



Leading intimate healthcare

Roadshow presentation

9M 2018/19

Coloplast Group - Ostomy Care / Continence Care / Wound & Skin Care / Interventional Urology

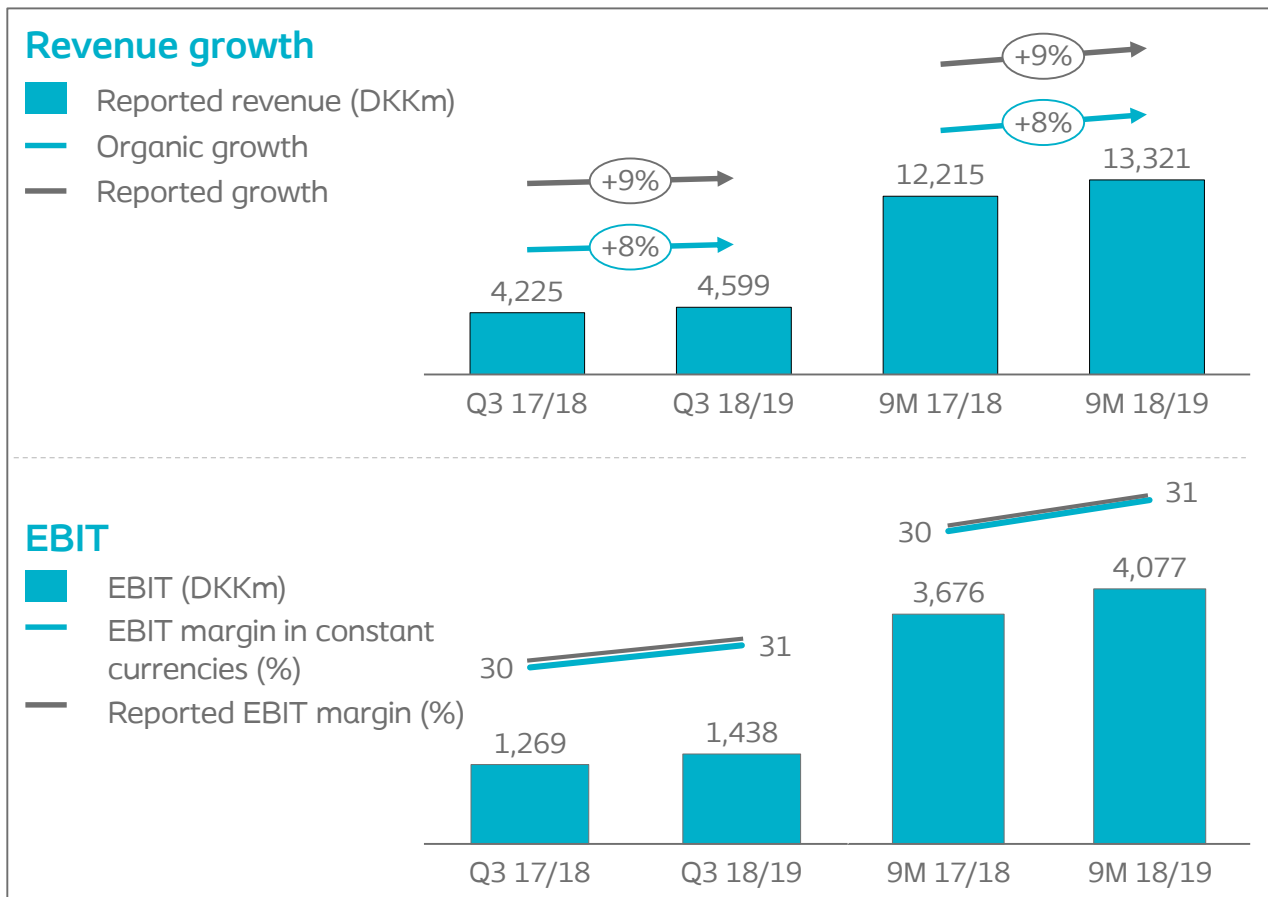


Forward-looking statements

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 delivered Q3 organic growth of 8% and an EBIT margin of 31%



Q3 Highlights

- Organic growth of 8% and 9% in DKK
- Continued strong momentum in Europe across all business areas and double digit growth in Chronic Care in the US
- French price reform within OC, CC and WC announced
 - ~9% price cut in OC & CC as of 1 July 2019
 - ~2% price cut in WC as of 1 June 2019
 - Mitigation activities implemented
- Interventional Urology under unconditional strategic review
- EBIT grew 13% to DKK 1,438m and a reported EBIT margin of 31% vs. 30% last year
- ROIC after tax before special items⁽¹⁾ of 46%
- Unchanged financial guidance for 2018/19:
 - Organic revenue growth of ~8% and ~9% reported growth in DKK
 - EBIT margin of 30-31% in constant exchange rates and ~31% in DKK
 - Capex of DKK 700m

(1) Special items: Balance sheet items related to the provision in connection with settlements in lawsuits in the USA alleging injury resulting from the use of trans-vaginal surgical mesh products.

Solid growth across all business areas in Europe, US and China

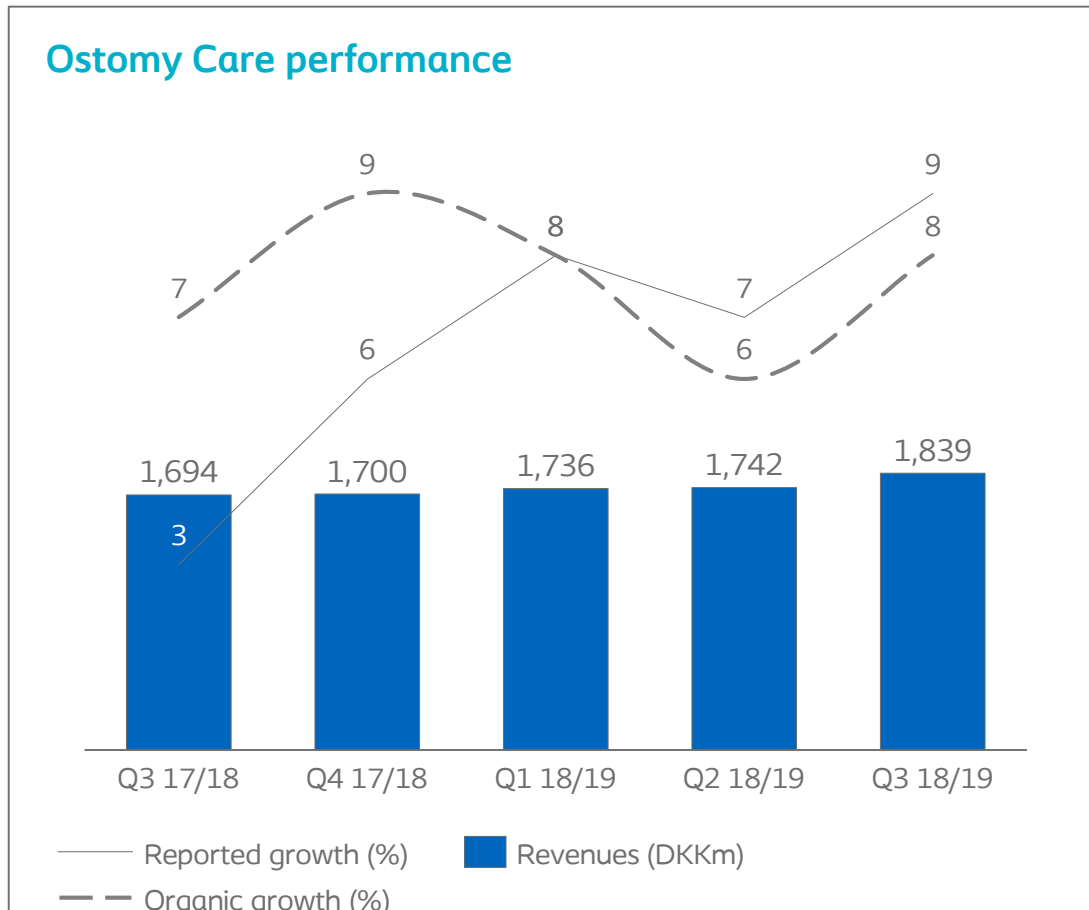
9M 18/19 revenue by business area

Business area	Reported revenue DKKm	Organic growth	Share of organic growth
Ostomy Care	5,317	7%	38%
Continenence Care	4,811	8%	35%
Interventional Urology	1,476	10%	13%
Wound & Skin Care	1,717	9%	14%
Coloplast Group	13,321	8%	100%

9M 18/19 revenue by geography

Geographic area	Reported revenue DKKm	Organic growth	Share of organic growth
European markets	7,911	6%	44%
Other developed markets	3,206	11%	30%
Emerging markets	2,204	13%	26%
Coloplast Group	13,321	8%	100%

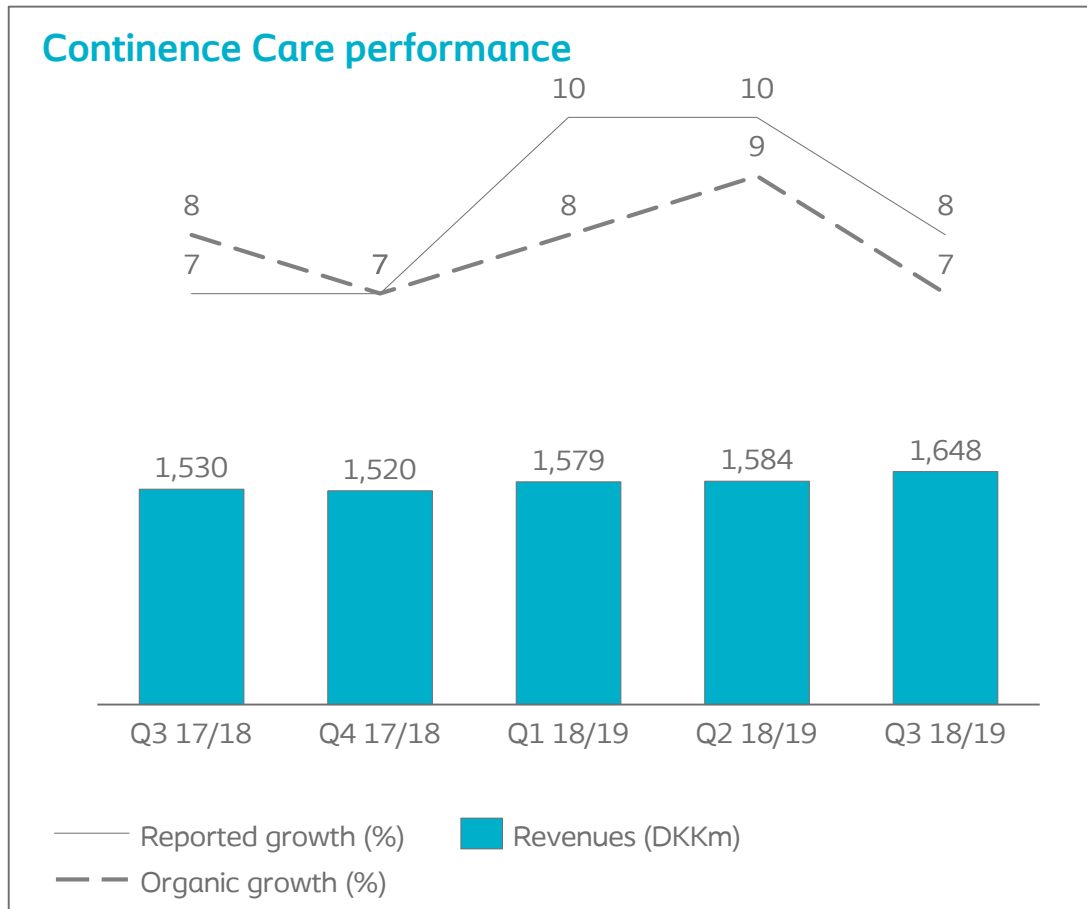
Ostomy Care grew 8% organically in Q3, positively impacted by improved tender activity in Russia



Comments

- 9M organic growth of 7% (reported growth 8%). Q3 organic growth of 8% (reported growth 9%). Acquired growth was less than 1% in 9M
- Satisfactory growth in Q2 driven by China, Russia, the UK and the US
 - Tender activity in Russia improved in Q3 and contributed to growth
- Growth continues to be driven by the **SenSura® Mio** portfolio in Q3 mainly in the UK, Germany, France and the US, especially driven by **SenSura® Mio Convex**
 - **SenSura® Mio Concave** is now launched in 16 countries and is increasingly contributing to growth
 - **SenSura® Mio Baby & Kids**, setting a new standard for paediatric ostomy care products, has now been launched in 11 countries
- Solid growth in **Brava® Supporting products**, driven especially by China and the US

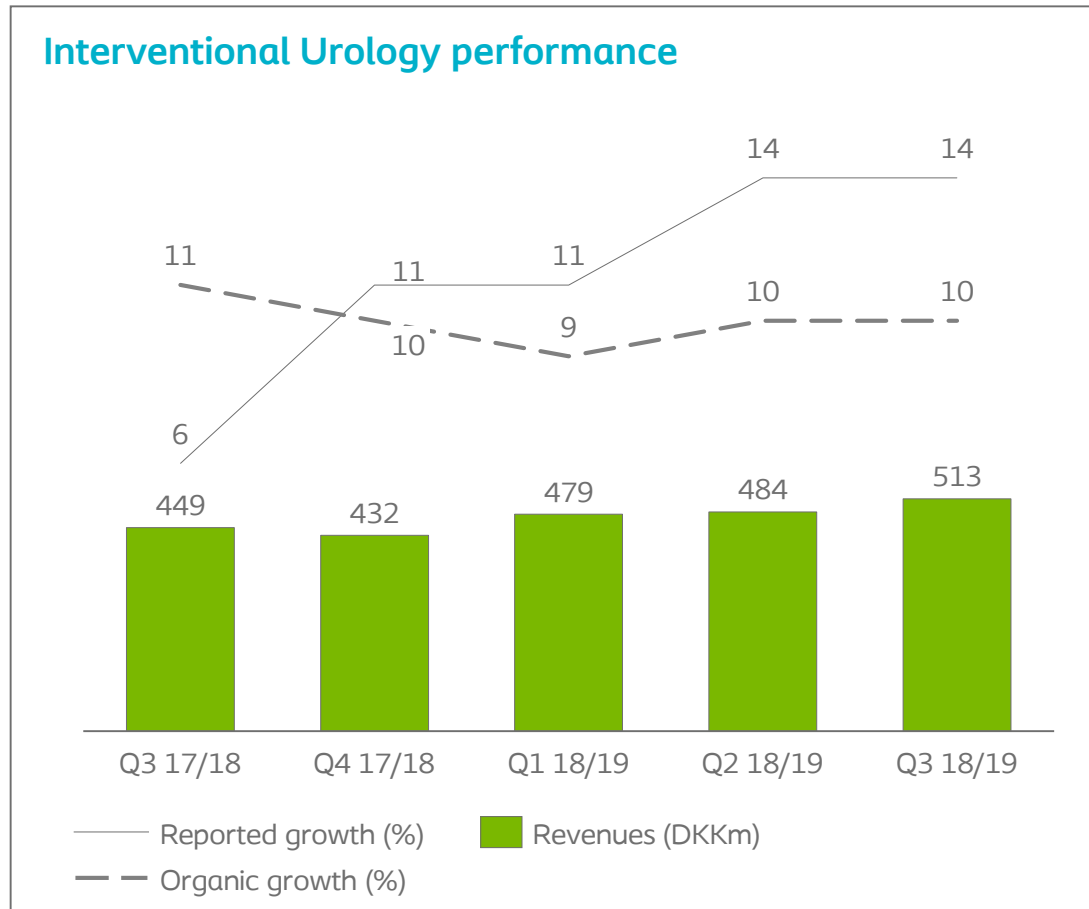
Continence Care grew 7% organically in Q3, negatively impacted by weaker momentum in Emerging markets



Comments

- 9M organic growth of 8% (9% reported growth). Q3 organic growth of 7% (8% reported growth). Acquired growth was 1% in 9M
- Q3 was negatively impacted by a weaker quarter in Emerging markets primarily in the North Africa region
- As in the first six months, Q3 growth was driven by **SpeediCath®** intermittent catheters and the **Peristeen®** portfolio
 - Growth in **SpeediCath® Compact** catheters driven by the UK, US and France
 - Growth in **SpeediCath® Flex** catheters driven by Europe and the US
 - Growth in **SpeediCath® Standard** catheters driven by the US and Emerging markets
- Growth in the **Peristeen® portfolio** driven by the US, France and the UK
- Sales of urisheaths and urine bags also developed positively as a result of higher sales in France and the US
- **SpeediCath® Navi** has been launched in Spain, Japan and South Africa and feedback is positive

Interventional Urology grew 10% organically in Q3 driven by the Axis™ Biologics portfolio

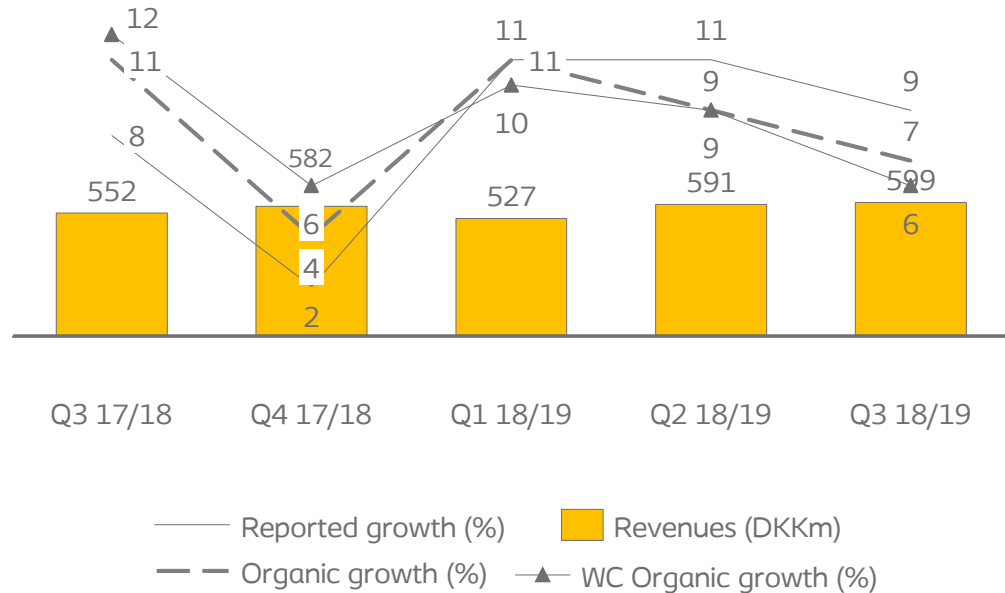


Comments

- 9M organic growth of 10% (13% reported growth). Q3 organic growth of 10% (14% reported growth)
- Q3 growth continues to be driven by the US
 - The main driver in Q3 was the good uptake in sales of the Axis™ biologics portfolio following the FDA order to stop selling and distributing Restorelle® DirectFix Anterior products in Q2
- Continued solid growth in sales of Titan® penile implants in the US
- Continued satisfactory growth in sales of Altis® slings in the US
- Sales of disposable surgical products, including endourology, were driven by Europe

Wound Care grew 6% in Q3 driven by the Biatain® Silicone portfolio in Europe and the Biatain® portfolio in China

