Making it easier to be one of the girls

My stoma doesn't define me. My friends know about it and they support me. I feel comfortable when we are hanging out.

Coloplast Earnings Conference Call FY 2018/19

5 November 2019

Making life easier

Coloplast

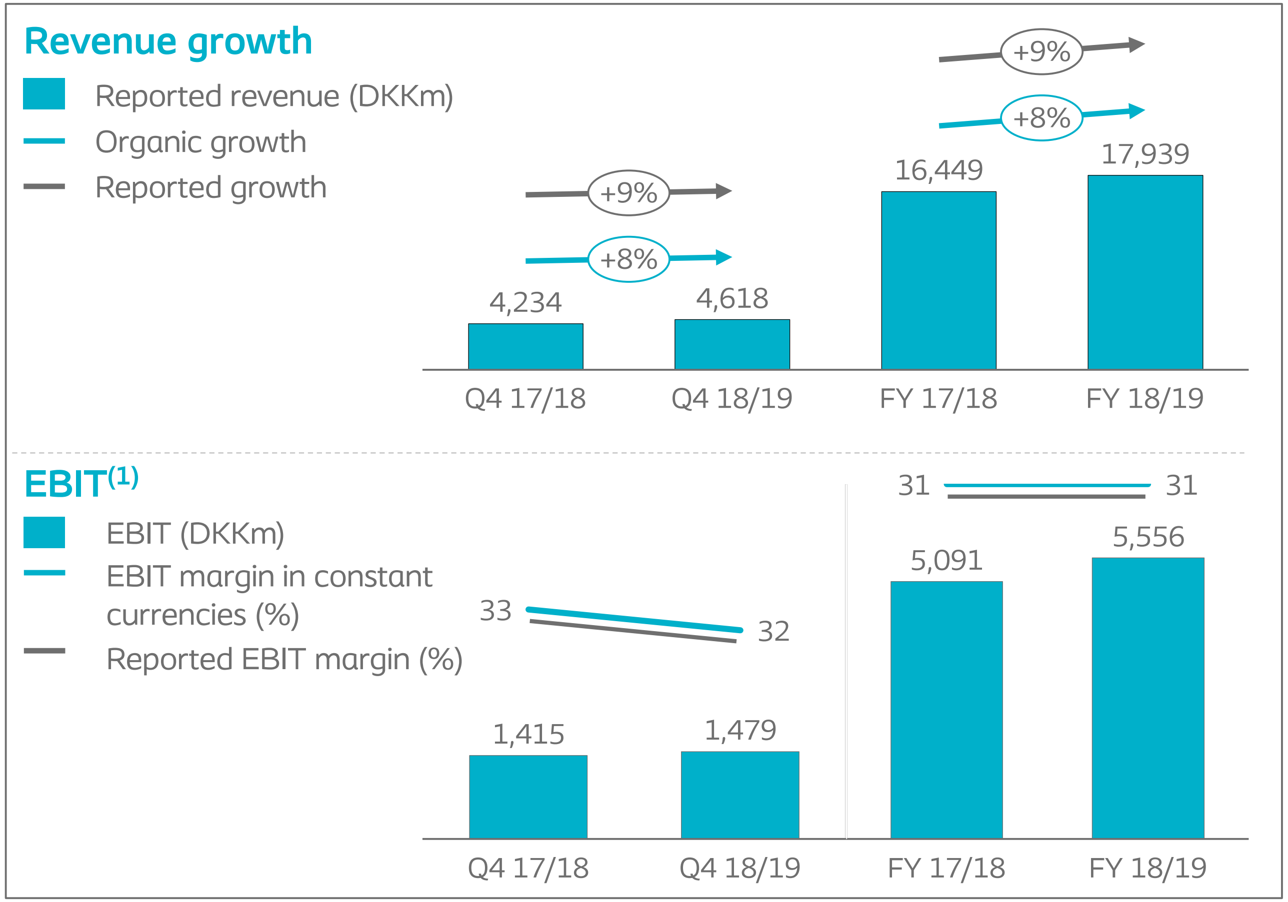
Ostomy Care, Continence Care, Wound & Skin Care and Interventional Urology

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.

