



# Investor Presentation

March 4, 2021

CooperVision® CooperSurgical®



# Cautionary Statements

## Forward-Looking Statements

This presentation contains "forward-looking statements" as defined by the Private Securities Litigation Reform Act of 1995. Statements relating to guidance, plans, prospects, goals, strategies, future actions, events or performance and other statements of which are other than statements of historical fact, including all statements regarding the expected impact of the ongoing COVID-19 pandemic on our business; and statements regarding acquisitions including the acquired companies' financial position, market position, product development and business strategy, expected cost synergies, expected timing and benefits of the transaction, difficulties in integrating entities or operations, as well as estimates of our and the acquired entities' future expenses, sales and diluted earnings per share are forward-looking. In addition, all statements regarding anticipated growth in our revenue, anticipated effects of any product recalls, anticipated market conditions, planned product launches and expected results of operations and integration of any acquisition are forward-looking. To identify these statements look for words like "believes," "outlook," "probable," "expects," "may," "will," "should," "could," "seeks," "intends," "plans," "estimates" or "anticipates" and similar words or phrases. Forward-looking statements necessarily depend on assumptions, data or methods that may be incorrect or imprecise and are subject to risks and uncertainties.

Detailed descriptions of a number of important risk factors that could cause our actual results and future actions to differ materially from those described in forward-looking statements can be found in our Securities and Exchange Commission filings, including under the "Forward-Looking Statements" section in our press releases and under the "Business", "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections in our most recent Annual Report on Form 10-K, as such sections may be updated in our Quarterly Reports on Form 10-Q, copies of which are available on the Company's website: [www.coopercos.com](http://www.coopercos.com). We caution investors that forward-looking statements reflect our analysis only on their stated date. We disclaim any intent to update them except as required by law.

## Non-GAAP Financial Measures

Certain financial measures included in this presentation, or which may be referred to in management's discussion of the Company's results and outlook, are non-GAAP measures that we believe are helpful in understanding our results, for example, constant currency, adjusted EBITDA, non-GAAP earnings per share and non-GAAP margin results. The non-GAAP measures exclude costs which we generally would not have otherwise incurred in the periods presented as a part of our continuing operations. Our non-GAAP financial results are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. The reasons that we use these non-GAAP measures, a reconciliation of these measures to the most directly comparable GAAP measures, and other information relating to these measures are available in our Securities and Exchange Commission filings, including under the "Reconciliation of GAAP Results to Non-GAAP Results" section in our press releases and under the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section in our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, copies of which are available on the Company's website: [www.coopercos.com](http://www.coopercos.com).

# A Leading Medical Device Company

*Improving Lives One Person at a Time*

**Industry-leader**  
in Vision and  
Women's Health

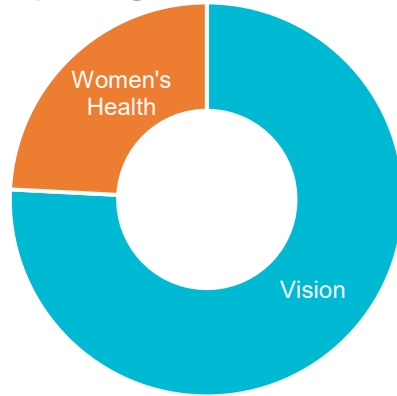
Member of the  
**S&P 500** since  
2016

