

# **Strong delivery drives revenue growth, margin progress & mid-teens adjusted EPS growth**

**2025 Annual Results**

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# Hosts



**Jonny Mason**  
Chief Executive Officer



**Fiona Ryder**  
Chief Financial Officer

# 2025: Strong operational and financial delivery

**Fifth year of broad-based, resilient organic revenue growth**

**Innovative pipeline of new products winning share**

**Fourth year of margin<sup>1</sup> expansion**

**Second year of mid-teens EPS<sup>2</sup> growth**

**Strong cash generation funding investment for growth & returns**

# Resilient and sustainable business

## Chronic care focus

- Structurally growing, defensive markets
- High proportion of recurring revenues
- Strong market leadership positions

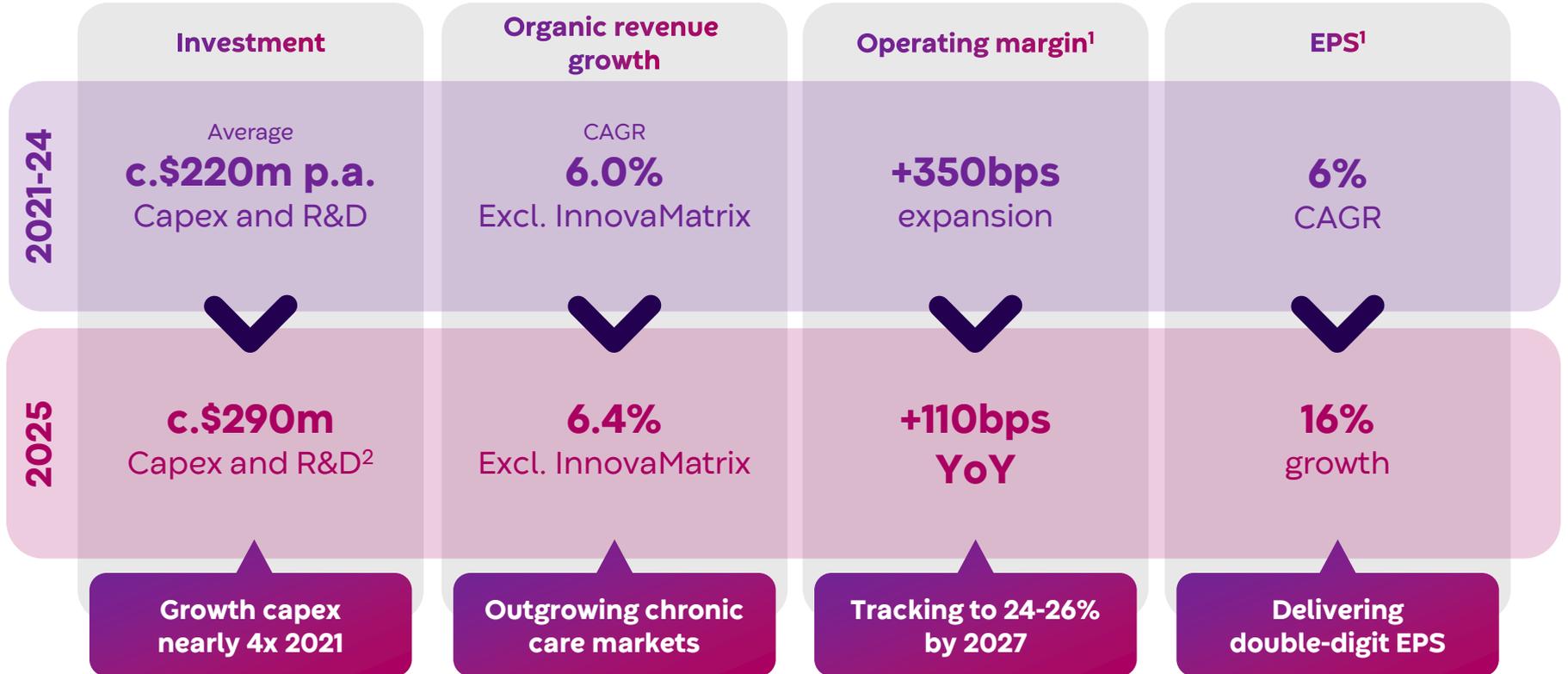
## Differentiated products and solutions

- Innovate to satisfy unmet customer needs
- Invest in the fastest growing segments
- Richest pipeline in our history

