



FY 2023 Preliminary Unaudited Top-Line Figures

2 February 2024

Disclaimer

This presentation (the “Presentation”) has been prepared by Medacta Group SA (“Medacta” and together with its subsidiaries, “we”, “us” or the “Group”). The information contained in the Presentation does not purport to be comprehensive. Please refer to the financial reports available on our website at www.medacta.com/EN/investors.

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.

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.

RELATED TRADEMARKS

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MyShoulder®, NextAR™, GMK®Sphere, MyKA™, GMK®SpheriKA, AMIS®, MySpine®

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 www.medacta.com/EN/investors.

FRANCESCO SICCARDI

Chief Executive Officer

CORRADO FARSETTA

Chief Financial Officer

Highlights

FY 2023 Revenue¹

Euro 522.5 million at c.c.²
Euro 510.8 million reported

Overachieved our target at constant currency.

Revenue Growth vs FY 2022

+19.5% at c.c.
+16.8% reported

Solid organic growth, with a significant gain of new customers across all geographies and business lines.

MARKET PERFORMANCE

Strongest growth occurred in EMEA with very good performance in APAC and North America.

We experienced some tailwind thanks to the recovery of the accumulated backlog mainly in USA and Australia.

SUPPLY CHAIN

Robust supply chain key to enabling the accelerated growth.

Launched two main projects to support our future plans: the inauguration of a new distribution center in Memphis for the US market and the expansion of our manufacturing plants in Switzerland.

MEDICAL EDUCATION

Continued commitment to medical education through in-person scientific dedicated events and our M.O.R.E. Institute programs for surgeons.

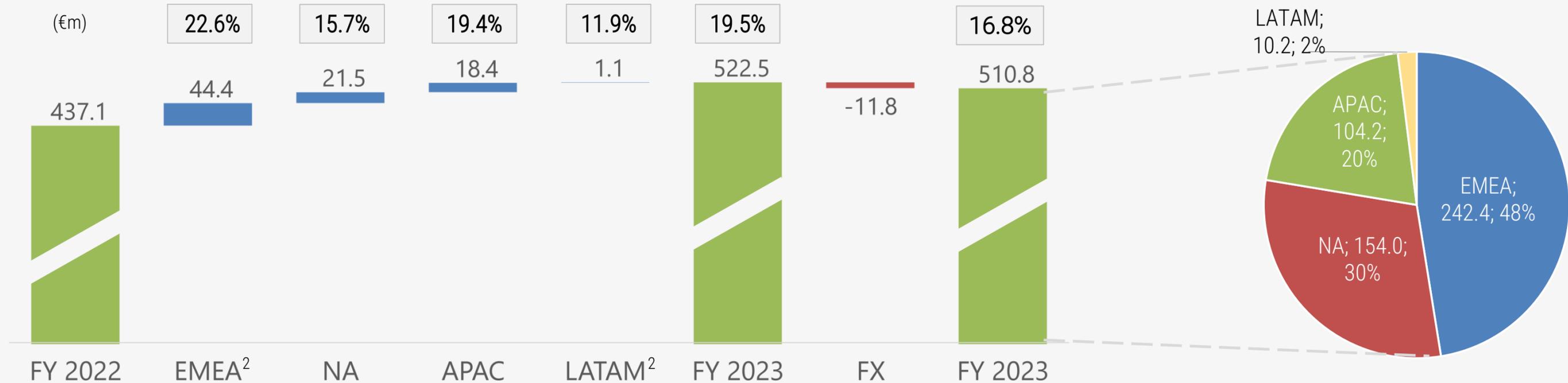
EMPLOYEES

193 new jobs created, including salesforce expansion surpassing 1'700 employees at Group level.

Notes

1. Unaudited figures
2. Constant Currency (c.c.): definitions of Alternative Performance Measures may be found on 2023 Half Year Report, available on our website: <https://www.medacta.com/EN/investors>

