



Investor Presentation

Q4 2023 Earnings Call

Curt R. Hartman
Chair of the Board, President, and Chief Executive Officer
Todd W. Garner
Executive Vice President and Chief Financial Officer
January 31, 2024

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, 2022, 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.



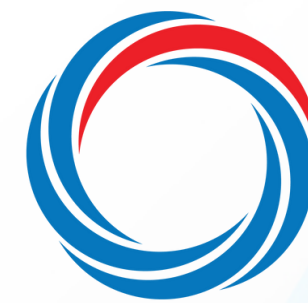
WE MAKE
and keep
commitments.



WE OPERATE
with urgency.



WE BELIEVE
in the power of
engaged talent.

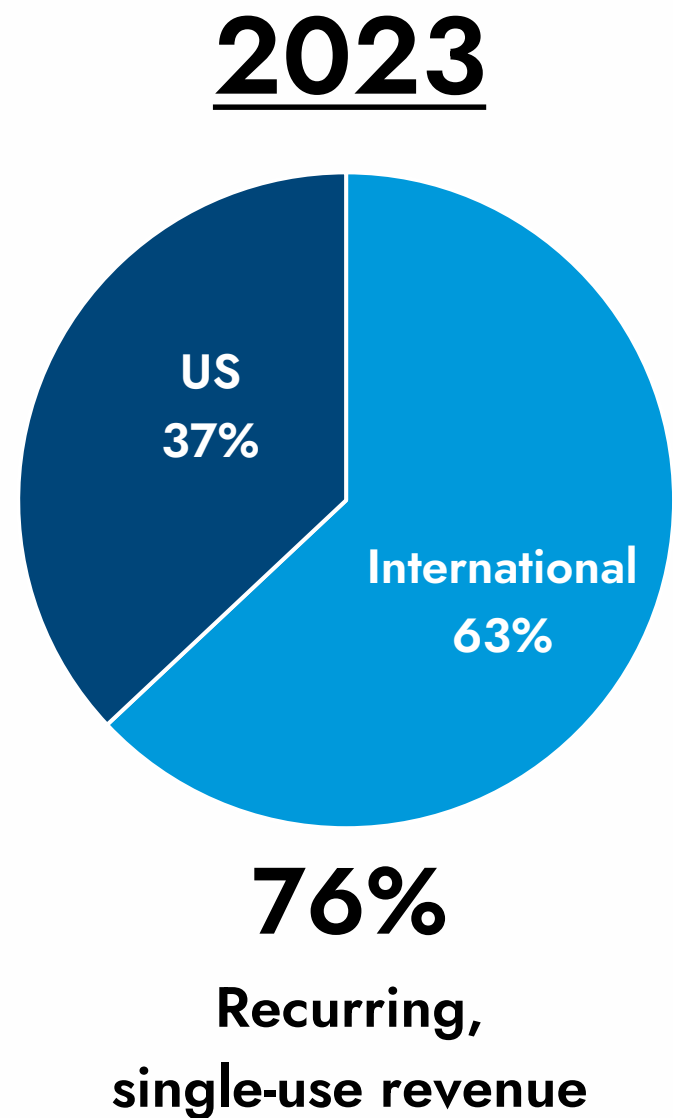


WE DELIVER
exceptional results.

