

Roadshow presentation

H1 2022/23

Kjell,
Denmark

Making life easier

**STRIVE25: SUSTAINABLE GROWTH
LEADERSHIP**

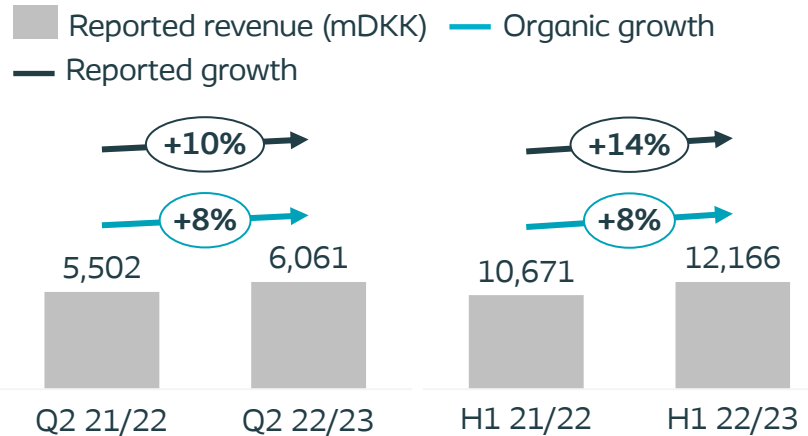
Forward-looking statements

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.

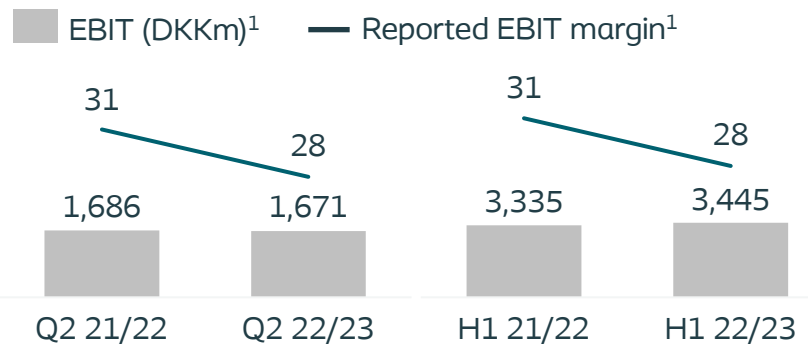
Heavy fluctuations in the exchange rates of important currencies, significant changes in the healthcare sector or major changes in the world economy may impact Coloplast's possibilities of achieving the long-term objectives set as well as for fulfilling expectations and may affect the company's financial outcomes.

Solid 8% organic growth and 28% EBIT margin¹ in Q2. FY 2022/23 guidance narrowed: ~8% organic growth and 28-29% EBIT margin¹

REVENUE GROWTH



EBIT



Q2 2022/23 highlights

- Organic growth of 8% and reported growth in DKK of 10%
- Continued good momentum in Chronic Care (6% organic growth in both Ostomy and Continence Care) across regions ex. China, which detracted from growth in Ostomy Care due to COVID-19. Towards the end of Q2, hospital access and procedural volumes in China improved. Growth in Continence Care continued to be impacted by backorders in Collecting Devices
- Voice & Respiratory Care organic growth of 9% (2 months) with solid growth in Laryngectomy and Tracheostomy
- Strong double-digit growth and solid momentum in Wound Care and Interventional Urology (12% and 17% respectively), both including some benefit from a lower baseline last year
- EBIT¹ was DKK 1,671 million, down 1% from last year. The EBIT margin¹ was 28%, against 31% last year, reflecting input cost inflation, increased level of commercial activity, and amortisation costs. Neutral impact from currencies in Q2
- ROIC after tax before special items of 19% in H1 22/23, against 25% last year, due to the Atos Medical acquisition
- FCF was DKK 795 million in H1 22/23, a 13% decrease from last year (ex. acquisitions), impacted by a decline in cash flow from operating activities, mainly due to an increase in net working capital and higher income tax paid. Net working capital for FY 2022/23 is still expected around 24%
- Half year interim dividend of DKK 5.00 per share

FY 2022/23 financial guidance

- Organic revenue growth now expected around 8%, from previously 7-8%. Reported growth in DKK now expected at 8-9%, from previously 9-10%, due to negative impact from currencies of around -2%-points (previously expected around -1%-point). Atos Medical acquired growth contribution of 3%-points unchanged (4 months)
- Consequently, the reported EBIT margin before special items¹ is now expected at 28-29%, from previously 28-30%. The EBIT margin guidance continues to assume impact from increasing input costs
- CAPEX still expected at around DKK 1.4bn. Effective tax rate still expected around 21%

1) Before special items. Special items of DKK 20 million in Q2 2022/23 related to Atos Medical integration costs. FY 22/23 special items expected ~DKK 50 million for the Atos Medical integration. Special items of DKK 381 million in Q2 2021/22; DKK 300 million related to Mesh litigation provisions and DKK 81 million related to the Atos Medical acquisition

Strategic highlights from Strive25 – Sustainable growth leadership

Growth

US Chronic Care

- Strong performance in the US Ostomy Care business, where Coloplast continues to advance its competitive position
- Premier Inc. has renewed Coloplast's group purchasing agreement. The contract, which is multi-source, took effect on April 1, 2023, and is effective for three years

China reopening

- Coloplast is closely monitoring the market development in China and views the reopening as encouraging for the business on a mid- to long-term horizon
- China remains a key strategic market for Coloplast and an important contributor to Coloplast's organic growth ambition in the Strive25 period

Innovation

Chronic Care – Clinical Performance Programme

- **Luja™**, the new male intermittent catheter with a Micro-hole Zone Technology, has been launched in four markets, with positive initial feedback. The launch is progressing well, and the product is expected to be available in key markets over the next 9 months
- The results of the first pivotal clinical study have been published, showing a significant improvement in bladder emptying with Luja, compared to a competitor catheter*
- **Heylo™**, the new digital leakage platform, is in pilot launch in Germany and the UK and has been well-received by users. The clinical studies are on track and the product is expected to launch in 2023

Sustainability

Improving products and packaging

- Production waste recycling was 74% in H1 2022/23, up 10%-p from H1 2021/22. The solid progress reflects a continued scale up of the recycling partnership in Hungary

Reducing emissions

- Scope 1 and 2 emissions were reduced by 15% in H1 2022/23 vs. the base year 2018/19, positively impacted by the installation of electric heat pumps and electric equipment at production sites in Hungary and China in an effort to phase out natural gas

Responsible operations – employee engagement

- Employee engagement score of 8.1, ahead of the healthcare industry benchmark of 7.6

Operational efficiency

Global Operations Plan (GOP) 5 – Automation programme

- Due to delays from longer component lead times, the timeline of the GOP5 automation programme is now extended into Q1 2023/24, from previously end of FY 2022/23
- The ambition to release around 1,000 FTEs is unchanged

Global Business Support and IT landscape

- Positive scale effect driven by further utilization of Business Centre and IT infrastructure.
- The integration of Atos Medical IT and finance infrastructure is progressing well – IT infrastructure integration will be finalized in May
- Coloplast remains on track to deliver estimated run-rate operational synergies of up to DKK 100 million, with full impact from FY 2023/24



Luja is a medical device for which CE-mark has been affixed. Product availability is subject to regulatory process of individual countries and is not guaranteed.

*[Study shows significant improvement in bladder emptying with Coloplast Luja™ compared to competitor catheter](#)

Solid 8% organic growth in Q2 with broad-based contribution from all business areas and regions excluding China

Q2 2022/23 revenue by business area

Business area	Reported revenue FY DKKm	Organic growth FY	Share of organic growth
Ostomy Care	2,204	6%	28%
Continence Care	1,964	6%	26%
Voice & Respiratory Care*	479	9%	6%
Wound & Skin Care	747	13%	19%
Interventional Urology	667	17%	21%
Coloplast Group	6,061	8%	100%

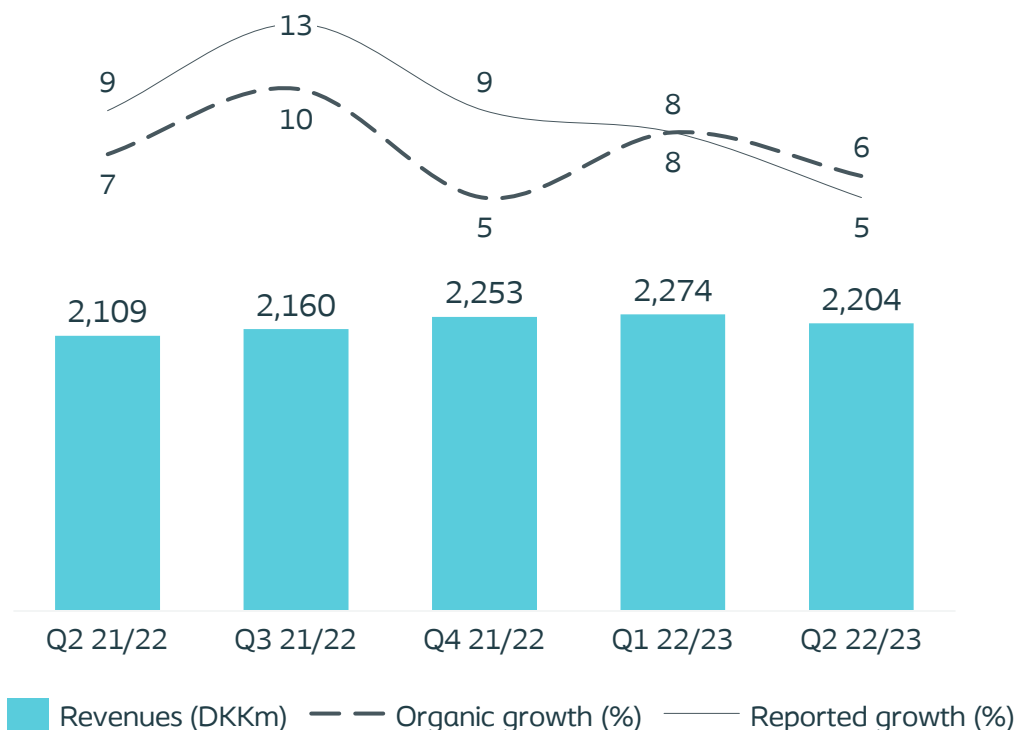
Q2 2022/23 revenue by geography

Geographic area	Reported revenue FY DKKm	Organic growth FY	Share of organic growth
European markets	3,444	6%	43%
Other developed markets	1,553	13%	38%
Emerging markets	1,064	9%	19%
Coloplast Group	6,061	8%	100%

*Part of organic growth since February 1, 2023

Ostomy Care grew 6% in Q2 with solid contribution from all regions ex. China. China detracted from growth due to COVID-19, as expected

Ostomy Care performance

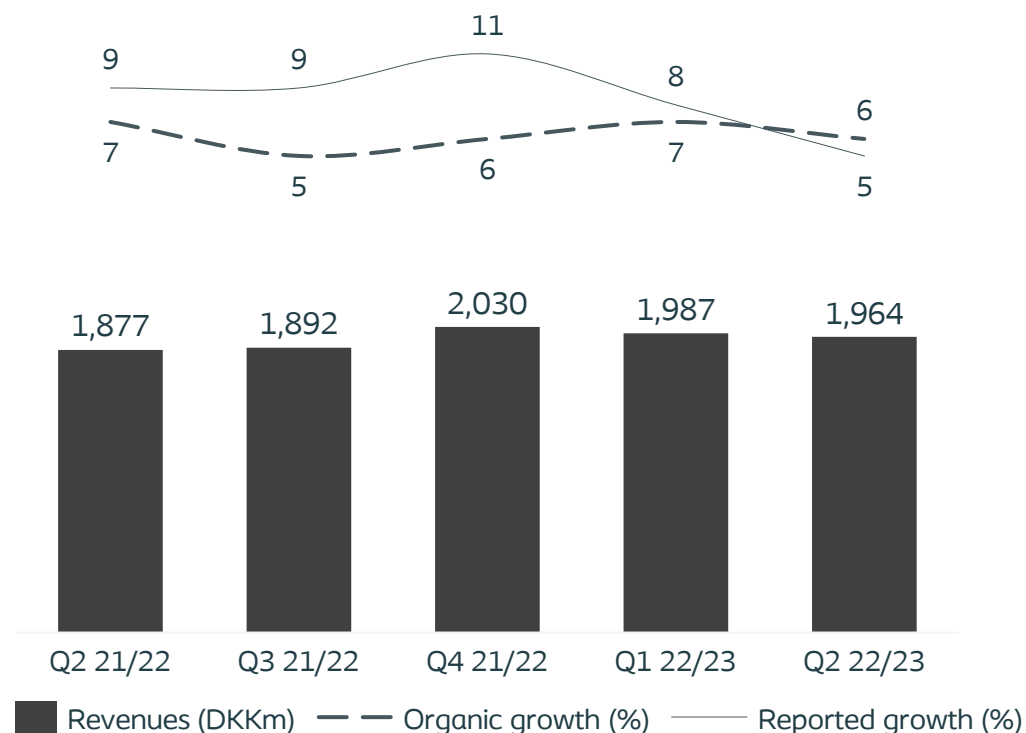


Q2 2022/23 highlights

- All regions contributed to growth ex. China
 - Solid growth contribution from Europe, driven by the UK and Germany
 - Solid momentum in the US with double-digit growth and continued advancement of our competitive position. The renewal of Coloplast's group purchasing agreement with Premier Inc. took effect on April 1
 - Emerging markets ex. China continued the good momentum, led by LATAM
 - Sales in China declined in Q2, as expected, negatively impacted by COVID-19. Towards the end of Q2, hospital access in China significantly improved and approached pre-COVID levels, positively impacting procedural volumes and inflow of new patients
- From a product perspective, the SenSura® Mio portfolio, and in particular SenSura® Mio Convex, was the main growth contributor, followed by the Brava® range of supporting products

Continence Care grew 6% in Q2 with contribution from all segments and regions

Continence Care performance

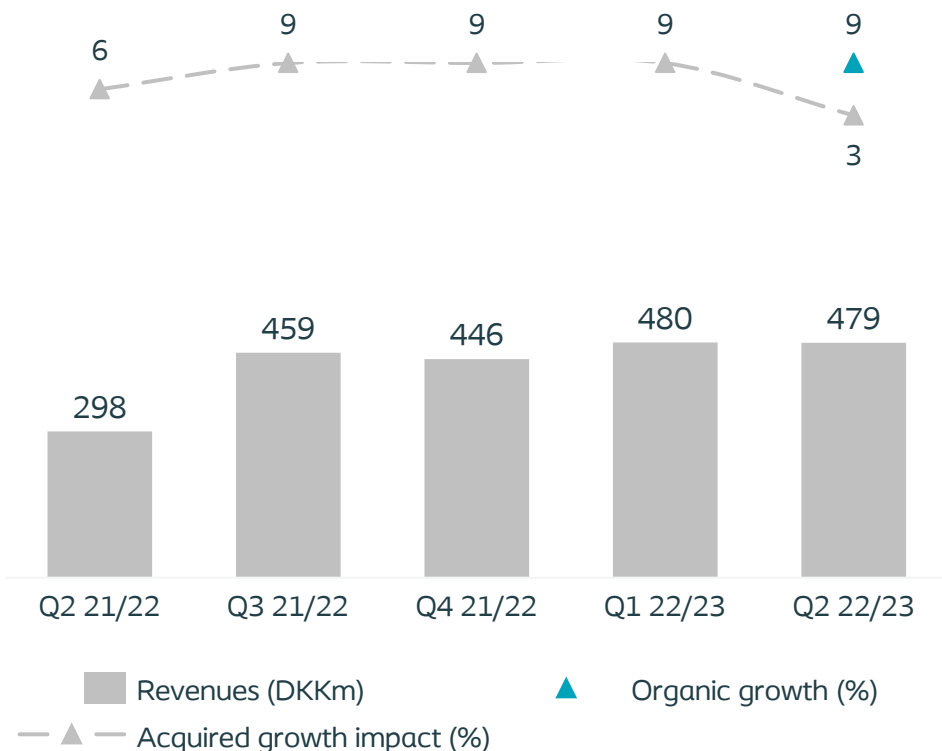


Q2 2022/23 highlights

- Solid contribution to growth from all regions
 - Sales growth in Europe was driven by the UK and Germany
 - Continued good sales momentum in the US
 - Emerging markets also contributed to growth, driven by LATAM
 - Continued double-digit growth in markets with recent reimbursement openings, such as Poland, Australia, Japan and South Korea
- From a product perspective, the SpeediCath® intermittent catheters portfolio, in particular compact, standard, and flexible catheters, were the main contributors to growth
- Collecting Devices continued to be negatively impacted by backorders. The backorder situation is now resolved, and production will be back to full capacity in Q3
- Bowel Management contributed to growth led by solid growth in the US. Peristeen® Plus continues to perform well and has replaced Peristeen as the standard of care in markets where the product has been launched
- Coloplast is launching Luja™, the new CE-marked male intermittent catheter with a Micro-hole Zone Technology. Luja is currently launched in four markets, and expected to be available in key markets over the next 9 months

Voice & Respiratory Care delivered 9% organic growth in Q2 with solid momentum in both Laryngectomy and Tracheostomy

Voice & Respiratory Care performance



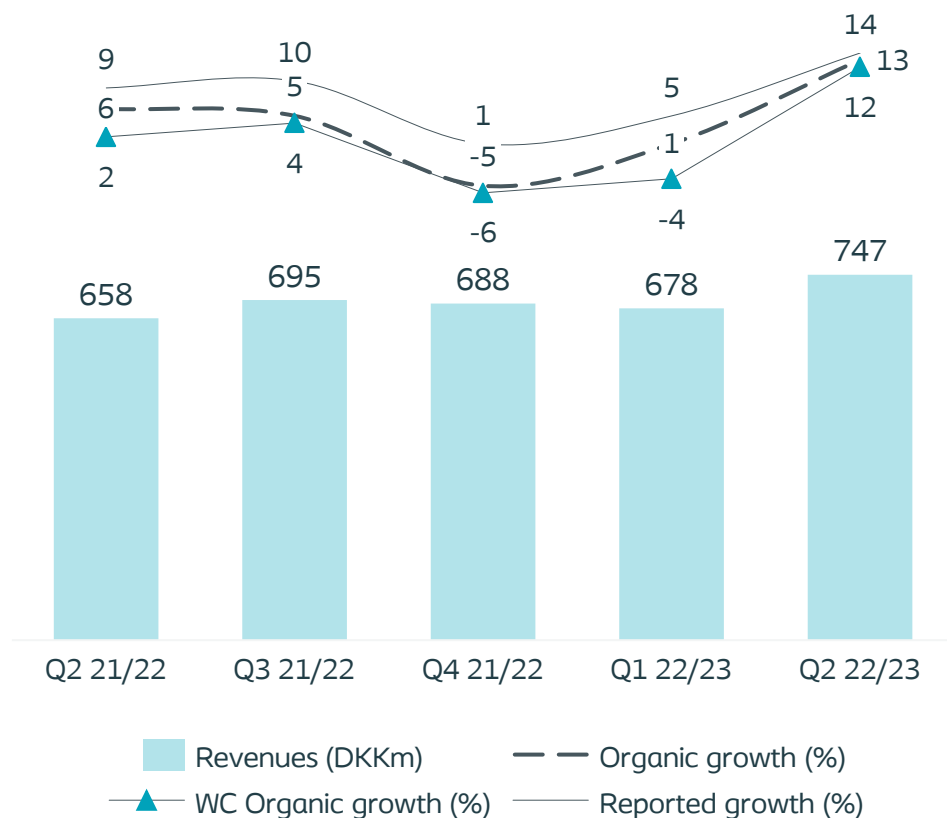
Q2 2022/23 highlights

- February 1, 2023, marked the one-year anniversary of the completion of the Atos Medical acquisition. The business has continued to perform in line with expectations (8-10% organic growth). The integration into Coloplast's infrastructure is also progressing well and on track to plan
- Voice and Respiratory Care delivered 9% organic growth (2 months)
 - Laryngectomy delivered high single-digit organic growth, driven by growth in new patients in existing and new markets, as well as an increase in patient value driven by the Provox® Life™ portfolio
 - Tracheostomy and ENT (Ear, Nose & Throat) delivered double-digit organic growth, with continued solid demand and positive impact from forward integration in key European markets
- All regions contributed to growth led by Europe and a solid contribution from the US. In Emerging markets, Poland made a solid contribution to growth as a result of a newly introduced reimbursement scheme for HMEs, following a four-year long market access project aimed at raising the standard of care for laryngectomy patients
- In April, Atos Medical announced the results of a new clinical study demonstrating significant improvement in pulmonary health and related symptoms when using Provox Life*

*Provox Life Ward - Atos Medical

Strong Q2 in Wound & Skin Care with 13% growth driven by solid momentum in Wound Care Europe, including benefit from a low baseline

Wound & Skin Care performance

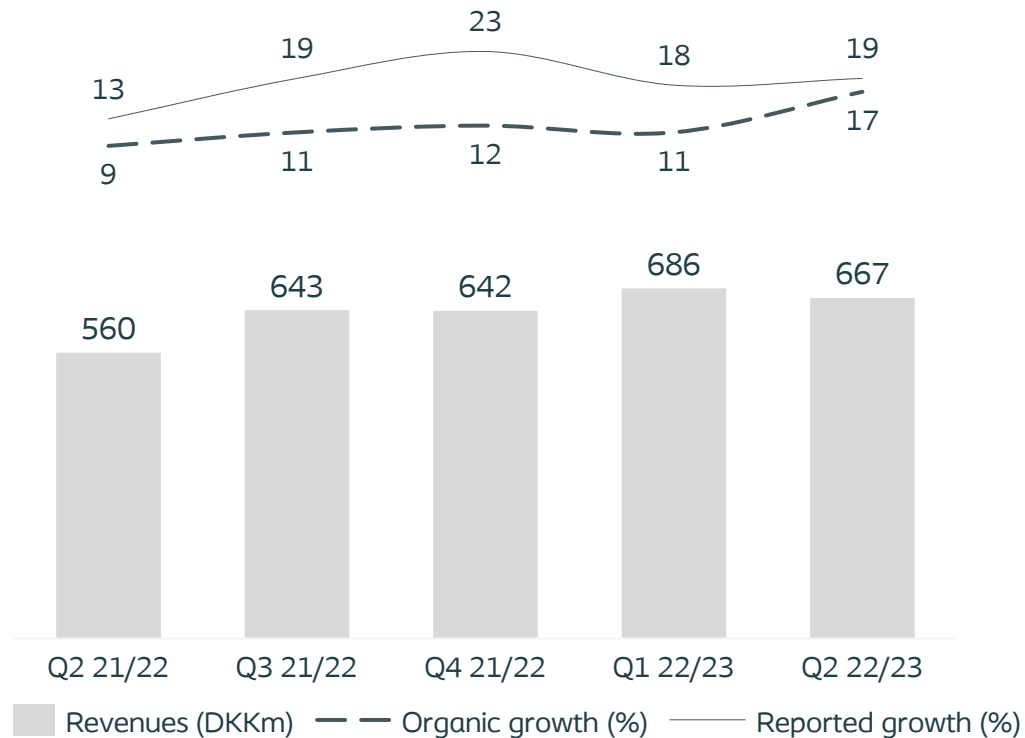


Q2 2022/23 highlights

- Wound Care in isolation grew 12% despite continued negative impact from backorders, as expected
 - The backorder situation has been resolved and production will gradually ramp up to full capacity in H2 2022/23
 - Solid growth momentum in Europe driven by the Biatain Silicone portfolio in Germany, France, and the UK. The region also benefited from a low baseline last year
 - China returned to growth in Q2 driven by significantly improved hospital access, resulting in an increase in procedural volumes and demand for wound care products
- The Compeed contract manufacturing business continued to perform well and contributed significantly to growth, reflecting a healthy consumer demand
- Skin Care returned to growth in Q2, coming from a lower baseline last year

Strong momentum in Interventional Urology with broad-based growth of 17%, led by the US Men's Health business

Interventional Urology performance

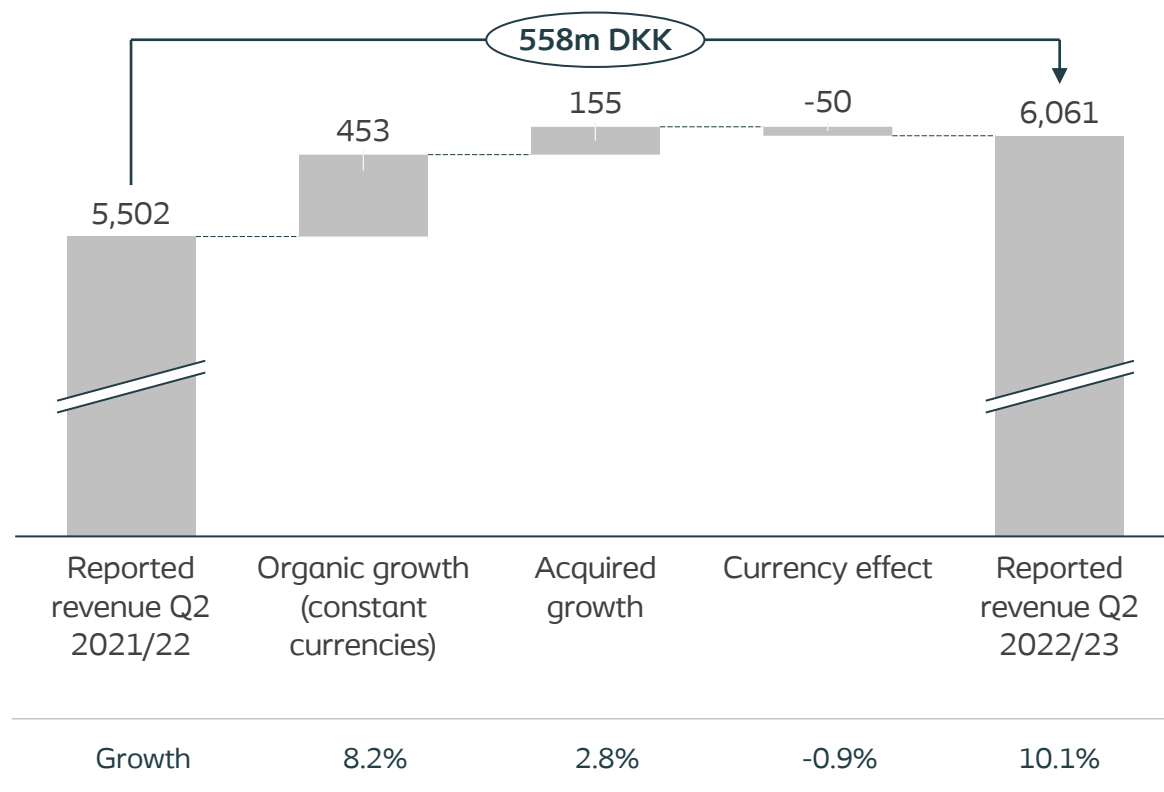


Q2 2022/23 highlights

- Growth in the quarter was driven by continued strong momentum across business areas and geographies, as well as positive impact from a lower baseline in the US last year
 - Men's Health was the largest contributor to growth in Q2 driven mainly by the Titan® penile implants in the US
 - Endourology in Europe and Women's Health in the US also made a solid contribution to growth
- Coloplast has launched its first laser equipment, Thulium Fiber Laser (TFL) Drive, in key markets. The launch is off to a good start with positive customer feedback
 - The launch is part of Coloplast's strategy to expand into adjacent segments, and enables Coloplast to compete in the lasers market, worth an estimated DKK 3 billion