**FY20 Revenue \$2.43B**

## Business Unit

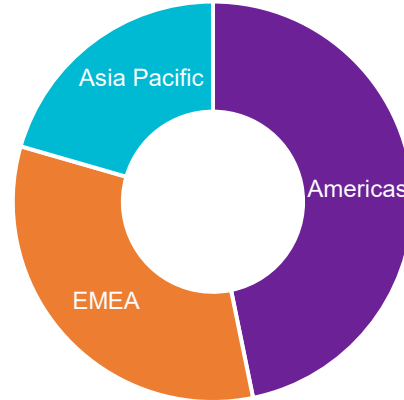


CooperSurgical®



CooperVision®

## Geography



**12,000+**  
Global  
Workforce

**10+**  
Manufacturing and  
Distribution Sites

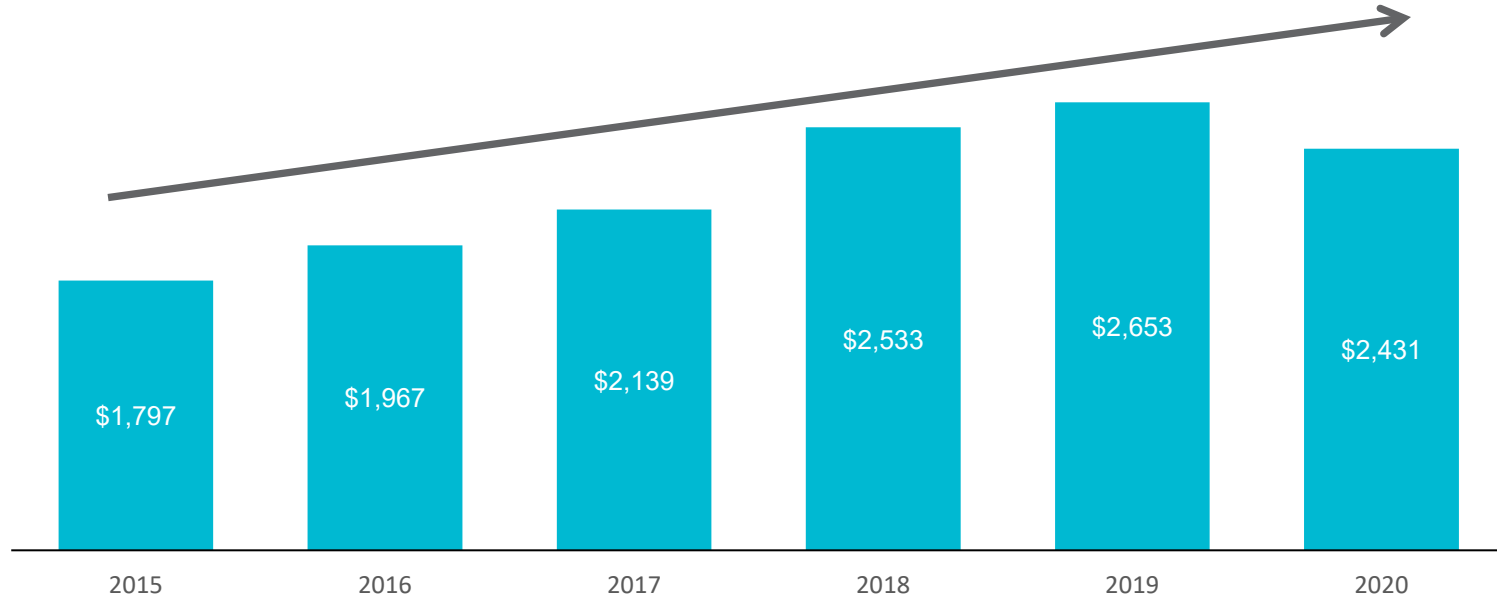
**100+**  
Countries Where  
Cooper Products  
Are Sold



Cooper**Companies**

# CooperCompanies

6.2% Annual Sales Growth from 2015 to 2020



# CooperCompanies

## Fiscal 2021 Financial Guidance

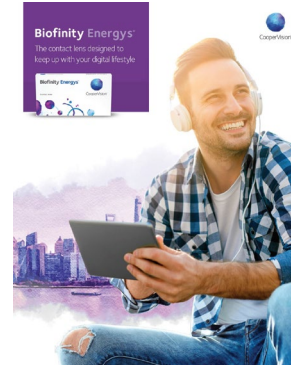
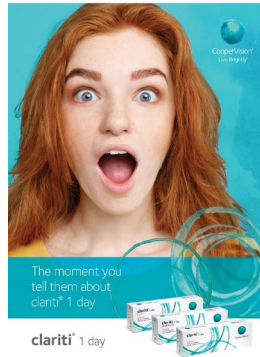
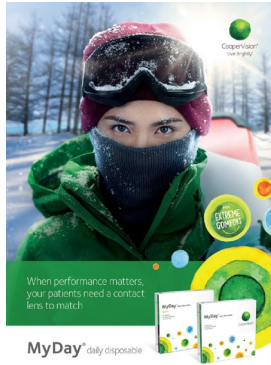
		FY21 Guidance	Growth vs. FY20
Sales	Total	\$2,800 - \$2,845	12% - 14% cc
	CooperVision	\$2,090 - \$2,120	9% - 11% cc
	CooperSurgical	\$710 - \$725	19% - 22% cc
EPS	Non-GAAP	\$12.90 - \$13.10	34% - 36% asr





