

Coloplast Meet the Management
31 August 2022

Brenda,
Argentina

Group strategy update

Kristian Villumsen, President & CEO

Solid progress across the Strive25 strategy in an increasingly more complex environment



The Clinical Performance Program is on track with first major launch in 2023. New direction for our innovation and market development ambition



Added a new chronic care growth segment with the Atos Medical acquisition



Outperforming the market in Chronic Care across geographies; COVID-19 continues to challenge performance in China



Wound & Skin Care growing above the market, despite negative impact from COVID-19 in China



Interventional Urology has largely recovered from COVID-19; new product launches starting end of FY 2021/22



Performance across our key growth enablers - Efficiency, Sustainability and People & Culture is largely on track



Increasing input costs have resulted in a higher degree of short-term uncertainty



*Making life easier for
people with intimate
healthcare needs_*

We are building the consumer healthcare company of the future

Macro trends



Ageing population



Healthcare consumerism



Digital transformation



Price pressure

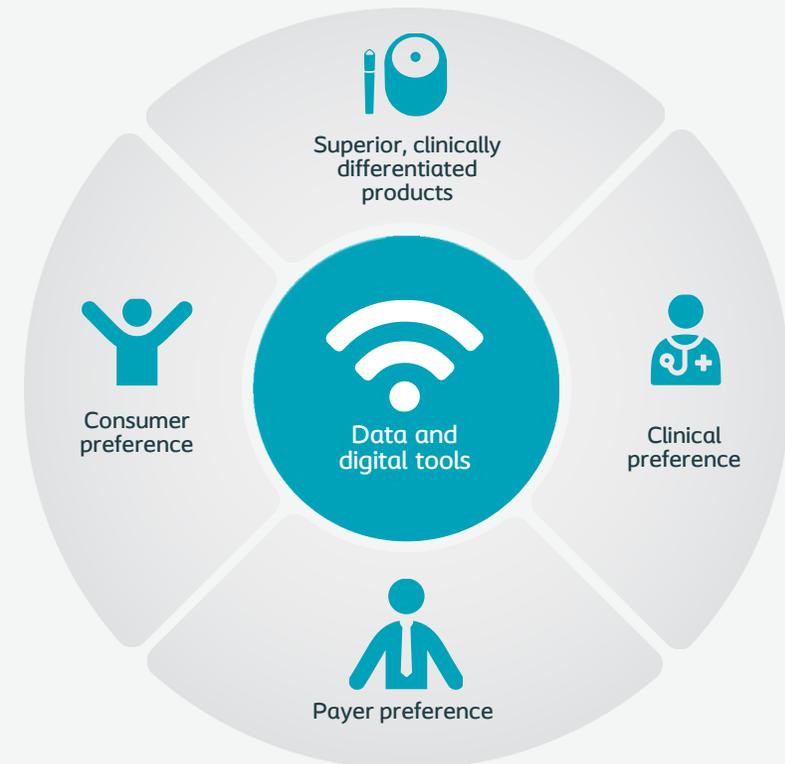


Channel consolidation

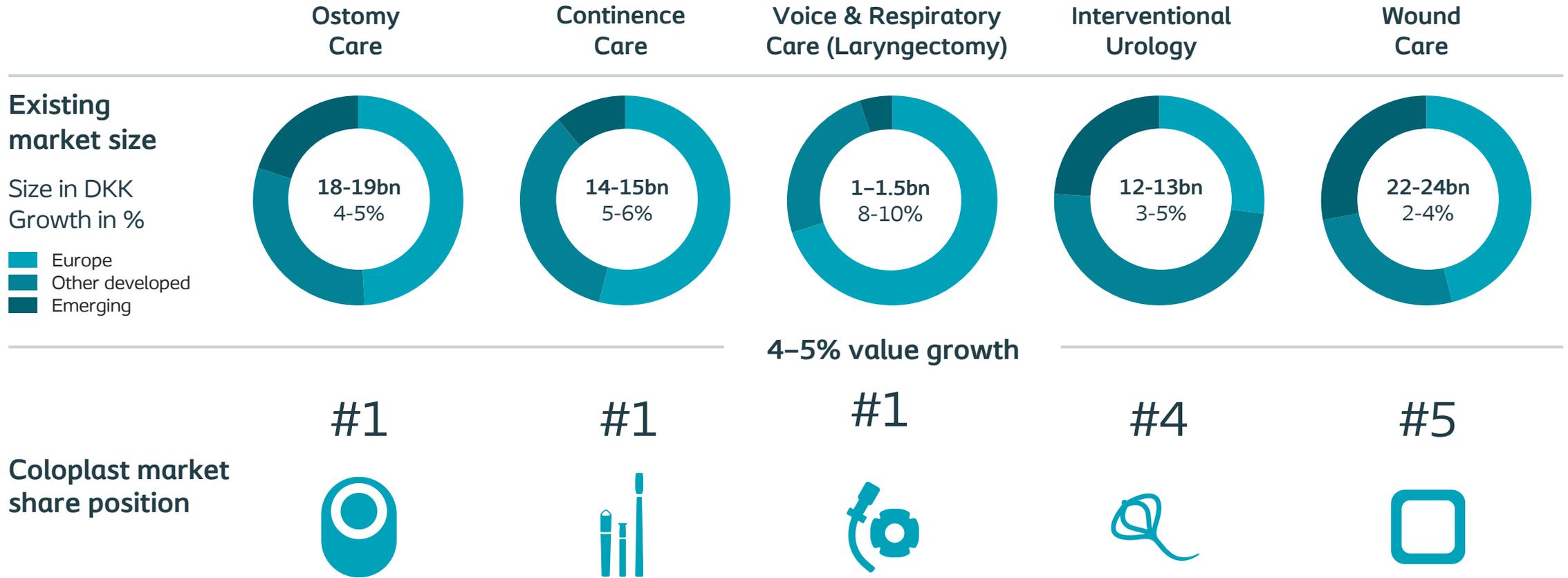


Impact

Commercial model



Coloplast operates in an attractive market, with underlying growth of 4-5%, driven by demographics and Emerging markets



We remain committed to our Strive25 strategy and continuing our long-term value creation



¹ Constant currencies, based on FX rate as of September 29, 2020

Innovation - enable growth and deliver superior products



Clinical Performance Program

- New catheter platform launching in 2023
