
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 8-K

**CURRENT REPORT
PURSUANT TO SECTION 13 OR 15 (d)
OF THE SECURITIES EXCHANGE ACT OF 1934**

Date of Report (Date of earliest event reported): January 13, 2025

CONMED CORPORATION

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation or organization)

001-39218
(Commission
File Number)

16-0977505
(I.R.S. Employer
Identification No.)

11311 Concept Blvd
Largo, FL
(Address of principal executive offices)

33773
(Zip code)

(727) 392-6464
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligations of the registrant under any of the following provisions (See General Instruction A.2 below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Rule 12(b) of the Act

Title of each class	Trading Symbol	Name of each exchange on which registered
Common Stock, \$0.01 par value	CNMD	NYSE

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

CONMED Corporation (the “Company”) is furnishing as Exhibit 99.1 to this Current Report on Form 8-K an investor presentation that the Company will be presenting at the J.P. Morgan Healthcare Conference on January 13, 2025. The investor presentation is available on the CONMED Corporation website www.conmed.com in the Investors section under News & Events—Presentations.

The information contained in this Current Report on Form 8-K (including Exhibit 99.1) is being furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section or Sections 11 and 12(a)(2) of the Securities Act of 1933, as amended (the “Securities Act”), and shall not be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act, except as shall be expressly provided by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

The following exhibit is included as part of this Current Report on Form 8-K:

Number	Description of Exhibits
99.1	CONMED Corporation Investor Presentation dated January 13, 2025.
104	The cover page from this Current Report on Form 8-K, formatted in Inline XBRL.

Signature

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 13, 2025

CONMED CORPORATION
(Registrant)

By: /s/ Todd W. Garner

Name: Todd W. Garner

Title: Executive Vice President-Chief Financial Officer



J.P. Morgan 43rd Annual Healthcare Conference

Pat J. Beyer
President and Chief Executive Officer
Todd W. Garner
Executive Vice President and Chief Financial Officer
January 13th, 2025

Forward-Looking Information

This presentation may contain forward-looking statements based on certain assumptions and contingencies that involve risks and uncertainties, which could cause actual results, performance, or trends to differ materially from those expressed in the forward-looking statements herein or in previous disclosures. For example, in addition to general industry and economic conditions, factors that could cause actual results to differ materially from those in the forward-looking statements may include, but are not limited to the risk factors discussed in the Company's Annual Report on Form 10-K for the full year ended December 31, 2023, listed under the heading Forward-Looking Statements in the Company's most recently filed Form 10-Q and other risks and uncertainties, which may be detailed from time to time in reports filed by CONMED with the SEC. Any and all forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and relate to the Company's performance on a going-forward basis. The Company believes that all forward-looking statements made by it have a reasonable basis, but there can be no assurance that management's expectations, beliefs or projections as expressed in the forward-looking statements will actually occur or prove to be correct.

Management has disclosed adjusted financial measurements in this presentation that present financial information that is not in accordance with generally accepted accounting principles in the United States (GAAP). The Company analyzes net sales on a constant currency basis to better measure the comparability of results between periods. To measure earnings performance on a consistent and comparable basis, the Company excludes certain items that affect the comparability of operating results and the trend of earnings. These adjustments are irregular in timing, may not be indicative of past and future performance and are therefore excluded to allow investors to better understand underlying operating trends. These measurements are not a substitute for GAAP measurements. Investors should consider adjusted measures in addition to, and not as a substitute for, or superior to, financial performance measures prepared in accordance with GAAP.

We are unable to present a quantitative reconciliation of our expected diluted net earnings per share to expected adjusted diluted net earnings per share as we are unable to predict with reasonable certainty and without unreasonable effort the impact and timing of acquisition, integration and other charges. The financial impact of these items is uncertain and is dependent on various factors, including timing, and could be material to our consolidated statements of income.

CONMED Vision

Empower healthcare providers worldwide to deliver exceptional outcomes for patients.

Focus behind the Vision
People, Products, Profitability



WE DO
things the
right way.



WE MAKE
and keep
commitments.



WE OPERATE
with urgency.



WE BELIEVE
in the power of
engaged talent.



WE DELIVER
exceptional results.