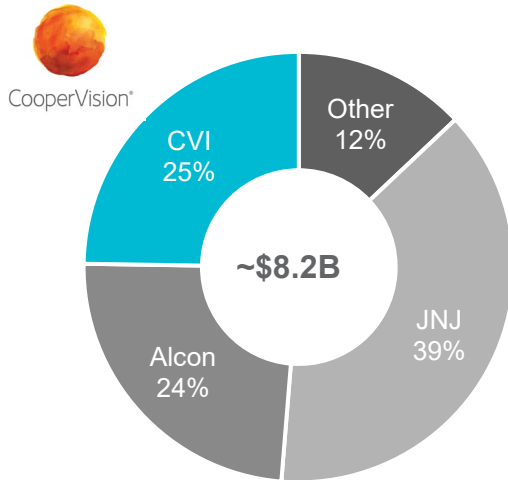
# CooperVision

*A global leader dedicated to helping improve  
the way people see each day*

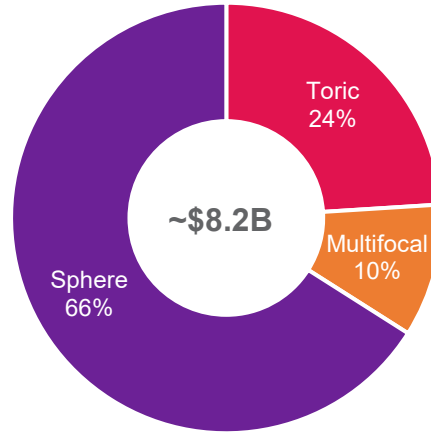


# Global Soft Contact Lens Market

Market by Competitor



Market by Category



## High Barriers to Entry

- Highly – specialized manufacturing
- Technological know-how
- Stringent FDA and worldwide regulation
- Long history of product innovation (SiHy with intellectual property)
- Capital outlay

## Favorable Industry Characteristics

- Limited reimbursement risk
- Recession resistant
- Annuity business (stickiness)
- Underlying wearer growth
- Strong fundamental growth drivers



# Contact Lens Market Drivers

## Multiple Growth Drivers

- Growing global wearer base
- New fits/trade-up: patients moving to 1 Day SiHy lenses
- Geographic expansion
- Growth in Torics and Multifocals
- Higher net pricing
- Myopia management

