

# ***FY 2019 Financial results Preliminary unaudited top-line figures***

21<sup>st</sup> January 2020



**PATIENT WELL-BEING**



**MEDICAL EDUCATION**



**INNOVATION**

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## ***Unaudited Financial Results***

The financial information contained in this Presentation is unaudited.

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## ***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>.

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# Agenda

## FY 2019 Unaudited Revenue



# Medacta confirms strong revenue growth, significantly above market (Unaudited figures)

## Significant growth above the market

Organic growth of 14.0% and revenue up to €310.9 million, equal to +11.4% in CC<sup>1</sup> (positive FX effect mainly from USD)

## Positive contribution from all business lines:

- Good and stable growth in the core business Hip and Knee
- Good performance in spine business thanks to the strong acceleration in 2H
- Successful strategy deployment in the shoulder business along with a fast business expansion

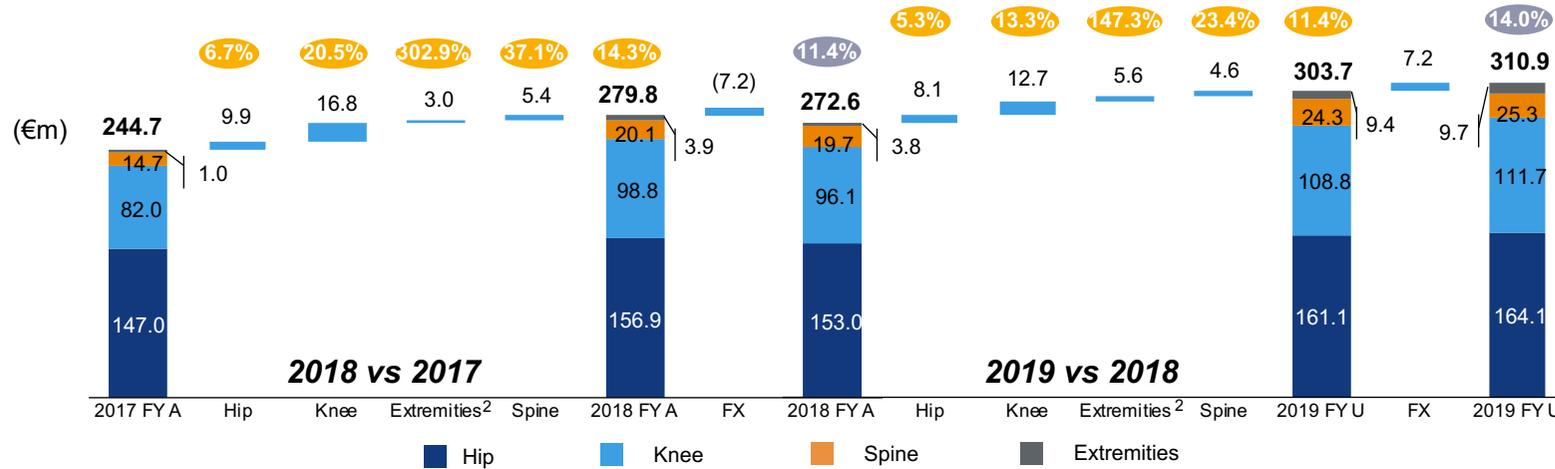
## Balanced growth in all the markets:

- Europe has grown as expected, despite high market shares and some price pressure (F, BE)
- APAC delivered very well thanks to a fine tuned and very well executed marketing strategy
- US delivered a good FY performance with a strong reacceleration of spine in 2H
- Further expansion in other markets sustained the strong growth in RoW

**M.O.R.E. congress: high conversion rate, additional sales generated mainly in 2H 2019, full year effect in 2020**

# FY'18-19: Revenue bridge by Product and region (Unaudited)

## Revenue Bridge by Product



## Commentary

Stable growth rate in Hip, slight reduction due to physiological fluctuations of growth rates year over year.