- Heylo™ pilots in the UK and DE
- Positive clinical outcome on the new ostomy platform



New products within existing technologies

- SpeediCath® Flex Set
- Peristeen® Plus



Build more options into the pipeline

- Intibia™
- Thulium Fiber Laser



Market Development

- Reimbursement expansion – Intermittent Catheters in China
- Enter new segments – Multiple Sclerosis in Europe



Growth – contribution from all business areas



Chronic Care

- Outgrowing the market across regions
- Solid progress on the GPO contract wins in US Ostomy Care



Wound Care

- Solid momentum in Europe, driven by Biatain® Silicone and Biatain® Fiber



Interventional Urology

- Entered the Overactive Bladder and Lasers categories



Voice & Respiratory Care

- New chronic care growth segment, expected to grow 8-10% p.a.



Key growth enablers



Efficiency

- Automation program on track
- Opened two new production sites in Costa Rica
- Scalability



Talent, Leadership
& Culture

- Strong organizational health with an engagement score of 8.2



Sustainability

- 70%+ of production waste is recycled
- Phasing out natural gas by installing electric heating pumps



COVID-19 in China and macroeconomic trends pose short-term challenges to performance, mitigating activities underway

Macro trends



COVID-19 impact on market growth – most markets are back except for China



High inflationary environment, impacting costs of raw materials, energy, logistics and wages



Disrupted supply chains



Labour market – fierce competition for talent

Mitigation



'Wait & see' – strong **market leadership** position and well-established and growing online channel in China



Price optimization across business areas and prudent management of **operating expenses**