## Expanding Target Market



Growing Myopia  
Epidemic

Extended  
Wearer Life

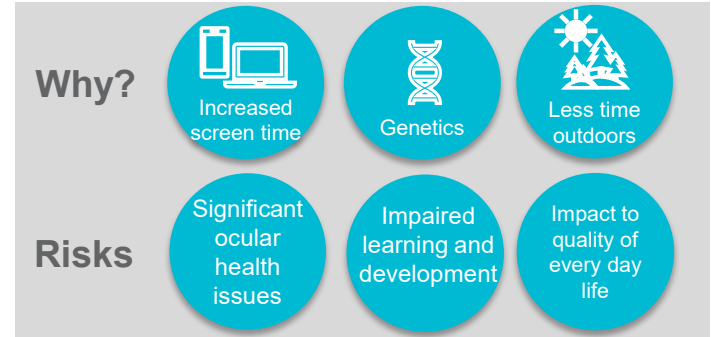
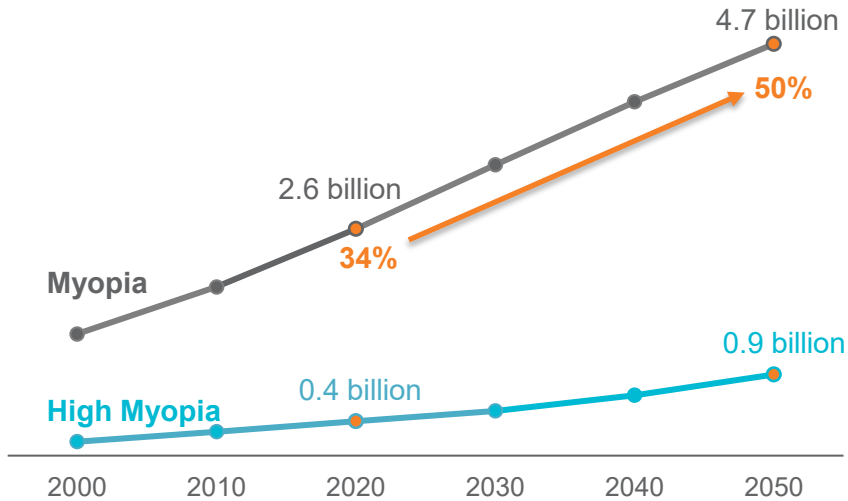




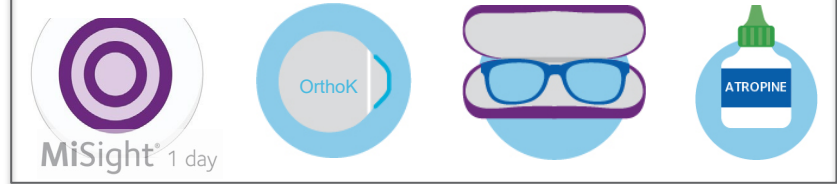
# Myopia Epidemic

*Myopia Expected to Affect Half of the World Population by 2050*

## Worldwide Prevalence of Myopia



## A variety of treatment options to manage myopia



# MiSight® 1 day

*First and Only FDA-approved<sup>(1)</sup> Myopia Management Contact Lens*



- Clinically proven to slow the progression of myopia (nearsightedness) in children by **up to 59%**<sup>(2)</sup>
- Launched **Brilliant Futures™ Myopia Management Program** in US in April 2020, and launching in global markets
- Sold as a program by **practitioners** and not available online or through distributors
- **Online** certification training, marketing and professional support occurring globally

Note: (1) MiSight® (omafilcon A) daily wear single use Soft Contact Lenses are indicated for the correction of myopic ametropia and for slowing the progression of myopia in children with non-diseased eyes, who at the initiation of use are 8-12 years of age and have a refraction of -0.75 to -4.00 diopters (spherical equivalent) with ≤ 0.75 diopters of astigmatism. The lens is to be discarded after each removal. (2) When compared to the children in the control group wearing a single vision 1-day contact lens.

