

# Making it easier\_ to get back on track



It took a while but now I have taken back control.  
I'm trying new things, pushing my limits again.

Alessia

## Coloplast Conference Call

March 19<sup>th</sup>, 2020

Making life easier

Ostomy Care, Continence Care, Wound & Skin Care and Interventional Urology



# Forward-looking statements

The forward-looking statements contained in this presentation, including forecasts of sales and earnings performance, are not guarantees of future results and are subject to risks, uncertainties and assumptions that are difficult to predict. The forward-looking statements are based on Coloplast's current expectations, estimates and assumptions and based on the information available to Coloplast at this time.

Heavy fluctuations in the exchange rates of important currencies, significant changes in the healthcare sector or major changes in the world economy may impact Coloplast's possibilities of achieving the long-term objectives set as well as for fulfilling expectations and may affect the company's financial outcomes.

# Revised guidance for FY 2019/20

	Guidance 2019/20	Guidance 2019/20 (DKK)*	Key assumptions
<b>Sales growth</b>	7-8% changed to 4-6% (organic)	7-8% changed to 4-6%	<ul style="list-style-type: none"> <li>• Coronavirus outbreak has primarily negatively impacted our business in China and is expected to impact elective procedures in the Interventional Urology business</li> <li>• Outlook for Ostomy Care, Continence Care and Wound &amp; Skin Care largely intact</li> <li>• Up to 1% negative price pressure from reforms in France, Holland and Switzerland</li> </ul>
<b>EBIT margin</b>	~31% changed to 30-31% (constant exchange rates)	~31% changed to 30-31%	<ul style="list-style-type: none"> <li>• Leverage effect on fixed costs e.g. distribution, admin and R&amp;D costs</li> <li>• Global Operations Plan 4 – savings of 100bps partly offset by negative impact from wage inflation and labour shortages in Hungary</li> <li>• Incremental investments of up to 2% of revenue in China, other EM countries, US and UK</li> <li>• No restructuring costs</li> <li>• Prudent approach to costs due to coronavirus situation</li> </ul>
<b>CAPEX (DKKm)</b>		~850	<ul style="list-style-type: none"> <li>• New machines for new and existing products</li> <li>• Establishment of volume site in Costa Rica</li> <li>• Investments into automation at volumes sites</li> <li>• IT investments</li> </ul>
<b>Tax rate</b>		~23%	

\*DKK guidance is based on spot rates as of March 18<sup>th</sup> 2020

## 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