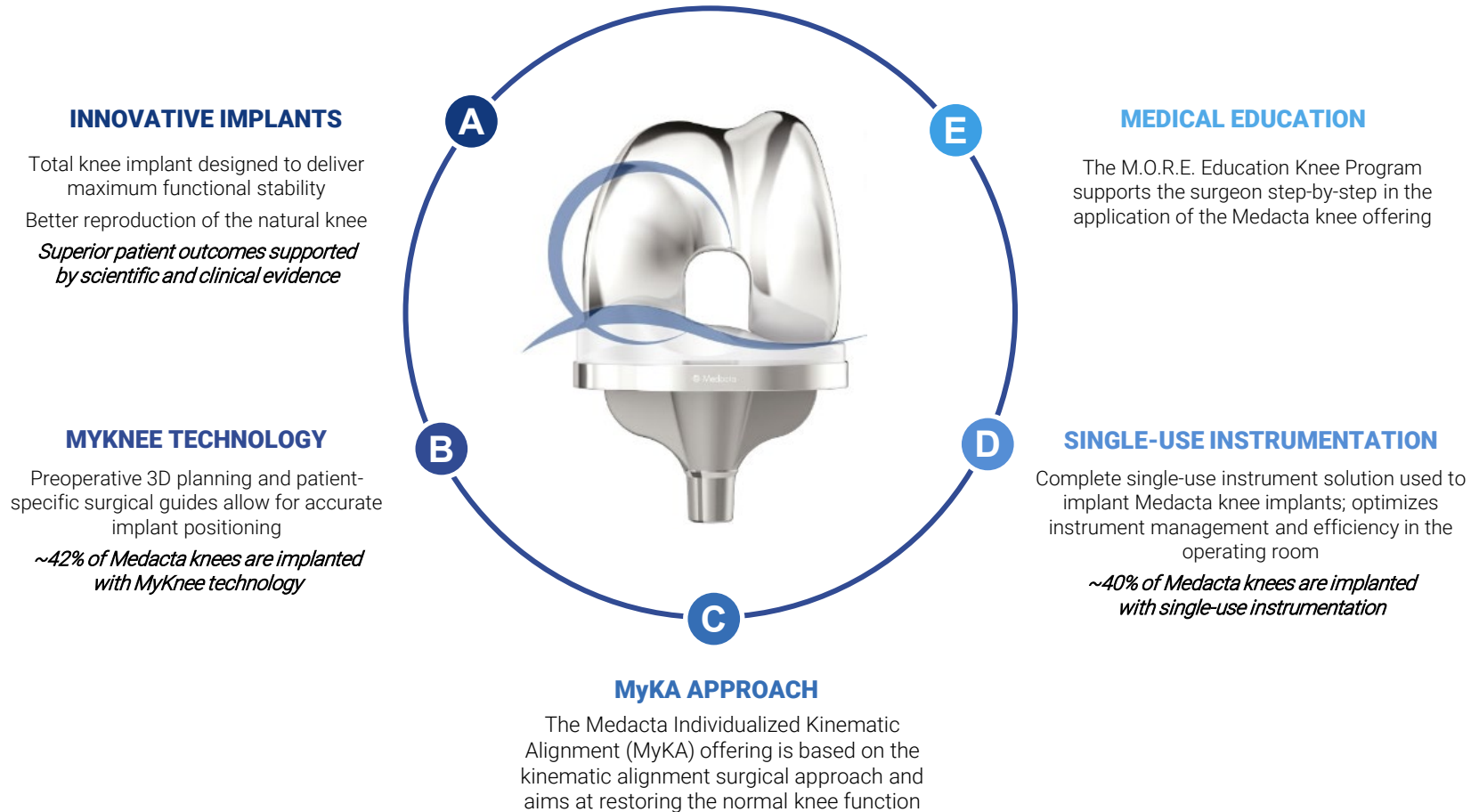


15+
Years of
Experience



480,000+¹
Procedures performed
worldwide

The Medacta Approach to **Knee Replacement** Medacta **Unique Offering** in Total Knee Arthroplasty



Sustained Growth of the **Shoulder Business** Underlined by the **Launch of New Products**

The Medacta Shoulder System is an **innovative modular system** that offers a range of options for shoulder replacement designed to **reduce postoperative shoulder pain**, enhance shoulder mobility and **improve patient well-being**.

