Laborie

FOR DIGNITY. FOR LIFE.

Laborie Capital Markets Presentation

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President & CEO
Laborie Medical Technologies

Agenda

- Business Overview
- Industry and Market Dynamics
- Strategic Imperatives
- Outlook
- Q&A



Business Overview

Vision, Mission & Values

Our **Vision** is to be **One** Laborie in the way we manage our business today and grow our business tomorrow.

Our **Mission** every day is to operate as a world-class specialist medical company making and advancing technologies that preserve and restore human dignity.

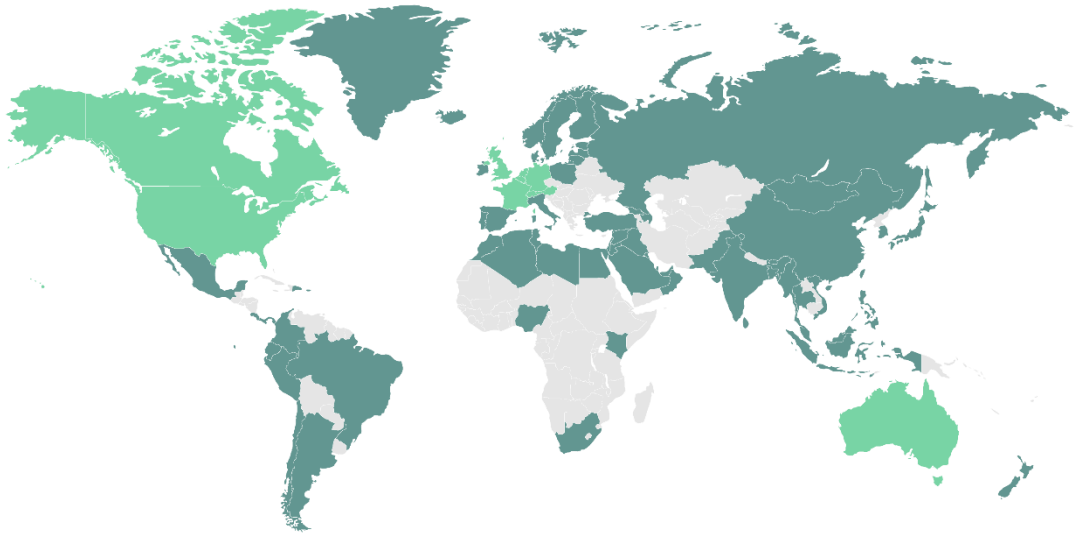
Our **Values**:

- Aspire to Greatness
- Respect all
- Own it
- Work together
- Persist with Passion



Laborie by the Numbers

- 1 Company with 4 Global Business Units
- Approximately 1000 Employees Globally
- Annualized Revenue approaching $400M
- More than 10,500 Customers Worldwide
- Products Sold in 110 Countries
- Direct Entities in 11 Countries
- 8 Manufacturing & Distribution Centers



Direct Sales Force: 300+

Global Distributors: 100+

Global Business Units

UR UROLOGY & UROGYNECOLOGY

Lower Urinary Tract Symptoms



IU INTERVENTIONAL UROLOGY

Optilume Stricture and BPH



GI GASTROENTEROLOGY

Upper & Lower Gastrointestinal Disease



OB OBSTETRICS, GYNECOLOGY & NEONATAL

Labor & Delivery, NICU & GYN



Urology

Market leading diagnostic and therapeutic devices to complete the care pathway and help guide patients to better urological health









Pioneers in the market for over 50 years in more than 105 countries

Expansive product range to support patients throughout the Urology care pathway

Over 5 million urodynamic procedures performed with our catheters

Interventional Urology

IU

Products focused on the treatment of Anterior Urethral Stricture and the treatment of Benign Prostate Hyperplasia (BPH).



OPTILUME DRUG-COATED UROLOGY BALLOON



OPTILUME® BPH DRUG-COATED UROLOGY BALLOON

Gastroenterology

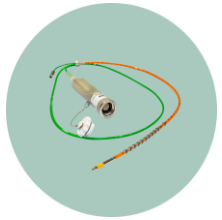
Next Generation Diagnostic and Interventional Solutions for the Entire GI Tract

Diagnostic

Solar™ GI
High-Resolution Manometry



Solid-state Catheters
for HRM, HRIM and HRAM



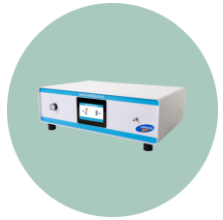
Ohmega™
for the Diagnosis of GERD



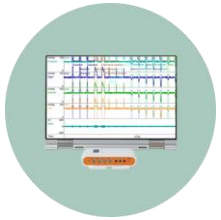
alpHaONE
Wireless pH Capsule Reflux Monitoring System