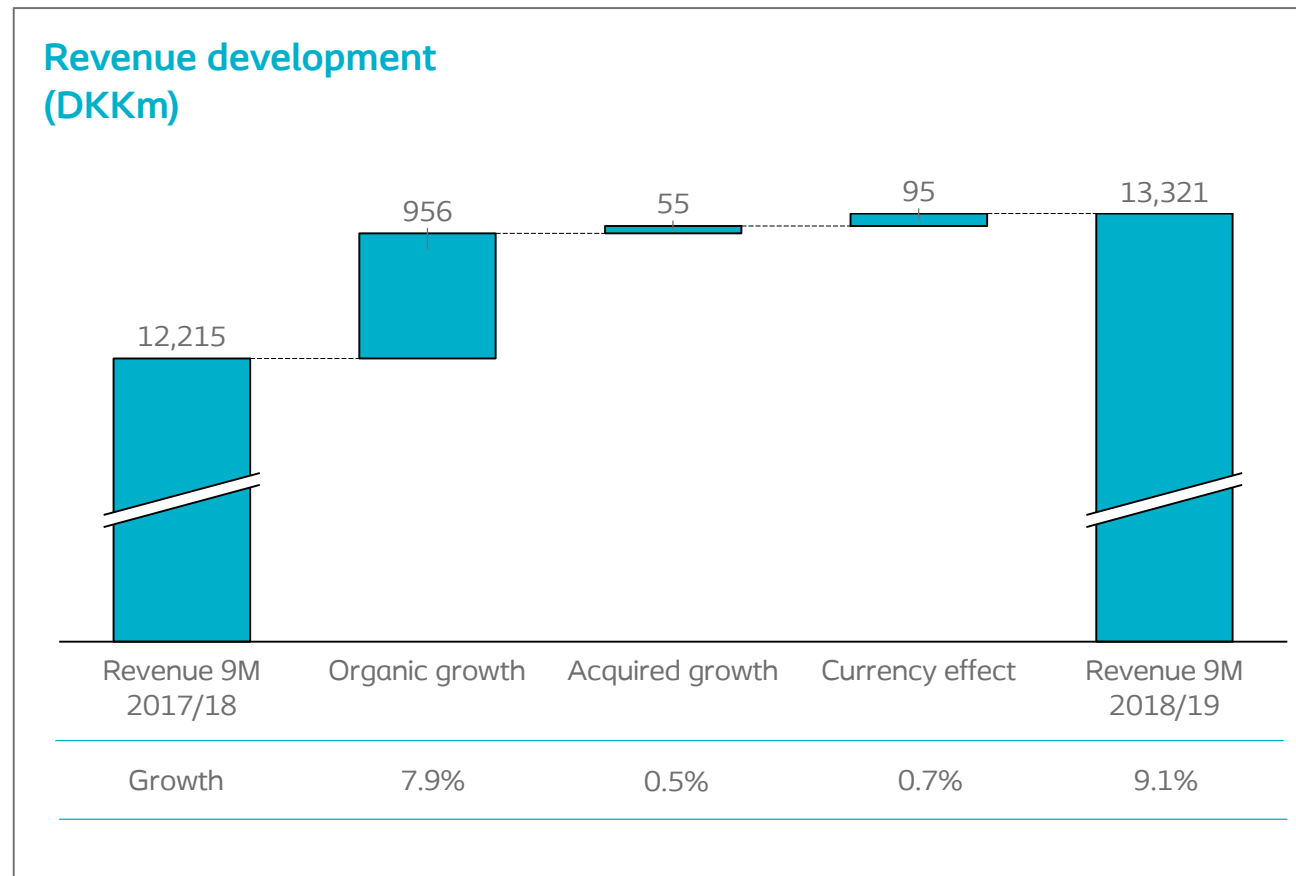
Wound & Skin Care performance



Comments

- 9M organic growth of 9% in Wound & Skin Care (10% reported growth). Q3 organic growth of 7% in Wound & Skin Care (9% reported growth)
- Organic growth of 8% for Wound Care in isolation in 9M. Organic growth of 6% for Wound Care in isolation in Q3
 - Satisfactory sales growth continues in **Biatain® Silicone** driven by Europe
 - Q3 growth driven by China, France and the US
 - US market is beginning to contribute to growth as a result of commercial investments and the launch of the **Biatain® Silicone portfolio** approximately one year ago
- Growth in Skin Care was positive in Q3 driven by the **InterDry®** portfolio
- Growth in contract manufacturing was negative due to a high comparator in Q3 last year in connection with inventory movements following Johnson & Johnson's sale of the Compeed trademark to HRA Pharma

9M 18/19 reported revenue grew 9% driven by solid organic growth of 8%

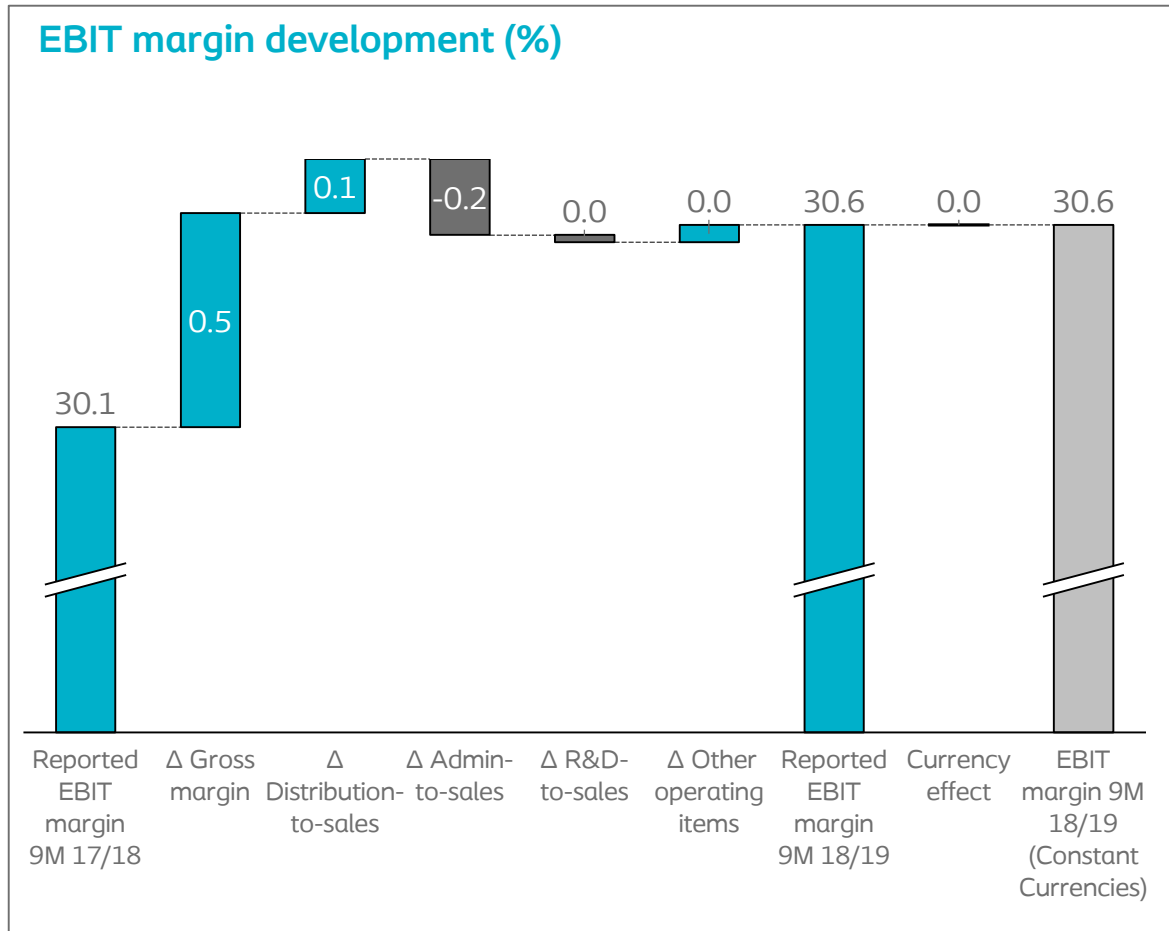


Comments

- 9M 2018/19 reported revenue increased by DKK 1,106m or 9% compared to 9M 2017/18
- The majority of growth was driven by organic growth contributing DKK 956m or 8% to reported revenue
- Revenue from acquisitions contributed DKK 55m or 1%, resulting from the acquisition of distribution companies Lilial and IncoCare in Q2 2017/18
- Foreign exchange rates had a positive impact of DKK 95m or 0.7% on reported revenue primarily due to the appreciation of the USD against the Danish kroner. The positive development was partly offset by a depreciation of the ARS¹ against DKK

1) As a result of the Argentinian peso now being defined as hyperinflationary, revenues from Argentina are adjusted for inflation and translated to DKK using the spot rate as of the balance sheet date.

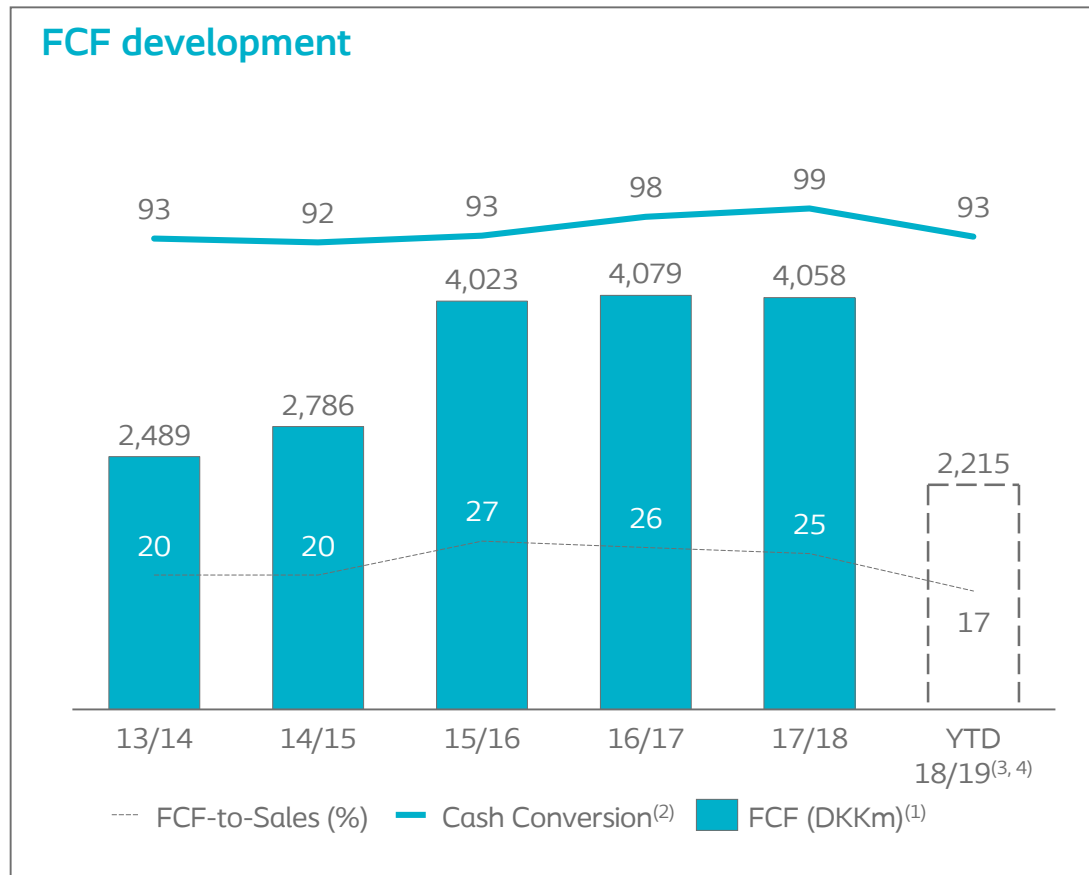
Solid growth in EBIT of 11% in 9M and 13% in Q3



Comments

- EBIT increased 11% to DKK 4,077m with a reported margin of 31% compared to 30% last year
- Gross margin of 67% in DKK compared to 67% same period last year
 - Positive impact from operational leverage driven by revenue growth as well as ongoing efficiency improvements
 - Negative impact from product mix, salary inflation in Hungary, acquisitions and DKK 43m in restructuring costs (vs. DKK 29m in 9M 17/18) related to reduction of production employees in DK. Closure of Thisted factory completed in June
 - Neutral impact from FX
- Distribution-to-sales of 29% on par with last year
 - Incremental investments of up to 2% of revenue were made in Q1 into innovation as well as sales and marketing initiatives across multiple markets and business areas
- Administrative expenses grew DKK 70m (14%), mainly relating to an increase in costs within IT and legal
- R&D costs increased 10% vs. 9M 2017/18 due to increased activity
- Other operating income/expenses of DKK 44m vs. DKK 35m last year
 - Increase due to a non-recurring income in Q2 (DKK 16m) from the sale of a former production facility in Denmark

FCF driven by solid underlying development in earnings and acquisitions in comparison period



Comments

- Free cash flow in 9M 2018/19 was DKK 2,215m, up 11% compared to DKK 1,988m in 9M 2017/18
- The increase is mainly explained by a decrease in investment activities, mainly due to the acquisitions of Lilial and IncoCare in the comparison period
 - Reported EBITDA 418m DKK higher than in 9M 2017/18
 - Operating cash flow of DKK 2,587m compared to DKK 2,787m last year. The decrease is partly explained by increased tax payments due to high tax deductions last year in connection with the mesh law suits in the US
 - NWC-to-sales of 25% compared to 23% in the beginning of the fiscal year. The increase in NWC is driven by higher inventory levels on strategic products
 - CAPEX-to-sales of 3% compared to 4% in 9M 2017/18. The decline was mainly linked to timing of investments during the course of the fiscal year

1) FCF adjusted for Mesh payments in 2013/14, 2014/15, 2015/16. Adjustment for Mesh payments includes DKK 500m insurance coverage in 2013/14 and 2014/15 combined. FCF in 2016/17 and 2017/18 adjusted for Mesh payments and acquisitions.

2) Cash Conversion calculated as FCF ex. Mesh payments, interest payments, tax payments, M&A and marketable securities relative to EBIT before special items.

3) YTD 2018/19 Cash Conversion is trailing twelve months

4) FCF-to-Sales YTD 2017/18: 16% (Adjusted for Mesh payments and acquisitions: 21%)

Unchanged guidance for FY 2018/19

	Guidance 2018/19	Guidance 2018/19 (DKK)*	Key assumptions
Sales growth	~8% (organic)	~9%	<ul style="list-style-type: none"> Up to 1% negative price pressure from Switzerland, Holland and the French price reform DKK guidance includes growth from Lilial and IncoCare
EBIT margin	30-31% (constant exchange rates)	~31%	<ul style="list-style-type: none"> Incremental investments of 1-2% of revenue Restructuring costs of DKK 43m from reduction of production employees in Denmark Includes impact from acquisitions of Lilial and IncoCare Includes additional investments in MDR
CAPEX (DKKm)		~700	<ul style="list-style-type: none"> New machines for new and existing products New distribution centre in UK IT investments
Tax rate		~23%	

*DKK guidance is based on spot rates as of August 13th 2019

SpeediCath[®] Flex Coudé Pro



Leading intimate healthcare

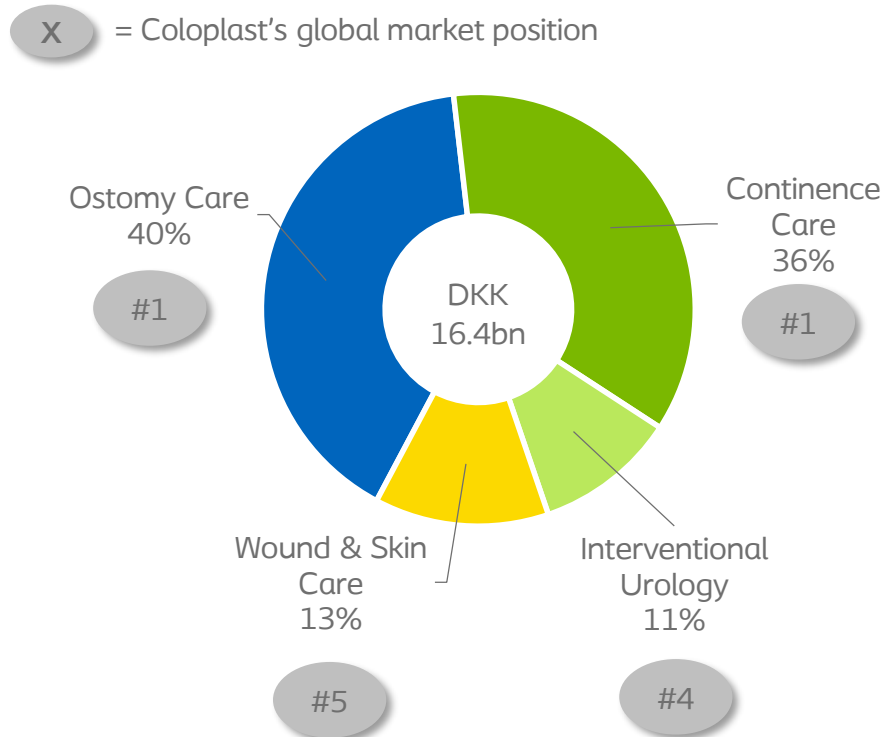
Introduction to Coloplast

Coloplast Group - Ostomy Care / Continence Care / Wound & Skin Care / Interventional Urology

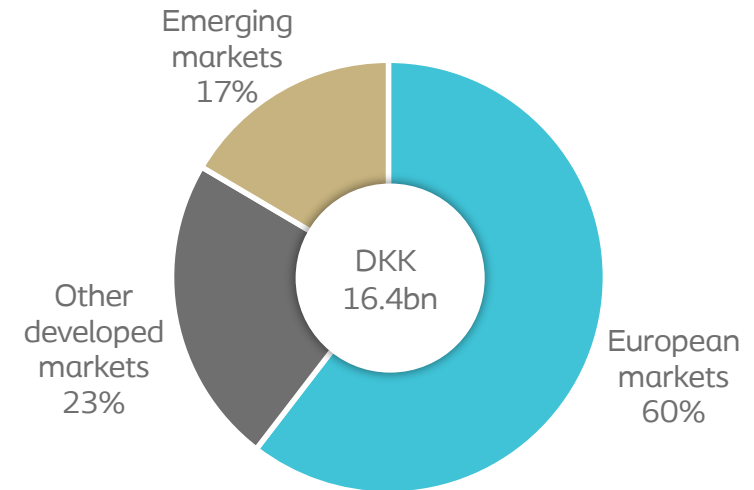


Coloplast has four business areas all with global sales presence

Group revenue 2017/18 by segment



Group revenue 2017/18 by geography



Coloplast specializes in intimate healthcare needs

Who are our typical users

How do we help them?