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



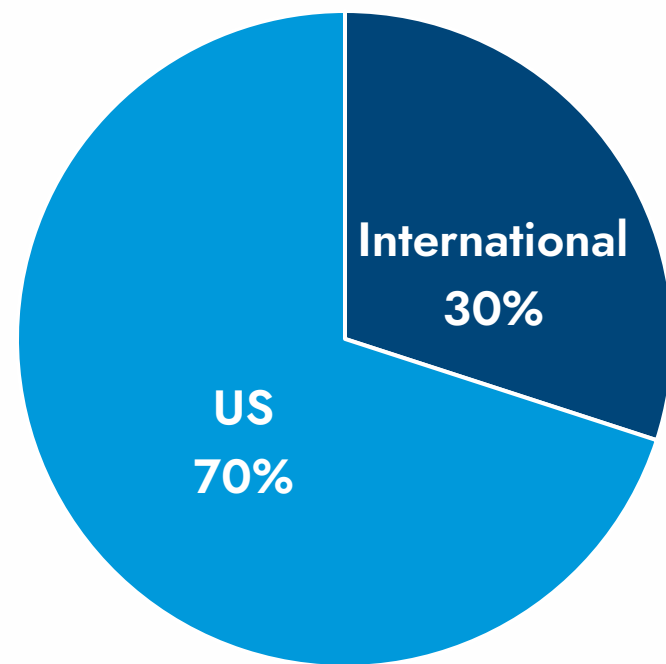
Category	Description	Market Size and Competitors	Dollar Value of 1 Market Share Point
Sports Medicine & Biologics	Comprehensive portfolio of devices for repair and healing of soft tissue injuries, including implants, biologics, allograft tissue, enabling devices and related instruments	\$5.1 to \$5.3 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

Dollar Value of 1 Market Share Point

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) ▪ Applied Medical ▪ Stryker ▪ Medtronic ▪ Olympus ▪ 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 ▪ Ethicon (J&J) ▪ Olympus ▪ Stryker ▪ Cooper Surgical ▪ 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 ▪ Cook Medical ▪ Cantel ▪ Olympus ▪ Merit Endotek ▪ 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 ~9% growth for total company