FY 2023 Revenue¹ Bridge by Geographic Area



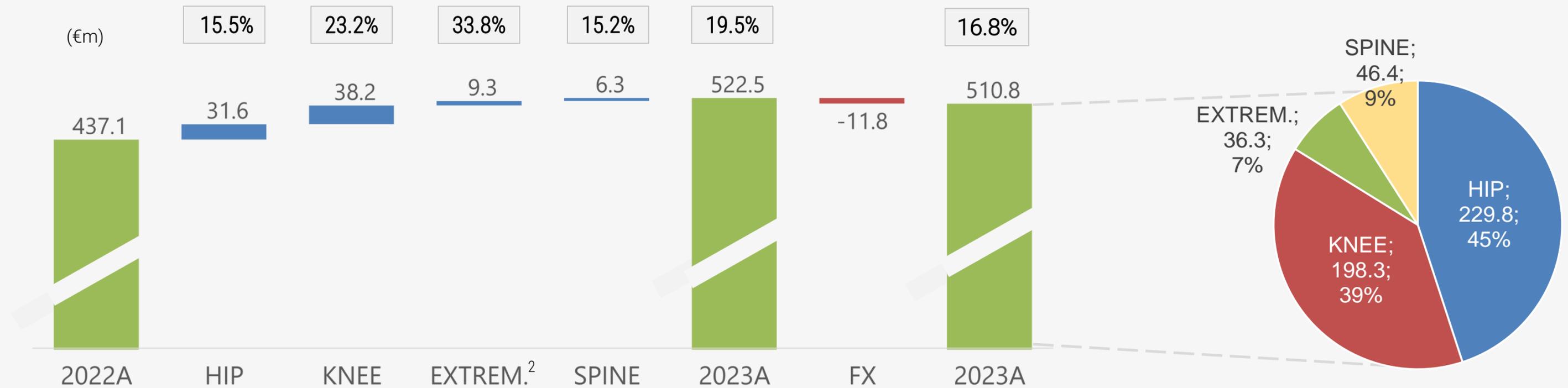
EMEA and APAC: a significant performance driven by all the Business lines.

North America: strong performance boosted by some patient backlog recovery in the first half of the year.

Notes:

1. Unaudited
2. In 2023 we reorganized the key geographic areas introducing EMEA and LATAM regions, reclassifying Rest of the World (RoW) region. EMEA includes revenue from the former Europe region and certain countries originally included in RoW region. LATAM includes revenue from countries located in Latin America which were previously included in RoW region. 2022 figures have been restated accordingly

FY 2023 Revenue¹ Bridge by Product Line



Hip: good performance in all geographies mainly driven by Anterior Minimally Invasive Surgery Approach (AMIS) and Hip revision.

Knee: growth in every market thanks to a solid and complete product offering based on our personalized kinematic alignment solutions (MyKA).

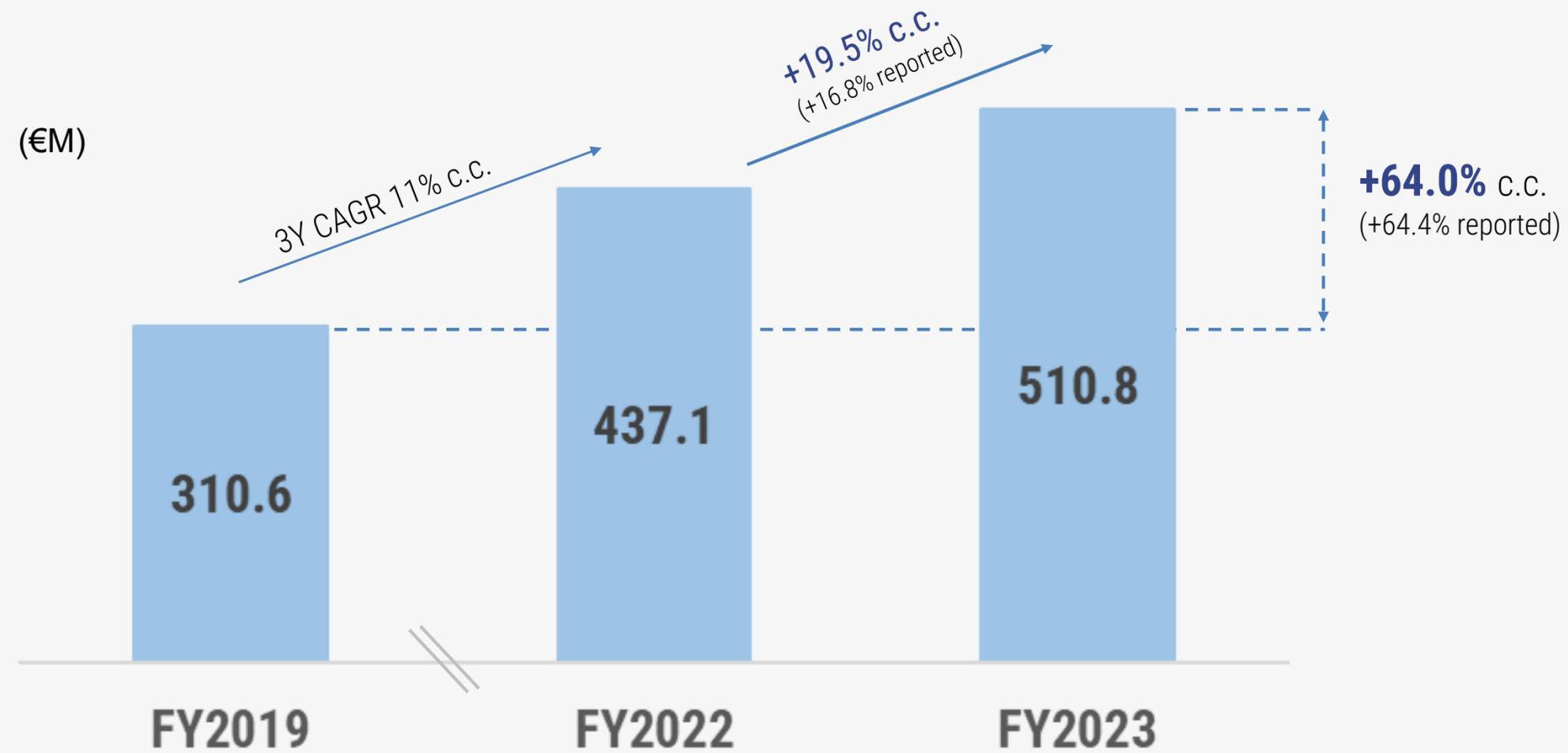
Extremities: primarily attributable to Shoulder supported by Medacta Shoulder System and Technologies (MyShoulder and NextAR). Sportsmed business, which is in an early start-up phase, continued to develop its growth plan.