## Broad-based organic growth

- Building growth across categories, products and geographies
- Reimbursement dynamics anticipated in our targets
- Expect to grow consistently ahead of our markets

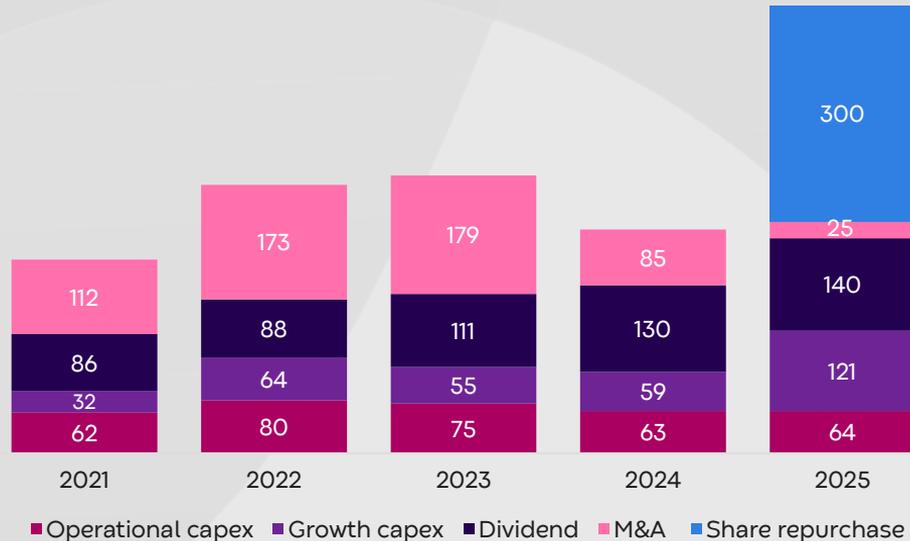
# Delivery is strengthening



1. Adjusted

# Cash generation funding reinvestment and returns

Strong cash generation, investment grade and 2.0x leverage target



## Clear capital allocation priorities

- 1 • Growth capex: 4x since 2021, with improving ROCE
  - 2 • Dividend: starting to grow in line with earnings
  - 3 • M&A: over \$500m cumulative since 2021
  - 4 • Returns to shareholders: \$300m in 2025
- Operational capex: consistent

# Delivering on targets; investing to support accelerating growth

**Delivering consistently against strategic targets**

**Successful turnaround and improved performance,  
ready to accelerate**

**Increasing medium-term organic revenue  
growth target to 6-8% from 2027**

**Capital Markets Day on 9 April**

# Financial review FY25

# 2025: Strong financial performance

	2025	2024	
Organic revenue growth <sup>1</sup> excluding InnovaMatrix <sup>2</sup>	<b>+6.4%</b>	6.8%	<ul style="list-style-type: none"> <li>Broad-based growth across all four categories</li> <li>4.8% including InnovaMatrix</li> </ul>
Operating margin <sup>3</sup> expansion	<b>+110 bps</b>	+100bps	<ul style="list-style-type: none"> <li>FY25: 22.3%</li> <li>+460bps expansion since 2021 (+490bps CC)</li> </ul>
Earnings per share <sup>4</sup> growth	<b>+16.0%</b>	+13.7%	<ul style="list-style-type: none"> <li>17.6c (2024: 15.2c)</li> <li>Second year of double-digit EPS growth</li> </ul>
Equity cash conversion <sup>5</sup>	<b>101%</b>	116%	<ul style="list-style-type: none"> <li>\$362m free cash flow to equity<sup>5</sup></li> <li>Shown before \$121m of growth capex (2024: \$59m)</li> </ul>
Leverage <sup>6</sup>	<b>2.0x</b>	1.8x	<ul style="list-style-type: none"> <li>At our target 2.0x leverage</li> <li>Record investments and \$300m share repurchase</li> </ul>
Dividend per share growth	<b>+13%</b>	+3%	<ul style="list-style-type: none"> <li>7.244 cents (FY 24: 6.416 cents)</li> <li>At our target payout ratio of 40%</li> </ul>