Knee segment, strong performance, slightly below expectations

Extremities (Shoulder) very good increase in revenue as expected.

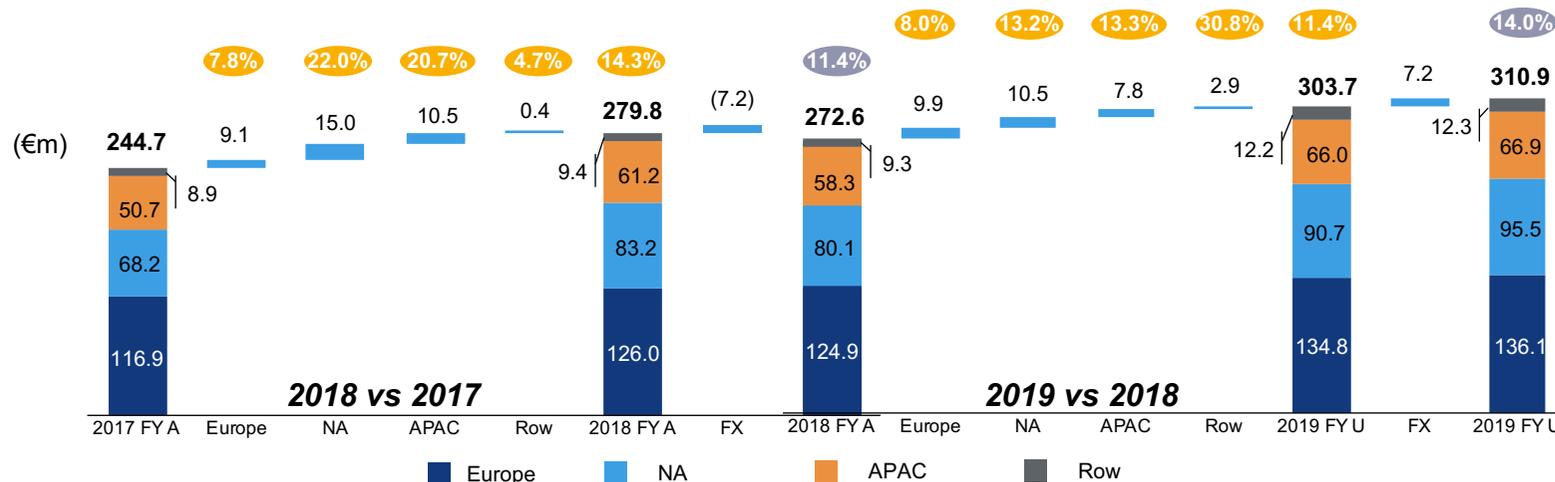
Spine acceleration in 2H, only partially recovered the FY results

Europe in line with last year, even with price pressure in some markets (F, BE)

NA positive overall result, Spine in 1H and some delays in acquisition of new customers in 2H contributed to slightly affects the FY growth rate

