

Smith+Nephew

Introduction to Smith+Nephew



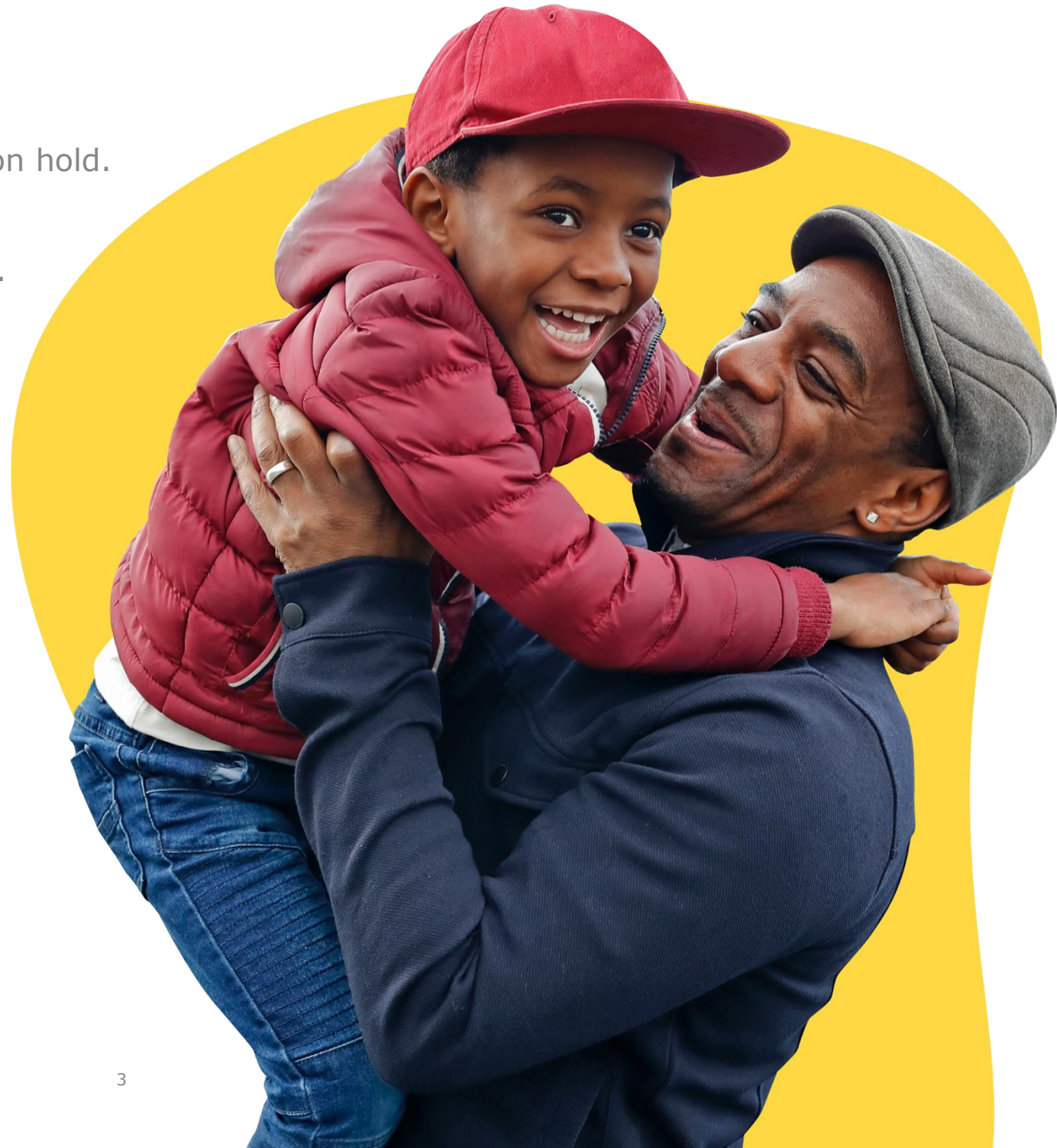
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What we do...

Physical health is never just about our body.
It's our mind, feelings and ambitions.
When something holds it back, it's our whole life on hold.
We're here to change that.
To use technology to take the limits off living
and help other medical professionals do the same.
So that farmworkers, rugby players,
grandmas and their grandkids stare down fear.
See that anything's possible.
Then go on stronger.
Inspired by a simple promise.
Two words that bring together all we do...

Life Unlimited



Smith+Nephew at a glance

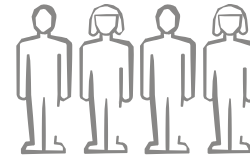


Smith+Nephew is a leading portfolio medical technology company, that designs and makes technology that takes the limits off living.