Ostomy Care

People who have had their intestine redirected to an opening in the abdominal wall

SenSura[®] Mio
Ostomy bag



Continence Care

People in need of bladder or bowel management

SpeediCath[®]
Flexible male
urinary catheter



Interventional Urology

People with dysfunctional urinary and reproductive systems

Titan[®] OTR
Penile implant



Wound Care

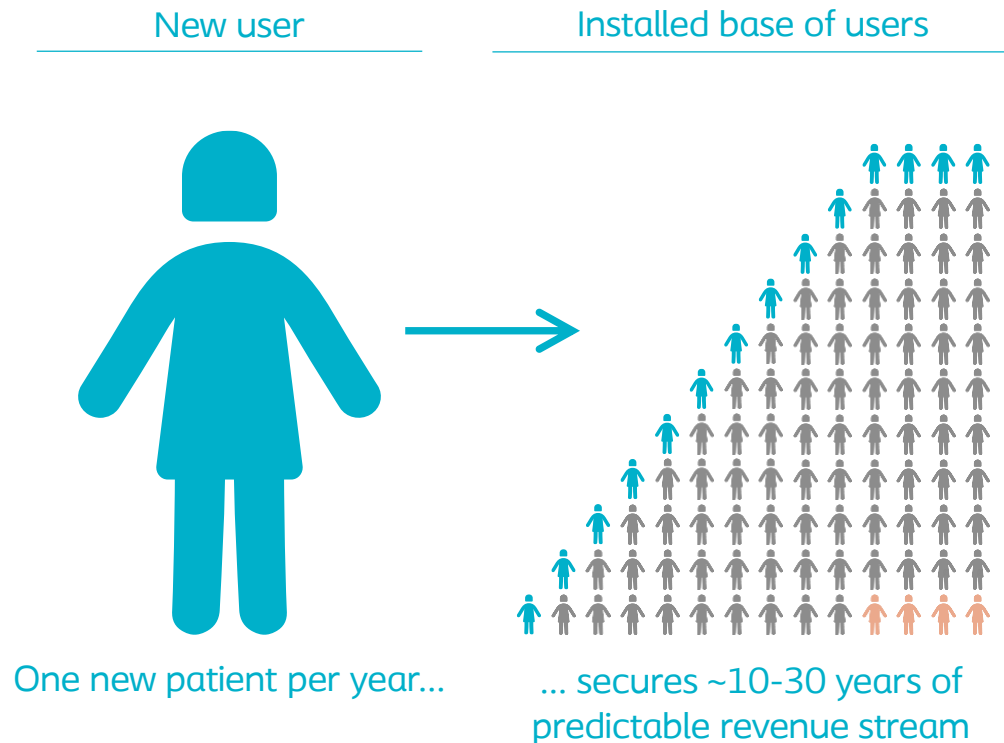
People with difficult-to-heal wounds

Biatain[®] Silicone
Foam wound dressing



The Chronic Care model secures a predictable revenue stream and stable revenue growth

The chronic care user flow

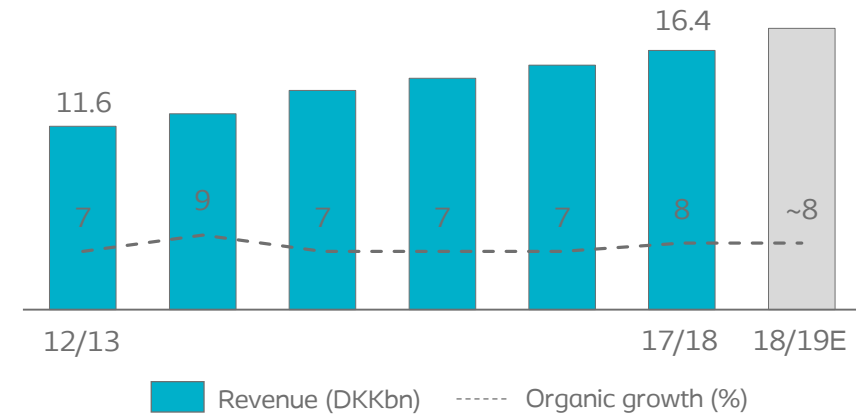


Chronic Care condition

Stable flow of loyal users

Solid reimbursement

Coloplast group revenues



Intimate healthcare is characterized by stable industry trends

Drivers



Limiters



Coloplast addressable market growth is 4-5%

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

■ Europe
■ Developed
■ Emerging

	Ostomy	Continenence	Urology	Wound Care
Addressable market Size in DKK Growth in %	<p>17-18bn 4-5%</p>	<p>13-14bn 5-6%</p>	<p>11-12bn 3-5%</p>	<p>18-20bn 2-4%</p>
Coloplast regional market shares	40 - 50% 15 - 25% 40 - 50%	45 - 55% 20 - 30% 30 - 40%	10 - 20% 5 - 15% 5 - 10%	5 - 15% 0 - 10% 10 - 20%
Coloplast total market share	35-40%	~40%	~15%	7-9%
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

Coloplast's LEAD20 strategy will drive revenue and earnings growth across 4 major themes

1

Superior products & innovation

2

Unique user focused market approach

3

Unparalleled efficiency

4

Strong leadership development



Long-term guidance for the LEAD20 strategy period aimed at accelerating growth and long-term value creation

Revenue growth
annual organic

7–9%

EBIT margin
constant currencies

>30%

Growth acceleration to be driven through two key pillars and GOP4 will continue to drive unparalleled efficiency



Two pillars to drive growth

- I. Accelerated organic investments
 - I. Invest up to 2% of topline p.a. in new incremental investment cases
 - II. Emerging markets, US, selected countries in Europe

Unparalleled efficiency

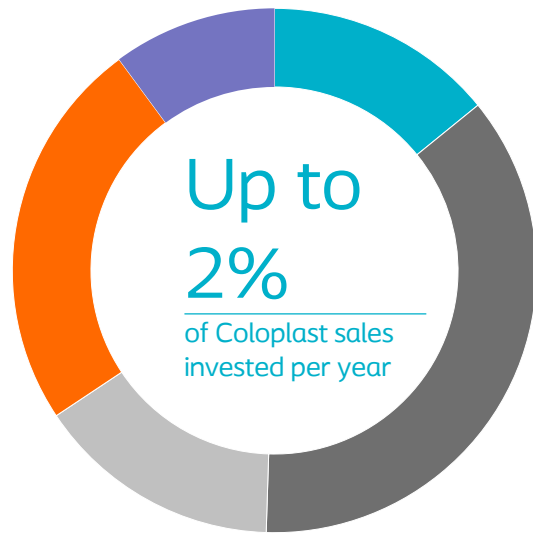
- I. Global Operations Plan 4 to improve EBIT margin by 150bp with full effect from 2020/21¹

1) Based on EBIT FY2016/17

We have increased our investments into R&D and commercial opportunities in the US and Emerging markets

Investment allocation

FY 15/16 to FY 17/18

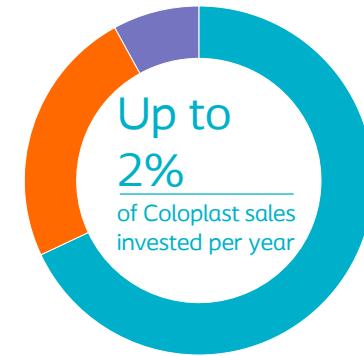


- European markets
- Other developed markets
- Emerging markets
- R&D
- Other (HQ, IT, etc.)

Source: Coloplast

Investment allocation by type

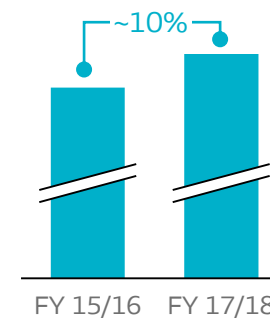
FY 15/16 to FY 17/18



- Sales & marketing expansion
- R&D
- Other (IT, Admin, etc.)

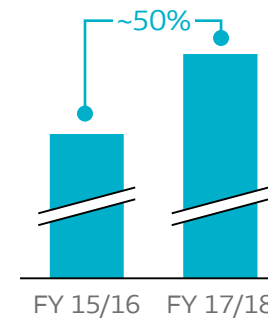
Salesforce

of sales reps



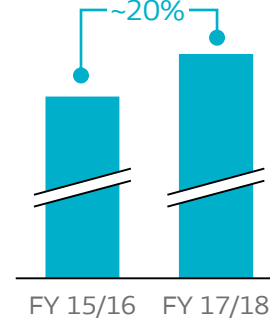
Market access

of market access FTEs



R&D

of R&D/Pilot FTEs



Source: Coloplast

For 18/19 we will commit up to 2% of revenue in incremental investments in commercial initiatives and innovation



Innovation
R&D ~4% of sales



Consumer



Our global Coloplast Care and DtC presence enables us to support users across countries and business areas



Over 1M consumers
in our database



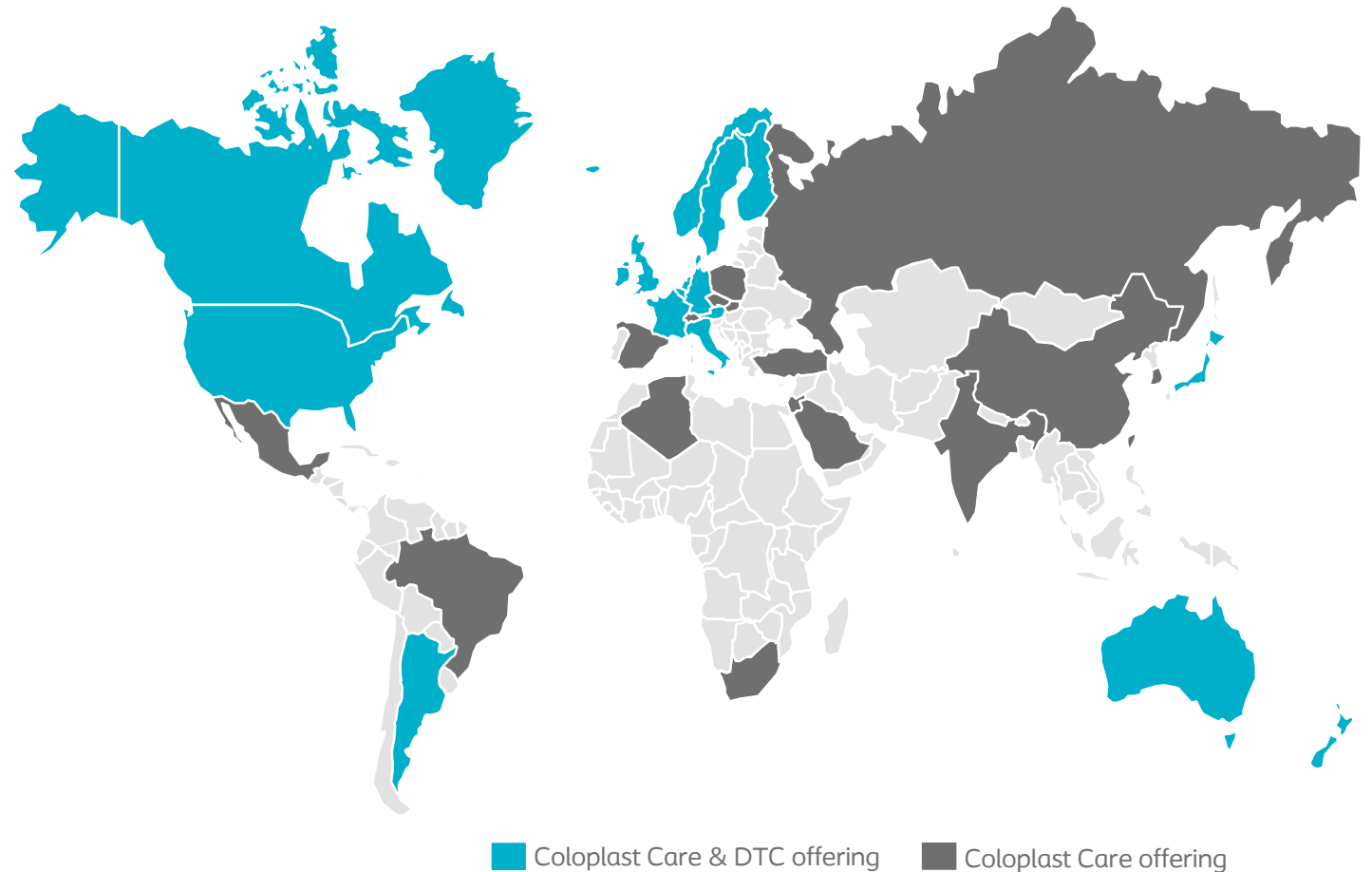
Over 1M conversations
with users across the globe



Over 30 countries
with a consumer setup



New Bowel Care program
implemented in 2018



We have initiated a very ambitious Clinical Performance Program to tackle the biggest issues users face

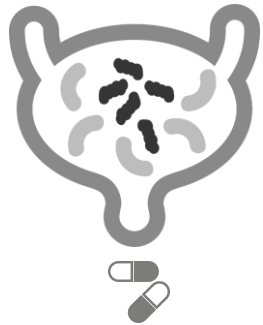
What really matters to people using catheters?



45%*

of users describe UTIs as their greatest challenge in life¹

* People answering 'not being able to walk: 22%', 'not be able to travel: 9%'



2.7

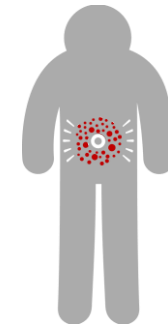
UTIs per user on average every year¹

What really matters to people living with a stoma?



93%

worry about leakage²



30%

of users experience skin irritation at least weekly³

1) Source: Coloplast IC user survey, January 2016 (n=2,942), (Data-on-file) VV-0122794

2) Source: Ostomy Life Study 2016, ECET Coloplast Pre-Event (n=4,235), (Data-on-file) VV-0191619

3) Source: OC Usage Pattern Study 2015, (Data-on-file) VV-0147638

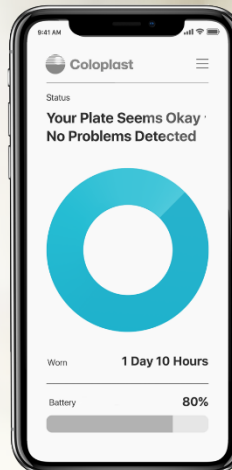
Through digitalization of new products, we will take the next step towards our mission of making life easier for our users

Digitalization in product development as first important milestone

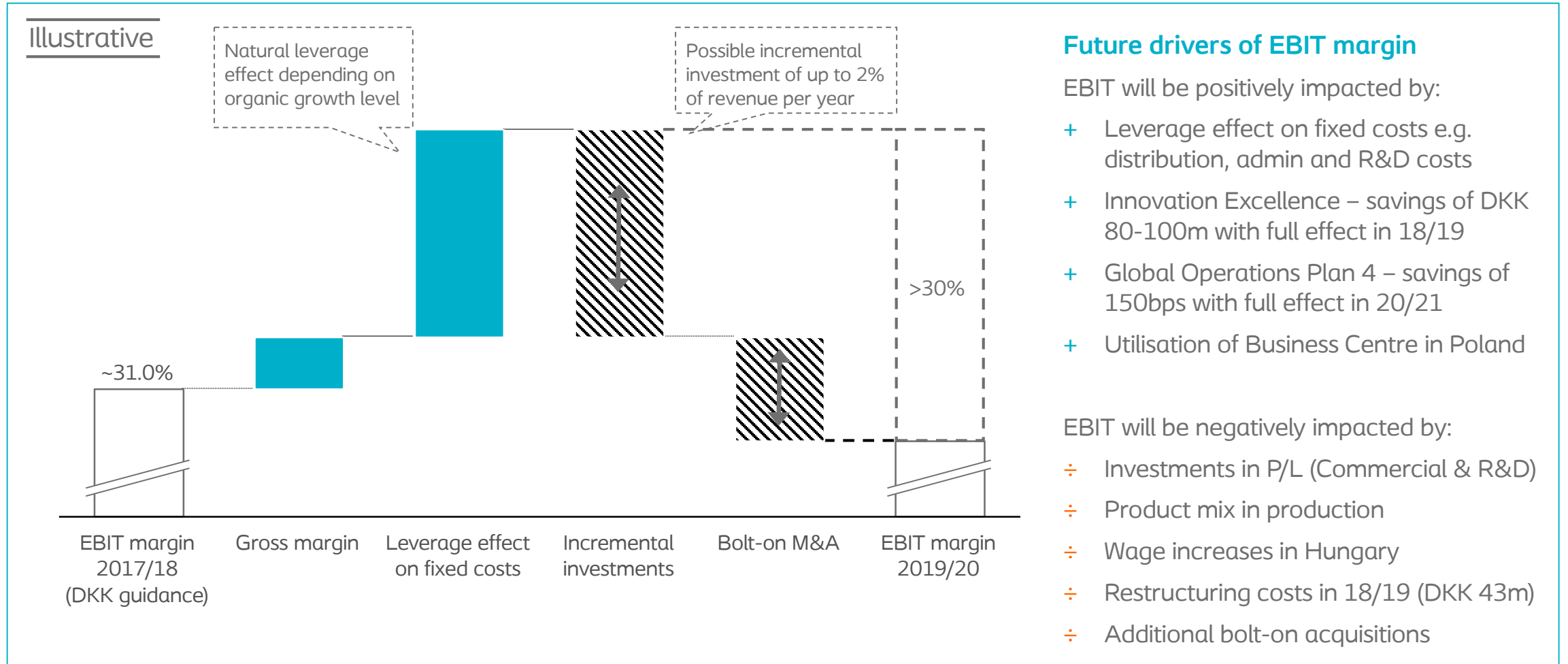


Digitalization

- We have a mission of making life easier for people with intimate healthcare needs
- Digitalizing our products is an important next step and new foundation to further improve users' lives
- Our R&D department is well on its way with the first digitalized products



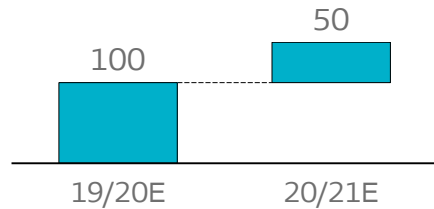
EBIT margin development is a function of scalability, cost discipline, investments and M&A



Global Operation Plan 4 aims to support LEAD20 through continued unparalleled efficiency and financial discipline

Global Operations Plan 4

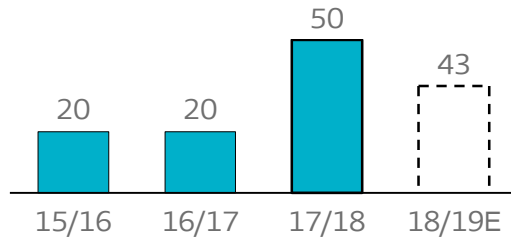
EBIT margin contribution, bps



3 drivers to drive 150bps EBIT margin contribution

Restructuring costs (GOP 3 & 4)

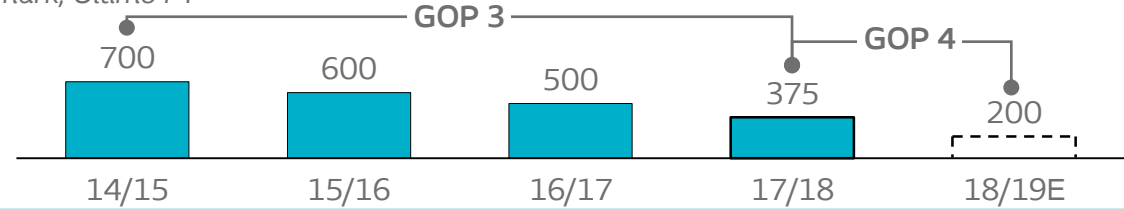
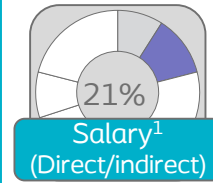
DKKm



Source: Coloplast

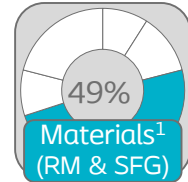
1. Reduction of manufacturing in Denmark

Manufacturing FTE's in Denmark, Ultimo FY



2. Procurement savings

Materials (Raw materials & Semi-finished goods)



Expand supplier base

- Reduce risk of supply
- Increase competitive pressure

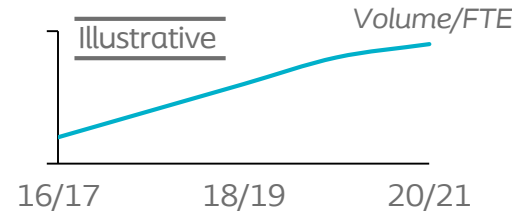
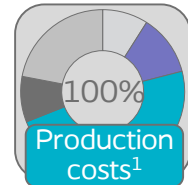


Improve processes

- Implement new materials
- Run sourcing tenders

3. Efficiency gains at volume sites through cost focus and automation

Volume per. FTE



Cost focus e.g.:

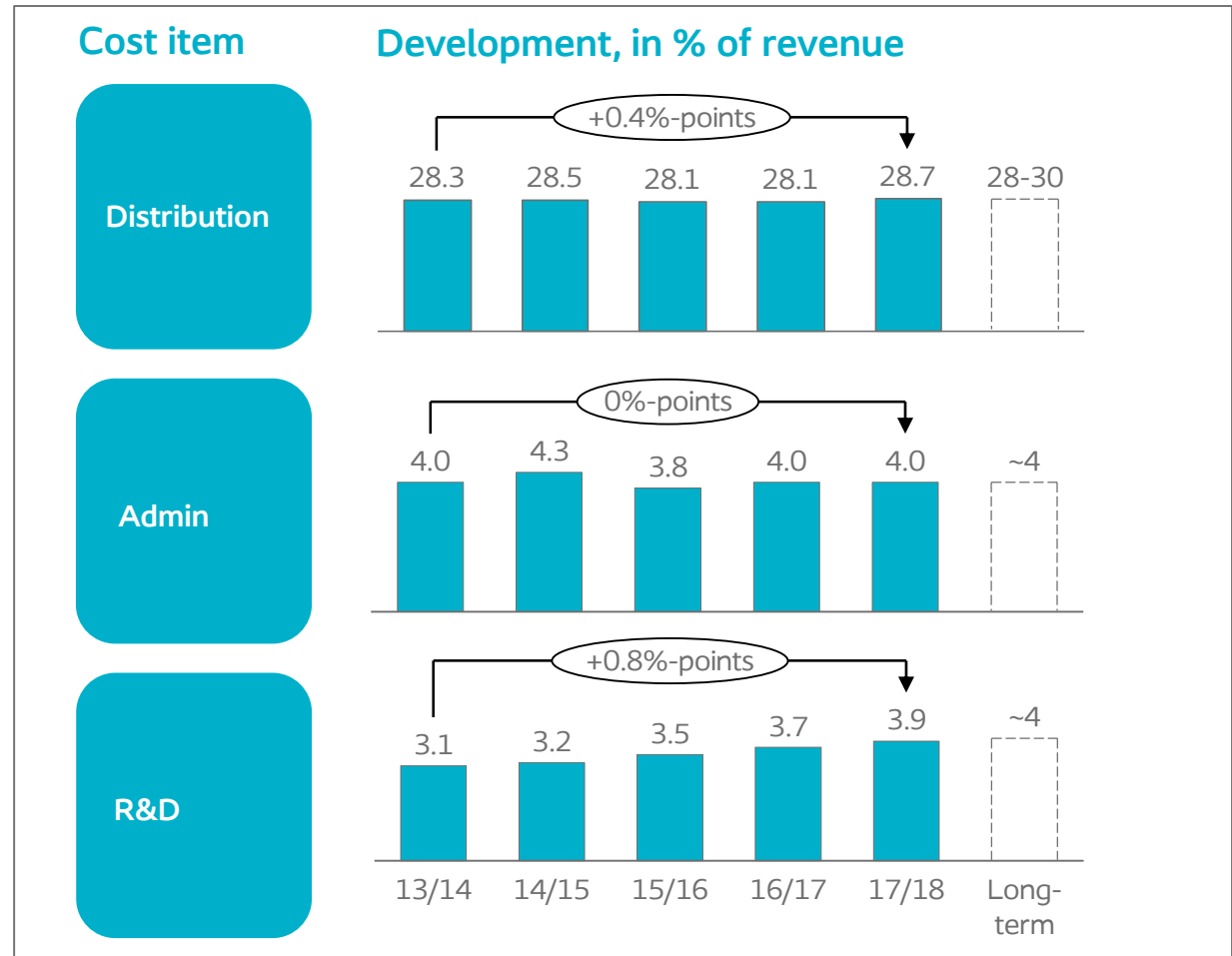
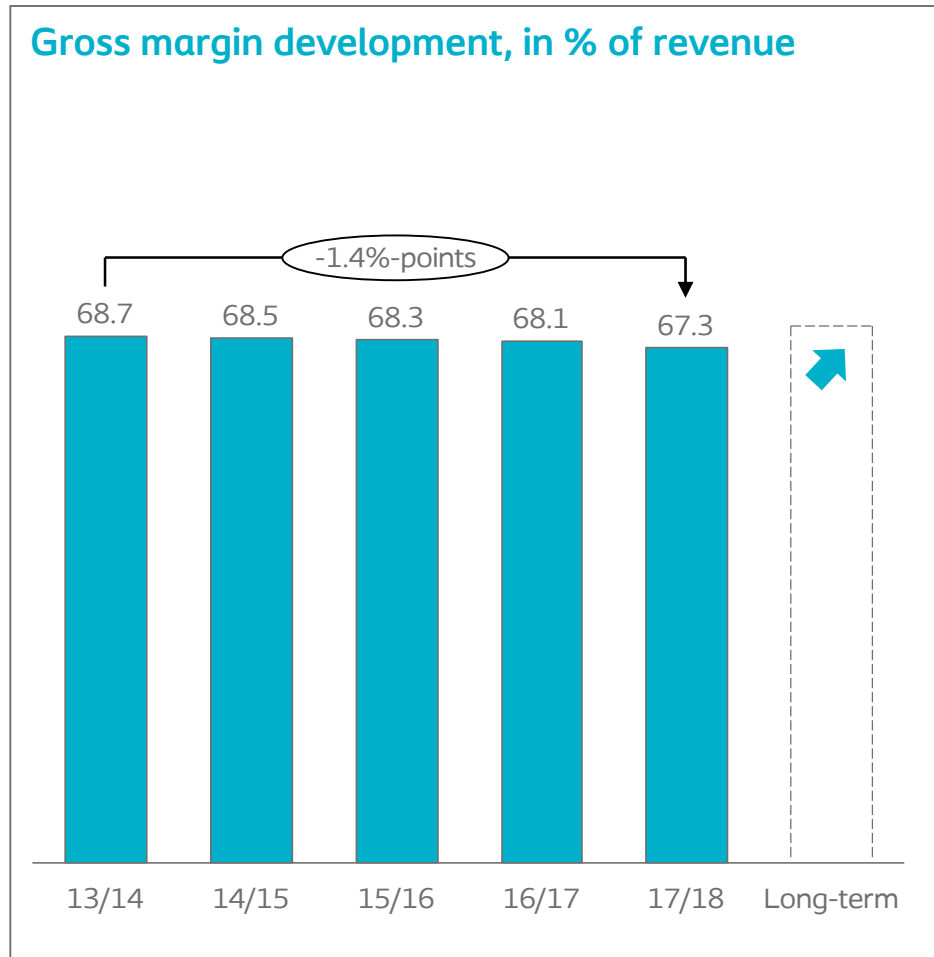
- Improve processes
- Reduce waste

Automation e.g.:

- Packaging
- Visual control

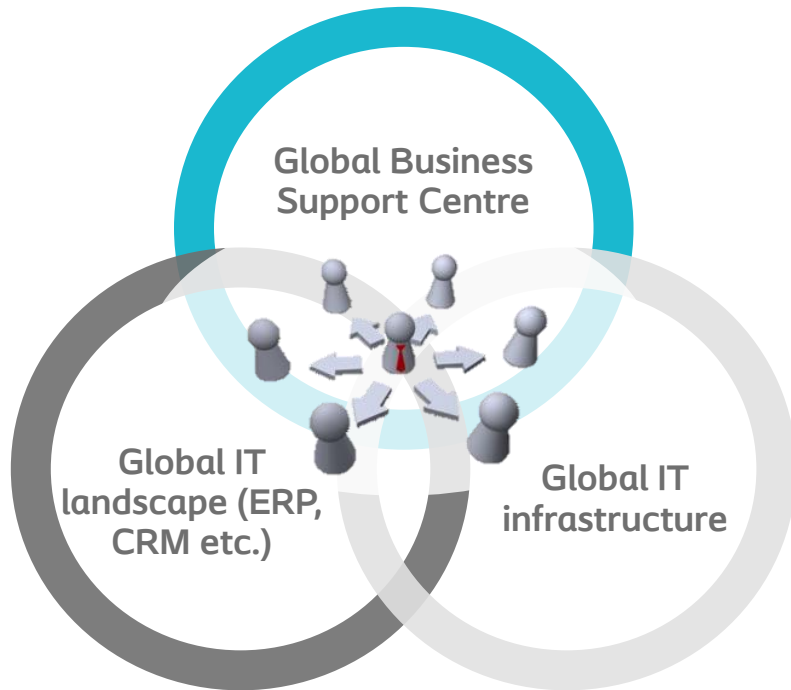
1) FY 2017/18 Production costs, DKK 5,383m

Profitability supported by scalability and efficiency gains enabling additional investments within distribution and R&D



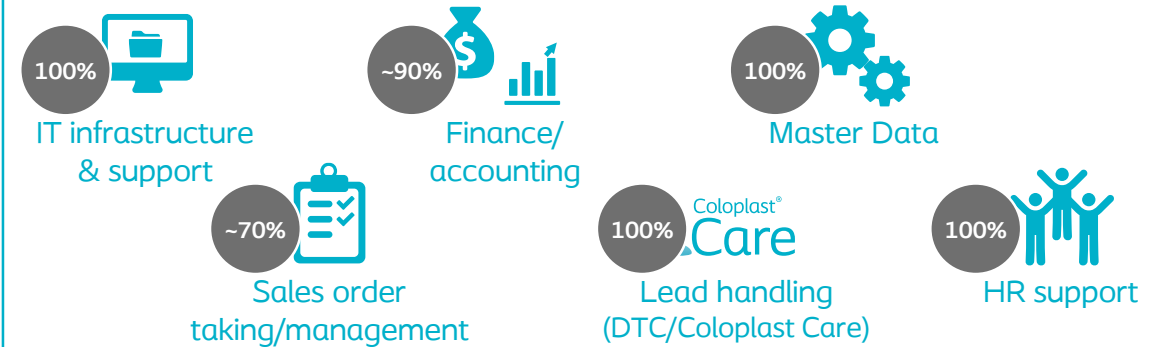
A global Business Support and IT landscape enables Coloplast to scale faster and more efficiently

Global Business Services



Global business services handle the majority of all global support

% of group processes



Examples of current implementation cases

Sales subsidiary (Portugal)



New manufacturing (Costa Rica)



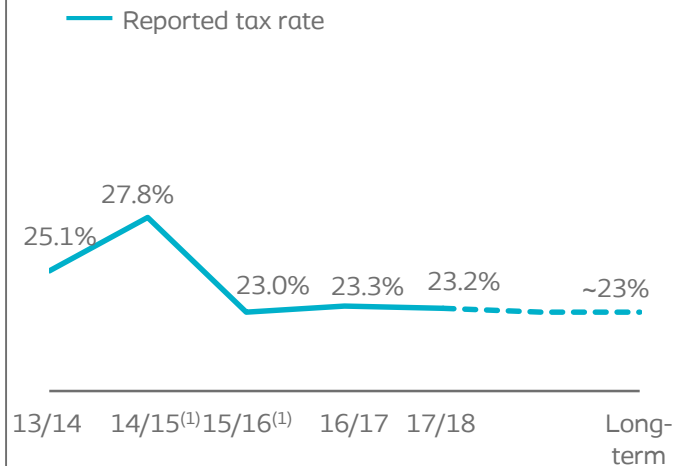
M&A/Direct



Source: Coloplast

We will continue to deliver strong and attractive free cash flows ...

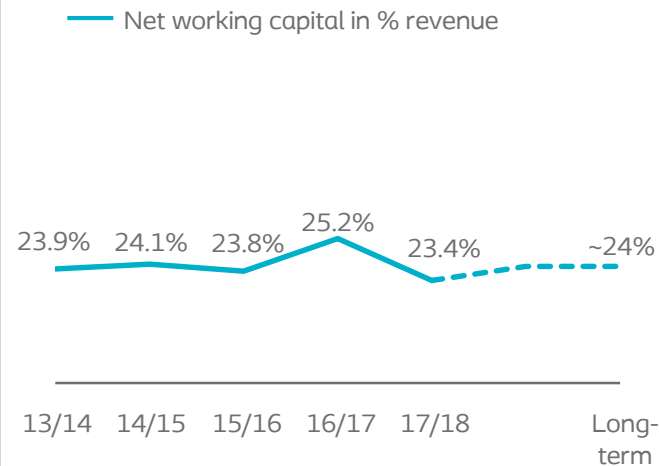
Taxation



- DK statutory corporate tax rate lowered to 22% in 2016
- Coloplast tax rate expected to be ~23% going forward

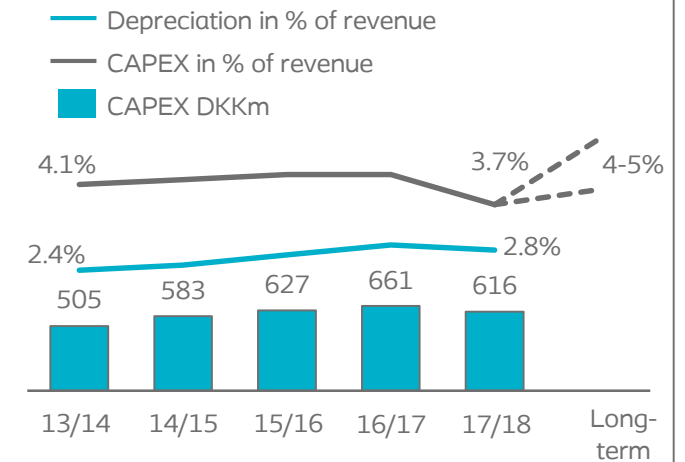
1) Impacted by provision for Mesh litigation
2) Gross investments in PPE

Net working capital



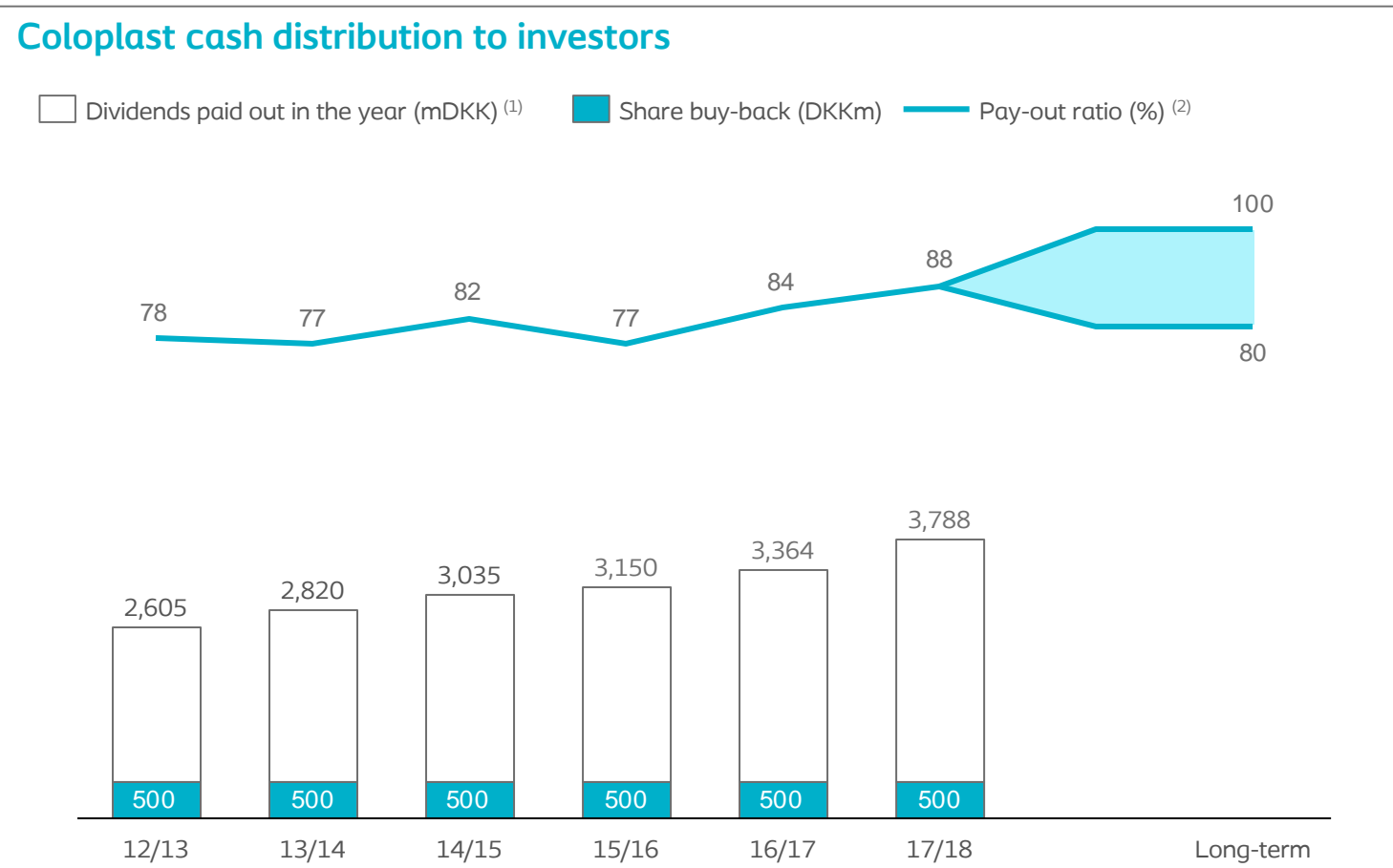
- Net working capital expected to be stable at ~24% of revenue
- Improve debtor policy in Emerging markets
- Maintaining stable inventory levels going forward

CAPEX⁽²⁾



- Continued investment in machines and capacity expansion
- Widen factory footprint – factory extensions and greenfield investments
 - Factory extension opened in Hungary in 2017/18
 - Next volume factory to be built in Costa Rica by 2020
 - Est. CAPEX of DKK ~300m

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



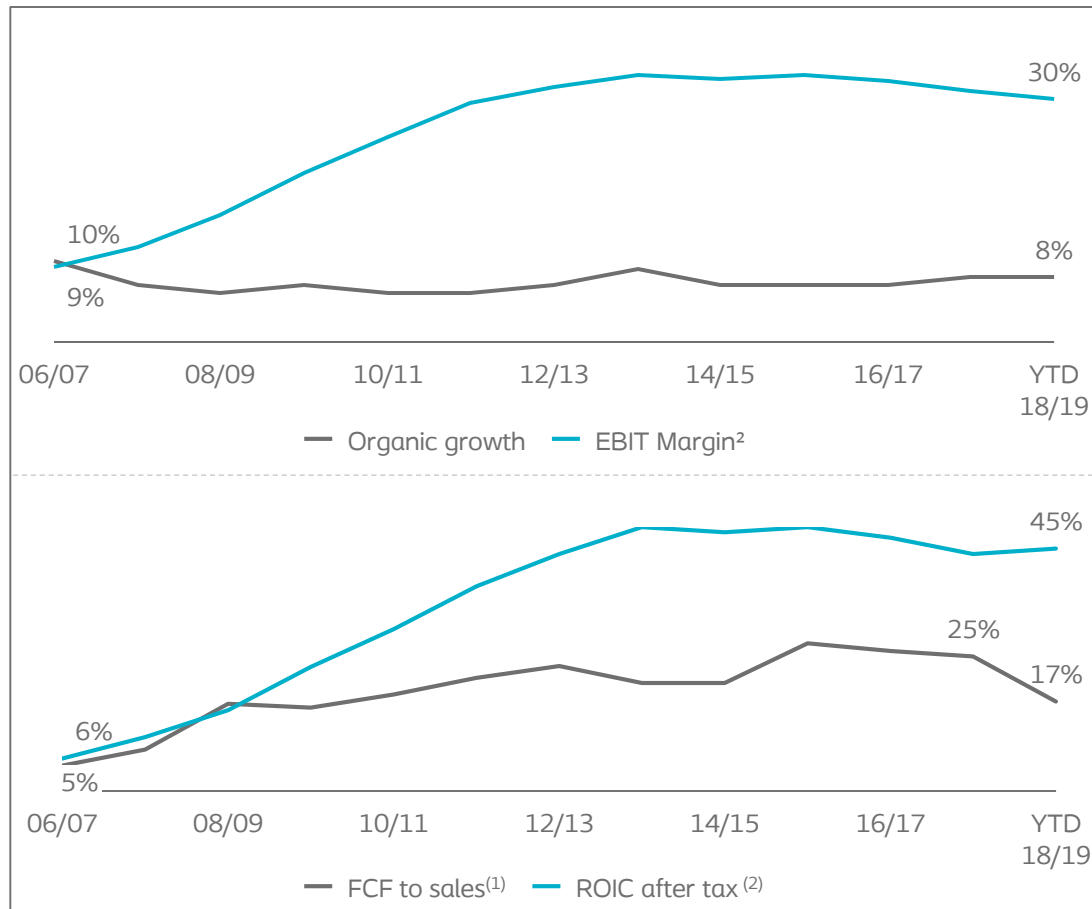
Comments

- 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 16 per share for 2017/18
 - H1 2018/19 interim dividend of DKK 5.0 per share for a total interim dividend of DKK 1,062m
- DKK 1bn share buy-back program to be completed before 2018/19 fiscal year end
 - First part (DKK 500m) completed in Q3 2017/18
 - Second part of the share buy-back program of DKK 500m was initiated in Q2 2018/19

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 2013/14, 2014/15 and 2015/16 is before special items related to Mesh litigation

In sum, we believe Coloplast can continue to deliver stable shareholder returns through ...