CONMED Senior Leadership Team



Pat Beyer
President & Chief Executive Officer
CONMED: 10 years – Industry: 34 years



Todd Garner
EVP, Finance & Chief Financial Officer
CONMED: 7 years – Industry: 23 years



Luke Buza
VP/GM, Foot and Ankle
CONMED: 3 years – Industry: 25 years



Ed Clifford
VP, Global Manufacturing
CONMED: 1.5 years – Industry: 10 years



Stephan Epinette
VP/GM, EMEA & APAC
CONMED: 9 years – Industry: 31 years



John Ferrell
EVP, Human Resources
CONMED: 9 years – Industry: 31 years



Hollie Foust
EVP, General Counsel & Corporate Secretary
CONMED: < 1 year – Industry: 20 years



Richard Glaze
EVP, Information and Technology & CIO
CONMED: 1 year – Industry: 22 years



Brent Lalomia
VP, Quality Assurance & Regulatory Affairs
CONMED: 6 years – Industry: 29 years



Nate Miersma
VP/GM, US Orthopedics
CONMED: 3 years – Industry: 23 years



Peter Shagory
EVP, Strategy & Corporate Development
CONMED: 10 years – Industry: 28 years



Keith Seaton
VP, Compliance
CONMED: 1 year – Industry: 19 years



Alexandra Siulc
VP, Finance Advanced Surgical/ Interim
CONMED: 8 years – Industry: 28 years

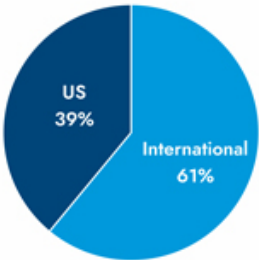
CONMED Confidential - Do Not Distribute, Transmit, or Replicate without Authorization.

Objectives for Our Shareholders

- Aggregate growth and profitability over the long term to significantly increase the valuation of the company
- Evolve product mix toward higher-growth, higher-margin offerings
- Increase our market share in large and attractive markets
- Deliver above-market revenue and profitability growth over the long term

Orthopedics: Large, Attractive Markets

Sept 2024 YTD

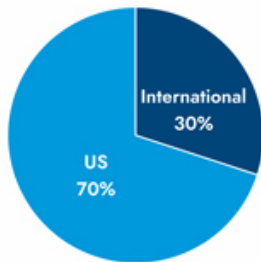


77%
Recurring,
single-use revenue

Category	Description	Market Size and Competitors	Dollar Value of 1 Market Share Point
Sports Medicine & Biologics	Comprehensive portfolio of devices for repair and healing of soft tissue injuries, including implants, biologics, allograft tissue, enabling devices and related instruments	\$5.1 to \$5.3 Billion <ul style="list-style-type: none"> Arthrex DePuy Mitek (J&J) Smith & Nephew Stryker Zimmer Biomet Allosource LifeNet RTI 	~\$52M
Capital Equipment	Surgical drills/saws, high-definition surgical visualization systems, and related single-use accessories	\$3.3 to \$3.7 Billion <ul style="list-style-type: none"> Stryker DePuy Synthes (J&J) Zimmer Biomet Smith & Nephew Arthrex Olympus Richard Wolf Karl Storz Medtronic (Midas Rex/ Xomed) 	~\$35M
Foot & Ankle	Comprehensive portfolio includes implants, fracture systems, biologics, and related hardware	\$4.8 to \$5.0 Billion <ul style="list-style-type: none"> Stryker DePuy Synthes (J&J) Arthrex Paragon 28 Treace 	~\$49M
Total Orthopedics	60% to 70% in Surgery Centers in the U.S.		~\$136M ~11% growth for total company

General Surgery: Large, Attractive Markets

Sept 2024 YTD



91%
Recurring,
single-use revenue

Category	Description	Market Size and Competitors	Dollar Value of 1 Market Share Point
Access	A platform of devices and accessories to create and enter the surgical working space in minimally invasive procedures	\$1.5 to \$1.7 Billion <ul style="list-style-type: none"> Ethicon (J&J) Medtronic Applied Medical Olympus Stryker Karl Storz 	~\$16M
Energy	RF energy to affect tissue by cutting, sealing, or causing hemostasis in open or minimally invasive procedures. Smoke evacuation and filtration to support the surgical environment	\$3.1 to \$3.3 Billion <ul style="list-style-type: none"> Medtronic Stryker Ethicon (J&J) Cooper Surgical Olympus ERBE 	~\$32M
Instruments	Instruments and accessories for minimally invasive laparoscopic, open, and robotic approaches	\$1.6 to \$1.8 Billion <ul style="list-style-type: none"> Karl Storz Aesculap Stryker 	~\$17M
Endoscopic Technologies	Therapeutic and diagnostic endoscopic products used by Gastroenterologists	\$3.1 to \$3.3 Billion <ul style="list-style-type: none"> Boston Scientific Olympus Cook Medical Merit Endotek Cantel STERIS 	~\$32M
Critical Care	Single-use devices for monitoring cardiac activity and other patient care devices	\$0.8 to \$1.0 Billion <ul style="list-style-type: none"> 3M Company Cardinal 	~\$9M
Total General Surgery	90% to 95% in Hospitals		~\$106M ~8% growth for total company

