Capital Markets Update
2026

investor

Laborie

Chris Smith
CEO


Laborie
FOR DIGNITY. FOR LIFE.

Our Identity

Our Mission

We elevate the standard of care, preserve patient dignity, and save lives.

Our Vision

Together, we strive to transform the patient journey by providing innovative solutions that empower clinicians across urology, gastroenterology, and maternal and child health.

Our Values

GROW with Passion
Aspire to **G**reatness | **R**espect all | **O**wn it | **W**ork together | Persist with Passion and Quality



Laborie by the Numbers

More than **10,500** Customers Worldwide

Q3 2026 LTM Revenue **~$585M**

Q3 2026 LTM Reported EBITDA **~$167M**

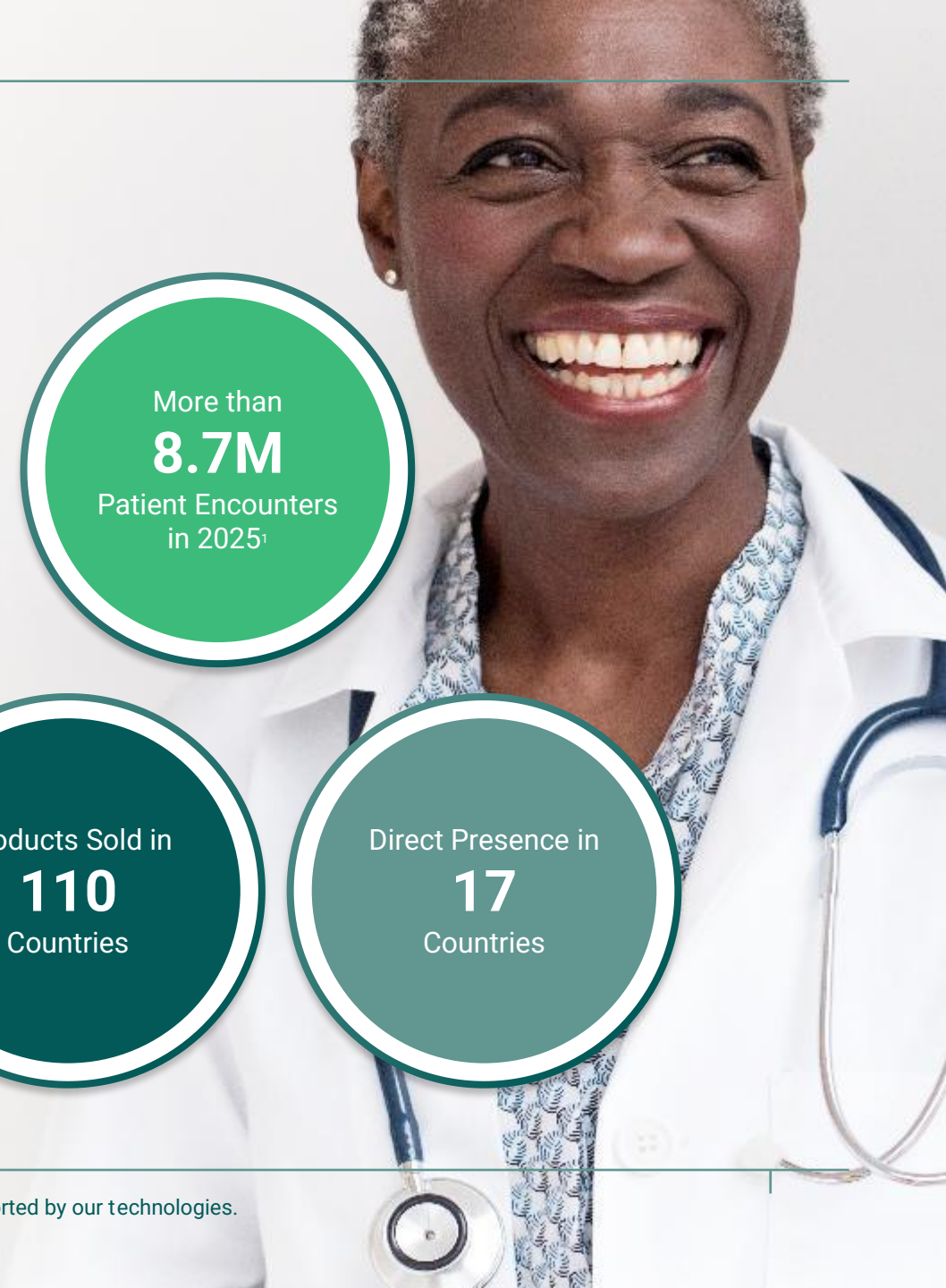
More than **8.7M** Patient Encounters in 2025[1]

