



# Bernstein Investor Meeting

Humblebæk, May 24<sup>th</sup> 2018

**Oliver Johansen, SVP R&D**

**Ellen Bjurgert, Director Investor Relations**

Coloplast Group – Ostomy Care / Continence Care / Wound & Skin Care / Urology Care



# Innovation is the cornerstone of the company and we have recently launched a number of new products

## Superior products and innovation

SenSura® Mio Convex



SenSura® Mio Concave



SpeediCath® Flex



SpeediCath® Flex Coude Pro  
(US only)



SenSura® Mio Hospital Assortment



Brava® Protective Seal



Brava® XL Tape



# Our new ostomy portfolio SenSura® Mio Concave has been launched in 7 markets

## SenSura Mio Concave



### Curved star shape

that hugs outward areas to create a real fit.



BodyFit  
Technology®

### Elastic adhesive

that fits individual body shapes and follows natural body movements.

### Fit zones

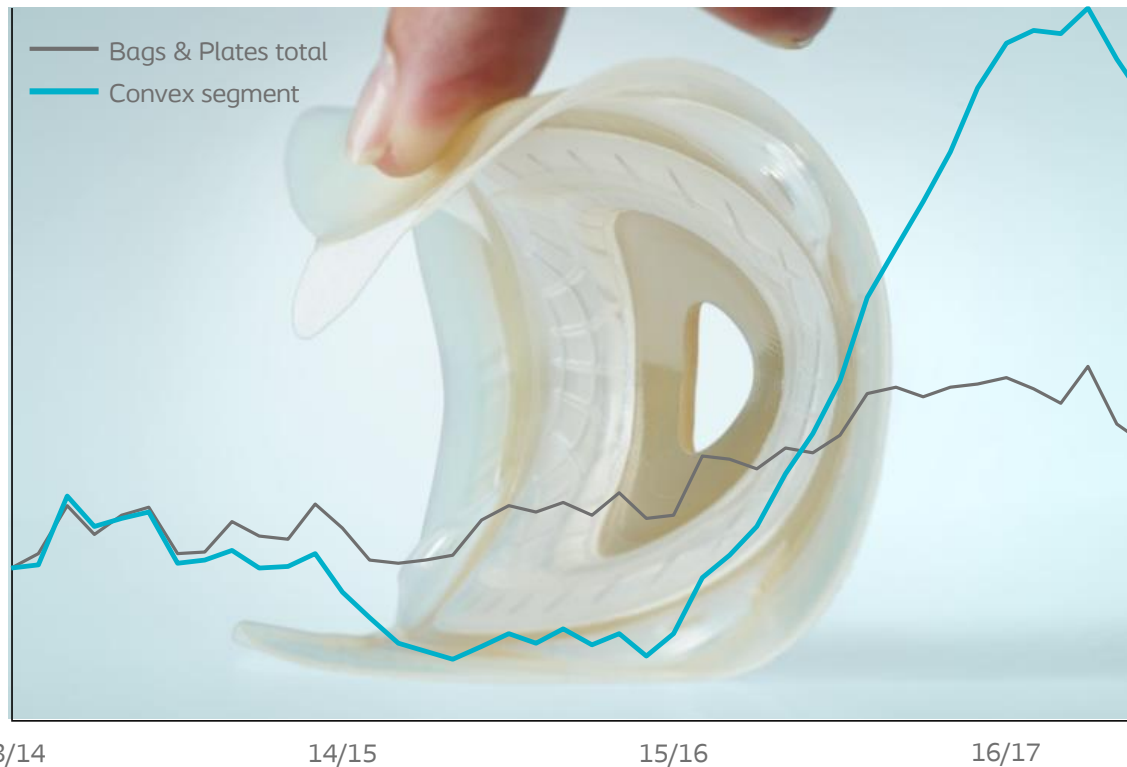
**In the rim** to optimize fit to body shape and body movement. **In the centre** for increased flexibility right around the stoma.

### Stability ring

that **stabilizes the centre zone**, absorbs movements from the bulge and guides where to put pressure on the adhesive to get a tight fit.

# SenSura® Mio Convex has demonstrated the impact of improved clinical performance

## Revenue growth, MAT 2013/14 Index 100



12% reduction in leakage area UNDER the baseplate [1]\*\*

23% increase in baseplates WITHOUT any type of leakage [1]\*\*



NEVER DOCUMENTED BEFORE IN RANDOMISED CONTROLLED CLINICAL TRIALS

[1] Raising the bar: New flexible convex ostomy appliance — a randomised controlled trial. Walker, et al. 2016. Official Journal of The World Council of Enterostomal Therapists. 36(1): 6 -11.

