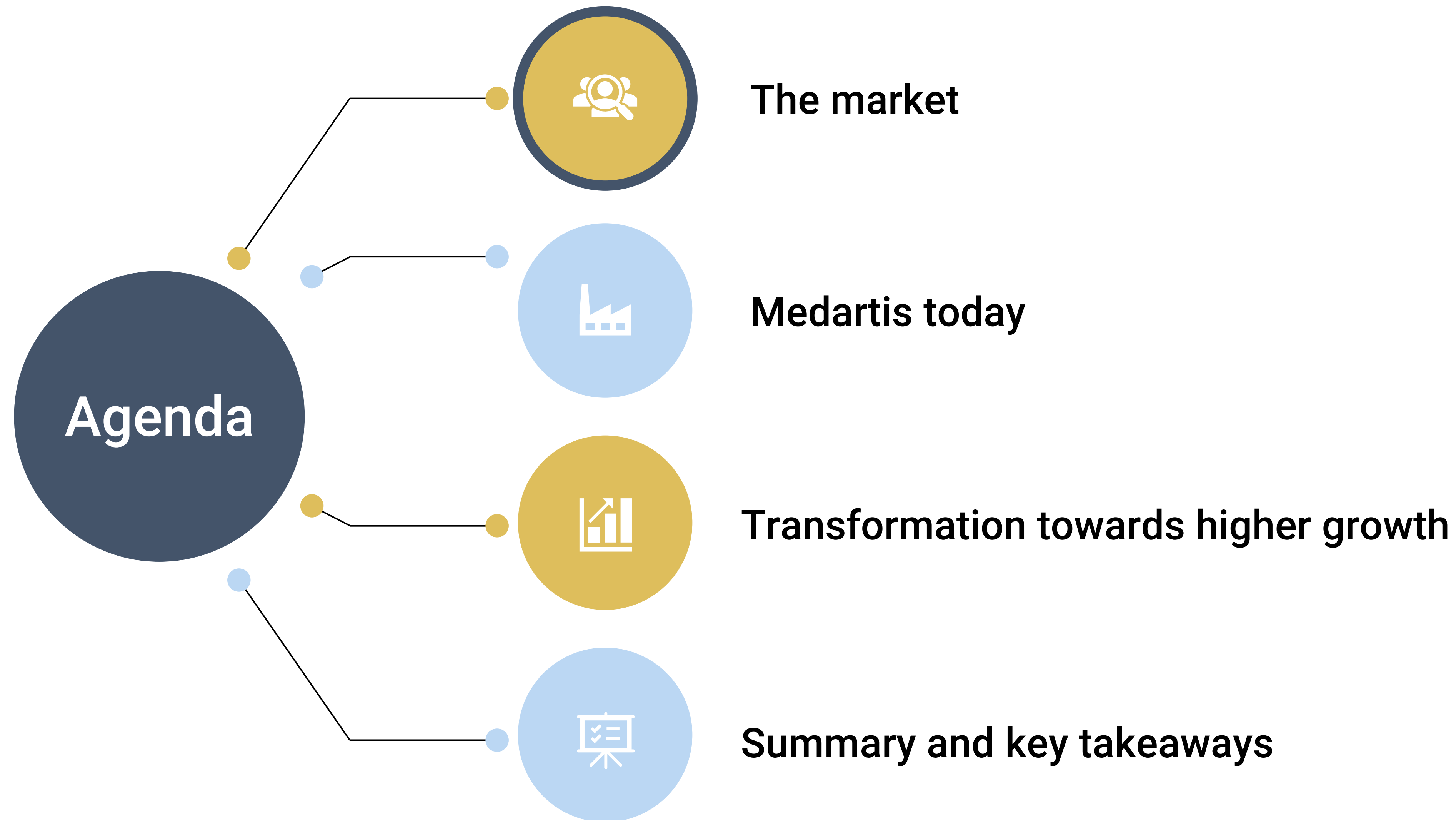


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Accelerating
profitable growth.

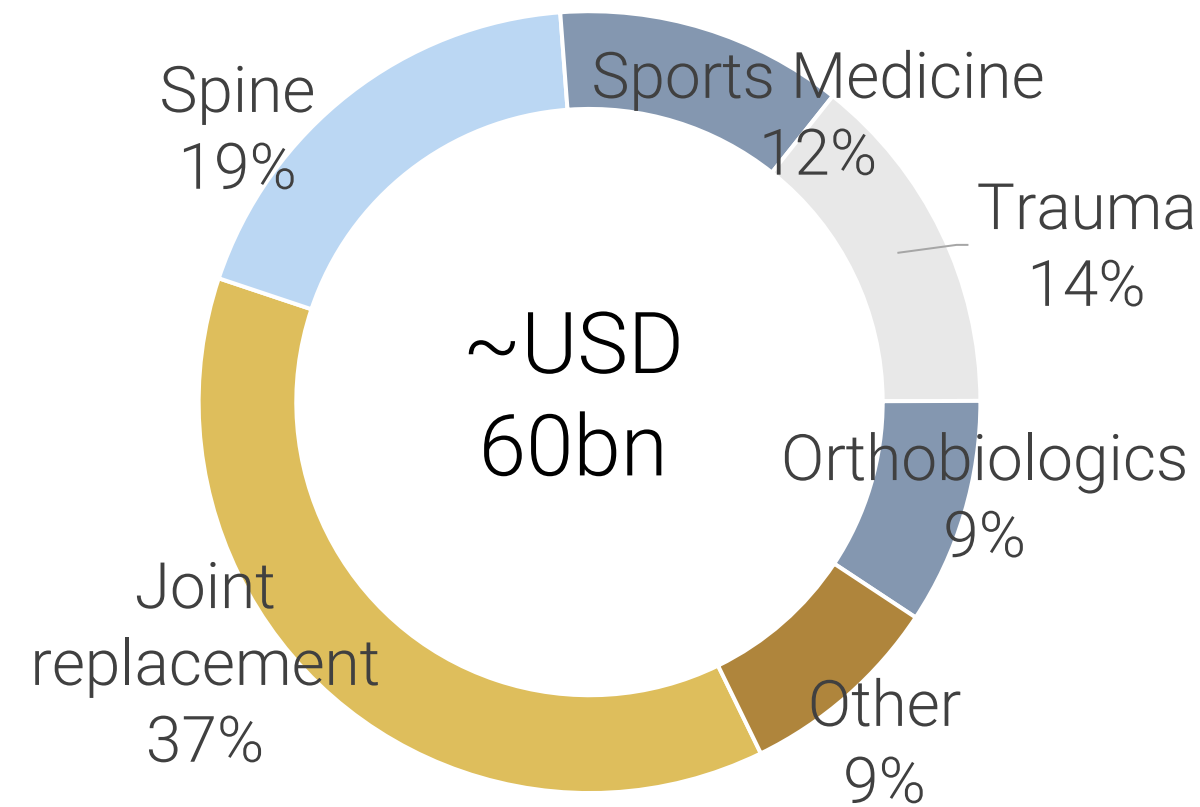
Dr. Dirk Kirsten
CFO & Member of Executive Management Board



