



# 2024 JP Morgan Healthcare Conference

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**enovis**<sup>™</sup>  
*Creating Better Together*<sup>™</sup>

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## Non-GAAP Financial Information

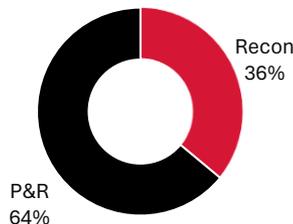
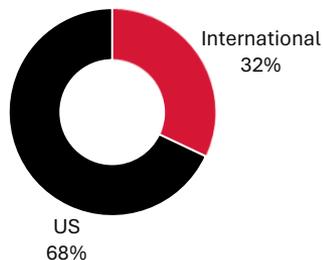
Enovis has provided in this presentation financial information that has not been prepared in accordance with accounting principles generally accepted in the United States of America ("non-GAAP"). These non-GAAP financial measures may include one or more of the following: adjusted net income from continuing operations, adjusted net income per diluted share from continuing operations, adjusted EBITDA (earnings before interest, taxes, depreciation and amortization), adjusted EBITDA margin and organic sales growth. Adjusted net income from continuing operations and adjusted net income per diluted share from continuing operations exclude restructuring and other charges, European Union Medical Device Regulation ("MDR") and other costs, amortization of acquired intangibles, inventory step-up costs, strategic transaction costs, debt extinguishment costs, insurance settlement gain, gains and losses on the Company's investments, stock compensation costs and other income/expense. Adjusted net income adjusts interest expense for periods prior to 2023 to reflect pro forma interest from the Company's term loan facility under the Company's current capital structure after giving effect to the completing of the refinancing transactions in connection with the Separation, and it includes the tax effect of adjusted pre-tax income at applicable tax rates and other tax adjustments. Enovis also presents adjusted net income margin from continuing operations, which is subject to the same adjustments as adjusted net income from continuing operations. Adjusted EBITDA represents net income or loss from continuing operations excluding restructuring and other charges, MDR and other costs, strategic transaction costs, stock-based compensation costs, depreciation and amortization, amortization of acquired intangibles, insurance settlement gain, and inventory step up costs. Enovis presents adjusted EBITDA margin, which is subject to the same adjustments as adjusted EBITDA. Adjusted gross profit represents gross profit excluding the impact of amortization of acquired intangibles, fair value charges of acquired inventory and the impact of restructuring and other charges. Adjusted gross profit margin is subject to the same adjustments as adjusted gross profit. Organic sales growth excludes the impact of acquisitions and foreign exchange rate fluctuations. Sales per day growth includes the same adjustments as Organic sales growth and adjusts for the number of selling days in the period. These non-GAAP financial measures assist Enovis management in comparing its operating performance over time because certain items may obscure underlying business trends and make comparisons of long-term performance difficult, as they are of a nature and/or size that occur with inconsistent frequency or relate to discrete restructuring plans that are fundamentally different from the ongoing productivity improvements of the Company. Enovis management also believes that presenting these measures allows investors to view its performance using the same measures that the Company uses in evaluating its financial and business performance and trends. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information calculated in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures. A reconciliation of non-GAAP financial measures presented above to GAAP results has been provided in the financial tables included in this presentation. Enovis does not provide reconciliations of adjusted EBITDA or adjusted earnings per share on a forward-looking basis to the closest GAAP financial measures, as such information is not available without unreasonable efforts on a forward-looking basis due to uncertainties regarding, and the potential variability of, reconciling items excluded from these measures. These items are uncertain, depend on various factors, and could have a material impact on GAAP reported results for the guidance period.

# ENOVIS: An Innovation and Growth Driven MedTech Company

## Financial Profile – 2023 Guidance

Sales	Organic Growth (cc)	aEBITDA
~\$1.7B	7.4-7.6%	\$264-270mm

## Sales Mix by Geography & Segment



## Two Attractive Business Segments

### Fast growing reconstructive (Recon) platform

- DD growth engine in US, leading in Shoulder and rapid adoption in Knee & Hip
- Globalized footprint and offering through acquisition of Mathys
- Expanded into attractive Foot & Ankle market in 2021

### Global leader in prevention & recovery (P&R)

- Global leader in sports medicine bracing
- Reshaping care path with MotionMD® and MotioniQ™ digital solutions
- Technology leader in recovery sciences with broad offering in advanced rehabilitation modalities