Q2 reported growth was up 10%, with ~3%-points impact from the Atos Medical acquisition and ~1%-point negative currency effect

Q2 2022/23 Revenue development (DKKm)

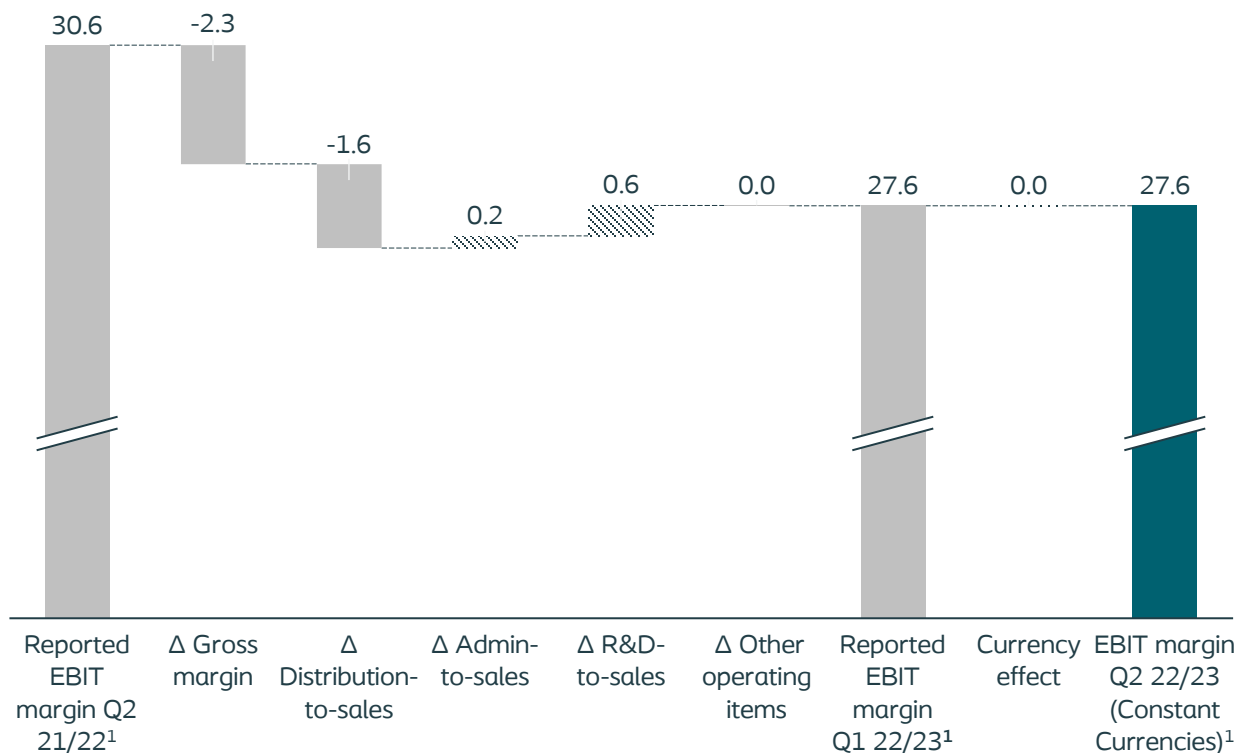


Q2 2022/23 highlights

- Organic growth was 8% or DKK 453 million, driven by:
 - Continued solid momentum in Chronic Care across regions, excluding China
 - China detracted from Ostomy Care growth due to COVID-19, as expected
 - Continence Care continued to be impacted by backorders in Collecting Devices
 - Voice & Respiratory Care delivered solid growth driven by both Laryngectomy and Tracheostomy
 - Strong Q2 in Wound & Skin Care driven by solid momentum in Wound Care Europe, including benefit from a low baseline
 - Continued strong momentum in Interventional Urology with broad-based growth, led by the US Men's Health business
- Acquired revenue contributed 3%-points to reported growth or DKK 155 million (1 month impact from the Atos Medical acquisition)
- Foreign exchange rates had a negative impact of DKK 50 million or -1%-point on reported growth, mainly related to depreciation of the GBP and several emerging markets currencies against DKK

Reported EBIT margin of 28%¹ in Q2, reflecting inflationary headwind on input costs, increased level of commercial activity, and amortisation costs

Q2 2022/23 EBIT margin development before special items (%)



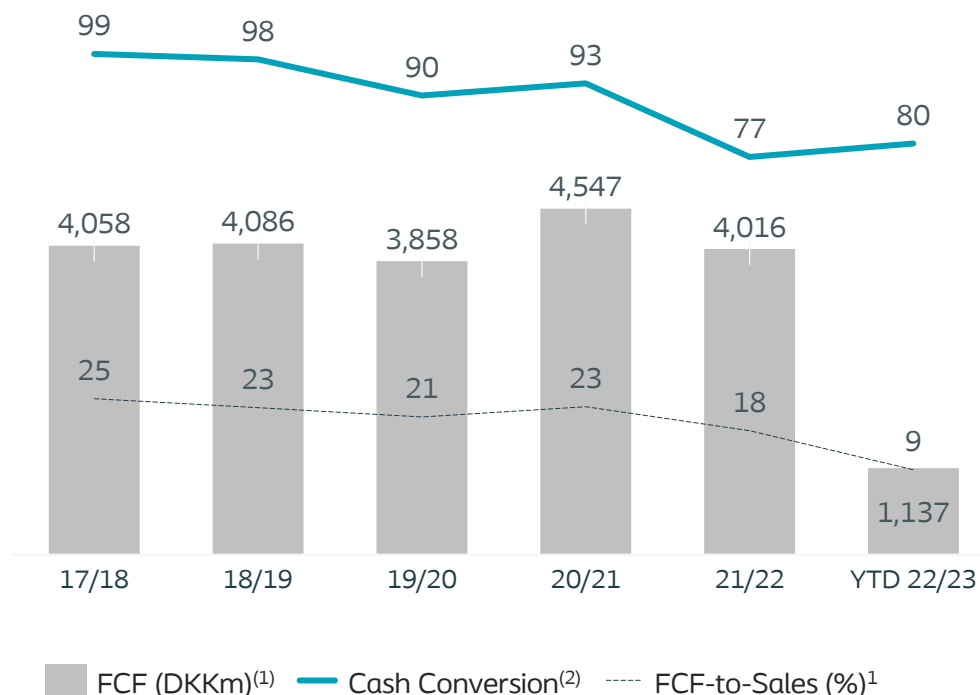
¹ Before special items of DKK 20 million in Q2 2022/23 related to integration costs for the Atos Medical acquisition, and DKK 381 million in Q2 21/22, of which DKK 300 million related to Mesh litigation provisions and the remaining DKK 81 million related to the Atos Medical acquisition (one-off transaction costs, legal and advisory fees)

Q2 2022/23 highlights

- Gross margin was 66%, against 69% in Q2 last year
 - Negative impact from:** input cost inflation (raw materials, energy, freight), double-digit wage inflation in Hungary, ramp-up costs in Costa Rica, and cost related to backorder resolution. Electricity price hedges of ~400 EUR/MWh (double from last year) took effect in January. **Positive impact from:** Atos Medical, price increases, country and product mix, and operating leverage and efficiency savings
 - Limited positive FX impact on the gross margin of 30 bps
- Operating expenses in Q2 amounted to DKK 2,356 million. Operating expenses grew 8% from last year excl. inorganic operating expenses from Atos Medical (12% incl. inorganic OPEX). Atos Medical contributed with DKK 280 million, including DKK 53 million in amortisation costs.
- Distribution-to-sales ratio was 31%, compared to 29% last year
 - Distribution costs were up 16% vs. last year, driven by Atos Medical, increased sales & marketing activities and travel post COVID-19, higher logistics costs, and continued commercial investments (Interventional Urology, consumer and digital, Atos Medical)
- The admin-to-sales ratio was 5%, on par with last year. The R&D-to-sales ratio was 3%, compared to 4% last year
- EBIT before special items was DKK 1,671 million, a 1% decrease from last year. Reported EBIT margin before special items was 28% compared to 31% last year (neutral impact from FX)

Adj. FCF in H1 was DKK 1,137 million. Operating cash flow impacted by increased working capital; NWC-to-sales still expected at 24% for FY

FCF development¹



H1 2022/23 highlights

- Free cash flow for H1 2022/23 was an inflow of DKK 795 million compared to an outflow of DKK 9,715 million in the same period last year
- Excluding acquisitions last year, the FCF decreased by DKK 123 million (13%) from DKK 918 million in H1 2021/22, driven by a decline in cash flow from operating activities. Adjusted for Mesh payments and the US Veteran Affairs matter³ payment, the H1 2022/23 FCF was an inflow of DKK 1,137 million
 - Operating cash flow for H1 2022/23 was DKK 1,176 million, compared to DKK 1,381 million last year, due to higher income tax paid and an increase in working capital
 - Reported EBIT before special items was DKK 110 million (3%) higher than H1 2021/22
 - NWC-to-sales of 26% compared to 25% at year-end 2021/22, mostly impacted by an increase in inventories. NWC-to-sales for the year still expected around 24% of revenue
- CAPEX-to-sales ratio of 5%, compared to 4% last year
 - H1 CAPEX was driven by investments in automation at volumes sites as part of GOP5, IT investments, and Atos Medical capex and integration capex

1) FCF adjustments: H1 2022/23 Mesh payments and payment related to the formal resolution of the US Veteran Affairs matter; FY 2021/22 adjusted for acquisitions, mostly Atos Medical and Mesh payments; FY 2020/21 adjusted for acquisitions and Mesh payments; FY 2018/19 adjusted for Mesh payments; FY 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. Cash Conversion is trailing twelve months. 3) Formal resolution of the US Veteran Affairs matter of incorrect management of contractual obligations related to past agreements, uncovered and disclosed to authorities in FY 2016/17

FY 2022/23 guidance narrowed – organic growth of around 8% and reported EBIT margin of 28-29%¹

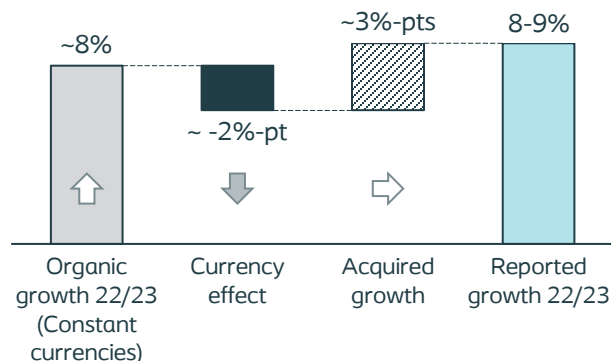
	GUIDANCE 2022/23	GUIDANCE (DKK)*	KEY ASSUMPTIONS
SALES GROWTH	Around 8%	8-9%	<ul style="list-style-type: none"> Chronic Care ex. China expected to grow largely in line with Strive25 ambitions: Europe – continued good momentum; US – sustained good momentum in Ostomy Care and improvement in growth in Continence Care; Emerging markets – broad based double-digit growth ex. China Wound and Skin Care – growth above market in line with Strive25 ambitions China (OC and WC) – impact from COVID-19 in H1 2022/23, and expected improvement in growth in H2 2022/23, mostly driven by a lower baseline last year, as well as improved hospital access and procedural volumes towards the end of Q2. In Ostomy Care, a gradual improvement in inflow of new patients is expected. Average value per patient expected to remain below pre-COVID levels Interventional Urology – expected to grow around 10% Voice & Respiratory Care – expected to grow at 8-10% (8 months impact on organic growth) Russia – revenue expected to be on par with FY 2021/22 (1% of group revenue) with negative growth No current knowledge of significant healthcare reforms; positive pricing impact expected Stable supply and distribution of products – backorder impact in Collecting Devices in H1 2022/23 and Wound Care in the first nine months of 2022/23 Reported growth in DKK assumes negative impact from currencies of around 2%-points and 3%-points contribution from the Atos Medical acquisition
EBIT MARGIN		28-29% (before special items)	<ul style="list-style-type: none"> Increased input cost: raw materials – double-digit price increase, energy costs – around double vs. 2021/22 (~60% of electricity consumption for H2 hedged at ~400 EUR/MWh), double-digit wage increase in Hungary Negative impact from currencies Leverage effect on fixed costs and continued efficiency improvements through GOP5 Prudent management of OPEX – expected to grow below reported revenue growth (excl. acquired growth) Amortisation charges related to the Atos Medical acquisition of around DKK 230 million Special items of around DKK 50 million related to Atos Medical integration costs
CAPEX (DKKm)		Around 1.4bn	<ul style="list-style-type: none"> Investments in automation at volume sites in Hungary and China as part of GOP5 Investments in new machines for existing and new products IT and sustainability investments Atos Medical capex and integration capex
TAX RATE		Around 21%	<ul style="list-style-type: none"> Positive (one-off) impact from Atos Medical IP transfer

FY 2022/23 guidance breakdown: significant negative impact from input cost increases on EBIT margin

Revenue growth assumptions

FY 2022/23 organic growth expected at around 8% in constant currencies

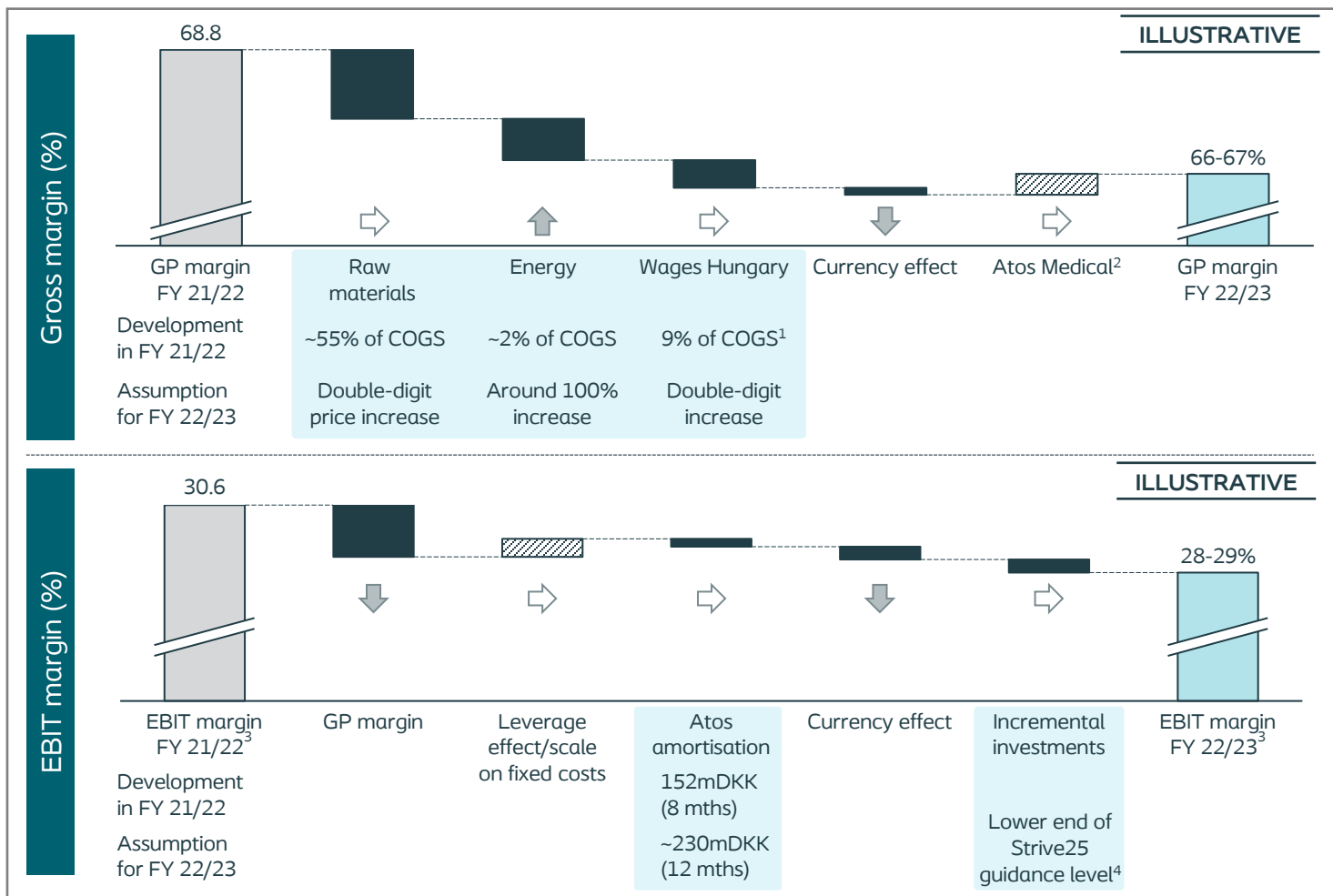
- China Ostomy Care and Wound Care – negative impact from COVID-19 in H1 and expected improvement in growth in H2, mostly due to a lower baseline last year, as well as improved hospital access and procedural volumes towards the end of Q2
- US – sustained momentum in Ostomy Care, and improvement in Continence Care growth driven by the normalisation of growth in new patients to pre-COVID levels in H2 21/22
- Interventional Urology expected to grow around 10%
- Voice & Respiratory Care expected to grow 8-10%, with 8 months impact on organic growth



Key impacts on gross- and EBIT margin development in 2022/23

Development since issue of FY guidance

Positive ↑ Unchanged ⇨ Negative ↓



¹) Direct salaries as % of total COGS. 80% of production volumes are in Hungary. ²) 4 months incremental impact in 2022/23. ³) Before special items. Special items of DKK 471 million in FY 21/22, of which DKK 300 million related to Mesh litigation provisions and the remaining DKK 171 million related to the Atos Medical acquisition. Around DKK 50 million integration cost expected in FY 2022/23, to be treated as special items. ⁴) Strive25 guidance: Investments of up to 2% of sales in incremental OPEX investments

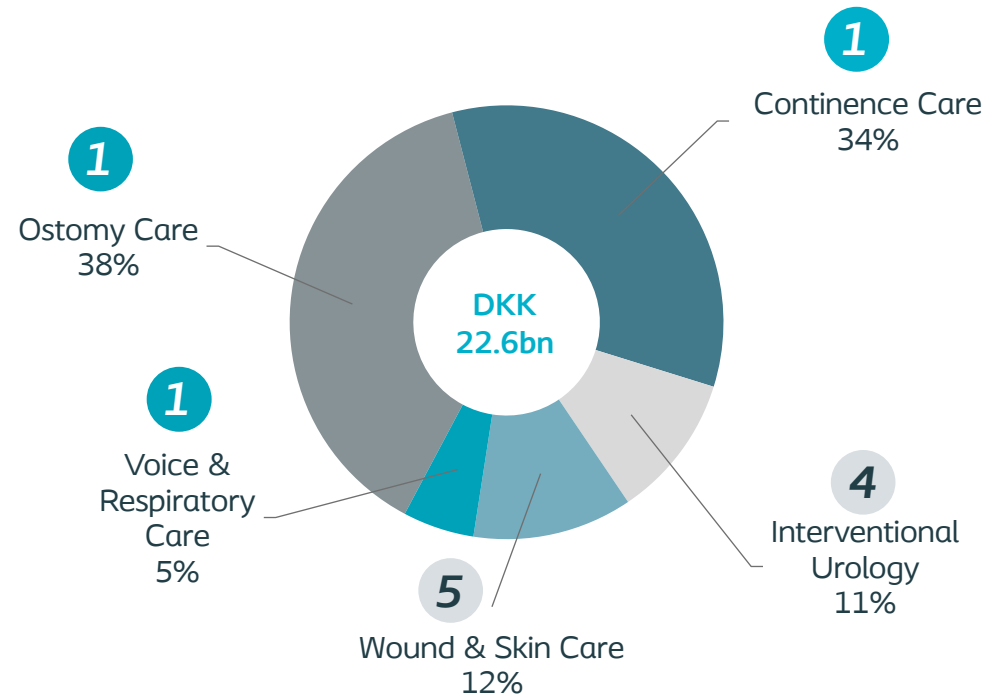
Making it easier to *be yourself*—

Leading intimate healthcare
Introduction to Coloplast

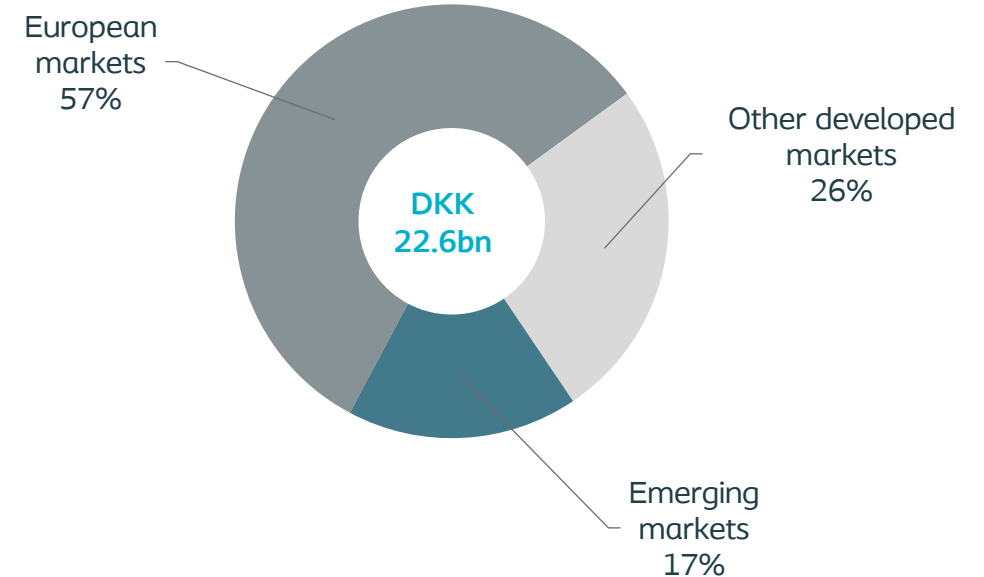


Coloplast has five business areas all with global sales presence

Group revenue 2021/22 *by segment*¹



Group revenue 2021/22 *by geography*



X = Coloplast's global market position

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® Flex
Flexible male
urinary catheter



Voice & Respiratory Care

People who have had their larynx (voice box) removed or had an opening created in their neck to facilitate breathing

Provox® Vega & Provox® Life
Voice Prostheses and a
range of Heat Moisture
Exchangers (HMEs) and adhesives



Interventional Urology

People with dysfunctional urinary and reproductive systems

Titan® Touch
Inflatable Penile
Prosthesis



Wound Care

People with difficult-to-heal wounds

Biatain® Silicone
Foam wound dressing

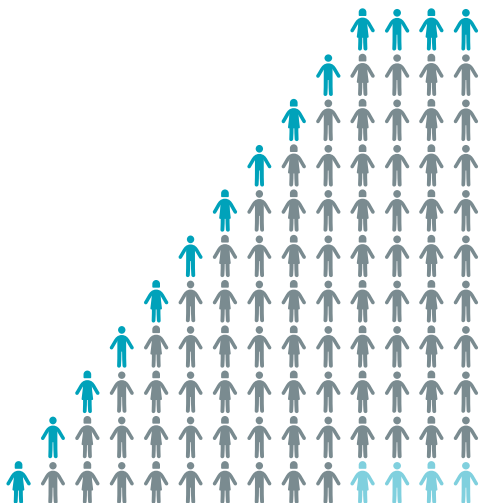


The Chronic Care model secures a predictable revenue stream and stable revenue growth

The chronic care user flow

New user

Installed base of users



One new patient per year...