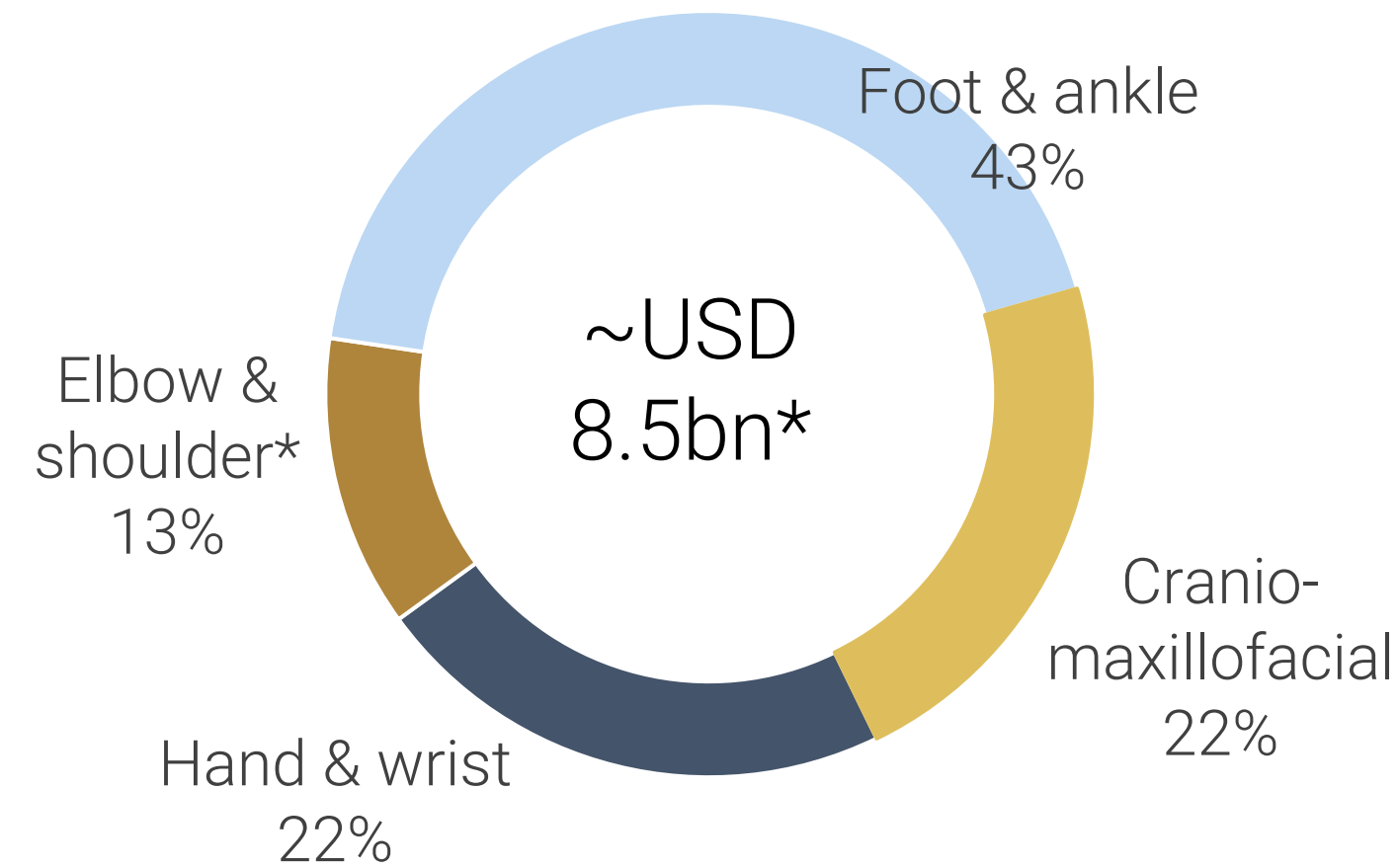


Extremities – an attractive niche with above average growth

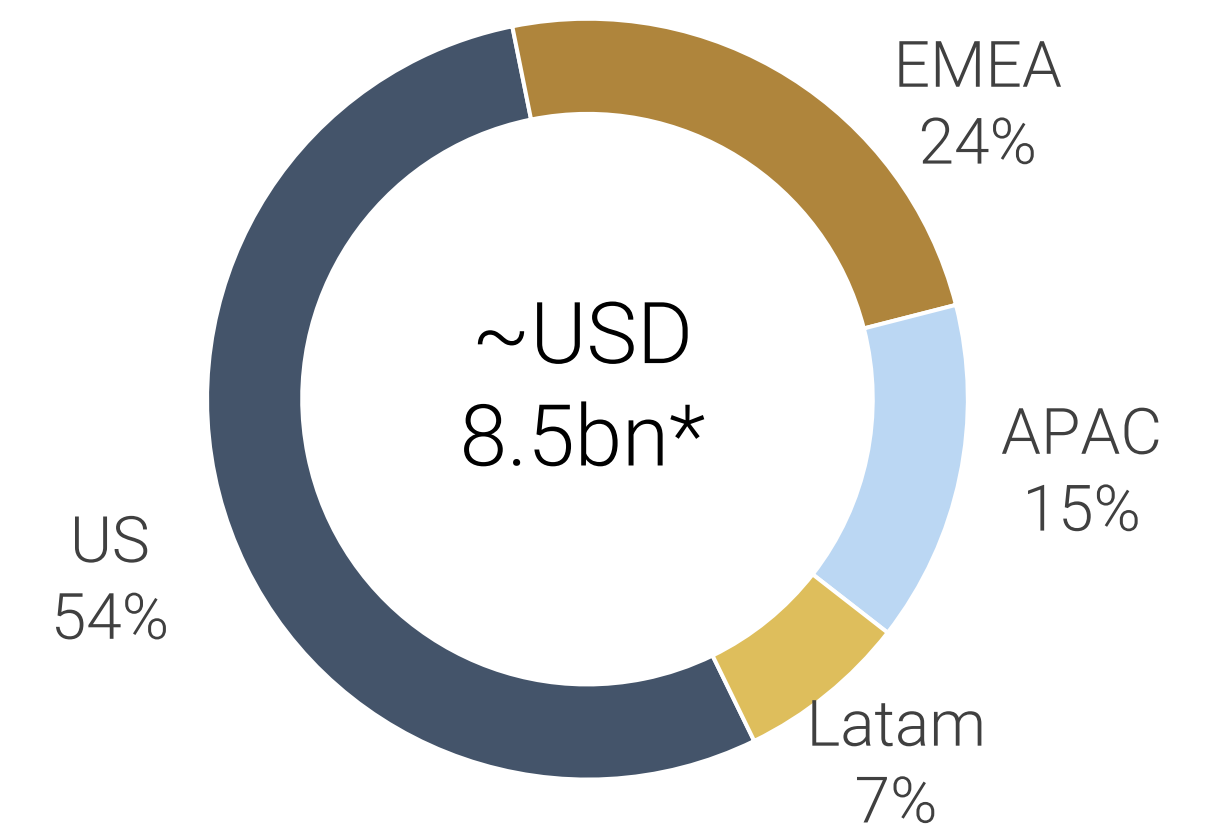
Total ortho market ('23)



Addressable market by segment ('24E)



Addressable market by region ('24E)



- Projected growth 2024-2030: 4.3%
- Key trends: High incidence of orthopedic disorders, growing aging population, increase in degenerative bone disease, and growing number of road accidents
- US contributes 46% of global sales with 3% growth; Europe 27% with 4.1% growth; APAC 18% with 6.7% growth, and Latam 8% with 5% growth

- Projected growth 2024-32: ~7%
- Upper Extremities segment does not include shoulder replacement, elbow replacement and sports segment, which Medartis does not currently cover
- Lower Extremities segment includes F&A replacement, which Medartis does not currently cover
- In the US, Medartis does not offer CMF yet

- Total addressable market for Medartis is USD 8-8.5bn, of which 54% is in US, 24% in EMEA and 22% in RoW
- Current USD market growth ca 8-11% in US, 6% in EMEA and 3-5% in APAC & Latam. Volume growth in APAC & Latam is estimated to be high single digit
- Medartis has ca 4% market share of the addressable market: ca 1.5% in US, ca 9% in EMEA and ca 3.5% in RoW. In Upper Extremities EMEA, Medartis has ca 20% market share with over 30% in Hand & Wrist