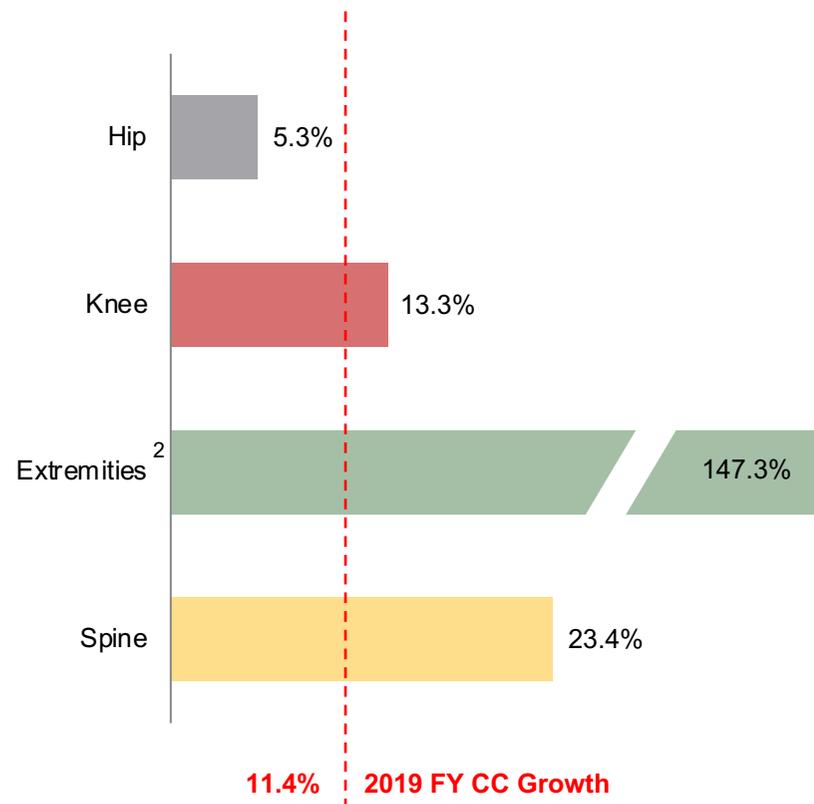
APAC positive FY result, very strong 2H performance

## Revenue Bridge by Region



# FY'19: Revenue up by 14.0% to €310.9 million (+11.4% in CC) Sales growth in all business lines... (Unaudited)

## Growth by products (%)<sup>1</sup>



## Commentary

Strong organic growth in all business lines above market

Steady growth in the core Hip business sustained by AMIS technique

Very good contribution from the Knee thanks to a very integrated proposal of innovative implants and personalised MIKA approach and GMK Single Use Instrumentation

Successful launch of the Shoulder sustained by a complete product portfolio, in all the key markets (FDA clearance for My Shoulder received on December '19)

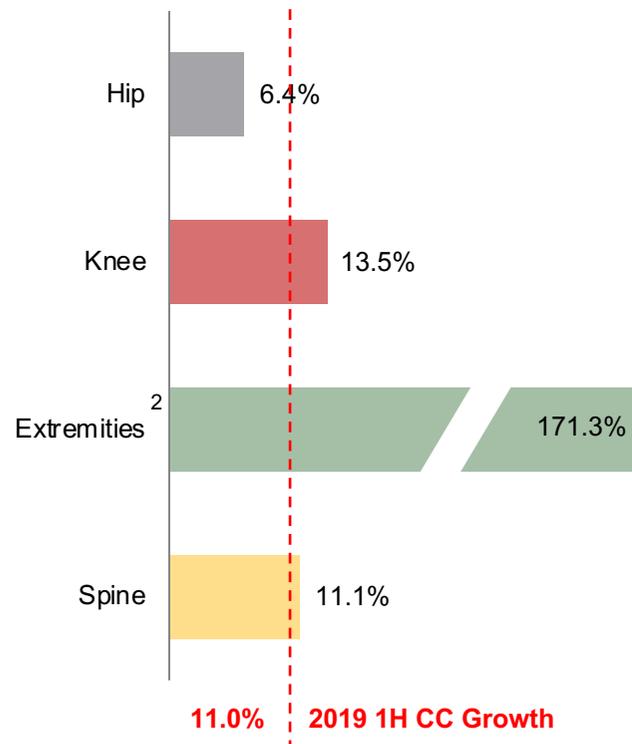
FY Spine results below the expectation, but back on track in 2H thanks to MIS MySpine MC and the successful refocus of the structure on the Medacta approach

