

Welcome Investors

August 2024



 **UFP**
TECHNOLOGIES

Forward Looking Statements

Certain statements in this presentation may be considered “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements generally relate to future events or the Company’s future financial or operating performance and may be identified by words such as “may,” “should,” “expect,” “intend,” “will,” “estimate,” “anticipate,” “believe,” “predict,” or similar words. These forward-looking statements are based upon assumptions made by the Company as of the date hereof and are subject to risks, uncertainties, and other factors that could cause actual results to differ materially from those expressed or implied by such forward-looking statements. These forward-looking statements include, among other things, statements regarding: the Company’s prospects, anticipated advantages the Company expects to realize from its acquisition strategies, the Company’s financial performance, targets, goals, and metrics, the Company’s revenue, gross margin and operating margin targets, participation in multiple markets, its engineering and product development resources, the benefits of the Company’s product development business (including its margin and customer relationship), the Company’s business opportunities and competitive advantages, the Company’s growth potential and strategies for growth, and statements about customer and industry demand.

Investors are cautioned that such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, including without limitation risks associated with the identification of suitable acquisition candidates and the successful, efficient execution of acquisition transactions and integration of any such acquisition candidates, economic conditions that affect sales of the products of the Company’s customers, adverse changes in general economic and geopolitical conditions, including, without limitation, global supply chain disruptions, labor cost increases and inflation, the ongoing conflict between Russia and Ukraine, other similar conflicts and civil unrest in Haiti, which is in proximity to our manufacturing facilities in the Dominican Republic, could have a material adverse effect on our business and results of operations, the ability of the Company to obtain new customers, the ability of the Company to fulfill its obligations on long-term contracts and to retain current customers, particularly our customer who accounted for more than 28% of our revenue for 2023, the ability of the Company to maintain and grow its current margins, the ability of the Company to achieve its revenue, gross margin and operating margin targets, the Company’s ability to adapt to changing market needs and other factors as well as other risks and uncertainties that are detailed in the documents filed by the Company with the Securities and Exchange Commission (“SEC”). Accordingly, actual results may differ materially. The risks and uncertainties included above are not exhaustive. Readers are referred to the documents filed by the Company with the SEC, specifically the last reports on Forms 10-K and 10-Q. The Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any such statement to reflect any change in the Company’s expectations or any change in events, conditions or circumstances on which any such statement is based.

Use of Non-GAAP Financial Measures

This presentation includes non-generally accepted accounting principles (“GAAP”) performance measures. The Company uses these non-GAAP financial measures to facilitate management’s financial and operational decision-making, including evaluation of the Company’s historical operating results. The Company’s management believes these non-GAAP measures are useful in evaluating the Company’s operating performance and are similar measures reported by publicly listed U.S. competitors, and regularly used by securities analysts, institutional investors, and other interested parties in analyzing operating performance and prospects. These non-GAAP financial measures reflect an additional way of viewing aspects of the Company’s operations that, when viewed with GAAP results and the reconciliations to corresponding GAAP financial measures, may provide a more complete understanding of factors and trends affecting the Company’s business. By providing these non-GAAP measures, the Company’s management intends to provide investors with a meaningful, consistent comparison of the Company’s performance for the periods presented. These non-GAAP financial measures should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP. The Company’s definition of these non-GAAP measures may differ from similarly titled measures of performance used by other companies in other industries or within the same industry.



Who We Are



UFP Technologies is an innovative designer and custom manufacturer of comprehensive solutions for medical devices, sterile packaging, and other highly engineered custom products.

Key Stats:



Headquarters:
Newburyport, MA



Ticker:
UFPT



Established:
1963



Annual Revenue:
~\$565 million



Market Cap: ~\$2.4
Billion¹



Share Count:
~7.7 million¹



~4,000
Associates/
Temps



20 Manufacturing
Facilities



5 Design R&D
Centers

1. As of 8/9/2024





Shaping Innovation

We help our customers develop, improve, manufacture, or protect their products through:



Design & engineering capabilities



Materials expertise



Precision manufacturing



Strategic locations





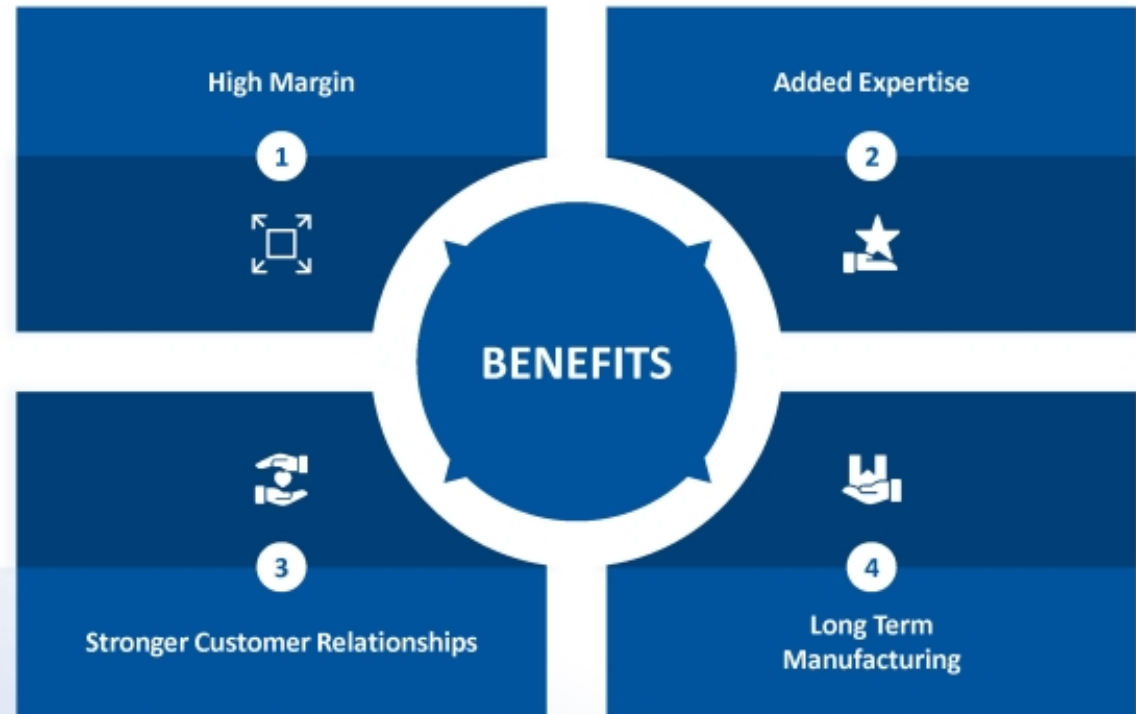
Our Process

Innovative process from design and engineering to manufacturing and delivery





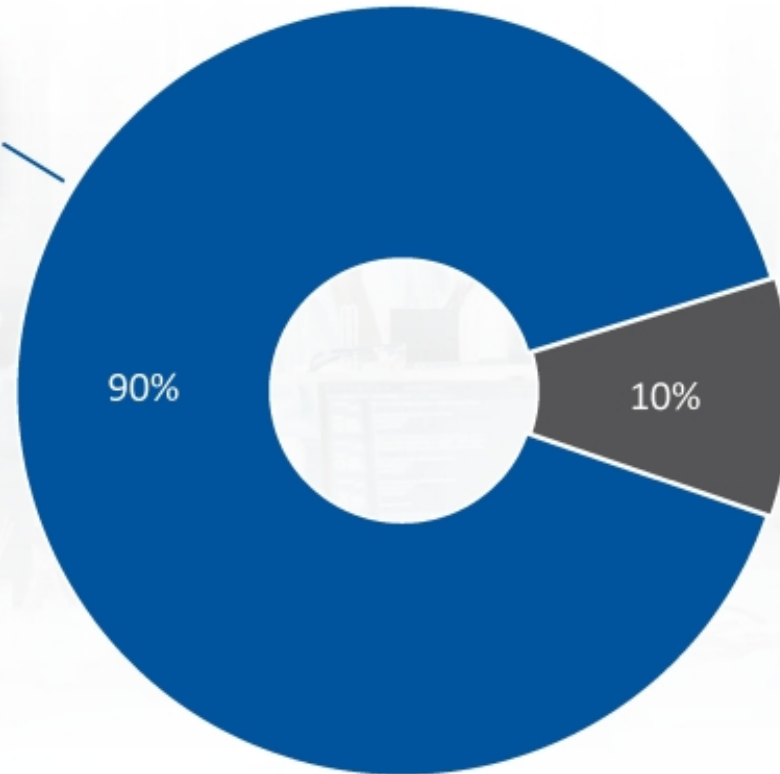
We bring deep experience in flexible material-based device manufacturing, from components and packaging, to final device assembly



Primary Focus Areas



Single use and single patient, polymer based medical devices and sterile packaging.



