



1H 2021 Preliminary Unaudited Top-Line Figures

20 July 2021

A thick, dark blue wave-like graphic that starts at the bottom left and curves upwards towards the right, spanning the width of the slide.

Disclaimer

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Unaudited Financial Results

The financial information contained in this Presentation is unaudited.

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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. Currently, it is very difficult to provide a meaningful prediction on how governments will act in response to the ongoing outbreak of a novel coronavirus disease (COVID-19), how it will affect the Medacta's operations and how long such measures will remain in place. The Covid-19 outbreak has caused, and may continue to cause, economic instability and a significant decrease of total economic output in the affected areas and globally. The impact of the Covid-19 outbreak on the general economic environment in the markets in which Medacta operates remain uncertain and could be significant. In addition, other 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.

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 <https://www.medacta.com/EN/investors>.

THIS PRESENTATION IS NOT AN INVITATION TO PURCHASE SECURITIES OF MEDACTA OR THE GROUP.



FRANCESCO SICCARDI

Chief Executive Officer

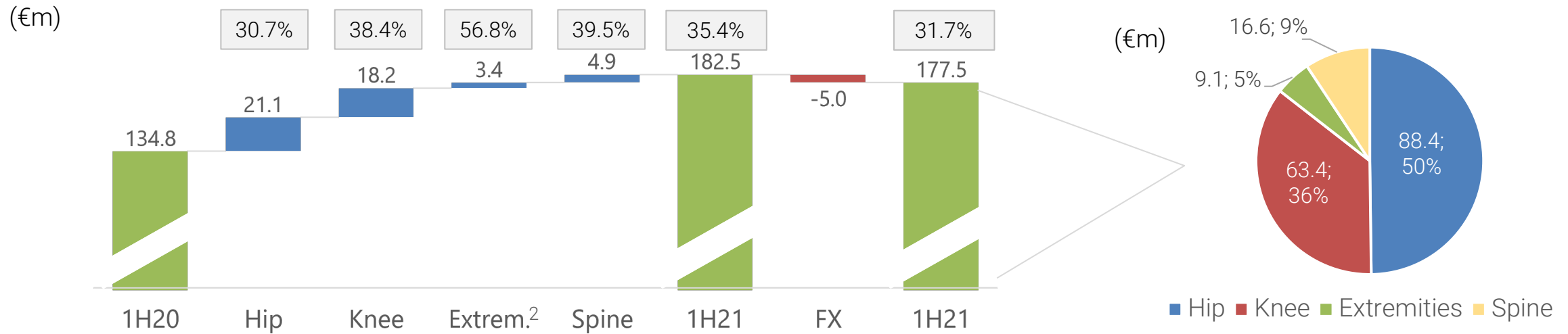
CORRADO FARSETTA

Chief Financial Officer

1H 2021 Highlights

- 1H 2021 revenue increased to Euro 177.5 million, or 35.4% at constant currency (31.7% reported) vs 1H 2020
- The growth was driven by significant carry-over and customer acquisition, in addition to faster-than-expected normalization of surgery activities
- Positive contributions from all business lines and geographies
- Innovation continued with **50+ registrations** across all our business lines, including entry in new geographies
- Ongoing Marketing & Education activities and, **since June, international travel and congresses have restarted**
- **Hiring of salesforce continued**, as planned, across all geographies

