



INVESTOR AB CAPITAL MARKETS DAY NOVEMBER 13, 2020

WHO WE ARE

LABORIE is a leader in medical technology and service for providers in Urology, Gastroenterology, Gynecology, Obstetrics and Neonatology. We offer a comprehensive suite of products and services that enable better clinical outcomes and improve the quality of patient lives.

Our *Mission* is to improve lives as the leading diagnostic and therapeutic medical technology Company.

- ❖ Boston, MA based HQ with 3 Global Business Units
- ❖ More than 850 employees globally
- ❖ PF Revenue of \$275 Million USD (2019)
- ❖ PF EBITA margin of 29% (exiting 2019)
- ❖ Direct presence in 11 countries
- ❖ Products sold in >110 countries
- ❖ More than 10,500 customers worldwide
- ❖ 200+ Direct Salespeople
- ❖ 100+ Global Distributors

LABORIE *Values* = Quality, Perseverance, Accountability, & Teamwork

WINNING MINDSHARE IN THE MARKETPLACE



Urology

Leading the Market in Diagnostic and Therapeutics



- Pioneers in Urodynamics for 35+ years in over 105 countries; Over 4 million patient procedures with T-DOC® Catheters
- Innovative Sterile Cystoscopy with 0% cross contamination
- Global Leader in clinically proven¹ Percutaneous Tibial Nerve Stimulation (PTNS) with 15+ years of patient satisfaction

¹ Peters KM, Carrico DJ, Perez-Mansero RA, Khan AJ, Wooldrige LS, Davis GL, MacDiarmid SA. Randomized trial of percutaneous tibial nerve stimulation versus Sham efficacy in the treatment of overactive bladder syndrome: results from the SUNT trial. Journal of Urology. 2010 Apr; 183(4):1438-43.

Gastroenterology

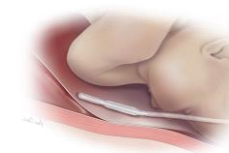
Next Generation Diagnostic Solutions for the Whole GI Tract



- Continuous innovation with new systems that make measurements easier and more advanced
- Automated intuitive software including the latest classifications and protocols
- Unique combination of solid state, water-perfused and air-charged catheters; over 150,000 sold worldwide
- High-resolution Manometry and Impedance-pH recording

Clinical Innovations

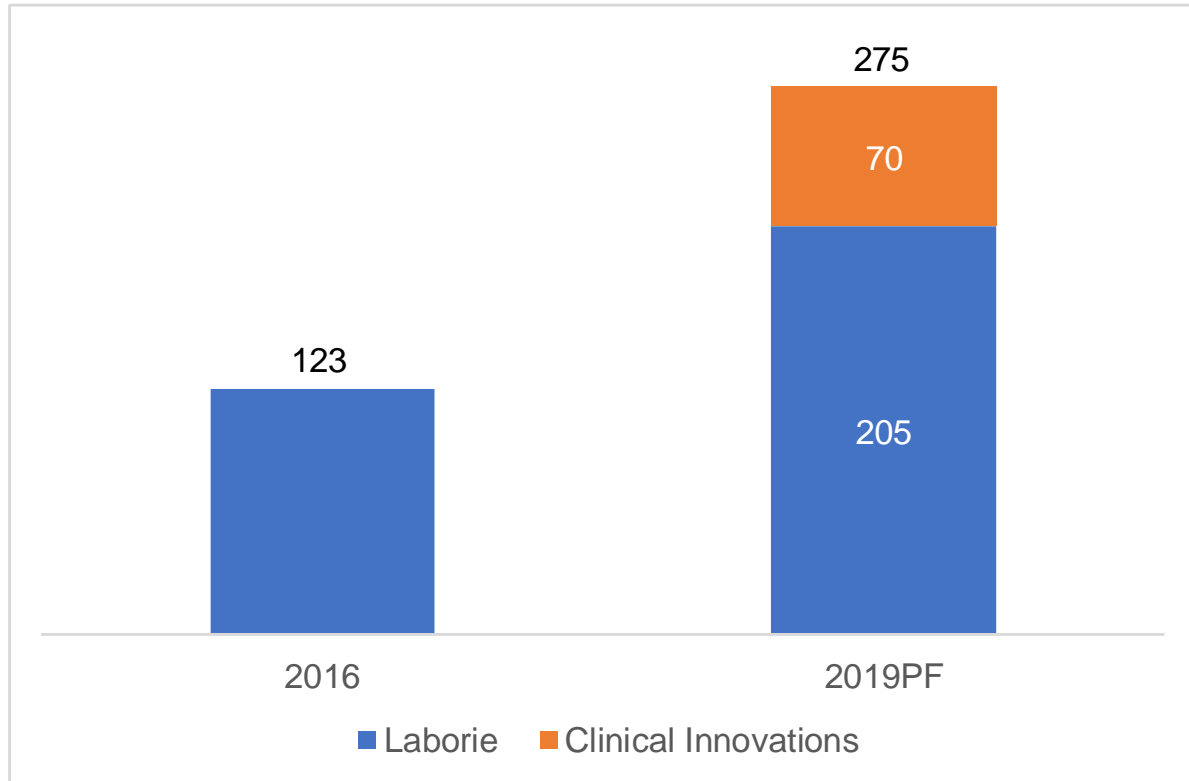
Leading provider of clinician preferred L&D and NICU products



