



# Investor Presentation (NYSE: IVC)

East Coast IDEAS  
Conference

June 22, 2022

# Forward Looking Statements

This presentation contains forward-looking statements within the meaning of the “Safe Harbor” provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are those that describe future outcomes or expectations that are usually identified by words such as “will,” “should,” “could,” “plan,” “intend,” “expect,” “continue,” “forecast,” “believe,” and “anticipate” and include, for example, any statement made regarding the company's future results, financial condition and the impact of COVID-19. Actual results may differ materially as a result of various risks and uncertainties, including those expressed in the cautionary statements and Risk Factors sections in the company’s annual reports on Form 10-K, quarterly reports on Form 10-Q and other filings with the Securities and Exchange Commission. The company may not be able to predict and may have little or no control over many factors or events that may influence its future results and, except as required by law, shall have no obligation to update any forward-looking statements.

Financial results presented are as of March 31, 2022, unless otherwise noted. Forward-looking information reported on a specified date is provided herein as of such date and is not updated or reaffirmed as of a later date hereby.

## Non-GAAP Measures

This presentation will reference certain non-GAAP financial information, including, but not limited to, Adjusted EBITDA, constant currency net sales and free cash flow. For a description and reconciliation of non-GAAP measures presented in this document, please see the Appendix attached to this presentation. Any non-GAAP financial information is not a substitute for, and should be read in conjunction with, GAAP financial information.

# Invacare at-a-Glance

# \$877M

Revenues  
(TTM as of 3/31/22)



Mobility & Seating



Lifestyle



Respiratory



Global Revenues, 40+ Year History

Highly Scaled

Broad Product Offering



Vertically Integrated

- Clinical Expertise
- High Quality
- Durability
- Customization
- Innovation
- Support

Strong Value Proposition

Global Revenues, 40+ Year History

Some of the most clinically-intensive custom devices in the industry

High End Clinical Solutions

# Solutions Across The Continuum Of Care

Providing essential clinical solutions for broad range of conditions

## Solution Areas (24-Hours of Care)



Move

### Custom power and manual wheelchairs and custom seating

- Alternative drive controls and touch-screen technology
- Advanced power positioning systems
- Power add-ons



Rest

### Home care and long-term care beds and therapeutic support surfaces

- Pressure relief for wound healing and prevention
- Continued pressure monitoring



Breathe

### Respiratory therapy products

- Stationary and portable oxygen concentrators
- HomeFill® Oxygen systems



Hygiene

### Safe patient handling and hygiene

- Patient transfer and bathing equipment for resident and caregiver safety
- Daily hygiene products

Conditions	Congenital	Acquired	Degenerative
	Cerebral Palsy Muscular Dystrophy Spina Bifida	Stroke Spinal Cord Injury Traumatic Brain Injury Post Acute Recovery Pressure Ulcers	Multiple Sclerosis ALS COPD Bariatric Age Related