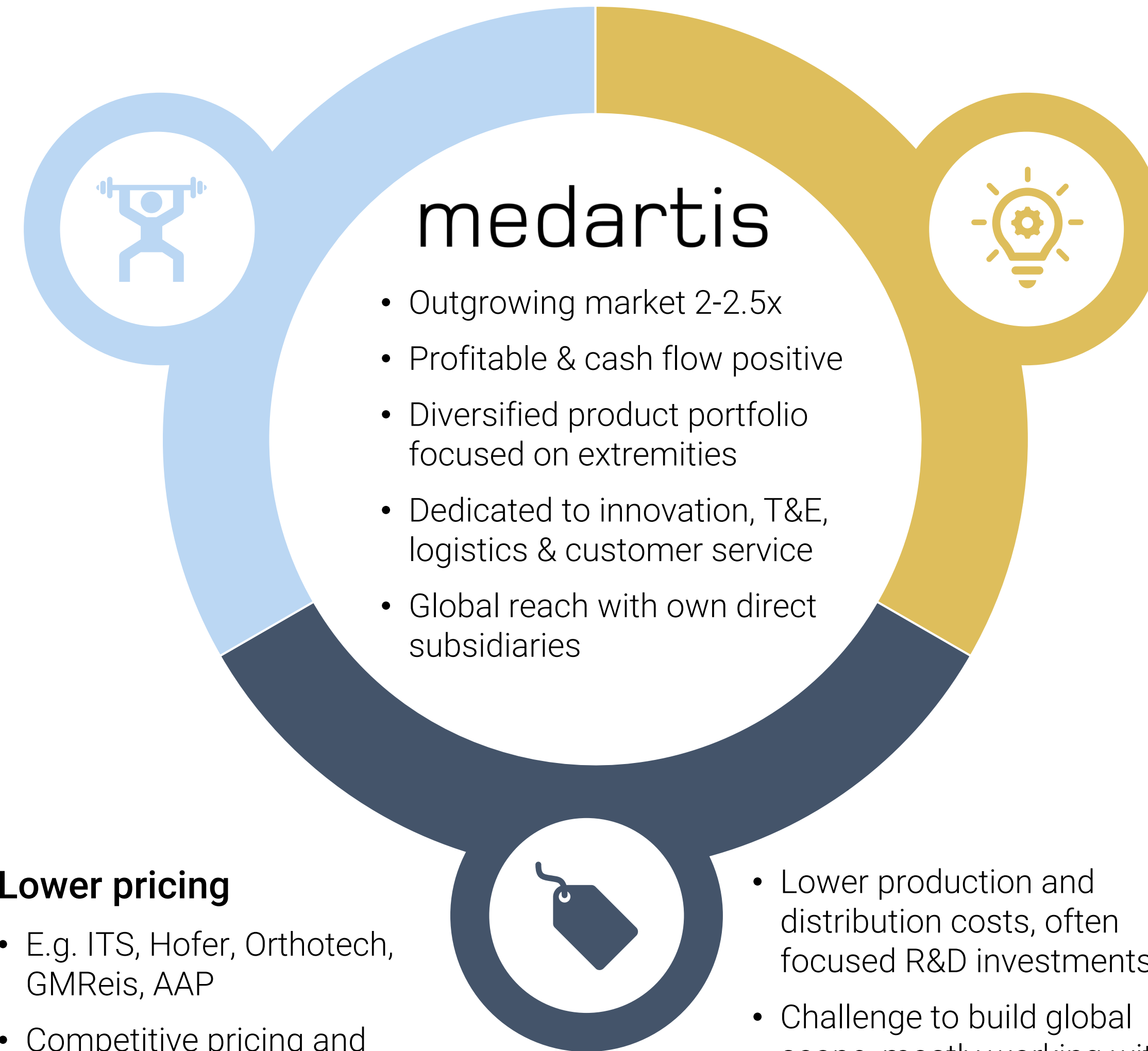
Source: DRG, OrthoWorld, own research

Positioning of Medartis within competitive landscape

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Distribution power

- E.g. Zimmer Biomet, Synthes/J&J, Smith & Nephew, Stryker, Acumed, Arthrex
- >USD 500m sales; single digit average annual extremities growth
- Extremities only small part of much larger diversified portfolio
- Strengths: hospital relationships, cross-selling across portfolio
- Ongoing optimisation of cash flow, costs and teams



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- Outgrowing market 2-2.5x
- Profitable & cash flow positive
- Diversified product portfolio focused on extremities
- Dedicated to innovation, T&E, logistics & customer service
- Global reach with own direct subsidiaries

Lower pricing

- E.g. ITS, Hofer, Orthotech, GMReis, AAP
- Competitive pricing and good quality

- Lower production and distribution costs, often focused R&D investments
- Challenge to build global scope, mostly working with distributors

Innovation & focus

- E.g. Paragon 28, Treace Medical, Field Ortho, Newclip, Keri Medical, Skeletal Dynamics
- Often more focus on strong growth than profitability and cash generation
- Often focused on specific treatment area
- Mostly working with distributors

Key market trends

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Request for more patient-specific solutions

Services beyond the product

Shift to outpatient centers

US protectionism

Pricing pressure from payers

Further market consolidation

- Patient-specific solutions / patient-specific planning
- Complex case management for reconstruction
- Understanding the fracture and developing and recognising a treatment solution

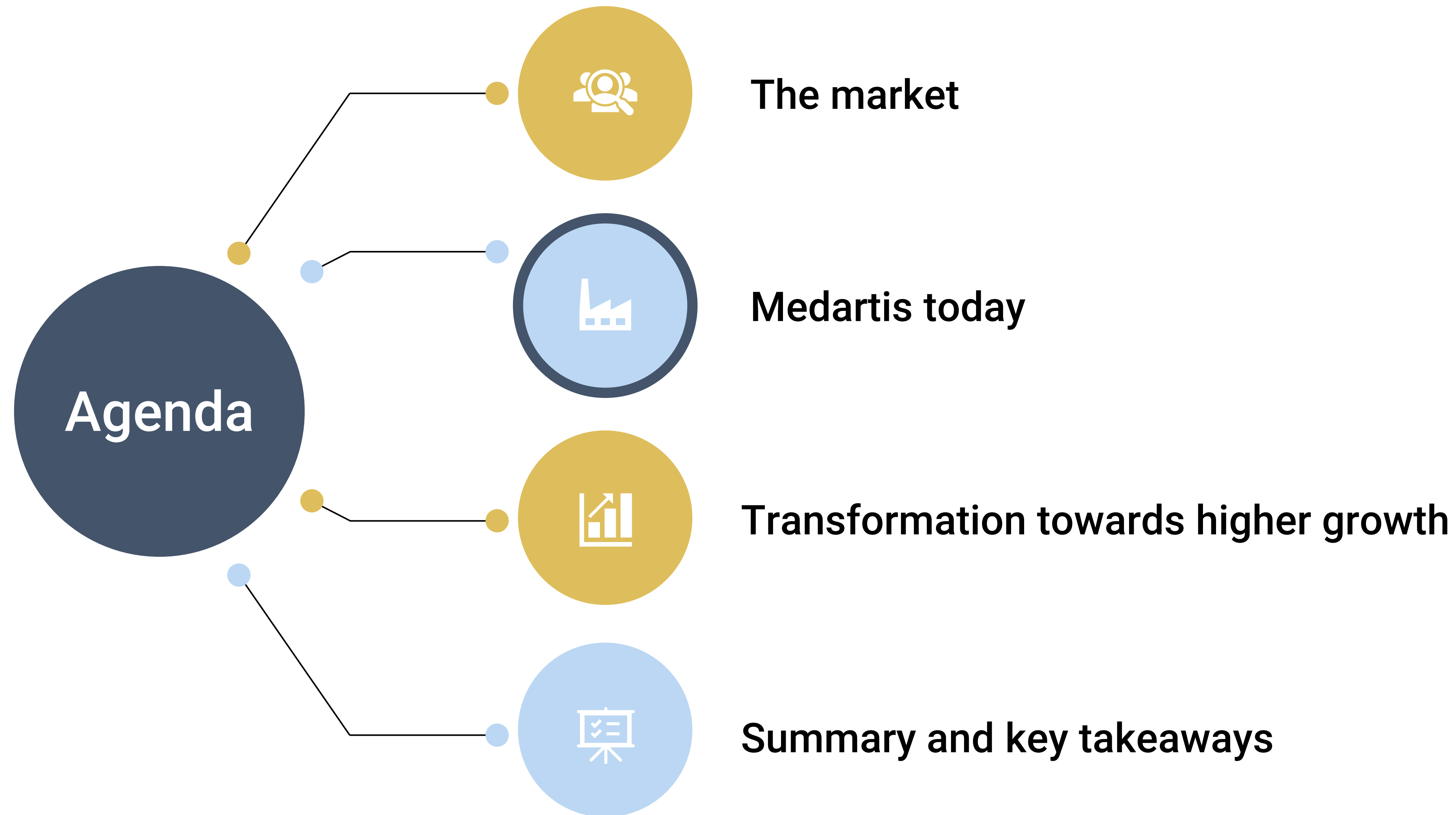
- Increasing trend towards sterile requirements
- Customer education
- Supply chain services (e.g. loaner sets)

- Increase in patients in ambulatory centers for electives. In some countries, trauma procedures are also pushed to ambulatory centers

- Trump administration might create entry barriers for companies without US production