Custom engineered components and protective solutions incorporating highly specialized materials for:

- Automotive
- Aerospace & Defense
- Industrial / Other

* Proforma revenue as of August 9, 2024



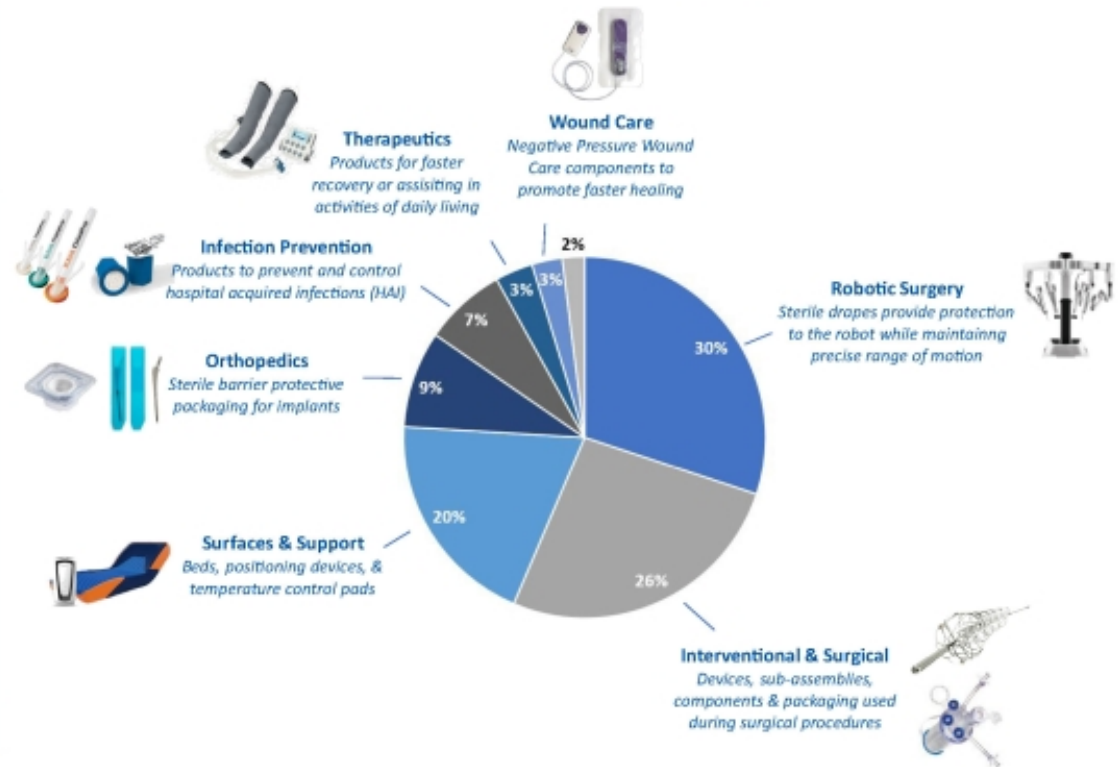
\$518 billion, 6.3% CAGR¹
Global Medical Device Market

➔ Customers include 25 of the top 30 largest medical device manufacturers in the world²

➔ **Applications Expertise**

- Robotic Surgery Drapes
- Orthopedic Sterile Packaging
- Catheter & Guidewire Sterile Packaging
- IV Port Cleaners
- Surgical Site Preparation
- Minimally Invasive Surgery Ports
- Negative Pressure Wound Therapy
- MedSurg Beds

MedTech Revenue By Segment³



1. Fortune Business Insights - \$518 billion as of 2023. 6.3% CAGR for a forecast period of 2024-2032.
 2. Medical Design & Outsourcing 2023 MedTech Big 100.
 3. Proforma revenue as of 8/21/2024

MedTech Portfolio



Robotic Drapes



Revascularization Device



Needleless Injection Port Cleaner



MedSurg Bed



Negative Pressure Wound Therapy



Compression Device



AEROSPACE & DEFENSE



AUTOMOTIVE



INDUSTRIAL



Highly engineered components and packaging used in targeted large and growing niches