Gastrogenius™
Breath Monitor



Solar™ Go Air
Portable ARM System



Interventional

RenovaRP®
Paracentesis Management System



Spot® Ex & Spot®
Endoscopic Tattoo



EverLift®
Submucosal Lifting Agent

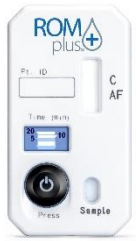


EndoTNeedle
Endoscopic Injection Needle



Obstetrics, Gynecology & Neonatal

Focused on Labor & Delivery and Neonatal Intensive Care to provide for healthy moms and babies















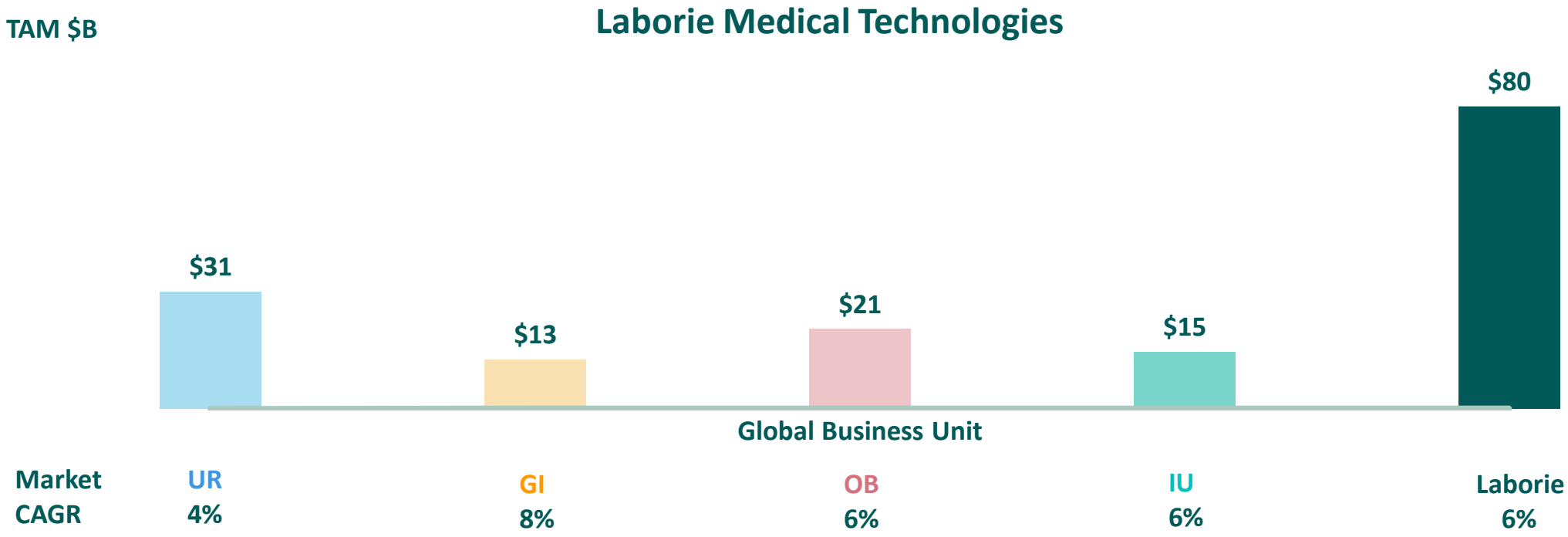
Helping mothers and babies in more than 80 countries worldwide

Market leaders with flagship products like the Koala® Intrauterine Pressure Catheter and Kiwi® Vacuum-Assisted Delivery System

35,000+ devices used per day around the world

Industry and Market Dynamics

Market Dynamics by Global Business Unit



TAKEAWAY POINTS

- 4 Global Business Units Focused on Unique Customers
- Global Leadership Positions with Disruptive Innovation in Each Market
- Attractive Markets and Growth Rates - $80B Total Addressable Market with 6% CAGR

Interventional Urology Market & Competitive Landscape





	STRICTURE	BPH
IU Market	$2.1B, 6.0% CAGR[1]	$12.9B, 5.7% CAGR[1]
Sites of Care	Clinic, ASC/HOPD, Hospital	Clinic, ASC/HOPD, Hospital
Laborie Portfolio	Optilume: Stricture	Optilume: BPH
Top Competitors	DVIU, Boston Scientific, Cook, Reconstructive Surgery	Boston Scientific, Cook, Teleflex, Bard, Olympus