- Recent reimbursement cuts in Australia and France
- Insurance consolidation (e.g. Brazil)
- More and more major tenders, which increases pressure on prices

- The megacap get bigger and the middle segment is trying to secure critical mass
- Examples: Globus / Nuvasive, Enovis/Lima



H1 performance at a glance

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13.1%

Group growth (core)*
CHF 111.5m net sales

17.8%

EMEA growth
vs 5-6% market growth

20.6%

US growth
vs 11-12% market growth

3.1% / -9.5%

APAC / Latam growth
defending or increasing market
share despite external challenges

83.3%

core gross margin*
(excl. 3rd-party manufacturing)

17.8%

core EBITDA margin*
(vs 14.3% in PY)

CHF 2.2m

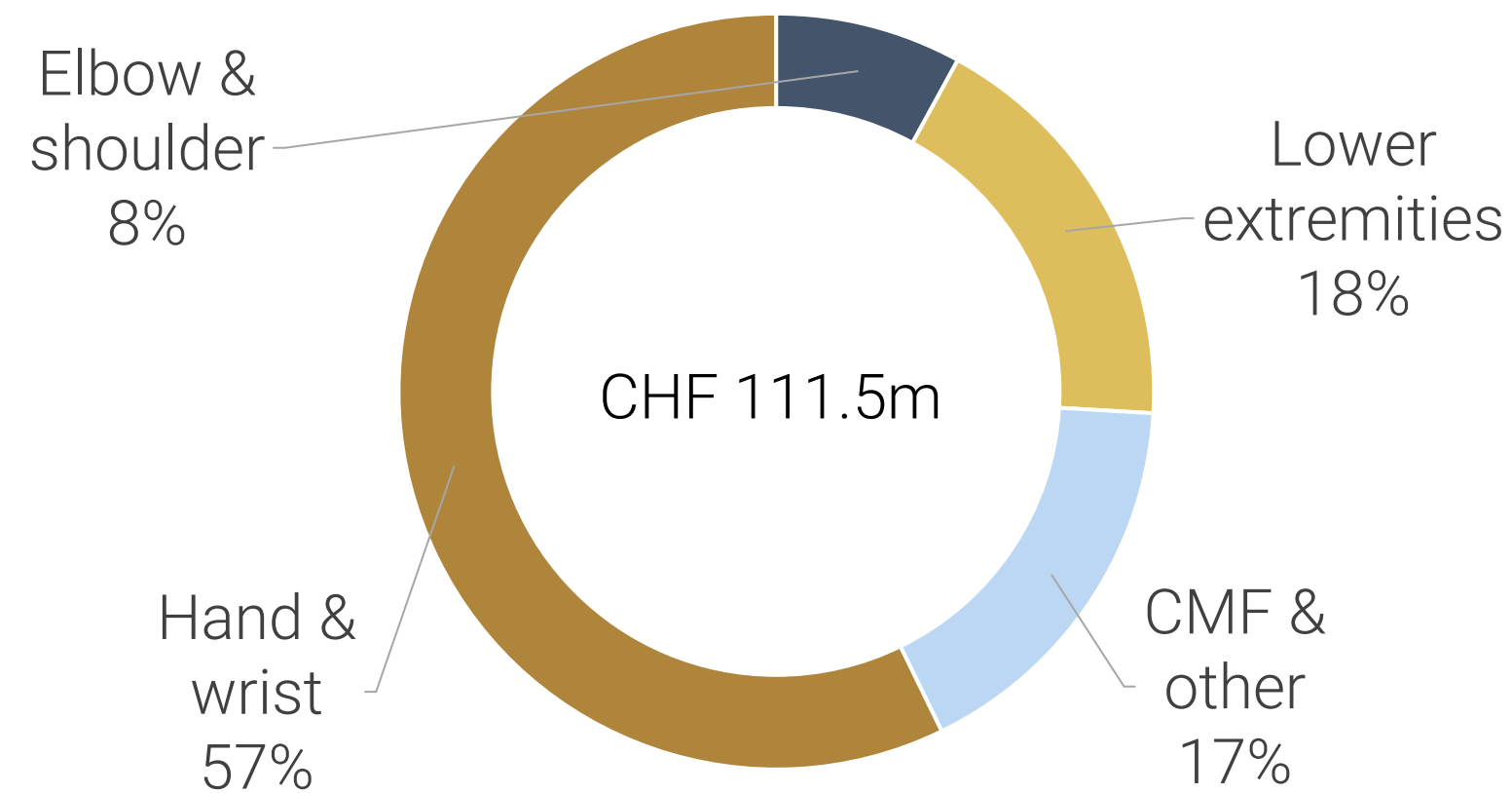
cash flow before M&A / financing
(vs CHF -11.9m in PY)

8.5%

core EBIT margin*
(vs. 4.4% in PY)

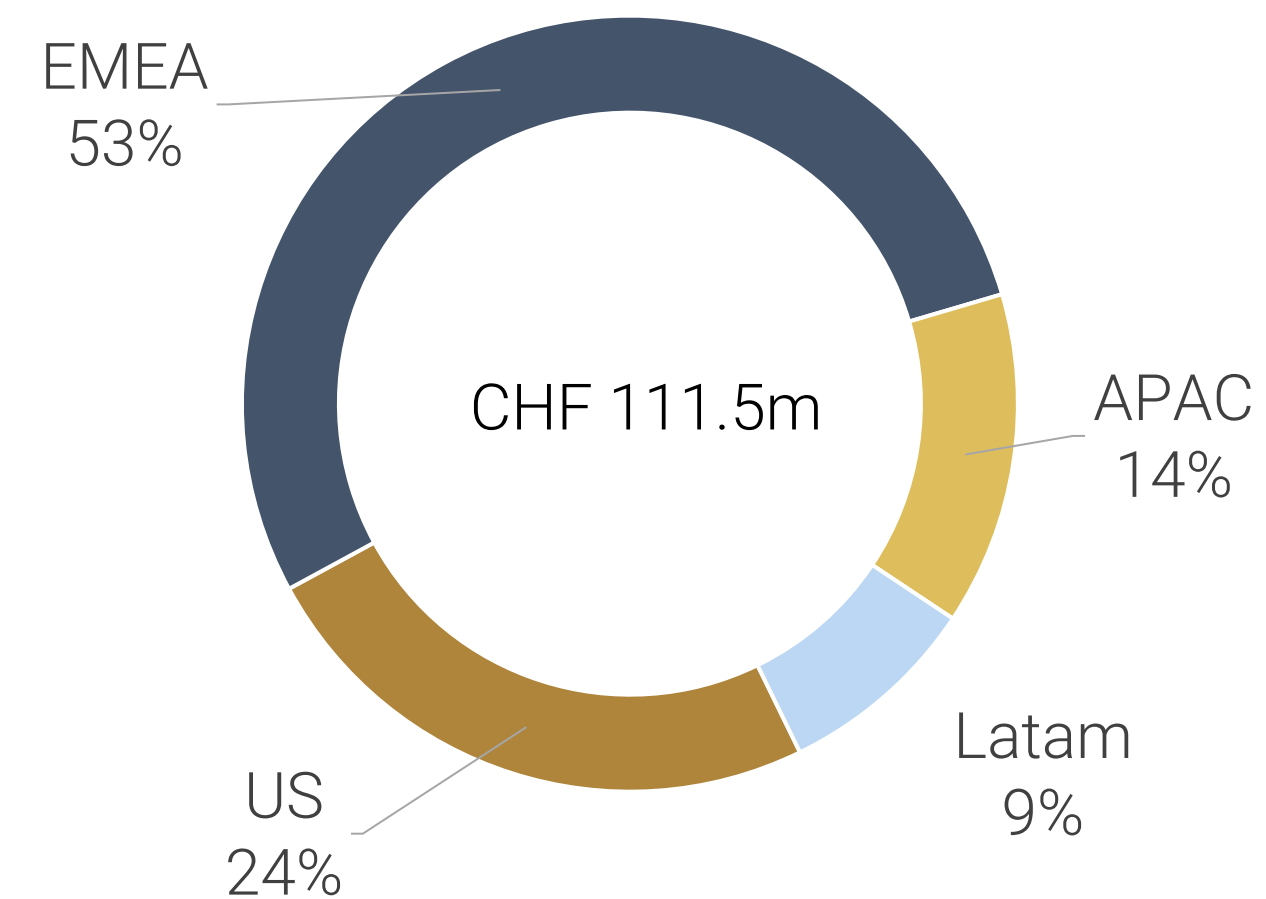
*More detailed information in appendix

Medartis sales by segment (H1 '24)