Shoulder product range already fully sustained by the Education platform as part of the global rollout.



Growth of **Spine Offerings** Driven by a Comprehensive Range of Procedural Solutions, in particular **MIS MySpine MC**

MIS MySpine 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 preoperative planning and intraoperative guidance tools.

The key advantages of MIS include reduced risk of damage to soft tissue, **faster recovery time and reduced postoperative pain.**





NextAR, our Augmented Reality Surgical Platform, empowers the surgeon's vision with **unique real-time surgical guidance superimposed onto the operative field** to enhance precision and enable data-driven decision-making.

NextAR is the first platform to offer **augmented reality solutions for both joint replacement and spine procedures**. An innovative solution designed to improve surgery 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**



Sports Med Expanding Medacta's Portfolio

Competitive Sports Med product portfolio focused on all major sports injury treatments with **innovative and differentiated products, procedural and patient-specific solutions.**





MEDICAL EDUCATION

MEDACTA'S TAILORED SURGEON EDUCATION PROGRAM

Since its founding in 2004, the M.O.R.E. Institute has become a **global education platform** tailored to the **needs of the individual surgeon**, with courses addressing each of our business lines.

The M.O.R.E. Institute relies on the surgeon community to create **networking opportunities** and **educational events**, both face-to-face and online: **surgeon-to-surgeon visits**, **proctorships**, **wet labs**, international **symposia**, **expert meetings**, **eLearning Class** and **eLearning Center**.



400th AMIS LC
200th Knee LC
100th Spine LC

REFERENCE
CENTERS

+ 450

LEARNING
CENTERS

169

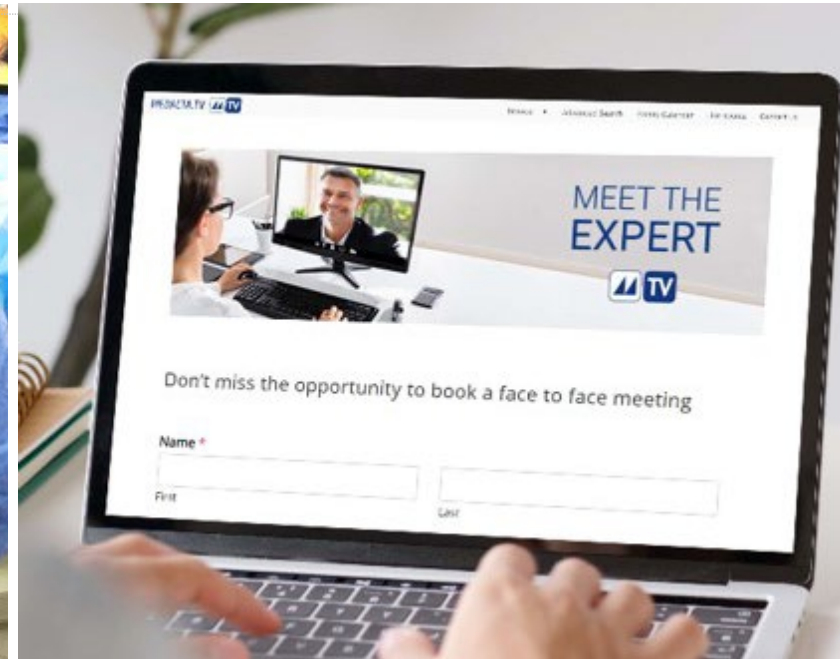
COURSE
PARTICIPANTS¹

+ 1500

SURGEON TO SURGEON
INTERACTIONS¹

+ 1500

Note: Data refers to 2021 - ¹ Data includes in-person and online activities



A **tested and proven method** for continuous education
Expect MORE with an **education path tailored to the surgeon's needs**