Strong portfolio, outgrowing markets

# Enovis Strategy and Goals

## Strategic Pillars

Talent



EGX



Innovation



Acquisitions

## Strategic Objectives

Aggressively Expand Recon

Shape and Improve P&R

Scale our company

## Goals

**\$2B+** Sales by 2024

**HSD** Organic Growth

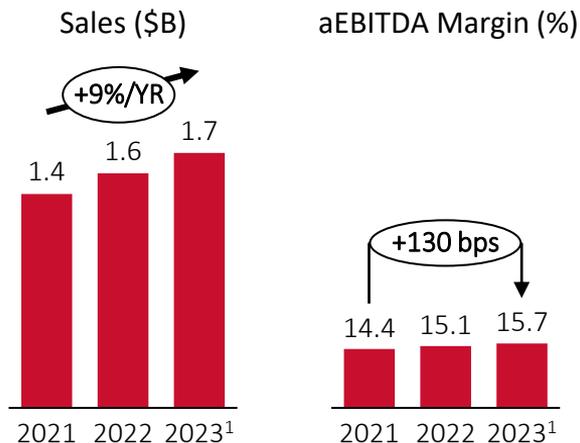
**>+50bps** aEBITDA margin/year

# Rich History + Strong Execution

## Enovis History

- **colfax** established in 1995 by Danaher founders Mitch and Steve Rales
- Strong and proven history with a:
  - Lean business system
  - Innovation focus
  - Strong acquisition engine
- Spun out **ESAB** in April 2022 to transform into focused MedTech player, **enovis**. (NYSE: ENOV)

## Enovis Progress



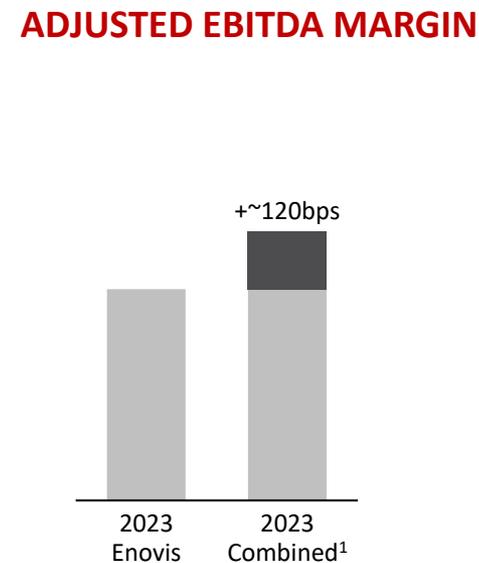
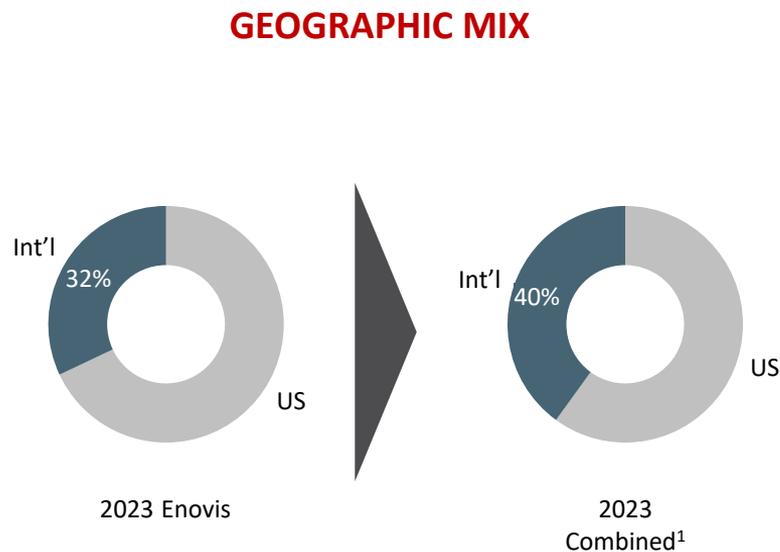
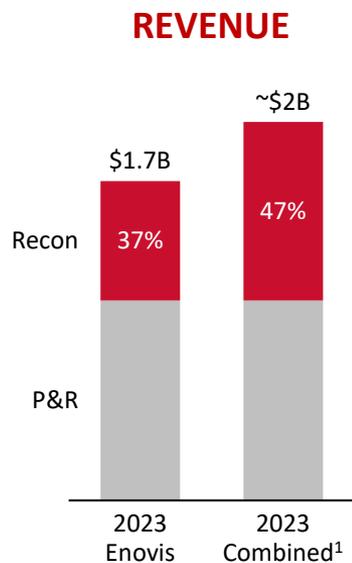
20 acquisitions since 2019

## Looking ahead to 2024

- **Lima the “next” catalyst for growth & margins**
  - Deal closed Jan 3<sup>rd</sup>
  - Aggressive, thoughtful, integration plan in place
  - Deal metrics on track for 2024
    - Sales: \$290-300mm
    - aEBITDA: \$70-75mm,
    - aEPS: accretive
- **Foot and ankle momentum building**
- **Robust NPI from ramp of 2023 launches and strong 2024 lineup**