- Complete portfolio for upper extremities as well as covering 60% of lower extremities. Completely renewed CMF portfolio
- Market leader in Upper Extremities with over 30% market share in Hand & Wrist
- New Foot 2 system recently introduced to increase Lower Extremities sales
- CMX digital platform allows planning of procedures as well as individualised design for products and templates

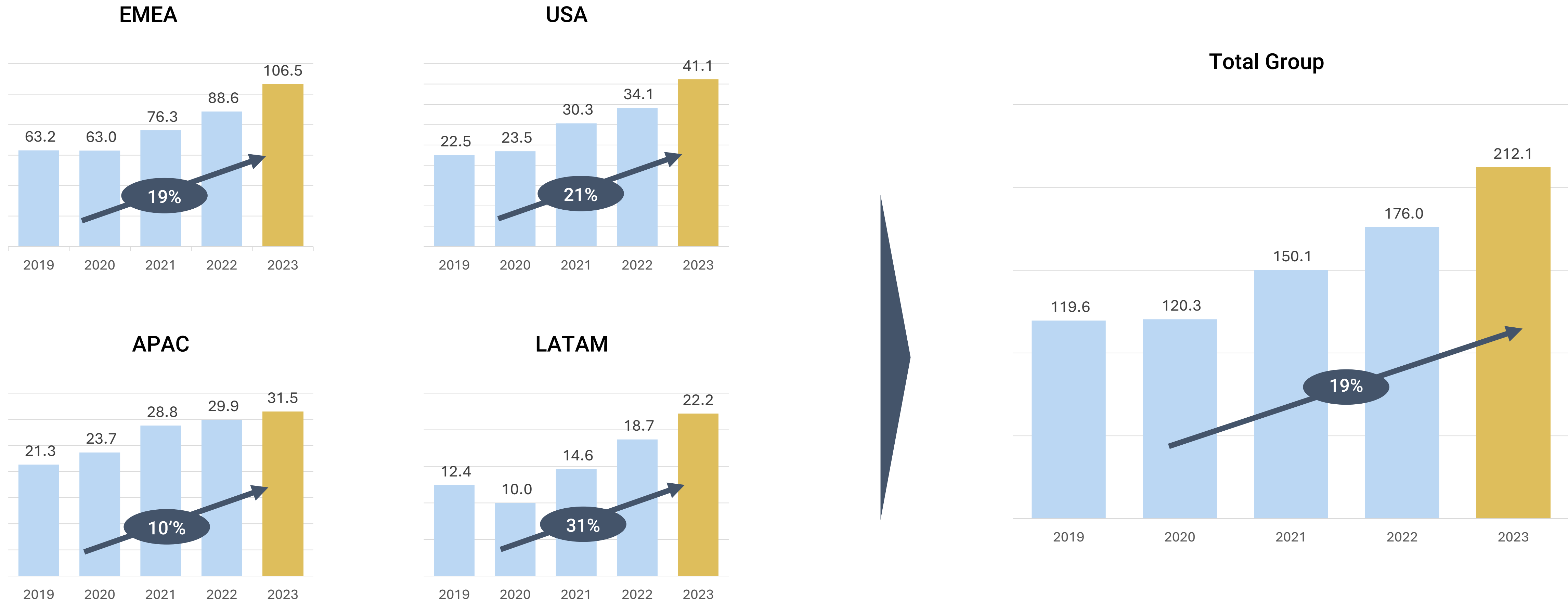
Medartis sales by region (H1 '24)



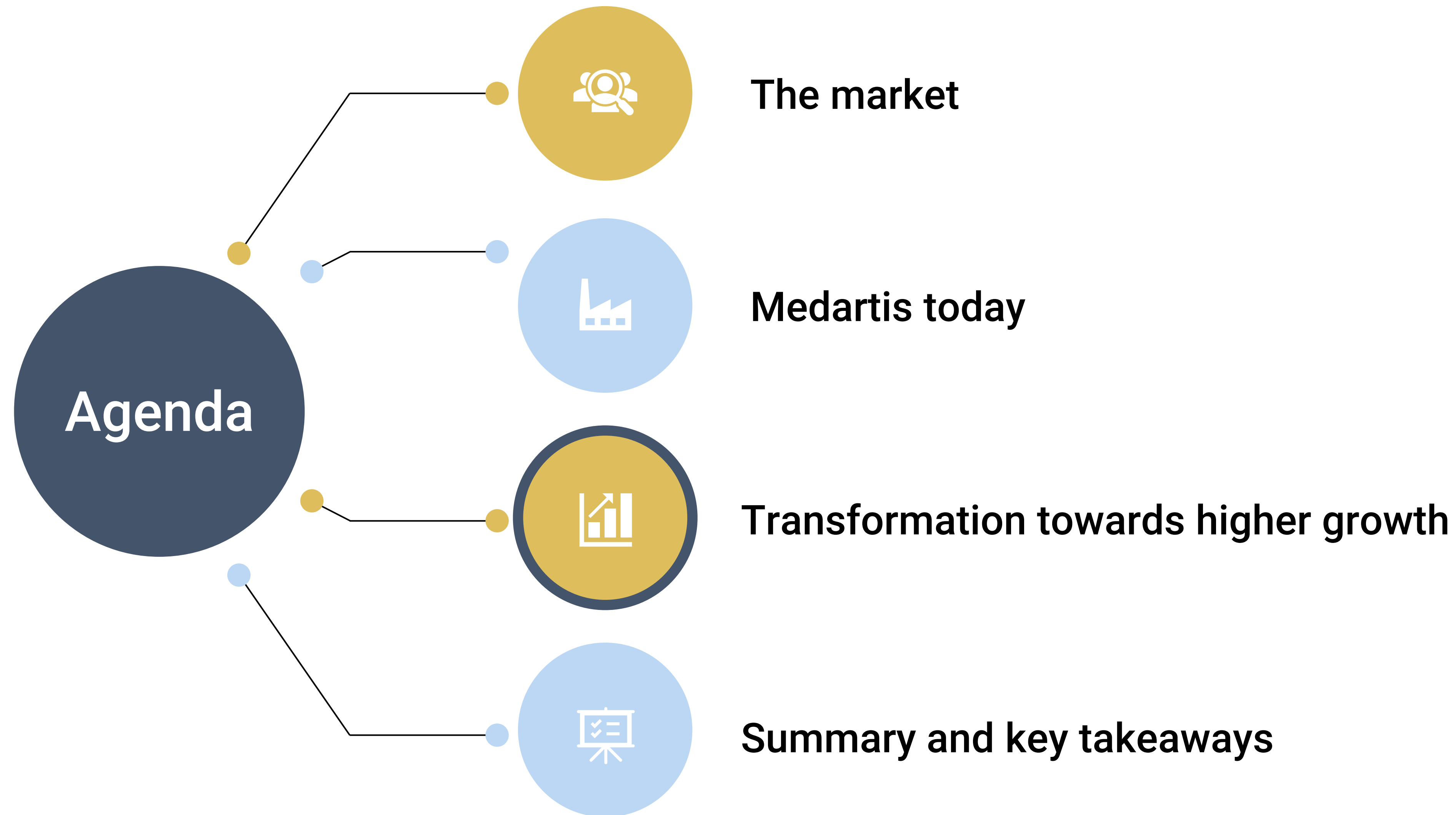
- EMEA: ~18% growth. Strong DACH region; increasing momentum in UK, France, Spain & Poland
- US: ~21% growth in H1, mostly driven by upper extremities business. Market growth estimated 10-12%
- APAC: only moderate growth (3.1%) following further Australian price cuts. Japan business currently taken over from former distributor
- Latam business dropped due to Brazilian sales decline, following recent insurance merger and negotiation of contracts

15-20% organic growth annually since Covid*

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* 2019-2020 was affected by Covid, arrows show CAGR 2020-2023 organic growth at CER

