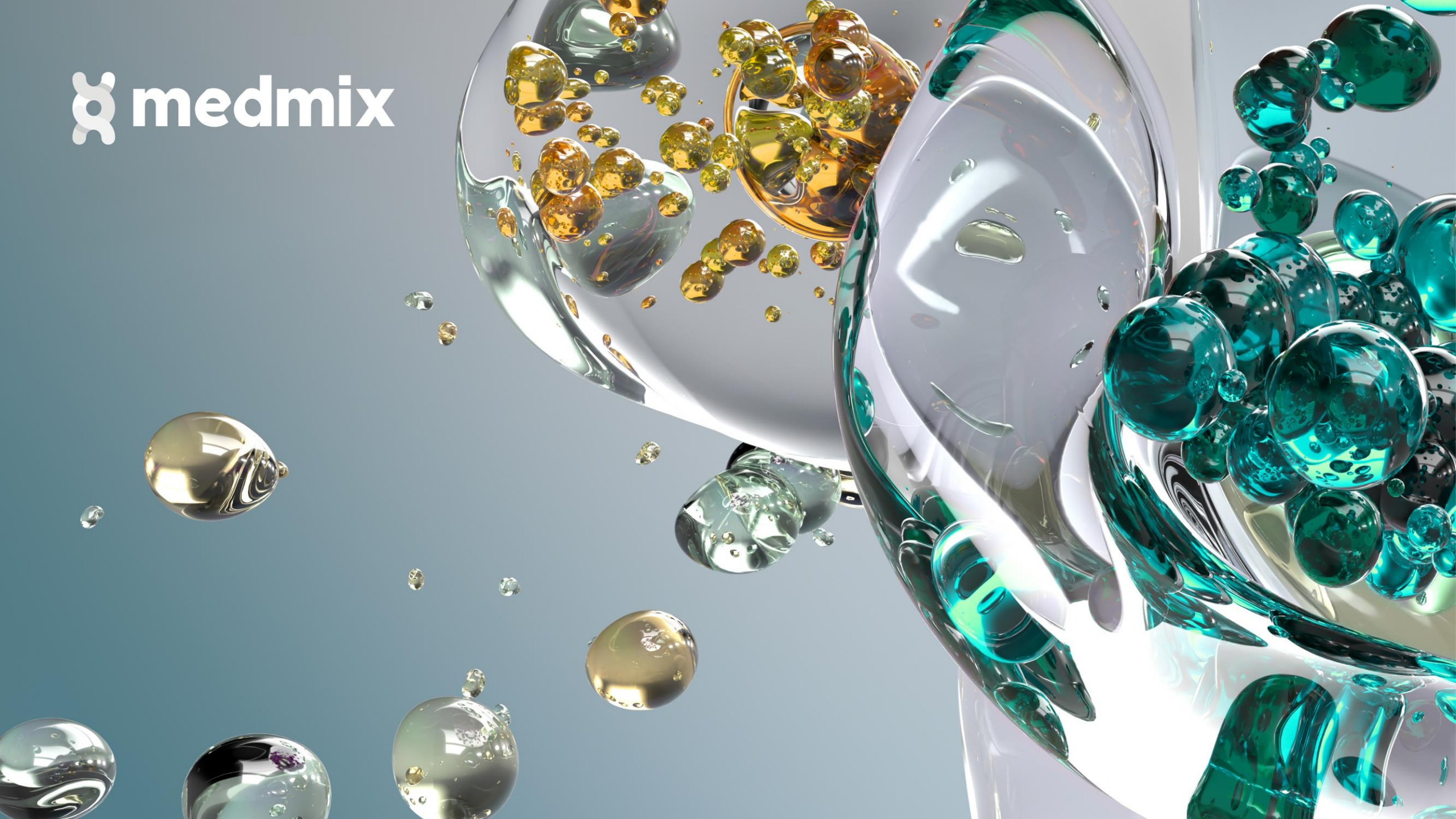
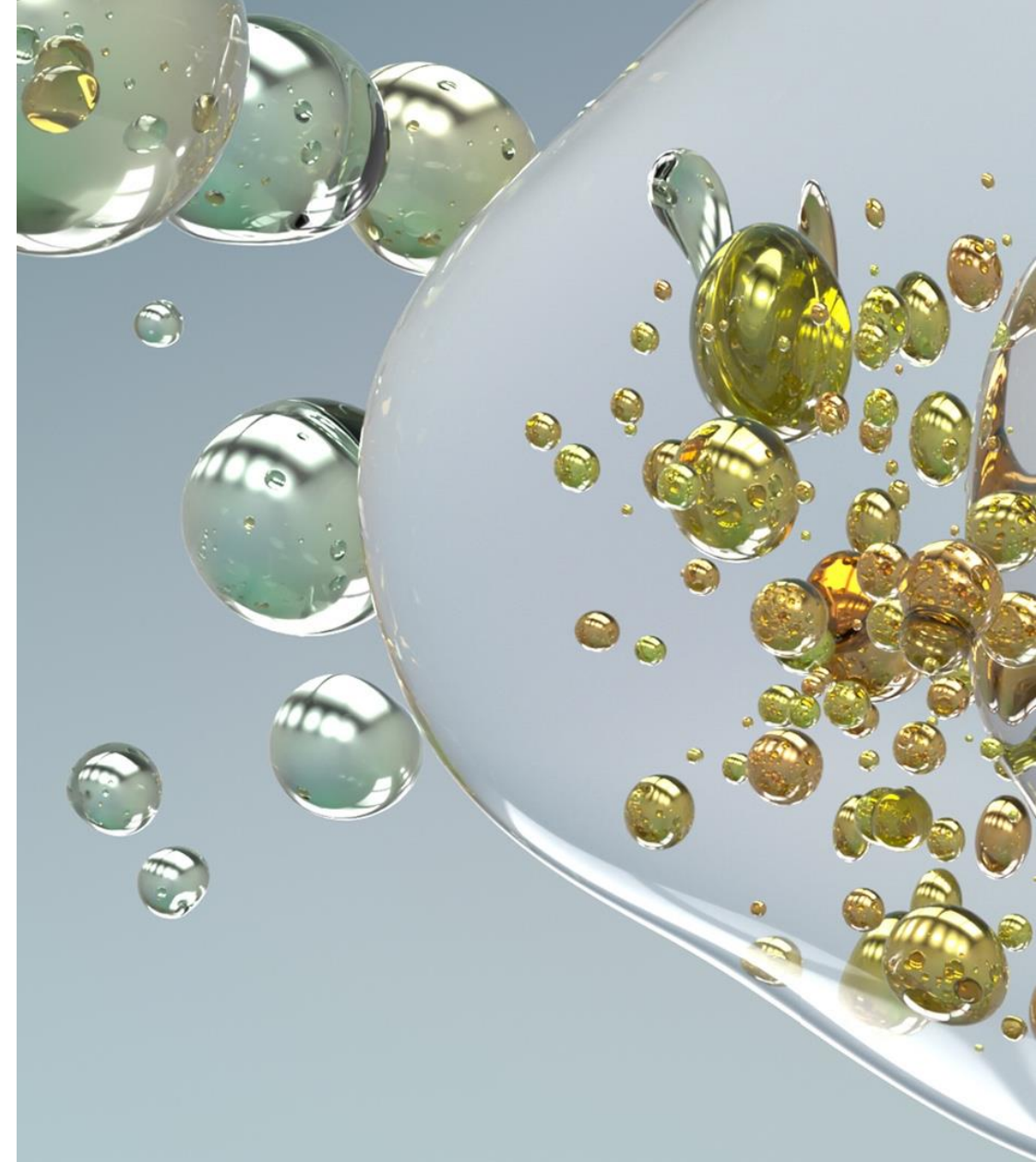