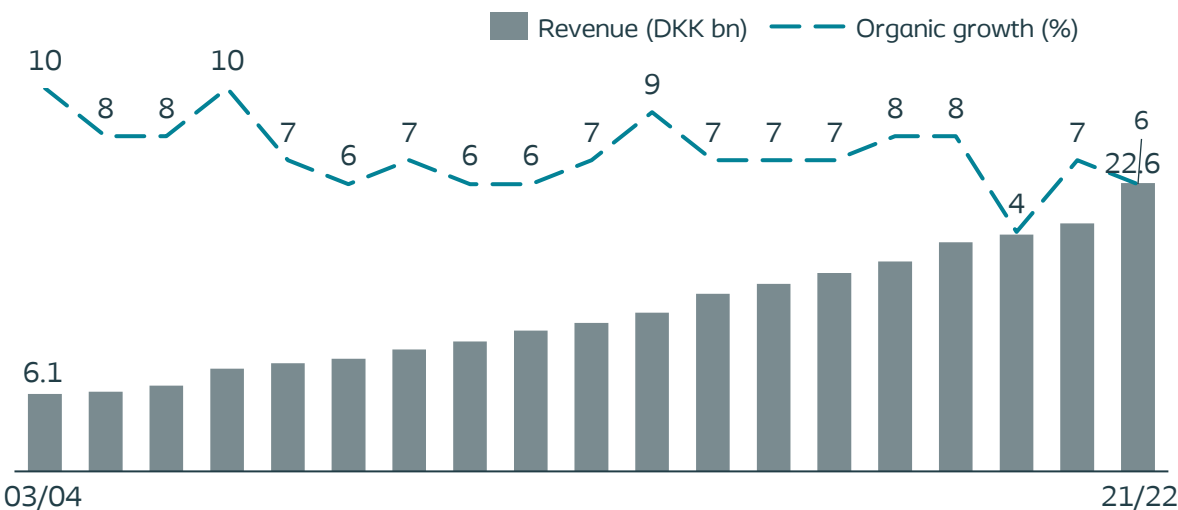
... secures ~10-30 years of predictable revenue stream

Chronic Care condition

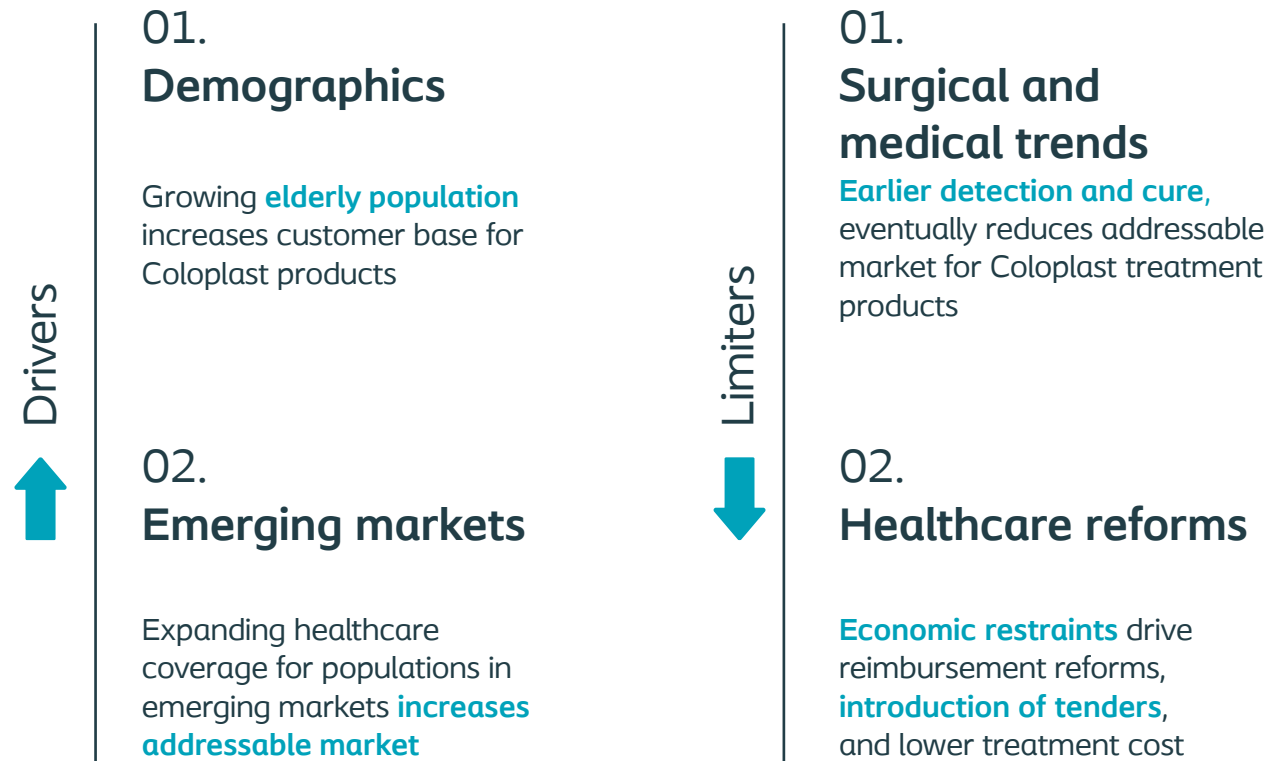
Stable flow of loyal users

Solid reimbursement

Coloplast group revenues



Intimate healthcare is characterized by stable industry trends



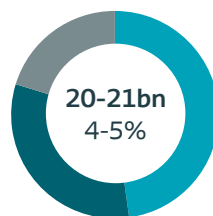
Coloplast has strong market positions in Europe and great commercial potential outside Europe



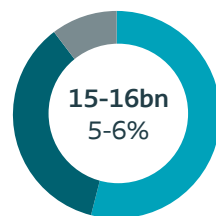
Addressable market

Size in DKK
Growth in %*

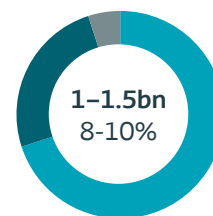
Ostomy Care



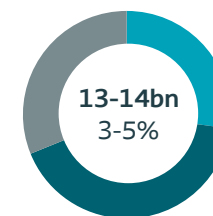
Continence Care



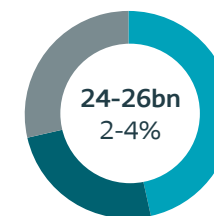
Voice & Respiratory Care (Laryngectomy)



Interventional Urology



Wound Care



Coloplast total market share

35 - 40%

40 - 45%

~85%

15 - 20%

5 - 10%

Coloplast regional market shares

40 - 50%
15 - 25%
45 - 55%

45 - 55%
25 - 35%
40 - 50%

80 - 90%
80 - 90%
95 - 100%

20 - 25%
15 - 20%
5 - 10%

5 - 10%
0 - 5%
5 - 10%

Key competitors



Key drivers and limiters

- Ageing population
- Increasing access to healthcare
- Health care reforms
- Re-use of products outside Europe

- Ageing population
- IC penetration potential
- Up-selling
- Health care reforms
- Commoditization

- Penetrate "white-space"
- Reimbursement in new geographies
- Compliant usage
- New portfolio Provox Life™

- Ageing, obesity
- Under penetration
- Cost consciousness
- Clinical requirements
- Less invasive/office procedures

- Ageing, obesity, diabetes
- New technologies
- Healthcare reforms
- Competition
- Community treatment

We are building the consumer healthcare company of the future

Macro Trends



Ageing population



Healthcare consumerism



Digital transformation



Price pressure



Channel consolidation



Impact

Commercial model



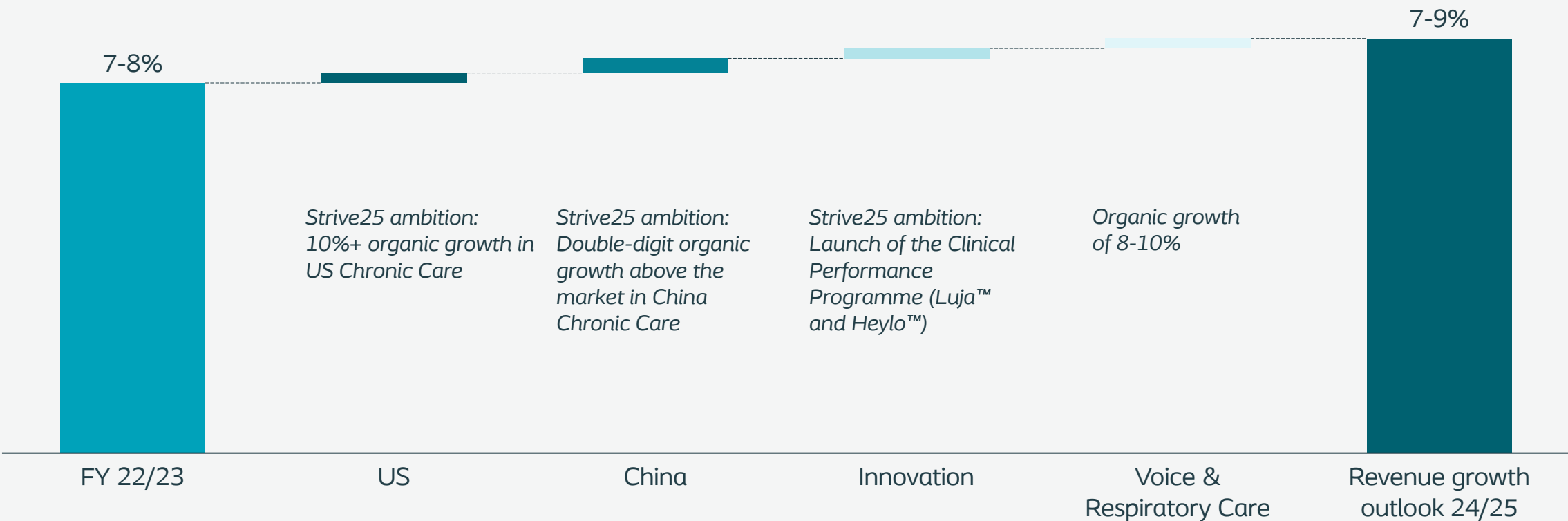
Our Strive25 strategy will drive continued long-term value creation through revenue and earnings growth



¹ Constant currencies, based on FX rate as of September 29, 2020



Clear path to organic growth in the upper end of the 7-9% range in the outer part of Strive25



With Strive25 we put emphasis on improving our environmental performance, while continuing our ongoing commitments



Our mission

Making life easier for people with intimate healthcare needs



Our 2025 priority

Improving products and Packaging¹



90% of packaging recyclable
80% packaging consisting of renewable materials
75% production waste recycled

Our 2025 priority

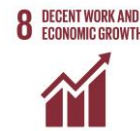
Reducing emissions¹



100% reduction of scope 1 & 2 emissions by 2030^{3 4}
100% renewable energy
50% reduction in scope 3 emissions per product by 2030^{3 4}

Our on-going commitment

Responsible operations¹



¹ Strive25 Sustainability KPIs do not include Atos Medical

² of which DKK 100 million in capex and DKK 150 million in operating expenses

³ From base year 2018/19

⁴ Target validated by Science-Based Targets initiative (SBTi)

DKK 250 million² in investments allocated to sustainability efforts during Strive25 period



We will continue to support organic growth through yearly incremental investments of up to 2% of revenue in the Strive25 period

Key Investment Decision Drivers



Economics & Government



Market Attractiveness



Leadership & Organization



Case Financials



Time horizon

Key Investment Areas



Innovation



Chronic Care



Interventional Urology



Voice and Respiratory Care



Consumer & Digital



Sustainability

We expect to invest **up to 2%**
of revenue in incremental
OPEX investments



We will actively pursue M&A opportunities as a lever for long-term growth

Opportunity
based



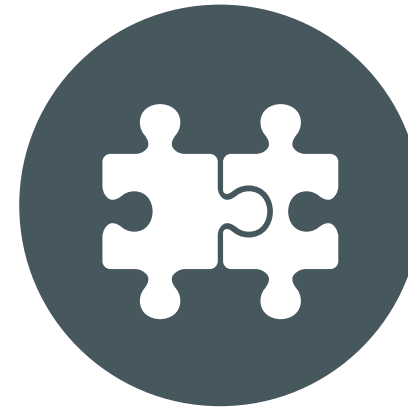
Systematic
screening



Large plays



Channel expansion



**Portfolio expansion
& adjacencies**



**Early-stage
technologies**

Examples: *Atos Medical*

Hope Medical Supply¹
Rocky Mountain Medical Supply¹
Affordable Medical¹

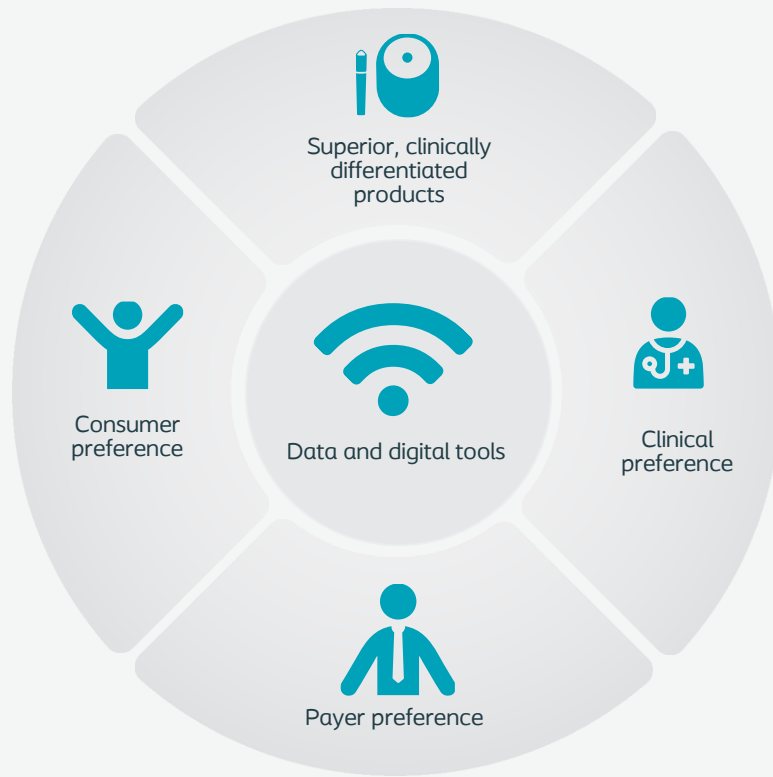
TFL Drive
(distribution agreement)

*Nine Continents
Medical (Intibia)*

1) Three US direct-to-consumer Durable Medical
Equipment (DME) dealers, acquired by Coloplast in 2020/21

We have built key enablers to support the commercial model in our Chronic Care businesses

Commercial model



Key enablers



Direct Businesses



Coloplast Consumer Care



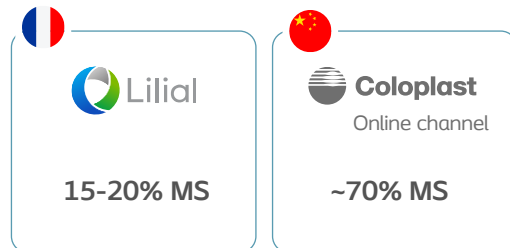
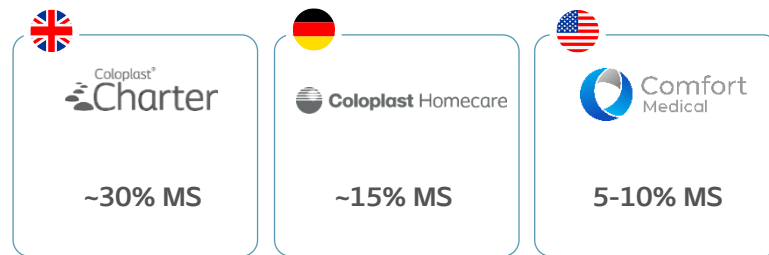
Direct to Consumer



Data & Digital tools

Direct business in Chronic Care serving consumers drives improved outcomes and is a vital component of our growth

Direct presence in top 5 markets and strategic rationale



High single digit growth rates

- 1 Control and continuity of product supply
- 2 Target the full value pool
- 3 Direct access to consumers
- 4 Direct relationship with payers
- 5 Improve patient outcomes
- 6 Protect patient pathway

Coloplast Consumer presence

(incl. patient support programme, Coloplast® Care)



+30 countries
with a consumer setup

Size of database, millions

2+

of calls per year, millions

3+

of samples sent, thousands

~500

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



45%*

of users describe UTIs as their greatest challenge in life¹



2.7

UTIs per user on average every year¹



93%

worry about leakage²

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

Solid progress on Heylo™ and Luja™; Luja is launched in four markets and is expected to be available in key markets over the next 9 months

Status May 2023

Expected launch

Luja™
new catheter
platform

- Product launched in four markets
- The results of the first pivotal clinical study have been published*. The second study has been finalized and Coloplast expects to publish the results within the next few months

Product launch expected
in key markets over the
next 9 months

Heylo™
digital leakage
notification system

- CE mark has been granted
- Payer pilot studies in Germany and the UK progressing as planned, with good user feedback

Product launch expected
in **2023**



Simultaneously, continue our launch cadence into existing categories within ostomy care and continence care



Leakage remains the biggest challenge for our users

91% of people with a stoma worry about leakage¹

40% of users experience leakage onto their clothes every month²

Heylo addresses the mental burden caused by fear of leakage

Control and peace of mind

Data on Heylo™ is promising. Pre-pilot study shows high product performance and user preference

Product performance & user experience¹

reduction in worry of leakage

92%*



less leakage episodes

85%**

would recommend to others

87%



Quality of life and future use¹

+9%

significant improvement to emotional impact of leakage

96%

report higher feeling of security

35%

report improved sleep

¹ CP321 study, 3W use of full system by n=25

* Reduction from 48% to 4% with high/very high worry of leakage (p-value<0.001)

** Reduction from 2.7 to 0.4 episodes of leakage onto clothes per 3 weeks (p-value=0.009)

The clinical program supports national launches, reimbursement applications and generates user insights

Single-arm confirmatory study, n=100

Show benefit to support Drug Tariff application:

- Leakage onto clothes
- Quality of Life
- Healthcare utilisation



Cross-over RCT confirmatory study, n=145

Document quality of life improvements:

- Emotional leakage impact
- Leakage onto clothes
- User behaviour and use patterns



User insights data collection, n=~150

Insights into user behaviour and product performance:

- Confirm unmet need
- User behavior and use patterns
- Willingness-to-pay



- Support reimbursement in DE & UK
- Document Heylo™ performance
- Understand user behaviour and use patterns
- Document value to payers

Preventing UTIs
remains one of the
biggest unmet
needs we need to
solve for in IC

45%

of users consider
UTIs to be their
greatest challenge¹



48%

of users are
worried whether
they have emptied
their bladder⁴



IC users have

2-3 UTIs on average per year...²

...over a lifetime users will have up to

70-105 UTIs³



¹ IC Value Proposition user questionnaire (n=2,942). Data-on-file. 2016

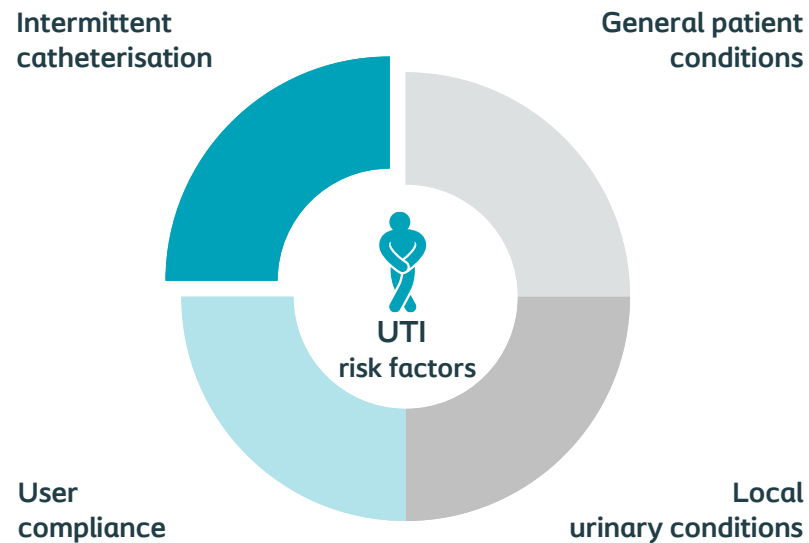
² Kennelly et al. 2019, Fischer 2018, Vahr et al. EAUN guidelines 2013

³ Middleton et al. 2012

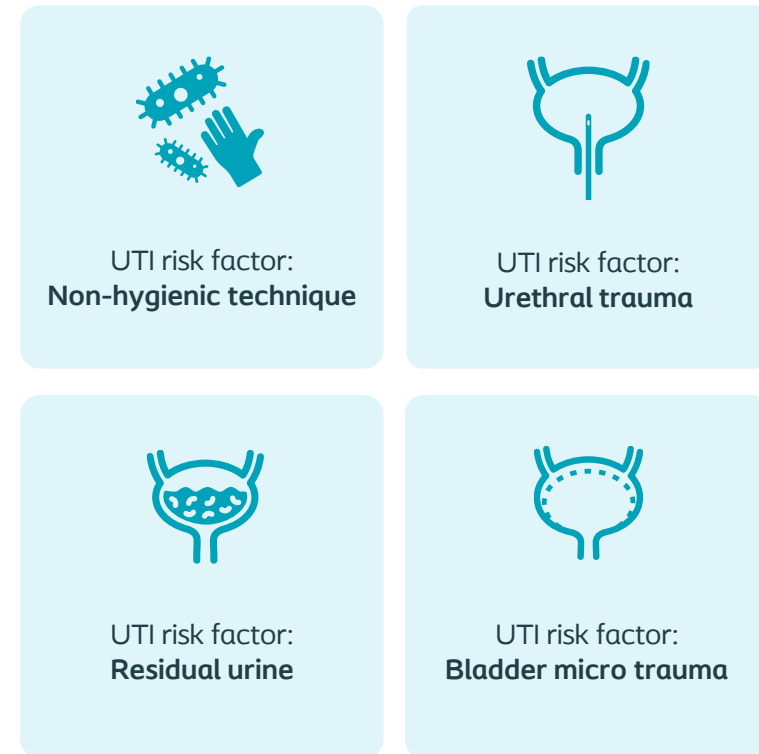
⁴ Extended CORE survey 2022. Data on file

Luja™, our new catheter platform with Micro-hole Zone Technology™ addresses key UTI risk factors

UTI Risk Factor Model¹



UTI risk factors addressed by Luja™



Adapted from ¹Kennelly et al 2019: Adult Neurogenic Lower Urinary Tract Dysfunction and Intermittent Catheterisation in a Community Setting: Risk Factors Model for Urinary Tract Infections.

Comprehensive clinical program behind Luja™ to demonstrate the clinical relevance and difference

✓ Pre-clinical studies

In-vivo and *in-vitro* animal models used to optimize technology features and document the effect.



Pilot studies

8 studies comparing Luja vs. conventional catheters¹ involving 160+ users, demonstrating

number of flow-stops and residual volumes at first flow stop significantly lower with micro-hole zone catheters as compared to conventional catheters



Pivotal studies

2 multinational pivotal studies² involving 110+ users demonstrating the impact on the key risk factors of UTIs

Multicenter, randomised cross over trials comparing Luja™ vs standard of care

Endpoints: Residual volume, Flow stops, Blood in urine, QoL

- *The first pivotal study* showed significant improvement in bladder emptying with Coloplast's Luja™ compared to competitor catheter*
- *The second study has been finalized and Coloplast expects to publish the results within the next few months*

¹ Clinicaltrials.gov references: NCT03337048, NCT04633291, NCT04231149, NCT04250987, NCT04445051, NCT04543136, NCT04557787, NCT05224544.

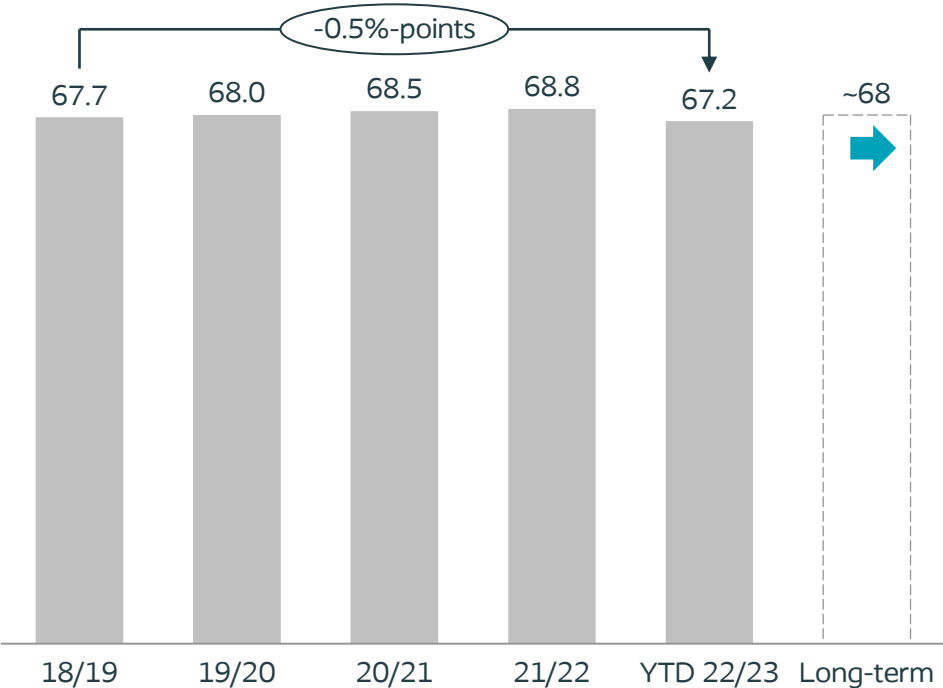
² Clinicaltrials.gov references: NCT05485935, NCT05485922

* [Study shows significant improvement in bladder emptying with Coloplast Luja™ compared to competitor catheter](#)

Profitability supported by scalability and efficiency gains enabling additional innovation and commercial investments

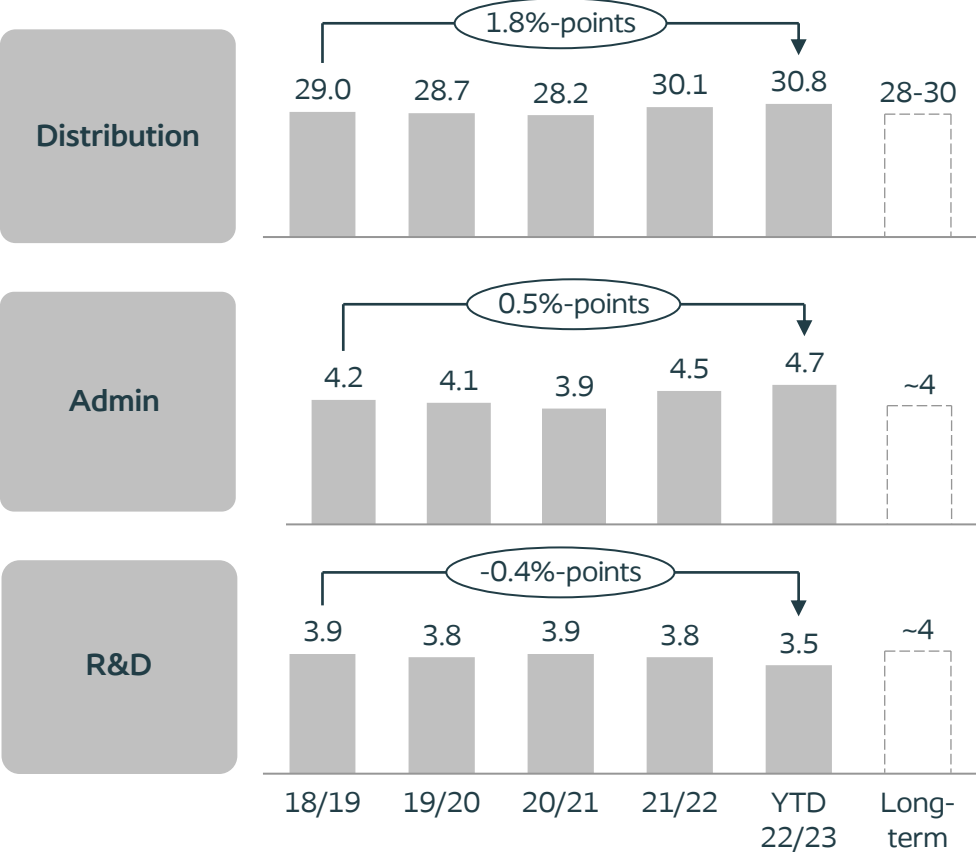
Gross Profit development, %*

YTD 22/23 Gross Profit negatively impacted by inflationary headwind on input costs (raw materials, energy, freight, labour)



*Atos Medical included in FY 21/22 with eight months of impact. Long-term expectations include Atos Medical

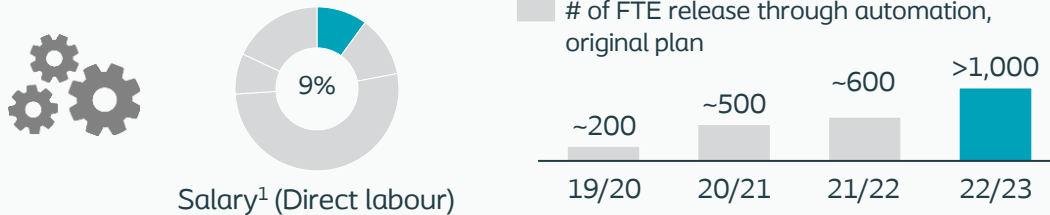
Cost item Development, in % of revenue*



FY 21/22 and YTD 22/23 cost items include impact from the Atos Medical acquisition, of which DKK 152m and DKK 107m respectively in amortization costs (included under distribution cost)

Automation, procurement and scale are key to bringing Global Operations to the next level

1. Automation to mitigate growth in blue-collar FTE



- Due to longer component lead times, the timeline of the programme is extended into Q1 2023/24

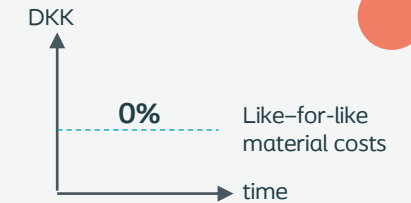


DKK ~450m
CAPEX investment over four years (19/20 – 22/23)

2. Continuously work with procurement costs and supply risk mitigation



- Run sourcing tenders
- In 2022/23 we expect double-digit raw materials price increase