INSTRUCTIONAL LEVEL

STEP 1

Visiting
a Reference
Center

EVALUATE the surgical techniques
EXPLORE the Medacta products

STEP 2

Attending a
Learning
Center

DEEPEN the scientific knowledge
PRACTICE with cadaver workshop

STEP 3

Taking
advantage of
Proctoring

KEY MEDACTA
DIFFERENTIATOR

PARTICIPATE in a network of experts
EVOLVE with continuous education

ADVANCED LEVEL

STEP 4

Meeting with
experts

SHARE experience

MASTER LEVEL

STEP 5






Focusing on
revision
cases

MASTER the surgical techniques

GOVERNANCE, FINANCIALS AND ESG

ENTREPRENEURIAL AND EXPERIENCED MANAGEMENT TEAM
AND SOLID TRACK RECORD

Best Practice Public Company Governance

	<p>Alberto Siccardi <i>Chairman</i> <u>Non-Executive</u></p>	<ul style="list-style-type: none"> • Founded Medacta in 1999, President & CEO of Medacta for nearly twenty years • Previously owner and CEO of Bieffe Medital, an innovative company operating in the Dialysis and I.V. market, successfully sold to Baxter in 1997 • Master of Business Administration at Bocconi University School of Management in Milan; Pharmacy degree at Turin University
	<p>Maria Luisa Siccardi Tonolli <i>Member</i> <u>Non-Executive</u> Member of Audit & Risk Committee</p>	<ul style="list-style-type: none"> • Member of the Board of Medacta since 2003, Head of Family Office since 2002, Vice President of the Board of Directors of Medacta for Life Foundation, Member of the Board of Directors of Surgical Practice Resource Group and of Verve SA, President of Machi Holding • Former Head of Strategic and Corporate Finance for Medacta (2003-2014), as well as Vice President Finance / Treasury Supervisor (2011-2019) • Degree in Business Economics at Bocconi University in Milan
	<p>Victor Balli <i>Member</i> <u>Lead Independent Director</u> Chairman of Audit & Risk Committee</p>	<ul style="list-style-type: none"> • Member of the Board of Directors of Givaudan (Compensation / Chairman of Audit Committee), KWS Saat (Chairman of Audit Committee), the Swiss Federal Audit Oversight Authority, Louis Dreyfus Company Holding (Chairman of Audit Committee), Hemro and Sika (Audit Committee) • Previously CFO at Barry Callebaut (2007-2018) • Masters Degree in Economics from the University of St. Gallen (HSG); Masters Degree in Chemical Engineering from the Swiss Federal Institute of Technology (ETH)
	<p>Riccardo Braglia <i>Member</i> <u>Independent Director</u> Member of Remuneration Committee</p>	<ul style="list-style-type: none"> • Group Vice Chairman and Board Member of 3B Future Holding SA (formerly Helsinn Holding Group) and Board Member of HAS Healthcare Advanced Synthesis. Since 2021 Executive Chairman of Helsinn Group. • Co-founder and Board Member of Lyfebulb, USA, Member of the Advisory Board of Windham Ventures and Health Elements, USA, Member of the Board of the Conquer Cancer Foundation, USA, and Member of the CEO Roundtable on Cancer, USA, as well as of the Swiss-American Chamber of Commerce • Degree in Business Economics from Bocconi University, Milan
	<p>Philippe Weber <i>Member</i> <u>Independent Director</u> Chairman of Remuneration Committee</p>	<ul style="list-style-type: none"> • Chairman of the the Board of Directors and Managing Partner at Niederer Kraft Frey (since 2015, Partner since 2002); Vice-chairman of Leonteq, Member of the Board of Directors of PolyPeptide Group, NorthStar Holding, Banca del Ceresio, EDAG Engineering and Newron Suisse • Specialized in Capital Markets / Stock Exchange Law, M&A and Governance with focus on listed entities and other large enterprises • Doctorate in Law at University of Zurich (1995), LLM at European University Institute