1. Organic revenue growth presents YoY growth at constant currency adjusted for acquisitions and disposals

2. Excluding InnovaMatrix, which like-for-like represented c.3% of group revenue and decreased 30%YoY

3. Adjusted

4. Adjusted, diluted

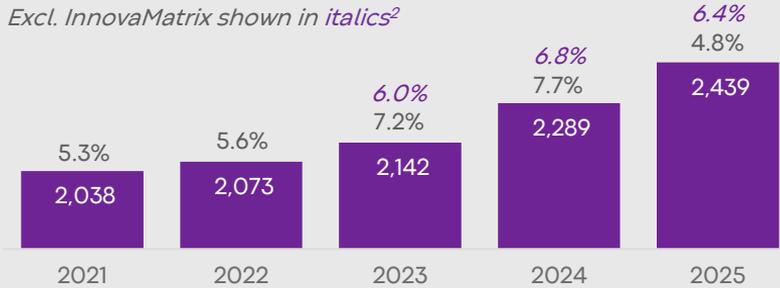
5. Free cash flow to equity has been redefined to exclude growth capex & non-cash items such as net FX gains/losses on cash & debt and amortisation of financing fees. On a comparable basis to FY24, free cash flow to equity was \$219m (2024: \$302m)

6. Net Debt / Adj. EBITDA; Excludes lease liabilities.

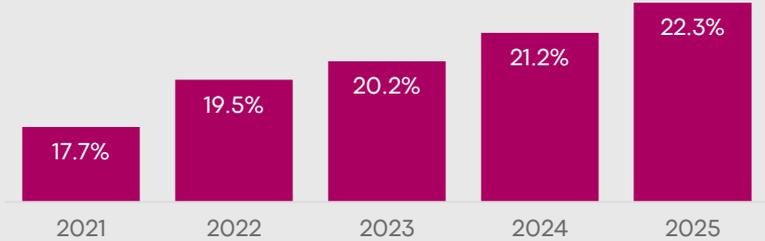
# Delivering sustainable, profitable growth

## Revenue (\$m) and organic revenue growth<sup>1</sup>

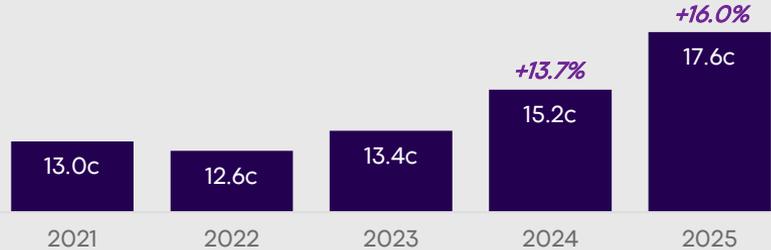
Excl. InnovaMatrix shown in italics<sup>2</sup>