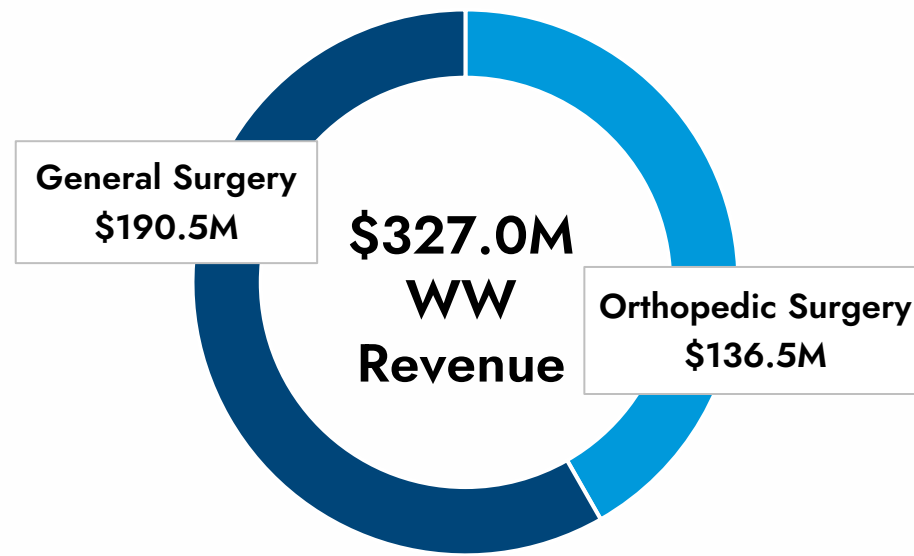
2023



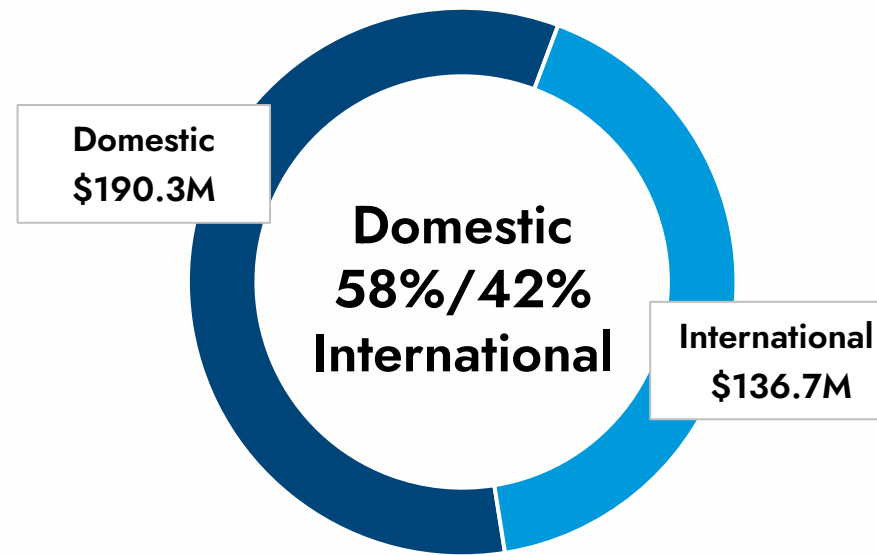
89%

Recurring, single-use revenue

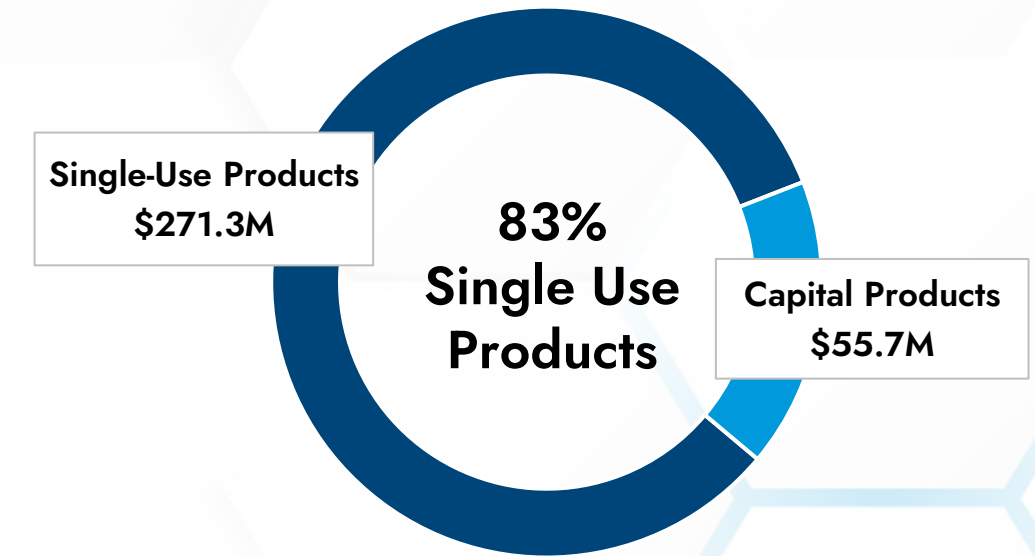
Q4 2023 Financial Performance



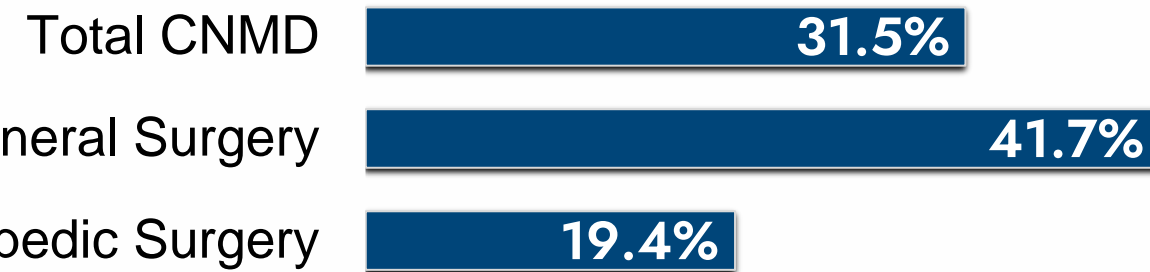
Worldwide CC Revenue Growth %*



CC Revenue Growth %*



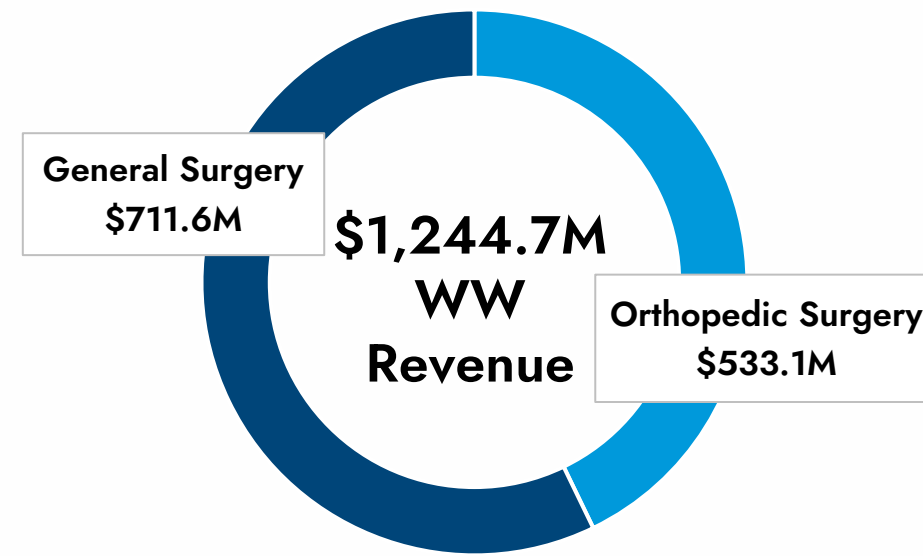
Worldwide CC Revenue Growth %*