9 Manufacturing & Distribution Centers

~1,200 Employees Globally

Products Sold in **110** Countries

Direct Presence in **17** Countries



1. Figure is based on product sales and represents an estimate of the number of patient care opportunities supported by our technologies.

Deeply Experienced Leadership Team



Chris Smith
President & CEO

35+ years executive leadership experience in healthcare and medical technology

Former CEO of NeoGenomics Laboratories, Ortho Clinical Diagnostics, and Cochlear Limited



Bill Benger
Chief Financial Officer

20+ years guiding companies through growth, transformation, and operational challenges

Former EVP and CFO, Drive DeVilbiss Healthcare



Jen Bolt
Chief Operating Officer

30+ years leading operations, supply chain, and engineering teams

Former EVP of Global Operations & ESG, Integer Holdings Corporation



Irma Lockridge
Chief People Officer

Global HR executive with experience leading people strategy and organizational effectiveness

Former Chief People and Systems Officer at CoorsTek



George Stacey
Chief Legal Officer

Leads global legal strategy, compliance, governance, and risk management activities

Former senior legal leader at Smith & Nephew



Rob Hanson
EVP & GM – UR

20+ years with C.R. Bard in multiple leadership roles, including global leader of urology business

Leads Laborie's Urology global business unit



Nikki Bruce
VP & GM – MCH

20+ years of experience in women's health

Leads Laborie's global obstetrics strategy and growth in women's and neonatal health



Rhett Klein
VP – GI

20+ years in healthcare sales, marketing and R&D.

Leads commercial for the GI business unit and formerly held various leadership roles at Medtronic..

Our History: Milestones & Momentum



2016

Patricia Industries / Investor AB acquires Laborie

2018

Laborie acquires Cogentix Medical and catheter assets from Welling

2019

Laborie acquires Ardmore and introduces UNITY™ and NXT™

2020

Laborie acquires Clinical Innovations

2021

Laborie launches new brand & acquires Eclipse™

2022

Laborie acquires GI Supply and Optilume® urethral strictures license

2023

Laborie launches alpHaONE, acquires Urotronic & MEQnordic & LifeBubble™ and invests in Bright Uro

2024

Laborie introduces Solar Compact System & Catheter, and invests in Novocuff, iO Urology & Vensica

2026

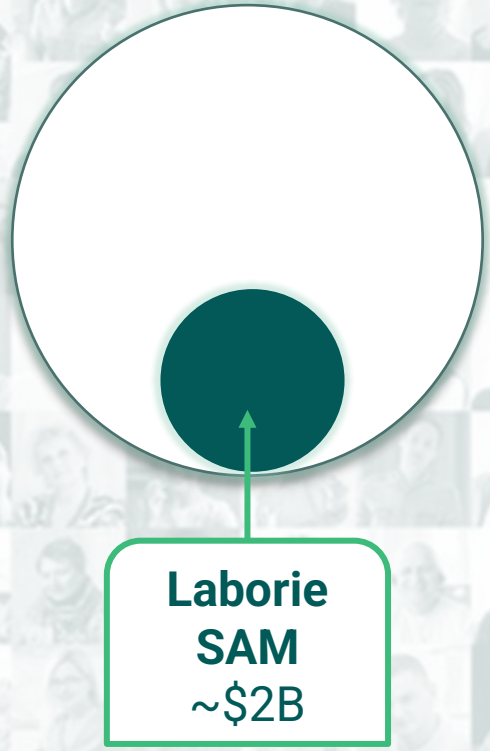
Laborie acquires JADA® System and Pelvic Health Partners