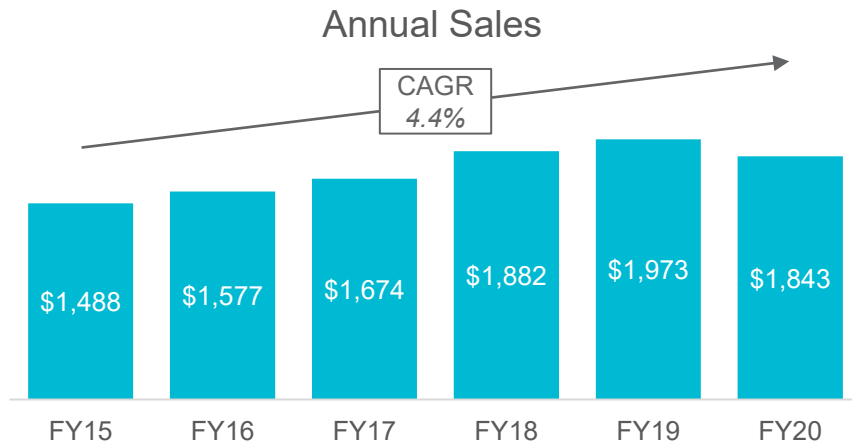


CooperCompanies

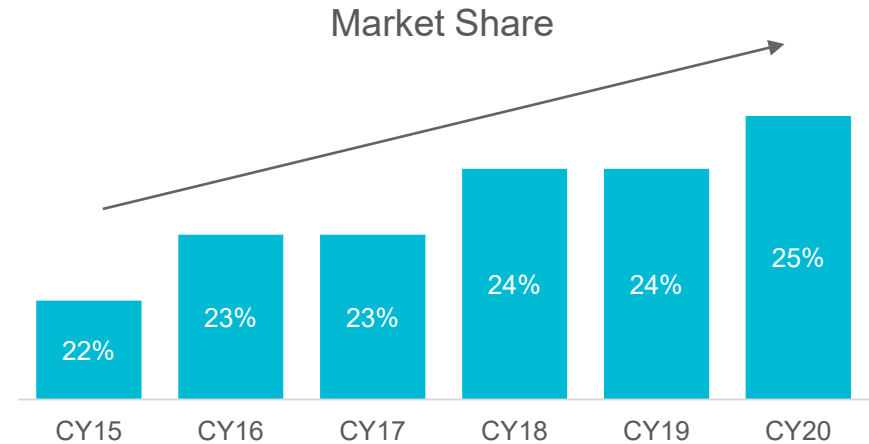
# CooperVision

## *History of Success*

### Durable Sales Growth



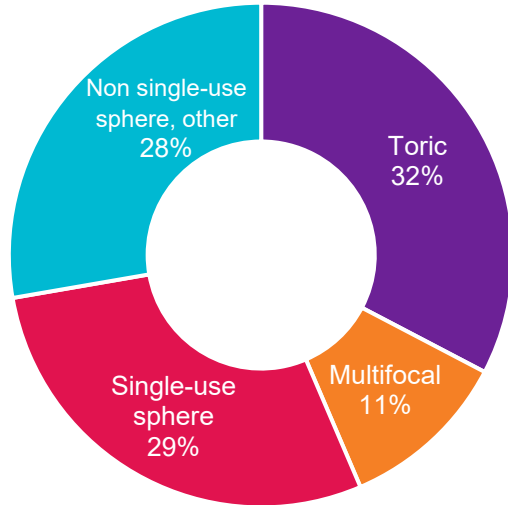
### Outpacing Market Growth



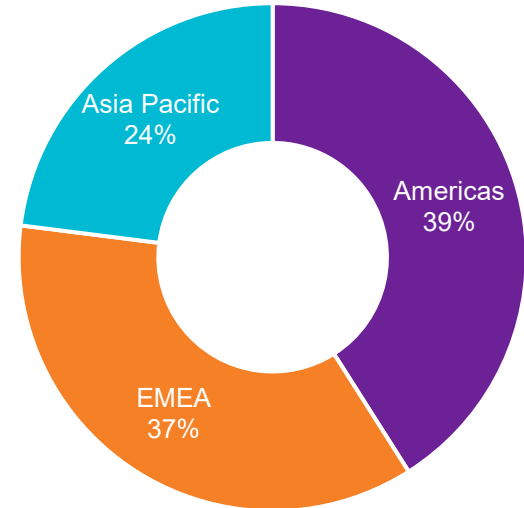
# CooperVision

## *Product Category and Geography*

Sales by Category



Sales by Geography



# CooperVision

## *Well Positioned to Succeed*

### Products



Diverse suite of best-in-class products to fit a wide range of patient needs

*1 Day*

*FRP*

*Sphere*

*Toric*

*Multifocal*

*Toric Multifocal*

*Extended  
Ranges*

*Myopia Management*

*Specialty*

*Silicone Hydrogel*

*Hydrogel*

### Support



Branded and customized solutions

Logistical and distribution **excellence**

Differentiated Value-Added Services



BRILLIANT FUTURES™  
WITH MISOFT® 1 day

### Relationships



Global footprint



Strong **key account** relationships

Outstanding customer experience



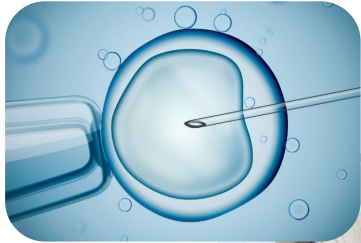
CooperCompanies



# CooperSurgical

*Healthy women, babies and families™*

## Fertility



CooperSurgical®

## Office and Surgical Products

 **Paragard®**  
intrauterine copper contraceptive



endosee® ADVANCE



**INSORB®** Skin Stapler  
Absorbable | Subcuticular



CooperCompanies

# Global Fertility Market

*Infertility in couples is high and growing*