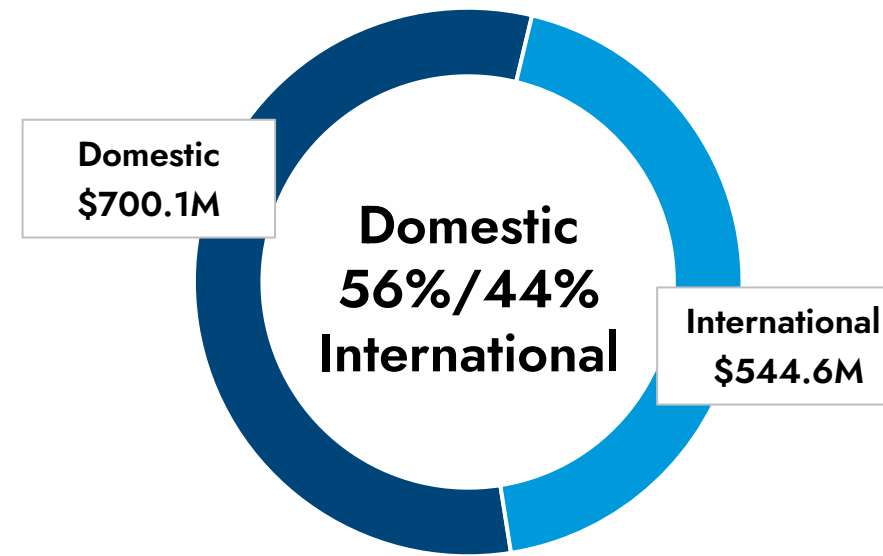
	GAAP	Non-GAAP**
EPS	\$1.05	\$1.06
Y/Y %	22.1%	152.4%

- Revenue: \$327.0M, an increase of 30.4% year over year as reported and 31.5% in constant currency
- GAAP EPS: Diluted net earnings per share of \$1.05, compared to \$0.86 in the prior year period
- Adjusted EPS** : Diluted net earnings per share of \$1.06, an increase of 152.4% from the prior year period