Our products are present on many of the world's leading brands including GM, Ford, Mercedes, Tesla, Boeing and Lockheed Martin



UFP Differentiation

- 1 Innovative design engineering
- 2 Precision molding
- 3 Material expertise
- 4 Complex laminated composites
- 5 Dedicated in house tooling & equipment manufacturing
- 6 AS9100 certified
- 7 Strategic manufacturing locations

Advanced Components Portfolio



Military Protective Case Systems



Military Gear



Law Enforcement



Protective Helmets



Automotive Interior Trim



TWO-PRONGED



Internal Growth:
Market To Our Sweet Spot



Strategic Acquisitions



Organic Growth Opportunity



Market to our sweet spot and differentiated capabilities

- » Leverage technology differentiation
- » Engineering resources
- » Exclusive access to specialty materials
- » Scale (footprint, clean room manufacturing)



Expand business with existing customers

- » Offer complementary products and services
- » Additional value-add services



Focus on high growth niche segments (MedTech – approximately 90% of revenue and growing)

- » Single-use, single-patient
- » Customer funded development





Acquisition Growth Opportunity



Continue to Focus on Higher-Growth, Higher-Margin MedTech Opportunities that Create Value

- » Become more valuable to our customers
- » Strategic focus – new capability, geography, growing market segment, materials
- » Add scale
- » Look for synergistic opportunities
- » Cultural fit

Goal is for acquisitions to be accretive within the first year.

Experienced and disciplined management team with 19 acquisitions completed



Business Profile

- Location:
 - Dover, NH
- Associates: 83

Key Markets Served

- Medical
 - Pacemaker
 - Cardiac Defibrillator
 - Cardiac Monitor
 - Neuromodulator
- Advanced Material Products

Key Materials

- Films
- Textiles



Products & Services

- Micro thermoforming of thin gauge specialty films
- EMI shielding and insulations for implantable devices
- High temperature films (+500)
- Low temperature films (-400)



Technologies

- Thermoforming (small parts)
- Heat Sealing
- Clean Room Assembly
- Tooling Development
- Ability to Automate



Business Profile

- Locations:
 - St. Charles, Illinois
 - Santiago, Dom Rep
- Associates: 700

Key Market Served

- Safe patient handling
- Patient transfer
- Patient Comfort

Key Materials

- Engineered textiles
 - 2 directional



Products & Services

- Single patient medical solutions
- Low-cost manufacturing
- Specialty fabrics expertise in converting and assembly



Technologies

- Complex cut and sew work cells
- Final packaging, kitting, and distribution

Business Profile

- Location:
 - Tallahassee, FL
- Associates: 25

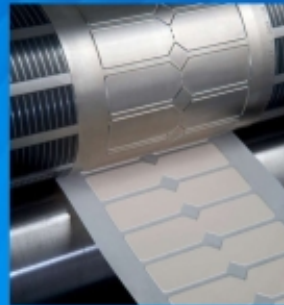
Key Markets Served

- Stick to skin applications
- Biocompatible tapes and adhesives
- RAS drapes

Key Materials

- Medical grade tapes
- Positioning labels
- Specialty adhesives

3M Healthcare adhesive converter with high-speed die-cutting and converting expertise



Products & Services

- Multi-layered laminates with specialty adhesives
- High speed die-cutting
- Product assembly
- Custom packaging



Technologies

- Rotary die cutting
- Flexographic printing
- Controlled environment mfg.



Business Profile

- Locations:
 - Navan, Ireland
 - Singapore
- Associates: 50

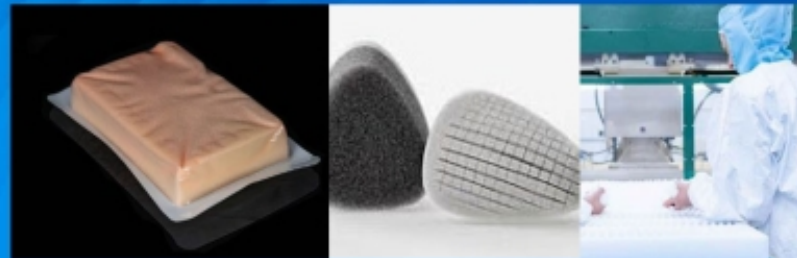
Key Markets Served

- Orthopedics
- Wound care
- Infection Prevention

Key Materials

- Medical foams
- High performance films

Foam & flexible thermoplastic polyurethane (TPU) solutions for use in a wide range of medical devices.