Powerful momentum building as we enter 2024

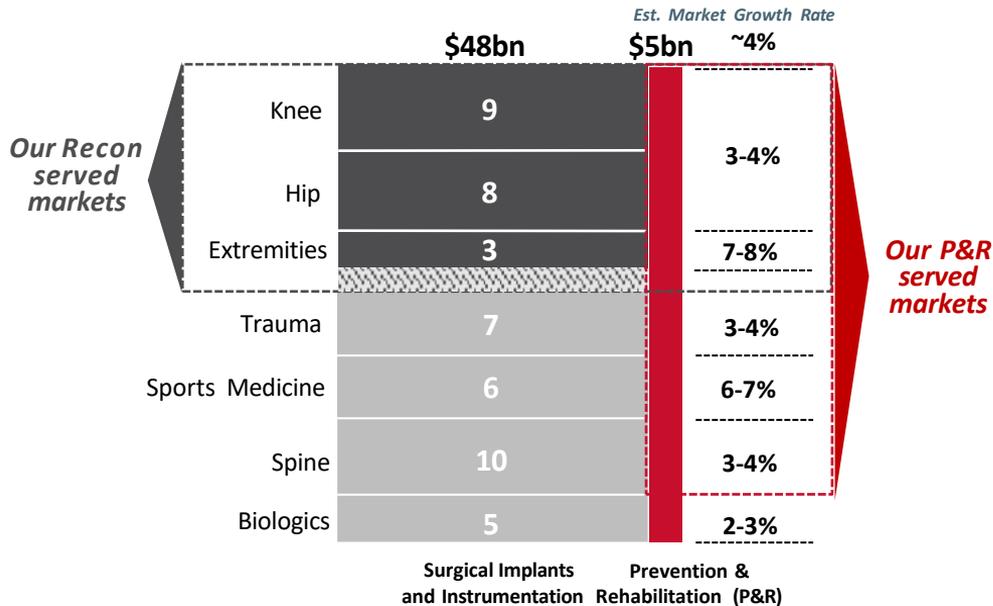
# Lima Acquisition Expands Recon Scale & Margins



Creates >\$1B high-growth global Recon player and accelerates trajectory of margin expansion

# Addressing a Large and Attractive Market

Enovis competes in half of the **\$53bn Orthopedics market** and “touches” nearly all segments