We Compete in Large and Growing Markets

GASTROENTEROLOGY

~$17B

CAGR: ~5%



UROLOGY

~$18B

CAGR: ~3%



MATERNAL & CHILD HEALTH

~$19B

CAGR: ~5%



Total Available Device Market, including markets Laborie does not play

Laborie SAM = Serviceable Addressable Market: Devices market where Laborie currently plays

Sources: UN, WHO, World Bank, top-sited clinical literature and empirical reviews, proprietary databases (e.g. AcuityMD for USA market), country-level official diagnosis and procedure databases, Markets and Markets (2025), Grand View Research (2025), Future Market Report, iData (2023), LEK report (2022), Fortune Business Insights (2025), Health Advances Report (2022 & 2025), SparkMed (2024), Laborie internal analysis

Three Business Units Focused on Customer and Patient

Urology and Interventional Urology

Diagnostic and therapeutic products enabling complete care pathway to seamlessly guide patients to better urological health



Maternal and Child Health

Focused exclusively on Labor & Delivery and Neonatal Intensive Care medical devices



Gastroenterology

Advancing Gastrointestinal Health through Diagnostic and Therapeutic Solutions



Comprehensive Diagnostics & Highly Effective Therapies for Urology

UROLOGY

~$18B
2026 EST. MARKET

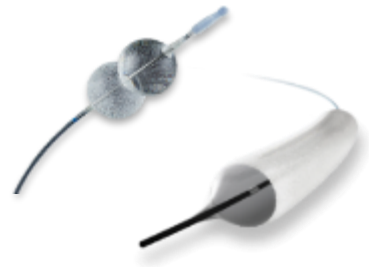
~3%
MARKET CAGR

	MARKET TRENDS	LABORIE'S POSITION
36%+	**Rising LUTS Prevalence**[1] Rising prevalence of Male (BPH) & Female (OAB) moderate-to-severe LUTS, driven by aging populations	Comprehensive portfolio spanning diagnostics and treatment
2.5M+	**Men Received BPH Procedures Globally**[2] Only 2% patients receive MIST/invasive procedures treatment every year	Optilume® BPH provides strong clinical outcomes with differentiated efficacy and safety
$82B+	**OAB/UUI Societal Economic Burden in U.S.**[3] Increasing need for efficient diagnosis and management of urinary disorders	Innovative diagnostics portfolio including urodynamics, flexible cystoscopy, bladder scanning and diagnostic services

Urology Diagnostics



Interventional Urology



CLINICIANS/CUSTOMERS: Urologists, Urogynecologist, & Advanced Practitioners Specializing in Incontinence disorders; Hospitals, Ambulatory Surgery Centers, and Outpatient Clinics

TAKEAWAY As demand for comprehensive diagnosis, minimally invasive therapies and continence care expands, Laborie is well positioned across the full urology continuum of care.

Sources: 1. Huang J, et al. Prostate Cancer Prostatic Dis. 2023;26(2):421–428. 2. Chen et al., 2025 BPH GBD Study, Clarivate Procedure Data (2026) & internal estimation. 3. Coyne KS, et al. J Manag Care Pharm. 2014;20(2):130–140.
Market estimation: Laborie internal analysis based on epidemiology, claims, and market research data (2026).

Trusted name in Labor & Deliver now advancing care in Neonatal Care

MATERNAL & CHILD HEALTH

~$19B
2026 EST. MARKET

~5%
MARKET CAGR

	MARKET TRENDS	LABORIE'S POSITION
14M+	**PPH Cases[1]** PPH is a leading cause of maternal deaths, and globally 1 in 10 women experiences PPH*	JADA® delivers rapid, innovative postpartum hemorrhage control, (median within 3 minutes of use)
20%+	**Cesarean Deliveries[2]** The rate is estimated to rise to 29% by 2030, steadily expanding market for surgical and recovery solutions.	Market-leading Labor & Delivery portfolio including ROM Plus®, Kiwi®, Koala® and traxi®
38%+	**At Least One Risk Factor[3]** Over 38% of U.S. births carry at least one maternal risk factor, fueling a fast-growing at-risk market.	NICU portfolio including LifeBubble®, Sweet-Ums® and babyLance® supports neonatal care across the continuum

Labor & Delivery

NICU



CLINICIANS/CUSTOMERS: Hospitals labor & delivery units, NICUs, and birthing centers. OB/GYNs, maternal-fetal medicine specialists, L&D and NICU nurses

TAKEAWAY: Laborie's differentiated portfolio positions the company across the full continuum from pregnancy through newborn care.