Costs levels to remain at 19/20 levels

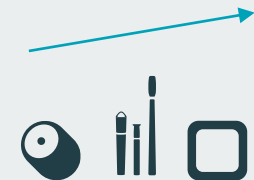
3. Efficiency and scale on global functions



0%



Global functions

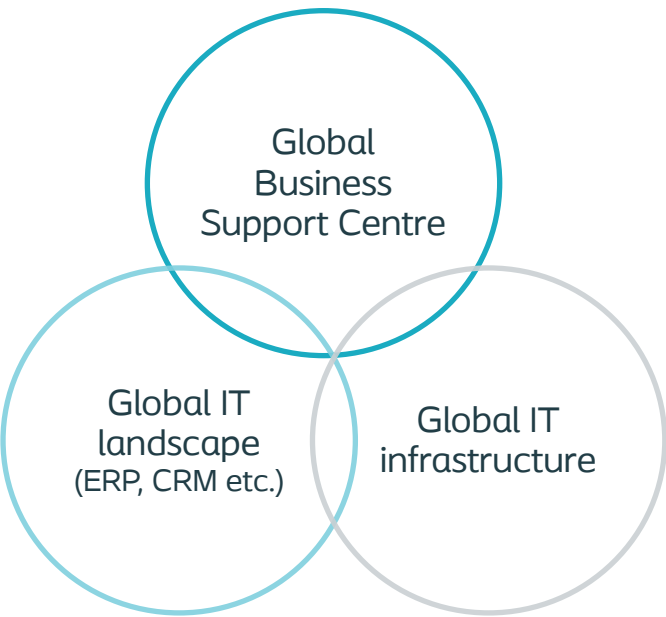


Volume output

1) FY 2021/22 Cost of goods sold, DKK 7,050m

A global Business Support and IT landscape enables Coloplast to scale faster and efficiently and integrate Atos Medical into the Group

Global Business Services

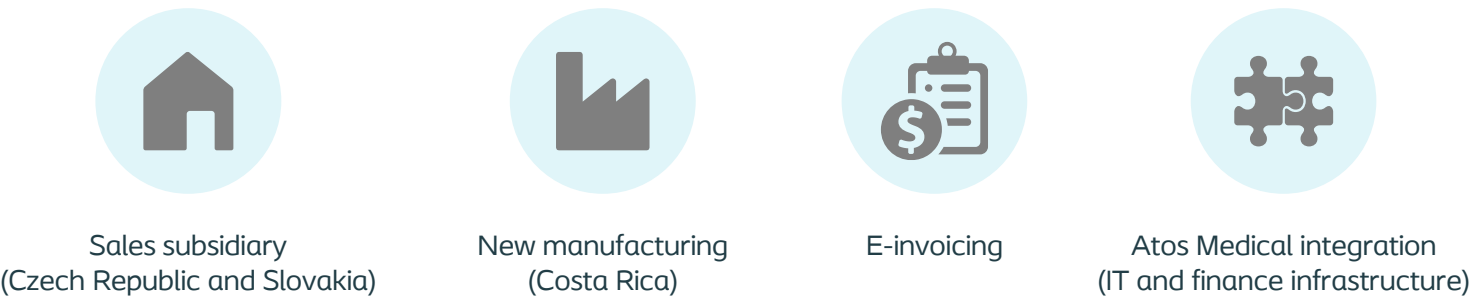


Global business services handle the majority of all global support

% of group processes



Examples of current implementation cases

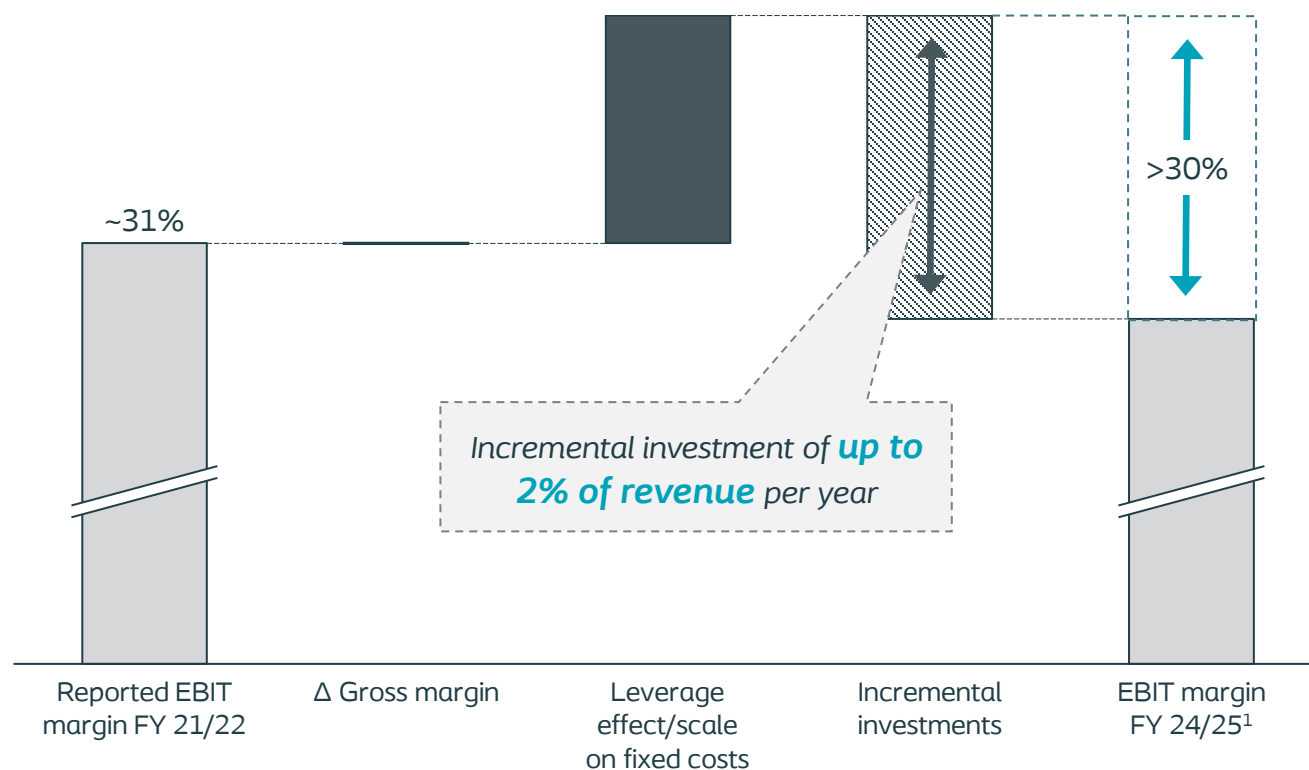


Source: Coloplast

EBIT margin development continues to be a function of growth, scalability, cost discipline and investment activity

EBIT margin (%)

Illustrative



1) Constant exchange rates

Future drivers of EBIT margin

EBIT will be positively impacted by:

- + Leverage effect on fixed costs e.g. distribution, admin and R&D costs especially driven by Europe

EBIT will be negatively impacted by:

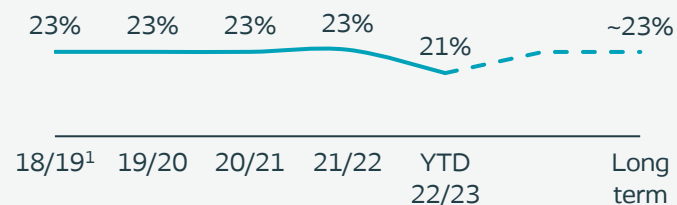
- ÷ Investments in P/L (Commercial & R&D)

Headwind on gross margin from increasing prices for raw materials, energy, freight, and wage inflation in Hungary in FY 2021/22 and FY 2022/23

Continued strong development in free cash flow during the Strive25 strategy period

Taxation

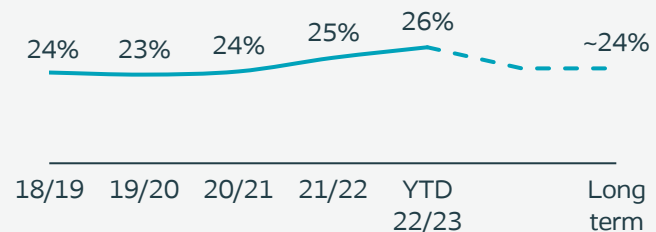
— Reported tax rate



- DK statutory corporate tax rate lowered to 22% in 2016. Coloplast pays the majority of its tax in Denmark
- Coloplast tax rate expected to be ~23% for the Strive25 strategy period
- FY 22/23 tax rate expected around 21% due to positive impact from Atos Medical IP transfer

Net working capital

— Net working capital, % of revenue



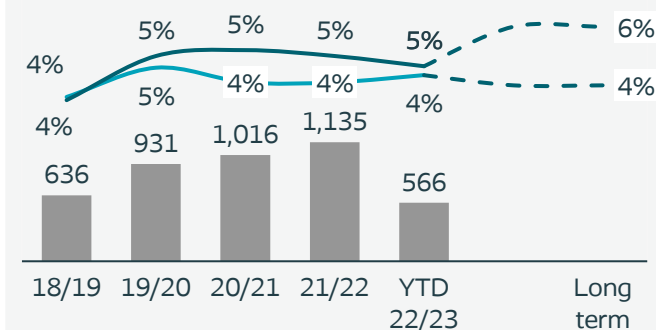
- Long- term Net working capital expected to be stable at ~24%, impacted by:
 - Growth in mature markets
 - Growth in Emerging markets which have long credit times
 - Increasing inventory levels on strategic raw materials and products
- H1 22/23 NWC-to-sales impacted mainly by increased inventories, as well as timing of trade payables. FY 22/23 expected at around 24%

CAPEX²

■ CAPEX DKKm

— Depreciation and amortisation, % of revenue

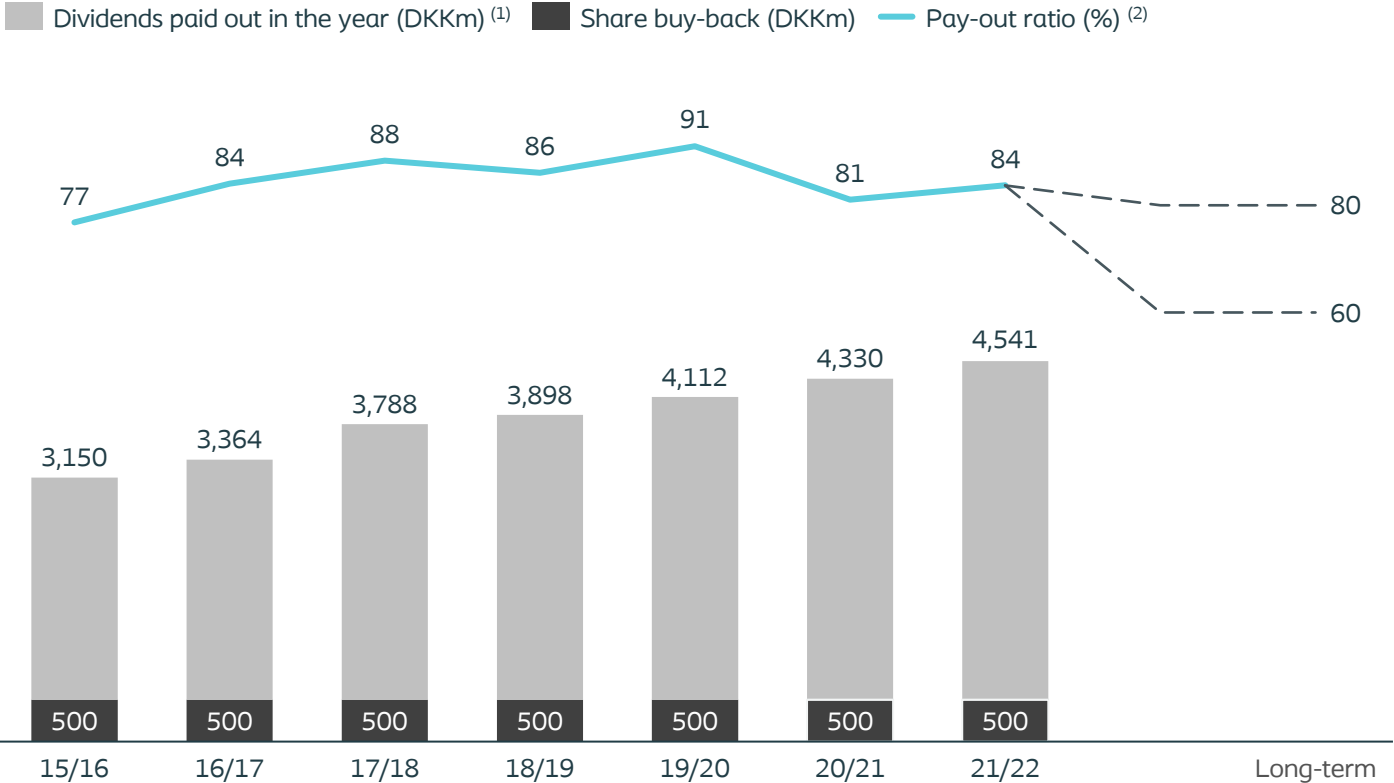
— CAPEX, % of revenue



- CAPEX-to-sales expected to be 4-6% in Strive25
- Continued investments in machines & capacity expansion
- Widening & diversifying manufacturing footprint: volume sites in Costa Rica became operational in 20/21 & 21/22
- GOP5 investments - automation in Hungary and China
- IT investments and sustainability investments
- Atos CAPEX integration costs of up to DKK 150 million split over 21/22-23/24 (vast majority will be IT CAPEX)
- Full year impact of ~DKK 230 million of amortisation related to the Atos Medical acquisition in 22/23

We will continue to provide attractive cash returns despite investments in commercial activities and the Atos Medical acquisition

Coloplast cash distribution to investors



Highlights

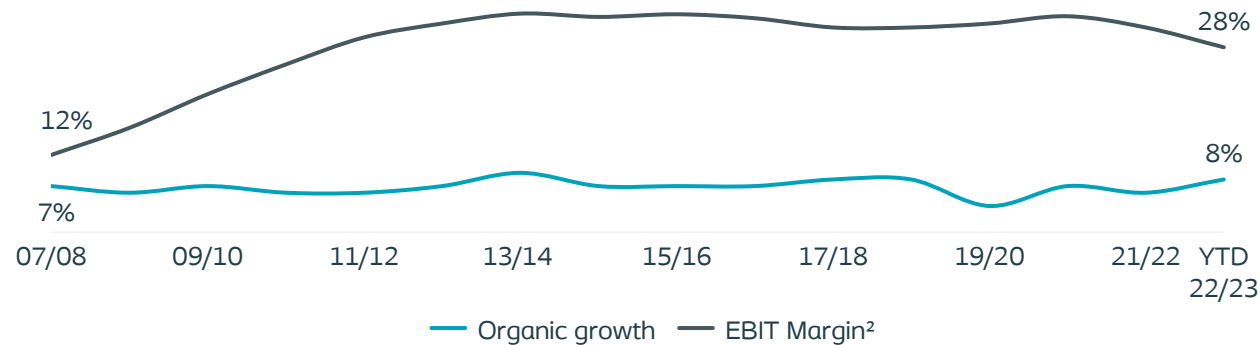
- Coloplast returns excess liquidity to shareholders in the form of dividends and share buy-backs
- Dividend is paid twice a year – after the half-year and full-year financial reporting
- Total dividend of DKK 20.00 per share for 2021/22 compared to DKK 19.00 per share for 2020/21
- Coloplast will pay a half year interim dividend of DKK 5.00 per share
- The share buy-back programme serves to hedge employee share options
- A new share buy-back program will not be initiated in FY 2022/23 as treasury shares are sufficient to hedge the outstanding employee share options

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.

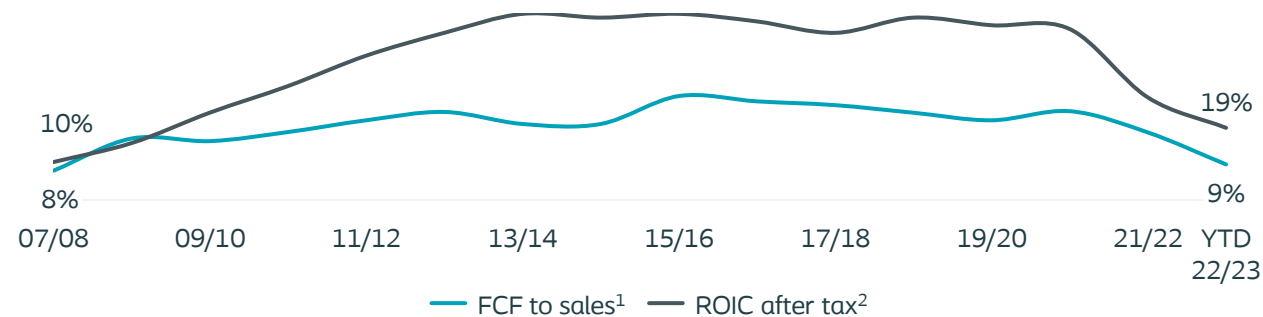
2) Pay-out ratio calculated as dividend proposed in the financial year/net profit for the financial year. Pay-out ratio for 2021/22 is before special items related to Mesh litigation and Atos Medical acquisition. 2020/21, 2018/19 and 2015/16 is before special items related to Mesh litigation. After special items, the pay-out ratio for 21/22 was 90%

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

Organic growth and EBIT margin development



FCF and ROIC development



Highlights

- Stable market trends in our Chronic Care business
- Innovative product portfolio and new product launches
- Strong Coloplast Care retention program and innovative DtC activities
- Increased focus on growing the business outside Europe
- Additional improvements in manufacturing by leveraging 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
- ROIC FY 21/22 and H1 22/23 impacted by the recent acquisition of Atos Medical

1. FCF adjusted for Mesh payments in 2013/14, 2014/15, 2015/16, 2016/17, 2017/18, 2018/19, 2020/21, 2021/22, YTD 2022/23 and acquisitions in 2016/17, 2017/18 and 2020/21 and 2021/22. YTD 2022/23 adjusted for payment related to the formal resolution of the US Veteran Affairs matter Adjustment for Mesh payments includes DKK 500m insurance coverage in 2013/14 and 2014/15 combined. 2. Before special items. Special items include: 2013/14 DKK 1bn net provision; 2014/15 DKK 3bn provision; 2015/16 DKK 0.75bn provision; 2018/19 DKK 0.4bn provision; 2020/21 DKK 0.2bn provision; 2021/22 DKK 471m, Mesh litigation provisions and Atos Medical integration costs; YTD 2022/23 DKK 33m, Atos Medical integration costs

Introduction to Atos Medical

The global market leader in
laryngectomy








Atos Medical is the global pioneer within Laryngectomy and has shaped the market for the past +30 years

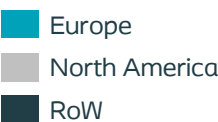
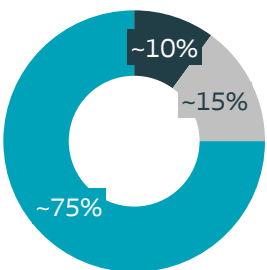
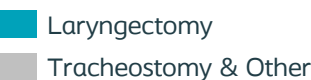
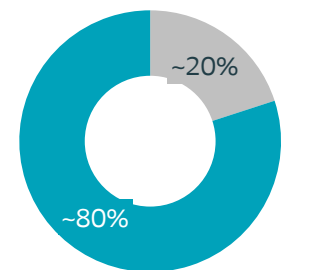
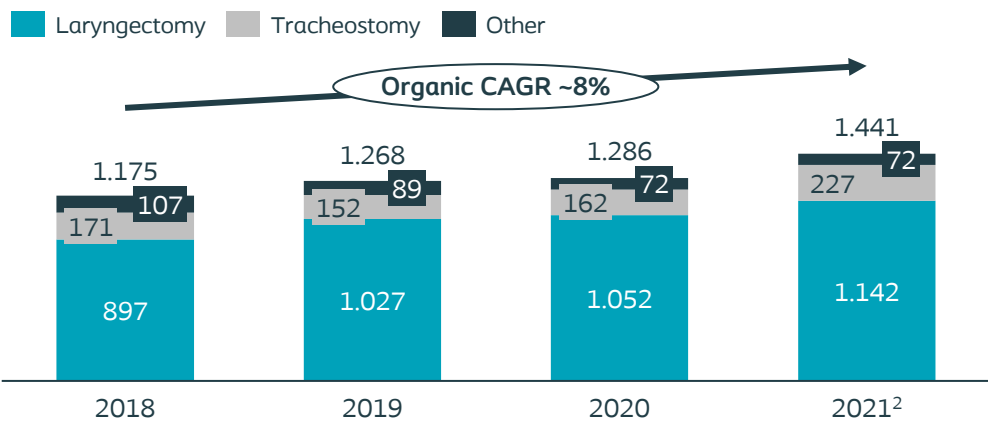
Key market and business highlights

~50,000	New total laryngectomies per year
~85%	Global Laryngectomy market share
30	Countries with direct presence
~50%	of revenues from Direct to consumer sales
~1,100	Employees globally

Atos product segments

Lary	Heat- and Moisture Exchanger (HMEs)	
	Adhesives (Adh)	
	Voice Prostheses (VP)	
	Accessories	
Tracheostomy & ENT		

Revenue by segment and geography



1) Pro-forma revenues and adjusted EBITDA calculated by Coloplast, including TRACOE medical GmbH and Kapitex Healthcare LTD (together "Tracoe"). Atos closed the Tracoe transaction on October 1st 2021.
2) Includes impact from the Tracoe acquisition

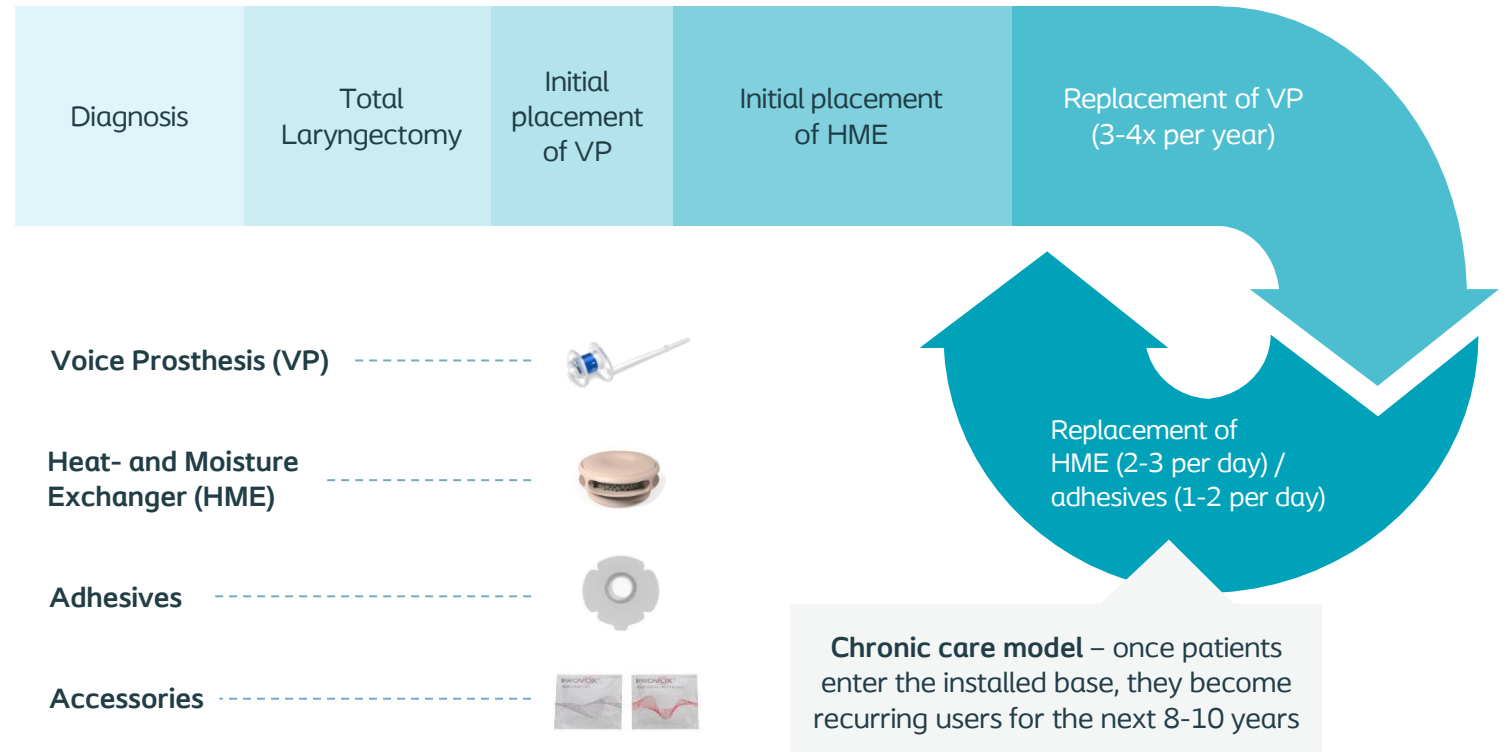
Atos improves the lives of patients following Total Laryngectomy procedures

A Total Laryngectomy is a non-elective surgery performed in the advanced stages of cancer



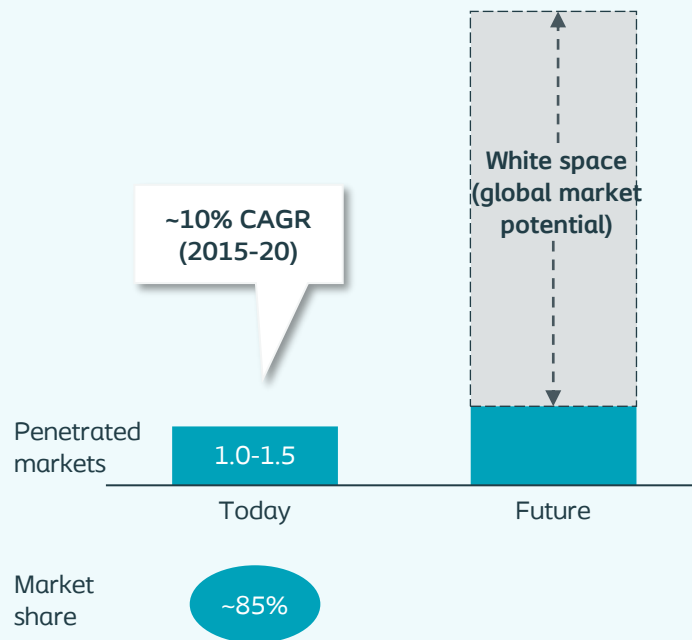
- Treatment of advanced laryngeal and hypopharyngeal cancer
- The procedure involves removing the voice box, also called the larynx
- The upper and lower airways are also permanently disconnected, which leads to a loss of the upper airway functions (humidification, heating and filtration of inhaled air, olfaction)

After surgery, a Voice Prosthesis (VP) is inserted by a healthcare professional, and the patient applies the Heat- and Moisture Exchanger (HME) and adhesives themselves



There is significant untapped potential in the laryngectomy market today, which we will seek to eliminate

The laryngectomy market, DKKbn



Low level of market penetration due to:

- 01 Lack of clinical standards in existing markets outside of Northern Europe
- 02 Patients are not compliant in their use
- 03 Lack of reimbursement in most of emerging markets

We will eliminate the 'white space' by:

-  Setting the clinical standards and increasing penetration in existing markets, such as the US
-  Increasing compliance in existing markets
-  Opening and developing new markets, such as Brazil, South Korea and China

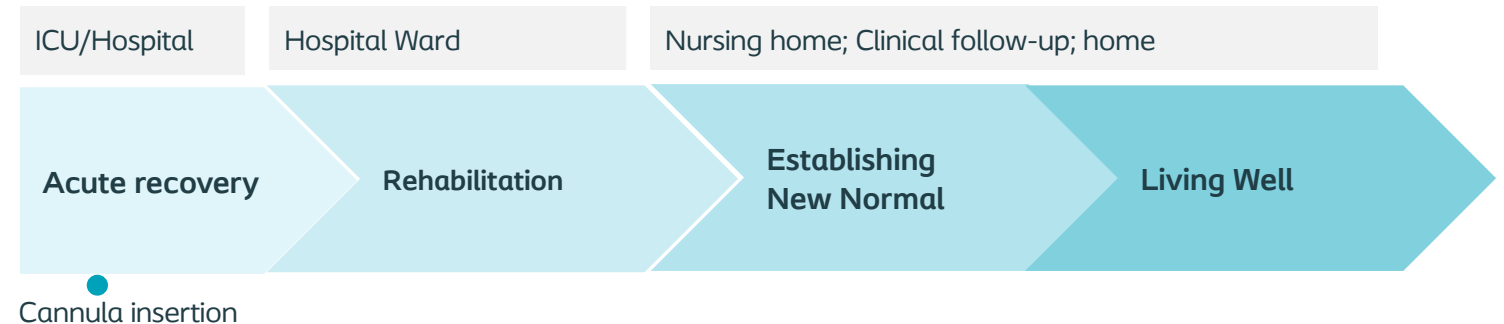
Tracheostomy patients have similar needs as Laryngectomy patients, as they are both breathing through a neck stoma

A Tracheostomy is a surgical procedure that creates an opening in the neck for direct access to the windpipe (trachea) to facilitate breathing



- Performed when the airways are restricted, e.g., during an emergency when the airways are blocked, or when a disease or other problem makes normal breathing impossible
- Can be temporary or permanent
- After a tracheostomy patients have a tracheostoma, with a tracheostomy tube entering the windpipe. This changes the way of breathing and speaking.