Products & Services

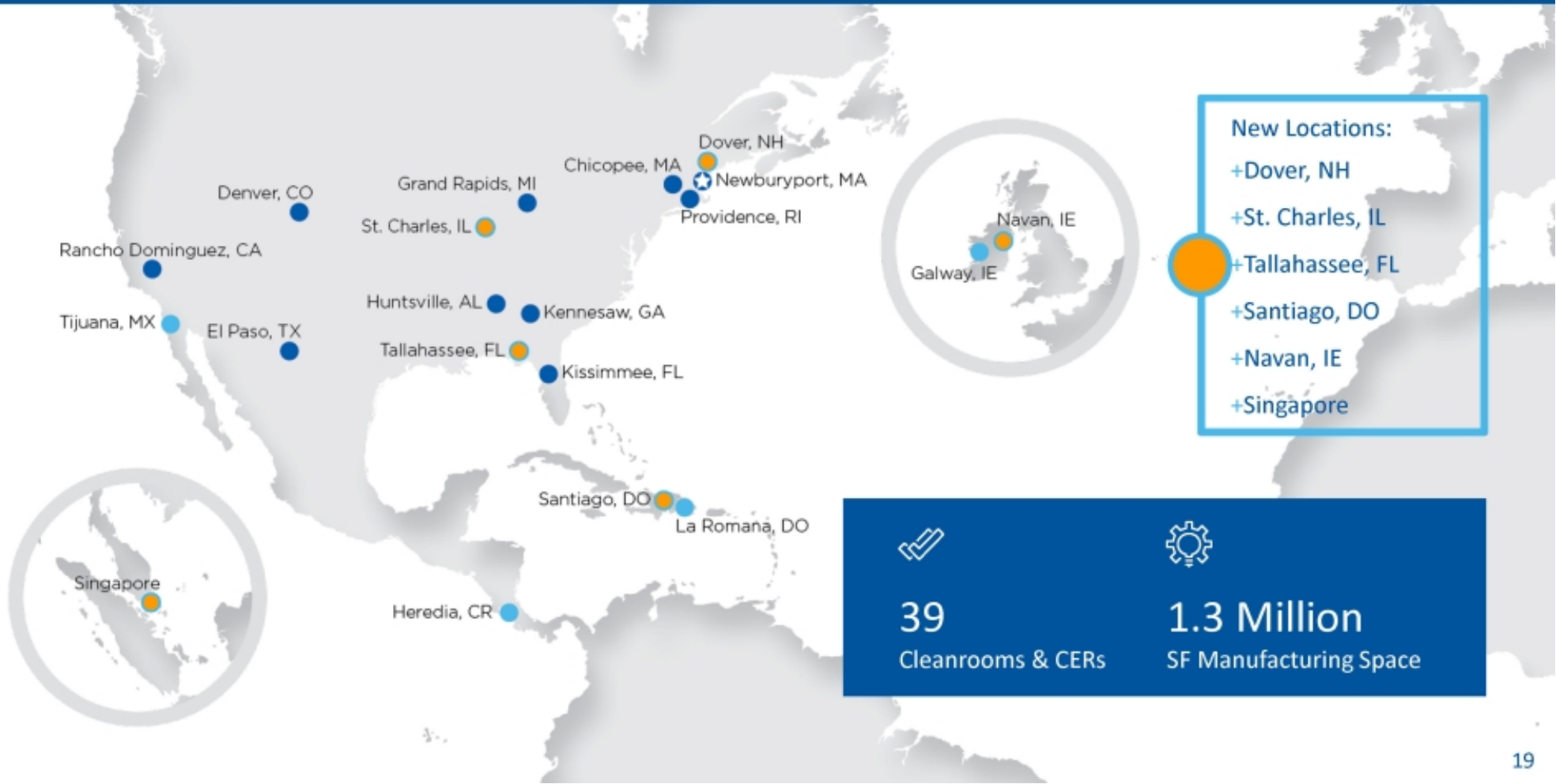
- Sterile packaging components
- Die cut medical parts
- Cleanroom assembly



Technologies

- Rotary die cutting
- RF welding
- Cleanroom fabrication

Locations



Why Invest?