\*\* Compared to SenSura® Convex Light

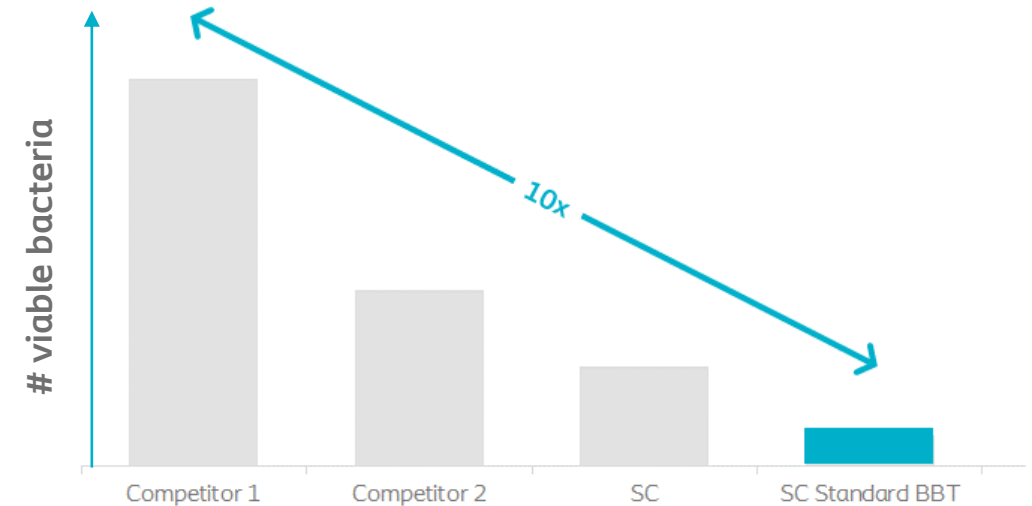


# We are preparing the launch of SpeediCath® Standard BBT with Bacteria Barrier Technology

**SpeediCath® Standard BBT**



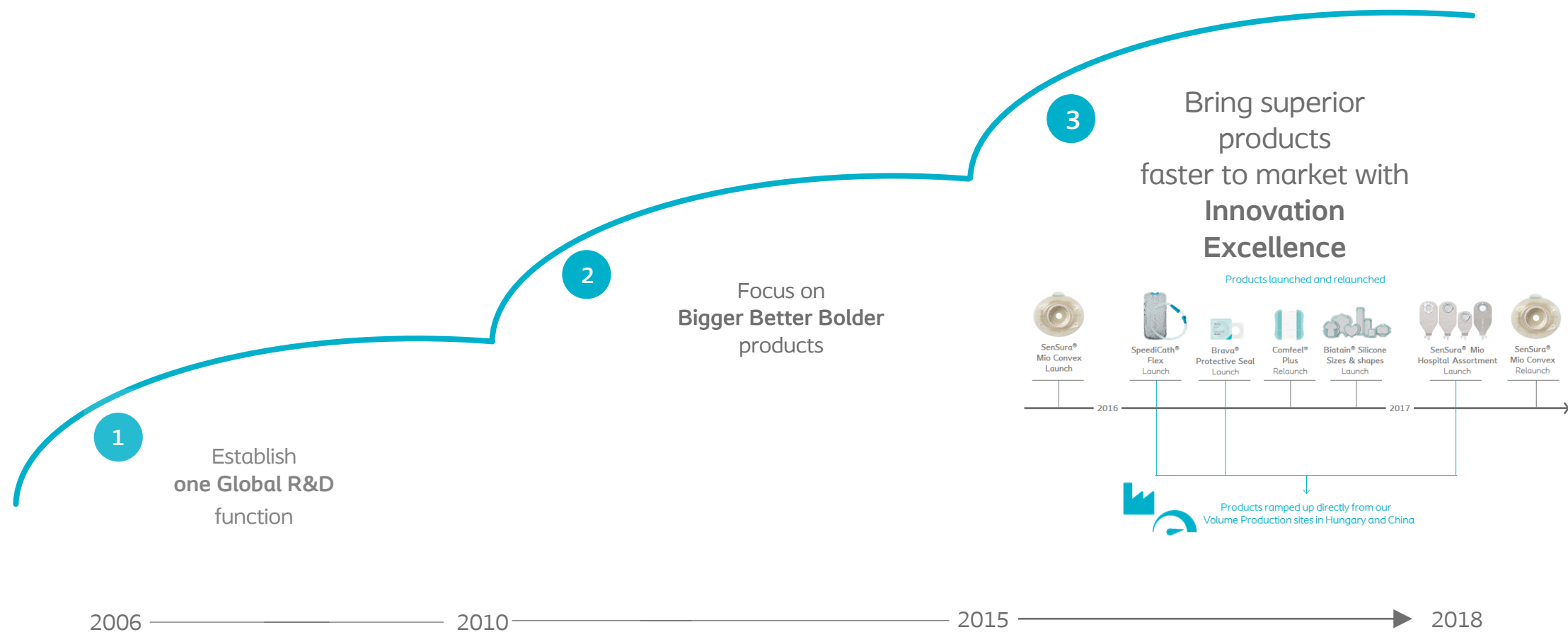