## Market Growth Trends Provide Runway



Aging but active population



Transitioning to outpatient care

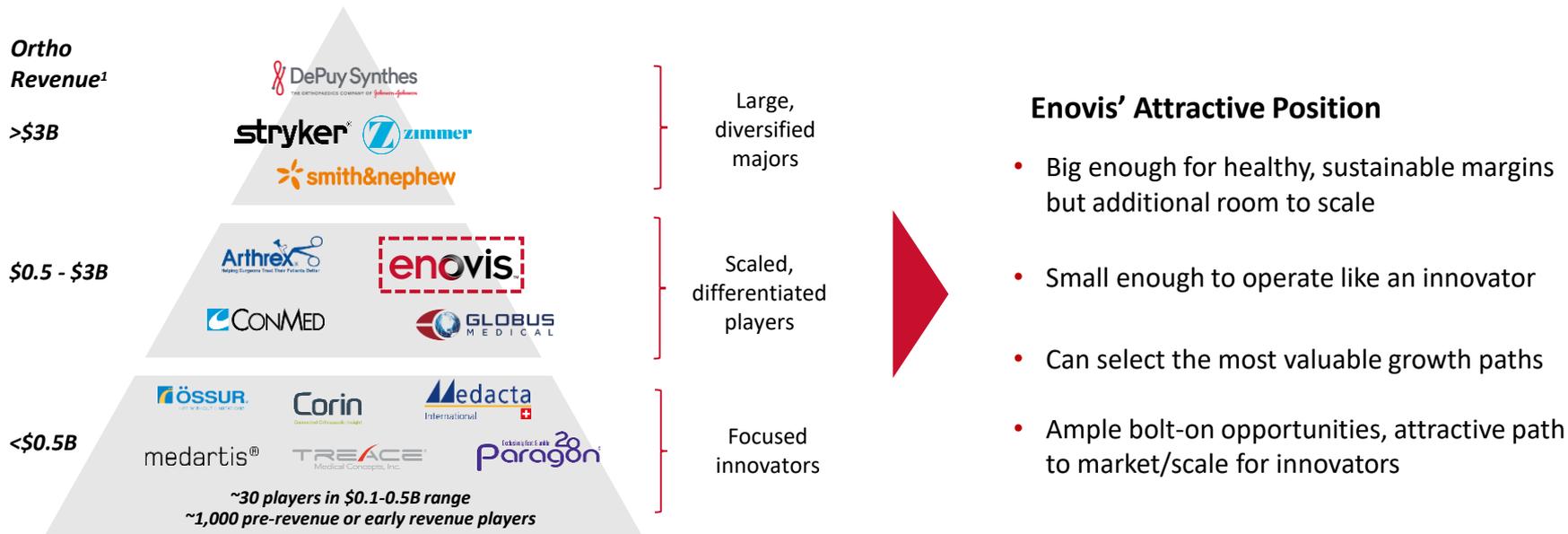


Innovation improving the quality of care

Well-positioned with strong long-term growth drivers

# Scaled and Agile in Fragmented Industry

## Competitive Ortho Landscape



Enovis is positioned for share gain, scale, and leverage

# Uniquely Positioned Across Full Ortho Care Continuum

## PREVENTION



### PERFORMANCE

- Athletic braces
- Muscle stimulation



### PREVENTION

- Off-loading braces
- Back braces
- Cold therapy

## REPAIR



### SURGICAL

- Shoulders
- Knees
- Hips
- Foot/Ankle



### RECOVERY

- Post-op braces
- Walker boots
- Cold therapy

## RECOVERY



### REHAB

- Electrotherapy
- Laser therapy
- Heat/cold therapy
- Traction devices

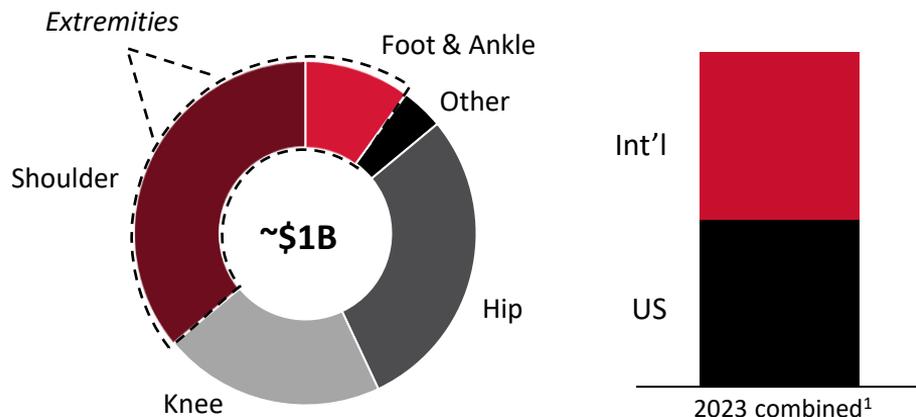
### STRATEGIC ADVANTAGES

- Brand leverage with hospitals, surgeons, clinicians, patients
- Digital workflow solutions for clinics
- Connected medicine solutions for patient journey
- Full “episode of care” partner to ambulatory surgery centers (ASC)

Leveraging broad and deep market access and technology for strategic advantage

# Lima M&A Creates ~\$1B Recon Leader, Attractive Mix & Innovation

## Combined Revenue & Geographic Mix



## Growth Opportunity

- Drive DD organic growth from winning innovation and strong channel
- Continue to lead in Shoulder and rapidly gain share in Hip/Knee and Foot & Ankle
- Realize strategic advantage of advanced technologies: Ceramics, RM Monoblock, 3D Printing
- Leverage Arvis and other Enabling Tech for global advantage over time
- Lead in Medical Education



Leading in Shoulder, winning across Recon with measurably better patient outcomes

# Rapidly Expanding High Growth & Margin Recon Platform

Leverage Demonstrated Outcomes	Continue Pace of Innovation	Win in the High Growth ASC	Grow & Scale Foot & Ankle	Expand Geographically
 <p><b>AltiVate Reverse<sup>®</sup> Shoulder:</b> Breakthrough in range of motion</p> <p><b>EMPOWR 3D Knee<sup>®</sup>:</b> breakthrough in natural kinematics</p>	<p><b>Expansion in product bag penetration:</b> ~65% to ~75%</p> <p><b>Launch enabling technology:</b> e.g. AR, CAS/Robotics</p> 	<p><b>Leverage enabling technologies:</b> e.g. ARVIS<sup>®</sup>, ADAPTABLE<sup>®</sup></p>  <p><b>Continuum of care coverage:</b> Pre, intra &amp; post op offerings</p> <p><b>Products aligned to favorable patient profiles</b></p>	<p><b>Launch innovative technologies:</b> e.g. DynaNail<sup>®</sup>, Arsenal Foot Plating System<sup>™</sup></p>  <p><b>Modernize STAR<sup>™</sup> ankle:</b> Patient Specific Instrumentation &amp; Surface enhancements (e+ poly)</p> 	<p><b>Lima acquisition:</b> Nearly doubles addressable market, expands portfolio, drives margins</p>  <p><b>Cross-selling opportunities:</b> AltiVate<sup>®</sup> &amp; EMPOWR<sup>®</sup> expansion</p> 