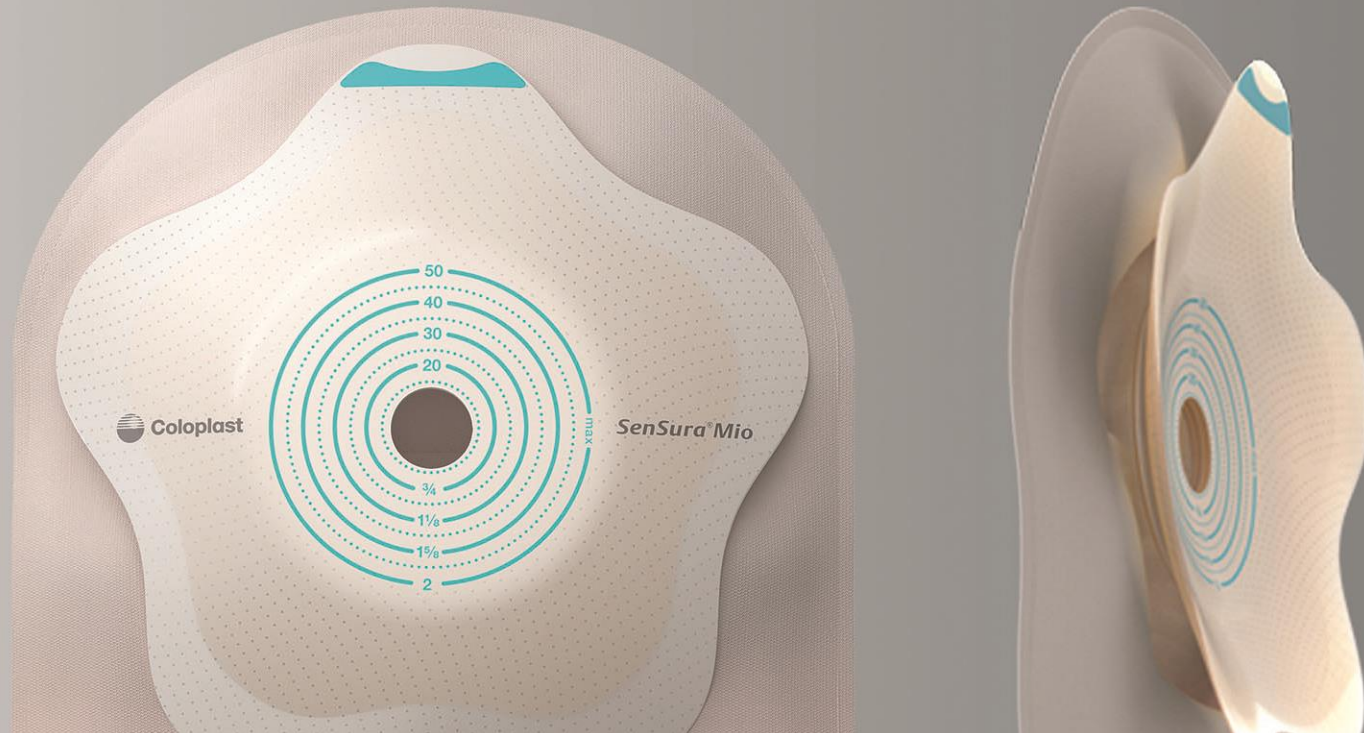


Comments

- Stable market trends in our Chronic Care business
- Strong Coloplast Care retention program and innovative DtC activities
- Increased focus on growing the business outside Europe
- Additional improvements in manufacturing by leveraging on global operations footprint
- European leverage will provide funds for further investments in sales initiatives
- Resulting in strong free cash flow generation and high return on invested capital

1) FCF adjusted for Mesh payments in 2013/14, 2014/15, 2015/16, 2016/17, 2017/18 and acquisitions in 2016/17 and 2017/18. Adjustment for Mesh payments includes DKK 500m insurance coverage in 2013/14 and 2014/15 combined.

2) Before special items. Special items 2013/14 include DKK 1bn net provision. Special items 2014/15 include DKK 3bn provision. Special items 2015/16 include DKK 0.75bn provision.



Leading intimate healthcare

Appendices

SenSura Mio

Coloplast Group - Ostomy Care / Continence Care / Wound & Skin Care / Interventional Urology



The Coloplast share (COLO'B-KO)

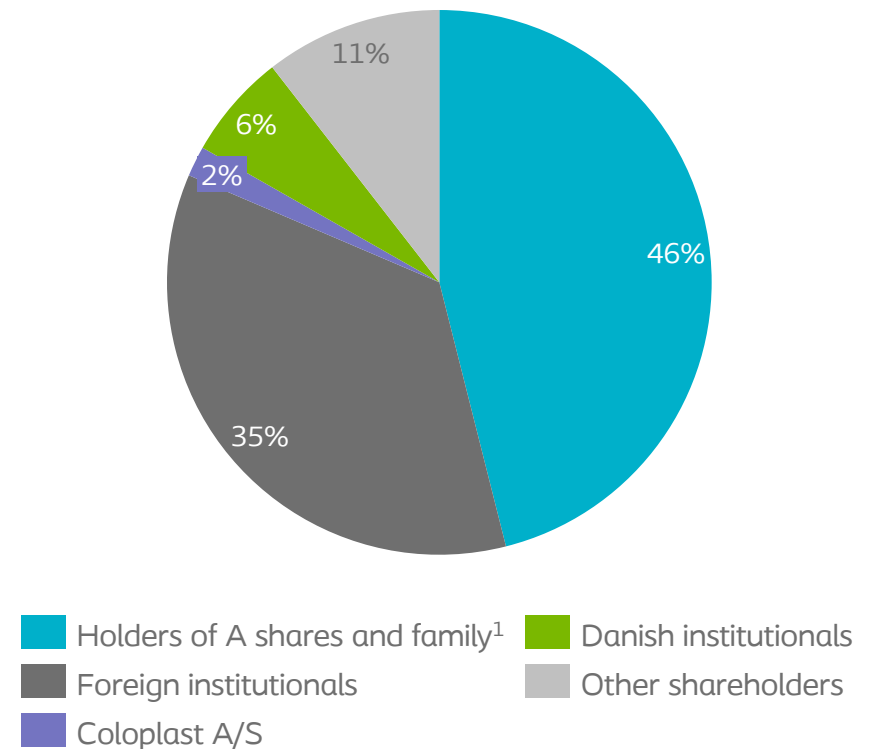
Coloplast share listed on [Nasdaq Copenhagen](#) since 1983

~**170 billion DKK** (~26 billion USD) **market cap** @ ~789 DKK per share (incl. A shares)

Two share classes:

- 18m **A shares carry** 10 votes (family)
- 198m **B shares carry** 1 vote (freely traded)
- **Free float approx.** 54% (B shares)

Share Capital Ownership



Note: Share capital ownership as per June 2019

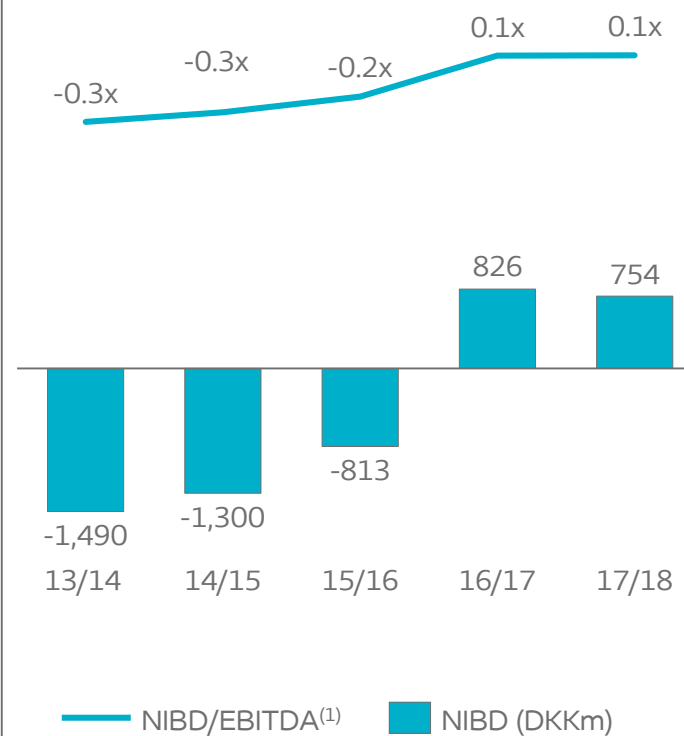
1) Holders of A shares and family hold 69% of the votes in Coloplast

Capital structure

Comments

- Overall policy is that excess liquidity is returned to shareholders through a combination of dividends and share buy-backs
- Interest bearing debt will be raised in connection with a major acquisition or other special purposes
- Share buy-backs of DKK 500m per year expected
- Bi-annual dividends
- Coloplast has entered into loan facilities to fund Mesh litigation settlements and the acquisition of distribution companies
- Interest-bearing net debt of DKK 2,177m at 30 June 2019

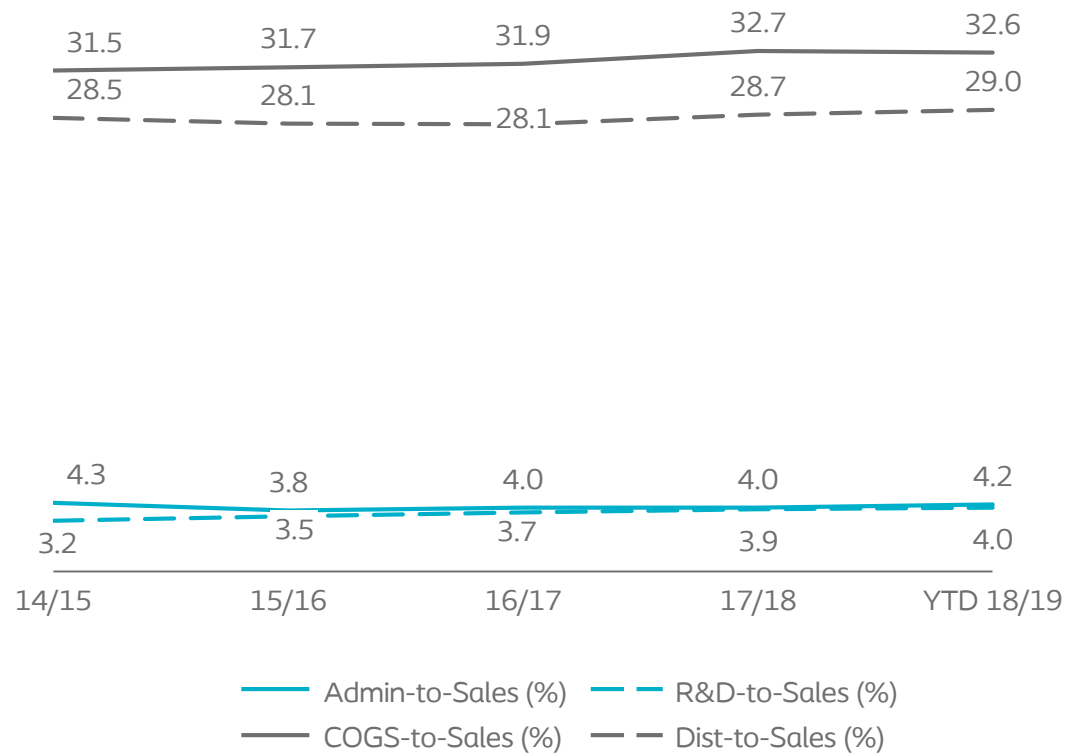
Net interest bearing debt



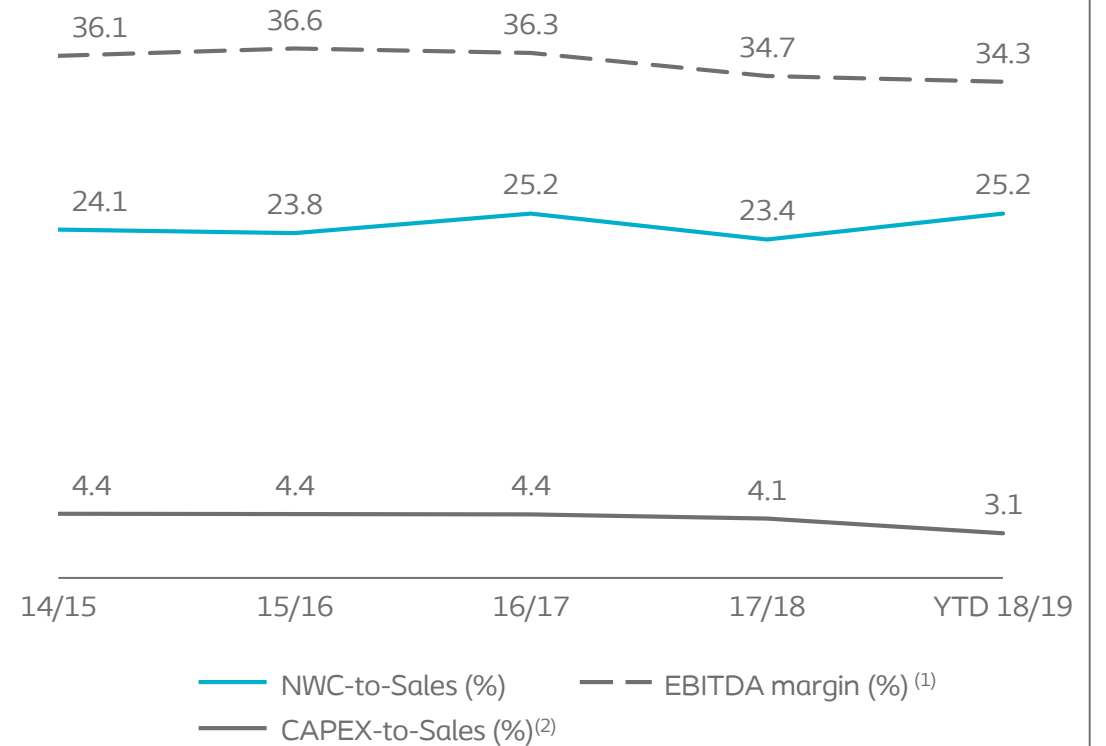
1) Before special items. Special items Q2 2013/14 includes DKK 1bn net provision. Special items Q4 2014/15 includes DKK 3bn provision. Special items Q4 2015/16 includes 0.75bn provision.

Key Value Ratios

Profitability drivers



Free Cash Flow drivers

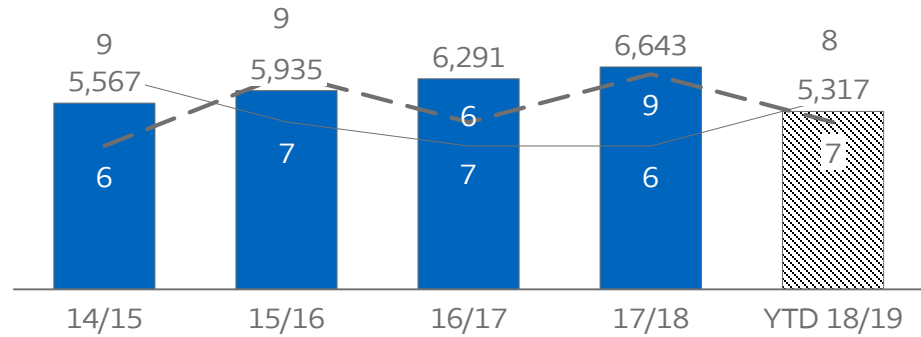


1) Before special items. Special items Q4 2014/15 includes DKK 3bn provision. Special items Q4 2015/16 includes 0.75bn provision

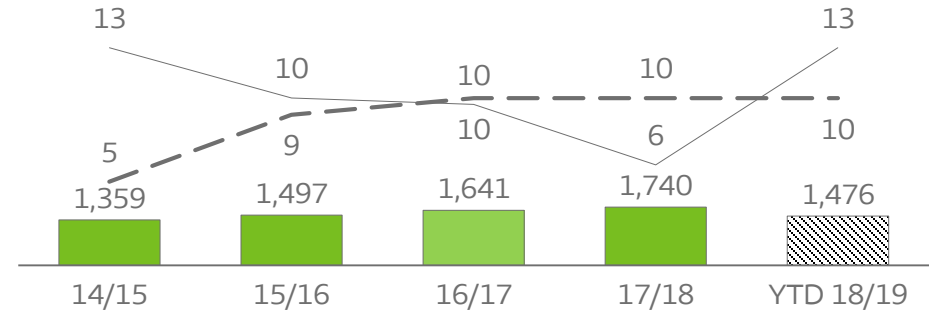
2) Gross CAPEX including investment in intangible assets

Coloplast revenue development by business area

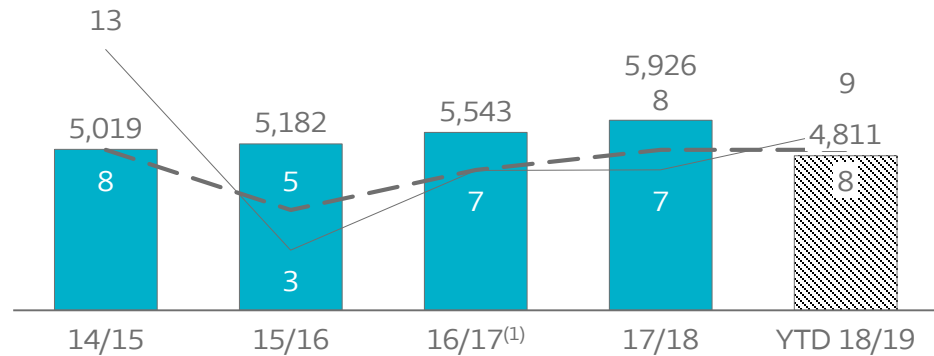
Ostomy Care



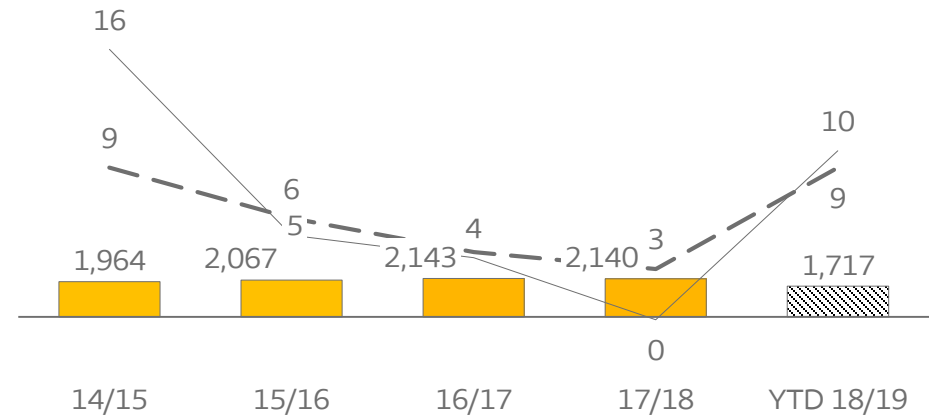
Interventional Urology



Continence Care



Wound & Skin Care



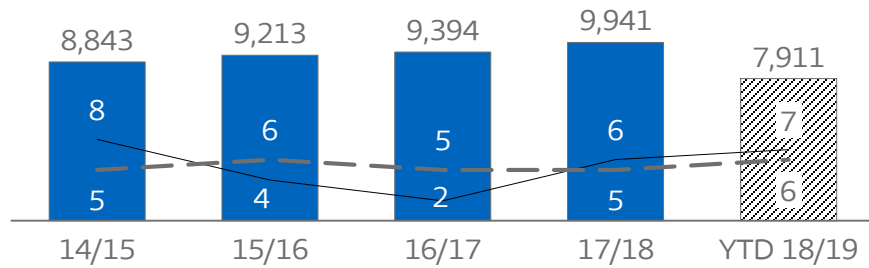
Revenue (DKKm)
 — Reported growth (%)
 - - - - - Organic growth (%)

