

Sustainable growth leadership

JPMorgan Healthcare Conference

President & CEO, Kristian Villumsen

14 January 2021

Making life easier

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



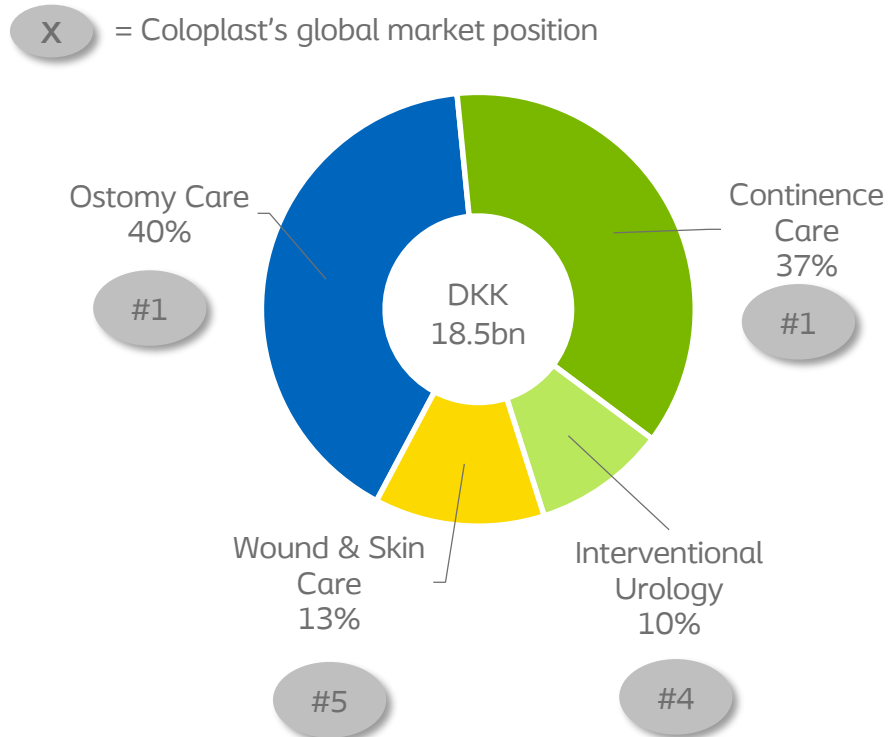
Forward-looking statements

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.

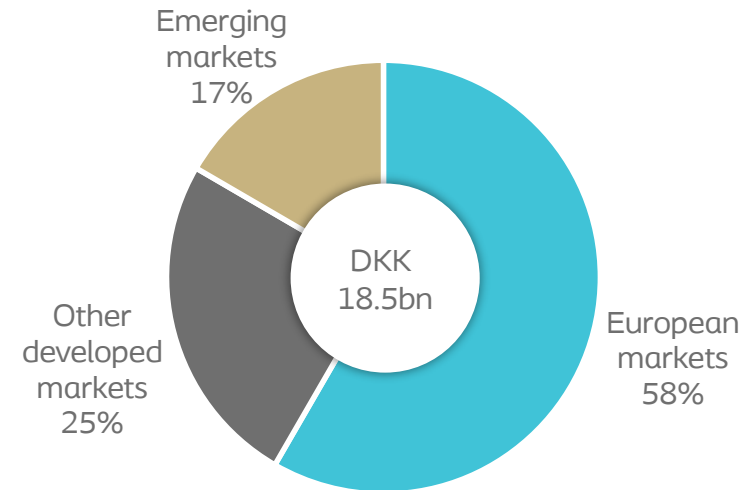
Heavy fluctuations in the exchange rates of important currencies, significant changes in the healthcare sector or major changes in the world economy may impact Coloplast's possibilities of achieving the long-term objectives set as well as for fulfilling expectations and may affect the company's financial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

Coloplast has four business areas all with global sales presence

Group revenue 2019/20 by segment



Group revenue 2019/20 by geography



Intimate healthcare is characterized by stable industry trends

Drivers

1

Demographics

Growing **elderly population** increases customer base for Coloplast products

2

Emerging markets

Expanding healthcare coverage for populations in emerging markets **increases addressable market**

Limiters

1

Surgical and medical trends

Earlier detection and cure, eventually reduces addressable market for Coloplast treatment products

2

Healthcare reforms

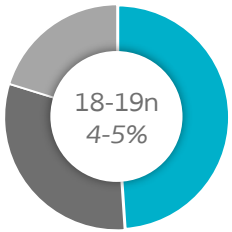
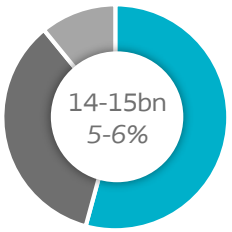
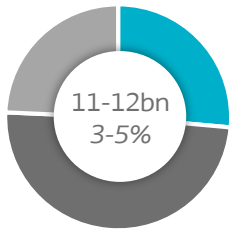
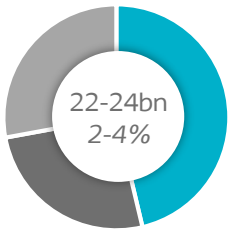