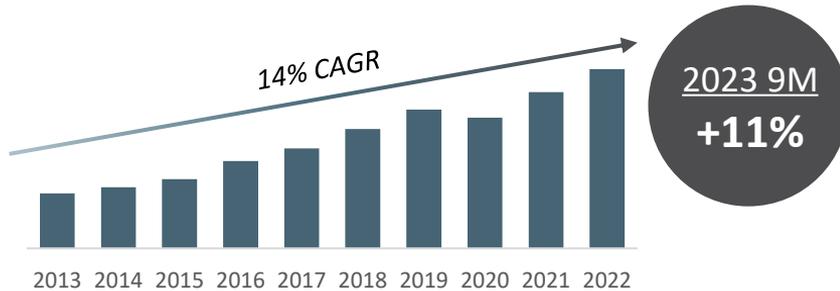
# Recon Proven Formula for DD Growth and Share Gain

	<u>% of Enovis Recon<sup>1</sup></u>	<u>Market Growth<sup>2</sup></u>	<u>Projected Growth vs. Market</u>	<u>Growth Projection</u>	<u>2023 9M</u>
US Shoulder	~30%	7-8%	~2x	12 – 15%	11%
US Hip / Knee	~30%	3-4%	3-5x	10 – 15%	21%
Foot / Ankle	~10%	6-7%	2-3x	12 – 18%	15%
Int'l Recon	~30%	4-5%	2-3x	7 – 10%	17%
		<div style="border: 1px solid red; border-radius: 50%; padding: 5px; display: inline-block;"> <b>5-6% WAMGR</b> </div> <span style="font-size: 2em; color: red; margin: 0 10px;">×</span> <div style="border: 1px solid red; border-radius: 50%; padding: 5px; display: inline-block;"> <b>2-3X Market Growth</b> </div> <span style="font-size: 2em; color: red; margin: 0 10px;">=</span> <div style="border: 1px solid red; border-radius: 50%; padding: 5px; display: inline-block;"> <b>10-15%</b> </div>		<b>15%</b>	

Clear track record and trajectory for sustained double-digit organic growth

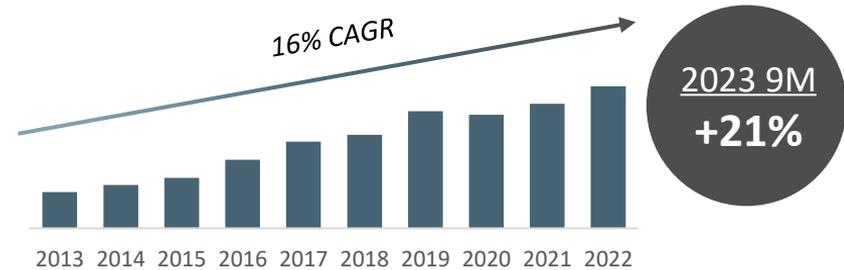
# Fast-Growing Recon Business with Proven Playbook

## US Shoulder Revenue



- **2X market growth** led by Altivate Reverse and accelerating Altivate Edge anatomic stemless
- **Proven MatchPoint® pre-operative plan and PSI system** in 35%+ of procedures

## US Hip / Knee Revenue



- **3-5X market growth** powered by Empowr3D® Knee and Taperfill® Hip Stem
- **Great implants and enabling technologies for ASC**