Coloplast delivered 8% organic growth for the tenth consecutive quarter and 8% organic growth for 2018/19



(1) Before special items. Special items Q4 2018/19 includes DKK 0.4bn provision related to transvaginal surgical mesh products.
(2) Special items: Balance sheet items related to the provision in connection with settlements in lawsuits in the USA alleging injury resulting from the use of trans-vaginal surgical mesh products.

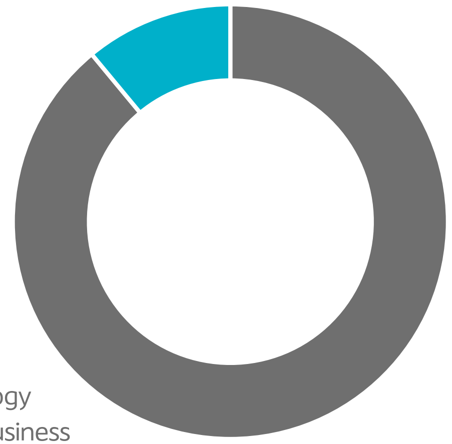
2018/19 Highlights

- Full year organic growth of 8% (9% reported growth in DKK) driven by strong momentum across all business areas
  - Strong momentum in Europe, despite the French price reform cut of ~9% in Chronic Care implemented 1 July 2019. Coloplast has mitigated around half of the impact
- Strategic review of Interventional Urology concludes that the business remains core to Coloplast mission and future value creation
- EBIT before special items grew 9% in 2018/19 with a reported EBIT margin before special items of 31% on par with last year
  - Restructuring costs of DKK 43m against DKK 50m last year
  - DKK 400m increase in provision for Mesh litigation included in special items to support ongoing cases
- ROIC after tax before special items(2) of 48% against 44% last year
- Total dividend of DKK 17 per share for 2018/19 (DKK 12 per share to be proposed at 2019 AGM)
- Financial guidance for 2019/20:
  - Organic revenue growth of 7-8% and 7-8% reported growth in DKK, assuming negative price pressure of up to -1%
  - EBIT margin of ~31% in constant exchange rates and ~31% in DKK
  - Capex of DKK 850m; Tax rate of 23%

Interventional Urology remains core to the Coloplast mission and value creation agenda

Interventional Urology at a Glance

FY 18/19



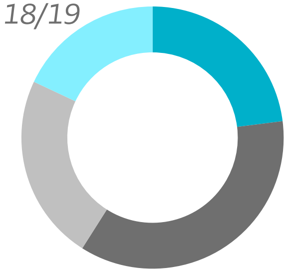
Interventional Urology
Rest of Coloplast business