Economic restraints drive reimbursement reforms, **introduction of tenders**, and lower treatment cost

Coloplast addressable market growth is 4-5%*

* Excluding any short-term impact from COVID-19

Coloplast has strong market positions in Europe and great commercial potential outside Europe

■ Europe
■ Developed
■ Emerging

	Ostomy	Continence	Urology	Wound Care
Addressable market Size in DKK Growth in %				
Coloplast regional market shares	40 - 50% 15 - 25% 45 - 55%	45 - 55% 25 - 35% 35 - 45%	20 - 25% 15 - 20% 5 - 10%	5 - 10% 0 - 5% 5 - 10%
Coloplast total market share	35-40%	40-45%	~15%	5-10%
Key competitors	 	  	  	   
Key drivers and limiters	<ul style="list-style-type: none"> • Ageing population • Increasing access to healthcare • Health care reforms • Re-use of products outside Europe 	<ul style="list-style-type: none"> • Ageing population • IC penetration potential • Up-selling • Health care reforms • Commoditization 	<ul style="list-style-type: none"> • Ageing, obesity • Underpenetration • Cost consciousness • Clinical requirements • Less invasive/office procedures 	<ul style="list-style-type: none"> • Ageing, obesity, diabetes • New technologies • Healthcare reforms • Competition • Community treatment

We are building the consumer healthcare company of the future

Macro Trends



Ageing population



Healthcare consumerism



Digital transformation



Price pressure



Channel consolidation

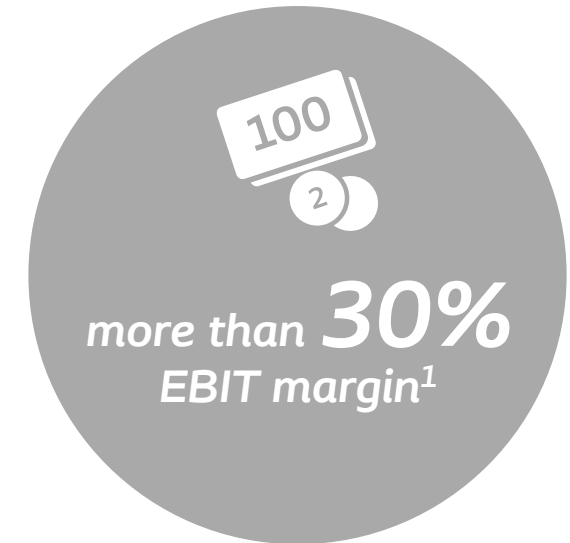
Impact



Commercial model



Our new strategy will drive continued long-term value creation through revenue and earnings growth



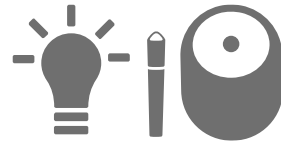
1) Constant currencies, based on FX rate as of September 29, 2020



Innovation: We will enable growth and deliver superior products



Deliver on the Clinical Performance Program in Chronic Care



Continue to deliver new products within existing technologies



Build more options into the pipeline



All our business areas will contribute to growth

Main strategic themes



Chronic Care

- Innovation
- China – Build on Market Leading Position
- US - Challenger to Leader
- Market development



Wound & Skin Care

- 3DFit Technology
- Scale our Chinese and US businesses
- Drive profitability



Interventional Urology

- Innovation
- Geographical expansion
- Enter adjacent categories through M&A

Supporting sustainable development with a strong emphasis on improving our environmental performance

Our mission

Making life easier for people with intimate healthcare needs



Our 2025 priority

Reducing emissions



0 emissions from scope 1&2
100% renewable energy

Our 2025 priority

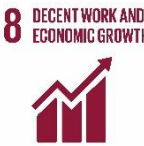
Improving products and packaging



80% packaging made from renewable materials
50% production waste recycled

Our on-going commitment

Responsible operations



DKK 250m¹ in investments allocated to sustainability efforts during Strive25 period

1) of which DKK 100m in capex and DKK 150m in operating expenses

We will continue to support organic growth by yearly incremental investments of up to 2% of revenue