Sources: 1. Demissie DB, et al. Front Reprod Health. 2025.. 2. WHO, 2021 (Betrán AP, et al., BMJ Glob Health). 3. CDC Wonder Natality Information 2016-2026 (2025-2026 is provisional, released in October 2026)
Market estimation: Laborie internal analysis based on epidemiology, claims, and market research data (2026).

Laborie GI is positioned where procedure demand is growing

GASTROENTEROLOGY

~$17B
2026 EST. MARKET

~5%
MARKET CAGR

	MARKET TRENDS	LABORIE'S POSITION
20%+	**High GERD prevalence**[1] ~1 in 5 Americans has GERD	**Comprehensive reflux diagnostics** alpHaONE, pH impedance, and manometry
1 in 4	**Screening drives polyp resection**[2] ~25% of screening colonoscopies identify a polyp	**Lesion marking and lifting** Spot Ex and EverLift support endoscopic resection
50%+	**Ascites is common in cirrhosis**[3] **patients from developed countries** ~50% of patients develop ascites within 10 years	**Ascites management** Renova's closed, pump-driven drainage system enhances use and patient outcomes*



CUSTOMERS Hospital, Hospital Outpatient, Ambulatory Surgery Centers, and Clinics
CLINICIANS Gastroenterologists, Motility specialists, and Surgeons

TAKEAWAY As care shifts toward earlier diagnosis and less invasive treatment, Laborie is positioned in both high-growth diagnostics and therapeutics

Sources: 1. National Institute of Diabetes and Digestive and Kidney Diseases (NIDDK). Definition & Facts for GER & GERD. 2. Doyle JB, Krigel A, Lebwohl B. Dig Dis Sci. 2022;67(7):3239-3243. 3.University of Washington, Hepatitis C Online. Diagnosis and Management of Ascites. | Market estimation: Laborie internal analysis based on epidemiology, claims, and market research data (2026).

Three Strategic Priorities Drive Profitable Growth

Product Innovation

- Robust innovation pipeline with ~15 planned launches in next 4 years
- Continued focus on higher-value therapeutics and extensions
- Applying AI to enhance innovation and operations
- M&A as an accelerator to complement organic innovation

Commercial Excellence

- Capitalizing on market opportunities through U.S. expansion
- Strengthening global reach with continued expansion and go-direct initiatives in key markets
- Modernizing commercial capabilities through digitalization

Operational Efficiency

- Optimizing manufacturing and distribution for margin expansion
- Scaling automation and lean practices across the enterprise
- Maintaining discipline on costs while delivering on annual operational savings

Investing in Innovation: Multiple New Product Launches



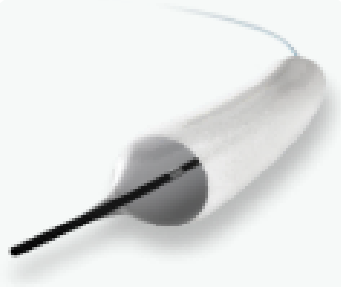
Next-Gen **JADA**
PPH Management

- Improved clinical performance
- More efficient manufacturing processes
- Expansion into OUS markets



PrimeSight UltraView™
Next-Gen Cystoscopy Platform

- High-definition imaging
- Enhanced interoperability with electronic medical records and image storage
- Infection control, economic and workflow benefits



Optilume Ureteral Strictures
Indication Expansion

- New product leveraging the Optilume DCB technology
- Targets significant unmet clinical need for ureteral strictures
- Potential to redefine the standard of care



