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Investor Presentation

June 2023



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' annual report 2022 and all definitions of APM can be found in the APM section of medmix' annual report 2022.



Business Review



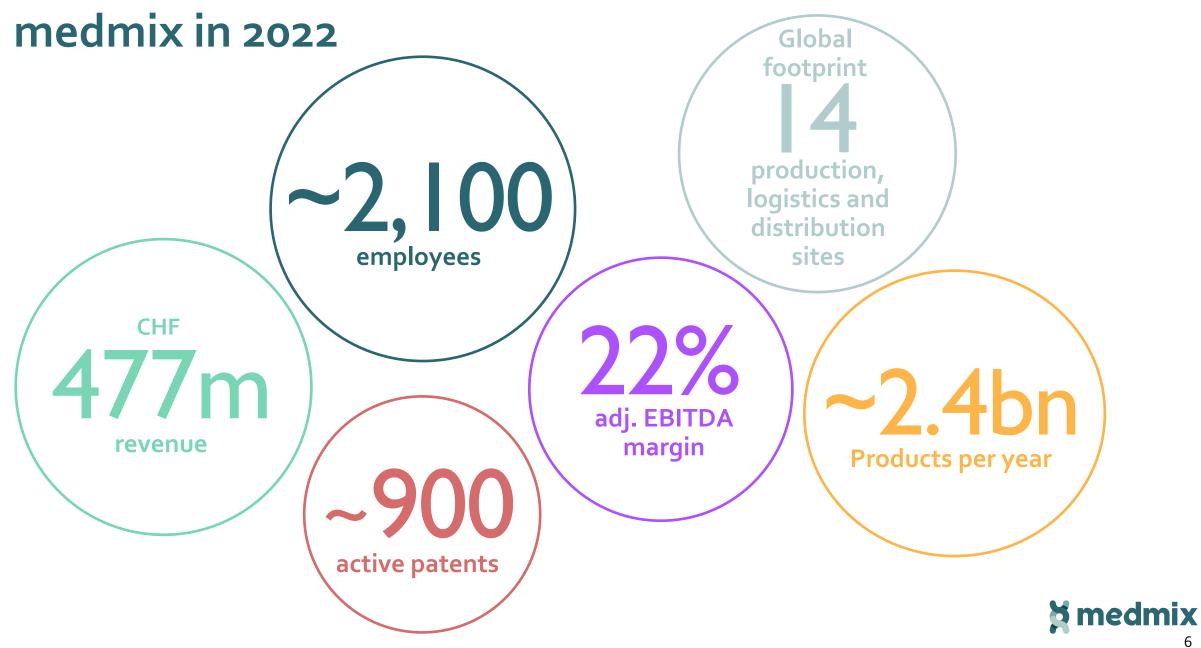
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2022 highlights and current status

- Strong performance with backdrop of volatile geopolitical and market conditions
 - Record revenue of CHF 477 million, +5.7%¹ YoY
 - 22% Adjusted EBITDA margin
 - CHF 10 million free cash flow
- Launch of innovative PiccoJect[™], Micro Bristle Applicator and greenLine[™] cartridge
- New US healthcare facility leased in Atlanta, Georgia
- Decisive action taken to ensure Industry customer service
 - acquisition of company & leasing of new facility in Valencia, Spain 10 injection molding machines in production as of June 2023
 - rapid ramp up of alternate production across our existing network
 - disposal of the Polish entity in the closing phase
- In line with the local for local China strategy announced the intention to acquire Qiaoyi Plastic Co. LTD, a beauty manufacturing business in Shantou in the closing phase





2022 Revenue by Segments



Sustainability at medmix in 2022

medmix Group

- Completed the first CDP Climate Change assessment, achieving an "Awareness" rating - equaling the industry average - 3 years ahead of target
- Committed to the UN Global Compact, supporting and acting to achieve the Sustainable Development Goals
- Committed to SBTi Net-Zero Standard and Business Ambition for 1.5°C

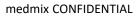
Production and products

- 33% of sites achieved the 2025 target of an EcoVadis Gold rating or higher
- Launch of new sustainable products by Beauty, Drug Delivery (PiccoJect[™]) and Industry (greenLine[™] cartridge) segments, following eco-design principles and using post-recycled resins ("PCR") and bio-based materials





PiccoJect™



Financial review



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2022 Results

Growth and resilience

CHF millions

Key figures				
	2022	2021	YOY	adj.¹
Revenue	477.1	457.3	4.3%	5.7%
Business Area Gross Profit	218.0	220.4	-2.4M	
Business Area Gross Profit Margin	45.7%	48.2%	-2.5pts	
Gross Profit	175.4	181.2	-5.8m	
Gross Profit Margin	36.8%	39.6%	-2.8pts	
Adjusted EBITDA	105.4	114.5	-9.1M	
Adjusted EBITDA Margin	22.1%	25.0%	-2.9pts	
Net Income	11.6	44.0	-32.4M	
Free Cash Flow	10.3	55.6	-45.3m	
Net debt/adj. EBITDA ratio	1.5X	1.0X		