Key Investment Decision Drivers



Economics & Government





Market Attractiveness





Leadership & Organization





Case Financials






Time horizon






Key Investment Areas


We expect to invest **up to 2%** of revenue in incremental OPEX investments




Innovation




Chronic Care



Interventional Urology




Consumer & Digital



Sustainability

USA



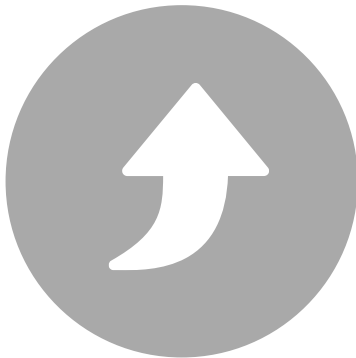
Emerging markets incl. China

We will actively pursue M&A opportunities as a lever for long-term growth

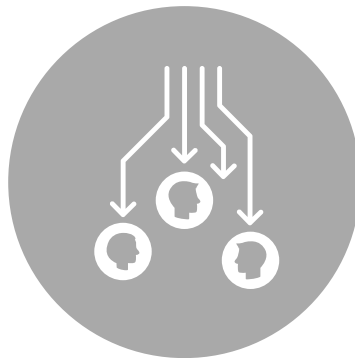
Opportunity based



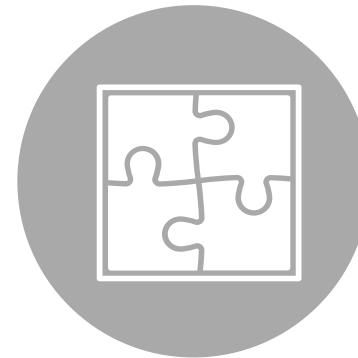
Systematic screening



Large plays



*Channel
expansion*



*Portfolio expansion
& adjacencies*

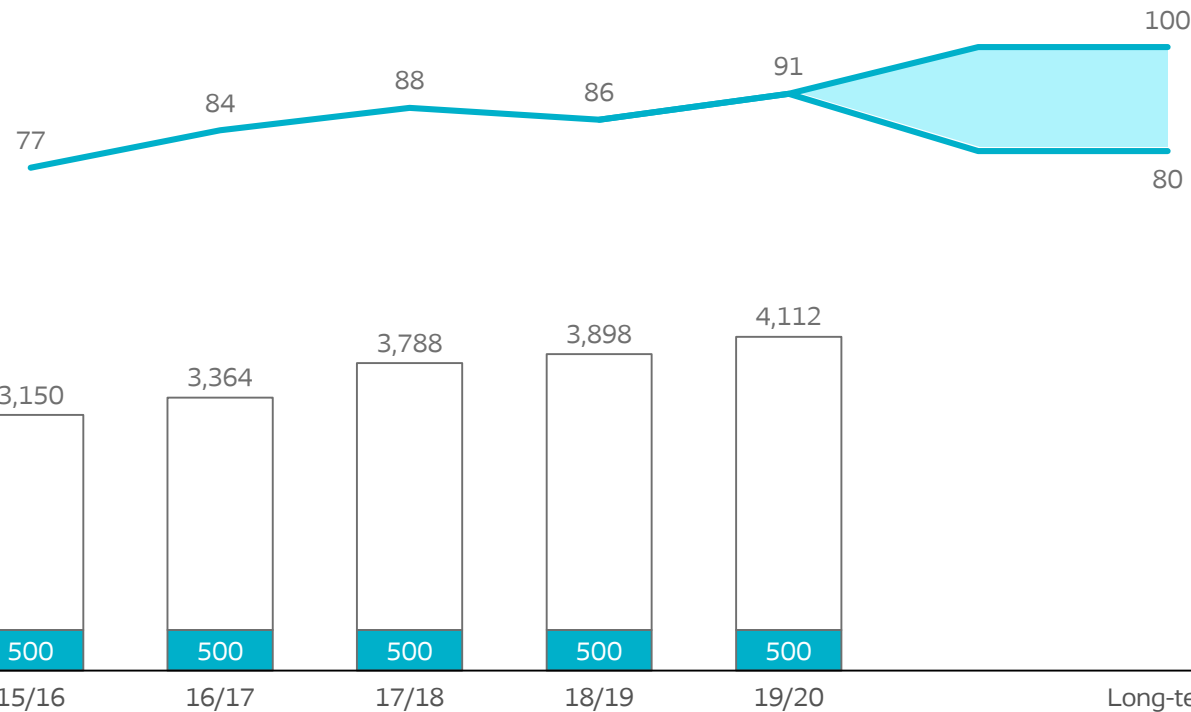


*Early stage
technologies*

We will continue to provide attractive cash returns despite large investments in commercial and expansion activities

Coloplast cash distribution to investors

□ Dividends paid out in the year (mDKK) ⁽¹⁾ ■ Share buy-back (DKKm) — Pay-out ratio (%) ⁽²⁾



1) Dividends paid out in the year are the actual cash payments of which the majority relates to dividend proposed in the previous financial year.

2) Pay-out ratio calculated as dividend proposed in the financial year/Net profit for the financial year. Pay-out ratio for 2018/19, 2015/16, 2014/15 and 2013/14 is before special items related to Mesh litigation.

Comments

- Coloplast returns excess liquidity to shareholders in the form of dividends and share buy-backs
- Dividend is paid twice a year – after the half-year and full-year financial reporting
- Total dividend of DKK 18 per share for 2019/20 compared to DKK 17 per share for 2018/19
- Share buy-back program of DKK 500m was launched in Q2 19/20 and completed in Q4 19/20

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