The Tracheostomy patient journey starts with a cannula insertion, which can be reversed at any stage



Tubes/cannulas



Heat- and Moisture Exchanger (HME) and Speaking devices



Accessories



- There are around 1 million tracheostomy procedures each year
- The market today mainly consists of tubes used for breathing. Market growth estimated between 3-5%
- Permanent tracheostomy patients have similar product needs as laryngectomy patients (HMEs, accessories), and many today do not receive the highest standard of care

Atos Medical financial assumptions

Organic growth and EBITDA margin	<ul style="list-style-type: none"> Organic growth 8-10% EBITDA margin in the mid-30s level
EPS impact	<ul style="list-style-type: none"> Increasingly EPS accretive from FY 2022/23
Synergies	<ul style="list-style-type: none"> Estimated run-rate operational synergies of up to DKK 100m from utilising Coloplast infrastructure with full impact estimated from FY 2023/24
Financing	<ul style="list-style-type: none"> Structured as a 100% cash payment financed through debt financing The blended interest rate for the debt financing package is expected around 2.9% in FY 2022/23, achieved through the bond issuance, hedges on the 8-year tranche and the 5-year tranche, as well as the secured interest rate on the credit facility
Integration, transaction and financing costs	<ul style="list-style-type: none"> One-off transaction and integration costs including legal fees, advisory fees and insurance costs etc., and P&L integration costs of around DKK 171m in FY 2021/22, treated as special items. An additional DKK ~50 million in special items expected in 2022/23. Capex integration costs of up to DKK 150m split over 21/22-23/24, of which the vast majority IT capex.
Impact on balance sheet and capital allocation policy	<ul style="list-style-type: none"> By the end of Strive25, leverage is expected to be within the target range of 1-2x NIBD/EBITDA No changes to Coloplast's capital allocation policy to return excess liquidity through dividends and share buy-back. Updated target payout ratio of 60-80% of net profit
Purchase Price Allocation	<ul style="list-style-type: none"> Around 75% of the purchase value will be treated as goodwill. The remaining 25% will be treated as intangibles, to be amortised over approximately 15 years
Deal timing	<ul style="list-style-type: none"> Closed on 31 January, 2022

Leading intimate healthcare_

Leading intimate healthcare
Appendices



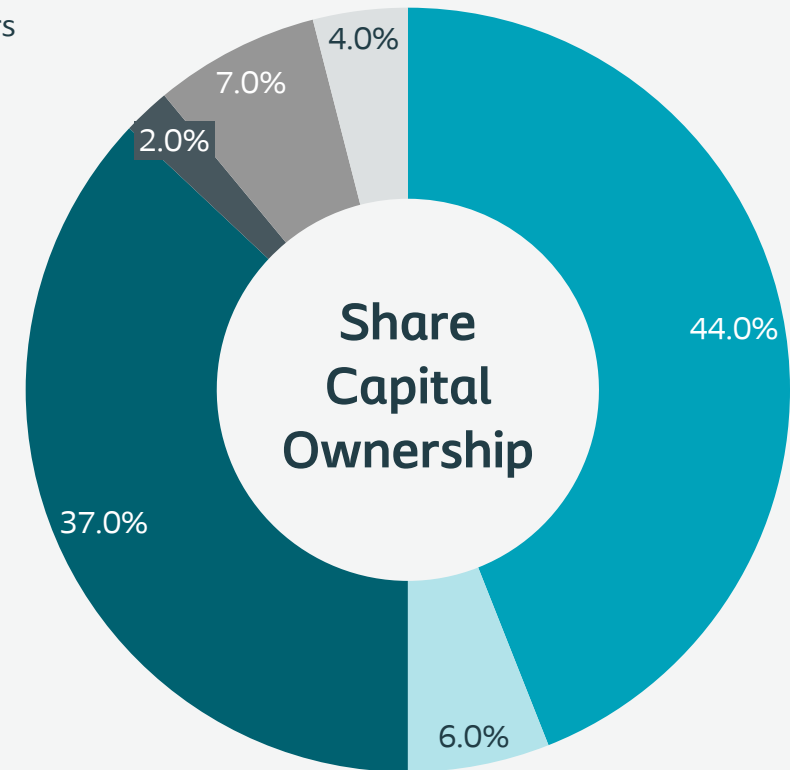
The Coloplast share (COLO-B.CO)

Coloplast share listed on **Nasdaq Copenhagen** since 1983

~**206.9 billion DKK** (~30 billion USD) **market cap** @ ~974.2 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)



Note: Share capital ownership as per September 2022

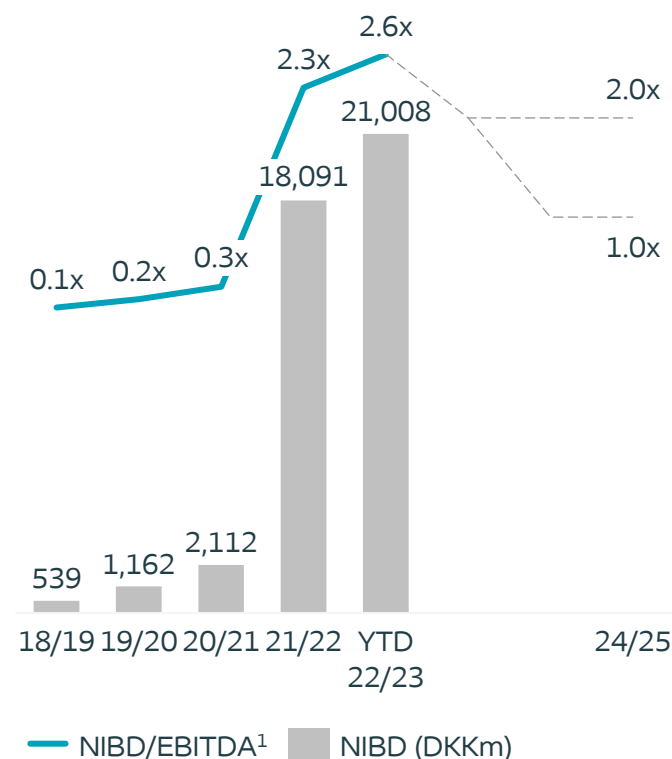
¹ Holders of A shares and family hold 68% of the votes in Coloplast

Capital structure

Comments

- Overall policy is that excess liquidity is returned to shareholders through a combination of dividends and share buy-backs
 - Bi-annual dividends
 - Share buy-backs of DKK 500m per year expected – no buy-back planned for FY 2022/23
- Interest bearing debt will only be raised in connection with a major acquisition, such as Atos Medical, or other special purposes
 - In relation to the Atos Medical acquisition, Coloplast made a Eurobond issuance of EUR 2.2bn and obtained a credit rating of BBB by S&P Global Ratings
- FY 21/22 and YTD 22/23 increase in Net interest bearing debt (NIBD) driven primarily by the Atos Medical acquisition
- FY 22/23 NIBD/EBITDA expected to be around 2x

Net interest-bearing debt



1) Before special items of DKK 400m and DKK 200m provision related to US Mesh litigation in Q4 2018/19 and Q2 2020/21, respectively. FY 21/22 before special items of DKK 471m, DKK 300m related to provision for Mesh litigation and DKK 171m related to the Atos Medical acquisition. H1 2022/23 before special items of DKK 33 million related to integration costs for the Atos Medical acquisition

Solid organic growth of 8% in H1 2022/23 with solid momentum across business areas and geographies, excluding China

H1 2022/23 revenue by business area

Business area	Reported revenue FY DKKm	Organic growth FY	Share of organic growth
Ostomy Care	4,478	7%	36%
Continence Care	3,951	6%	29%
Voice & Respiratory Care*	959	9%	3%
Wound & Skin Care	1,425	7%	12%
Interventional Urology	1,353	14%	20%
Coloplast Group	12,166	8%	100%

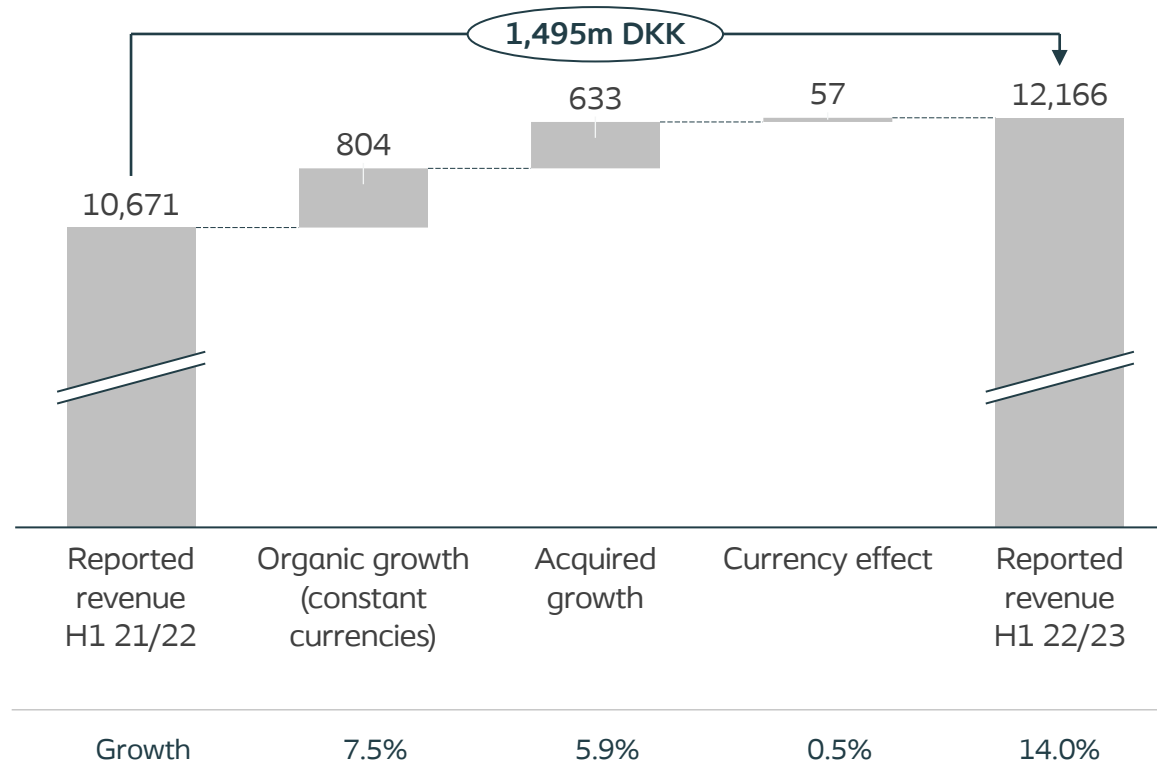
H1 2022/23 revenue by geography

Geographic area	Reported revenue FY DKKm	Organic growth FY	Share of organic growth
European markets	6,878	6%	43%
Other developed markets	3,187	11%	36%
Emerging markets	2,101	9%	21%
Coloplast Group	12,166	8%	100%

*Part of organic growth since February 1, 2023

H1 reported growth was up 14%, with ~6%-points impact from the Atos Medical acquisition and limited contribution from currencies

H1 2022/23 Revenue development (DKKm)

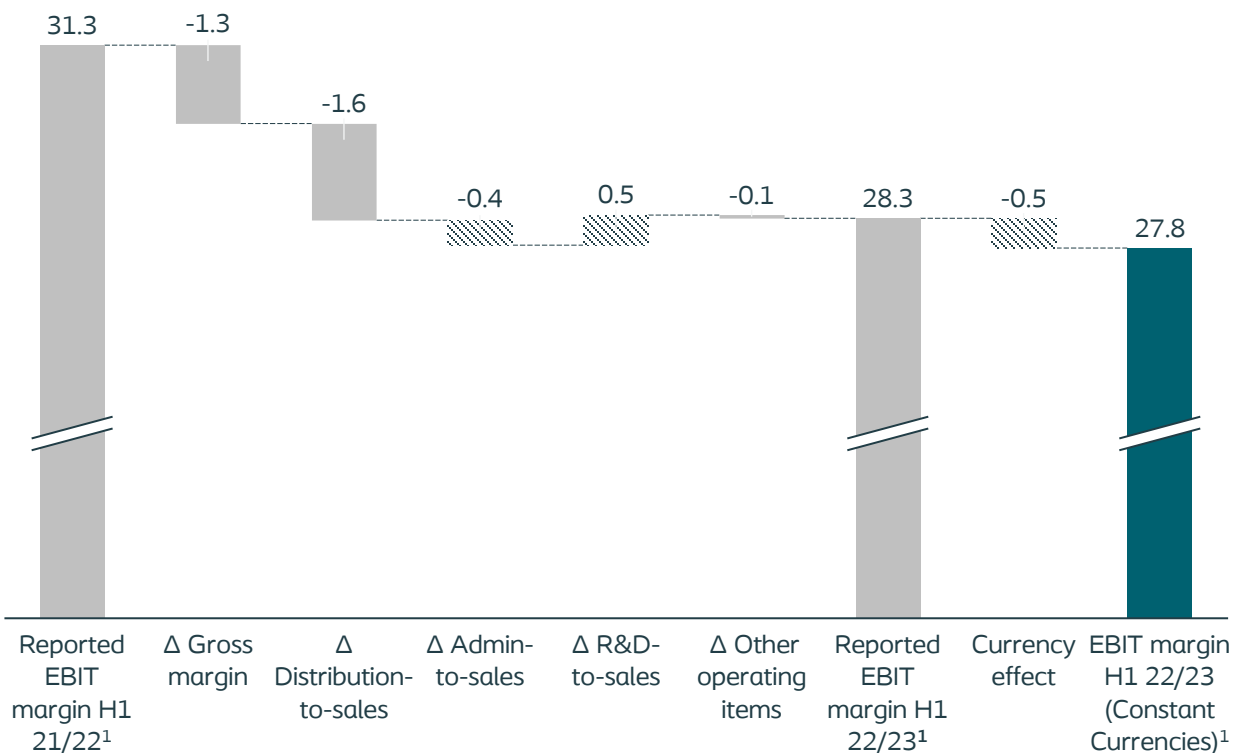


H1 2022/23 highlights

- Organic growth was 8% or DKK 804 million, driven by:
 - Solid growth in Chronic Care across regions, ex. China
 - China detracted from growth in Ostomy Care, as expected, negatively impacted by COVID-19
 - Continence Care growth was driven by solid performance of the Intermittent Catheters portfolio, partly offset by Collecting Devices which detracted from growth due to backorders
 - Solid performance in Voice & Respiratory Care, with contributions from both Laryngectomy and Tracheostomy
 - Wound Care performance driven by good momentum in Europe, partly offset by negative impact from backorders
 - Strong momentum in Interventional Urology with broad-based growth, led by the US Men's Health business
- Acquired revenue contributed 6%-points to reported growth or DKK 633 million, reflecting 4 months impact from Atos Medical
- Foreign exchange rates had limited impact on reported growth (positive impact of around 50 bps), mainly related to appreciation of the USD against the DKK

Reported EBIT margin of 28%¹ in H1, reflecting an impact from cost inflation, increased level of commercial activity and amortisation costs

H1 2022/23 EBIT margin development before special items (%)



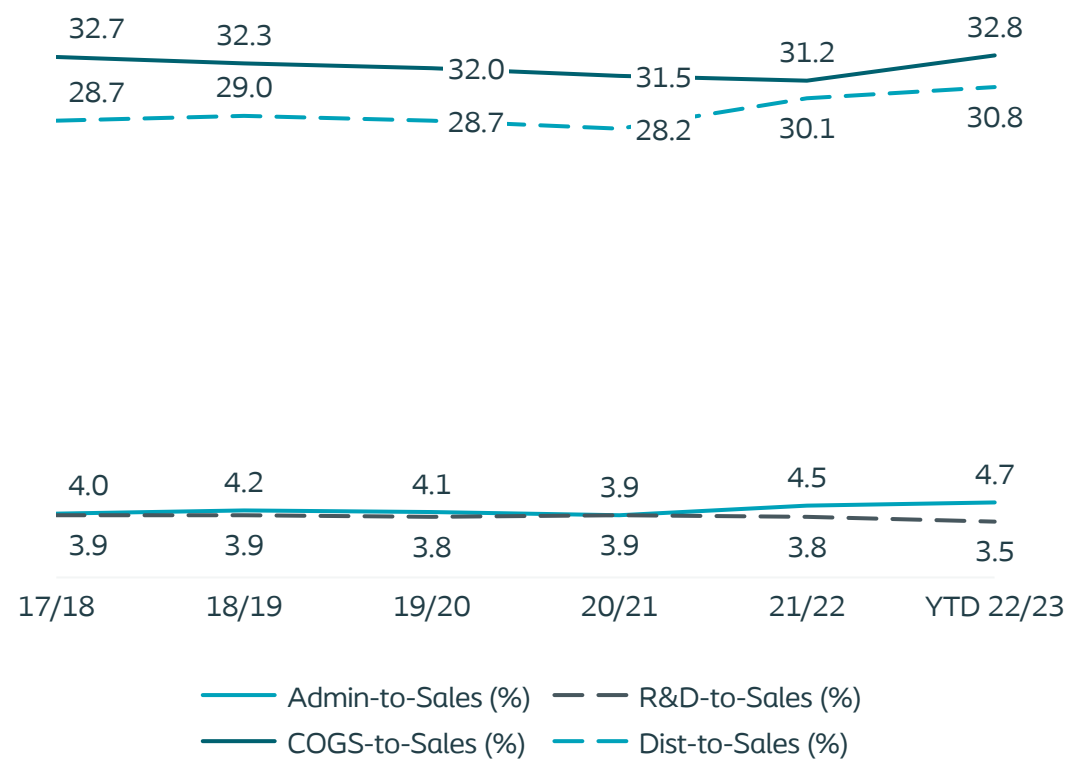
¹ Before special items of DKK 33 million in H1 22/23 related to integration costs for the Atos Medical acquisition, and DKK 415 million in H1 21/22, of which DKK 300 million related to Mesh litigation provisions and the remaining DKK 115 million related to the Atos Medical acquisition (one-off transaction costs, legal and advisory fees)

H1 2022/23 highlights

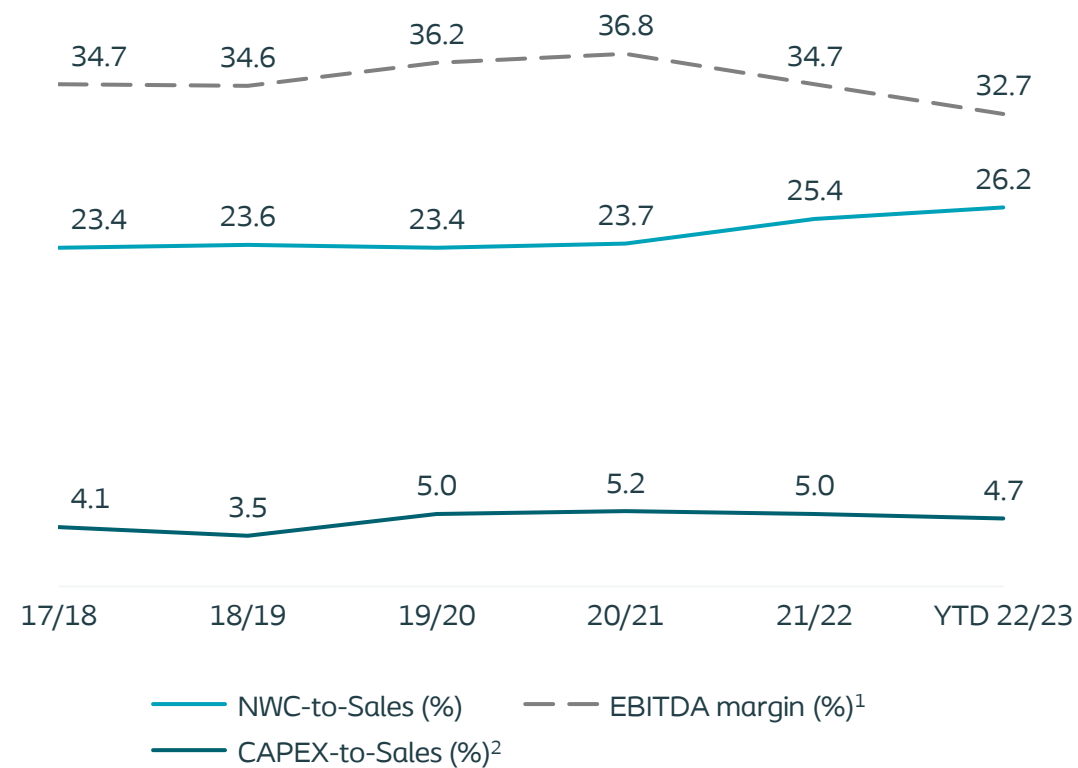
- Gross margin was 67%, against 69% in H1 last year
 - Negative impact from:** input cost inflation (raw materials, energy, freight), double-digit wage inflation in Hungary and ramp-up costs in Costa Rica
 - Positive impact from:** Atos Medical, price increases, country and product mix, operating leverage, and efficiency savings
- Positive FX impact on gross margin of around 70 bps
- Operating expenses in H1 amounted to DKK 4,728 million. Operating expenses grew 9% from last year excl. inorganic operating expenses from Atos Medical (19% incl. inorganic OPEX). Atos Medical contributed with DKK 570 million, including DKK 107 million in amortisation costs
- Distribution-to-sales ratio was 31%, compared to 29% last year
 - Distribution costs were up 20% vs. last year, impacted by Atos Medical, increased sales & marketing activities and travel post COVID-19, higher logistics costs, and continued commercial investments (Interventional Urology, consumer and digital, Atos Medical)
- The admin-to-sales ratio was 5%, compared to 4% last year. The R&D-to-sales ratio was 3%, compared to 4% last year
- EBIT before special items was DKK 3,445 million, a 3% increase from last year. Reported EBIT margin before special items was 28% compared to 31% last year (positive impact of 50 bps from FX)

Key value ratios

Profitability drivers



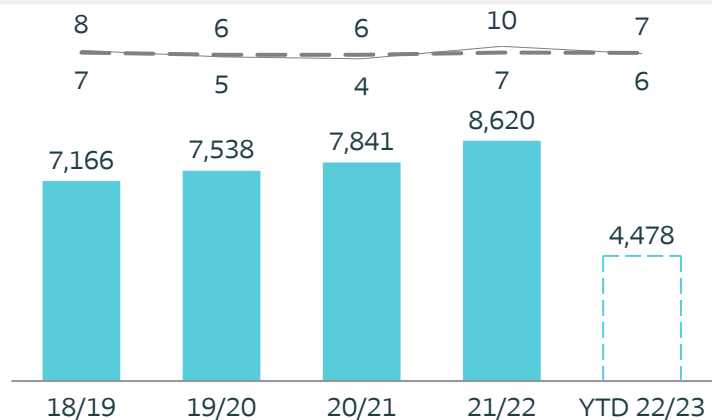
Free Cash Flow drivers



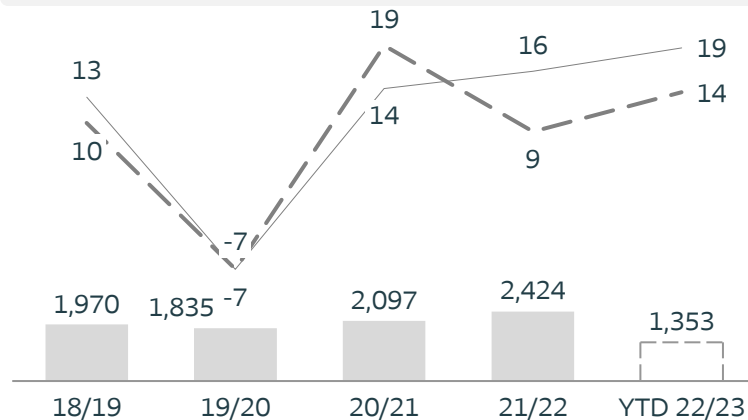
- 1) Before special items. Special items in 2018/19 include 0.4bn provision for Mesh litigation, and 2020/21 include DKK 0.2bn for Mesh litigations. FY 21/22 before special items of DKK 471m, DKK 300 million related Mesh litigations provisions and DKK 171 million related to the Atos Medical acquisition. H1 2022/23 before special items of DKK 33 million related to integration costs for the Atos Medical acquisition
- 2) Gross CAPEX including investment in intangible assets, ex. acquisitions of associates