Next-Gen Urodynamics
Global Platform Hardware & Software

- Next-generation global software platform
- Enables foundational functionality for AI-enabled urodynamics
- Improved user interface and workflow

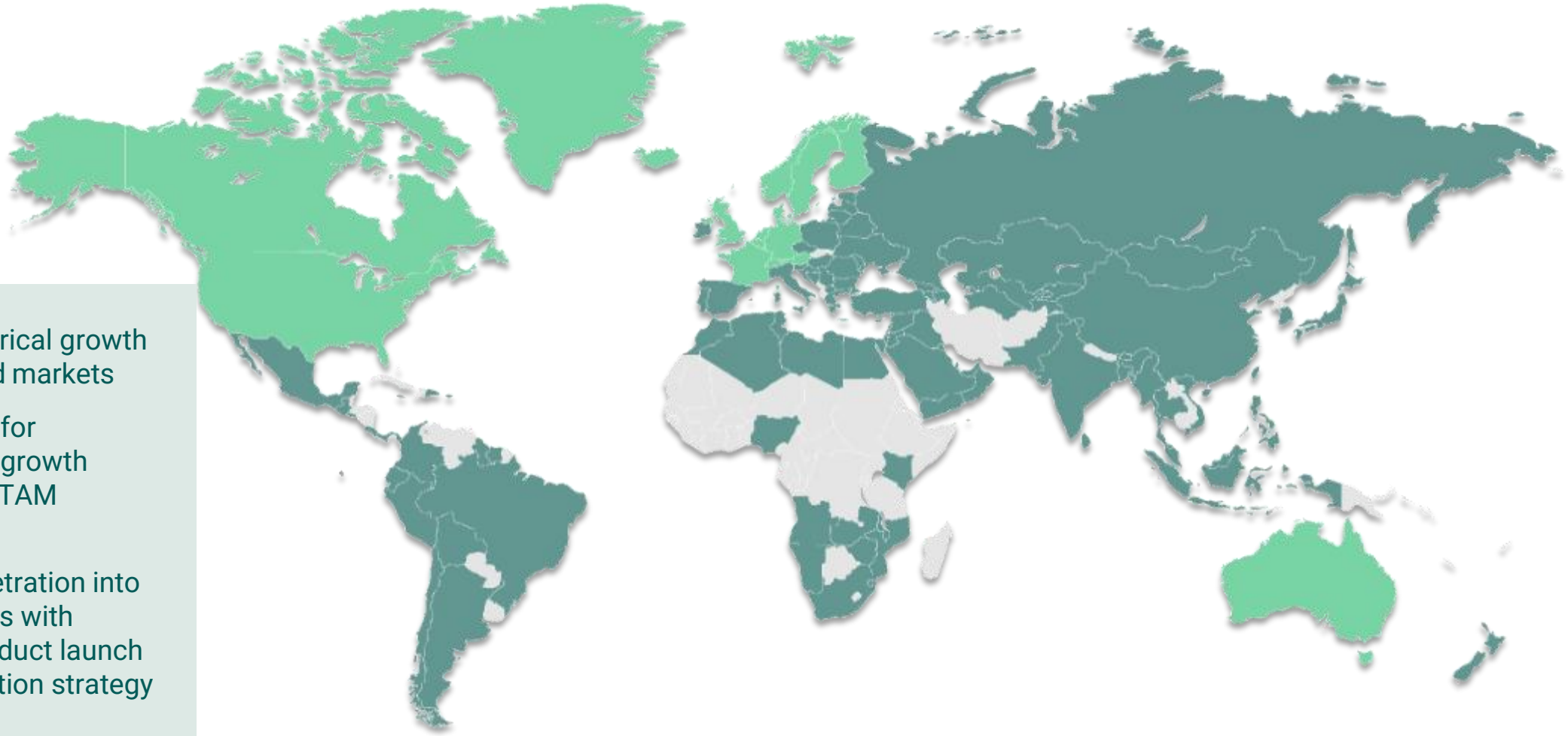
Diverse Range of Targets Across High-Growth, High-Fit Markets

