



# Investor Presentation

**Curt R. Hartman**  
Chair of the Board, President, and Chief Executive Officer

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Executive Vice President and Chief Financial Officer

January 26, 2022

# Forward-Looking Information

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This presentation contains forward-looking statements based on certain assumptions and contingencies that involve risks and uncertainties. The 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 forward-looking statements in this presentation 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 discussed in the forward-looking statements in this presentation include, but are not limited to, the risks posed to the Company's business, financial condition, and results of operations by the COVID-19 global pandemic and the various government responses to the pandemic, including deferral of surgeries, reductions in hospital and ambulatory surgery center operating volumes, disruption to potential supply chain reliability, as well as the risk factors discussed in the Company's Annual Report on Form 10-K for the full year ended December 31, 2020 and listed under Forward Looking Statements in the Company's most recently filed Form 10-Q.

Management has disclosed adjusted financial measurements in this presentation that present financial information that is not in accordance with generally accepted accounting principles (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.

# CONMED Vision

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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.



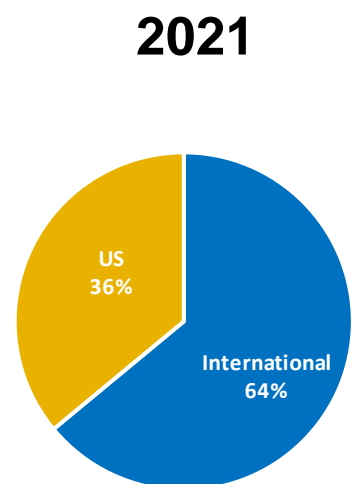
**WE DELIVER**  
exceptional results.

# Objectives for Our Shareholders

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- Aggregate growth and profitability over the long term to significantly increase the valuation of the company
- Increase our market share in large and attractive markets
- Deliver above-market revenue and profitability growth over the long term

# Orthopedics: Large, Attractive Markets

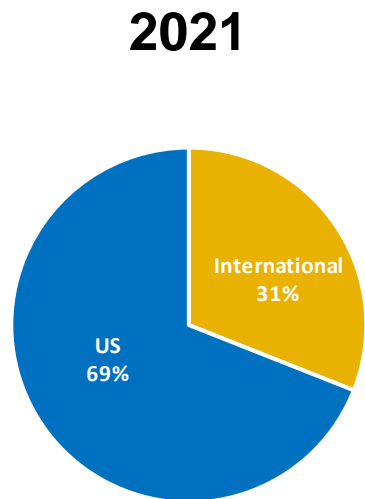


**71%**

Recurring, single-use revenue

Category	Description	Market Size and Competitors	Dollar Value of 1 Market Share Point
<b>Sports Medicine</b>	Devices for repair of soft tissue injuries in joints	<b>\$4.4 to \$4.6 Billion</b> <ul style="list-style-type: none"> <li>Arthrex</li> <li>DePuy Mitek (J&amp;J)</li> <li>Smith &amp; Nephew</li> <li>Stryker</li> <li>Zimmer Biomet</li> </ul>	<b>~\$45M</b>
<b>Allograft Tissue</b>	Exclusive commercial rights to MTF allograft tissue	<b>\$375 to \$425 Million</b> <ul style="list-style-type: none"> <li>Allosource</li> <li>LifeNet</li> <li>RTI</li> </ul>	<b>~\$4M</b>
<b>Powered Instruments</b>	Surgical drills and saws with related single-use accessories	<b>\$1.4 to \$1.6 Billion</b> <ul style="list-style-type: none"> <li>Stryker</li> <li>DePuy Synthes (J&amp;J)</li> <li>Medtronic (Midas Rex / Xomed)</li> <li>Zimmer Biomet</li> </ul>	<b>~\$15M</b>
<b>Surgical Visualization</b>	High-definition surgical visualization systems to enable minimally invasive arthroscopic surgery	<b>\$1.8 to \$2.0 Billion</b> <ul style="list-style-type: none"> <li>Stryker</li> <li>Arthrex</li> <li>Karl Storz</li> <li>Olympus</li> <li>Richard Wolf</li> <li>Smith &amp; Nephew</li> </ul>	<b>~\$19M</b>
<b><u>Total Orthopedics</u></b>	60% to 70% in Surgery Centers in the U.S.		<b>~\$83M</b> <b>~8% growth for total company</b>