Experienced and Committed Leadership Team and Entrepreneurial Culture

Francesco Siccardi (CEO)



- Joined Medacta in 2002; Member of the Board since 2003
- 2002 – 2010 in charge of marketing, product development and business development Executive VP of Medacta since 2010
- Biomedical Engineer from the Politecnico of Milan

Corrado Farsetta (CFO)



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

Alessandro Siccardi (Supply Chain Director)



- Joined Medacta in 2011; Member of the Board since 2013
- 2012 - 2016 International Area Director and 2011-2012 Marketing Assistant
- SDA Bocconi School of Management of Milan

Supported by an Experienced Team

19 Giovanni Niccolò Galli
VP Joint
and General Manager

19 Kris Chavatte
VP Spine

25 Michele Piovani
VP Extremities
and SportsMed

17 Gianluca Olgiati
Global Marketing
Director

19 Gregory Bussone
QA Director

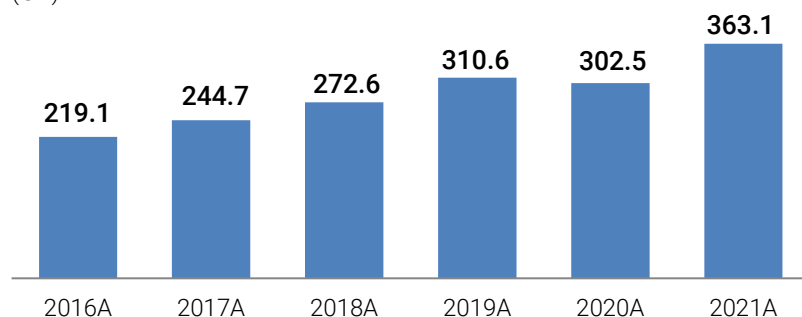
18 Manrico Subinaghi
Technical Director

 Years in the Ortho Industry

Impressive Track Record of Revenue Growth and Profit Margin Development

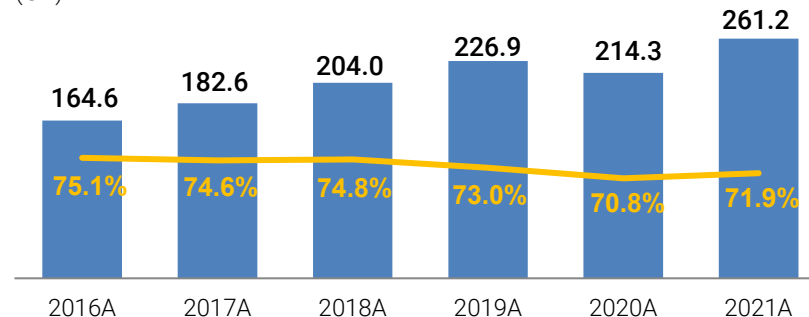
REPORTED REVENUE

(€m)



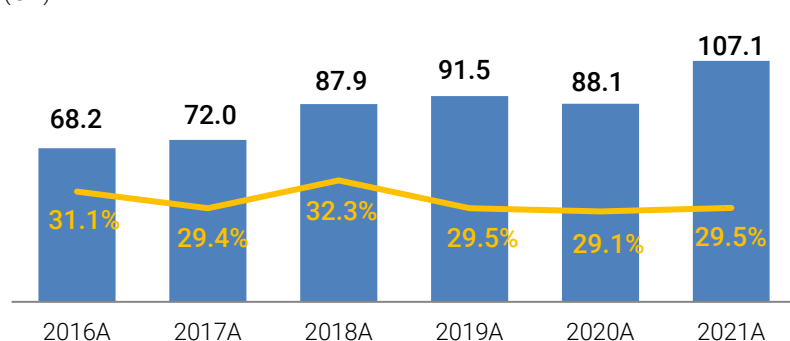
ADJ GROSS PROFIT AND GROSS PROFIT MARGIN¹

(€m)