## Settings

High Acuity



Homecare

# Broad and Expanding Product Portfolio with High Clinical Value

## Lifestyle (47%)\*

Wide range of high-quality equipment for home healthcare and post-acute care



Patient Beds



Therapeutic Support Surfaces



Rehab Shower Chairs



Bath Lifters



Full Body Slings



Stand Assist lifters



Battery-powered lifters



Over Toilet Frames

## Mobility & Seating (39%)\*

Custom power and manual wheelchairs, seating and positioning, and power add-ons



Power Standing Systems



Advanced Powerchairs



Custom Manual Chairs



E-bike Drive Systems



Power Handbikes



E-motion Power Assist Chairs



Basketball Wheelchairs



Racing Wheelchairs

## Respiratory (12%)\*

Mission-critical stationary and portable oxygen medical devices



5L Oxygen Concentrators



Portable Oxygen Concentrators



Oxygen Refilling Systems



9L/10L Oxygen Concentrators



Oxygen Cylinders



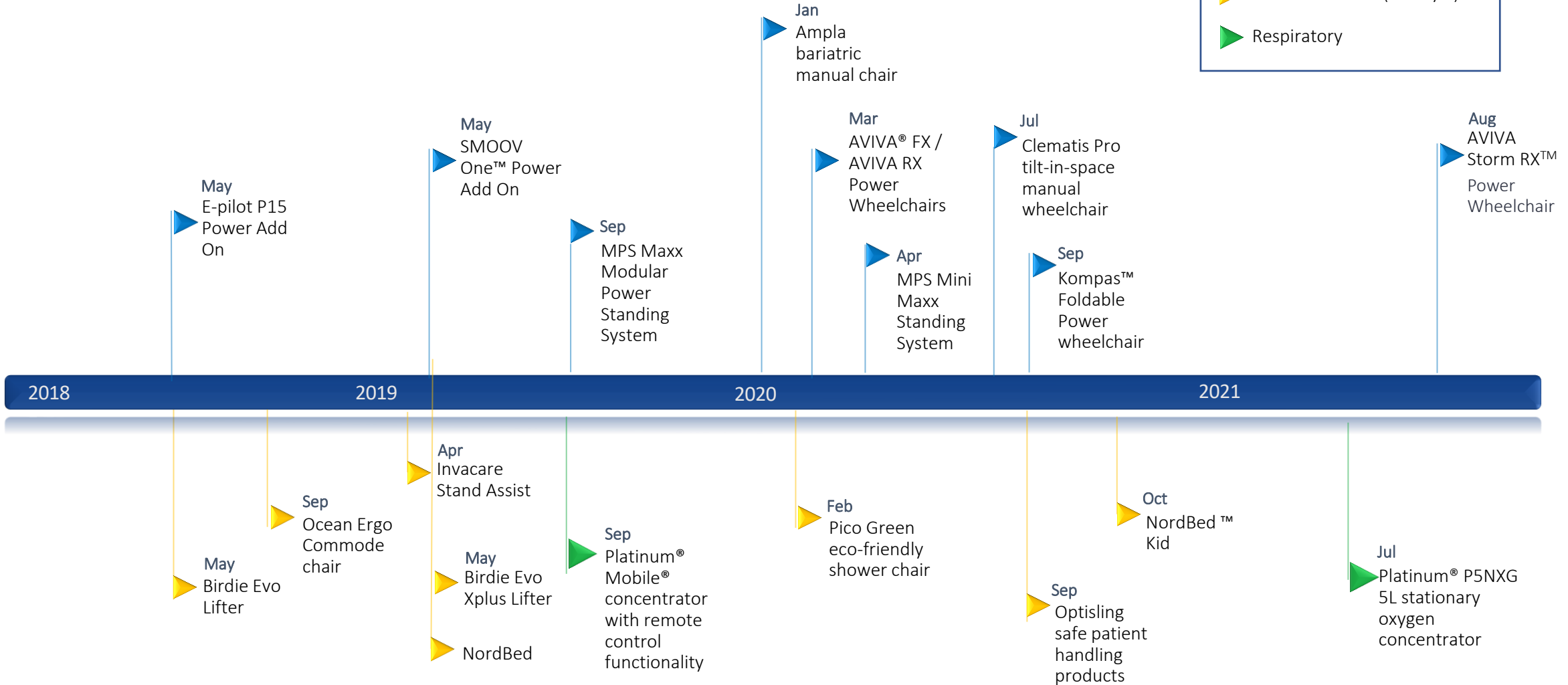
Disposable Masks

\* TTM reported net sales as of March 31, 2022; excludes Services and Rentals

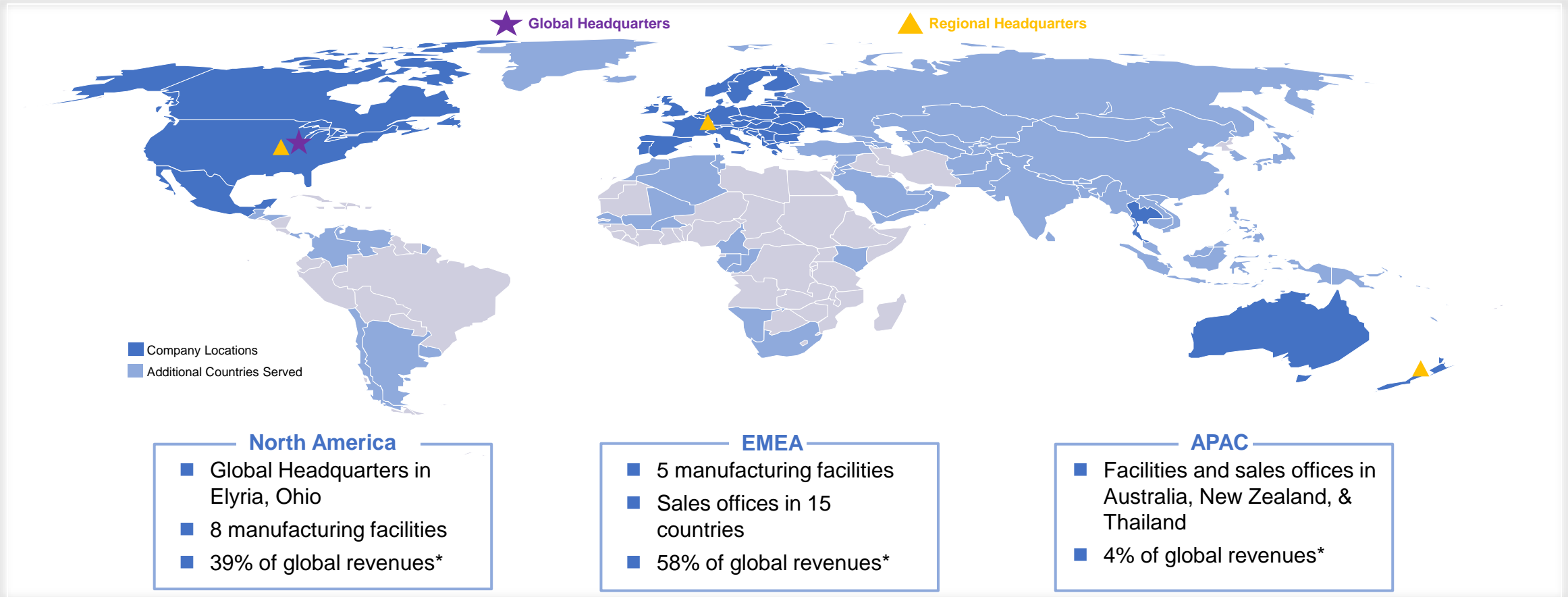
# Innovation Pipeline

Supporting sales growth with frequent introduction of clinically innovative solutions

- ▶ Rehab (Mobility and Seating)
- ▶ Post Acute Care (Lifestyle)
- ▶ Respiratory



# Global Sales and Distribution Model with Unique Footprint



\* TTM reported net sales as of March 31, 2022

## Key Statistics

**100+** Countries served

**~10,000** Channel partners

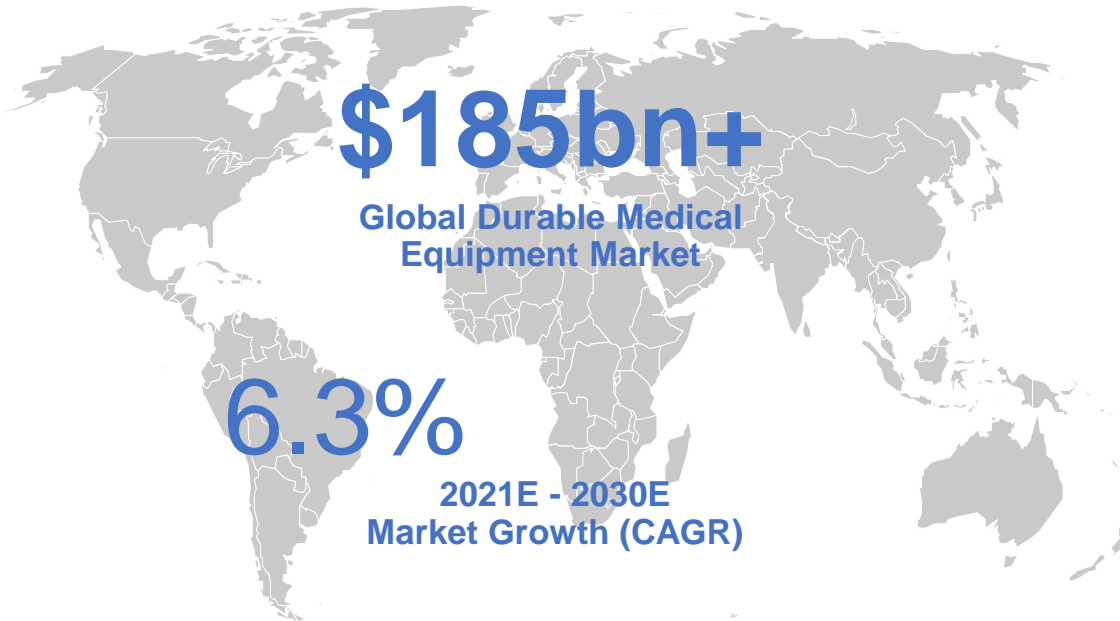
**2.2mm** Total sq. ft. of footprint

## Notable Certifications



# Large Global Market Opportunity with Attractive Industry Tailwinds

## Large Global Market Opportunity



## Attractive Tailwinds



Aging Population

- Global population over 60 years of age expected to exceed two billion by 2050



Growing Prevalence of Health Conditions

- 15% of global population has a disability

- 1 in 3 adults globally have multiple chronic conditions

- These conditions include: congenital (e.g., cerebral palsy, muscular dystrophy), acquired (e.g., stroke, spinal cord injury), and degenerative (e.g., ALS, COPD, bariatric, age-related)



Shift to Lower Acuity Care

- Long-term pressure to control healthcare spending

- Exodus of care from high to low acuity settings



# Investment Highlights

- 1 Large global market opportunity with attractive industry tailwinds
- 2 Leading global manufacturer and distributor of essential clinical solutions for home healthcare and long-term care settings
- 3 Highly differentiated clinical and technical expertise
- 4 Global sales and distribution model with unique footprint
- 5 Culture of innovation fueling advanced new product pipeline
- 6 Transformational platform investments completed to support future growth
- 7 Scalable financial profile with strong business momentum
- 8 Strong executive leadership across all functions and regions with a deep bench of talent

Thank You