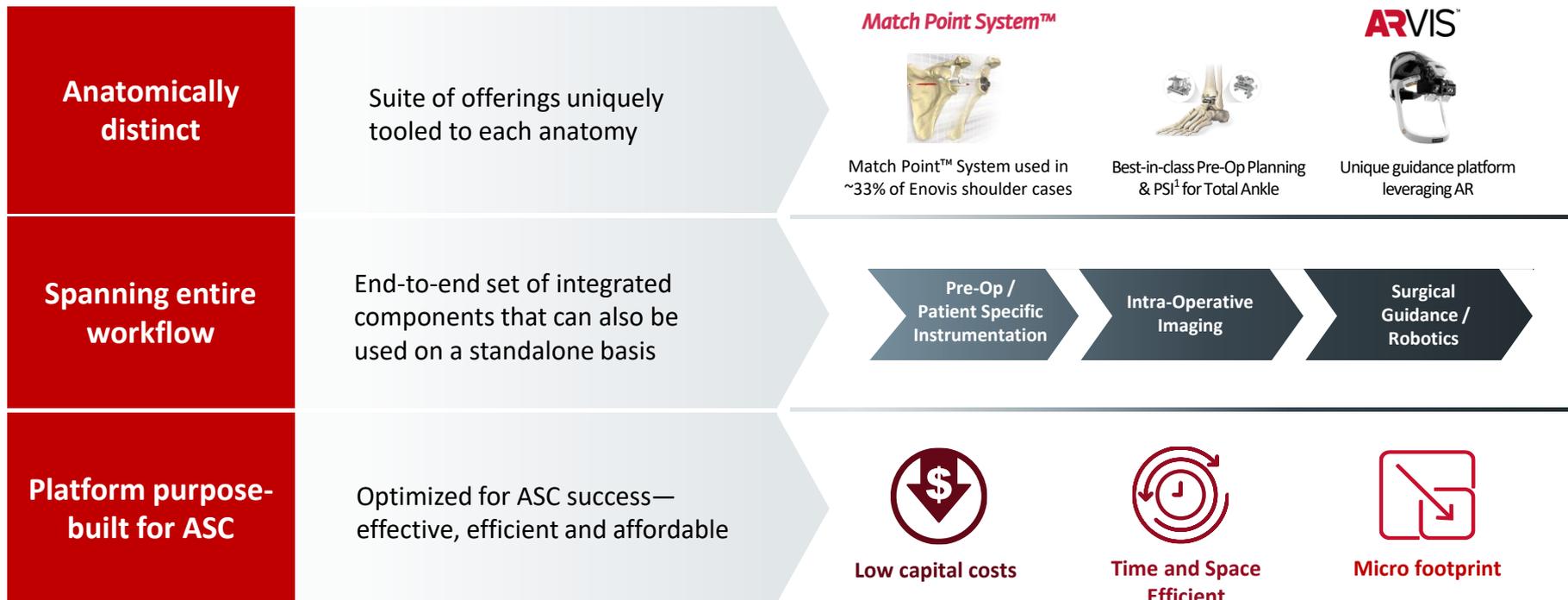
**Best-in-Class medical education** across segments

**Unparalleled KOL leadership** team

**Aggressive NPI cadence**

**Sustained strong DD growth across segments**

# Computer Assisted Surgery (CAS) Strategy



Enovis enabling technologies will provide a flexible and scalable approach

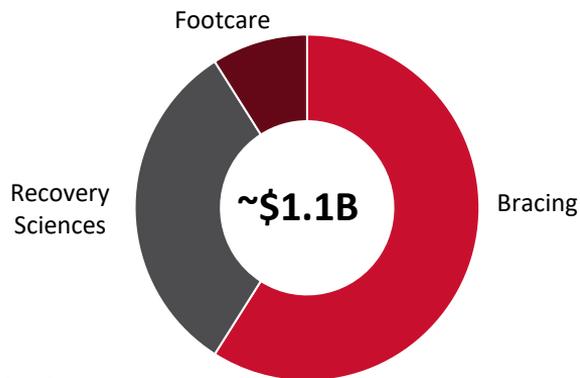
# Successful M&A Track Record in Recon



# Market Leader in Prevention & Recovery with Differentiated Brands

## P&R Sales & Market Position<sup>1</sup>

\$5B market expected to grow 3-4% per year



### Industry Leadership

**#1**

Globally in  
Bracing

**#1**

Globally in  
Rehab

**#2**

In Bone  
Stimulation

## Market Leadership

- Industry-defining products **across Orthopedics**
- Leader in fast growing **Sports Medicine** segment
- MotionMD® workflow software solution **drives workflow productivity in US Clinics**
- Leader in therapy modalities **strengthened by LiteCure™**
- **Strong International Position: 32% ex-US Sales**

## Technology and Brand Leadership



DonJoy®



Aircast®



EXOS®



Chattanooga®



LiteCure®

Attractive leading global positions in bracing and recovery sciences

# Shaping P&R - Driving Core Growth and Accelerating Key Strategies

## Sales Growth 2023 YTD (9mo)

Global Bracing & Supports

LSD

Global Recovery Sciences

MSD

Global FootCare Solutions

Declining

## Financial Profile

P&R  
aEBITDA  
margin

14%

With ability to  
shape & scale

P&R  
Free  
Cash Flow

100%+

FCF conversion  
potential

## Innovation Focus

Modernizing Core  
segments



Expanding into high  
growth categories



Leading transition to  
modalities



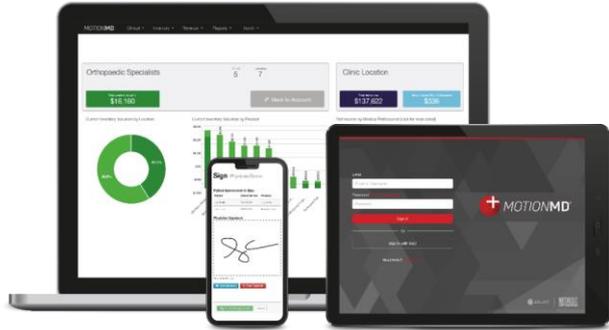
Pioneering Connected  
Medicine **MotionIQ™**



Investments focused on driving sustained above-industry growth + margin improvement