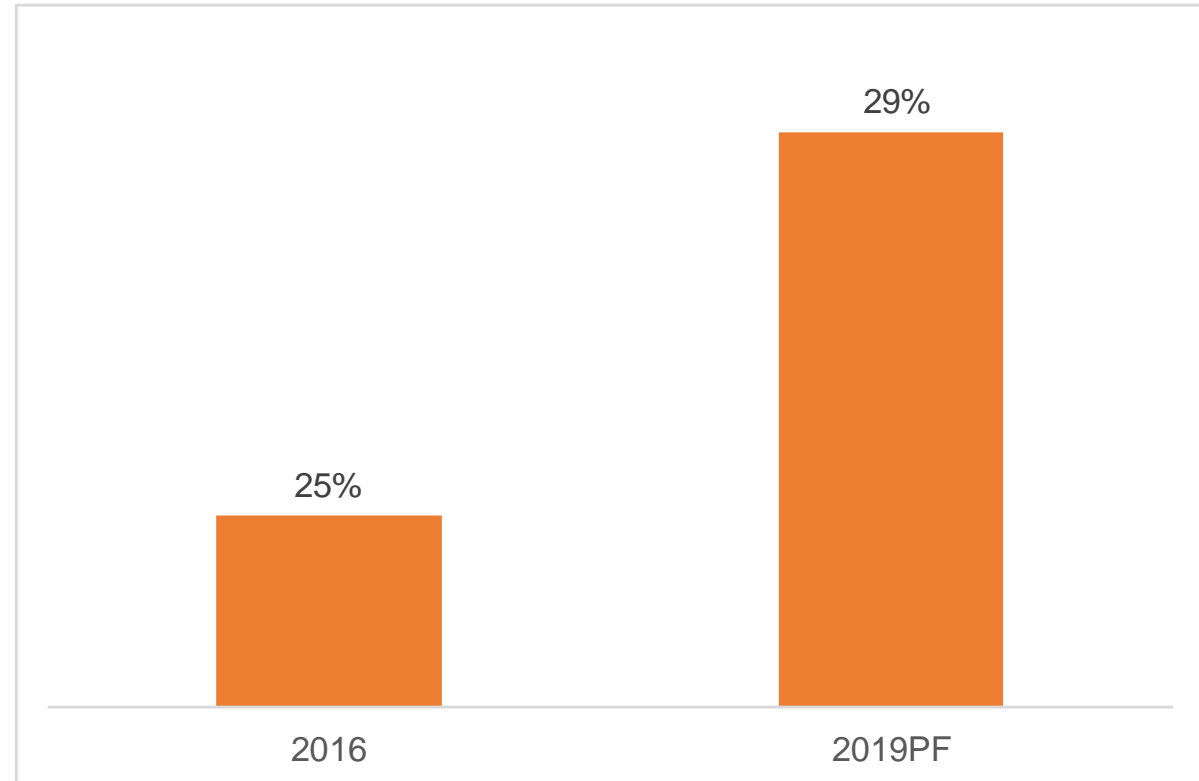
- Specialty sales force focused exclusively on Labor & Delivery and the Neonatal Intensive Care Unit
- Global expansion opportunity and demonstrated ability to drive market adoption through clinical training education
- Market-leading brands with the Koala® Intrauterine Pressure Catheter and Kiwi® Vacuum-Assisted Delivery System

A broad portfolio of market-leading, innovative diagnostic and therapeutic products and services.