### Notes:

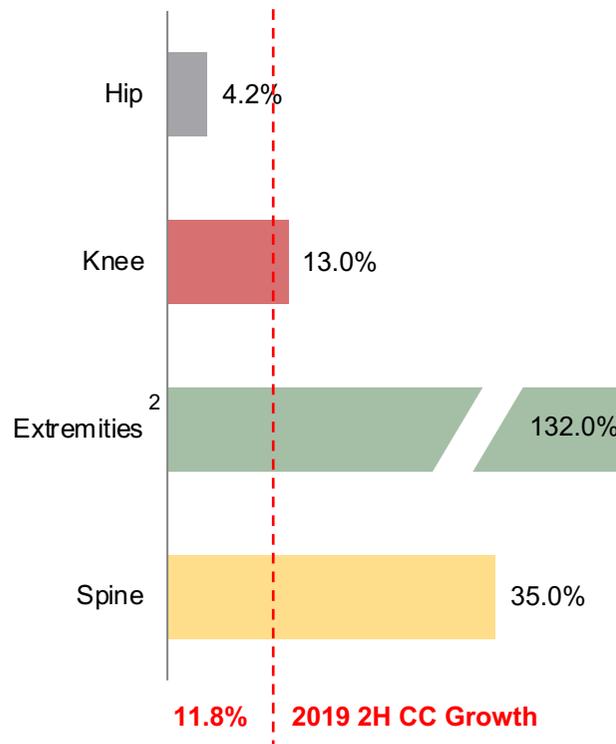
1. On a constant currency basis
2. Extremities include Shoulder and Sports Med sales

# 1H – 2H - Sales Growth Comparison by products (Unaudited)

1H Growth by products (%)<sup>1</sup>



2H Growth by products (%)<sup>1</sup>



Commentary

Growth rate in 2H higher than 1H

Hip business slow down in 2H due to delays in getting some anticipated new customers on board

Knee growth rate stable throughout the year

Shoulder growth very strong and in line with expectations

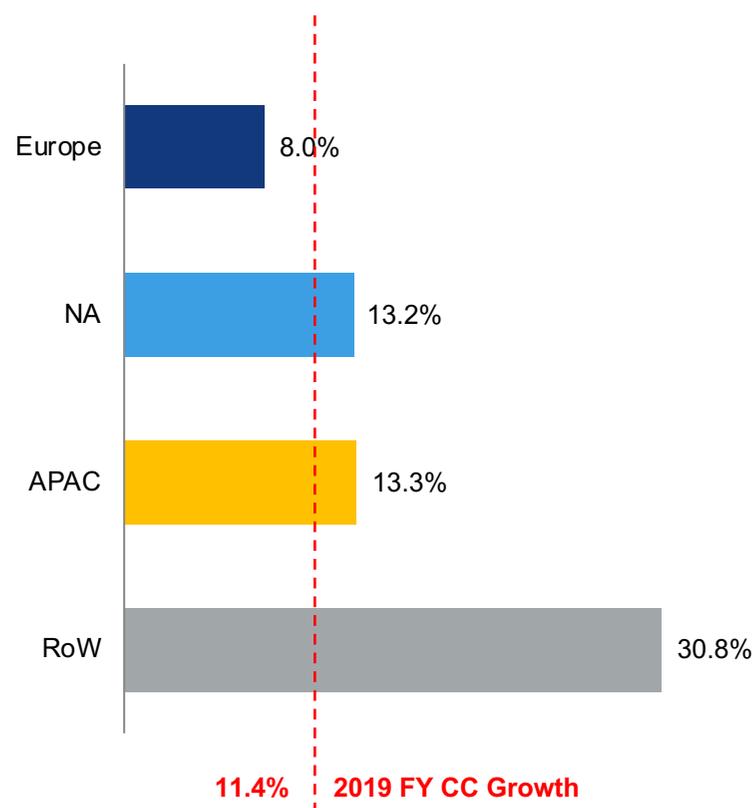
Spine below targets, but back on track in 2H

**Notes:**

1. On a constant currency basis
2. Extremities include Shoulder and Sports Med sales

# FY'19: Revenue up by 14.0% to €310.9 million (+11.4% in CC) ...and in all regions (Unaudited)

## Growth by regions (%)<sup>1</sup>



## Commentary

Well balanced growth in all geographies

Europe, good performance above the market despite price pressure in some countries (France and Belgium)