Significant
market growth
opportunities



Barriers
to entry



Strong customer
relationships



Experienced
management
team



Proven growth
strategy



Attractive
financial metrics



Significant Market Growth Opportunities



Focused on fast growing segments



Market Focused On

- » Better Patient Outcomes
- » Infection Prevention
- » Reducing Healthcare Costs



Global Footprint

- » Bringing New Opportunities



Barriers To Entry



Engineering Resources

- » Veteran engineering team for product design and development; more than 100 members of the engineering group



Greater Access to Materials

- » Exclusive access to several specialty medical grade materials
- » Offers broad array of materials to meet customer needs
- » Over 60 years in business and strong supplier relationships/partnerships



Custom Equipment

- » In-house custom equipment manufacturing capabilities



Intellectual Property

- » Numerous patents relating to foam, packaging, tool control, radio frequency welding, automotive super-forming processes, and other products
- » Significant manufacturing knowhow



Systems

- » Advanced systems (extensive quality certifications)
- » In addition to existing equipment, engineers will design product specific innovations in order to meet customer needs



Scale

- » Global footprint – competition is generally smaller companies that have limited resources and access to materials

Management Team



R. Jeffrey Bailly
Chairman & CEO

36-year history at the company



Ronald Lataille
CFO, Sr. VP & Treasurer

27-year history at the company



Mitchell Rock
President

30-year history at the company.



Chris Litterio
SVP, Human Resources & General Counsel

Former Managing Partner and head of employment law
at a major Boston law firm;
7-years at the company