# General Surgery: Large, Attractive Markets



**89%**  
Recurring, single-use revenue

Category	Description	Market Size and Competitors	Dollar Value of 1 Market Share Point
<b>Access</b>	A platform of devices and accessories to create and enter the surgical working space in minimally invasive procedures	<b>\$1.4 to \$1.6 Billion</b> <ul style="list-style-type: none"> <li>Ethicon (J&amp;J)</li> <li>Applied Medical</li> <li>Stryker</li> <li>Medtronic</li> <li>Olympus</li> <li>Karl Storz</li> </ul>	<b>~\$15M</b>
<b>Energy</b>	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	<b>\$2.7 to \$2.9 Billion</b> <ul style="list-style-type: none"> <li>Medtronic</li> <li>Ethicon (J&amp;J)</li> <li>Olympus</li> <li>Stryker</li> <li>Cooper Surgical</li> <li>ERBE</li> </ul>	<b>~\$28M</b>
<b>Instruments</b>	Instruments and accessories for minimally invasive laparoscopic, open, and robotic approaches	<b>\$1.5 to \$1.7 Billion</b> <ul style="list-style-type: none"> <li>Karl Storz</li> <li>Aesculap</li> <li>Stryker</li> </ul>	<b>~\$16M</b>
<b>Endoscopic Technologies</b>	Therapeutic and diagnostic endoscopic products used by Gastroenterologists	<b>\$3.0 to \$3.2 Billion</b> <ul style="list-style-type: none"> <li>Boston Scientific</li> <li>Cook Medical</li> <li>Cantel</li> <li>Olympus</li> <li>Merit Endotek</li> <li>STERIS</li> </ul>	<b>~\$31M</b>
<b>Critical Care</b>	Single-use devices for monitoring cardiac activity and other patient care devices	<b>\$0.8 to \$1.0 Billion</b> <ul style="list-style-type: none"> <li>3M Company</li> <li>Cardinal</li> </ul>	<b>~\$9M</b>
<b><u>Total General Surgery</u></b>	90% to 95% in Hospitals		<b>~\$99M</b> <b>~10% growth for total company</b>

# Q4 2021 and Full Year Revenue Results

Q4 2021 (in 000's)	Total As Reported					Constant Currency		United States		Int'l (CC)	
	2021	2020	2019	vs. '20	vs. '19	vs. '20	vs. '19	vs. '20	vs. '19	vs. '20	vs. '19
Orthopedic Surgery	117.6	112.7	123.8	4.3%	-5.0%	5.2%	-4.6%	0.7%	-11.6%	7.9%	0.0%
General Surgery	156.4	140.1	141.1	11.6%	10.8%	12.2%	10.7%	6.8%	12.4%	25.3%	7.1%
Total	274.0	252.8	264.9	8.4%	3.4%	9.1%	3.6%	5.0%	4.3%	14.3%	2.7%
Single-use Products	222.8	205.9	209.3	8.2%	6.4%	9.0%	6.7%	2.8%	6.9%	17.8%	6.4%
Capital Products	51.2	46.9	55.6	8.9%	-7.9%	9.5%	-8.2%	18.0%	-7.6%	3.0%	-8.8%
Total	274.0	252.8	264.9	8.4%	3.4%	9.1%	3.6%	5.0%	4.3%	14.3%	2.7%
Full Year 2021 (in 000's)	Total As Reported					Constant Currency		United States		Int'l (CC)	
	2021	2020	2019	vs. '20	vs. '19	vs. '20	vs. '19	vs. '20	vs. '19	vs. '20	vs. '19
Orthopedic Surgery	438.4	374.7	463.3	17.0%	-5.4%	15.7%	-5.2%	13.5%	-11.6%	17.0%	-1.1%
General Surgery	572.2	487.8	491.8	17.3%	16.4%	16.7%	15.9%	15.1%	16.8%	20.5%	13.9%
Total	1,010.6	862.5	955.1	17.2%	5.8%	16.3%	5.7%	14.6%	6.9%	18.4%	4.2%
Single-use Products	820.1	703.0	756.3	16.7%	8.4%	15.8%	8.4%	13.1%	9.8%	19.6%	6.6%
Capital Products	190.5	159.5	198.8	19.5%	-4.1%	18.4%	-4.7%	23.3%	-5.9%	14.3%	-3.6%
Total	1,010.6	862.5	955.1	17.2%	5.8%	16.3%	5.7%	14.6%	6.9%	18.4%	4.2%