Three global franchises:

- Orthopaedics
- Sports Medicine & ENT
- Advanced Wound Management



18,000

Around 18,000 employees



FTSE100

A constituent of the UK's FTSE100, our shares are traded in London and New York



\$4.6bn

Revenue in 2020

Our history

1856
Smith+Nephew
established

1856-1896
Thomas James Smith opened a chemist shop in Hull, UK and develops a new method for refining cod liver oil. In 1896 Horatio Smith entered a partnership with his uncle forming TJ Smith & Nephew

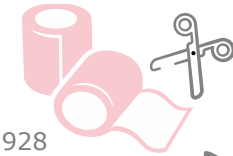


1914
Days after the outbreak of WW1, we received an order to provide surgical and field dressing supplies to French army within 5 months

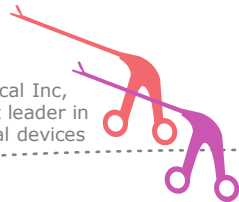


During WW1, staff grew from 50 to 1,200
From 50 To 1200

1928
We produced an experimental bandage Elastoplast™



1995
Acquired Acufex Microsurgical Inc, making us a market leader in arthroscopic surgical devices



1986
Key acquisitions of Richards Medical in Memphis, specialists in orthopaedic products and DYONICS, an arthroscopy specialists based in Andover



1937
We developed a special low-temperature plaster for the Everest climbers on the 1953 expedition. It enabled them to send back camera films, sealed and airtight!



1937
We were listed on the London stock exchange



1995
We were listed on the New York Stock Exchange and in 2001 became a constituent member of the UK FTSE-100 index



1995
Introduced OXINIUM®, a new material that improves performance and increases the service life of total joint replacement systems



2011
PICO®, the first pocket-sized, single-use system, revolutionizes the negative pressure wound therapy market



2013
JOURNEY® II BCS sets a new standard in knee implant performance, designed to empower patients



2019
Expanding in technologies of the future, we acquired:

- Osiris Therapeutics
- Ceterix Orthopaedics
- Leaf Patient Monitoring System
- Brainlab Orthopaedic Joint Reconstruction Business



2015
Acquired Blue Belt Technologies securing a leading position in orthopaedic robotics-assisted surgery



2014
Acquired Arthrocare Corp. to expand our sports medicine portfolio



2020
Acquired Tusker Medical Inc. to expand even more our ENT medicine portfolio



2020
Launched Real Intelligence and CORI® Surgical System; next generation handheld robotics platform



2020
18,000+
We are proud of what we do and value our employees who make this possible



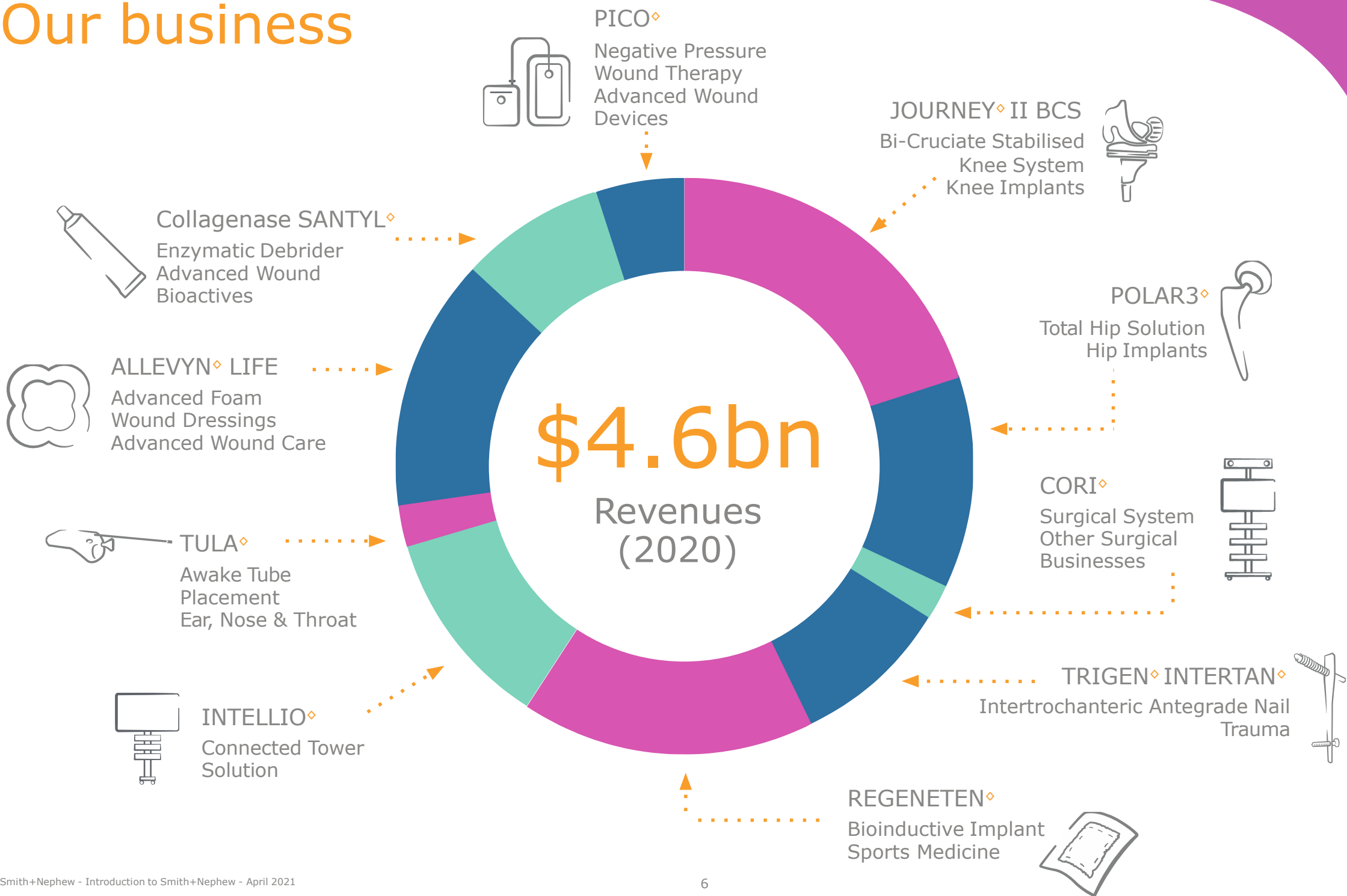
2021
Acquired orthopaedic extremity business from Integra, strengthening position in fast growth segment