Laborie Provides Strong Foundation for M&A

- ✓ Established global commercialization and manufacturing infrastructure
- ✓ Diversified and adjacent diagnostic & therapeutic portfolio
- ✓ Proven, repeatable "buy-and-build" execution track record
- ✓ Strong, scaled sales force with deep physician relationships



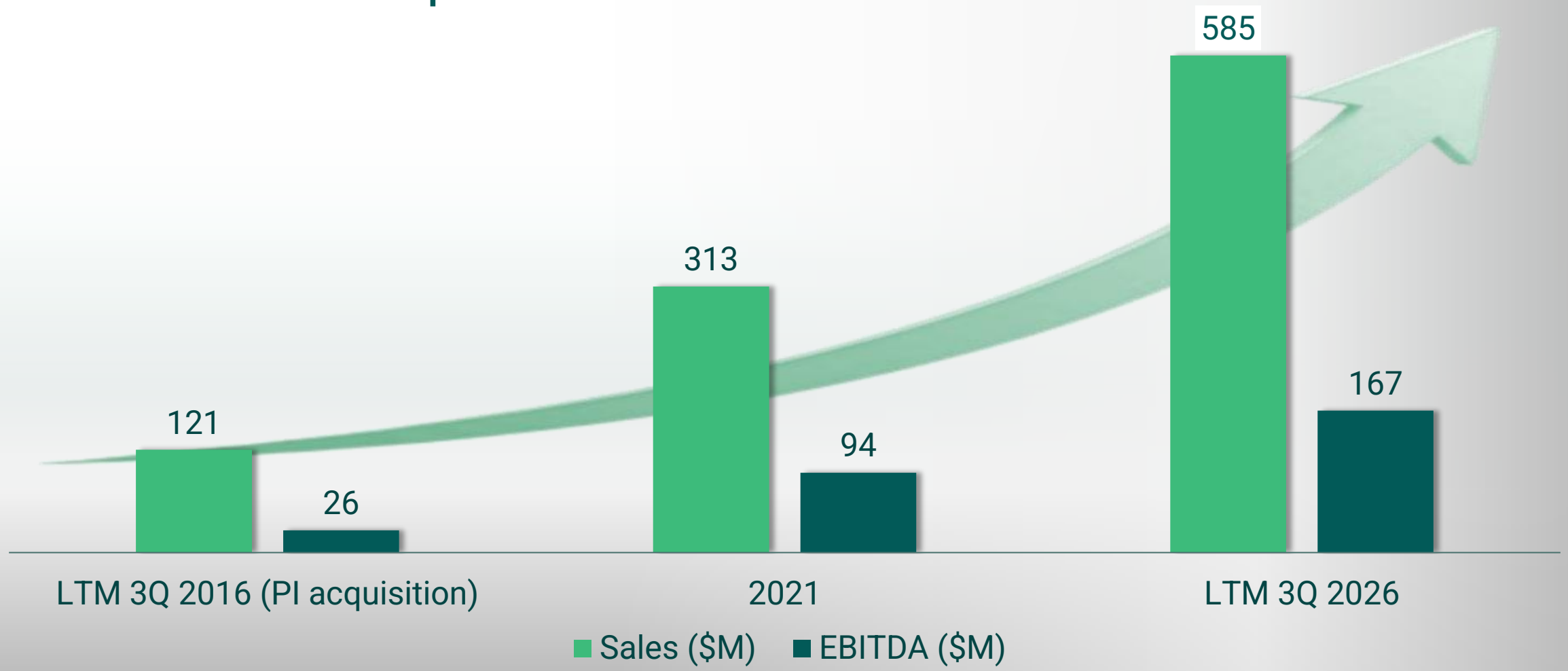
Our global footprint – growing in all regions