Spine: positive performance recorded in EMEA and North America. Growth in APAC was partially offset by price cuts in Japan. Good acceleration seen on the NextAR Spine utilization, recently supported by a clinical study which highlights its efficiency in spine surgery.

Notes:

- 1. Unaudited
- 2. Extremities include Shoulder and Sportsmed revenues

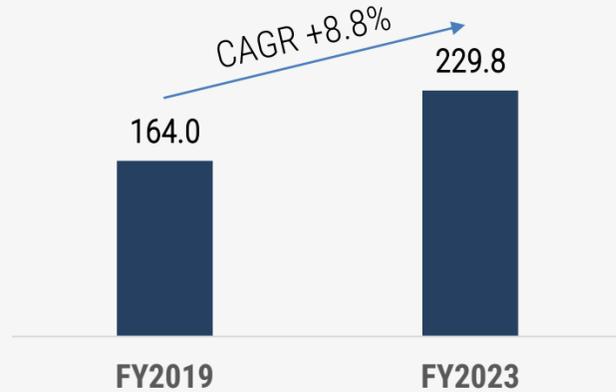
FY 2019 - 2023 Revenue growth



FY 2019 -2023 Revenue by Product line

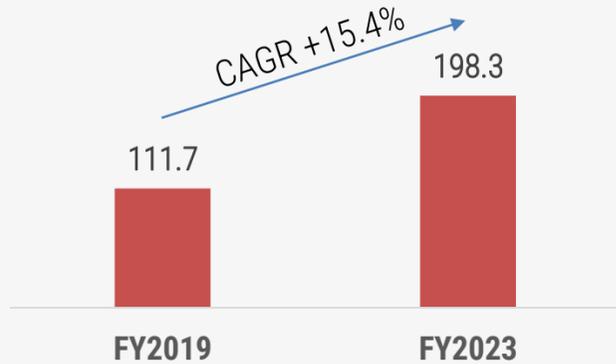
(€M)

HIP



Growth driven by our Anterior Minimally Invasive Surgery Approach (AMIS).

KNEE



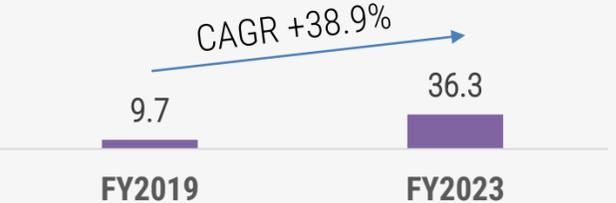
Strong performance based on personalized kinematic alignment solutions (MyKA).

SPINE



Progressive growth supported by MIS Platform expansion, MySpine. Increasing contribution from NextAR Spine.

EXTREMITIES *



Remarkable results driven by Medacta Shoulder System and Technologies (MyShoulder and NextAR).

* Extremities include Shoulder and Sportsmed revenues



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