Highlights

 Revenue growth above top end of adjusted guidance Correcting for Poland YoY growth +11.8%
 BA Gross Profit Margin % -250 bps YoY driven by time lag in price increases v cost inflation mix effect higher temporary costs in Industry
 Adj. EBITDA % on revised guidance at 22.1%
 Net income impacted by CHF -24.4m due to deconsolidation of Polish legal entity and CHF -5.6m of temporary costs in Industry
 FCF reflects higher inventory levels increase in volumes capital investments in Industry
 Net debt increased from year end by CHF 46m to CHF 157m, reflecting higher capital investments and working capital

• Strong balance sheet supporting investment grade leverage

Notes: 1. Adjusted for currency effects **Markov** medmix

Healthcare

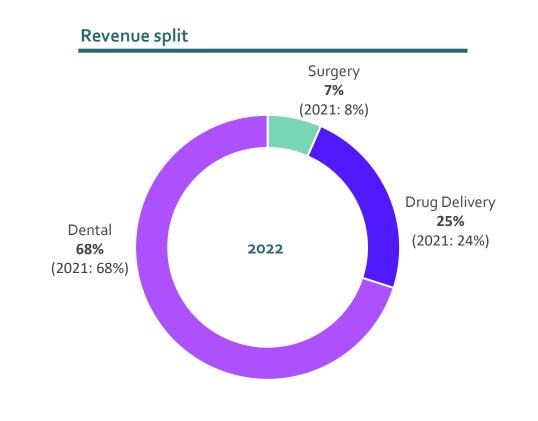
Growth across all Healthcare Segments

Key figures

In CHF millions	2022	2021	YoY ¹
Revenue	184.9	169.8	9.2%
Business Area Gross Profit	112.7	103.2	9.5m
Business Area Gross Profit margin %	61.0%	60.8%	+0.2pts

Highlights

- Healthcare represented 39% of medmix revenue in 2022 (37% in 2021)
- **Revenue up 9.2% YoY** capitalizing on the recovery in scheduled treatments and elective procedures
- Business Area Gross Profit margin +0.2 pts YoY reflecting successful negotiations for price increases (with some time lag) and margin upsides on close-out of customer projects
- First project secured in 2022 for our newly launched auto injector -PiccoJect[™]





1. Adjusted for currency effects

Consumer & Industrial

Growth in Beauty and resilience in Industry

Key figures

In CHF millions	2022	2021	YoY ¹
Revenue	292.3	287.5	+3.6%
Business Area Gross Profit	105.3	117.1	-11.8m
Business Area Gross Profit margin %	36.0%	40.7%	-4.7pts

Highlights

- **Revenue up 3.6% YoY** due to successful launch of new products and post pandemic recovery in Beauty and swift mitigation of Polish plant shutdown
- Successful launch of micro bristle applicator in Beauty with 6 projects
- Business Area Gross Profit margin –4.7 pts YoY driven by cost inflation (successful price increases lag in time), mix effect and higher temporary costs in Industry to relocate production





Outlook



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Outlook

FY2023

- Revenue: 5 7% organic growth as demand continues to normalize
- Adjusted EBITDA margin: 100bps YoY to 23% through
 - return to full capacity and an improving cost base in C&I
 - an improved revenue mix overall
- Capex: 9% revenue excluding Valencia spend (14% revenue total)