[1] https://www.biospace.com/article/benign-prostatic-hyperplasia-treatment-market-size-to-gain-usd-12-9-bn-by-2030/

Strategic Imperatives

Long-Term Imperatives within Laborie's Strategic Framework



Customer Room

Continuously Improve the customer experience to deliver revenue and market share growth



Engine Room

Support Supply Chain, Manufacturing, and Logistics to competitively deliver highest service at the lowest cost with zero defects



Future Room

Address evolving technologies and techniques to deliver new products and services that delight customers



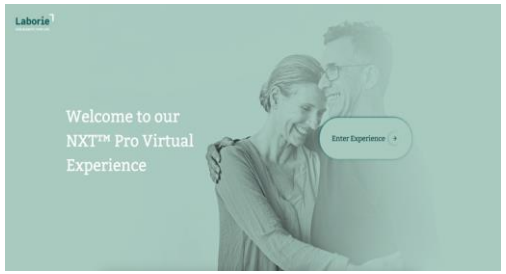
People Room

Support Laborie's Sweet Spot by attracting, developing, and retaining our Talent in an evolving market

AI and VR to Elevate Customer Experience

Virtual platforms allow for training anytime and anywhere. Providing preliminary training virtually can save costs and ensure a basic understanding of systems and technology prior to a site visit/training session.

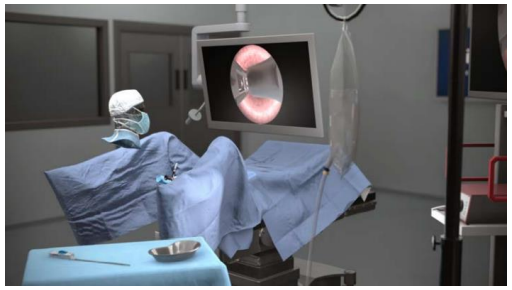
UDS 3D Simulation / Training will showcase Laborie's NXT System as the leading UDS system on the market, supporting virtual system and software training from basic to more advanced levels.