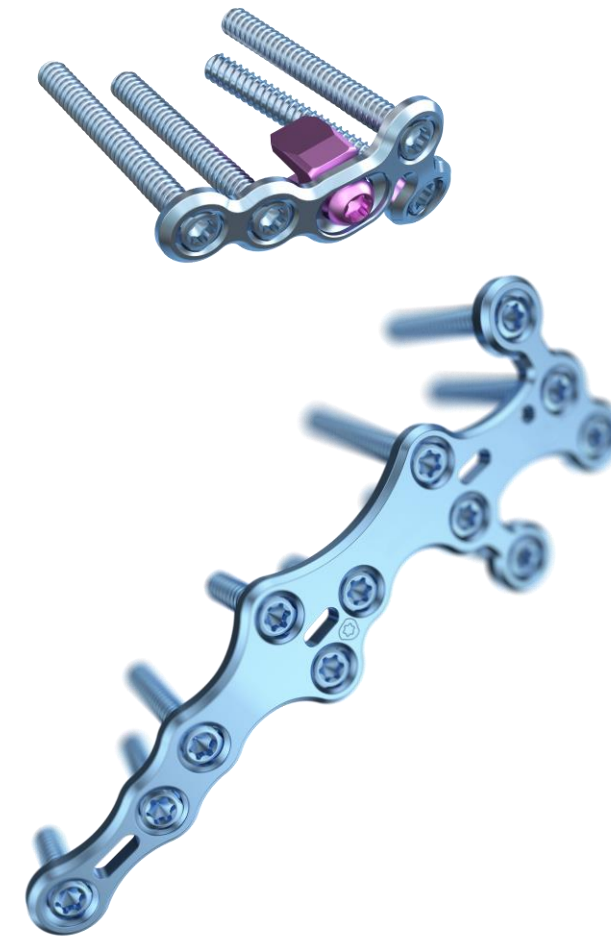




- Key learning from NSI acquisition is that channel building remains priority #1 for US growth execution
- Since 2024 ongoing review of distributor portfolio – replace non-performing distributors and target high growth with all new distributors
- This process takes time and has to be done smoothly in order to protect topline and secure quality of surgeon coverage
- Additionally: hire of talents to strengthen team with highly experienced US market experts and Medartis own product specialists
- Specifically, preparation for Keri channel building: Hire of dedicated field force, build KOL network – close cooperation with Keri Medical to prepare later launch
- Ongoing search for new General Manager is already priority for incoming CEO – candidates evaluated, interview process has started
- More detailed update to follow in March 2025

Foot 2 System

- Hallux and Midfoot System 2.8 – enhanced flexibility, precision and adaptability, more options for corrections
- Mid- and Hindfoot System 2.8/3.5 – unparalleled precision and control through unique independent plate and wedge positioning
- Fusion 3.5 System – excellent precision in compressing individual joints and versatile range of adaptable plates



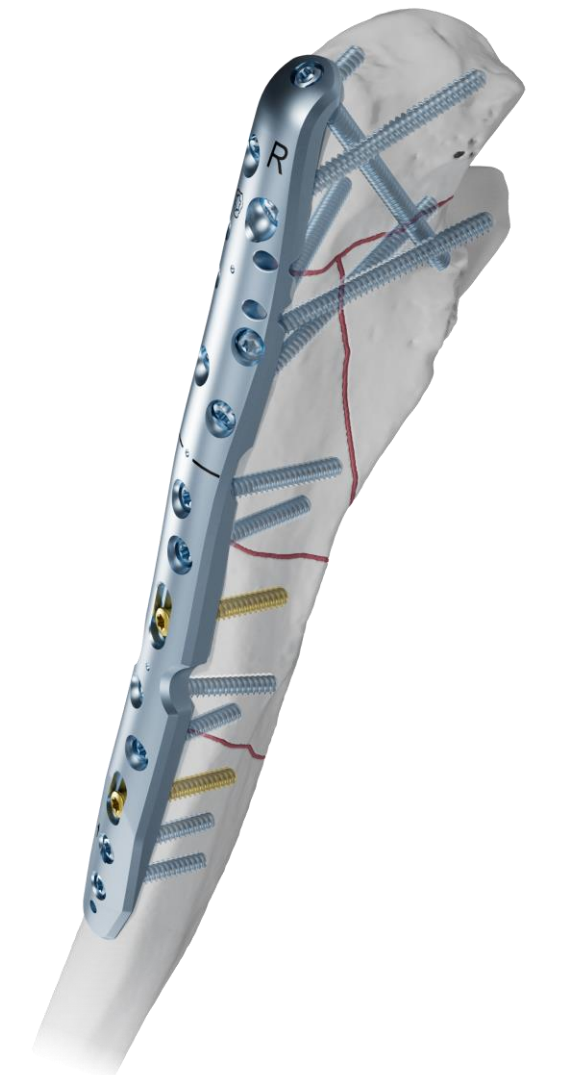
CCS line extensions

- Additional fully threaded screws, new lengths and improved thread design
- Optimized screw tip and thread design minimize insertion torque, allowing precise screw placement and enhancing user experience



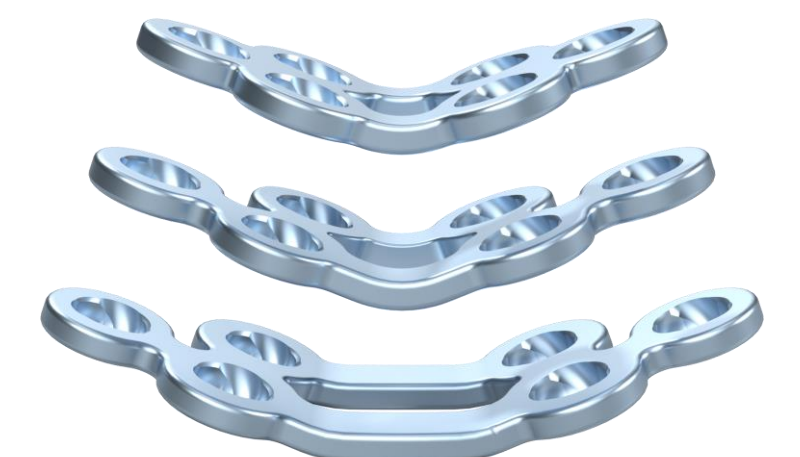
Dorsal Olecranon System 2.8

- Delivery of entire system (same tool basis, same screws, based on one single and consistent treatment concept)
- Estimated market potential >CHF 10m
- Full launch in April 2025
- Complementing the existing elbow portfolio (which is now one of the most comprehensive plate systems in the market) to close an indication gap - the design is set apart by its anatomical shape and a specific focus on coronoid support
- Dorsal plating is gold standard in olecranon fixation – especially for the trauma surgeons



Scaphoid plates

- Unique scaphoid plate portfolio was extended with two additional sizes to better cater for differences in scaphoid size and shape