STRONG FINANCIAL DEVELOPMENT



\$M Revenue
 2019 PF = Pro forma for Clinical Innovations acquisition



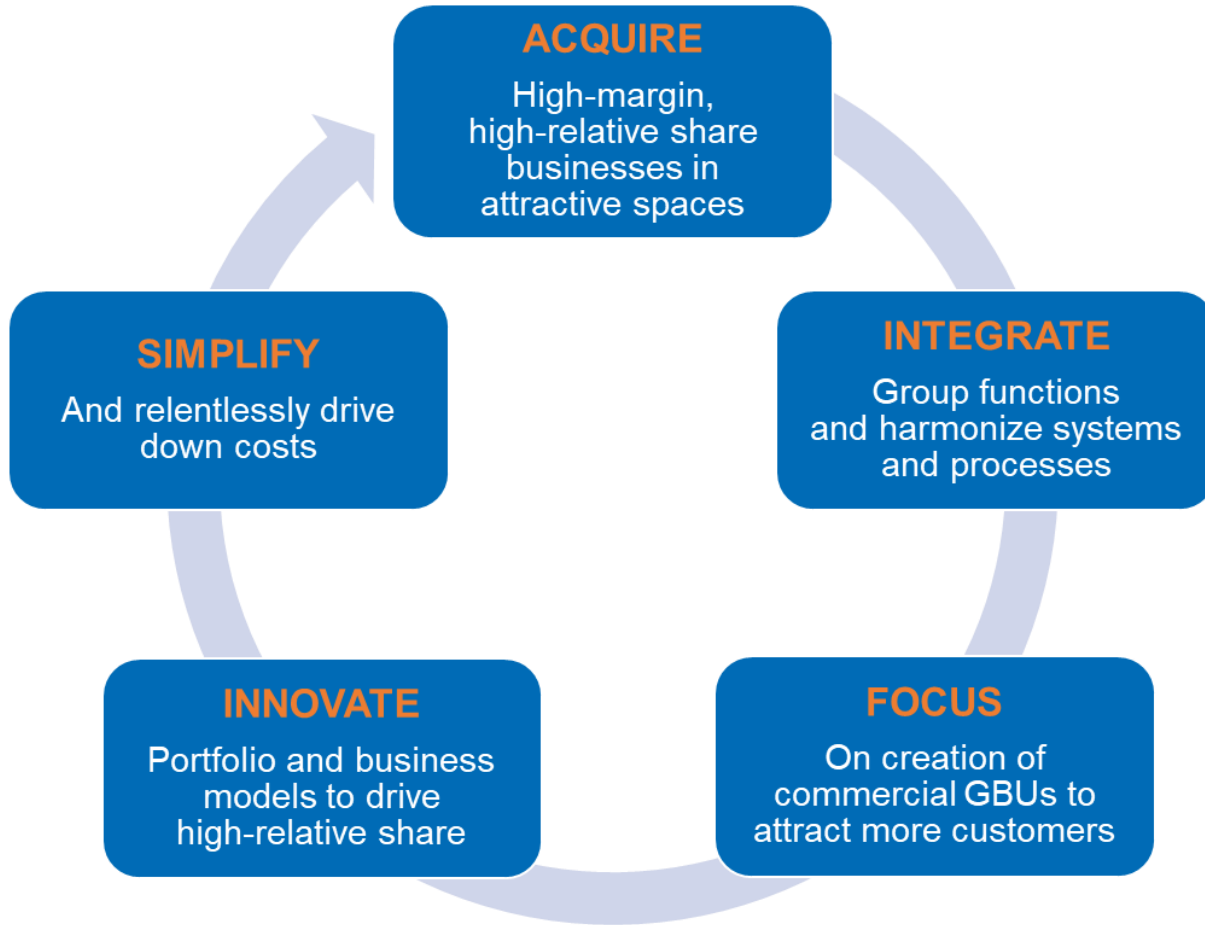
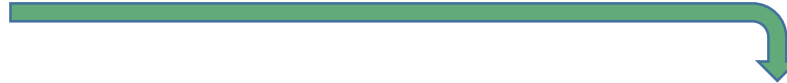
% Adj EBITA Margin
 2019 PF = Pro forma for Clinical Innovations acquisition

YTD 2020 Commentary

- Organic growth and operating margin sharply lower in Legacy Laborie business due to significant drop in elective procedures
- Slight growth and improved operating margin in maternal and child care business due more limited impact from decline in non-elective procedures

OUR STRATEGIC IMPERATIVES

FUEL OUR ANNUAL OPERATING PLANS



GROWTH Grow, Innovate, Diversify	
<ul style="list-style-type: none"> U.S. Urology Go-To-Market International Expansion (Outside U.S.) 	<ul style="list-style-type: none"> Growth through Adjacencies Digital Marketing
PERFORMANCE Process and Execution	
<ul style="list-style-type: none"> Global Operations Information Systems & Technology 	<ul style="list-style-type: none"> Clinical Evidence & Education New Product Development
CULTURE Employee Experience	
<ul style="list-style-type: none"> Talent Development Employee Communications 	<ul style="list-style-type: none"> Rewards and Recognition Processes, Policies and Regulations
FINANCIAL TARGETS Outcomes	
<ul style="list-style-type: none"> Profit & Loss Statement Balance Sheet 	<ul style="list-style-type: none"> Cash Flow Enterprise Value/Share Price

POSITIONED FOR LONG-TERM PROFITABLE GROWTH



LABORIE: A global branded medical technology company that customers trust to provide innovative, market-leading solutions that enable better outcomes, better value and improve the lives of the patients we ultimately serve.



A broad portfolio of innovative diagnostic and therapeutic products and services