 medmix



Investor Presentation

November 2022



The safe harbor statement under the US private securities litigation reform act 1995

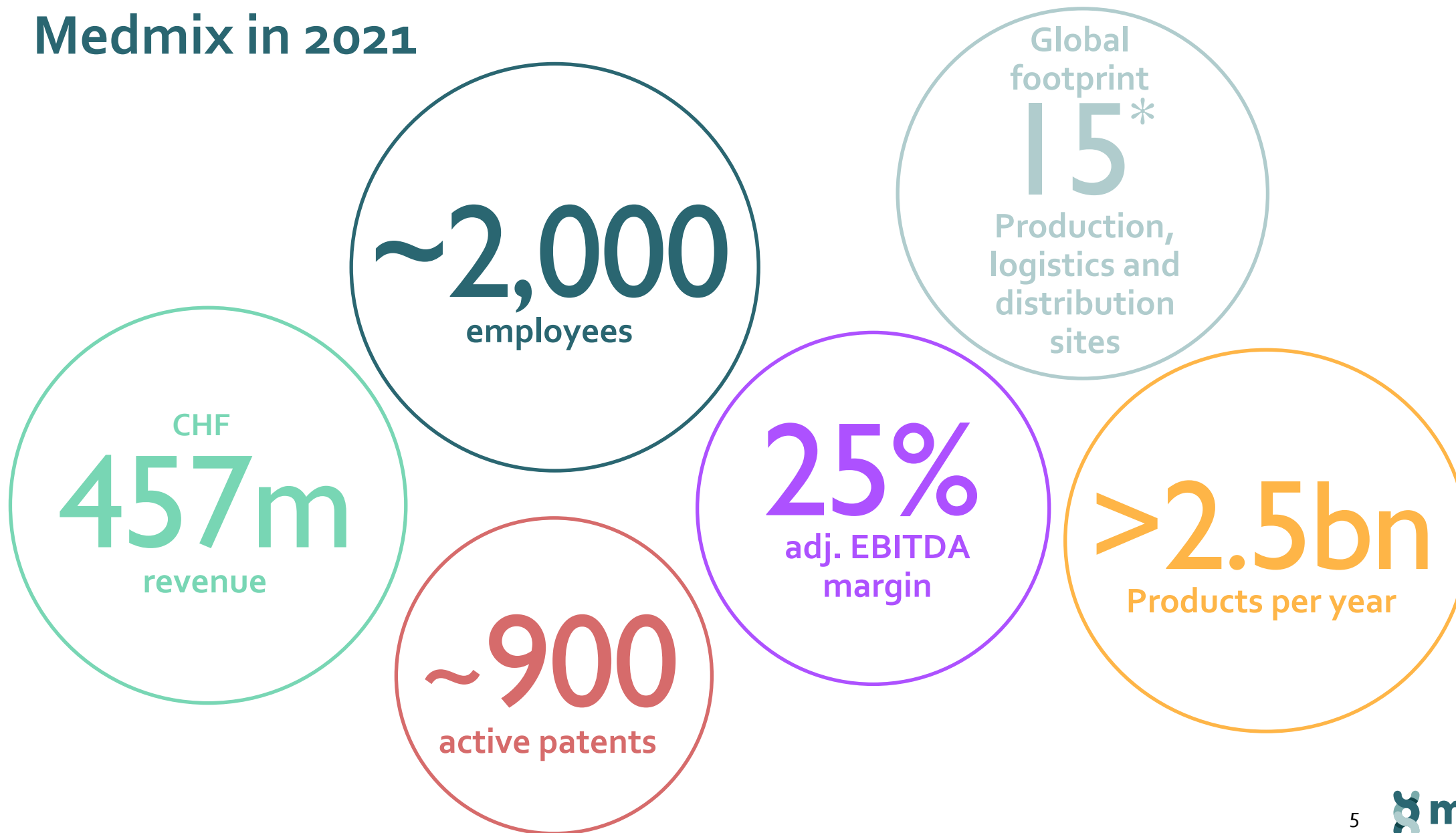
This presentation may contain forward-looking statements, including but not limited to, projections of financial developments, market activities or future performance of products and solutions, containing risks and uncertainties. These forward-looking statements are subject to change based on known or unknown risks and various other factors, which could cause the actual results or performance to differ materially from the statements made herein.