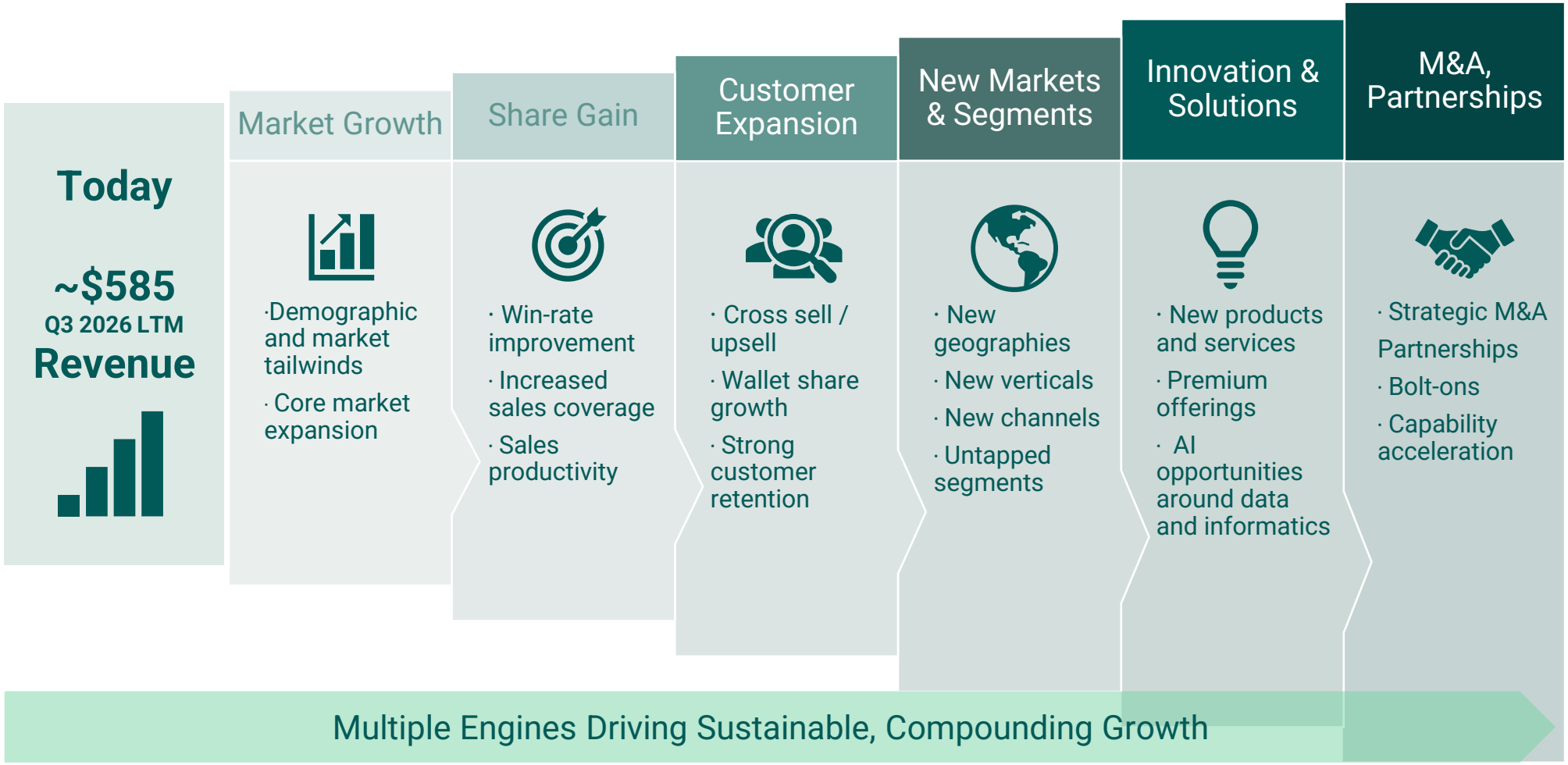
- ✓ Strong historical growth in developed markets
- ✓ Opportunity for accelerated growth in EMEA, LATAM and APAC
- ✓ Deeper penetration into key countries with focused product launch and registration strategy

Direct Sales Force Indirect Sales Force

Strong Track Record of Profitable Growth since Acquisition



Multifaceted Strategy Drives Sustainable Growth



Summary

- Compete in **3 large and growing markets**
- **Strong margin and cash flow profile** enables sustainable organic and non-organic growth
- Building **commercial optimization** and **product Innovation** will be key to accelerated growth
- Leading with **people and culture** with focus on continuous improvement to better service customers and patients



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