Coloplast revenue development by business area

Ostomy Care

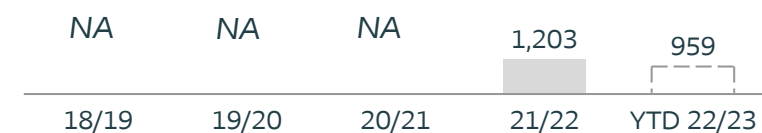


Interventional Urology

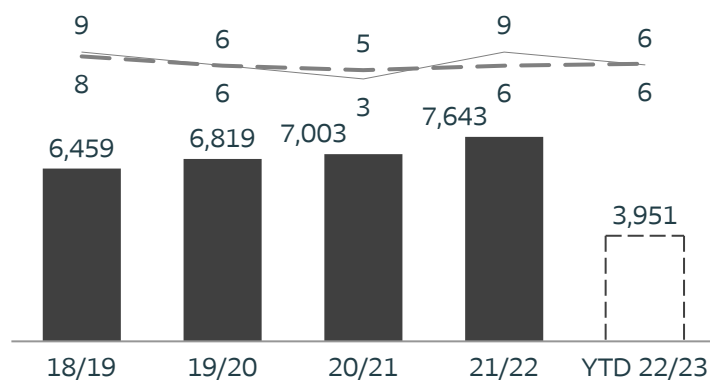


Voice & Respiratory Care

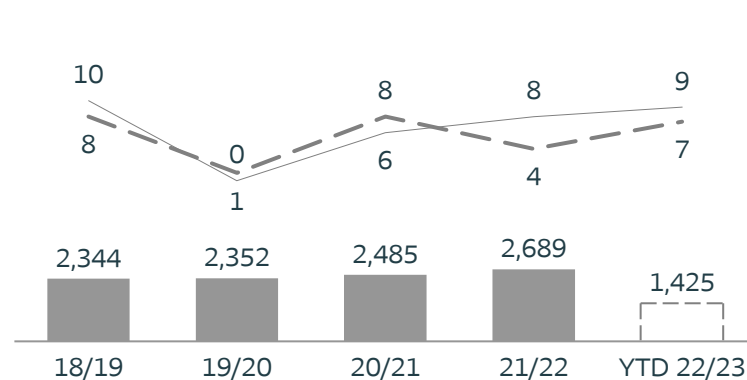
Contribution to reported growth 6%-points 6%-points
Organic growth (2 months) 9%



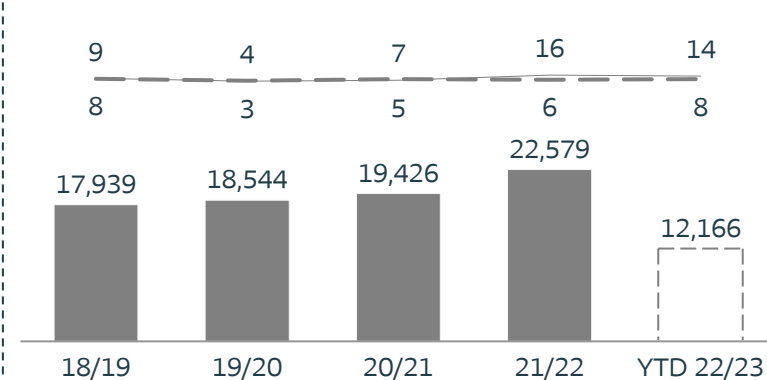
Continence Care



Wound & Skin Care



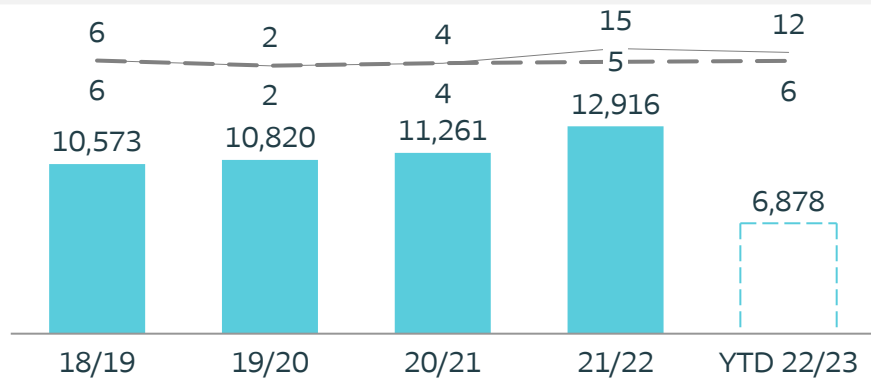
Group revenues



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

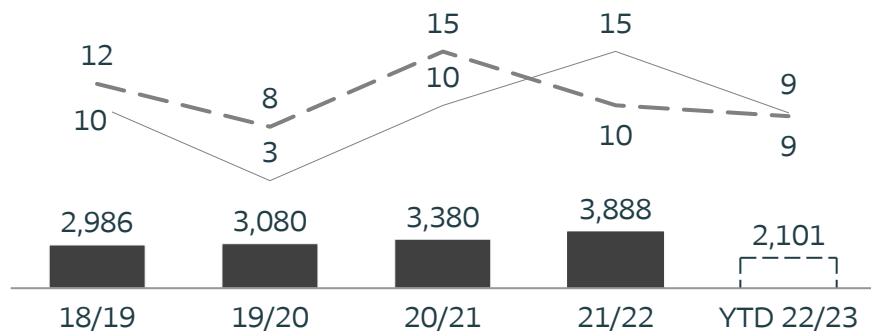
Coloplast revenue development by geography and total

Europe



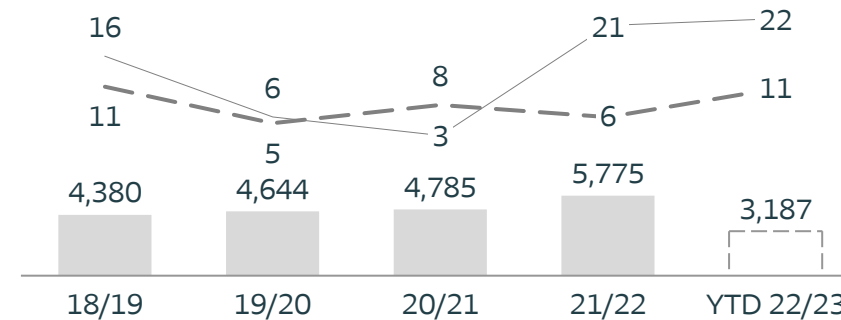
FY 21/22 and YTD 22/23 reported growth rates include 8%-pts impact from the Atos Medical acquisition

Emerging Markets



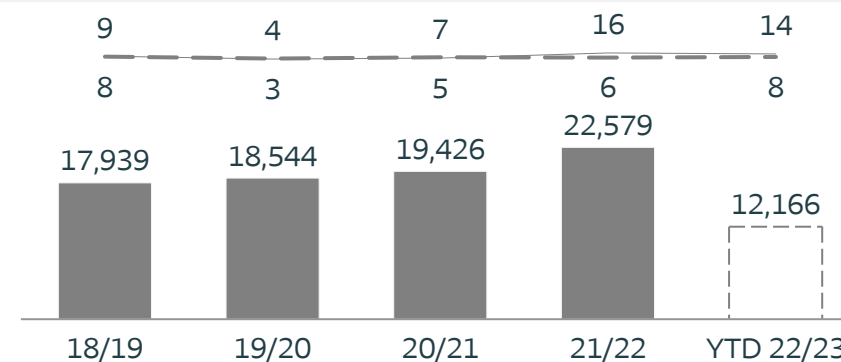
FY 21/22 and YTD 22/23 reported growth rates include 1%-pts impact from the Atos Medical acquisition

Other Developed Markets



FY 21/22 and YTD 22/23 reported growth rates include respectively 6%-pts and 5%-pts impact from the Atos Medical acquisition



Coloplast group



FY 21/22 and YTD 22/23 reported growth rates include 6%-pts impact from the Atos Medical acquisition

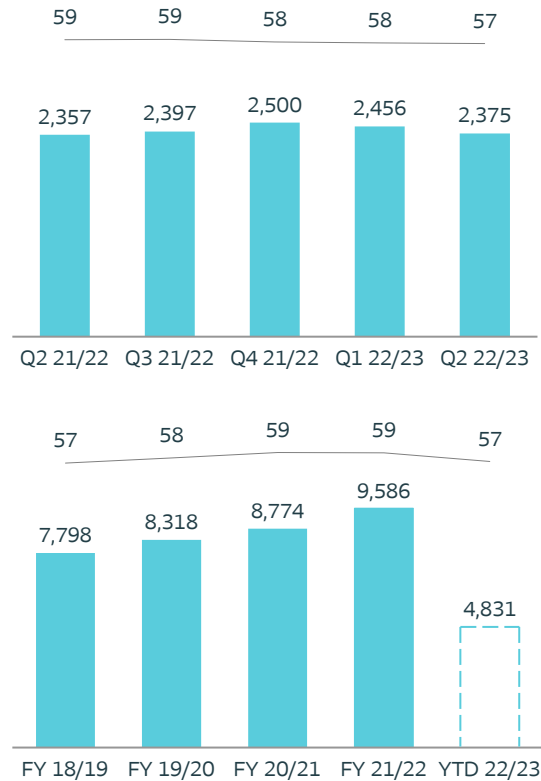
□ Revenue (DKKm) — Reported growth (%) - - - - Organic growth (%)

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

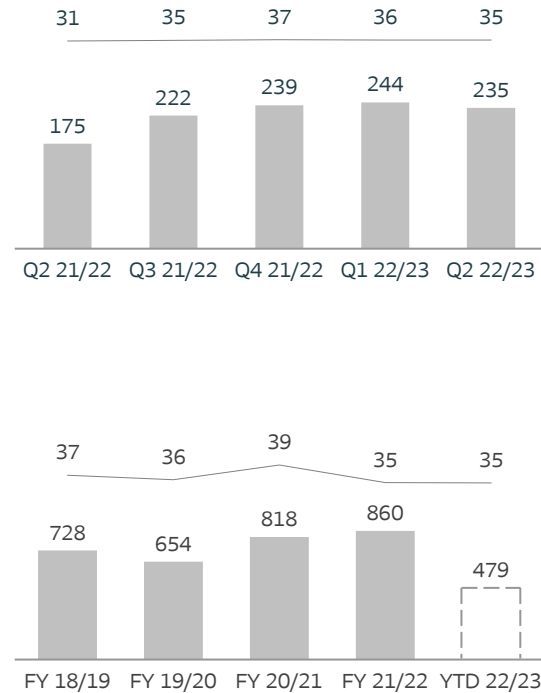
 Segment Operating Profit DKKm
 Segment Operating Profit Margin (%)

Chronic Care

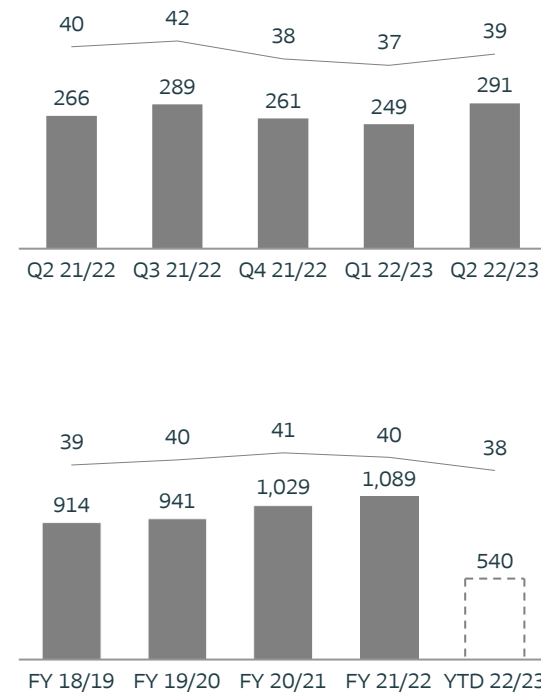
Ostomy and Continence Care



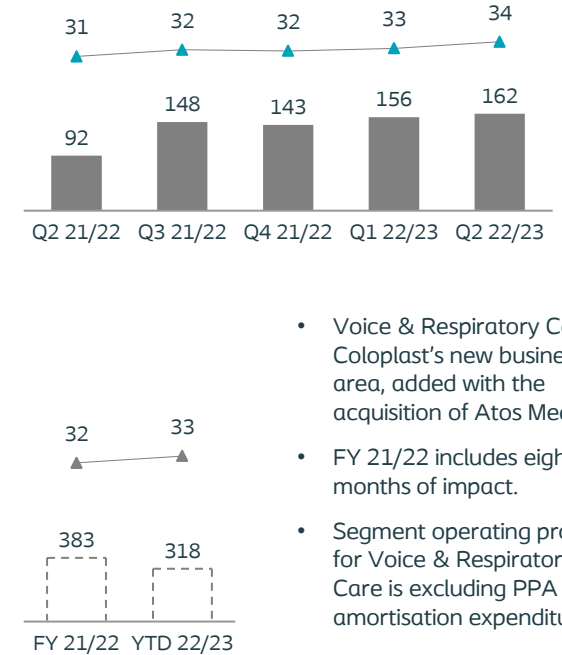
Interventional Urology



Wound & Skin Care



Voice & Respiratory Care



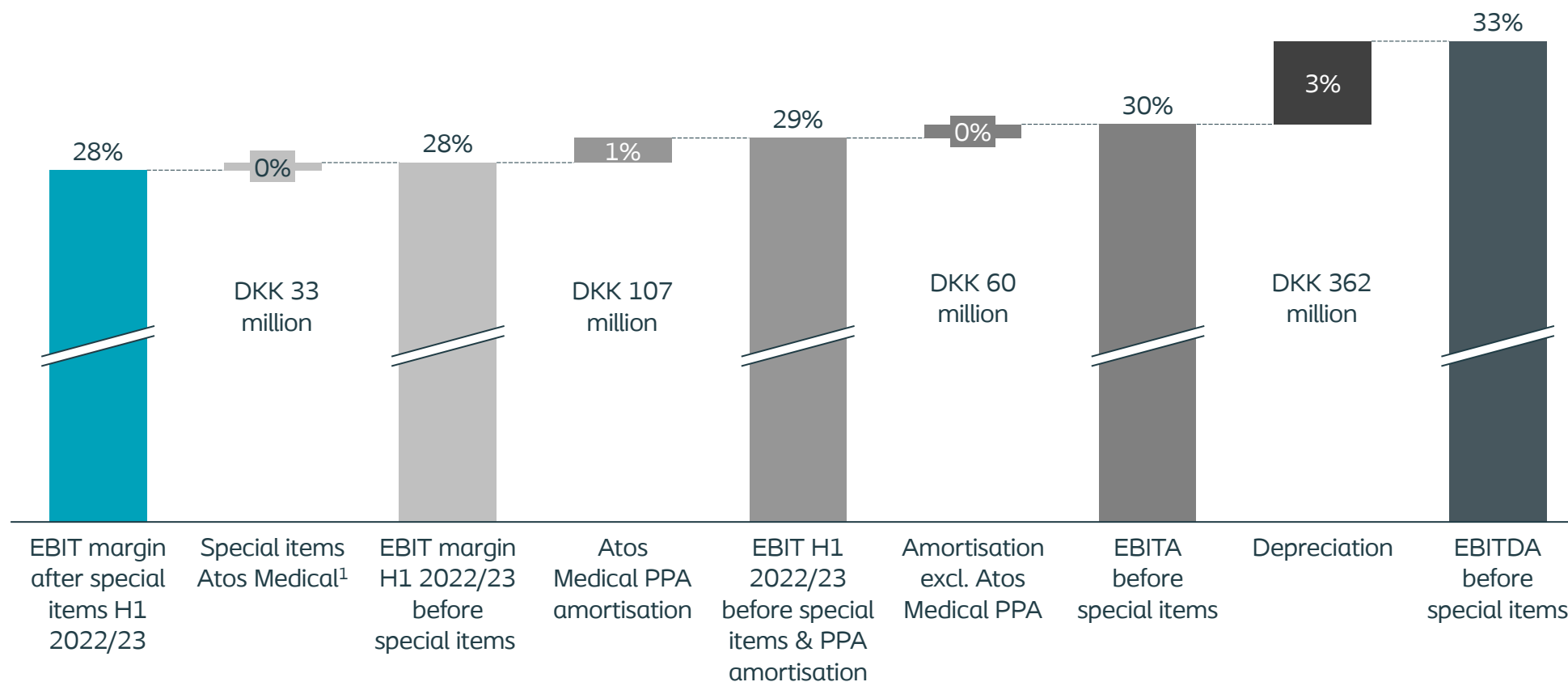
- Voice & Respiratory Care is Coloplast's new business area, added with the acquisition of Atos Medical.
- FY 21/22 includes eight months of impact.
- Segment operating profit for Voice & Respiratory Care is excluding PPA amortisation expenditures.

R&D costs for Interventional Urology and Voice and Respiratory Care are included in the segment operating profit/loss for the respective segments, while R&D costs for Chronic Care and Wound and Skin Care are shared between functions and included under shared/non-allocated costs.

Financial items and income tax are not allocated to operating segments.

H1 2022/23 Atos Medical impact on EBIT

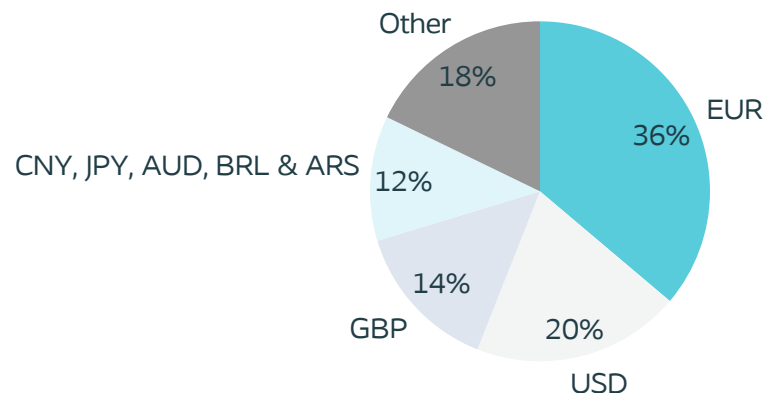
Atos Medical acquisition EBIT impact



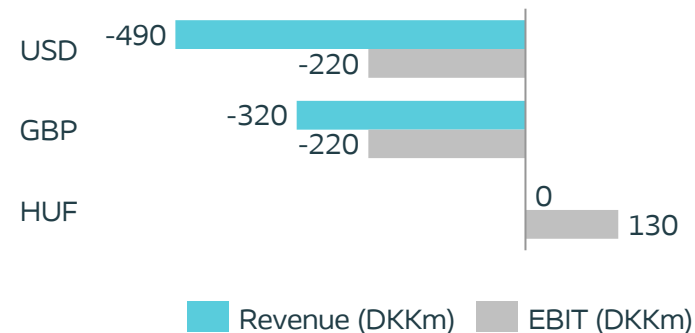
Special items of DKK 33 million in H1 2022/23 related to integration costs for the Atos Medical acquisition
 Around 25% of the purchase value of Atos Medical is treated as intangibles, amortized over 15 years.

Exchange rate exposure FY 2022/23 and hedging policy

Revenue FX exposure 2022/23⁽¹⁾



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



Foreign exchange rate guidance for 2022/23

Currency	Average exchange rate for FY 2021/22 ¹⁾	Spot rate, May 09, 2023	Estimated average exchange rate 2022/23 ³⁾	Change in estimated average exchange rate compared to last year	Average exchange rate for 6M 2021/22	Average exchange rate for 6M 2022/23	Change in average exchange rates for 6M compared to 6M last year
Key currencies:							
USD	688	678	695	1%	657	711	8%
GBP	878	855	852	-3%	883	849	-4%
HUF	1.97	2.00	1.94	-2%	2.04	1.87	-8%
Other selected currencies:							
CNY	105	98	100	-5%	103	102	-1%
JPY	5.54	5.03	5.12	-8%	5.71	5.20	-9%
AUD	490	458	468	-4%	477	477	0%
BRL	132	135	136	3%	122	136	11%
ARS ²⁾	5.16	2.97	2.97	-42%	6.01	3.28	-45%

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 October 1 2021 to September 30 2022

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 5.16 per ARS 100.00 at 30 September 2022, DKK 3.28 per ARS 100.00 at 31 March 2023, and DKK 2.97 at May 9 2023.

3) Estimated average exchange rate is calculated as the average exchange rate year for the first six months combined with the spot rates at 9 May 2023

US Mesh litigation – Overview of financial impact

P&L – overview of special items related to the Mesh litigation

	13/14 - 17/18	18/19	19/20	20/21	21/22	YTD 22/23
EBIT (before special items)		5,556	5,854	6,355	6,910	3,445
Special items (Mesh)	-4,750	-400	-	-200	-300	-
Other special items*					-171	-33
EBIT		5,156	5,854	6,155	6,439	3,412
EBIT % (before special items)		31	32	33	31	28
EBIT %		29	32	32	29	28

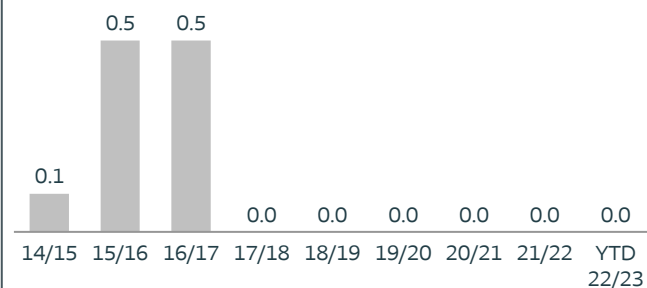
- A total of DKK 6,150 million (DKK 5,650 million net of insurance coverage) has been provisioned and is considered sufficient
- Currently around 99% of known cases against Coloplast have been resolved

* DKK 171 million in special items related to the Atos Medical acquisition (transaction and integration costs) in FY 2021/22. DKK 33 million in special items related to integration costs for the Atos Medical acquisition in H1 2022/23.

Balance

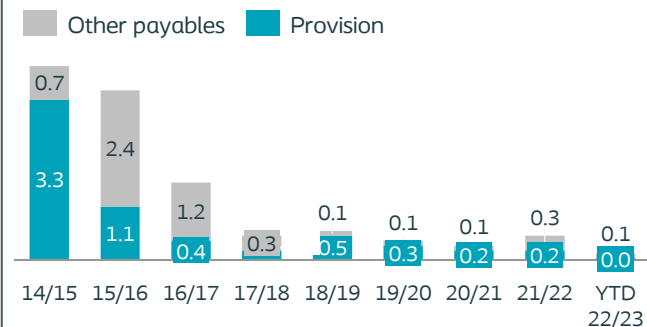
Assets

Restricted cash, DKKbn



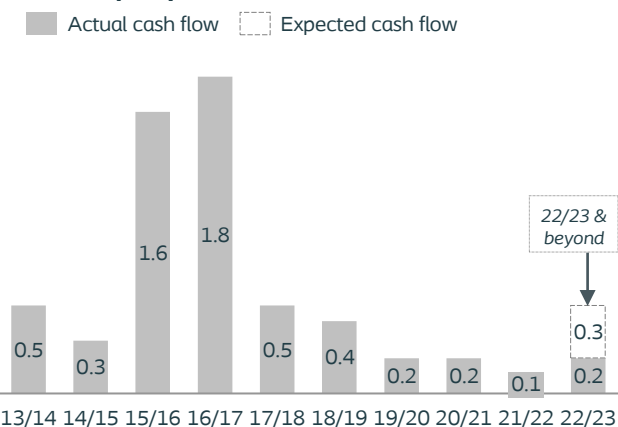
Liabilities

Total liability, DKKbn



Cash flow

Actual/Expected cash flow, DKKbn

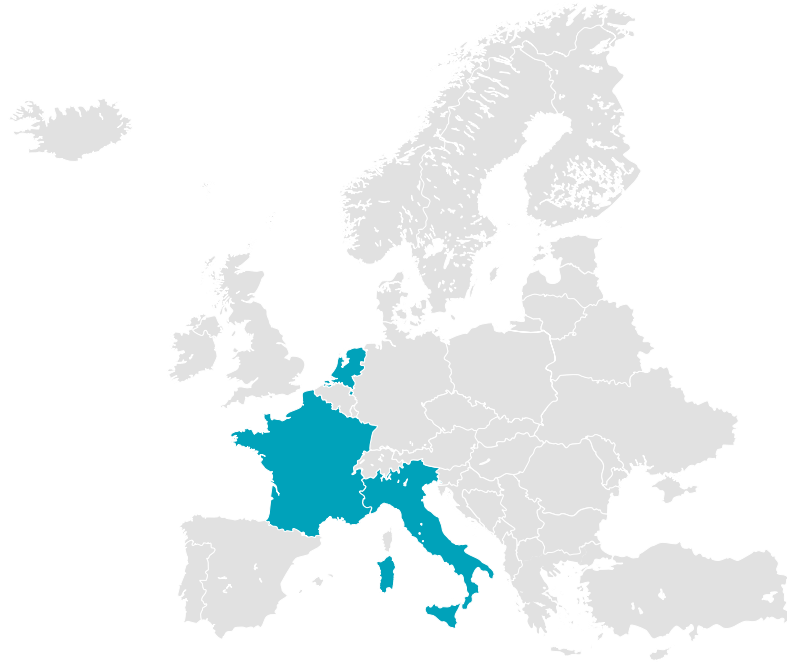


- Insurance coverage of DKK 500m received in 2013/14 and 2014/15

Stable global health reforms environment

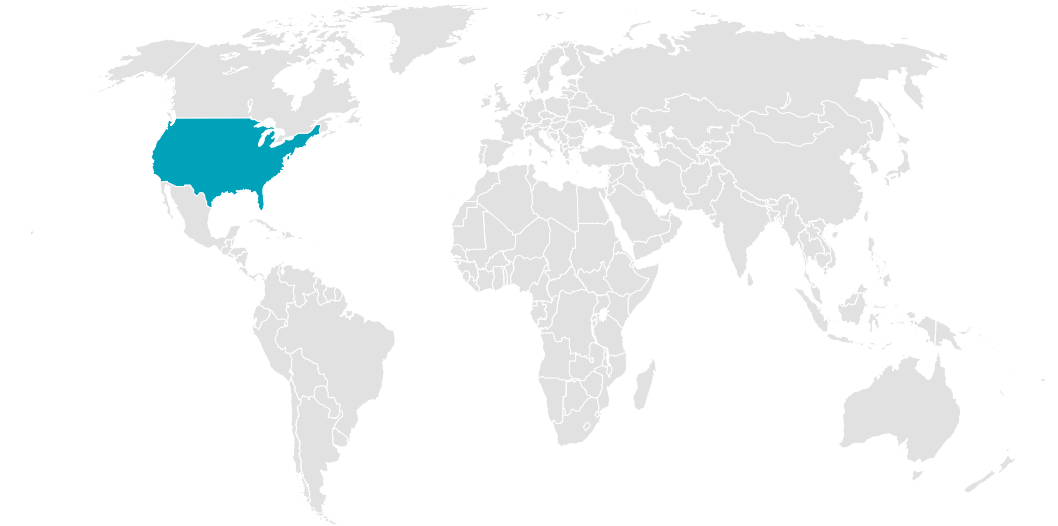
Europe

- **Netherlands:** Reimbursement pressure on OC and CC
- **France:** Reimbursement pressure on WC
- **Italy:** Regional payback system (retroactive)



Rest of World

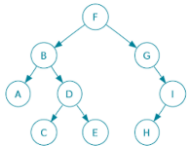
- **U.S.:** Reimbursement pressure on OC and CC (Managed Care)