Note on Alternative Performance Measures (APM): all bridges from reported figures to APM can be found in the financial review of medmix' midyear report 2022 and all definitions of APM can be found in the APM section of medmix' annual report 2021

Overview



Medmix in 2021



Note: * as at 9 November 2022

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Innovative, high-precision delivery devices serving attractive markets

Healthcare



Dental



Gold standard in dental mixing device systems



Drug Delivery



Award winning, proprietary injection pen platform



Surgery



Pioneer in bone cement mixing devices

Consumer and Industrial



Industry



Leader in industrial mixing and dispensing device systems








Beauty



Leading microbrush specialist

Attractive fundamental macro trends

Macro trends

Growing middle-class	
Aging population	
Urbanisation	
Healthcare at home	
Sustainability	

Market growth forecast post recovery to 2025E (CAGR)^{1,2}

Dental market 2%

Drug Delivery market³ 7%

Surgery market⁴ 7%

Industry market⁵ 4%

Beauty market 6%

Main segment trends

- Aging population
- Emerging markets shift away from hand- to device-mixing
- Trend to unit-dose to avoid cross-contamination

- Trend towards self-injection at home
- Growth in biosimilars for self-administration
- Increasing number of biologics in pipelines

- Increasing number of trauma & elective surgeries
- More biomaterials requiring applicator systems

- Trend from mechanical fastening towards chemical, shift to auto mixing and multiple sourcing
- Increasing demand in electronics sector and for sustainable solutions

- Demand for sustainable materials and local supply chains
- Increasing customisation and “premiumization” – even for mass
- Indie and mid-sized brands demanding full-service offering

Source: medmix market research and analysis

Notes: All market and market share data approximative

1 Currently addressed market

2 Dental: 2019E-2025E; Drug Delivery: 2021E-2025E; Surgery: 2022E-2025E; Industry: 2021E-2026E; Beauty: 2023E-2026E

3 Pen injectors only

4 Excluding joint replacement

5 2K hand-held adhesive dispensing systems only

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Sustainability at medmix

Manufacturing sites

- Secured organization carbon footprint verifications for all sites from TÜV NORD CERT, an external provider of certifications and assessments
- Haag site upgraded to a gold rating from Ecovadis, an external provider of business sustainability ratings and assessments
- Salem and Bangalore sites are fully supplied by low carbon electricity via Electricity Attribute Certificates and US Renewable Energy Certificates

Segments and products

- Launch of greenLine™ cartridge in Industry segment, made of 100% post-consumer recycled (PCR) resins, reducing carbon footprint by 36% against similar products made from virgin plastic
- Release of first sustainability report by Beauty segment, reflecting industry leading expertise in the area





Key events

New US healthcare facility

- In April 2022, medmix entered into a leasing of an industrial building near Atlanta, Georgia, USA. From this facility, medmix Drug Delivery will provide pen injectors and autoinjectors, as well as pharma packaging services. This site will be equipped with a state-of-the-art clean room to support the growth strategy of all medmix Healthcare segments: Drug Delivery, Dental and Surgery
- medmix expects to invest CHF 20 million to build and equip this 300,000 square feet, state-of-the-art manufacturing site. The company plans to create approximately 200 jobs in the Atlanta region