**Bacteria  
Barrier  
Technology™**



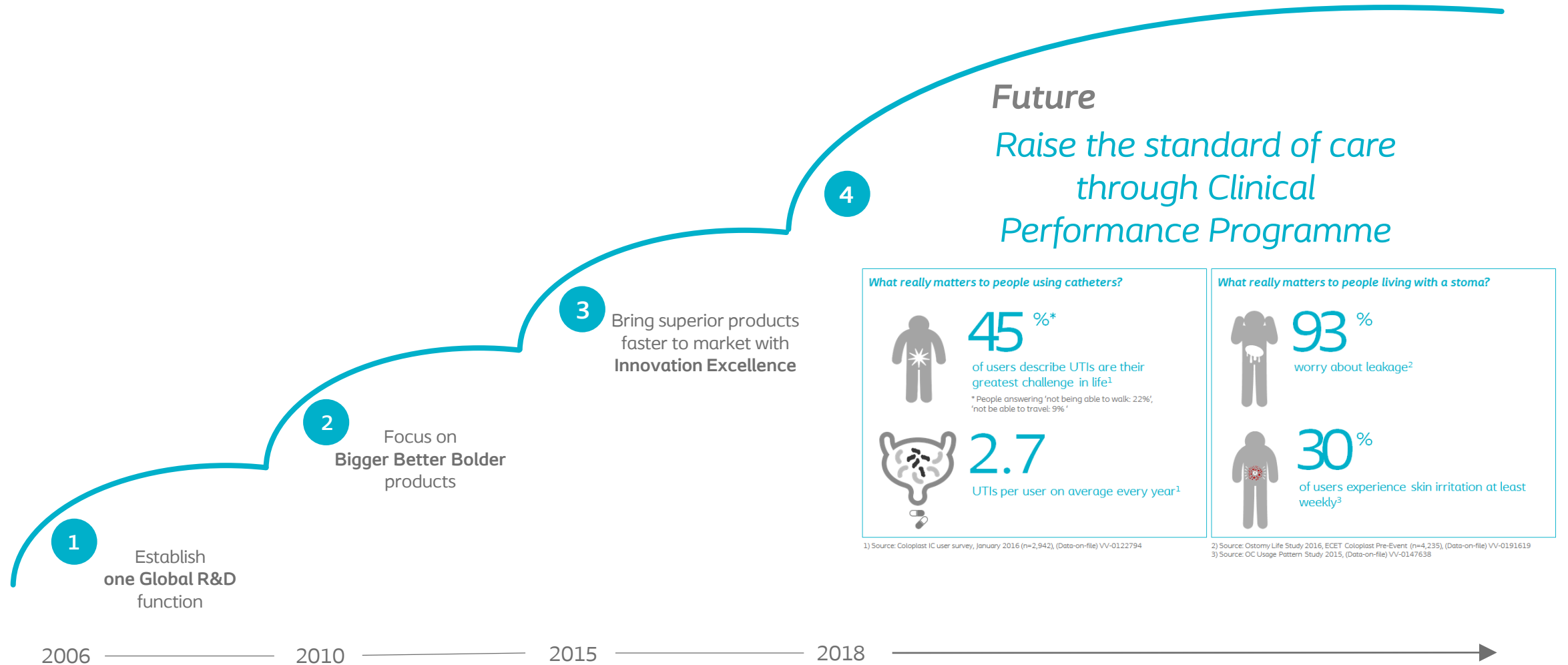
**Bacteria Barrier Technology and SpeediCath® compared to main competitors\***

\*Tested according to ISO 22196 (2011) with modifications.