2020 and 2021 results were impacted by the global COVID-19 pandemic

# Financial Guidance – Looking Back and Looking Forward

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**2021 Original Guidance (January 27, 2021)** – Assumed transition year of improving procedure volumes due to steadily ameliorating COVID environment

- **Revenue: \$975M to \$1.020B, Actual performance was \$1.011B**
- **Adjusted Cash EPS: \$2.85 to \$3.05, Actual performance was \$3.21**

**2022 Guidance (January 26, 2022)** – Assumes improving procedure volumes due to steadily ameliorating COVID environment

- **Revenue: \$1.075B to \$1.125B** (represents growth of 6.4% to 11.3%)
- **Adjusted Cash EPS: \$3.60 to \$3.85** (includes negative impact of 5 to 10 cents from new convertible debt accounting rules, represents at least 15% organic growth)



# Managing through the Pandemic

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## Challenges:

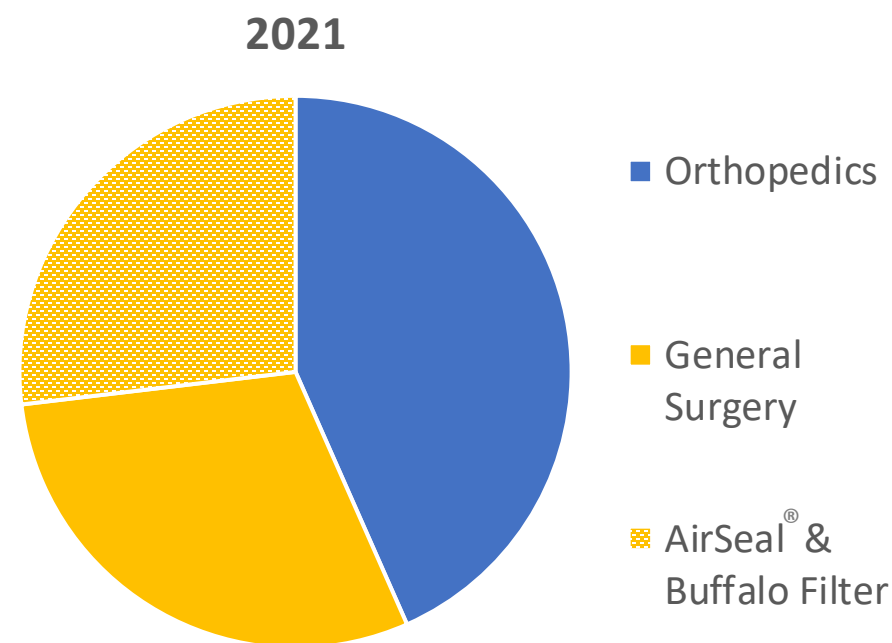
1. Uncertain macro environment limiting visibility
2. Customers with exhausted staff facing capacity challenges
3. Supply chain constraints and inflationary pressure

## Mitigating Actions:

1. **Fact-based** Objectivity – internally and externally
2. Respect the Customer
  - **Prioritizing their agenda** over ours
  - Providing a safer operating room environment
  - Responding to needs with **speed** and **agility**
3. Focus on Long-Term Margin Improvement
  - **Upgraded talent** around material procurement and waste reduction
  - **Growth products** driving favorable mix
  - Continued focus on **product quality**
  - **Frequent contact** with vendors, in tune with their challenges

# Improving Product Mix and Growth Drivers

- Global General Surgery products expected to grow at above-market rates for the long term, due to additional sales representatives and improving customer engagement
- Global Orthopedics expected to grow at above-market rates for the long term, driven by innovation and improving customer engagement
- AirSeal® and Buffalo Filter together expected to continue growing above 20% globally