# Leading in Digital Healthcare with MotionMD®

## SaaS Workflow Automation Software Solution



Secure. Paperless. Integrated

**24%**

Reduction in inventory

**8%**

Improvement in collections

**40%**

Reduction in Billing lead time

## Clinic Location Growth



Present in **+40%** of US clinics

## Winning with Workflow Solutions

- Key driver in large Hospital clinic conversions: **\$15mm 2020-2021**
- MotionMD® revenue delivers **600 bps** higher gross margin
- Customer **Retention Rate of 99%**
- DJO Share of wallet **Direct 70% / OfficeCare® 96%**

A purpose-built SaaS platform creates stickiness and enables share gain

# Delivering on Strategic Goals in 2023

## Organic Revenue Growth

**Recon**  
Double-Digit



**P&R**  
Low/Mid  
Single-Digit



**enovis™**  
High-Single Digit

**+8%**  
YTD 9mo

## aEBITDA Expansion

Gross Margin  
Improvement



Operating Leverage



Growth Investments / M&A



**enovis™**  
>50 bps per year

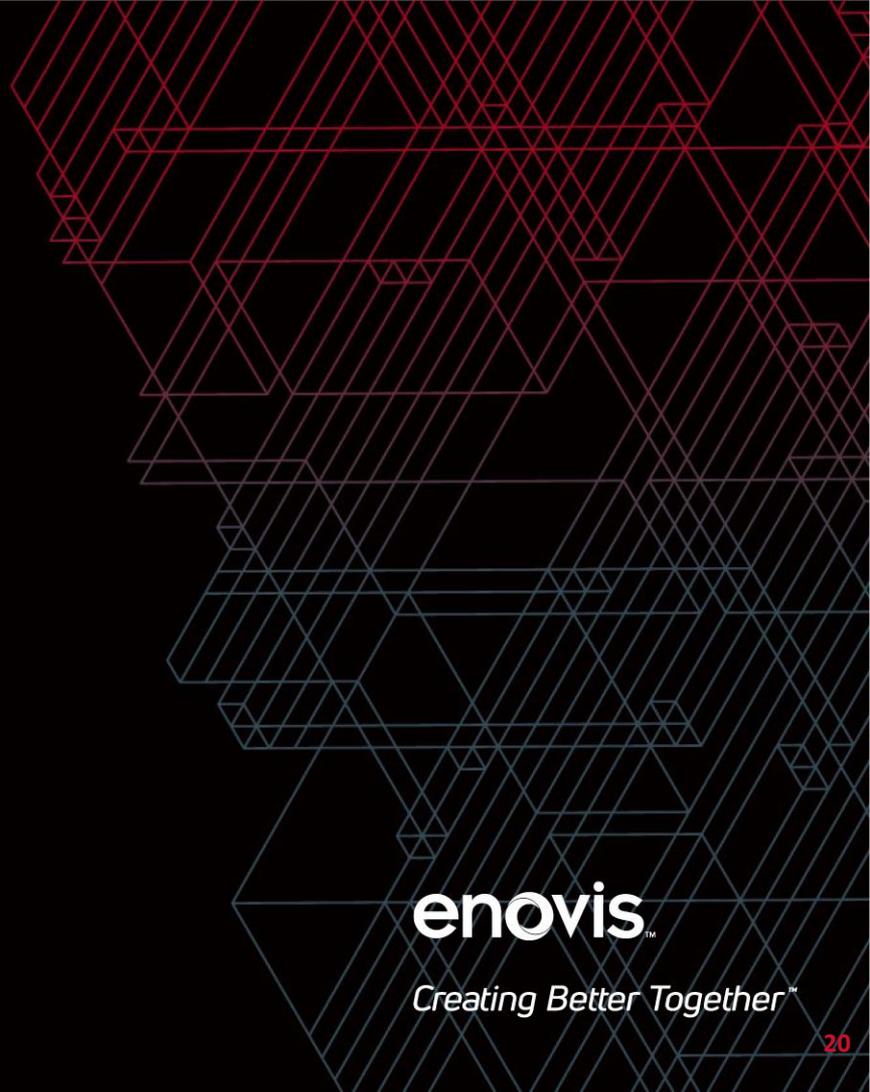
**+100 bps**  
YTD 9mo

## Considerations for 2024

- Recon backlog tailwinds continue
- Innovation momentum and new product introductions
- Pricing, inflation, and currency trends
- Foot/Ankle scaling, Lima synergy opportunities

**Set up for strong 2024 performance and momentum**

# Appendix



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# Q3 and YTD Sales Bridge

**Enovis Corporation**  
**Reconciliation of GAAP to non-GAAP Financial Measures**  
**Change in Sales**  
**Dollars in millions**  
**(Unaudited)**