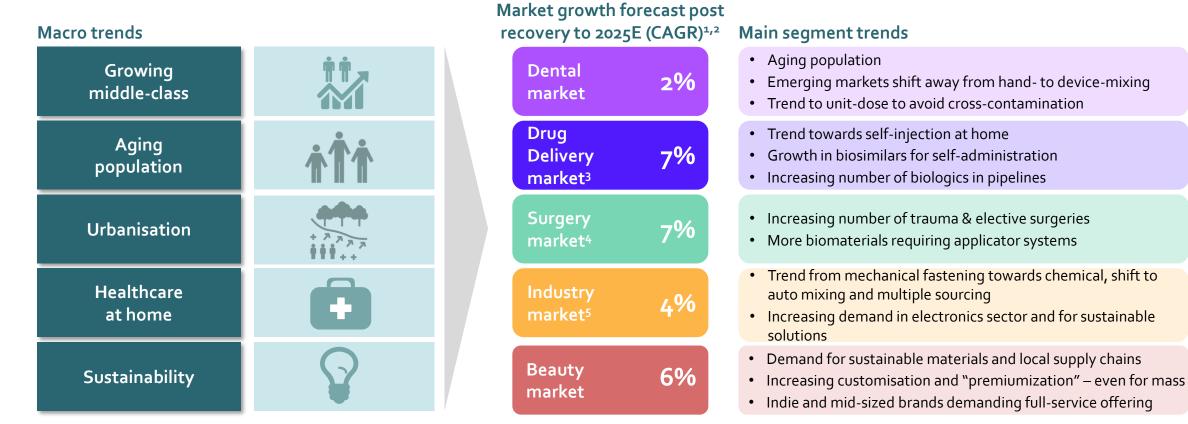
Mid-term

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





Outlook – segment market trends Underpinned by attractive fundamental macro trends



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

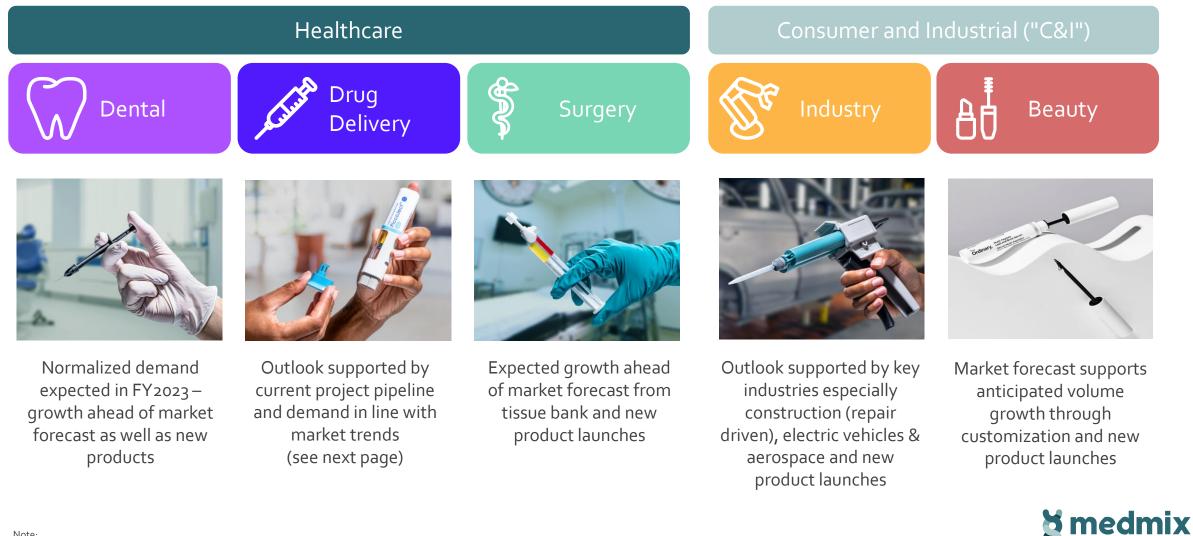
3 Pen injectors only

4 Excluding joint replacement

5 2K hand-held adhesive dispensing systems only

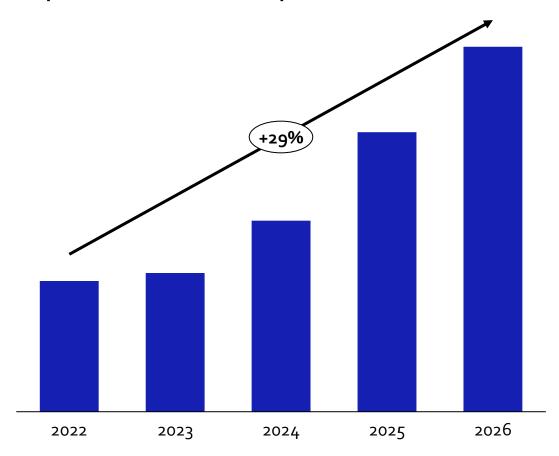


Outlook - Segments



Outlook - Drug Delivery

Expected revenue development

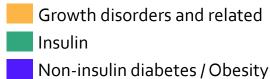


Current projects delivering product revenues in 2026 by clinical stage

Phase 2 Phase 3 Market Authorization

Expected 2026 product revenues by indication

(based on current serial products and current projects)



Fertility Others

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Your Investor Relations contact



Sheel Gill

Head of M&A, Strategy and Investor Relations, medmix

Phone: +41 41 723 73 57 Mobile: +41 79 346 41 72 E-mail: investorrelations@medmix.com

medmix Group AG Neuhofstrasse 20 6340 Baar Switzerland