Over 100 Countries
Today
We exist to restore people's bodies and their self-belief by using technologies to take the limits off living. We call this purpose "Life Unlimited"



Our business



Our customers

- Nurses and nurse specialists
- Healthcare systems and Procurement groups
- Payers and administrators
- Retail consumers and patients
- Physicians and GPs
- Surgeons



We have a balanced global footprint...

1856

Smith+Nephew starts off with presence in the UK

Operating in more than 100 Countries

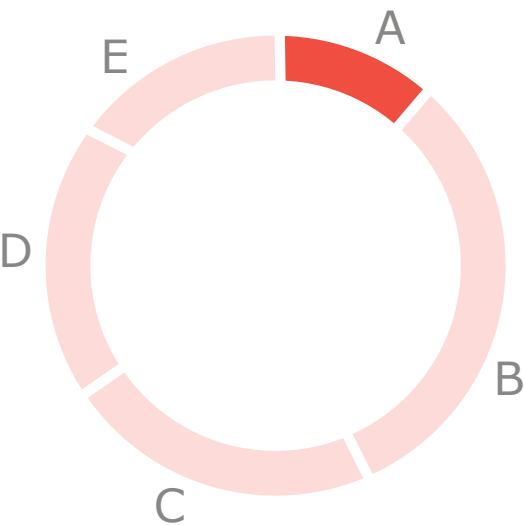


Our position in the market

Orthopaedics

Hip and Knee Implants

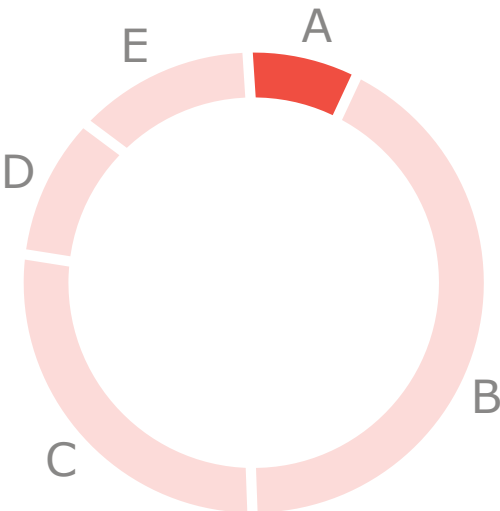
\$12.6bn



| | |
|-------------------------------|-----|
| A. Smith+Nephew | 11% |
| B. Zimmer Biomet | 33% |
| C. Stryker | 22% |
| D. DePuy Synthes ³ | 19% |
| E. Others | 15% |