1) Excluding one-off revenue adjustment related to incorrect management of a contract with U.S Veterans Affairs
 Coloplast Group - Ostomy Care / Continence Care / Wound & Skin Care / Interventional Urology

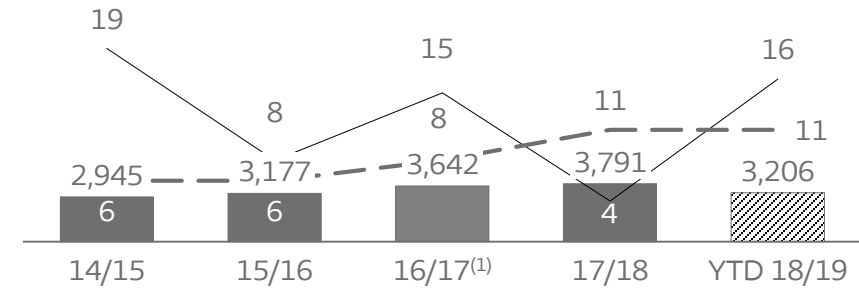


Coloplast revenue development by geography and total

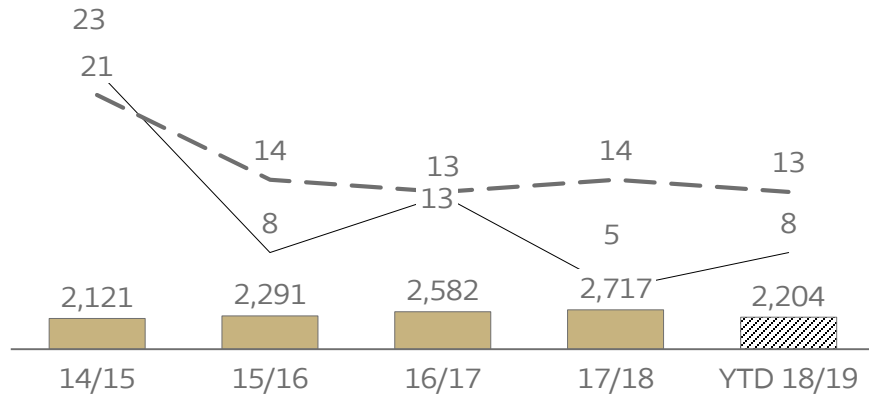
Europe



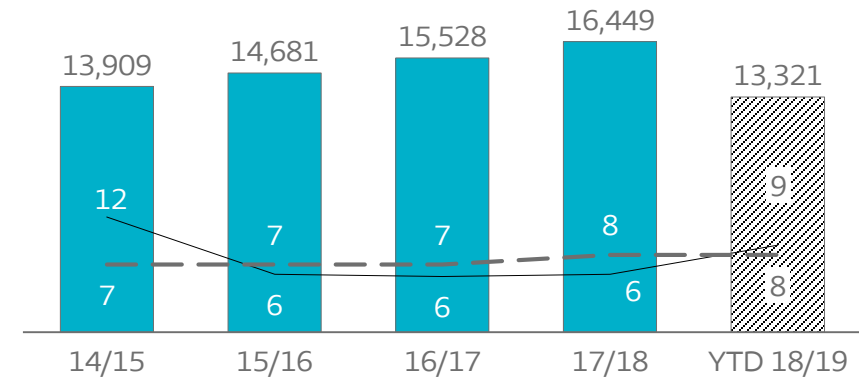
Other Developed Markets



Emerging Markets



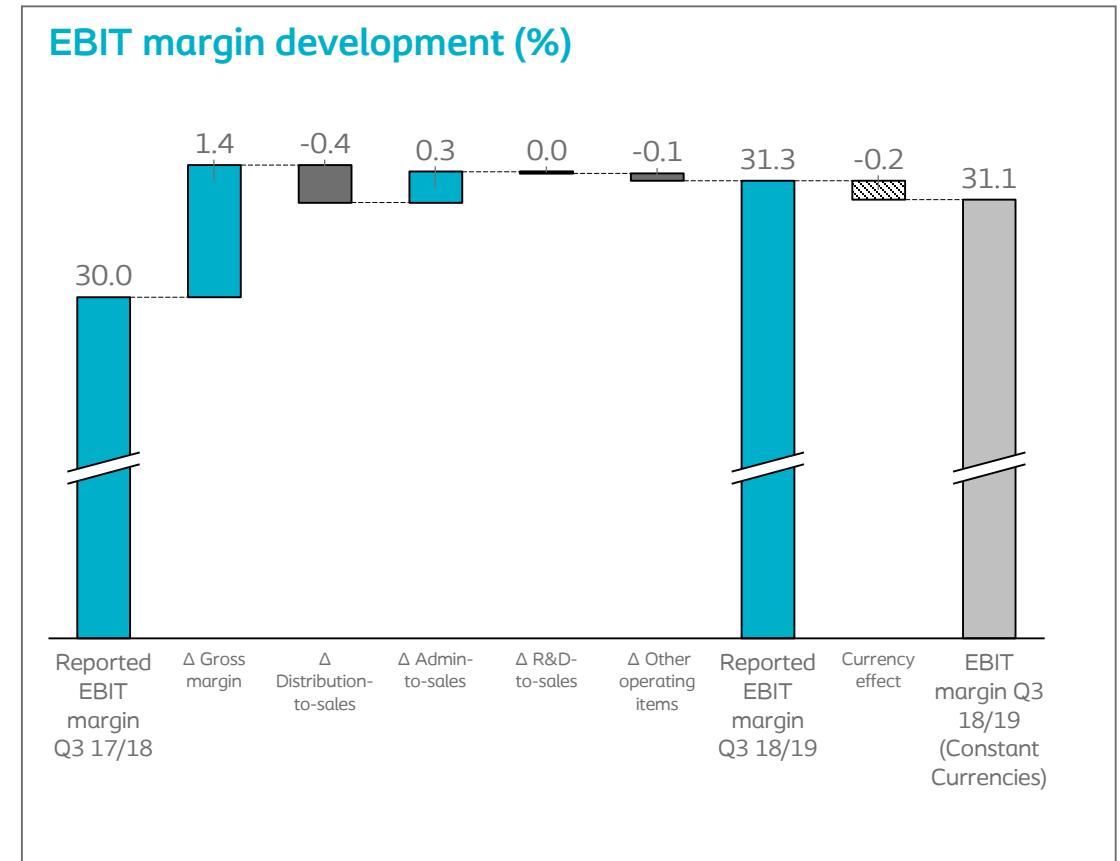
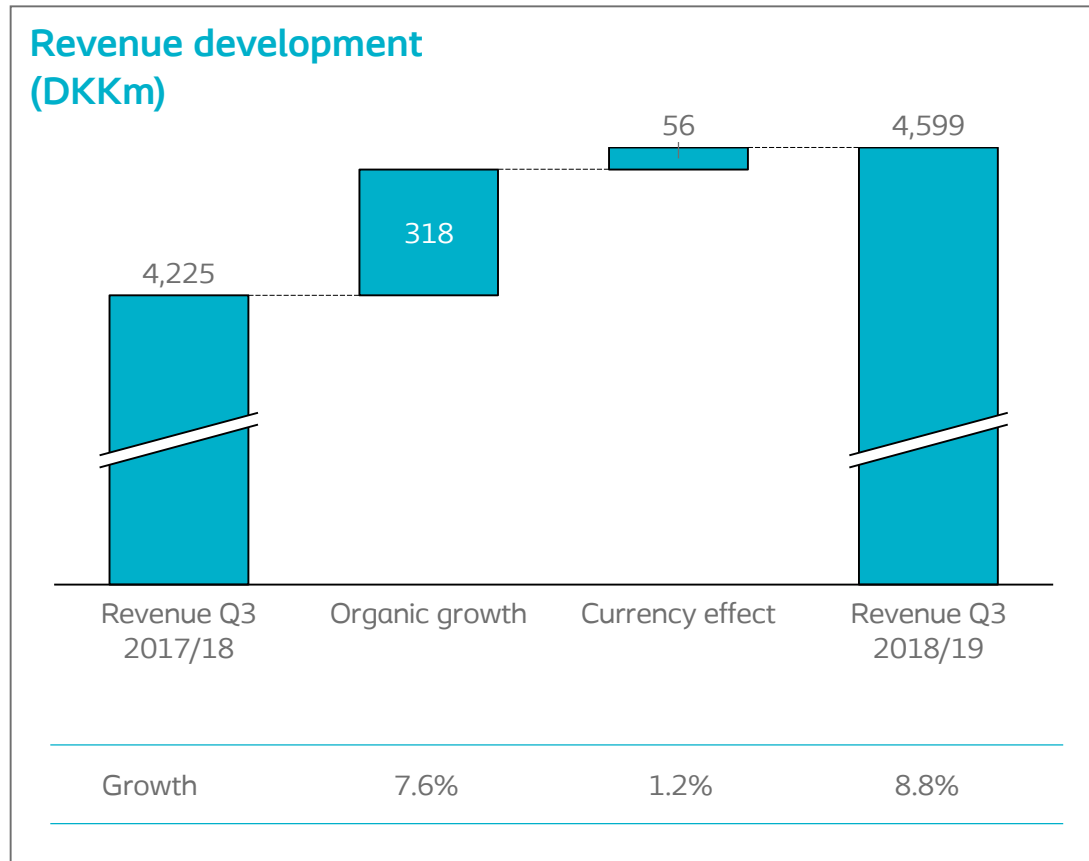
Coloplast group



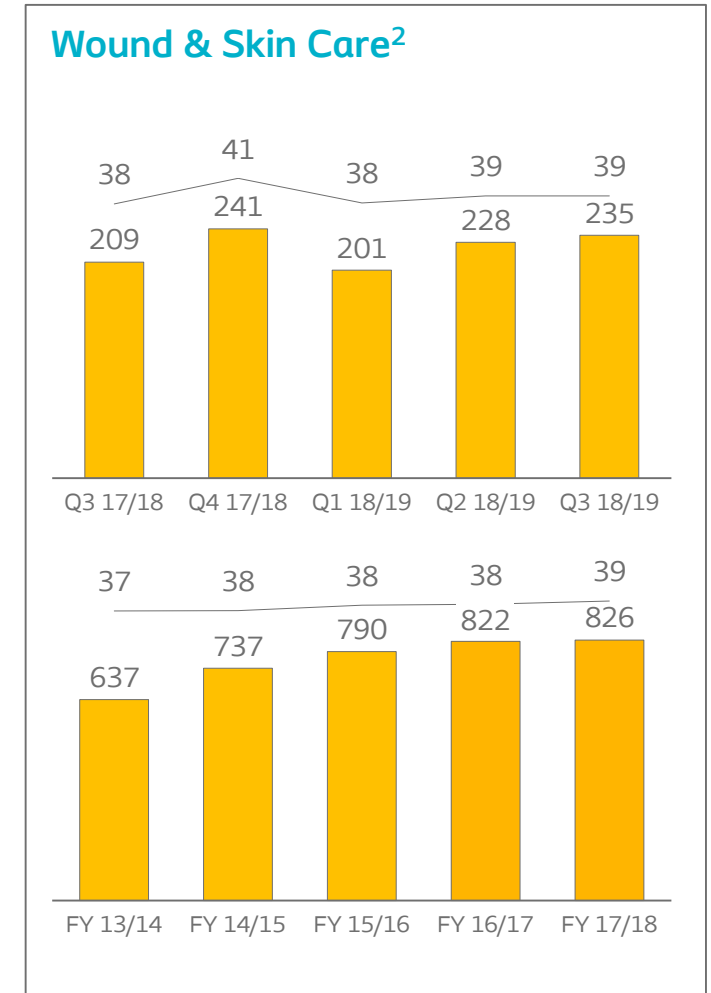
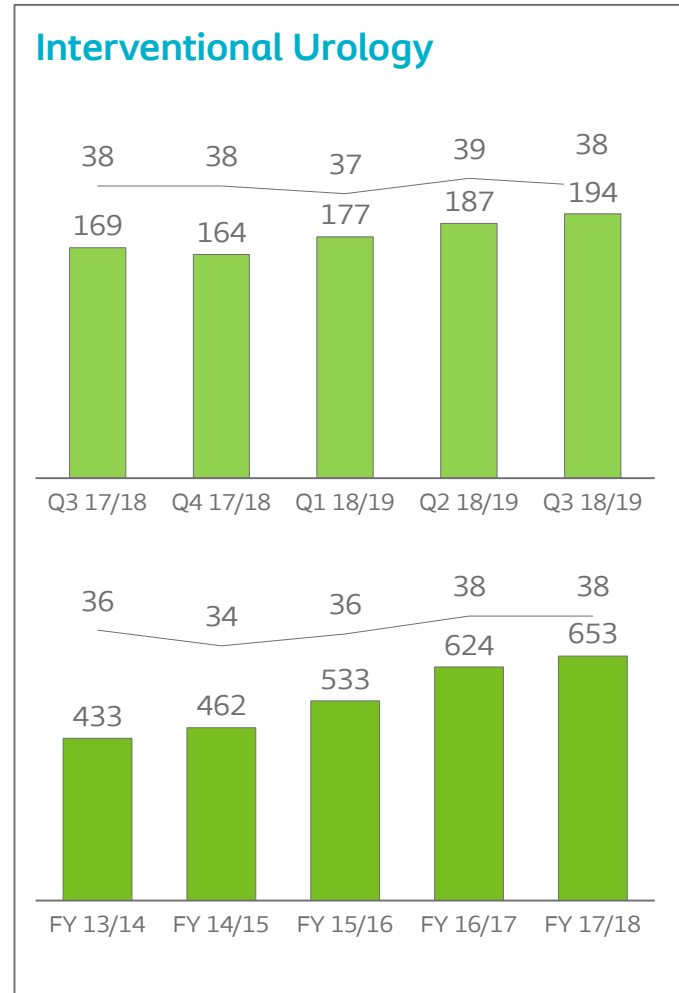
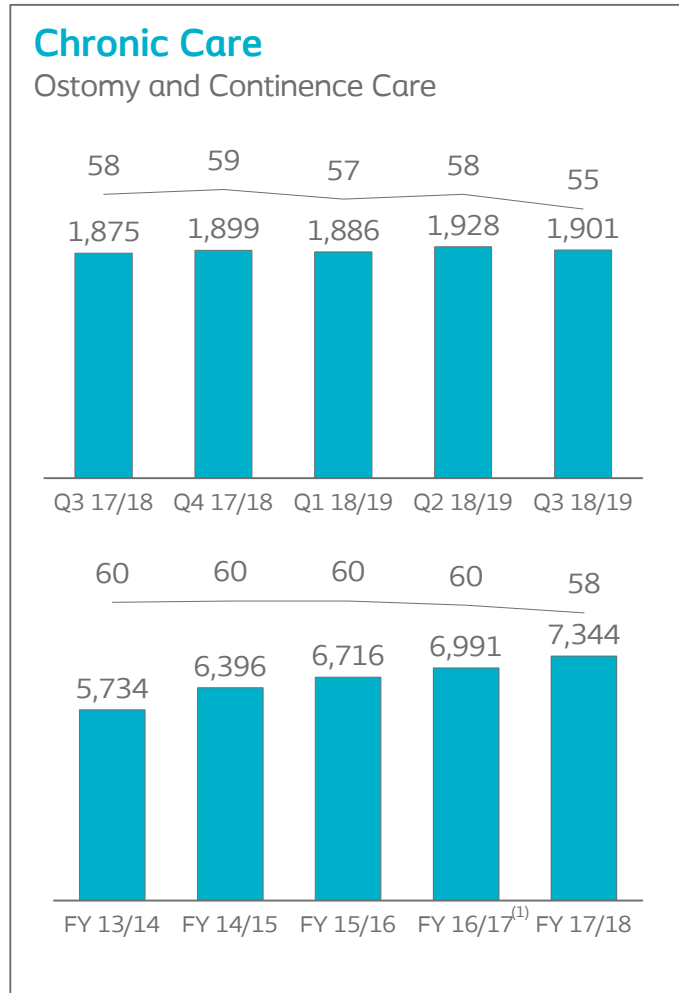
Revenue (DKKm)
 — Reported growth (%)
 - - - - Organic growth (%)

1) Excluding one-off revenue adjustment related to incorrect management of a contract with U.S Veterans Affairs
 Coloplast Group - Ostomy Care / Continence Care / Wound & Skin Care / Interventional Urology

Coloplast Q3 revenue and EBIT development



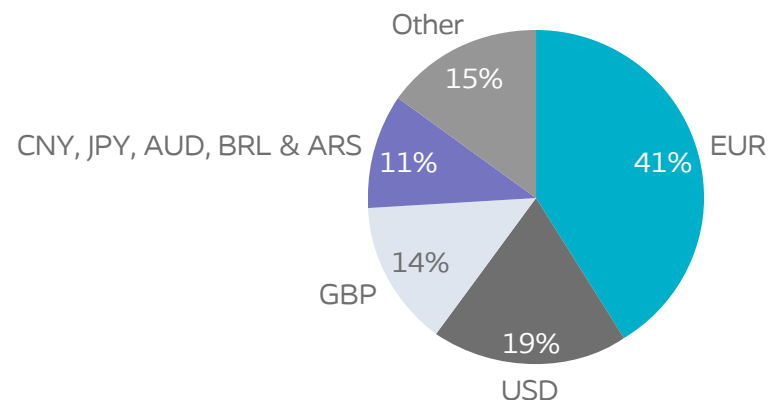
Segment operating profit (Excludes shared/non-allocated costs)



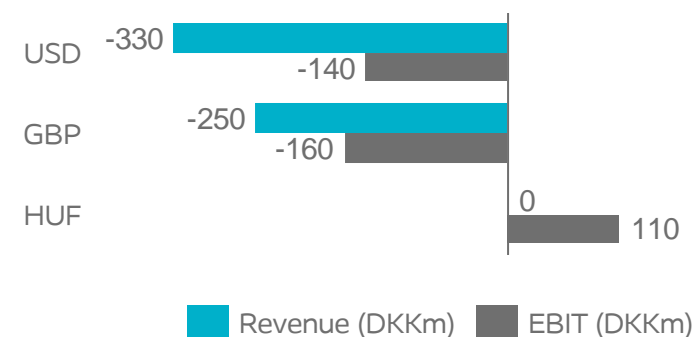
1) Includes DKK 90m one-off revenue adjustment related to incorrect management of a contract with U.S. Veterans Affairs
 2) As of Q1 2018/19, the segment operating profit in Wound & Skin Care has been adjusted to reflect organisational changes where certain segment functions are changed to group functions. All historical numbers have been adjusted

Exchange rate exposure FY 2018/19 and hedging policy

Revenue FX exposure 2018/19⁽¹⁾



12 months exposure from 10% initial exchange rate drop⁽¹⁾



Financial guidance for 2018/19

Currency	Average exchange rate 2017/18 ⁽¹⁾	Spot rate, 13 August 2019	Estimated average exchange rate 2018/19	Change in estimated average exchange rate compared with last year	Average exchange rate for 9M 2017/18	Average exchange rate for 9M 2018/19	Change in average exchange rates for H1 compared with same period last year
Key currencies:							
USD	627	667	660	5%	622	658	6%
GBP	842	804	839	0%	844	850	1%
HUF	2.36	2.30	2.32	-2%	2.38	2.32	-3%
Other selected currencies:							
CNY	96	94	96	0%	96	96	0%
JPY	5.67	6.34	6.03	6%	5.64	5.93	5%
AUD	476	451	463	-3%	479	467	-2%
BRL	180	167	171	-5%	185	172	-7%
ARS	16 ⁽²⁾	13	13	-22%	31	17	-47%