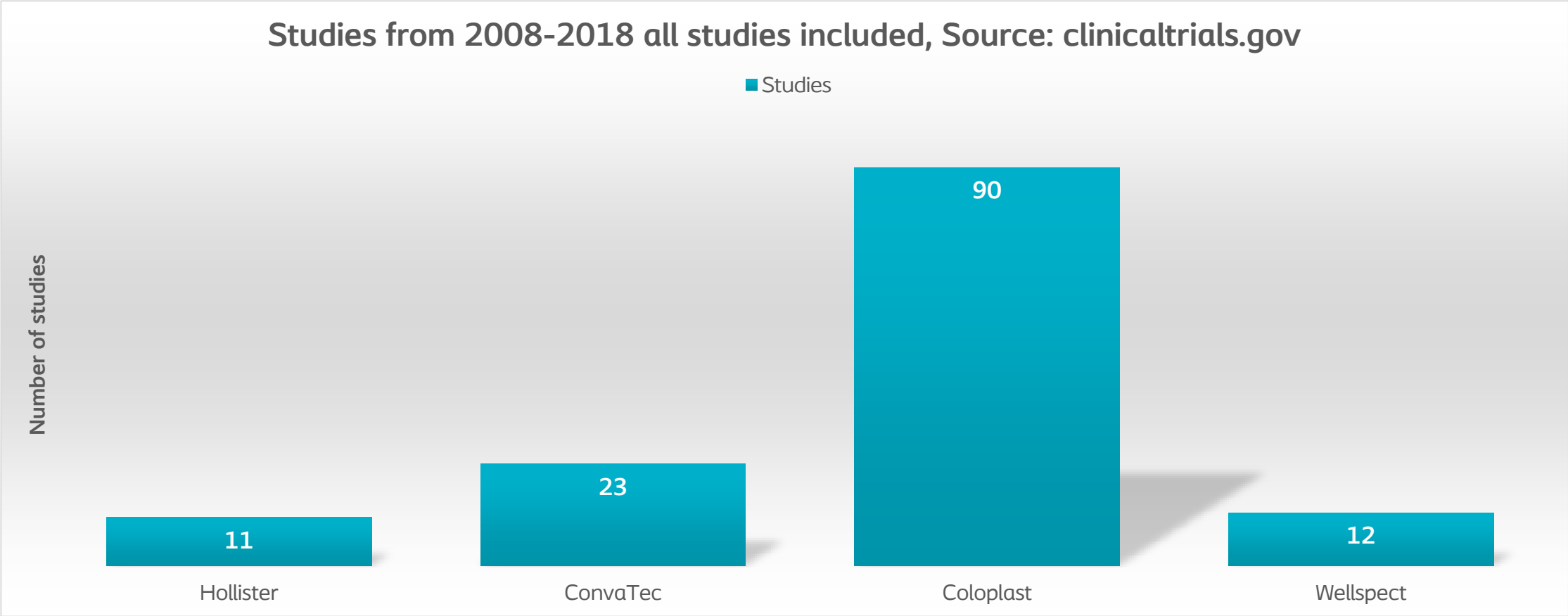
# With Innovation Excellence we have brought new products to market faster and more efficiently



# Going forward we want to raise the standard of care through clinically superior products and innovation



# Clinical programmes are not new to Coloplast, but we believe we can raise the bar for clinical outcome





# Strong clinical evidence will give users access to our products

## 1. Key payers interviewed in core markets



## 2. Key findings

Possibility to get higher prices if **strong** evidence is provided for...