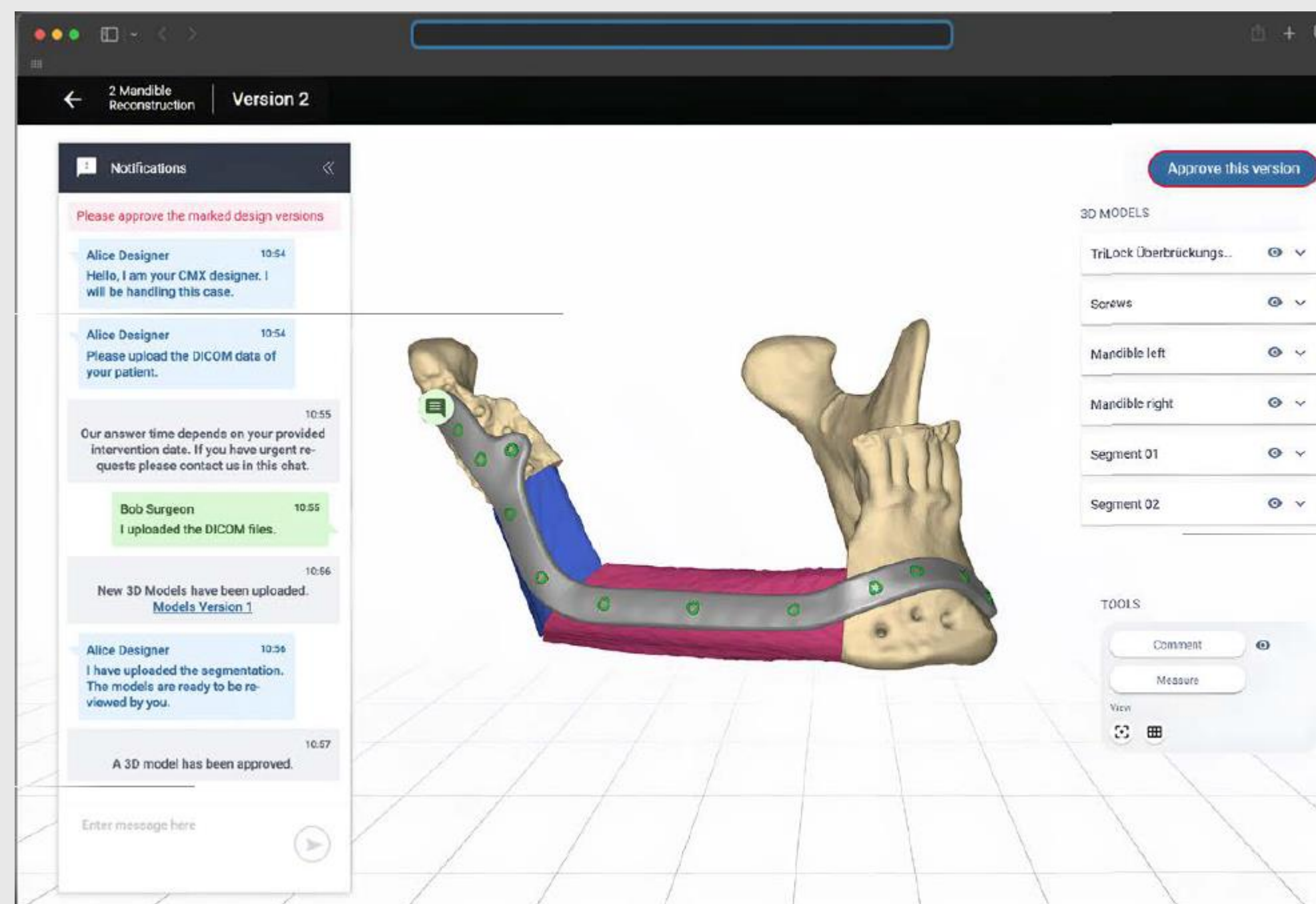
- New digital technologies and patient-specific solutions support for the treatment of various indications including very complex cases to meet the individual anatomical needs of each patient
- CMX is an integrated service that supports workflow prior to and during the surgery, together with the most suitable plates and operating tools
- CMX accompanies the cases from initiation to intervention: everything is accessible directly from a browser

CMX Portal 3D Viewer

Enables the surgeon to analyse their 3D planning data in a sophisticated way. In the 3D Viewer the preoperative plan as well as pre-operative situation can be viewed from all angles.

CMX Portal Chat

The CMX Portal Chat enables the surgeon to communicate with their CMX Clinical Product Engineer at any time.



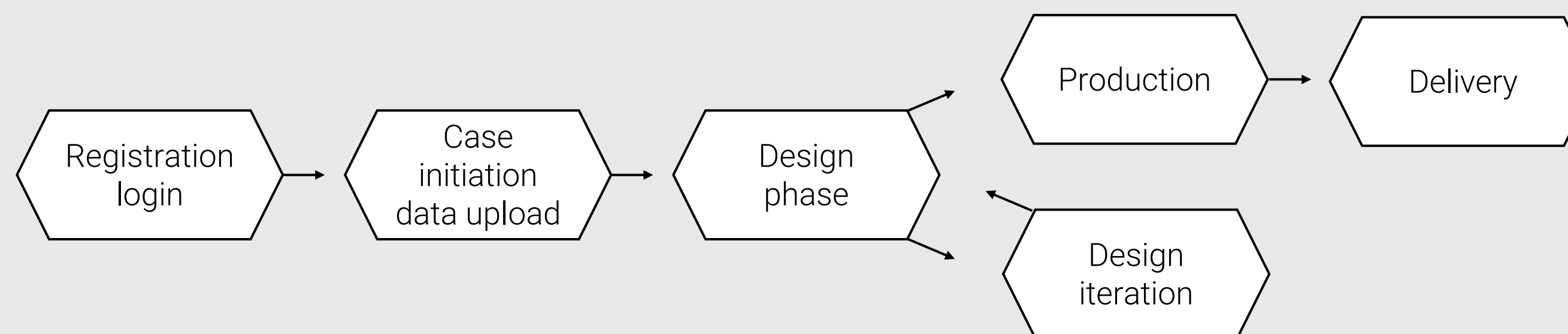
CMX Portal Action Indicator

Clear visual indication if an action from the surgeon is required in order to go ahead with the case planning.

CMX Portal 3D Models

Lists all the 3D parts in the pre-operative situation or the planned outcome model.

CMX Procedure



Preparing to launch KeriTouch in the US

- Successful partnership with Keri Medical over the last 3 years – generating high growth in selected markets (Germany, Austria & UK)
- Since H2 2024 KeriTouch has been also launched in Australia – expected growth driver for 2025 and beyond
- KeriTouch is a unique product in new market with >USD 300m market potential. Keri has fostered its success with dedication to medical education, systematic KOL community building, and strong leverage with experienced sales force with high product expertise
- Keri targets FDA approval for KeriTouch during H1 2025
- Medartis has already secured distribution rights for the US since entering the partnership with Keri Medical in 2020
- Since 2020 Medartis has increased its shareholder stake from 25% to 47%, with the option to acquire the rest of the shares after the FDA approval
- Potential full acquisition could add visible growth: Keri's existing business is slightly accretive to Medartis