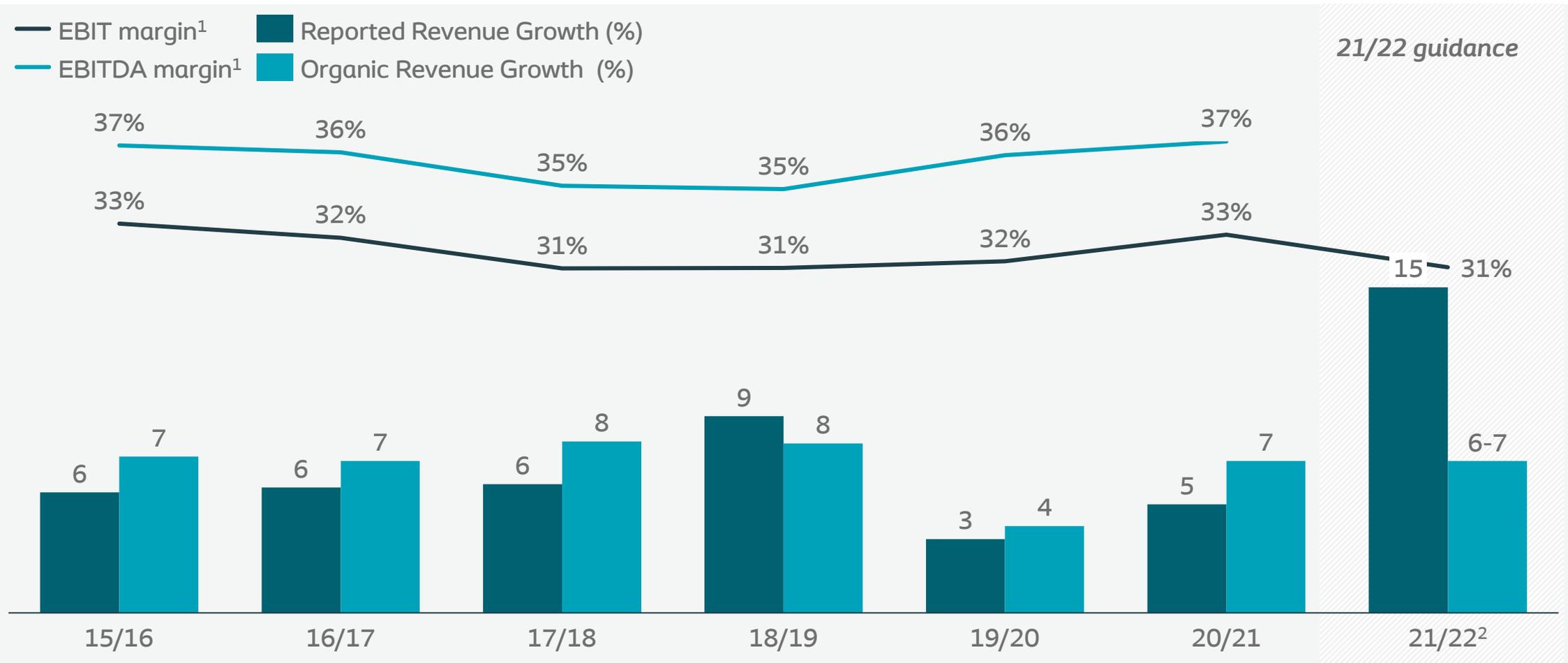


Robust supply chain setup with limited sales impact; increased safety stock on raw materials