11%
of Coloplast sales

~2
billion DKK annual sales

Revenue by Business Area

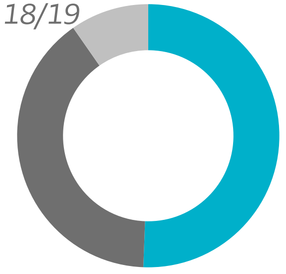
DKKm, FY 18/19



Endourology
Men's Health
Women's Health
Specialty Interventions

Revenue by region

DKKm, FY 18/19



North America
Europe
Rest of World

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

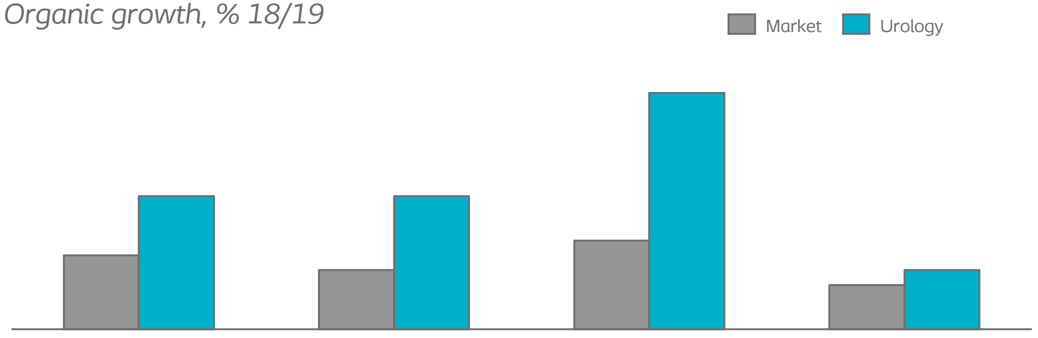
Coloplast position

ENDOUROLOGY	MEN'S HEALTH	WOMEN'S HEALTH	SPECIALTY INTERVENTIONS
#2 In EU	#2	#3	#2 In EU

Market size, DKKbn

Organic revenue growth vs. market growth by business area

Organic growth, % 18/19



Definition of Business Areas:
Endourology: Single-use Products used in the removal of kidney stones (Stents, Stone Removal Baskets, Guidewires, Access Sheaths)
Men's Health: Implantable Products used to treat Erectile Dysfunction and Male Incontinence (IPPs and Mesh Slings)
Women's Health: Implantable Products used to treat Pelvic Organ Prolapse and Stress Urinary Incontinence (Mesh and Slings)
Specialty Interventions: Single Use devices used to support a wide range of urological procedures and hospital continence procedures (examples include: Foley Catheters, Drainage Bags, Elefant irrigation suction device).

Strong performance throughout 2018/19 across all business areas vs. market growth of 4-5%

FY 18/19 revenue by business area

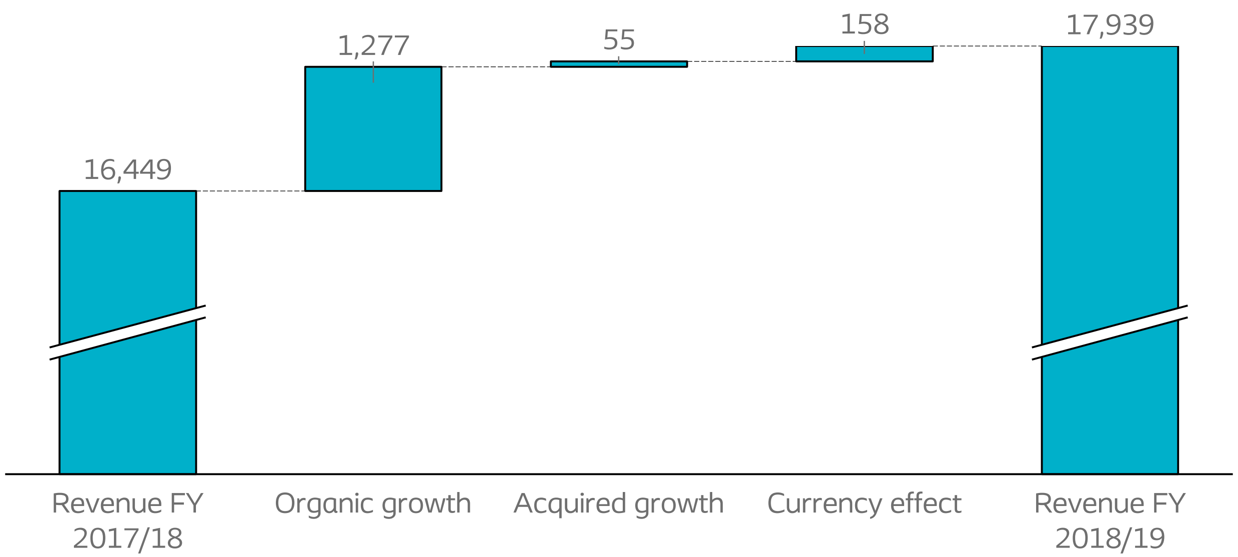
Business area	Reported revenue DKKm	Organic growth	Share of organic growth
Ostomy Care	7,166	7%	38%
Continence Care	6,459	8%	35%
Interventional Urology	1,970	10%	13%
Wound & Skin Care	2,344	8%	14%
Coloplast Group	**17,939**	**8%**	**100%**