Hedging Policy

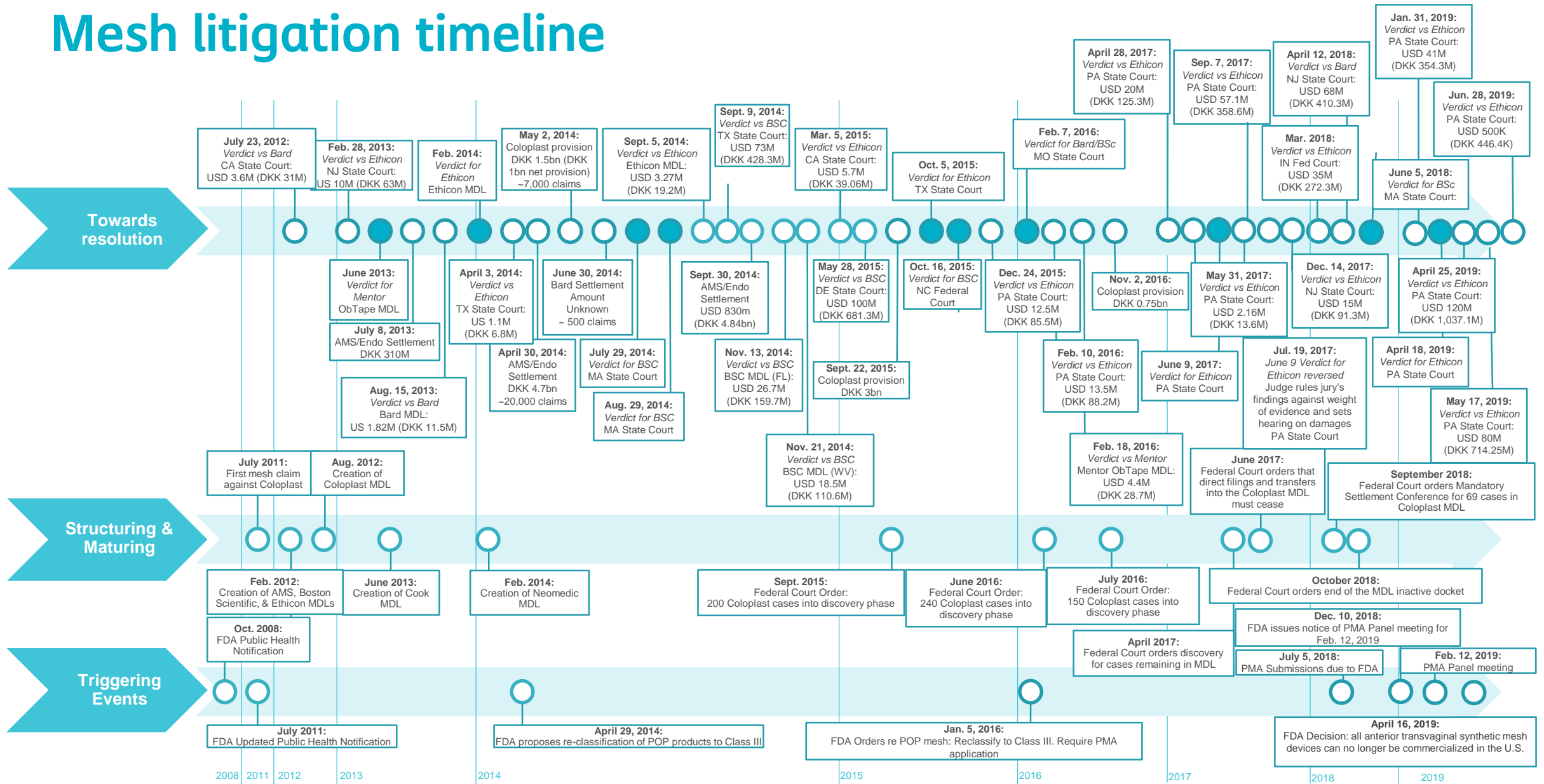
To achieve the objective of a stable income statement we hedge:

- Key currencies e.g., USD, GBP, HUF using forward contracts and options. Not EUR.
- On average 10-12 months
- Selected balance sheet items in foreign currency and part of the expected rolling 12-month cash flows
- Taking risk. vs. cost of hedging into consideration

1) Average exchange rate from 1 October 2017 to 29 September 2018.

2) The hyperinflationary economy in Argentina entails that results denominated in Argentinian Peso must be adjusted for inflation and be translated at the exchange rate of the balance sheet day which was DKK 16.10 per ARS 100.00 at 30 September 2018.

Mesh litigation timeline



US Mesh litigation – Overview of current financial impact

P&L

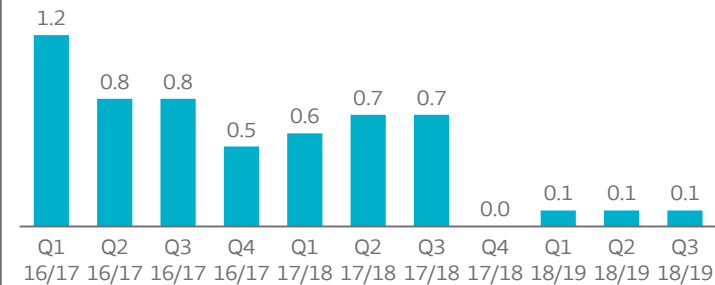
	13/14	14/15	15/16	16/17	17/18
EBIT (before special items)	4,147	4,535	4,846	5,024	5,091
Special items	-1,000	-3,000	- 750	0	0
EBIT	3,147	1,535	4,096	5,024	5,091
EBIT % (before special items)	33	33	33	32	31
EBIT %	25	11	28	32	31

- A total of DKK 5,250m (DKK 4,750 net of insurance coverage) has been provisioned and is considered sufficient
- Currently more than 95% of known cases against Coloplast have been settled

Balance

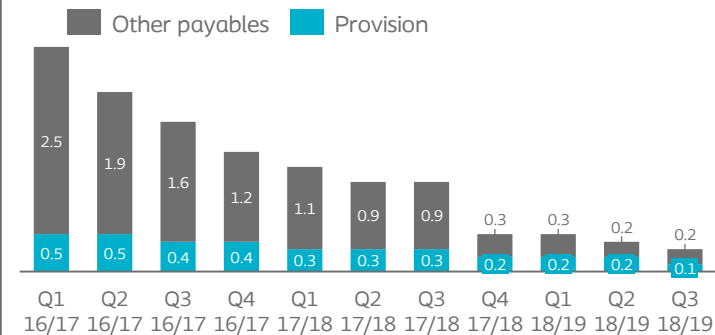
Assets

Restricted cash, DKKbn



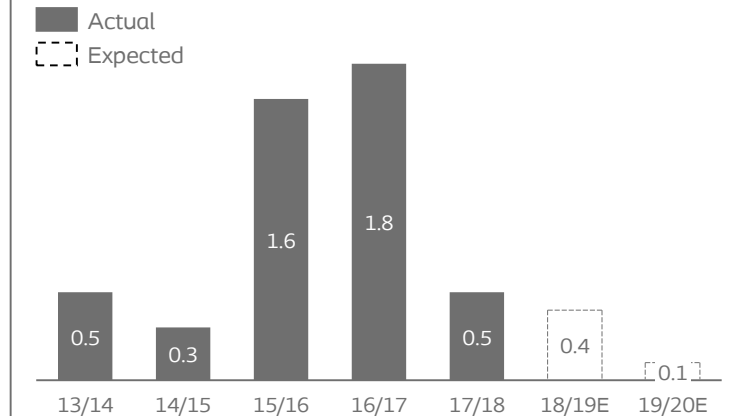
Liabilities

Total liability, DKKbn



Cash flow

Actual/Expected cash flow, DKKbn



- Settlements expected to be finalised within the next 1-2 years
- Insurance coverage of DKK 500m received in 2013/14 and 2014/15

Health reform landscape

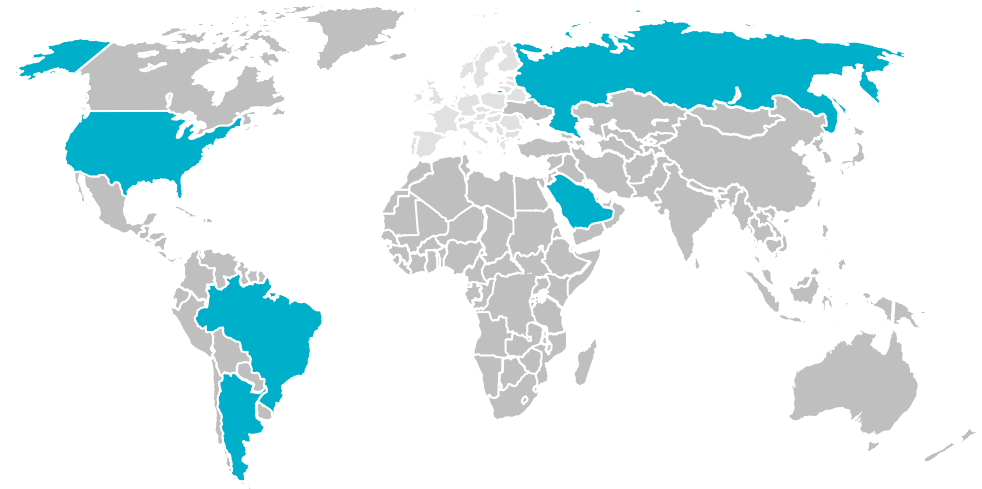
Europe

- **France:** Reimbursement pressure on OC, CC and WC
- **Greece:** Reimbursement pressure on all BAs
- **Germany:** Reimbursement pressure on OC and CC
- **Netherlands:** Reimbursement pressure on OC and CC
- **Switzerland:** Reimbursement pressure on OC, CC and WC
- **UK:** Efficiency savings under NHS reform



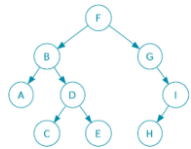
Rest of World

- **U.S.:** Healthcare reform implementation ongoing
- **Argentina:** Macroeconomic challenges
- **Brazil:** Macroeconomic and political challenges
- **Russia:** Macroeconomic and political challenges
- **Saudi Arabia:** Macroeconomic and political challenges



CARE helps us increase retention and improve product compliance for in excess of 500,000 enrolled consumers

We co-develop CARE content with local clinicians



Clinically validated content and call protocol



Self-assessments to identify struggling users



Data shared with clinicians

CARE is a personal and “high-touch” program



Advisors available on phone



Website with reliable advice and useful self assessment tools 24/7



News, tips and inspiration directly in email or mailbox



Free product and supporting products samples

Global program with shared infrastructure

- ERP

1

- CRM

- CMS



With our DtC marketing program we reach into the community

We operate in numerous channels to expose our service and product offering...

YouTube



Coloplast



...and with the reach we get several benefits

Expose
innovative products



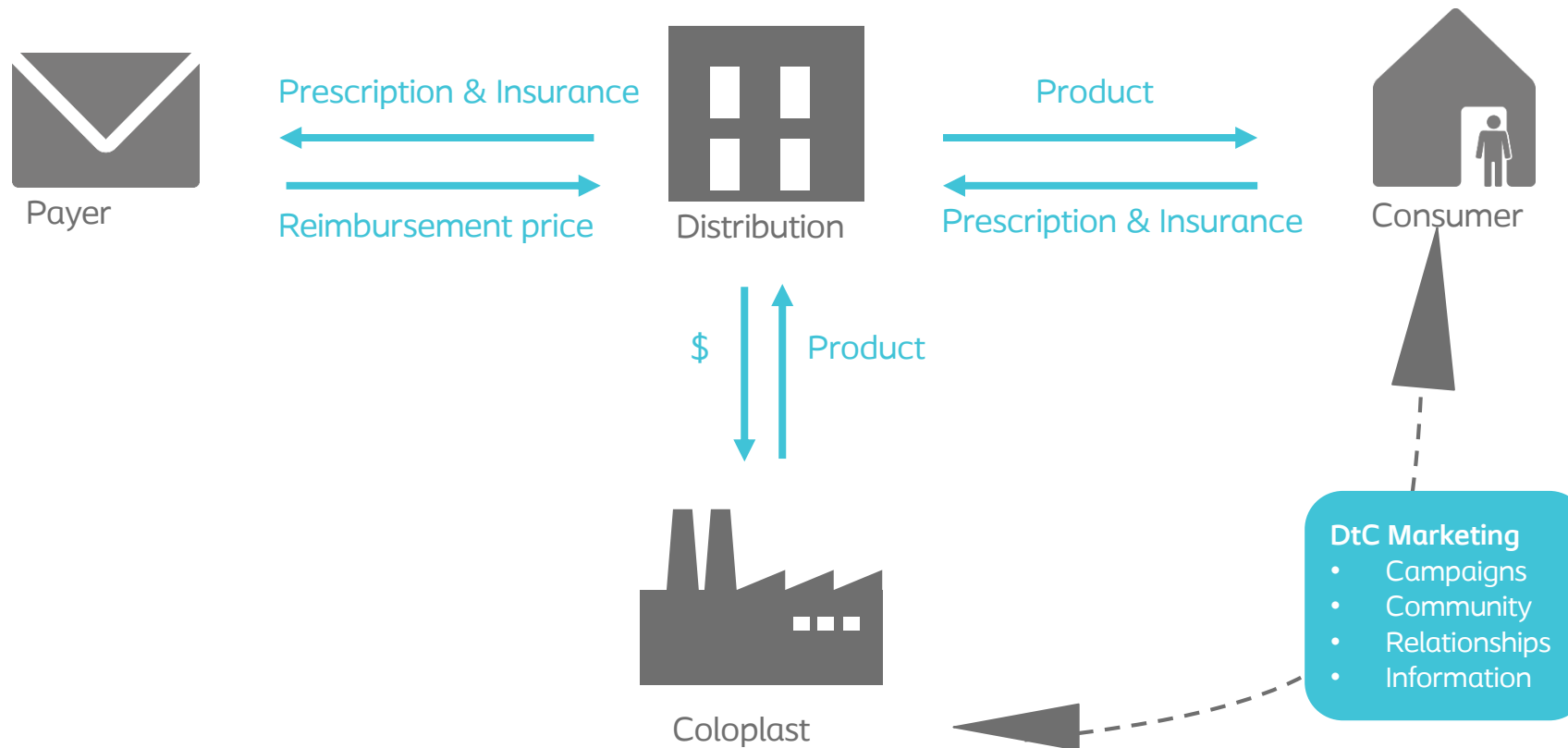
Ensure
product accessibility



Ensure
successful experience



The generic model for distribution and reimbursement of our products



In Wound Care we are progressing with our new ambition

1 Shape the standard



Endorsements

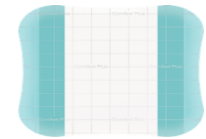


Publications

2 Build a strong product portfolio



reddot award 2017 winner



3 Accelerate in EU



Ramp-up



4 Strengthen position in the US



New structure



New management



New investment plan

5 Secure leading position in China



Revised targeting



Leverage position in top 100 cities



New setup

6 Selectively invest in EM



Ramping up in selected markets



Introducing Ostomy Care

Disease areas

- Colorectal cancer (est. 45%)
- Bladder cancer (est. 10%)
- Diverticulitis (est. 15%)
- Inflammatory bowel disease (est. 10%)
- Other (est. 20%)

Customer groups

- Nurses, mainly stoma care nurses
- People with a stoma
- Wholesalers/distribution
- Hospital purchasers and GPOs
- Surgeons

Call points

- Hospital & community nurses
- Hospital buyers
- Distributors
- Dealers
- Wholesalers
- Homecare companies

Key products



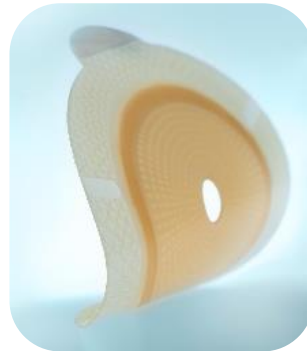
SenSura® Mio Concave
To be launched in 2018-2019



SenSura® Mio Convex
Launched in 2015



SenSura® Mio
Launched in 2014



SenSura®
Launched in 2006-2008



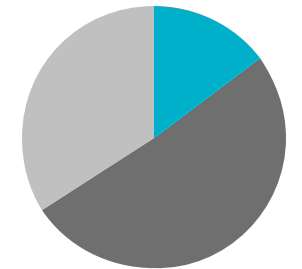
Assura® new generation
Launched in 1998



Alterna® original
Launched in 1991

Distribution of revenues*

- Urostomy
- Ileostomy
- Colostomy



*Excluding baseplates and supporting products

Introducing Ostomy Care Supporting Products

Market fundamentals

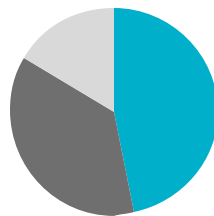
- Market size of DKK 2-3bn
- Market growth of 6-8%
- Market share 30-35%
- Main competitors include: Hollister Adapt, ConvaTec, 3M Cavilon, Eakin

Customer groups & call points

- Nurses, mainly stoma care nurses
- People with a stoma
- Wholesalers/distributors
- Hospital purchasers and GPOs
- Surgeons

Market value by geography

- European markets
- Other developed markets
- Emerging markets



Key products



Brava® Protective Seal

- Designed for leakage and skin protection



Brava® Elastic Tape

- Elastic so it follows the body and movements



Brava® Lubricating Deodorant

- Neutralizing odour

Brava® is a range of ostomy supporting products designed to reduce leakage or care for skin, to make our end-users feel secure. The Brava® portfolio was launched in 2012.