Improved clinical outcome



Better quality of life



users' favor of the product

# We have recently achieved premiums linked to clinical outcome

## Examples of outcome based premiums



### **SpeediCath Compact premium**

*Increased Quality of Life (QoL)*



### **SenSura Mio Convex premium**

*Reduced leakage & increased QoL*



### **Hydrophilic coated category**

*Reduced UTIs & cost effective*

## Shift in pricing/reimbursement focus



### **Speed to market**

*Line extensions within categories*

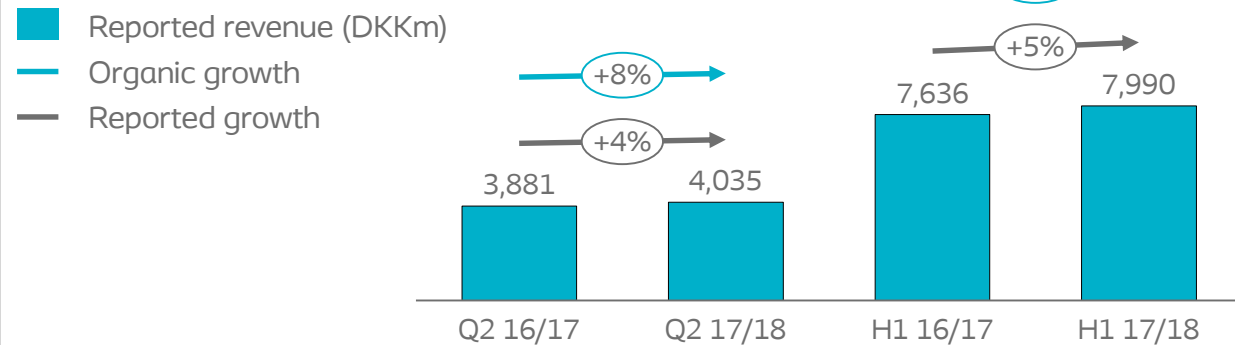


### **Premium reimbursement**

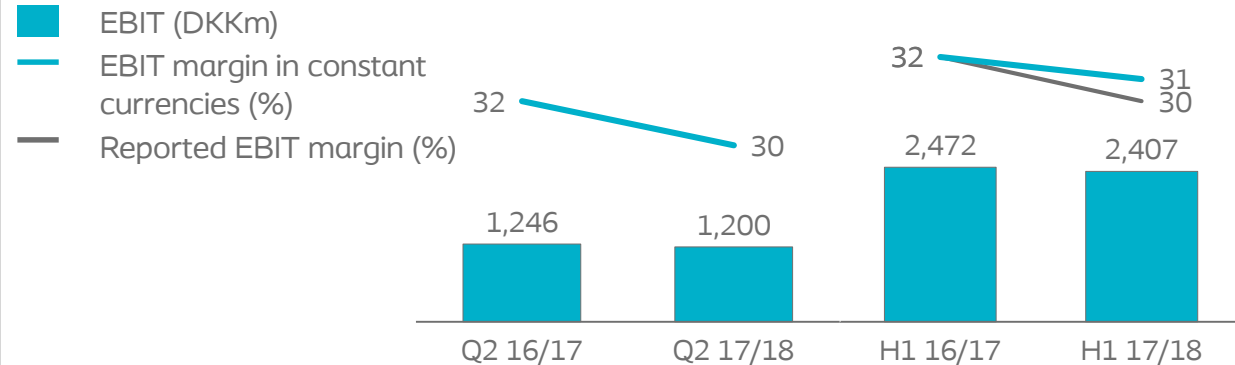
*Launch into new/premium categories*

# Coloplast delivered Q2 organic growth of 8% and upgraded FY organic growth guidance from ~7% to 7-8%

## Revenue growth



## EBIT



## Q2 Highlights

- Q2 organic growth of 8% (4% in DKK)
- Negative FX impact from USD/DKK. Acquisitions contributed 1% to growth
- Strong momentum in Chronic Care driven by new products and improved momentum in Emerging markets
- Wound Care organic growth improved to 8% in Q2 despite the continued negative impact from price reform in Greece
- Launch of SpeediCath® Flex Coudé Pro in May specifically designed for the US market. SenSura® Mio Concave now launched in 7 markets
- Q2 EBIT margin of 30% in constant exchange rates and 30% in reported terms (DKK)
- Interim dividend of DKK 5.0 per share
- Updated financial guidance for 2017/18:
  - Organic revenue growth of 7-8% vs. previously ~7% and ~6% in DKK vs. previously 5-6% , assuming:
    - Negative DKK 50m vs. previously DKK 100m from patent expiry
    - Negative DKK 100m from Greek price reform
- Unchanged EBIT margin of 31-32% in constant exchange rates and ~31% in DKK



# Coloplast Capital Market Day 2018

18 September 2018 in Copenhagen – SAVE THE DATE!

The purpose of the event is to provide institutional investors and financial analysts with the opportunity to get an update on the business and insights into key strategic themes. Please contact [dkasso@coloplast.com](mailto:dkasso@coloplast.com) to register.



## Our mission

Making life easier for people  
with intimate healthcare needs

## Our values

Closeness... to better understand  
Passion... to make a difference  
Respect and responsibility... to guide us

## Our vision

Setting the global standard  
for listening and responding