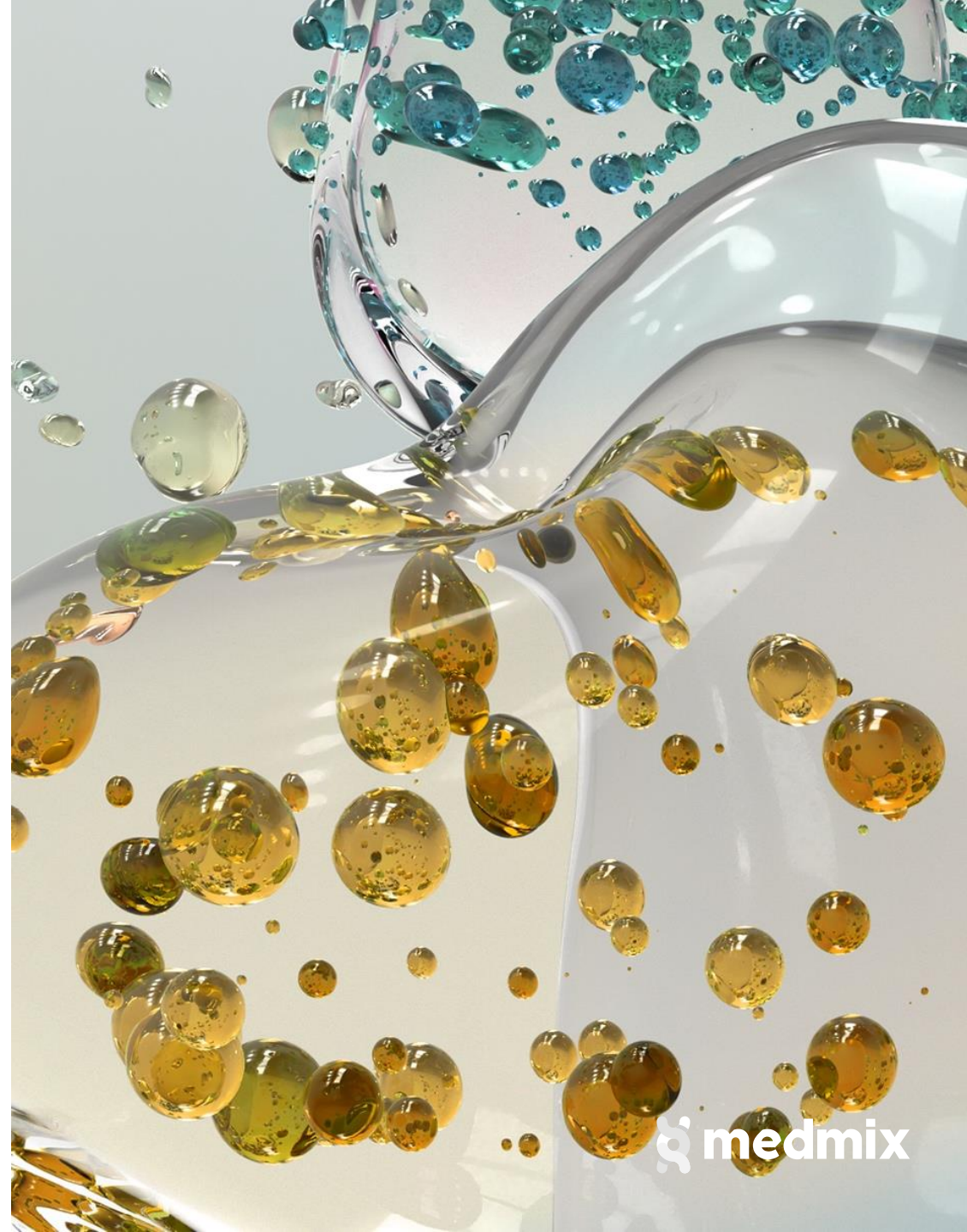
Poland

- Sanctions were imposed on 27th April 2022 on our Polish entity following which we suspended operations in Poland. The Wroclaw site is approx. 129,000 square feet with 283 employees. One-off revenue impact in 2022 following the suspension is estimated at CHF 30-40m. In October 2022, Polish authorities granted permission for release of finished goods

Spain

- In October 2022 medmix closed its acquisition of the plastics business of Universal de Suministros, a Spanish manufacturer of cartridges, mixers & accessories for construction & industrial adhesives related markets
- medmix expects to invest CHF 10 million to ramp up production at the Spanish facility with approx. 110,000 square feet and create approximately 180 new jobs in the Valencia region

H1 22





H1 22 update

- H1 22 revenue up 9.8%YOY (10.2% FX adjusted)
- Record production and revenue in H1 2022 despite geopolitical headwinds
- Strong momentum in Healthcare strategy across all market Segments:
 - Launch of PiccoJect™ innovative autoinjector platform
 - On track for our new US Healthcare production footprint near Atlanta, Georgia
- Resilient Consumer & Industrial Business Area:
 - Strong post pandemic recovery in Beauty
 - Good traction in ramp up of alternatives to Poland production
 - Strong customer relationships allow to pass on unprecedented cost inflation
- Launched next wave of sustainable products