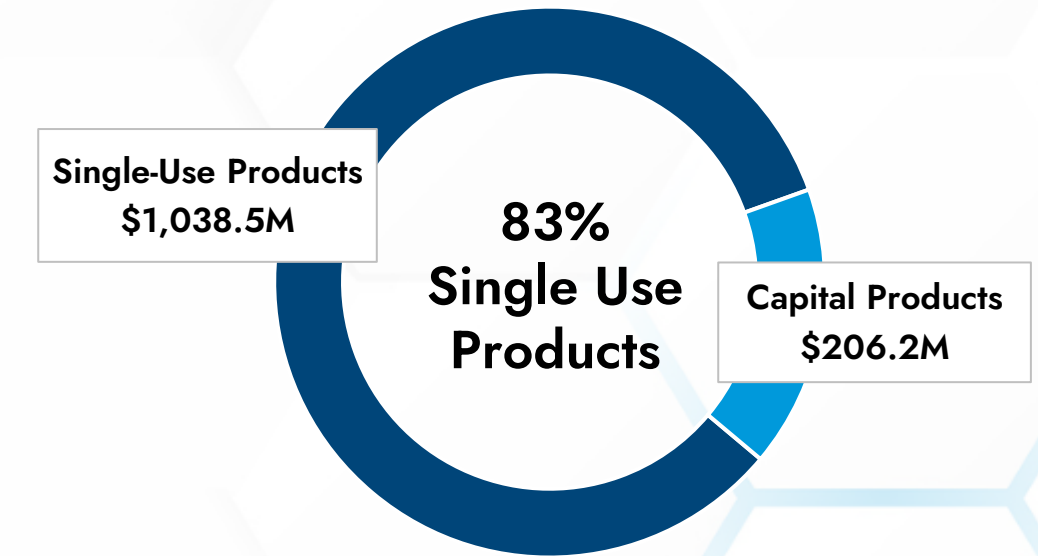
Full-Year 2023 Financial Performance



Worldwide CC Revenue Growth %*



CC Revenue Growth %*



Worldwide CC Revenue Growth %*

Total CNMD **20.9%**

General Surgery **23.4%**

Orthopedic Surgery **17.7%**

Domestic **20.9%**

International **20.9%**

Single-Use **20.5%**

Capital **22.8%**

	GAAP	Non-GAAP**
EPS	\$2.04	\$3.45
Y/Y %	N/A	30.2%

- Revenue: \$1,244.7M, an increase of 19.1% year over year as reported and 20.9% in constant currency. Organic constant currency revenue growth of 18.4%
- GAAP EPS: Diluted net earnings per share of \$2.04, compared to a net loss per share of \$2.68 in the prior year period
- Adjusted EPS** : Diluted net earnings per share of \$3.45, an increase of 30.2% from the prior year period

2023 Financial Guidance Look Back

	Original FY 2023 Guidance	Actual FY 2023 Results
Revenue	\$1.170 B to \$1.220 B	\$1.245 B
Adjusted Cash EPS	\$3.20 to \$3.45	\$3.45

2024 Financial Guidance

	Full-Year 2024 Guidance	Other Notes
Revenue	\$1.340 B to \$1.365 B, ~8% to ~10% growth	Q1: ~3% to ~5% growth* Q2: Mid-to-high-single-digit growth
Adjusted Gross Margin	Improve 100 to 150 basis points	Q1 to improve by ~100 basis points expanding to ~150 basis points by Q4
Adjusted SG&A Expense	60 to 80 basis point improvement as a percent of sales	Q1 2024 similar to Q1 2023 as a percent of sales
Adjusted R&D Expense	Between 4.0% and 4.5% of sales	Q1 expected to be in the mid 4% range
Adjusted Interest Expense	Between \$33.0 and \$34.0 million	Q1 and Q2: Between \$8.5 and \$9.0 million per quarter
Adjusted Effective Tax Rate	~24.5%	
Adjusted Cash EPS	\$4.30 to \$4.40, ~25% to ~28% Growth	Q1: Between \$0.72 and \$0.75 H1: Between \$1.65 and \$1.71

The impact of foreign currency exchange rates in 2024 is expected to be immaterial

Environmental, Social and Governance

Together We Are Making A Difference for a Better Tomorrow

Environmental



Chihuahua, Mexico plant has held the Clean Industry Certification since 2015



Utica, New York plant is ISO 14001 certified



100% LED lighting at Utica and Chihuahua plants

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



33% gender diversity on Board of Directors



Committee Chair rotation every five years. Board Service tenure limited to 12 years



100% Independent Standing Board Committee

Closing Thoughts

- 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