Steve Cardin
VP & COO, MedTech

28 years in the medical device industry;
5-years at the company



Jason Holt
CCO

Former VP & GM at ITW;
6-years at the company



Creating Shareholder Value



Proven Growth Strategy



Financial Targets



Financial Targets

3 to 5 Year Financial Targets



12-18%

Revenue Growth



28-31%

Gross Margin



15-18%

Operating Margin

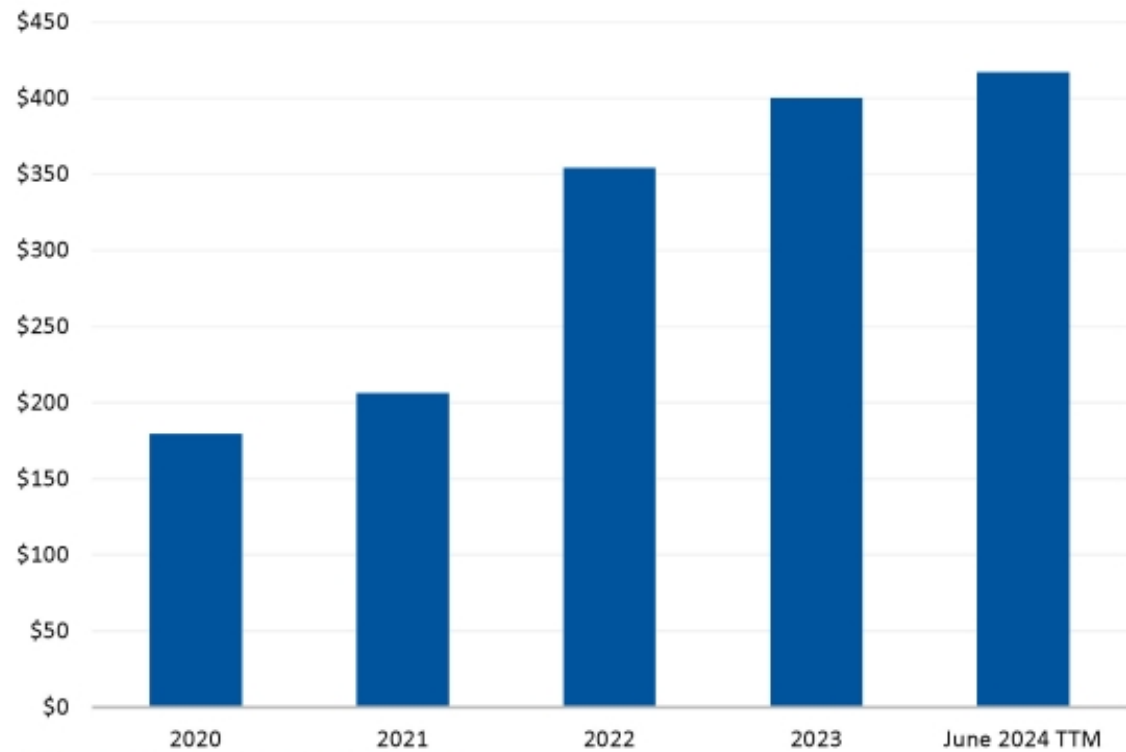


Revenue



**12% to 18% Targeted
Revenue Growth**

Internal Growth +
Acquisitions



TTM = 12-month period ended June 30, 2024

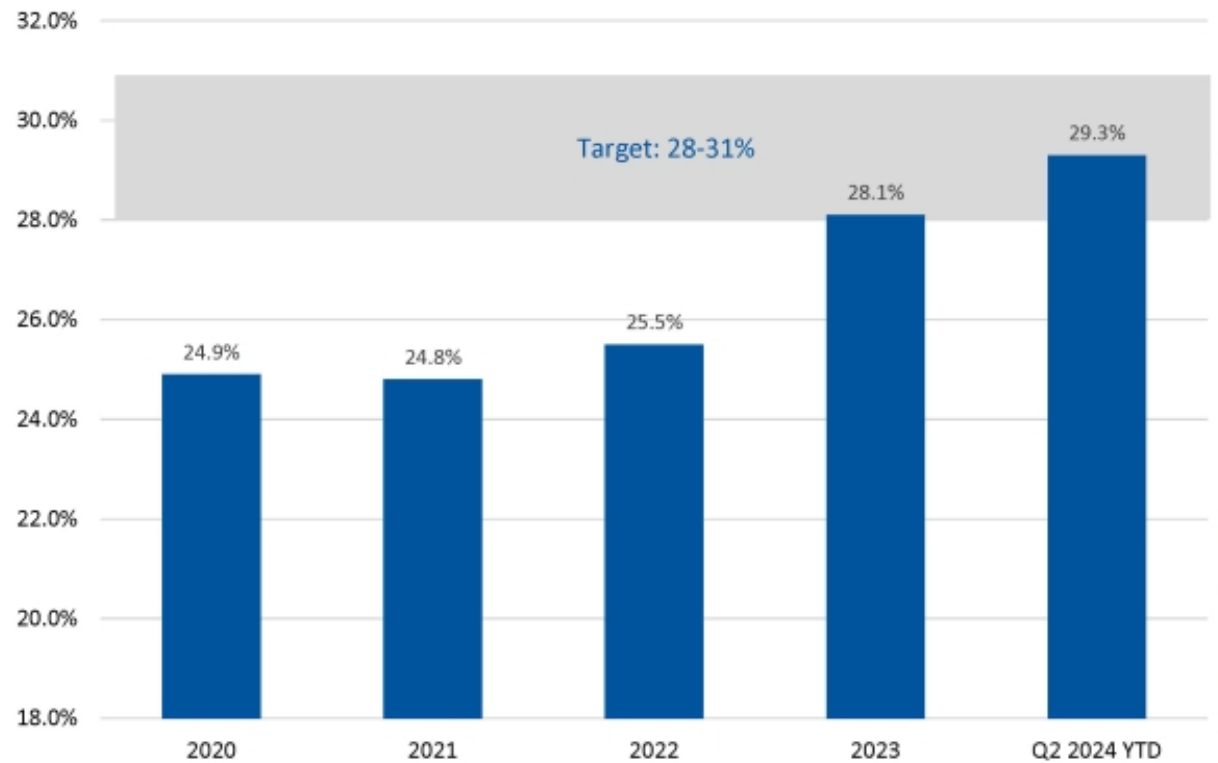


Gross Profit Margin



Gross Margin
Target – 28% to 31%

Operating Leverage from Mix Shift + Acquisition synergies + Efficiencies

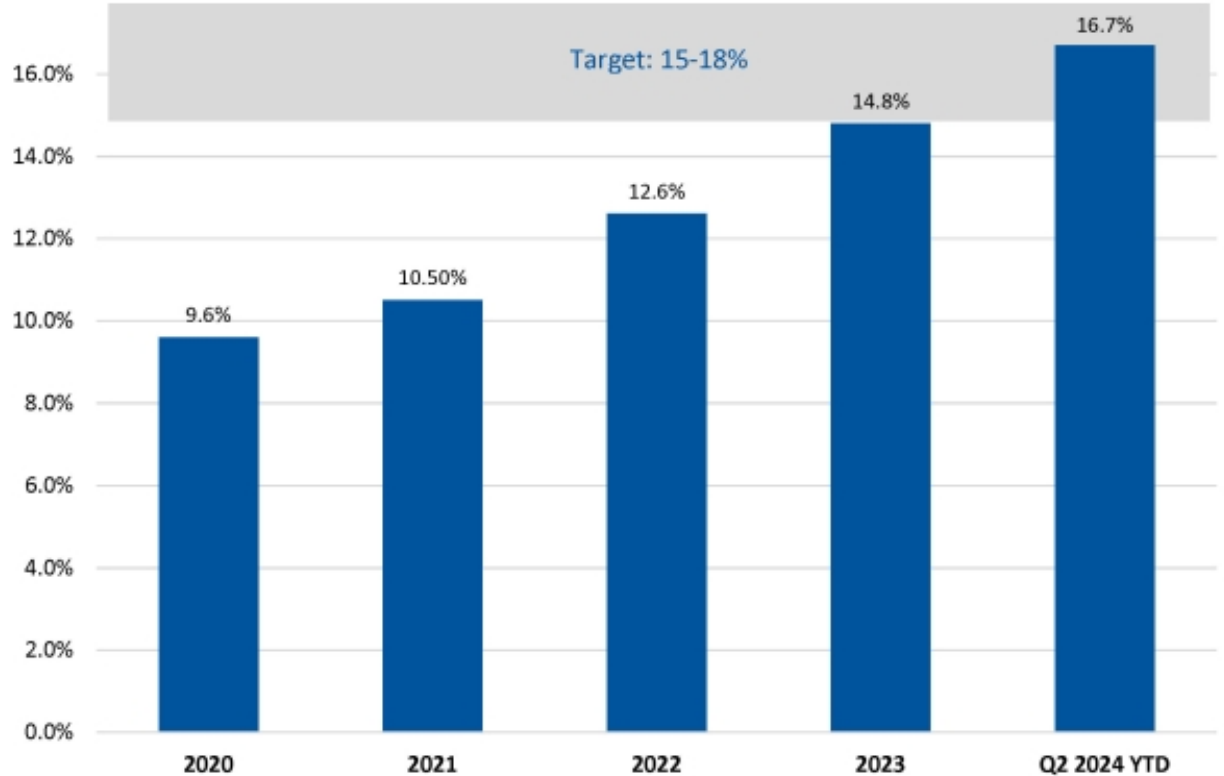


Adjusted* Operating Margin



Operating Margin Target - 15% to 18%

Operating leverage from mix shift +
acquisition synergies + efficiencies



*See non-GAAP reconciliation on slide 31





UFP Historical Stock Performance 20 Years