PiccoJect™ – Autoinjector Platform launched

High performance in small device

Support for 1 ml long and 2.25 ml PFS in a device that is smaller than competitors

Commitment to sustainability

Design and manufacturing focused on reducing carbon intensity

Intuitive and easy to use

Standard two step operation with enhanced user feedback



Low investment costs

No customer owned capital required by leveraging Haselmeier's investment in manufacturing capacity

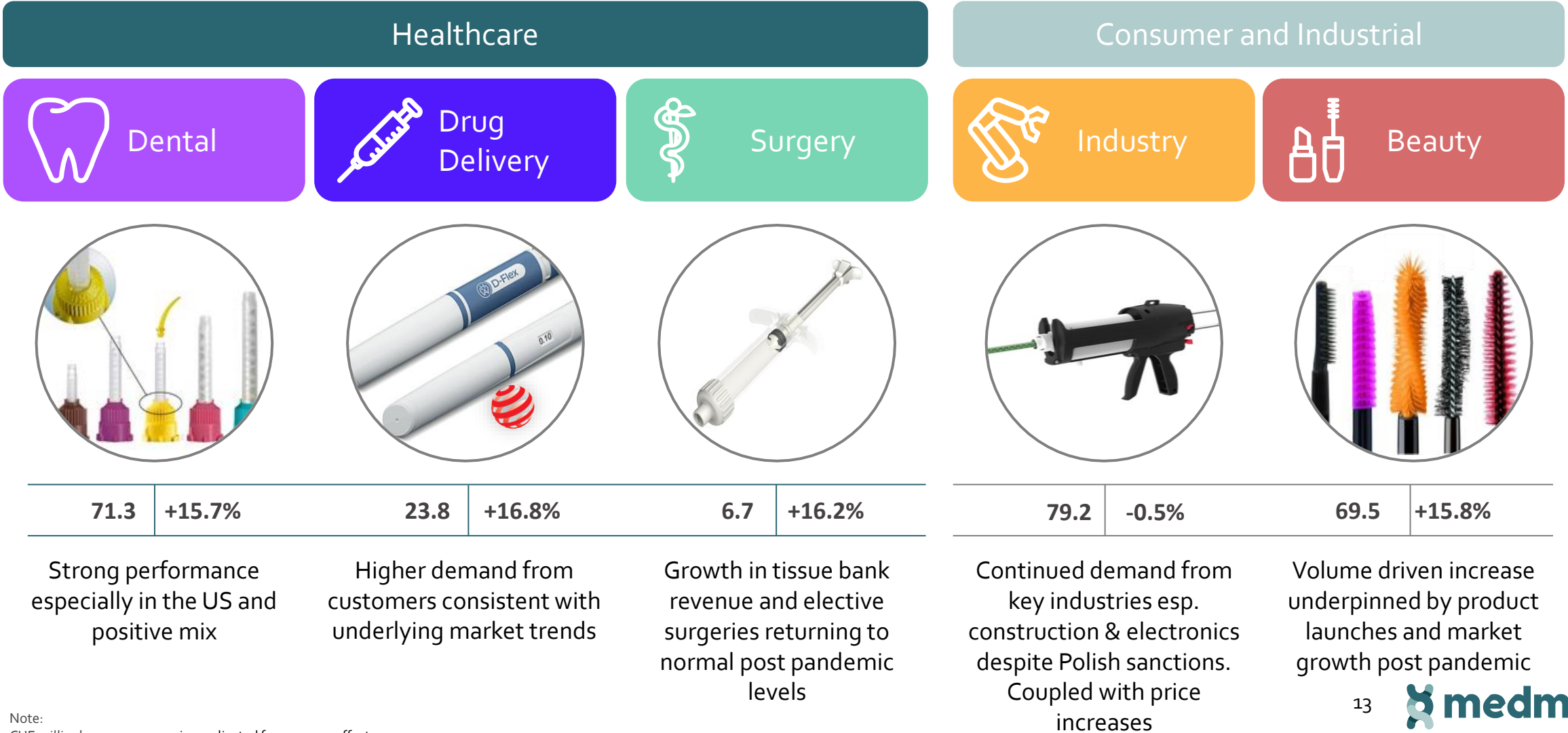
Simplified supply chain

Support for final assembly, packaging and serialization from one supplier

Future proof

Multiple connectivity options to integrate into a digital ecosystem

H1 2022 Revenue



Note:
CHF million|revenue comparison adjusted for currency effects

Healthcare

Growth in all Healthcare market Segments

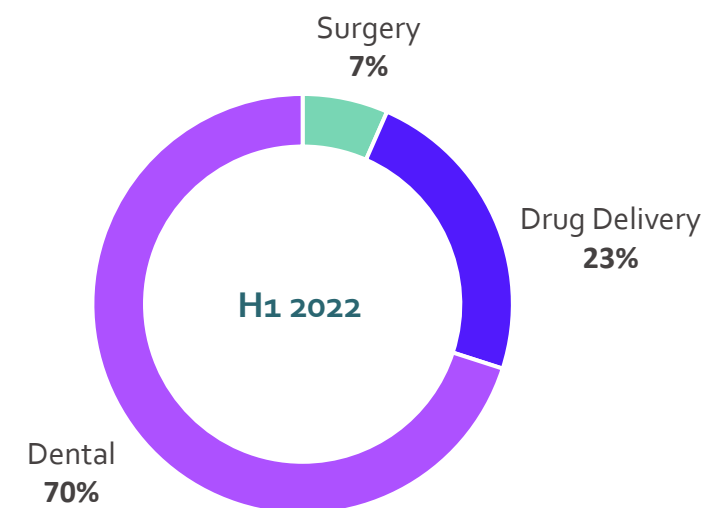
Key figures

In CHF millions	H1 2022	H1 2021	YOY	adj. ¹
Revenue	101.9	87.9	+16.0%	+16.0%
Business Area Gross Profit	63.8	54.3	+17.3%	
Business Area Gross Profit margin %	62.6%	61.9%	+0.7pts	

Highlights

- Healthcare represented 41% of medmix revenue in H1 2022
- **Revenue up 16%** with consistent double-digit growth across all Healthcare market Segments
- **Business Area Gross Profit margin +0.7 pts** reflecting the positive impact of volume and mix (esp. Dental) and margin upside upon close-out of customer projects