FY 18/19 revenue by geography

Geographic area	Reported revenue DKKm	Organic growth	Share of organic growth
European markets	10,573	6%	43%
Other developed markets	4,380	11%	31%
Emerging markets	2,986	12%	26%
Coloplast Group	**17,939**	**8%**	**100%**

FY 2018/19 reported revenue grew 9% driven by solid organic growth of 8%

Revenue development (DKKm)



Growth	7.8%	0.3%	0.9%	9.1%

1) As a result of the Argentinian peso now being defined as hyperinflationary, revenues from our subsidiary in Argentina are adjusted for inflation and translated to DKK using the spot rate as of the balance sheet date.

Comments

- FY 2018/19 reported revenue increased by DKK 1,490m or 9% compared to FY 2017/18
- The majority of growth was driven by organic growth contributing DKK 1,277m or 8% to reported revenue
- Revenue from acquisitions contributed DKK 55m or less than 1%, resulting from the acquisition of distribution companies Lilial and IncoCare in Q2 2017/18
- Foreign exchange rates had a positive impact of DKK 158m or 1% on reported revenue primarily due to the appreciation of the USD against the Danish kroner. The positive development was partly offset by the depreciation of the ARS[1] against DKK

EBIT before special items grew 9% in FY 2018/19

EBIT margin before special items development (%)

(1) Before special items. Special items Q4 2018/19 includes DKK 0.4bn provision in connection with lawsuits in the USA alleging injury resulting from the use of transvaginal surgical mesh products.

Comments

- EBIT before special items increased 9% to DKK 5,556m with a reported margin before special items of 31% on par with last year
- Gross margin of 68% in DKK compared to 67% last year
  - Positive impact from operating leverage driven by revenue growth, ongoing efficiency improvements, GOP4 and the closure of the Thisted factory in June
  - DKK 43m in restructuring costs vs. DKK 50m in FY 17/18 related to reduction of production employees in DK
  - Negative impact from product mix and salary inflation in Hungary
  - Negative impact of 10 bps from FX
- Distribution-to-sales of 29% on par with last year
  - Incremental investments of up to 2% of revenue into innovation as well as sales and marketing initiatives across multiple markets and business areas
- Administrative expenses grew DKK 104m (16%), mainly relating to an increase in costs within IT and legal as well as DKK 15m in Q4 related to the strategic review of Interventional Urology
- R&D costs increased 8% vs. FY 2017/18 due to increased activity
- Other operating income/expenses of DKK 58m vs. DKK 39m last year (Increase due to a non-recurring income in Q2 (DKK 16m) from the sale of a former production facility in Denmark)

Coloplast

Financial guidance for FY 2019/20

	Guidance 2019/20	Guidance 2019/20 (DKK)*	Key assumptions
Sales growth	7-8% (organic)	7-8%	• Stable growth trends across regions and business areas • Up to 1% negative price pressure from reforms in France, Holland and Switzerland • Approx. half of 9% price cut in Chronic Care in France has been mitigated
EBIT margin	~31% (constant exchange rates)	~31%	• Leverage effect on fixed costs e.g. distribution, admin and R&D costs • Global Operations Plan 4 – savings of 100bps partly offset by negative impact from wage inflation and labour shortages in Hungary • Incremental investments of up to 2% of revenue • No restructuring costs
CAPEX (DKKm)		~850	• New machines for new and existing products • Establishment of volume site in Costa Rica • Investments into automatisation at volumes sites • IT investments
Tax rate		~23%	

*DKK guidance is based on spot rates as of November 4th 2019

Our mission

Making life easier for people
with intimate healthcare needs

Our values

Closeness… to better understand
Passion… to make a difference
Respect and responsibility… to guide us

Our vision

Setting the global standard
for listening and responding