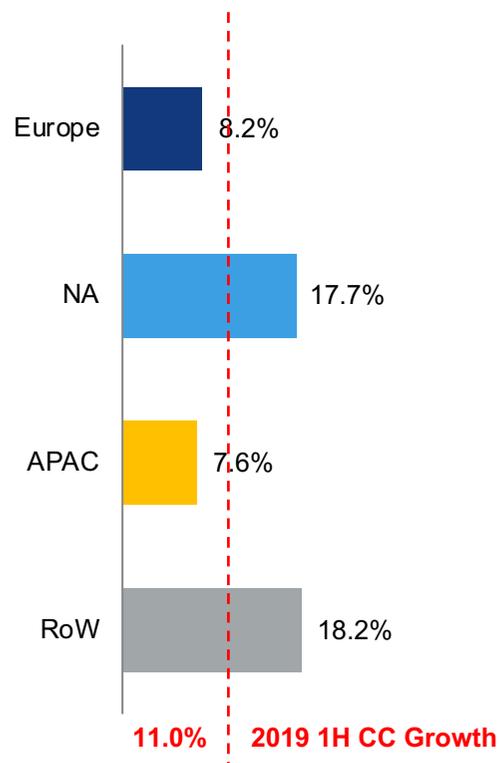
NA, overall good performance; delays in getting some anticipated new surgeons after the Lugano event and in starting new areas. NA remains a key focus market to sustain our future growth

APAC growth rate slightly above the expectations thanks to a refined marketing strategy in the Australian market and a good performance in Japan

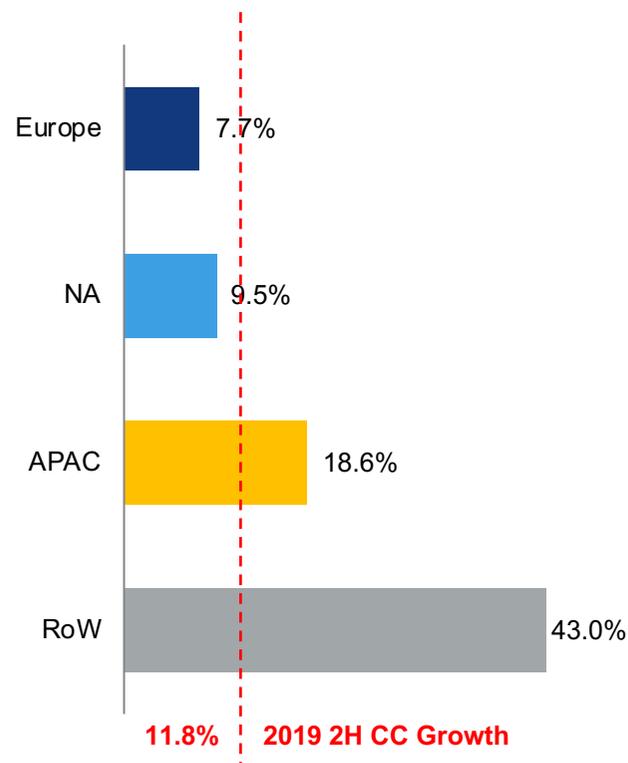
Strong growth in RoW sustained by both new distributors started in new markets and expansion in markets already covered

# 1H – 2H - Sales Growth Comparison by geographies (Unaudited)

1H Growth by regions (%)<sup>1</sup>



2H Growth by regions (%)<sup>1</sup>



Commentary

Good and stable growth rate in Europe  
Despite price cuts in France and Belgium

NA, positive results in 2H slightly below expectations due to some delays in getting new customers started. Strong execution in 2H in the Spine business

Very strong reacceleration in APAC mainly driven by new surgeons started in 2H and a refined marketing strategy (*My Practice*)

RoW shows a very strong 2H thanks to new distributors and new markets entered in the last part of the year

THANK YOU!