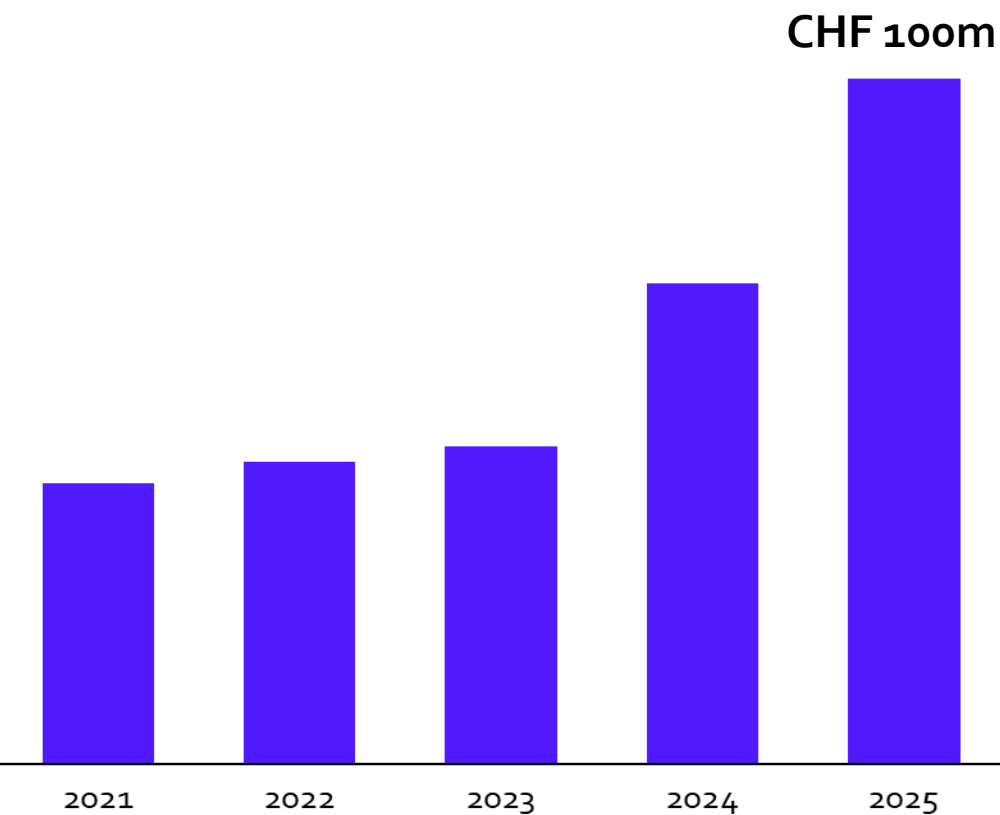
Revenue split



1. Adjusted for currency effects

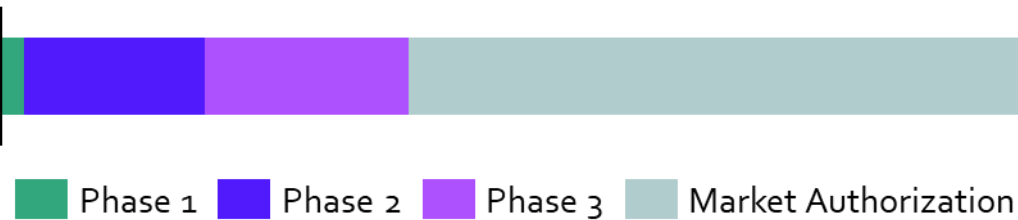
Healthcare – Drug Delivery Outlook 2025

Expected Drug Delivery revenue development

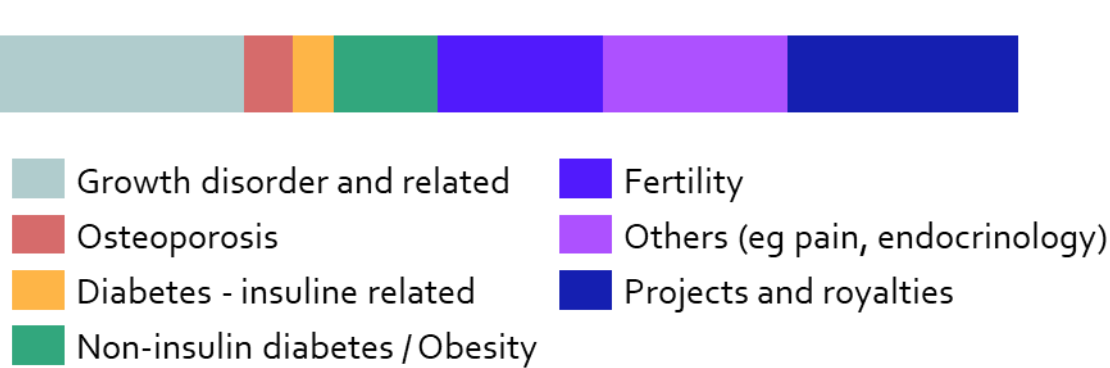


Secured: US biotech announced in H1 21 at 100% plan, others at 75% plan
Pipeline: at 50% plan (~20% of 2025 revenue)

Secured new products by API clinical stage



Expected 2025 revenue split by indication



Consumer & Industrial

Robust performance despite Polish sanctions

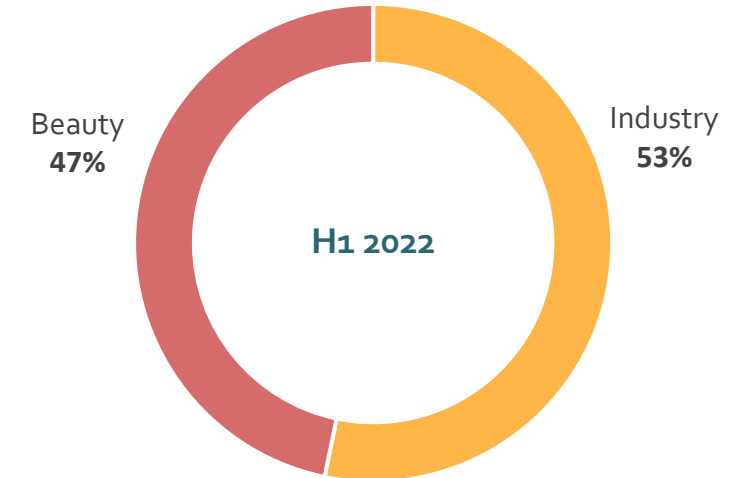
Key figures

In CHF millions	H1 2022	H1 2021	YOY	adj. ¹
Revenue	148.7	140.5	+5.9%	+6.7%
Business Area Gross Profit	56.1	57.3	(2.0)%	
Business Area Gross Profit margin %	37.7%	40.8%	(3.1)pts	

Highlights

- **Revenue up 6.7% despite Polish sanctions** due to continuing strong demand in Industry and post pandemic recovery in Beauty
- Successful launch of micro bristle applicator in Beauty with 16 projects
- **Business Area Gross Profit margin -3.1 pts** driven by time lag in passing on cost inflation to customers and to a lesser extent mix effect

Revenue split



1. Adjusted for currency effects