Strong employer brand

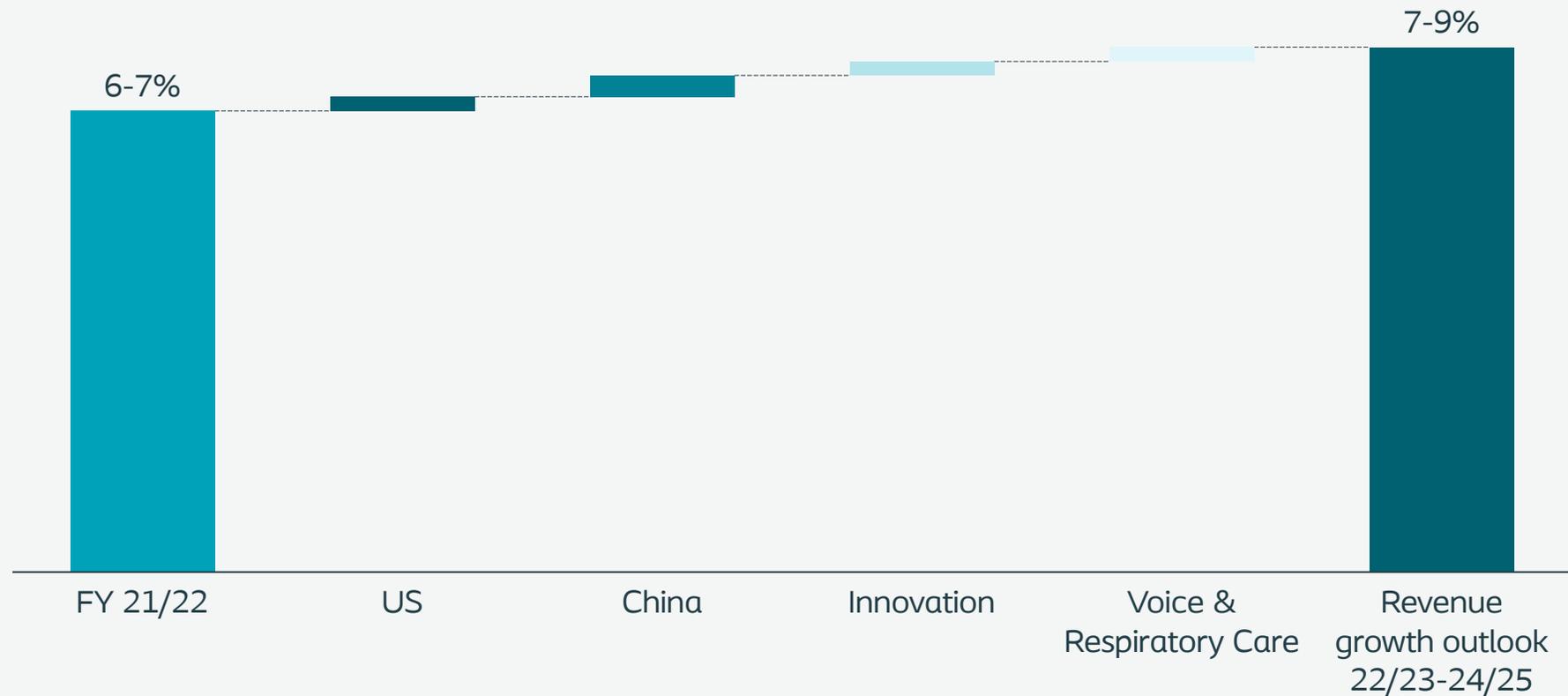
For FY 2021/22 we expect 6-7% organic revenue growth and 31% EBIT margin – long-term guidance remains intact



¹ Before special items

² Reported growth guidance includes around 6%-p impact from the Atos Medical acquisition

Clear path to organic growth in the upper end of the 7-9% range in the outer part of Strive25



In summary, we are making solid progress on our Strive25 strategy and remain confident about the long-term potential



Innovation – deliver on the Clinical Performance Program and continue developing our innovation eco-system; market development remains a long-term growth enabler



The attractiveness of the Atos Medical business case is confirmed, performance and integration are on track



Our Chronic Care business is competitive, and Europe and Emerging Markets, excluding China, are on track. Strong performance in US Ostomy Care; US Continence Care is recovering from COVID-19



Wound & Skin Care outperforming the market, driven by solid momentum in Europe, Biatain[®] Silicone and Biatain[®] Fiber. China challenged by COVID-19



Interventional Urology is on track to deliver high-single digit growth; building new options into the portfolio and entering adjacent segments



GOP5 challenged by increasing input costs; the automation program and Costa Rica are largely on track, and our supply chain is robust



Increased level of short-term uncertainty due to COVID-19 in China and inflation; long-term potential remain intact

Mission

Making life easier for people with intimate healthcare needs

Values

Closeness... to better understand

Passion... to make a difference

Respect and responsibility... to guide us

Vision

Setting the global standard for listening and responding