1H 2021 Revenue¹ Bridge by Product Line

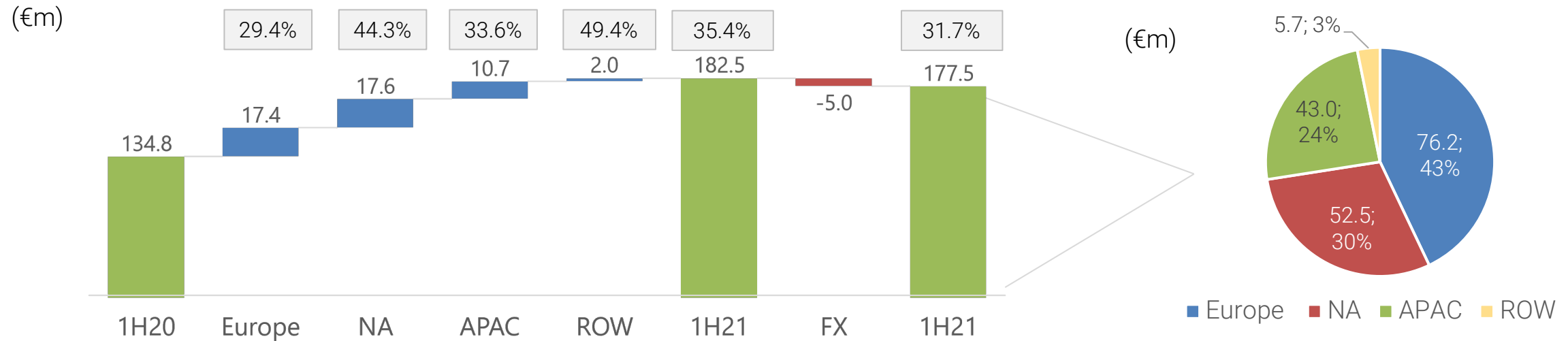


- The good momentum of **Hip** was generated by the acquisition of new customers through the AMIS strategy supported by the roll-out of new products
- The **Knee** growth was due to the continuous customer acquisition on personalized solutions and GMK Sphere platform
- The **Extremities** delivered a positive performance thanks to the completeness of the Medacta Shoulder System supported by personalized solutions and the expansion of the Sports Med product offer
- The **Spine** performance was driven by newly launched products, innovative technologies, and salesforce expansion

Notes:

1. Unaudited
2. Extremities include Shoulder and Sports Med revenue

1H 2021 Revenue¹ Bridge by Geographic Area



- In **Europe**, France, Italy and Belgium, the countries most affected by Covid-19 in 1H 2020, recorded the strongest growth, followed by the “DACH” countries
- **North America** delivered an outstanding performance thanks to our customer acquisition, salesforce expansion and increased activity level in ASCs
- In **Asia Pacific**, the increase was driven by the attainment of new customers through the expansion of our salesforce in 2020
- In **RoW**, the growth was reported thanks to restart of purchases from stocking distributors and the creation of new distributors in the Middle East and Eastern Europe

Notes:
1. Unaudited

Deployment of the NextAR™ AR Surgical Platform



- In June 2021, the **first surgeries** based on our NextAR Augmented Reality (AR) Surgical Platform were performed **in Europe**, following the **CE-marking** of the **Knee, Shoulder and Spine Applications**
- Also, in May 2021, the NextAR **Shoulder Application** received **FDA clearance**, further expanding the U.S. NextAR offering, which already included the Knee Application, FDA-cleared in 2020
- NextAR enhances our **MySolutions Ecosystem**, empowering **our holistic approach to personalized medicine**, and has the potential to **improve surgical accuracy**
- Thanks to its **limited upfront capital investment and reduced cost per case** compared to other technologies, the platform enhances healthcare system sustainability worldwide. The engineered design has the great advantage of utilizing a **single platform for all procedures for both joint replacement and spine applications**, allowing for a lean logistics and hardware management. These are key **benefits in particular for US Ambulatory Surgery Centers (ASCs)**.

2021 Outlook

- Our **strong customer acquisition, together with the progressive normalization of surgery activities** benefiting from vaccinations, **resulted in a stronger than expected sales performance** in the first semester 2021
- The **second semester 2021 growth is expected to normalize** as the second semester 2020 comparative period already benefited from previous pent-up demand in certain geographic areas
- The positive first semester performance and the business outlook in the remainder of the year allow us to revise upward our revenue target for 2021 within a range of **Euro 355 million to Euro 375 million** at constant currency, compared to the previous range of Euro 333 million to Euro 348 million, subject to any unforeseen events, specifically from the Covid-19 pandemic. We confirm our target of an **adjusted EBITDA margin largely in line with 2020**

Q&A