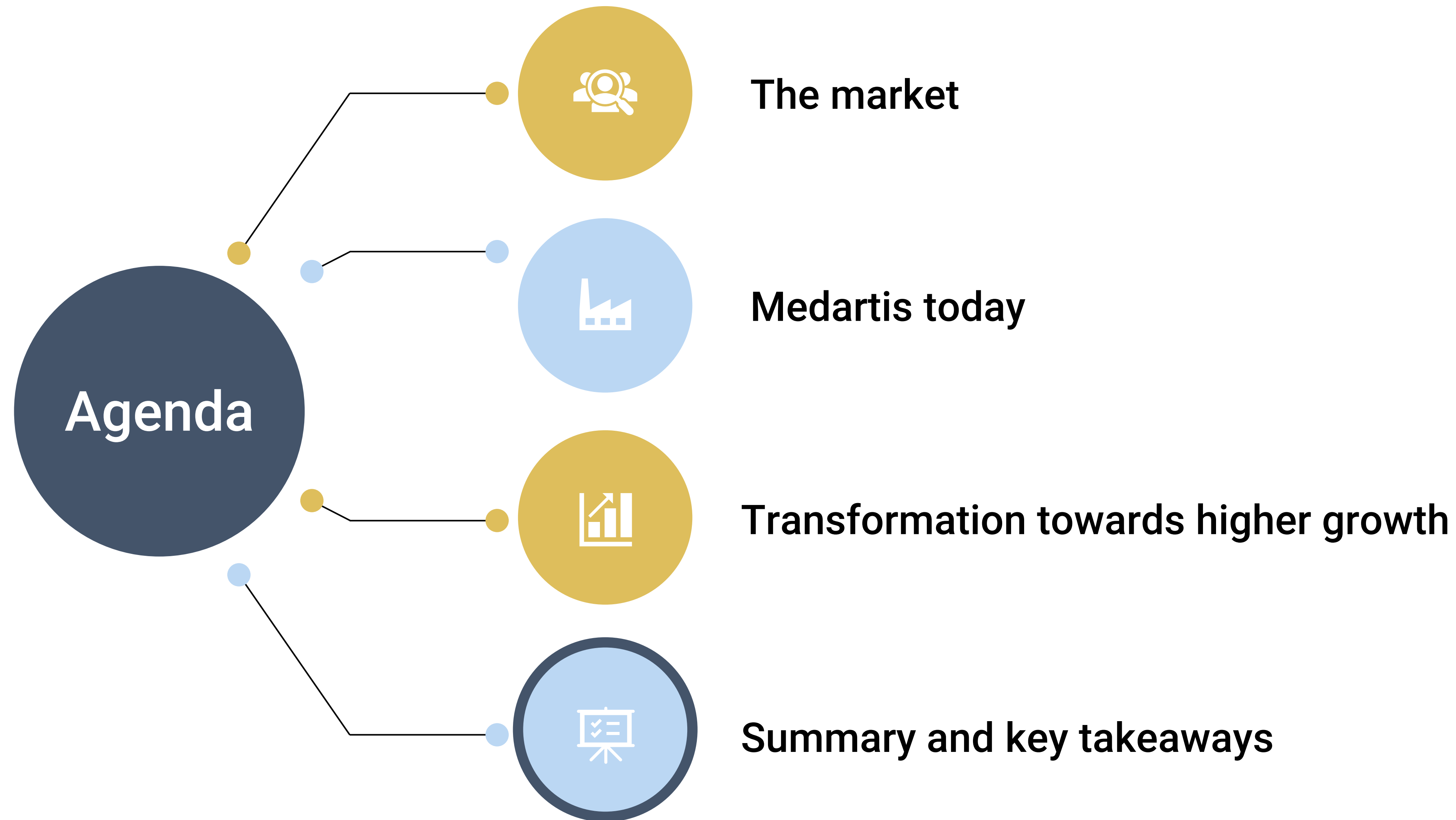




- Medartis has developed best-in-class products and sells them successfully in all geographic regions at premium pricing
- However, in some markets significant market potential remains unaddressed so far
- Recent insurance changes in Brazil have demonstrated how important it is to offer solutions at different price points
- The potential of the so-called “value segment” in Latam, South-East Asia and Central & Eastern Europe is large
- Medartis will explore opportunities to address this market segment more systematically, either with own simplified product offers at a lower price point, or partnerships with existing value players



- Stable shareholder basis with Founder Thomas Straumann still holding ~45% of shares – remains committed
 - Market challenge: current free float is too small – liquidity is dry
 - Over the last 2 years, we have used smaller “events” to execute rights issues to increase liquidity
 - 2024 inaugural convertible issue to pre-finance Keri has “tapped” additional investor segment and generated USD 500m investor demand
 - Operational financing needs are fully covered with bank lines –so far undrawn
 - We will use any potential upcoming acquisitions (e.g. technology add-ons) to envisage further rights issues (<CHF 50m), subject to capital market conditions
- ✓ Minimization of dilution for existing shareholders – gradual increase of liquidity and free float



Summary and key takeaways

1

Extremities remains attractive niche with above average growth

2

Medartis has systematically outgrown the market and won market share

3

Improved profitability and intrinsic cash flow generation

4

H1 '24 showed above-average growth in both EMEA and the US

5

2025 Priority remains US commercial channel strengthening

6

Preparing for launch of KeriTouch in the US and potential full acquisition

7

Combining own innovation with partnering of external innovators

8

Reviewing addressable market across various price segments

9

New CEO will present growth acceleration strategy in March 2025

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Thank you

Successful market entry in Spain since 2021



- Spanish team started in 2021 from scratch – in the middle of Covid. Before that, Medartis had a small business with local distributor
- Team has systematically built market presence
- Spanish addressable market size: ~EUR 50m, attractive high-price segment
- HQ in Barcelona, additional sales office in Madrid
- Staff: ~30 FTEs – highly motivated with winning mindset
- Selling all products – have also built strong lower extremities footprint
- 2024 FC approaching EUR 10m (>40% again)
- Business has been profitable since 2023

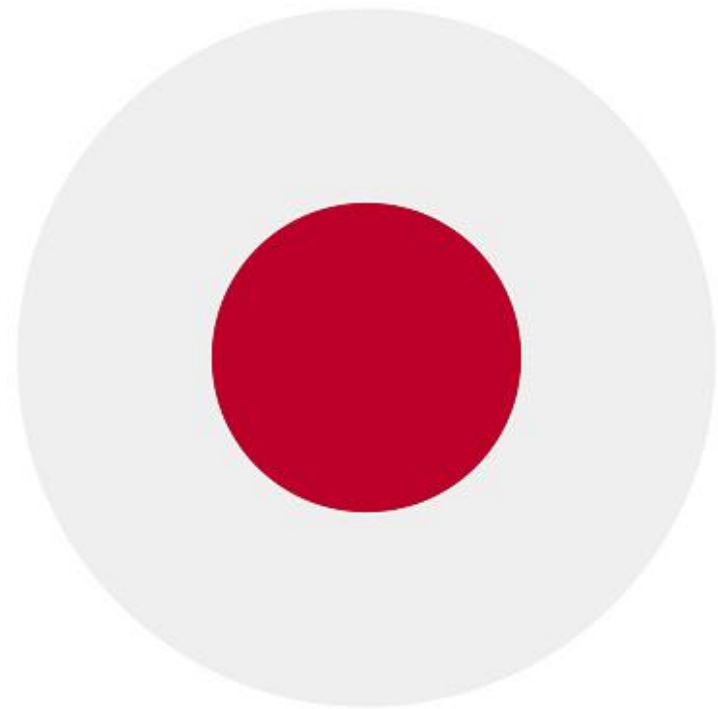
→ **Generating growth by building direct markets**



- Australia has faced reimbursement price cuts in 3 tranches since 2022, directly following Covid and very strict quarantine restrictions
- Total impact on top line since 2022 of ~20-25%, depending on product. Almost no market growth in value terms since then
- Medartis has fostered its market share, also as some traditional players have reduced their commitment to Australia. However, some new players are also aggressively trying to win business in Australia
- Medartis has adjusted to competitive dynamics and built-up more flexible channel coverage to address price-cut induced margin pressure: hybrid business model implemented during 2023 with good start in 2024



- Brazil grew about 20-25% annually post Covid, reflecting strong management and winning culture after taking over business from former distributor
- Current team size more than 70 FTEs, hybrid business model with direct sales in Sao Paulo, Belo Horizonte and Porto Alegre – wider country covered by distributors
- In 2024 insurance merger caused need to re-negotiate pricing with hospitals directly
- This has led to high pricing pressure on selected elective procedures (mostly CMF)
- Medartis expects accelerated growth in 2025, also based on some anticipated new product registrations



- The Spanish success story shows that we can capture much value out of existing markets with a successful going direct
- In 2023 Medartis Board of Directors decided to go fully direct in Japan
- In summer 2024 the transfer from Medartis' former Upper Extremities distributor to a direct business setup started
- Experienced General Manager from the industry (>20 years' experience) recently started and is building team (plan to increase from 15-50 FTEs)
- We have additionally introduced our sterile product offer as a competitive edge
- As from 2025 we expect Japan to grow strongly and start to become a country of relevant absolute size for Medartis globally

- After opening of high-capacity clean room several efficiency projects were launched to further improve core gross margin (currently >81%). Recent achievements: internalisation of sterile (and non-sterile) packaging – significant cost reduction potential
- NSI manufacturing plant in Warsaw allows further scaling – once capacity limits in Basel are reached in 2027. Duplication of processes into US is ongoing – selected products can already be produced in the US
- Ongoing reduction of inventory levels after new process implementation with MDR hub for EMEA
- Successful management of hostile cyberattack in 2023, security improved massively since then, insurance coverage of damage expected by year-end
- New SAP S4 Hana go-live executed in May 2024 – basis for further efficiency
- Next steps: Set management efficiency improvements to further optimize capital employment



Appendix

H1 results: Core business with attractive margins

In CHFm	As reported	NSI revaluation (1)	3rd party business (2)	Other non-core (3)	Core
Net Sales	111.5		(3.9)		107.6
Costs of goods sold	(22.0)		4.0		(17.9)
Gross profit	89.6		0.1		89.7
Opex	(93.1)	10.1	0.1	2.4	80.5
Other income	7.0	(7.0)			0
Operating profit (EBIT)	3.5	3.2	0.2	2.4	9.2
Depreciation & amortization	20.4	(10.1)	(0.4)		9.9
EBITDA	23.9	(7.0)	(0.2)	2.4	19.1

Margins	As reported	NSI revaluation	Core
Gross margin	80.3%		83.3%
EBIT margin	3.1%	+2.9%	8.5%
EBITDA margin	21.4%	-6.3%	17.8%

1. NSI revaluation triggered an impairment of intangible assets (CHF 10.1m) and parallel relief of contingent liability for future milestone payments
2. CHF 3.9m sales from (non-strategic) 3rd party manufacturing (legacy business from acquired NSI)
3. Other non-core items include a one-off payment to take over JP distributor business as well as costs for the announced CEO change