*Measured as the percent increase from August 9, 2004 through August 9, 2024.





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Newburyport, Massachusetts

Ronald Lataille
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Reconciliation of Non-GAAP Results

| (in Millions) | 2019 | 2020 | 2021 | 2022 | 2023 | Q2 2024 YTD |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| Revenue, As Reported | \$ 198.4 | \$ 179.4 | \$ 206.3 | \$ 354.0 | \$ 400.1 | \$ 215.2 |
| Operating Income, as reported | 24.7 | 16.7 | 21.2 | 55.4 | 55.7 | 33.9 |
| Add: Acquisition/ Restructuring related Costs | - | - | 0.4 | 1.0 | - | 0.9 |
| Add earnout fair value adjustment | - | - | - | 9.8 | 3.5 | 0.5 |
| Less: Gain or Add: Loss on Sale of fixed assets | - | 0.5 | - | (6.1) | 0.1 | 0.7 |
| Less: Sale of MFT | - | - | - | (15.6) | - | - |
| Adjusted Operating Income | \$ 24.7 | \$ 17.2 | \$ 21.6 | \$ 44.5 | \$ 59.3 | \$ 36.0 |
| Adjusted Operating Margin | 12.4% | 9.6% | 10.5% | 12.6% | 14.8% | 16.7% |