Financials



H1 2022 Results

medmix continues on its growth path in a challenging environment

CHF millions

Key figures

	1H'22	1H'21	YOY	adj. ¹
Revenue	250.6	228.3	9.8%	10.2%
Business Area Gross Profit	119.9	111.6	7.4%	
Business Area Gross Profit Margin (%)	47.8%	48.9%	(1.1) pts	
Gross Profit	97.9	91.8	6.6%	
Gross Profit Margin%	39.1%	40.2%	(1.1) pts	
Adjusted EBITDA	60.1	57.9	3.8%	
Adjusted EBITDA Margin (%)	24.0%	25.4%	(1.4) pts	
Net Income	23.8	22.7	4.8%	
Free Cash Flow	14.3	33.6	(57.4)%	
Net debt/Adjusted EBITDA ratio	1.1x	1.0x ²	n/a	

Notes:

1. Adjusted for currency effects
2. As at 31 December 2021

Highlights

- Revenue growth at the top of our full year guidance. Healthcare Business Area at +16.0% YOY and Consumer & Industrial Business Area at +6.7% YOY
- BA Gross Profit Margin % -1.1pts from prior year due to time lag in passing on cost inflation to our customers
- Net income increased by 4.8% reflecting strong volume growth
- Net debt increased from year end by CHF 24.8m to CHF 135.7m reflecting higher working capital needs. Net debt to adjusted EBITDA ratio remained relatively stable at 1.1x compared to year end 2021