**\$850M**

**Global  
Market<sup>(1)</sup>**

**5-10%**

**Annual  
Growth**

**~15%** of couples suffer from  
infertility



**48.5M** couples worldwide

## Market Growth Drivers

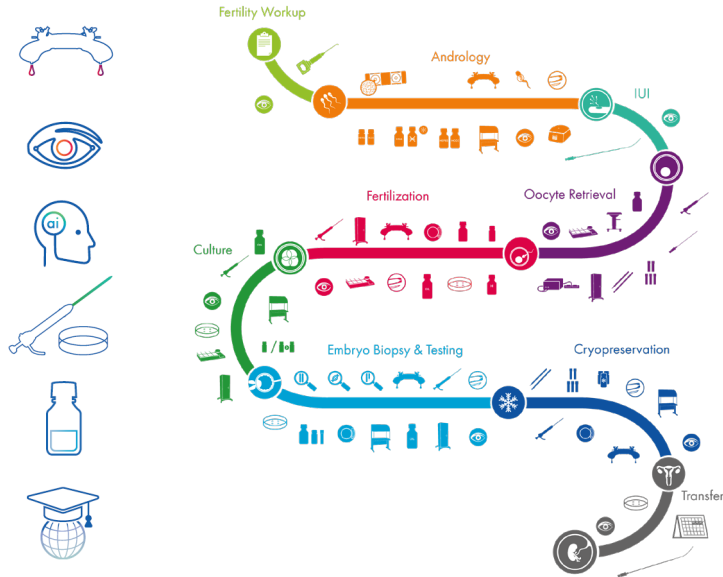
- Increasing maternal age
- Greater worldwide disposable income
- Greater access to treatment
- Increased patient awareness



# CooperSurgical

## *Fertility Portfolio Well Positioned for Success*

### Medical Devices for the IVF Cycle<sup>(1)</sup>

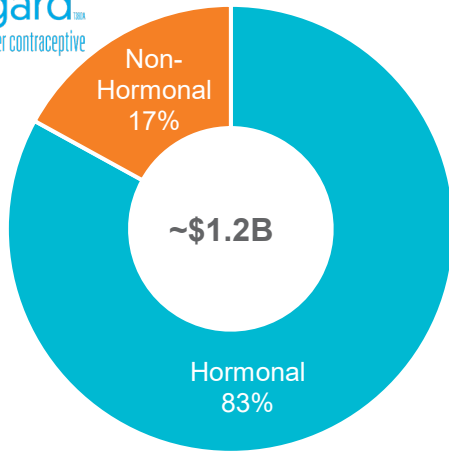


- Broadest medical device coverage of the entire IVF cycle<sup>(1)</sup>
- Pioneers in IVF genetic testing
- Market leading IVF tests developed inhouse in state-of-the-art R&D lab



# US IUD Market

Paragard<sup>™</sup>  
intrauterine copper contraceptive



~2-3% unit growth per year plus price

Increased awareness and desire for a non-hormonal product

70% of women are concerned about hormones in birth control

Opportunity to shift the US market toward non-hormonal products

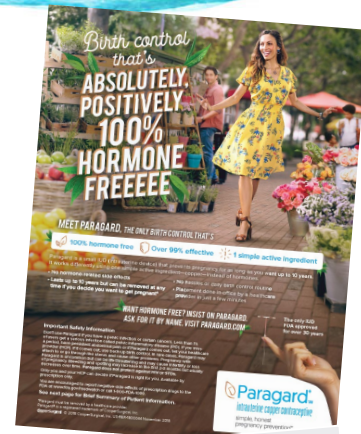




simple,  
honest  
pregnancy  
prevention™

# CooperSurgical

- Only US FDA-approved **100% Hormone Free IUD**
- Over **99% Effective**
- **One simple active ingredient** – Copper
- Lasts up to 10 years with **Immediate Reversibility**
- In office placement
- Opportunity to create top of mind awareness