 Reimbursement pressure

CARE helps us increase retention and improve product compliance

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

1

- ERP

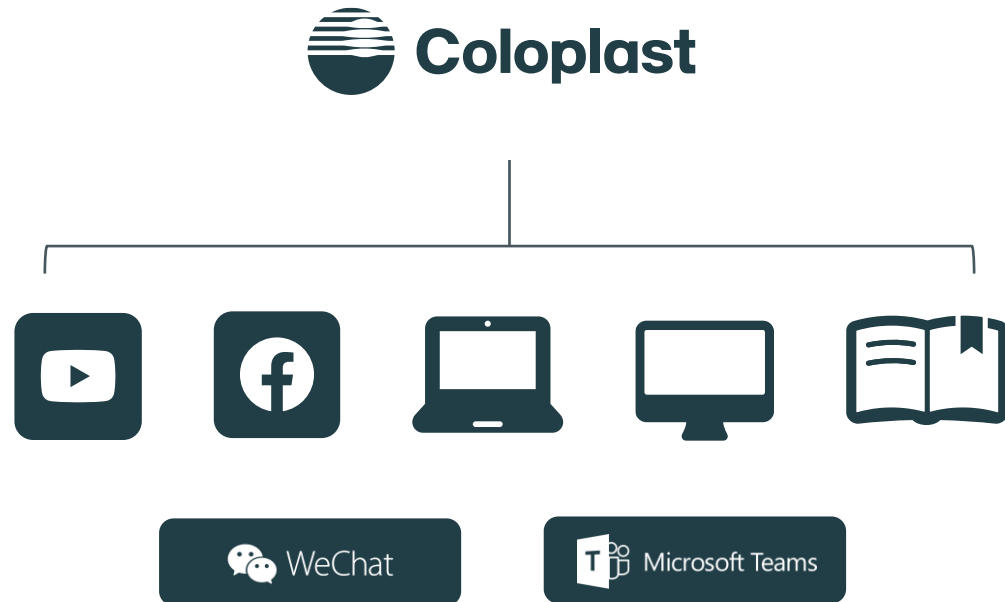
- CRM

- CMS



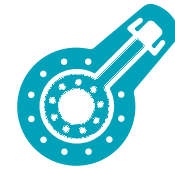
With our DtC marketing program we reach into the community

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



...and with the reach we get several benefits

Expose
innovative products



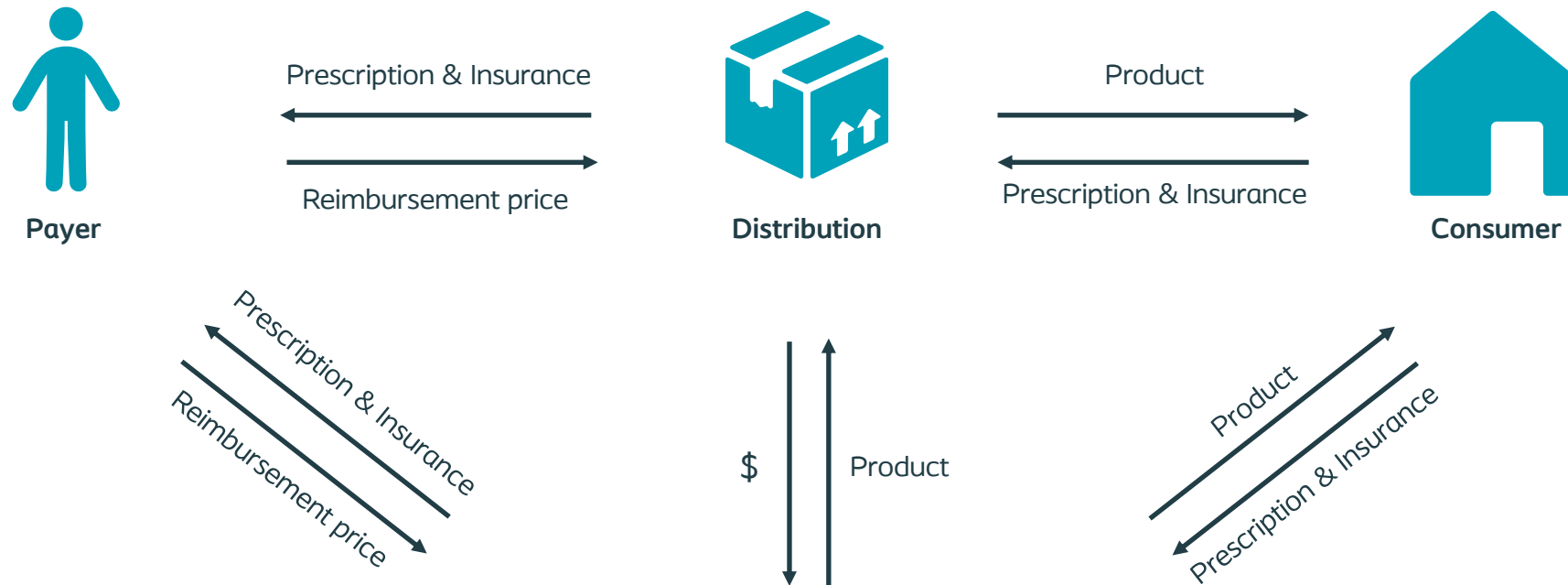
Ensure
product accessibility



Ensure
successful experience

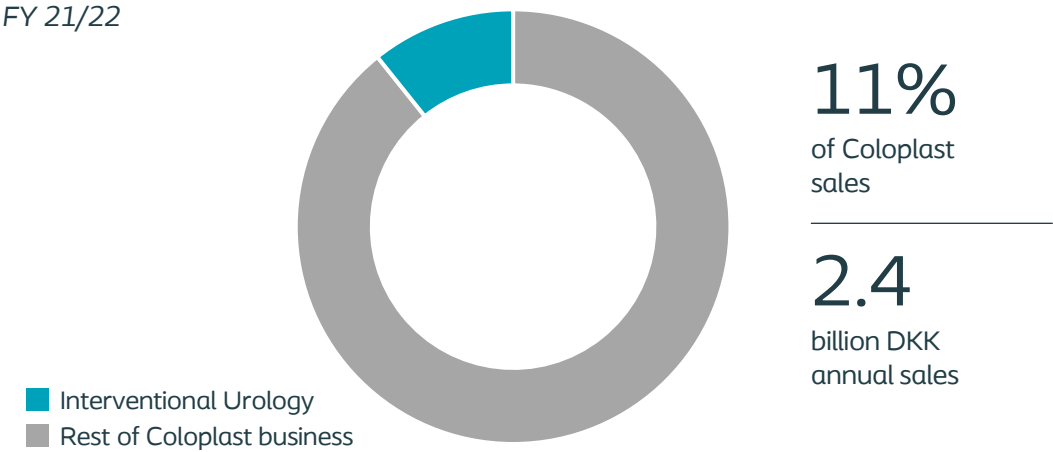


The generic model for distribution and reimbursement of our products

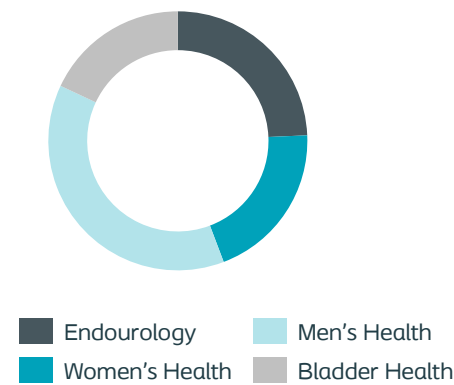


Interventional Urology's revenue is balanced geographically and across the four business areas

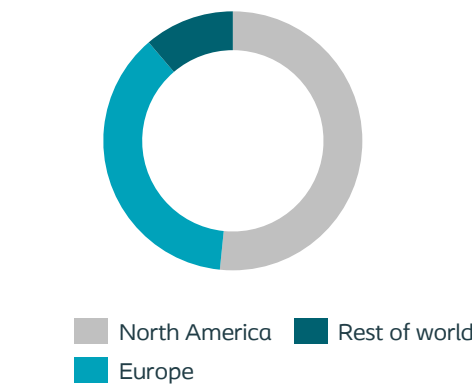
Interventional Urology at a Glance
FY 21/22



Revenue by Business Area
DKKm, FY 21/22

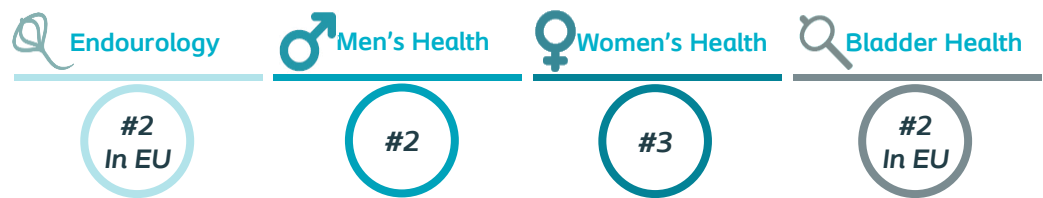


Revenue by region
DKKm, FY 21/22

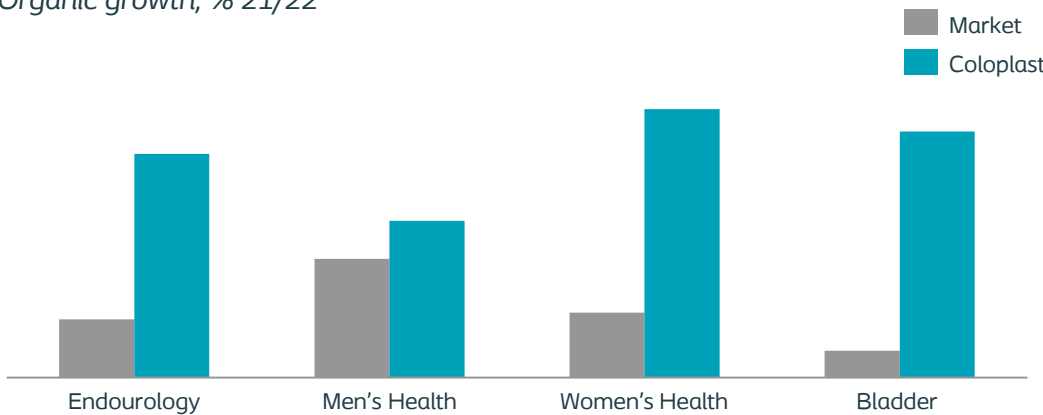


15-20% market share in global market of DKK 13-14bn
market growing 3-5% annually

Coloplast position, FY 21/22



Organic revenue growth vs. market growth by business area
Organic growth, % 21/22



Coloplast Interventional Urology is split into four business areas

Men's Health



- Erectile Dysfunction
- Male Incontinence
- Testicular Replacement
- Peyronie's Repair

Women's Health



- Stress Urinary Incontinence (SUI)
- Pelvic Organ Prolapse (POP)

Endourology



- Stone Management
- Transurethral
- Percutaneous

Bladder health & surgery



- Bladder Drainage
- Benign prostatic hyperplasia (BPH) management
- Laparoscopic Procedures

Select products



Inflatable Penile Prosthesis



Testicular Prosthesis



Pericardium allograft tissue



Male Slings



Slings



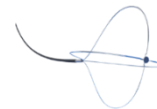
Meshes



Biologic grafts



Single Use Cystoscope



No-Tip for stone retrieval device



Thulium Fiber Laser Drive



Double Loop Ureteral Stent



Prostate and bladder chips evacuator



Foley catheter – Folsyl



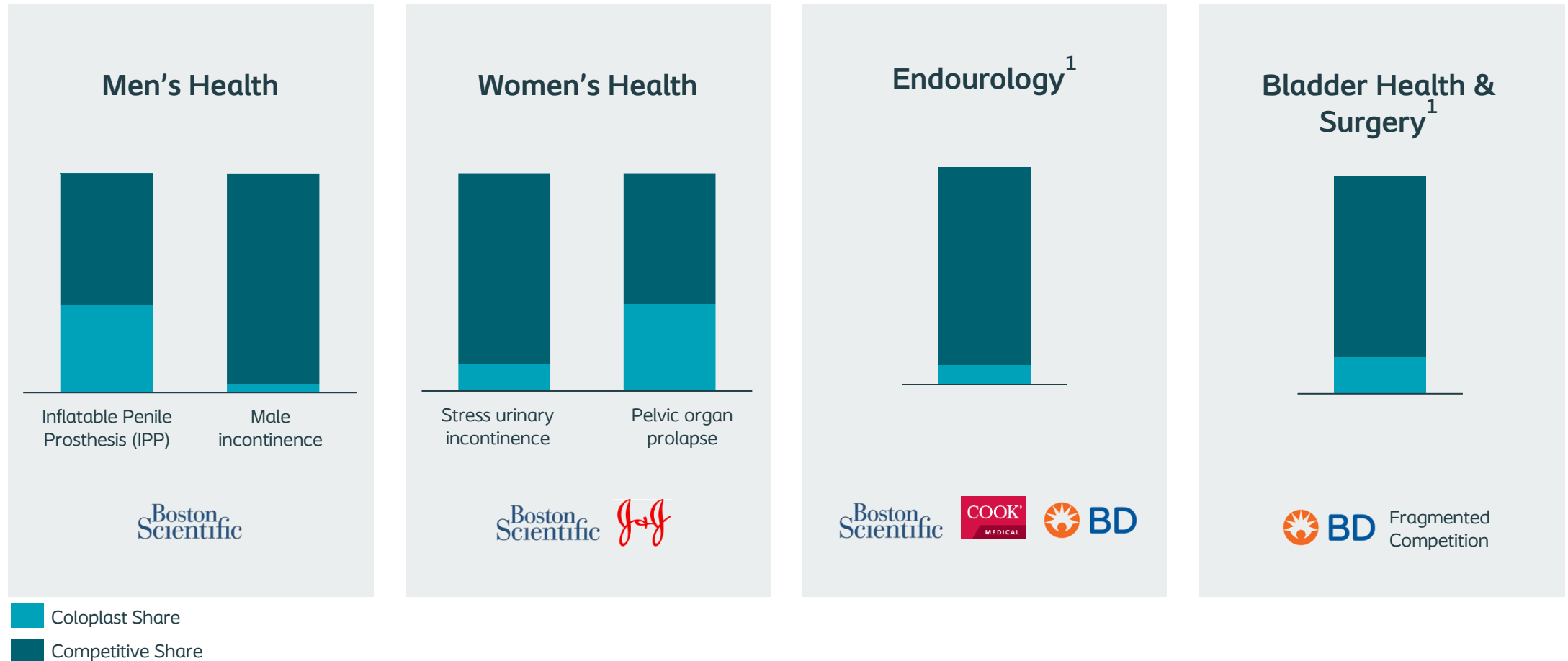
Disposable suction / irrigation device



Surpupubic drainage – Cystodrain, Supraflow, Uristil

Source: Company information

We have a strong presence in our categories in Interventional Urology but there is room to capture market share



We are executing a refined product roadmap in Interventional Urology aligned to Strive25; progress is tracking to key milestones

Strategy	Description	♂ Men's Health	♀ Women's Health	🔗 Endourology
Strengthen core	Projects that address regulatory requirements, close gaps and maintain competitiveness	IPP Enhancements	Saffron™	Cadence of stone procedure tools
Portfolio expansion	Projects that expand portfolio breadth to increase relevance with economic buyers and to enter new high growth adjacencies	Expanded procedure solutions	Intibia™	TFL Drive
Platform innovation	Projects that provide advanced and differentiated solutions to increase competitiveness and enable IU to become a tier one player	Develop differentiated transformational solutions		

We will deliver growth through product and therapy expansion

Saffron™

Tissue Fixation System

Launched 22/23



Intibia™

Implantable Tibial Nerve Stimulator

Launching 25/26



Soprano®

Hybrid Guidewire

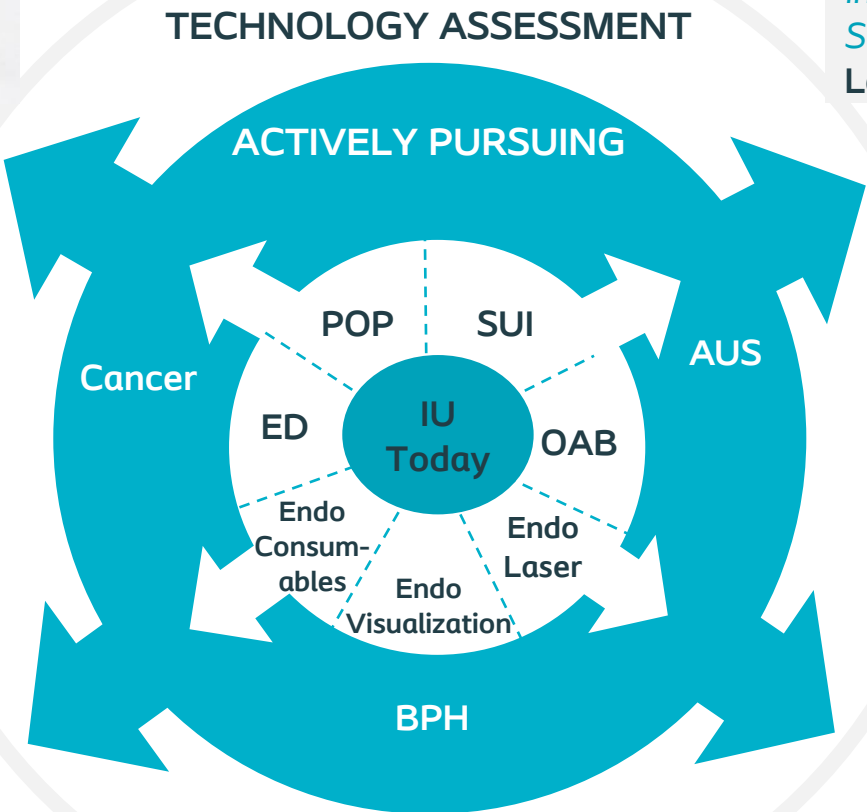
Launching 22/23



TFL Drive

Thulium Fiber Laser

Launched Q4 21/22



AUS - Artificial Urinary Sphincter
BPH - Benign prostatic hyperplasia
ED - Erectile dysfunction
Endo - Endourology

POP – Pelvic organ prolapse
SUI – Stress Urinary Incontinence
OAB – Overactive Bladder

With the acquisition of Nine Continents, we are executing on the option to enter the attractive OAB market with Intibia

Overactive bladder (OAB) market

+80m people globally **suffer from OAB symptoms**

~40% of the OAB patient population **seek treatment**

~3m are candidates for **3rd line therapies¹⁾**

1bn USD 3rd line therapies market, **growing high-single digits**

Nine Continents Medical Inc



Nine Continents Medical Inc is an early-stage company pioneering an implantable tibial nerve stimulation treatment for over-active bladder

The device is an implantable tibial nerve stimulator (ITNS), a miniaturized, self-powered unit placed in the lower leg under local anesthesia during a short, minimally invasive procedure

Coloplast began pivotal studies in early 2022, with the ambition to obtain pre-market approval for a Class III device in the US and EU market. Launch expected in 2025/2026

Transaction

The acquisition price consists of a USD 145 million upfront cash payment and an additional contingent future milestone payment

The acquisition is debt financed using existing credit facilities and has no impact on Coloplast's dividend policy or long-term financial guidance

Why **Implantable Tibial Nerve Stimulation** (ITNS)?

Less invasive procedure than SNS

ITNS complete in **single procedure**
Procedure under **local anesthesia**

Less time-intensive

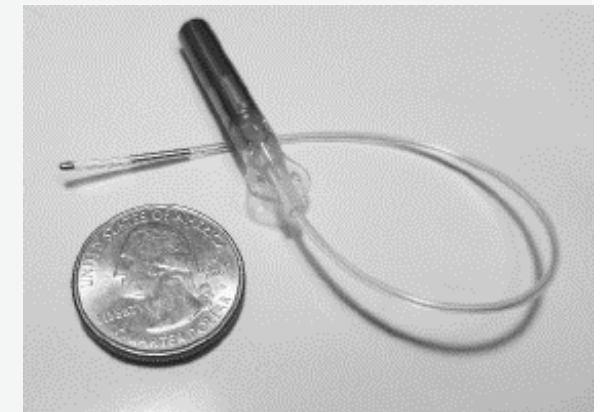
No need for patients to make regular visits
Providers can **treat patients in one session**

Established data on tibial nerve stimulation efficacy

PTNS established **clinical efficacy**
Urologist familiar with PTNS story

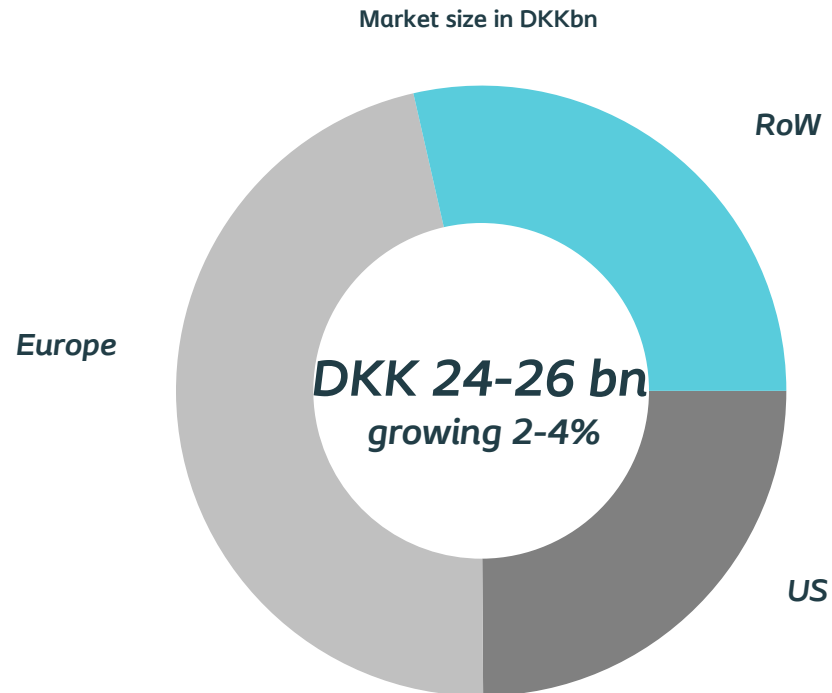
Why **Coloplast's ITNS solution**?

- ✓ No need for patient compliance in therapy
- ✓ Long battery life
- ✓ Focused stimulation field near target nerve

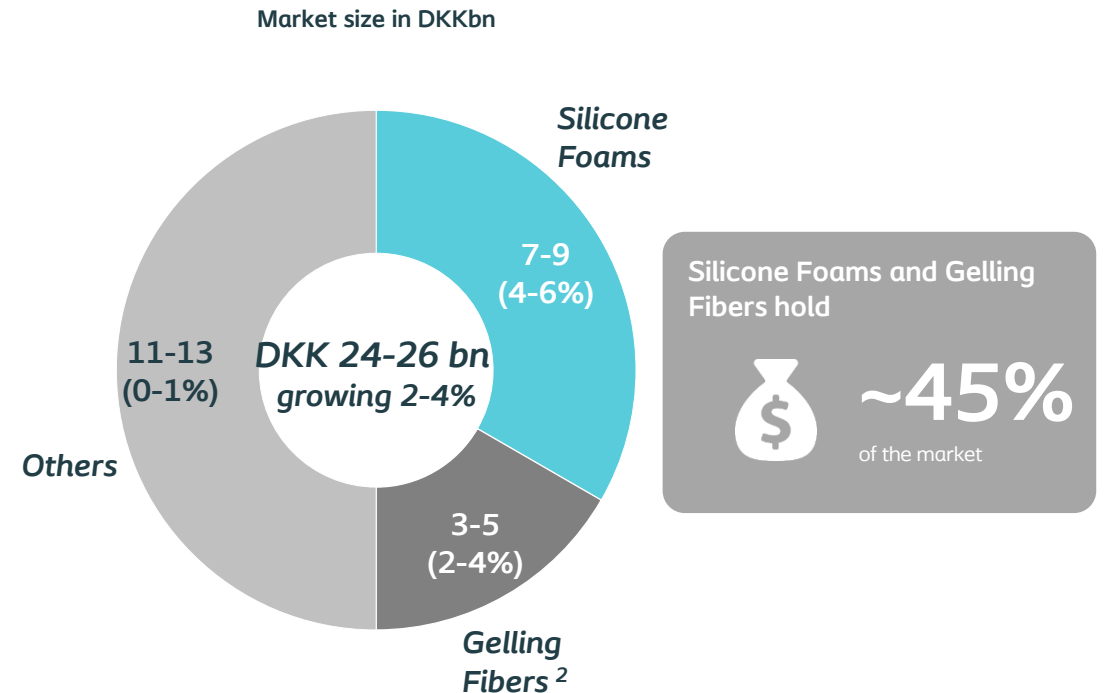


The global Advanced Wound Care market remains large and growing

The Advanced Wound Care market remains a significant value pool and is expected to grow despite the pandemic



Silicone Foams and Gelling Fibers are the two biggest categories and grow faster than the market



2) Includes Alginates & Gelling Fibers

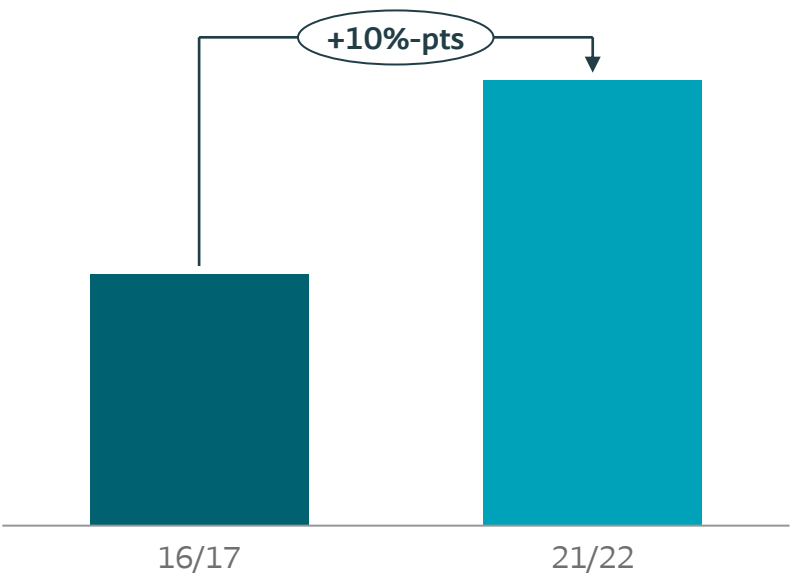
The Wound & Skin Care 2025 strategic plan



In US Ostomy Care we continue to win across patient pathway

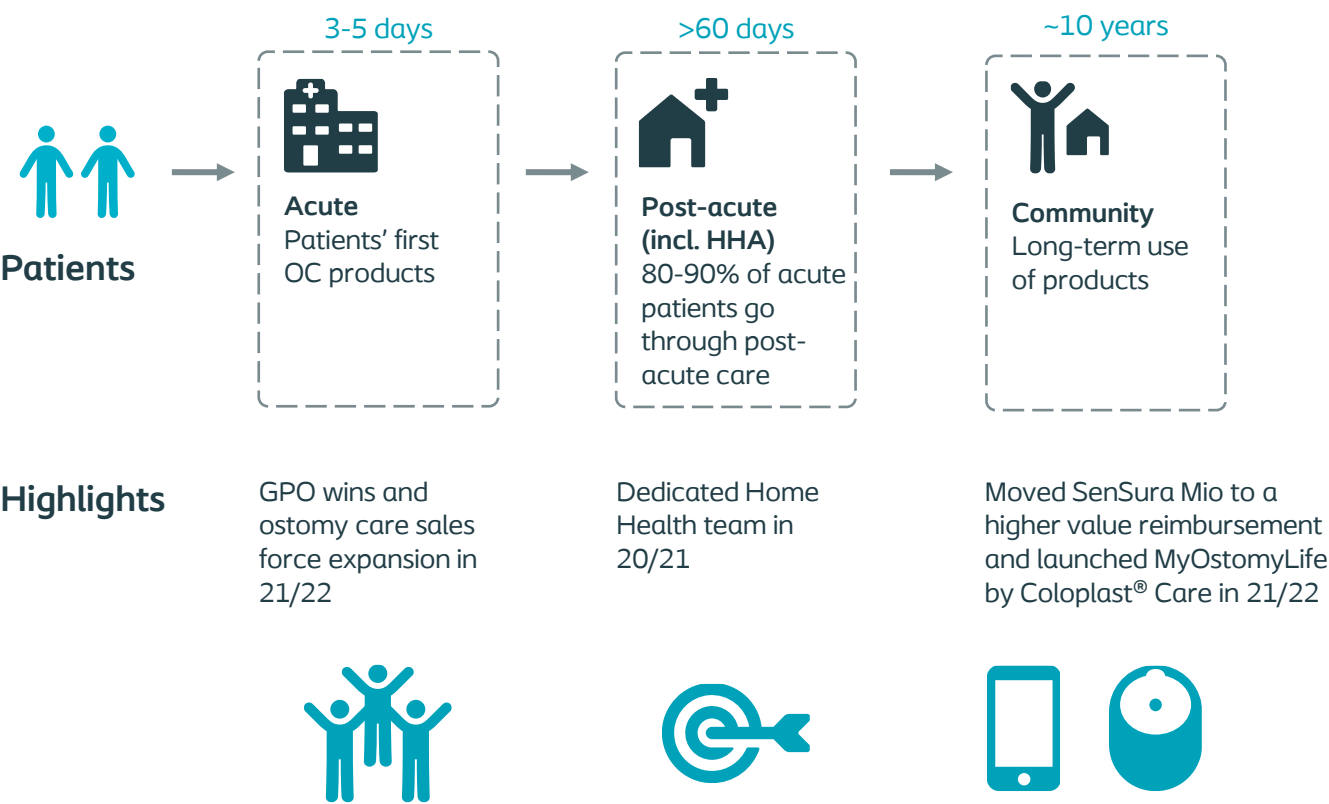
We have gained significant share over the last years

Bags & Plates acute share



Source: Coloplast

... as we work on multiple fronts to win across the patient pathway



Coloplast has been awarded access to Vizient and Premier GPOs, ensuring a level playing field in ~75% of acute accounts

Coloplast has been awarded access to [Vizient](#) and [Premier](#), the two largest GPOs in the US

	Acute members ¹	Estimated Acute share ²	Contract start date	Contract length	Contract type
 PREMIER	3,600	~25%	April 1, 2023	3 years	Multisource
 vizient ^{TM*}	7,500	~50%	July 1, 2021	3 years	Multisource
 HEALTHTRUST ^{TM*}	1,400	~15%	October 1, 2020	3 years	Single source

Source: Coloplast, GHX

1. Acute members can be part of more than one GPO

2. Coloplast estimates based on primary GPO affiliation

* Third party trademarks are the property of their respective owner(s)

Sustainability - key priorities and actions

Improving products and packaging



Reducing emissions



Responsible operations



Why is this a key priority:

As a manufacturer of medical products made primarily of plastic, Coloplast embraces the responsibility to contribute to solving the problems with plastic waste, whilst maintaining the highest level of product safety.