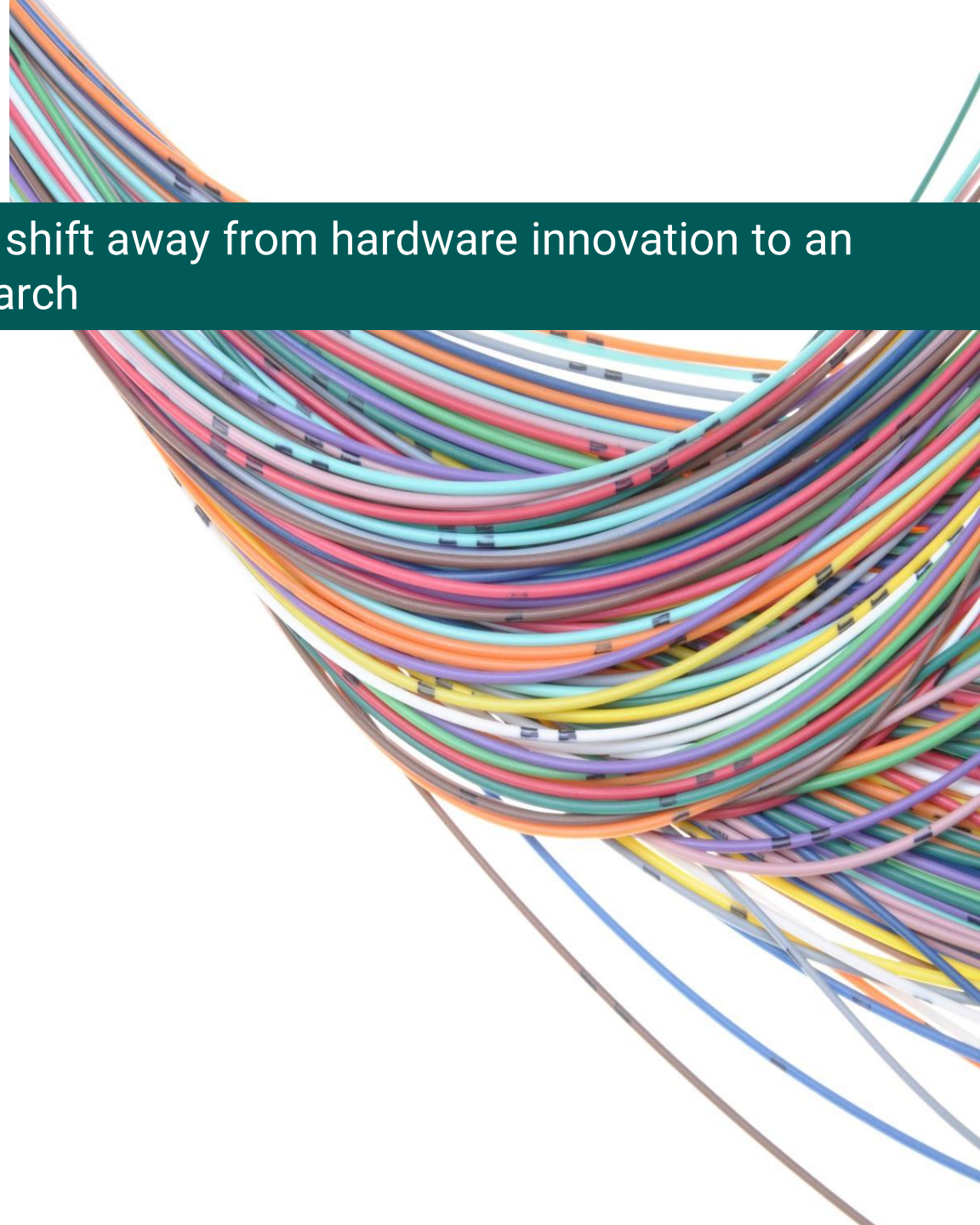





The Optilume BPH Virtual Reality provides a virtual training experience for HCPs to practice the Optilume BPH procedure.


Research & Development



Across the portfolio, Laborie's strategy sees a continuing shift away from hardware innovation to an increasing focus on software, catheters, and clinical research

- Focus on **extending traditional application software features beyond legacy** system offerings, improving reliability, and reducing the cost of the hardware
- Software will break new ground in **machine learning/AI** for procedural automation**,** quality improvements, and service/technical support
- **Catheter innovation** will focus on core technology
- The commercial strategy and AI programs require a sustained demand for **clinical research**
- Investment in the integration of **sustainability technology** in design, materials, and packaging

Sustainability Metrics & Targets

- Anti-Bribery & Corruption: Achieve 100% Code of Conduct training
- Employee Health & Safety: Maintain a 1.0 or less incident rate across Laborie sites
- Diversity & Inclusion: Improve underrepresented gender in senior roles to reach 40-60%
- Climate: Achieve 50% reduction in Scope 1, 2 and 3 CO_2 emissions by 2030



Outlook

Growth through Acquisitions

Laborie's strategy is to grow organically and through strategic acquisitions that support our mission of preserving and restoring human dignity.

- Over the last seven years, Laborie has acquired several companies and technologies that further this mission.
- We plan to continue fueling our growth organically, and with acquisitions that expand our footprint in key markets.



2016 — Patricia Industries / Investor AB acquires Laborie

PATRICIA INDUSTRIES
a part of Investor AB

2018 — Laborie acquires Cogentix Medical and catheter assets from Welling

Cogentix Medical

2019 — Laborie acquires Ardmore and introduces UNITY™ and NXT™



2020 — Laborie acquires Clinical Innovations

CLINICAL INNOVATIONS
forMOM. forBABY. forLIFE.™

2021 — Laborie launches new brand & acquires Eclipse™

Laborie
FOR DIGNITY. FOR LIFE.



2022 — Laborie acquires GI Supply. Optilume® license acquisition



2023 — Laborie acquires LifeBubble™



2023 — Laborie acquires Urotronic

UROTRONIC

Strong Revenue Growth & Margin Expansion Since PI Acquisition



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2018 — Laborie acquires Cogentix Medical and catheter assets from Wellinq

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2020 — Laborie acquires Clinical Innovations

2021 — Laborie acquires ABBy/traxi and launches new brand

2021 — Laborie acquires Eclipse™

2022 — Laborie acquires GI Supply and Optilume®

2023 — Laborie acquires Urotronic and LifeBubble™

$MM	2017	2018	2019	2020	2021	2022	Q3'23 LTM	CAGR
Total Sales	$134	$181	$205	$242	$313	$339	$352	17%
EBITDA %	25%	28%	31%	27%	34%	33%	34%	900 BPS

Conclusion

- Laborie is well-positioned in attractive markets
- We are focused on developing our leadership capabilities to anticipate and adapt to changes in the global healthcare marketplace
- Acquiring, developing, and retaining talent is a key differentiator in all functions
- Innovation, agility and commitment to excellence in each business and function are keys to ensuring our long-term success



Thank you