	Net Sales					
	Prevention and Recovery		Reconstructive		Total Enovis	
	\$	Change %	\$	Change %	\$	Change %
For the three months ended 09.30.2022	\$ 256.5		\$ 127.3		\$ 383.8	
<i>Components of Change:</i>						
Existing businesses <sup>(1)</sup>	10.5	4.1 %	13.1	10.3 %	23.6	6.1 %
Acquisitions <sup>(2)</sup>	—	— %	4.6	3.6 %	4.6	1.2 %
Foreign currency translation <sup>(3)</sup>	3.3	1.3 %	2.2	1.7 %	5.5	1.4 %
	13.8	5.4 %	19.9	15.6 %	33.7	8.8 %
For the three months ended 09.29.2023	<u>\$ 270.3</u>		<u>\$ 147.2</u>		<u>\$ 417.5</u>	

	Net Sales					
	Prevention and Recovery		Reconstructive		Total Enovis	
	\$	Change %	\$	Change %	\$	Change %
For the nine months ended 09.30.2022	\$ 765.1		\$ 389.3		\$ 1,154.4	
<i>Components of Change:</i>						
Existing businesses <sup>(1)</sup>	30.2	3.9 %	60.0	15.4 %	90.2	7.8 %
Acquisitions <sup>(2)</sup>	—	— %	6.6	1.7 %	6.6	0.6 %
Foreign currency translation <sup>(3)</sup>	(0.8)	(0.1)%	1.8	0.5 %	1.0	0.1 %
	29.4	3.8 %	68.4	17.6 %	97.8	8.5 %
For the nine months ended 09.29.2023	<u>\$ 794.5</u>		<u>\$ 457.7</u>		<u>\$ 1,252.2</u>	

<sup>(1)</sup> Excludes the impact of foreign exchange rate fluctuations and acquisitions, thus providing a measure of growth due to factors such as price, product mix and volume.

<sup>(2)</sup> Represents the incremental sales as a result of acquisitions closed subsequent to the beginning of the prior year period.

<sup>(3)</sup> Represents the difference between prior year sales valued at the actual prior year foreign exchange rates and prior year sales valued at current year foreign exchange rates.

# Adjusted EBITDA Reconciliation

**Enovis Corporation**  
**Reconciliation of GAAP to Non-GAAP Financial Measures**  
**Dollars in millions**  
**(Unaudited)**

	Three Months Ended		Nine Months Ended	
	September 29, 2023	September 30, 2022	September 29, 2023	September 30, 2022
	(Dollars in millions)			
Net income (loss) from continuing operations (GAAP)	\$ (19.5)	\$ (65.9)	\$ (56.9)	\$ 16.6
Income tax benefit	(6.1)	(12.3)	(17.9)	(16.2)
Other expense, net	(0.8)	(0.3)	(0.7)	(0.3)
Unrealized (gain) loss on investment in ESAB Corporation	—	63.1	—	(72.4)
Gain on cost basis investment	—	(8.8)	—	(8.8)
Debt extinguishment charges	—	—	—	20.1
Interest expense, net	5.8	6.3	15.5	17.9
Operating income (loss) (GAAP)	(20.5)	(17.9)	(60.0)	(43.0)
Adjusted to add:				
Restructuring and other charges <sup>(1)</sup>	5.3	3.0	12.1	8.5
MDR and other costs <sup>(2)</sup>	6.2	3.6	23.0	10.6
Strategic transaction costs <sup>(3)</sup>	10.5	8.1	27.5	32.5
Stock-based compensation	8.4	7.2	24.1	21.7
Depreciation and other amortization	21.5	18.2	62.2	56.1
Amortization of acquired intangibles	34.0	32.0	98.3	94.6
Insurance settlement (gain) loss	—	1.0	—	(32.1)
Inventory step-up	—	2.1	0.1	12.0
Adjusted EBITDA (non-GAAP)	\$ 65.4	\$ 57.2	\$ 187.5	\$ 161.1
Adjusted EBITDA margin (non-GAAP)	15.7 %	14.9 %	15.0 %	14.0 %

<sup>(1)</sup> Restructuring and other charges includes \$— million and \$0.3 million of expense classified as Cost of sales on our Condensed Consolidated Statements of Operations for the three and nine months ended September 29, 2023, respectively. Restructuring and other charges includes \$— million and \$0.8 million of expense classified as Cost of sales on our Condensed Consolidated Statements of Operations for the three and nine months ended September 30, 2022.

<sup>(2)</sup> Primarily related to costs specific to compliance with medical device reporting regulations and other requirements of the European Union MDR. These costs are classified as Selling, general and administrative expense on our Condensed Consolidated Statements of Operations.

<sup>(3)</sup> Strategic transaction costs includes costs related to the Separation and certain transaction and integration costs related to recent acquisitions.

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