2021 Results

Delivered on guidance

CHF millions

Key figures

	2021	2020	YOY	adj. ¹	org. ²
Revenue	457.3	351.3	30.2%	30.2%	21.5%
Business Area Gross Profit	220.4	162.4	35.7%		
Business Area Gross Profit Margin %	48.2%	46.2%	2.0 pts		
Gross Profit	181.2	121.1	49.7%		
Gross Profit Margin%	39.6%	34.5%	+5.1 pts		
Adj. EBITDA	114.5	66.0	73.4%		
Adj. EBITDA (%)	25.0%	18.8%	+6.2 pts		
Net Income	44.0	9.6	>100%		
Free Cash Flow	55.6	9.4	>100%		

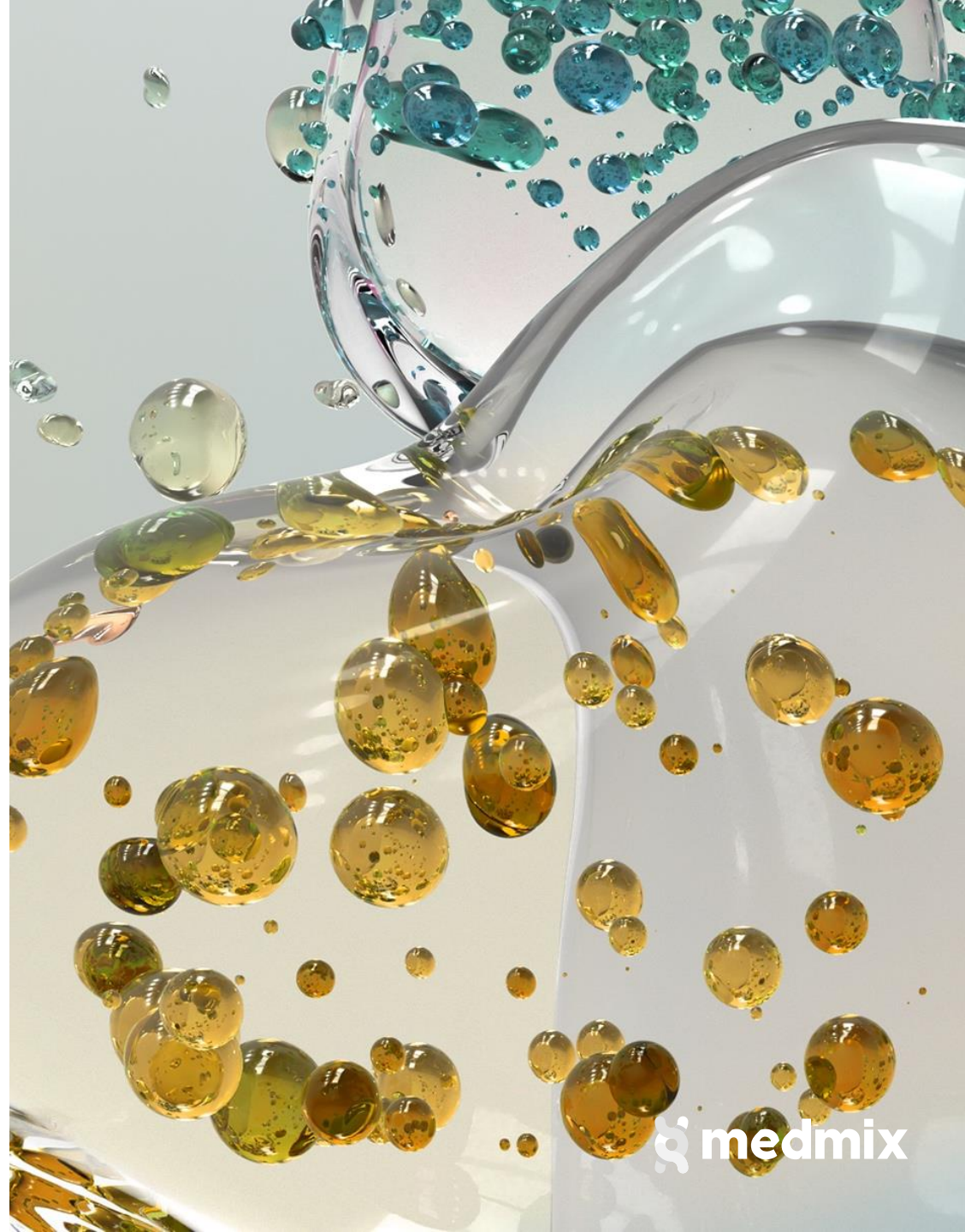
Highlights

- **Revenue** back to pre-pandemic 2019 levels ²
- **Business area gross profit margin up 2.0 pts**, as margin mix benefits from faster growth in Healthcare business area
- **Gross profit margin up +5.1pts**, driven by improved mix and volume recoveries increasing factory utilization
- **25% Adj. EBITDA margin**, in line with guidance
- **Solid cash generation**
Net income cash conversion 126%

Notes:

1. Adjusted for currency effects
2. Organic: adjusted for currency and acquisition effects

Outlook





Outlook

FY2022

- In line with prior guidance, targeting 8-10%¹ growth in revenue adjusted for sanctions impact, and 24% Adjusted EBITDA margin

Mid-term

- Medium-term aspiration is a compound annual growth rate (CAGR) of 8%¹ in revenue and an adjusted EBITDA margin of 30%

1. FX adjusted



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