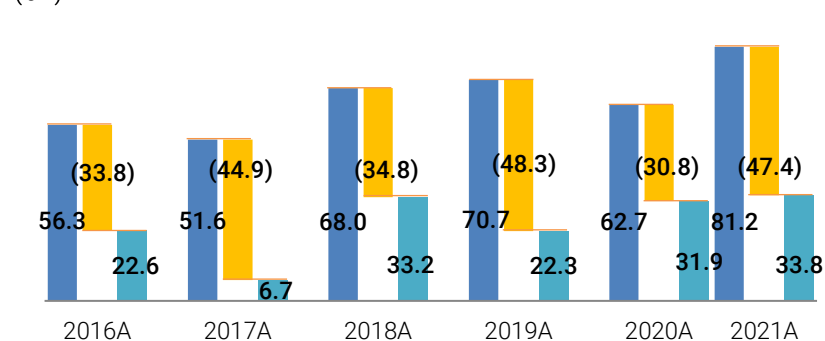
ADJ EBITDA AND EBITDA MARGIN¹

(€m)



ADJ FREE CASH FLOW (POST-INVESTING ACTIVITIES)¹

(€m)



■ Cash flow from operating activities
 ■ Cash flow from investing activities
■ Free cash flow (post-investing activities)

Notes:

2020 affected by Covid-19 pandemic.

1. For a reconciliation of adjusted results and cash flows, please refer to published Annual Reports available at <https://www.medacta.com/EN/financial-reports>.

2022 Outlook

- In 2022 we will continue to prioritize our **future growth through a further expansion of our international salesforce, with a focus on the US market**. In addition, we remain committed on **product innovation** with several full market releases expected during the year, starting from the **shoulder application of our NextAR technological platform**.
- We are targeting 2022 **revenue in the range of Euro 400 million to Euro 414 million at constant currency**, and **adjusted EBITDA margin equal to 29% within a range of 100 basis points**. The **persistent impact of the COVID-19 pandemic and hospital staffing shortage**, which was still strong in some geographies in the first months of this year, **together with inflation, supply chain and geo-political issues**, may **negatively affect our performance**.

Medacta's Corporate Sustainability: Combining Growth with Caring for **People, Environment and Community**

We invest in **people**, the real engine of any successful business.

We place priority on **health, safety, work-life balance, professional development, training** and **well-being** of our employees.

RETURN-TO-JOB
AFTER MATERNITY LEAVE

100%



2021

TOTAL EMPLOYEES WITH
PERFORMANCE REVIEW

100%



2021

WELFARE
PROGRAM



REDUCTION OF CO2
EMISSIONS (SCOPE 1) IN OUR
MANUFACTURING PLANTS

-20%



2020 vs 2019

HYDROELECTRIC RENEWABLE
ENERGY SOURCES IN OUR
MANUFACTURING PLANTS

100%



SINCE 2021

% OF WASTE TO RECYCLING,
INCLUDING WASTE
TO ENERGY

91%



2020

We are fully committed to continuously **reduce our environmental impact** through the improvement of our operational energy efficiency, favoring the use of renewable energy and continuously improving environmental management systems at our manufacturing plants. In 2014 we successfully introduced **carpooling**.



Since 2011 **Medacta for Life Foundation** has been supporting projects for health, development and childhood worldwide.

Notes:

For more information about Medacta's Corporate Sustainability, visit <https://www.medacta.com/EN/sustainability>.

Key Takeaways

Large and resilient Ortho market with solid growth, driven by **attractive industry fundamentals**

Global and established presence including the US (largest Ortho Market), Japan and Australia – **with ample room to expand**

Commercial strategy focused on **increasing penetration and sales force**, supported by a **global medical education platform** tailored to the **needs of the individual surgeon**

Continued product expansion of established Hip and Knee portfolio, as well as Shoulder, Spine and nascent Sports Med product lines

Constant product developments fostered by efficient **R&D** activity, continued **collaboration with surgeons**, adoption of **cutting-edge technologies**