Mix & Gross Margins

Sept 2024 YTD



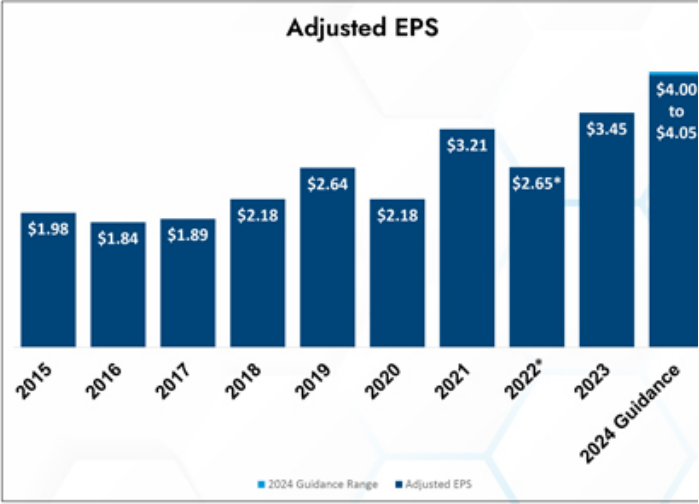
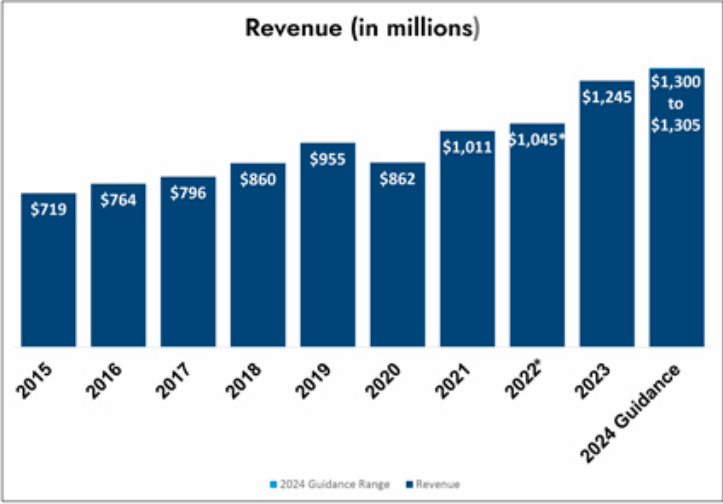
Mid-Term Expected Revenue Growth

Mid-Term Expected Revenue Growth	Mix %	2024 GM %
Double Digits	~33%	71.2%
Single Digits	~58%	51.6%
Flat to Declining	~9%	30.0%

Category	Mid-Term Expected Revenue Growth	Estimated 2024 GM %
Sports Medicine (including BioBrace)	Mid Single Digits to High Single Digits	65%
Ortho Capital & Related Disp.	Low Single Digits	40%
Foot & Ankle	Double Digits	80%
Total Orthopedics	4% to 8%	57.5%
Airseal & Direct Smoke Evac.	Double Digits	70%
Surgical Instruments	Low Single Digits	45%
G.I.	Mid Single Digits to High Single Digits	45%
Other (incl. OEM Smoke Evac.)	Decline to Flat	30%
Total General Surgery	5% to 11%	55.2%
Total CONMED	4% to 9%	56.2%

Sales mix of higher margin products can drive 50 to 80 BP of annual gross margin improvement

Historical Performance



*2022 results were negatively impacted by Q4 2022 warehouse issue

Key Focus Areas

- Driving superior outcomes for patients through clinical insufflation with AirSeal in Robotic and Laparoscopic surgery
- Improving our ability to serve customers by partnering with a top-tier consulting firm to strengthen operations
- Continuing to bring down leverage
- Protecting caregivers worldwide using Buffalo Filter's proprietary technology
- Delivering superior clinical outcomes in over 40+ sports medicine procedures by utilizing BioBrace's strength and healing properties
- Foot and Ankle realizing double digit sales growth

Environmental, Social and Governance

Together We Are Making A Difference for a Better Tomorrow

Environmental



CONMED manufacturing operations have recycling programs including eScrap, metal, cardboard, plastic, and paper.



Use of ISO 14001 and 45001 as a framework to harmonize an Environmental Management System across CONMED.



Development of capabilities to measure and understand greenhouse gas emissions associated with our operations, and to identify areas of high impact and opportunities for reduction.

Social



Partners with United Way and TEAMFund to serve communities where we operate and provide medical innovation to underrepresented communities, respectively.



98% of employees participated in the Gallup Q12 Employee Engagement Survey.



Women make up 53% of our global workforce.

Governance



In addition to oversight by the full Board, the ESG Steering Committee provides strategic direction and prioritization of ESG initiatives.



CONMED's executive leadership is responsible for setting the ethical code and overseeing compliance.



37.5% gender diversity on Board of Directors.

Closing Thoughts

- 2024 was a challenging year
- Intense focus on solving unmet needs for healthcare customers drives increased market share
- Large and attractive markets provide CONMED with ample opportunities for above-average revenue and profitability growth
- Portfolio continues to evolve toward higher-growth, higher-margin offerings
- At CONMED, we are focused on doing things the right way and being good corporate citizens