Brava® Skin Barrier

- Reducing skin problems without affecting adhesion



Brava® Adhesive Remover

- Sting free and skin friendly

Introducing Continence Care

Disease areas

- Spinal Cord Injured, SCI
- Spina Bifida, SB
- Multiple Sclerosis, MS
- Benign prostatic hyperplasia, BPH & prostatectomy patients
- Elderly

Customer groups

- Continence or home care nurses
- Wholesalers/distributors
- Hospital purchasers and GPOs

Main call points

- Rehabilitation centers
- Urology wards
- Distributors, dealers & wholesalers

Key products



SpeediCath® Navi
Intermittent catheter
To be launched in 2019 - 2020



SpeediCath® Flex
Intermittent catheter
Launched in 2016



SpeediCath® Compact Eve
Intermittent catheter
Launched in 2014



SpeediCath® Compact
Male intermittent catheter
Launched in 2011



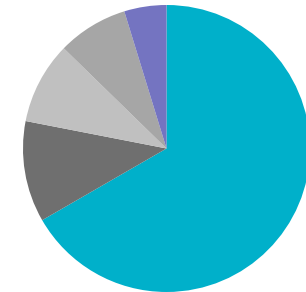
Conveen® Optima
External catheter
Launched in 05/06



Conveen® Security+
Launched in 2013

Distribution of revenues

- Intermittent catheters
- Urine bags
- Male ext. catheters
- Bowel management
- CC Other



Introducing Bowel Management

Disease areas

Faecal incontinence
(management products only)

Customer groups

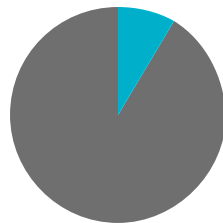
- Spinal Cord Injured, SCI
- Spina Bifida, SB
- Multiple Sclerosis, MS

Call points

- Rehab centers
- Pediatric clinics
- Urology wards

Distribution of revenues

- Peristeen® Anal Irrigation
- Anal plug



Market dynamics

- + Growing awareness
- + Huge underpenetrated and unserved population
- + New devices addressing the many unmet needs
- ÷ Still taboo area and non-focus for professionals (doctors)
- ÷ Very little patient awareness
- ÷ Training required (nurses, patients)
- ÷ Lack of reimbursement



Peristeen® Anal Irrigation
Launched in 2003
Updated in 2011



Anal plug
Launched in 1995

Introducing Interventional Urology

Treatment (surgical) of urological disorders

Disease areas

- Urinary incontinence
- Pelvic organ prolapse
- Erectile dysfunction
- Enlarged prostate
- Kidney and urinary stones

Customer groups

- Surgeons
- Purchasing departments and organizations
- End customers

Call points

- Urologists
- Uro-gynaecologists
- Gynaecologists
- Purchasing departments and organizations

Key products



Titan® OTR penile implant
Launched in 2008
Men's health – Surgical Urology



Altis® single incision sling
Launched in 2012
Women's health – Surgical Urology



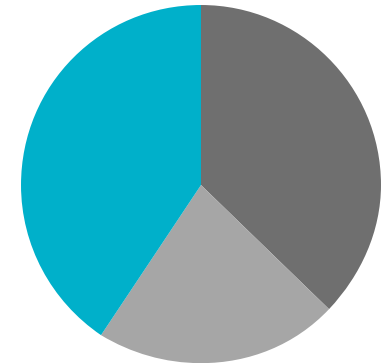
Isiris® cystoscope
Launched in 2015
Single use devices



JJ stents
Launched in 1998
Single use devices

Distribution of revenues

- Men's health
- Women's health
- Single use devices



Introducing Wound Care

Disease areas

Chronic wounds

- Leg ulcers
- Diabetic foot ulcers
- Pressure ulcers

Customer groups & call points

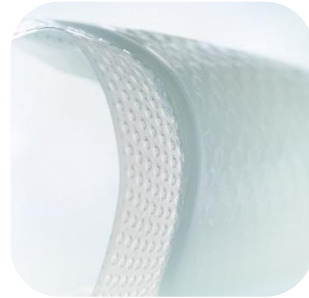
Hospitals

- Wound care committees
- Specialist nurses/doctors
- (Purchasers)

Community

- Specialist nurses/doctors
- General practitioners
- District/general nurses
- Large nursing homes

Key products



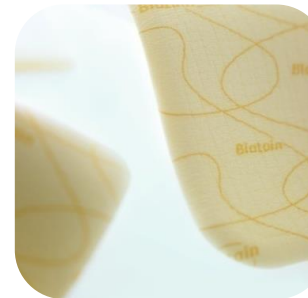
Biatain® Silicone
Foam dressing with silicone adhesive
Launched in 2013



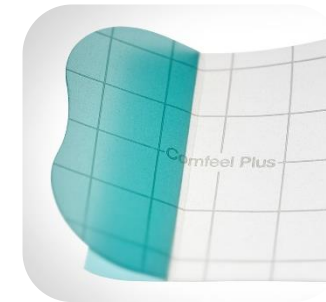
Biatain® Silicone Sizes & Shapes
New range of different sizes
Launched in 2016



Biatain® Ag
Antimicrobial foam dressing
Launched in 2002



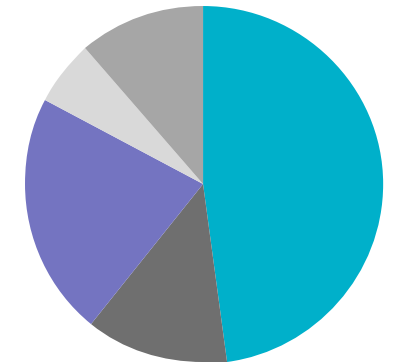
Biatain®
High exudate mgt. foam dressing
Launched in 1998



Comfeel® Plus
Hydrocolloid dressing
Relaunched in 2016

Distribution of revenues (WSC)

- Biatain® range
- Comfeel® range
- Skin Care
- Wound Care other
- Contract manufacturing



Introducing Skin Care

Disease areas

- Moisture associated skin damage
- Incontinence
- Skin folds & obesity
- Prevention of skin impairments

Customer groups & call points

Hospitals

- Clinical Specialists
- Supply Chain
- Value Analysis Committee

Community

- Wound Clinics
- Long Term Care
- Home Health Agencies
- Distribution

Key products



Sween®
Broad line of skin care products
Designed to increase consistency
of care



Critic-Aid® Clear / AF
Skin Protectant
Suitable for neonate to
geriatric patients



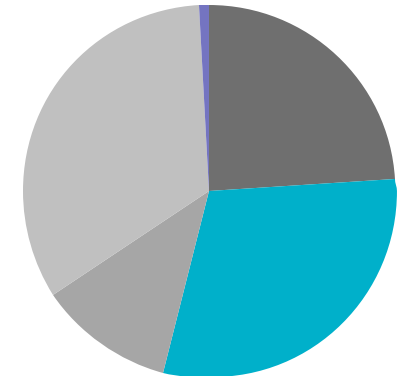
EasiCleanse Bath®
Disposable Bathing Wipes
Improves Patient Experience



InterDry® Ag
Textile with antimicrobial silver
complex
Unique solution for skin on skin
issues

Product mix

- Protectants & Antifungals
- Cleansing/Bathing
- Moisturizers
- Textile
- SC Other



Product market for US Skin Care



Market drivers/limiters

- + Aging and obese population
- + CMS Value Based Purchasing
- + Increased focus on prevention
- + Increased importance of utilization management
- ÷ Consolidation of Providers
- ÷ Increased competition from both Channel and Manufacturers

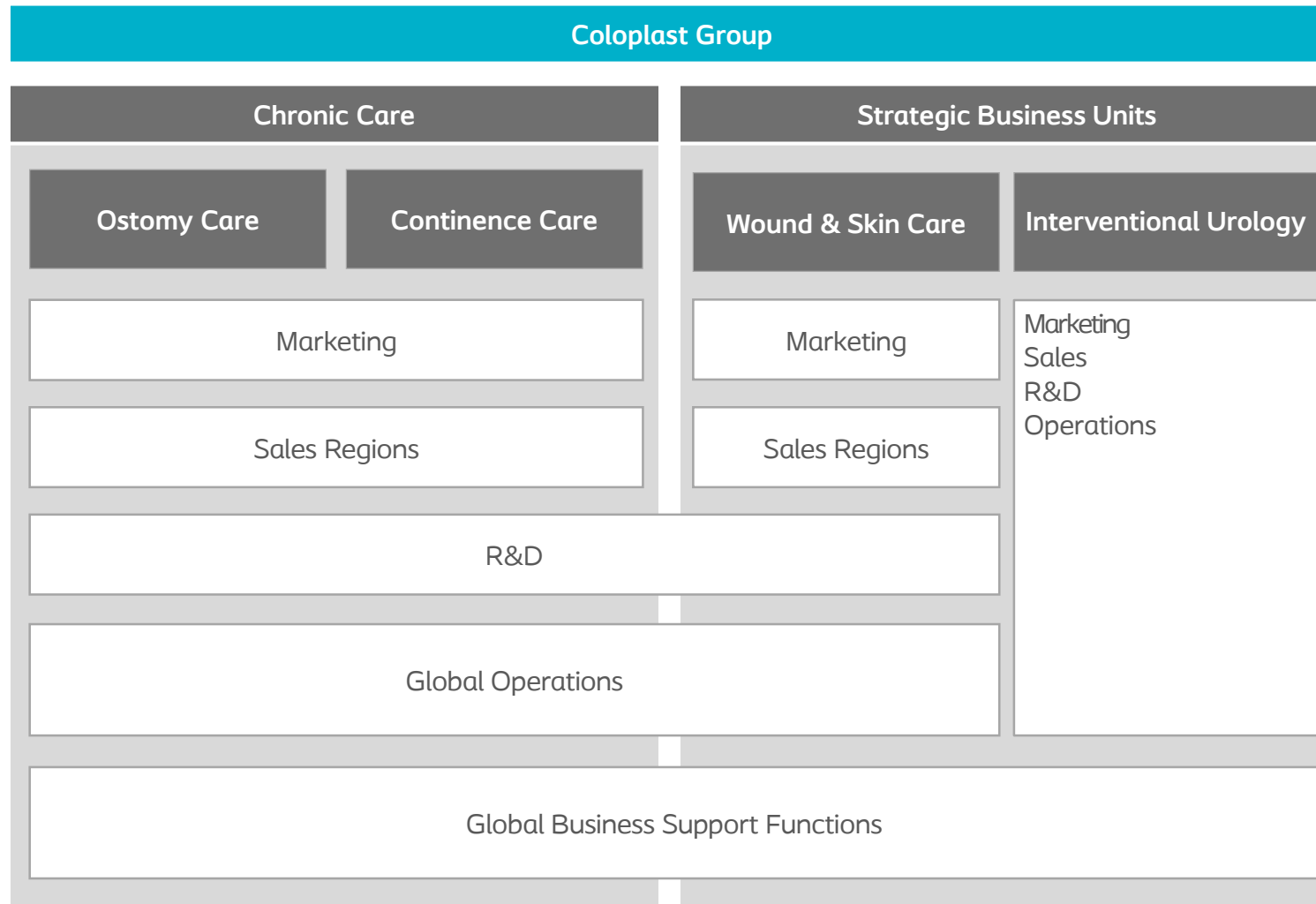
Market trends

- Increasing size and vertical integration of health systems
- Increasing importance of prevention
- Increasing importance of utilization management
- Increasing scale and vertical integration of market leaders

US Skin Care at a glance

- US market size estimated at DKK 5-6bn with 4-5% growth
- Market share: 7-9%
- Main competitors include:
 - Medline Industries
 - Sage Products
 - ConvaTec

The Coloplast organisation



Coloplast Executive Management



Kristian Villumsen

President, CEO

- Born 1970
- With Coloplast since 2008



Anders Lonning-Skovgaard

EVP, CFO

- Born 1972
- With Coloplast since 2006



Allan Rasmussen

EVP, Global Operations

- Born 1967
- With Coloplast since 1992



Paul Marcun

EVP, Chronic Care

- Born 1966
- With Coloplast since 2015

Responsible operations reduces risks, stimulates employee engagement and supports growth

Empowering People



Access to Healthcare

Partnership programme to improve conditions within ostomy, continence and wound care. Established in 2007, the programme has so far supported 52 projects



Coloplast Care

83%¹ expressed feeling an improved quality of life through their participation



Educating and training for clinicians

More than 850 ostomy and continence care nurses from more than 20 countries are involved in our advisory boards

Acting respectfully



Inclusion and diversity

Year-on-year increase in women in top management. Increase to 20% in 2017/18



Business Ethics

- 99% of white collars trained in our Code of Conduct
- Independent and global Ethics Hotline
- Risk assessments and due diligence among distributors



Safety

33% Reduction in injury rates by 2020



Suppliers

100% of raw material suppliers screened for human rights
More than 30 have improved standards

Minimising footprint



Renewables

100% electricity from renewable sources by 2019. 50% in 2017/18



Recycling

35% recycling coverage of production waste by 2020.
33% in 2017/18



WE SUPPORT



FTSE4Good

NOTE: Full statements to be found in Coloplast's Corporate Responsibility Report 2017/18

1) Coloplast Market Study 2013. Data on file.

Income statement

DKK M	9M 2017/18	9M 2018/19	Change
Revenue	12,215	13,321	9%
Gross profit	8,171	8,983	10%
SG&A costs	-4,049	-4,423	9%
R&D costs	-481	-527	10%
Other operating income/expenses	35	44	26%
Operating profit (EBIT)	3,676	4,077	11%
Net financial items	-31	-77	nm
Tax	-839	-920	10%
Net profit	2,806	3,080	10%
Key ratios			
Gross margin	67%	67%	
EBIT margin	30%	31%	
Earnings per share (EPS), diluted	13.21	14.46	9%

Balance sheet

DKKm	30 Jun 2018	30 Jun 2019	Change
Balance, total	12,667	12,551	-1%
Assets			
Non-current assets	6,173	6,136	-1%
Current assets	6,494	6,415	-1%
<i>of which:</i>			
Inventories	1,679	1,914	14%
Trade receivables	2,970	3,227	9%
Restricted cash	694	73	-89%
Marketable securities, cash, and cash equivalents	761	755	-1%
Equity and liabilities			
Total equity	5,202	5,939	14%
Non-current liabilities	665	657	-1%
Current liabilities	6,800	5,955	-12%
<i>of which:</i>			
Trade payables	659	673	2%
Key ratios			
Equity ratio	41%	47%	
Invested capital	8,809	9,412	7%
Return on average invested capital before tax (ROIC) ¹⁾	54%	59%	
Return on average invested capital after tax (ROIC) ¹⁾	42%	45%	
Net asset value per share, DKK	25	28	12%

1) This item is before Special items. After Special items, ROIC before tax is 61% (2017/18: 58%), and ROIC after tax is 47% (2017/18: 45%)

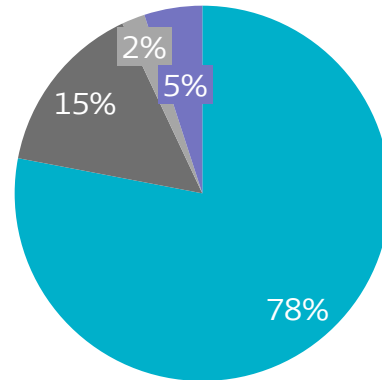
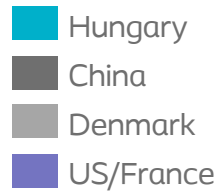
Cash flow

DKKm	9M 2017/18	9M 2018/19	Change
EBIT	3,676	4,077	11%
Depreciation and amortisation	469	486	4%
Change in working capital	-495	-608	23%
Net interest payments	33	-101	nm
Paid tax	-835	-1,104	32%
Other	-61	-163	167%
Cash flow from operations	2,787	2,587	-7%
Investments in intangibles	-30	-57	90%
CAPEX ¹⁾	-480	-315	-34%
Acquisitions	-293	-	nm
Securities	4	-	nm
Cash flow from investments	-799	-372	-53%
Free cash flow	1,988	2,215	-39%
Dividends	-3,288	-3,398	3%
Net acquisition of treasury shares and exercise of share options	-187	-252	nm
Drawdown on credit facilities	1,617	1,578	-2%
Net cash flow for the year	130	143	10%

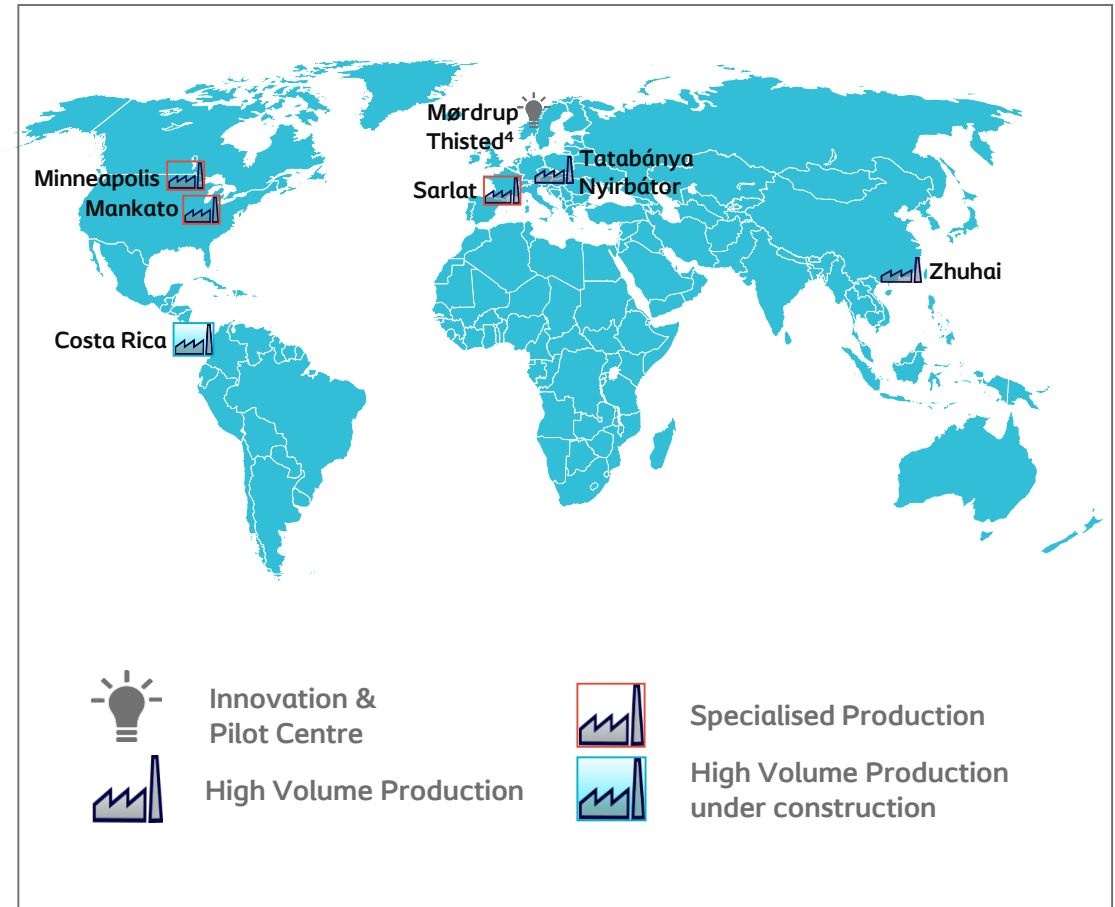
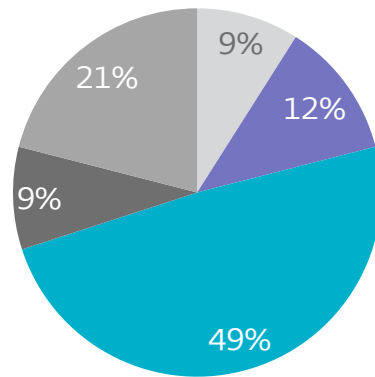
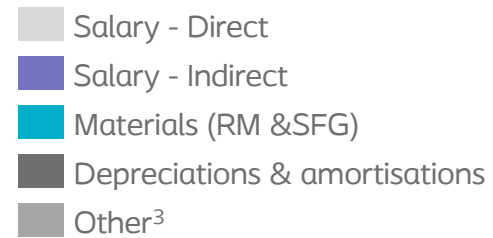
1) Net CAPEX including divestment of PPE

Manufacturing setup

Production by country (Volume)¹



COGS by cost type²



1) Produced quantity of finished goods
 2) FY 2017/18 Cost of goods sold, DKK 5,383m
 3) Transport, utility, IT, repair & maintenance costs, etc.

4) Thisted was closed in June 2019

Production sites

Hungary

Tatabánya



- Ostomy care products
- Adhesives
- Continence care products
- Interventional Urology products
- Number of employees in production: ~1,800

Tatabánya PDC



- Postponement & packaging
- Cross docking
- Warehousing
- Distribution & shipping
- Number of employees: ~450

Nyírbátor



- Continence care products
- Wound care products
- Consumer products
- Number of employees in production: ~2,400

China

Zhuhai



- Continence care products
- Ostomy care products
- Machine building
- Number of employees in production: ~1,000

Costa Rica

Cartago



- Land purchased in 2018
- Production initiated in rented facilities in 2019
- Initial scope is for Ostomy Care products
- Global high volume facility to be operational in 2020

Production sites

Denmark

Mørdrup



- Pilot development work Ostomy care, Continence care and Wound care
- Adhesives production
- Number of employees in production: ~225

France

Sarlat



- Disposable surgical urology products
- Number of employees in production: ~175

US

Minneapolis



- Interventional Urology products
- Number of employees in production: ~100

Mankato



- Skin care products
- Ostomy care supporting products
- Number of employees in production: ~100

Contact Investor Relations

Holte Dam 1
DK-3050 Humlebæk
Denmark



Ellen Bjurgert

Vice President, Investor Relations

Tel. direct: +45 4911 3376

Office: +45 4911 1800

Fax: +45 4911 1555

dkebj@coloplast.com



Rasmus Sørensen

Senior Manager, Investor Relations

Tel. direct: +45 4911 1786

Office: +45 4911 1800

Fax: +45 4911 1555

dkraso@coloplast.com



Anne-Sofie Søegaard

IR Coordinator

Tel. direct: +45 4911 1924

Office: +45 4911 1800

Fax: +45 4911 1555

dkasso@coloplast.com



Sine Flinck

Student Assistant

Tel. direct: +45 4911 1934

Office: +45 4911 1800

Fax: +45 4911 1555

dksfi@coloplast.com

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