CooperCompanies



# CooperSurgical

## *Office & Surgical Medical Devices*

Gynecologists    Obstetrics

Office-based  
providers

Labor &  
Delivery

Operating  
room



### Opportunity and Drivers

- Shift to minimally invasive procedures continues
- Reimbursement is designed to drive procedures to the office
- Health systems are looking for partnership relationship with vendors

endosee<sup>®</sup>ADVANCE



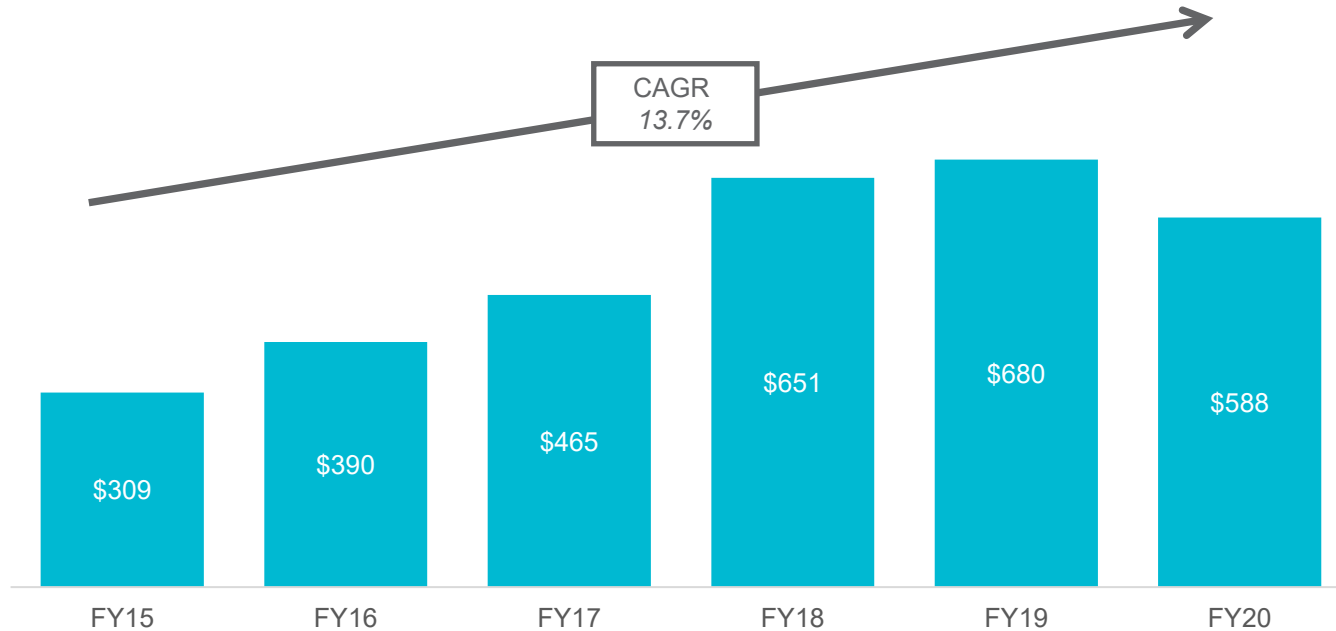
CooperCompanies

INSORB<sup>®</sup> Skin Stapler  
Absorbable | Subcuticular

RUMI<sup>®</sup> II SYSTEM

# CooperSurgical

## *History of Success*



# Socially and Environmentally Responsible

*Committed to enhancing the health and wellness of people  
and communities locally and globally*

## Sustainability



Clean  
Energy



Resource  
Conservation



Commitment  
to Recycling



Environmental  
Certifications



CooperCompanies

## Our Employees



CEO **ACTION** FOR  
DIVERSITY & INCLUSION



## Giving and Community Involvement



OPTOMETRY  
**GIVINGSIGHT**



# Well Positioned for the Future