Trauma and Extremities

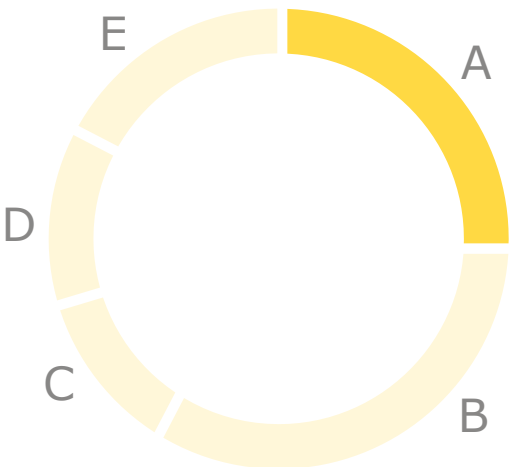
\$6.5bn



| | |
|-------------------------------|-----|
| A. Smith+Nephew | 7% |
| B. DePuy Synthes ³ | 40% |
| C. Stryker | 22% |
| D. Zimmer Biomet | 9% |
| E. Others | 22% |

Sports Medicine

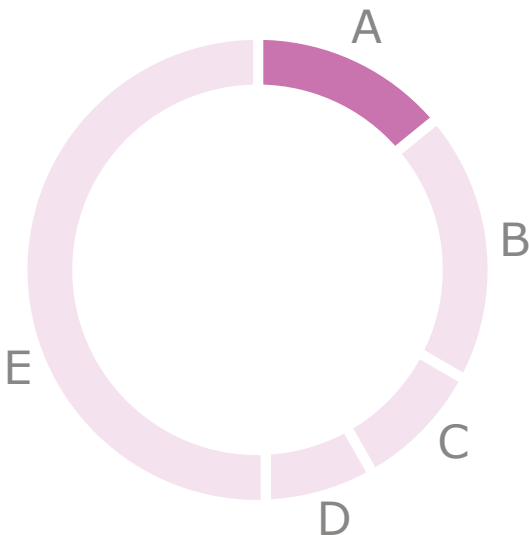
\$4.6bn



| | |
|-------------------------------|-----|
| A. Smith+Nephew | 26% |
| B. Arthrex | 33% |
| C. Stryker | 11% |
| D. DePuy Synthes ³ | 13% |
| E. Others | 17% |

Advanced Wound Management

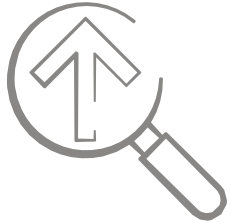
\$9.1bn



| | |
|--------------------|-----|
| A. Smith+Nephew | 14% |
| B. 3M ⁴ | 19% |
| C. Mölnlycke | 9% |
| D. ConvaTec | 7% |
| E. Others | 51% |

1. Data used in 2020 estimates generated by Smith+Nephew is based on publicly available sources and internal analysis and represents an indication of market shares and sizes.
2. Smith+Nephew 2020 market share unchanged from 2019 final data. 2019 Annual Report published estimates based on preliminary data. 2019 final data was Hip & Knee Implants 11%, Trauma & Extremities 7%, Sports Medicine 26% and AWM 14%.
3. Representing repair products and arthroscopic enabling technologies and excluding ENT.
4. A division of Johnson & Johnson.
5. 3M acquired Acelity in 2019.

Our market growth drivers



Emerging
markets



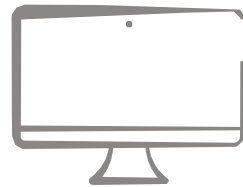
Prevalence



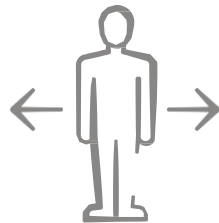
Economics



Lifestyle



Technology



Demographics



Our values

Our values shape everything we do as a business and form the basis of our relationships with all our stakeholders.



CARE

A culture of empathy and understanding for each other, our customers and patients.

We step into our customers' shoes, anticipate their needs and deliver the highest levels of innovation and service.

We strive to have the best understanding of the patients whom we ultimately serve, and we develop our products with them in mind.

Our passion for what we do drives us to continuously improve and expand the positive impact that we have on the world.



Our values



COLLABORATION

A culture of teamwork, based on mutual trust and respect.

We are stronger, and achieve more, as a team.

By joining forces, we are both unstoppable and efficient.

Through transparent and respectful communication, we are motivated by a shared purpose and understand the impact of our individual contributions on our collective goals.

By encouraging our different perspectives and leveraging our global experiences we achieve the best outcomes.



Our values



COURAGE

A culture of continuous learning, innovation and accountability.

By staying curious, thinking big and having the humility to challenge our conventional ways of thinking, we push the boundaries of our industry.

Fostering an entrepreneurial, can-do attitude we look for solutions and achieve them through talent and force of will.

With a growth-mindset, we have the capability and confidence to win, and we do so with integrity and the highest ethical standards.





Smith+Nephew

Life Unlimited

Smith & Nephew, Inc.
150 Minuteman Road
Andover, MA 01810

www.smith-nephew.com
T +978 749 1000
US Customer Service:
+1 800 343 5717

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