Why is this a key priority:

As a growing company, we are challenged by a potential increase in our environmental footprint. We are rising to the challenge and have set an ambition of 100% reduction of scope 1&2 emissions by 2030¹⁾²⁾ and run 100% on renewable energy by 2025

Why is this a key priority:

Our people and culture are at the center of our Strive 25 strategy. Maintaining and developing a safe, inclusive and diverse working environment is key to delivering on our strategy.

How will we achieve this?

- Redesign packaging for minimal material use and/or switching to bio-based and recycled material in packaging
 - Secondary and tertiary packaging already made of renewable materials and recyclable
 - Focus this strategy period is on primary packing
- Further increase waste recycling through investigating new recycling technologies such as chemcycling, dry agglomeration, as well as new recycling partnerships

How will we achieve this?

- Scope 1 & 2:
 - Renewable energy usage by switching to Power Purchase Agreements (PPAs) and phasing out natural gas
 - Converting company cars to electric vehicles
- Scope 3:
 - 50% emission reduction per product by 2030¹⁾²⁾
 - Limiting the amount of goods transported by air
 - Reducing business travel emissions

How will we achieve this?

- Reducing loss-time injury rate through job-specific training
- Increasing the % of diverse teams and female representation at VP+ level through natural turnover and senior leadership focus
- Engaged workforce above industry benchmark

H1 22/23 progress on key sustainability ambitions



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
Launched in 2018-2019



SenSura® Mio Convex
Launched in 2015



SenSura® Mio
Launched in 2014



SenSura®
Launched in 2006-2008

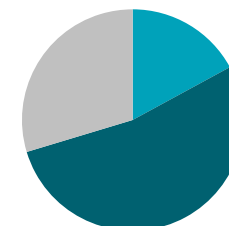


Assura® new generation
Launched in 1998



Alterna® original
Launched in 1991

Distribution of revenues*



*Excluding baseplates, hospital assortment, sets and supporting products

Introducing Ostomy Care Supporting Products

Market fundamentals

- Market size of DKK 3-4bn
- Market growth of 6-8%
- Market share 35-40%
- Main competitors include: Hollister Adapt, ConvaTec, 3M Cavityon, Eakin

Customer groups & call points

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

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.

Key products



Brava® Protective Seal
Designed for leakage and skin protection



Brava® Protective Seal Convex
Designed for leakage and skin protection



Brava® Skin Barrier
Reducing skin problems without affecting adhesion



Brava® Adhesive Remover
Sting free and skin friendly



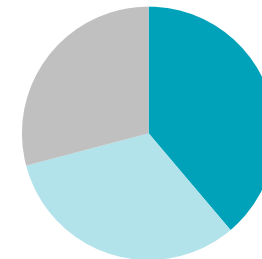
Brava® Elastic Tape
Elastic so it follows the body and movements



Brava® Lubricating Deodorant
Neutralizing odour

Market value by geography

- European markets
- Other developed markets
- Emerging markets



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 centres
- Urology wards
- Distributors, dealers & wholesalers

Key products



Luja™
Intermittent catheter with
Micro-hole Zone Technology™
Launched in 2023



SpeediCath® Flex Set
Intermittent Set catheter
Launch during 2022-2023



SpeediCath® Navi
Intermittent catheter
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



SpeediCath® Standard
Intermittent catheter
Launched in 1999



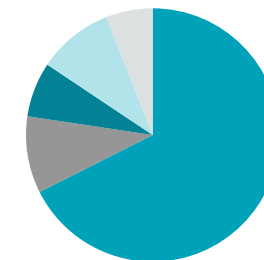
Conveen® Optima
External catheter
Launched in 2005-2006



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

Key products



Peristeen® Plus Anal Irrigation
Launched in 2021



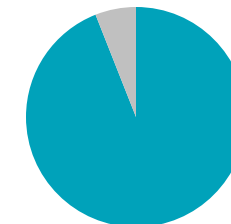
Peristeen® Anal Irrigation
Launched in 2003
Updated in 2011

Market dynamics

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

Distribution of revenues

- Peristeen® anal irrigation
- Anal plug



Introducing Voice & Respiratory Care Laryngectomy

Disease areas

- People that have undergone a total laryngectomy, a typical treatment for advanced laryngeal and hypopharyngeal cancer and cancer recurrence

Market dynamics

- 50,000 new total laryngectomy (TL) surgeries performed annually
- Only ~1/3 of patients undergoing TL surgery are treated with products, of which only ~50% use the appropriate amount of products
- Average value per patient is DKK 20-30,000 in mature market

Key products - Laryngectomy

Provox® Life™ Heat and Moisture Exchangers (HMEs)



Provox® Life™ Adhesive



Provox® HMEs



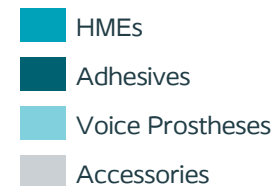
Accessories



Voice Prostheses



Distribution of revenues*



*Based on revenue split from 2020

Introducing Voice & Respiratory Care Tracheostomy

Disease areas

- Performed when the airways are restricted, e.g., during an emergency when the airways are blocked, or when a disease or other problem makes normal breathing impossible.
- Can be temporary or permanent.

Market dynamics

- ~1 million estimated number of procedures globally
- Estimated 20% are permanent (across different patient groups, for example neck and throat cancer patients, neurological diseases, patients with chronic obstructive pulmonary diseases), the rest 80% are temporary
- The market today mainly consists of tubes used for breathing
- Market growth estimated between 3-5%

Key products - Tracheostomy



Freevent® XtraCare™



TrachPhone®



Freevent® DualCare™



Tracoe® twist
Tracheostomy Tube



Portfolio expansion

- Strengthened the tracheostomy product portfolio with the acquisition of the Tracoe® Group.
- The Tracoe Group develops, manufactures, and sells a full and complementary range of tracheostomy care products, including percutaneous dilation sets for the beginning of care

Introducing Interventional Urology Surgical treatment 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® Touch Inflatable Penile Prosthesis
Launched in 2013, Men's health



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



Isiris® cystoscope
Launched in 2015
Single use devices



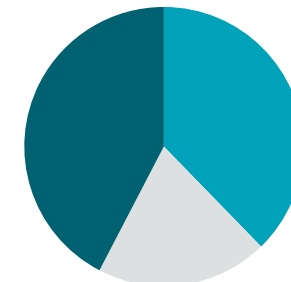
JJ stents
Launched in 1998
Single use devices



Thulium Fiber Laser Drive
Launched in 2022
Endourology

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

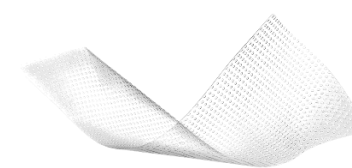
Key products



Biatain® Silicone Non-Border
Silicone foam dressing without a border. Launched in 2021



Biatain® Fiber
Reinforced gelling fiber. Launched in 2020



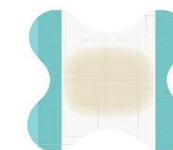
Biatain® Contact
Silicone contact layer. Launched in 2019



Biatain® Silicone Ag.
Antimicrobial foam dressing with gentle silicone adhesive. Launched in 2018



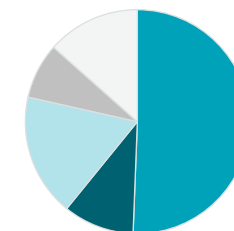
Biatain® Silicone
Foam dressing with gentle silicone adhesive. Launched in 2016



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

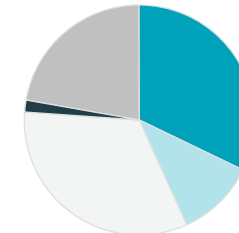


InterDry® Ag

Textile with antimicrobial silver complex
Unique solution for skin on skin issues

Product mix

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



At a glance US Skin Care

US Skin Care market

US market size estimated
at **DKK 4-5bn with 2-4% growth**

Market share: 10-15%

Main competitors include:

- Medline Industries
- Sage (part of Stryker)

Market drivers and limiters

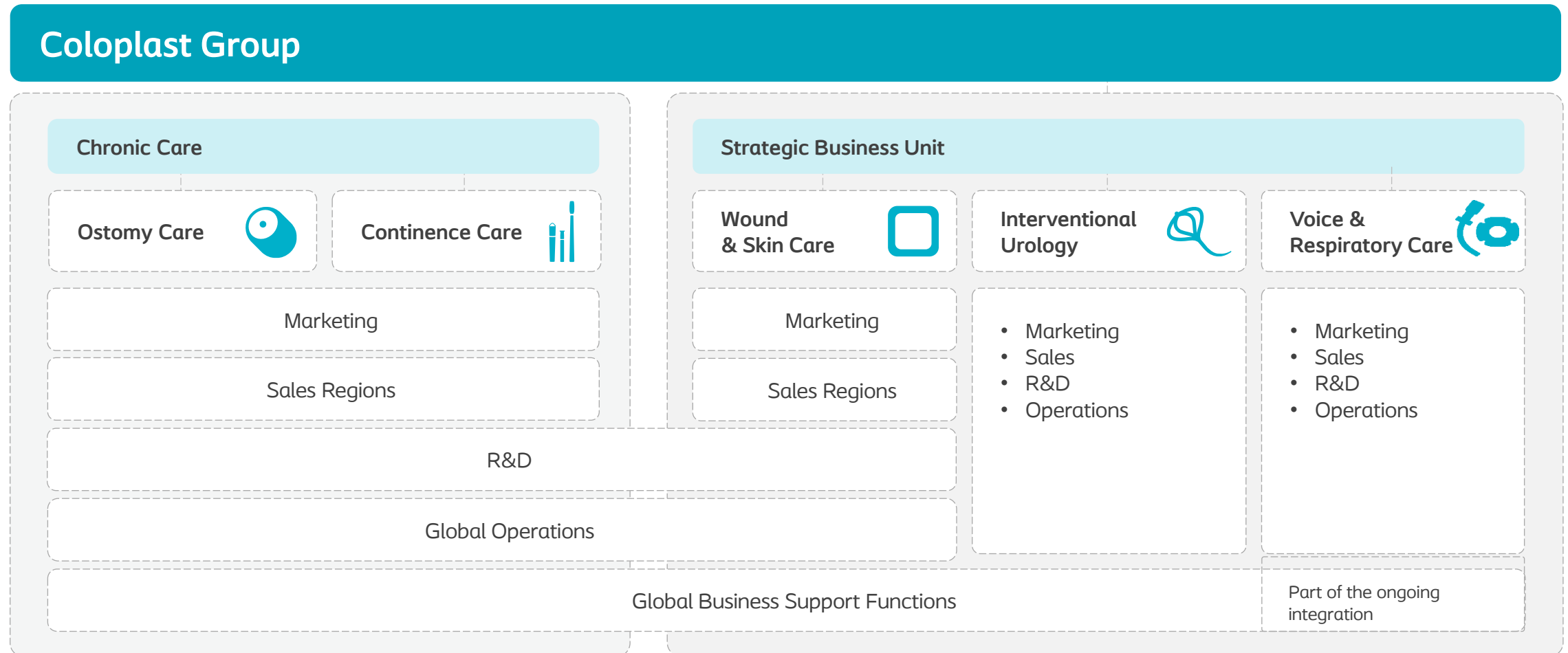
- + Aging and obese population
- + CMS Value Based Purchasing
- + Increased focus on prevention
- + Increased importance of utilization management
- ÷ Consolidation of Providers
- ÷ Increased competition from both Channel and Manufacturers

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



The Coloplast organisation is divided into Chronic Care and Strategic Business Units, running on shared global business support functions



The Coloplast Executive Leadership Team



Kristian Villumsen
President, CEO
(Born 1970)
With Coloplast since 2008



Nicolai Buhl Andersen
EVP, Innovation
(Born 1969)
With Coloplast since 2005



Anders Lonning-Skovgaard
EVP, CFO
(Born 1972)
With Coloplast since 2006



Paul Marcun
EVP, Growth
(Born 1966)
With Coloplast since 2015



Dorthe Rønnau
SVP, People & Culture
(Born 1966)
With Coloplast since 2022



Allan Rasmussen
EVP, Operations
(Born 1967)
With Coloplast since 1992

Income statement

DKKm	Q2 2021/22	Q2 2022/23	Change	H1 2021/22	H1 2022/23	Change
Revenue	5,502	6,061	10%	10,671	12,166	14%
Gross profit	3,781	4,027	7%	7,311	8,173	12%
SG&A costs	-1,884	-2,159	15%	-3,571	-4,321	21%
R&D costs	-222	-209	-6%	-427	-425	0%
Other operating income/expenses	11	12	9%	22	18	-18%
Operating profit (EBIT) before special items	1,686	1,671	-1%	3,335	3,445	3%
Special items	-381	-20	nm	-415	-33	nm
Operating profit (EBIT)	1,305	1,651	27%	2,920	3,412	17%
Net financial items	-18	-190	nm	-76	-524	nm
Tax	-307	-306	0%	-657	-606	-8%
Net profit	980	1,155	18%	2,187	2,282	4%
Key ratios						
Gross margin	69%	66%		69%	67%	
EBIT margin before special items	31%	28%		31%	28%	
EBIT margin	24%	27%		27%	28%	
Earnings per share (EPS) before special items, diluted	5.99	5.51	-8%	11.77	10.86	-8%

Balance sheet

DKKm	31 Mar 2022	31 Mar 2023	Change
Balance, total	35,170	35,302	0%
Assets			
Non-current assets	27,001	25,979	-4%
Current assets	8,169	9,323	14%
of which:			
Inventories	2,870	3,512	22%
Trade receivables	3,648	3,988	9%
Marketable securities, cash, and cash equivalents	737	644	-13%
Equity and liabilities			
Total equity	7,273	7,034	-3%
Non-current liabilities	3,086	18,835	510%
Current liabilities	24,811	9,433	-62%
of which:			
Trade payables	755	1,136	50%
Other credit institutions	20,392	4,392	-78%
Key ratios			
Equity ratio	21%	20%	
Invested capital	28,916	29,337	1%
Return on average invested capital before tax (ROIC) ¹⁾	32%	24%	
Return on average invested capital after tax (ROIC) ¹⁾	25%	19%	
Net asset value per share, DKK	34	33	-3%

1) This item is before Special items. After Special items, ROIC before tax was 25% (2021/22: 55%) and ROIC after tax was 20% (2021/22: 43%)

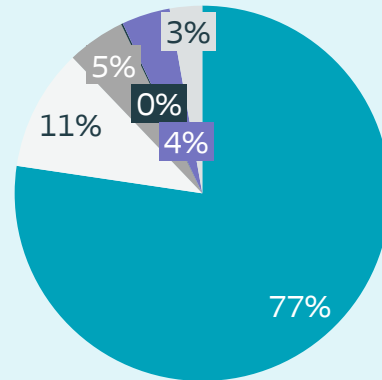
Cash flow

DKKm	H1 2021/22	H1 2022/23	Change
EBIT	2,920	3,412	17%
Amortisation	87	167	92%
Depreciation	324	362	12%
Adjustment for other non-cash operating items	172	-81	nm
Change in working capital	-1,086	-1,289	19%
Net interest payments	-52	-143	175%
Paid tax	-984	-1,252	27%
Cash flow from operations	1,381	1,176	-15%
Investment in intangibles	-61	-134	120%
CAPEX ¹	-402	-430	7%
Investment in other investments	-	-17	nm
Acquisition of subsidiaries	-10,633	-	nm
Securities	-	200	nm
Cash flow from investments	-11,096	-381	nm
Free cash flow	-9,715	795	nm
Dividends	-2,979	-3,185	7%
Net acquisition of treasury shares and exercise of share options	-435	7	-102%
Repayment of lease liabilities	-107	-119	11%
Financing through issuing long-term bonds	16,373	-	nm
Hedging gain	-	-	nm
Drawdown on credit facilities	-3,081	2,748	-189%

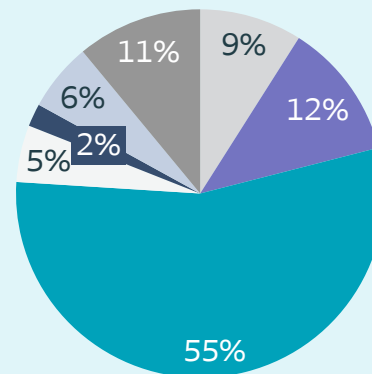
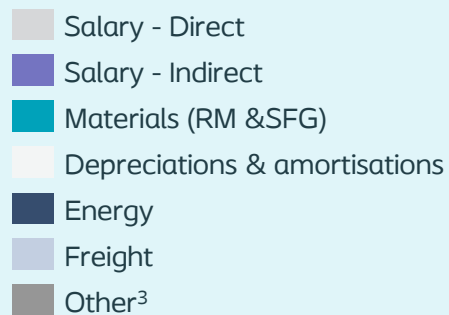
1) Net CAPEX including divestment of PPE and excluding finance leases

Manufacturing setup

Production by country (Volume)¹



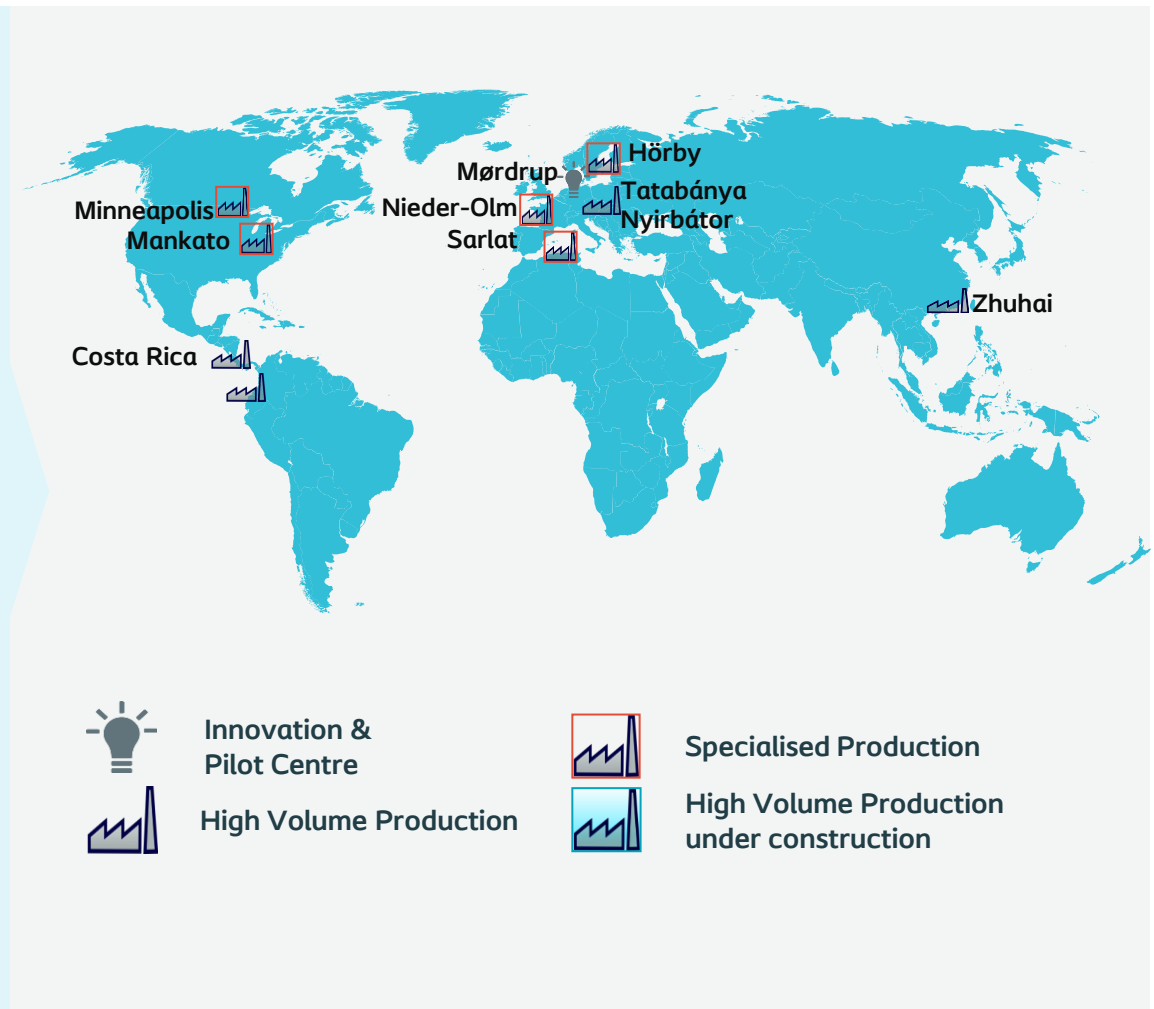
COGS by cost type²



1) Produced quantity of finished goods

2) FY 2021/22 Cost of goods sold, DKK 7,050m

3) Other includes IT, repair & maintenance costs, etc.



Production sites

Hungary

Tatabánya



- Ostomy care products
- Adhesives
- Continence care products
- Interventional Urology products
- Number of employees in production: ~1,700

Tatabánya PDC



- Postponement & packaging
- Cross docking
- Warehousing
- Distribution & shipping
- Number of employees: ~550

Nyírbátor



- Continence care products
- Wound care products
- Consumer products
- Number of employees in production: ~2,750

China

Zhuhai



- Continence care products
- Ostomy care products
- Machine building
- Number of employees in production: ~900

Costa Rica

Cartago



- The first high volume production site became operational in Q2 2020/21
- The second high volume production site opened in Q3 2021/22
- Ostomy care products
- Number of employees in production: ~450

Production sites

Denmark

Mørdrup



- Pilot development work Ostomy care, Continence care and Wound care
- Adhesives production
- Number of employees in production: ~200

France

Sarlat



- Disposable surgical urology products
- Number of employees in production: ~200

Sweden

Hörby



- Research & Development centre and manufacturing of laryngectomy products
- Number of employees in production: ~120

Germany

Nieder-Olm



- Specialised production
- Research & Development centre and manufacturing of tracheostomy products
- Number of employees in production: ~170

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

Our Global Operations Plan 6 will be announced in 2023, key themes will be resilience and optimizing the footprint

Moving focus of **GOP6** to further **strengthening our model** while delivering continued leverage effect on fixed costs and efficiency improvement



Coloplast Sponsored Level 1 ADR programme

Coloplast Sponsored ADR Programme

Symbol	CLPBY
Structure	Level 1 ADR
Exchange	OTC
CUSIP	19624Y101
DR ISIN	US19624Y1010
Ratio	10 ADRs : 1 ordinary share
Country	Denmark
Underlying SEDOL	B8FMRX8
Underlying ISIN	DK0060448595
Depository Bank	BNY Mellon

Benefits of a Coloplast ADR programme to US Investors:

- Coloplast has established a sponsored ADR programme in the US, as a service to US investors by offering an alternative way to trade Coloplast shares, while serving to further broaden the company's shareholder base over the long term.
- Clear and settle according to normal US standards
- Offer the convenience of stock quotes and dividend payments in US dollars
- Can be purchased/sold in the same way as other US stocks via a US broker
- Provide a cost-effective means of international portfolio diversification
- Ability to acquire the underlying securities directly upon cancellation

For questions about creating Coloplast ADRs, please contact BNY Mellon:

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(On maternity leave)

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Mission

Making life easier for people with intimate healthcare needs

Values

Closeness... to better understand

Passion... to make a difference

Respect and responsibility... to guide us

Vision

Setting the global standard for listening and responding