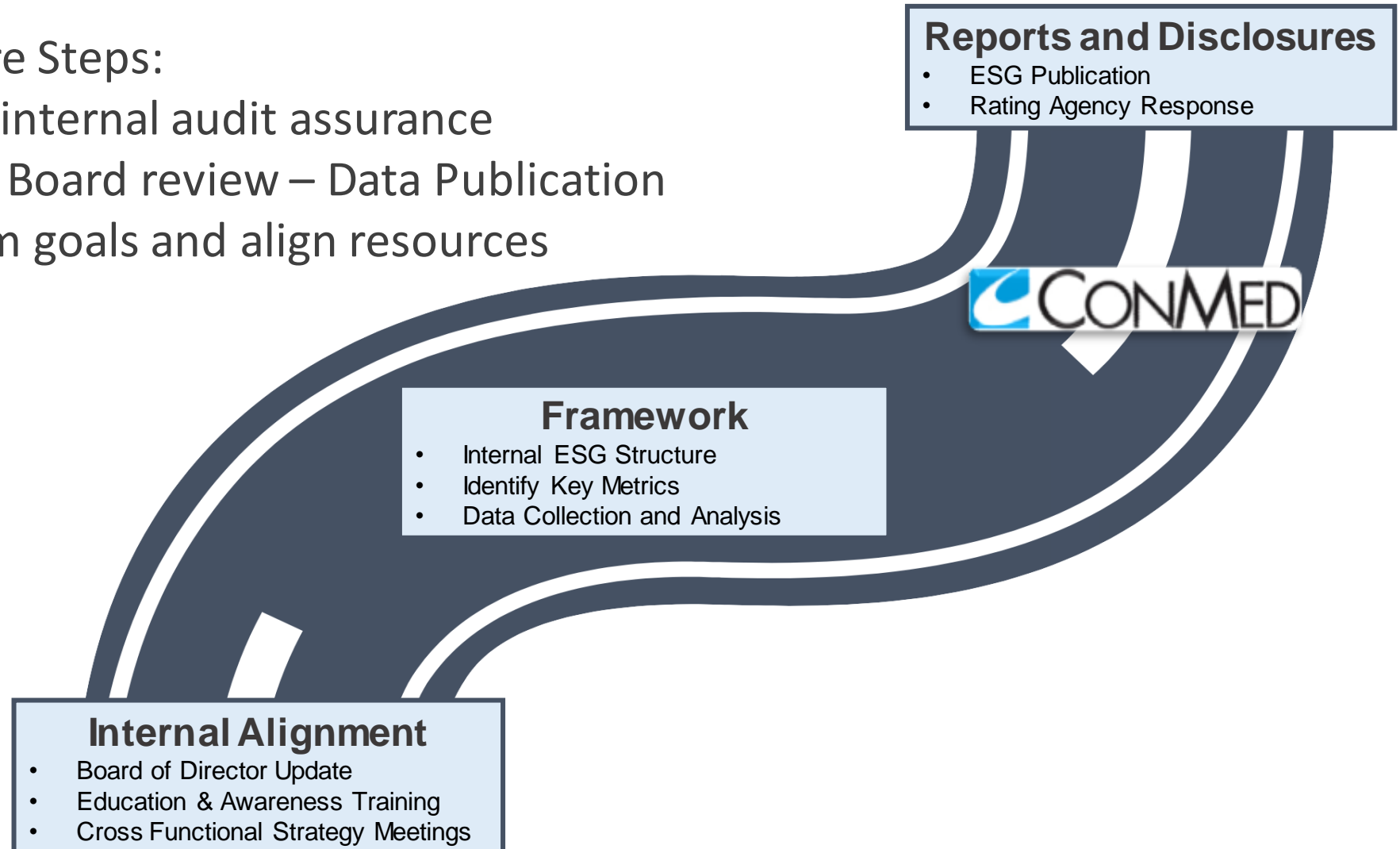


Growth drivers are accretive to corporate average margins, driving an improving margin profile

# CONMED Environmental, Social and Governance (ESG) Roadmap 2021 - 2022

## In Process and Future Steps:

- Run data through internal audit assurance
- Management and Board review – Data Publication
- Establish long term goals and align resources



# ESG Highlights

## Environmental

- Plant in Chihuahua, Mexico has held the Clean Industry Certification since 2015
- CONMED is the leader in Surgical Smoke Evacuation – improving air quality in operating rooms

## Social

- CONMED Financial and Workforce support of National and local organizations
  - TEAMFund
  - Local United Way Chapters in all major locations

## Governance

- 30% gender diversity on Board of Directors
  - Committee Chair rotation every five years
- MSCI improved CONMED's ESG rating from BBB to A in 2021

# Closing Thoughts

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- 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
- Aggregating growth over the long term can drive meaningful shareholder value
- At CONMED, we are focused on doing things the right way and being good corporate citizens