## Operating profit margin<sup>3</sup>

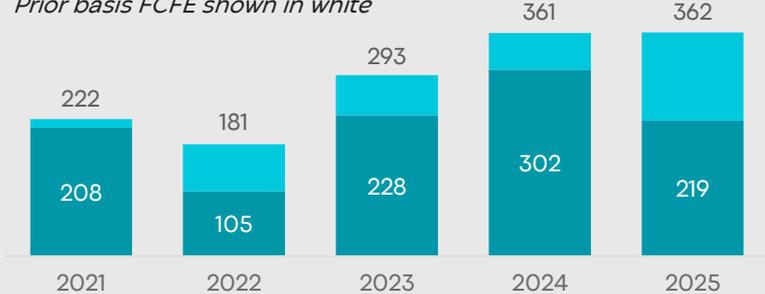


## Diluted earnings per share<sup>3</sup>

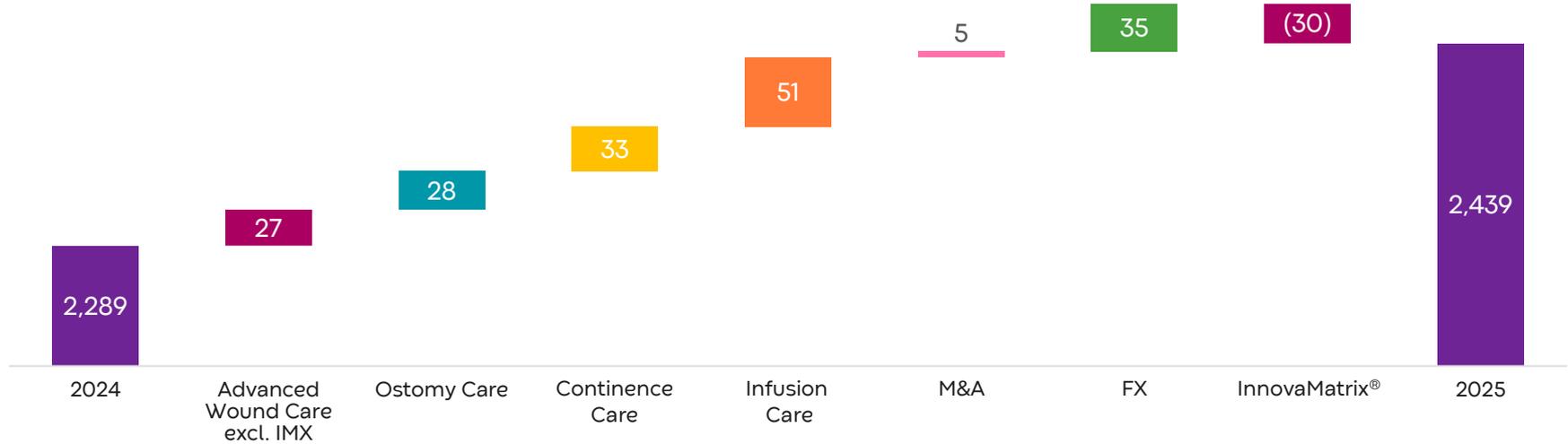
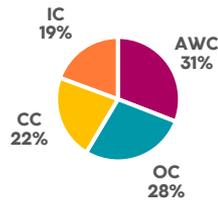


## Free cash flow to equity<sup>4</sup>

Prior basis FCFE shown in white



# Broad-based organic revenue growth



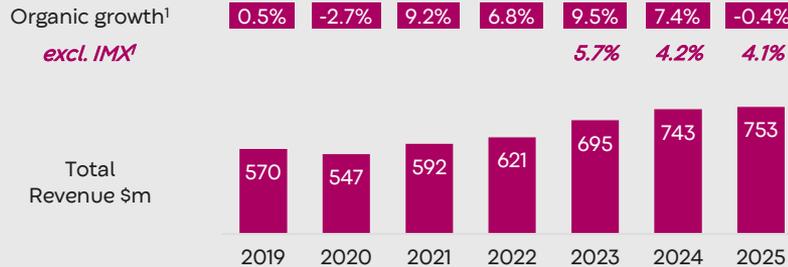
# AWC: ConvaFoam building; InnovaMatrix down

## OC: Esteem Body taking share and ahead of plan

### Advanced Wound Care



31% Group revenue



- Good growth in North America and LatAm; improving through the year in Europe & APAC
- Excellent contribution from ConvaFoam; taking share in North America & Europe
- Further good growth in Aquacel Ag+ Extra
- InnovaMatrix down 30% to \$69m

### Ostomy Care



28% Group revenue



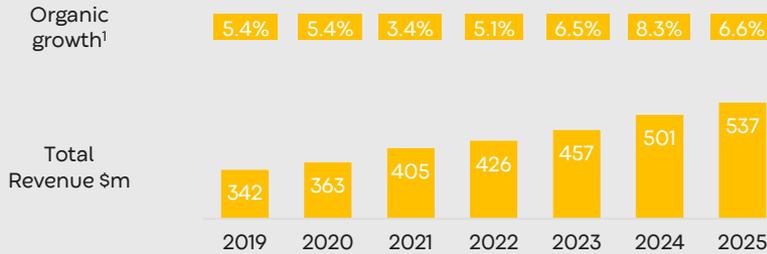
- Good US growth, with increasing new patient starts from Home Services Group. US GPO wins
- Growth in Europe increased; LatAm strong
- Very strong growth from Esteem Body
- Continued growth in Esenta accessories range

# CC: growth in US & OUS; Convatec mix higher IC: further strong growth and diversification

## Continance Care



22% Group revenue

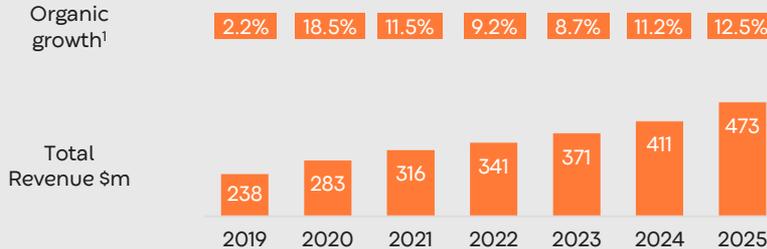


- Growing share and volumes in the US
- Convatec products grew faster than non-Convatec; now c.59% revenues
- Hydrophilic catheters grew faster than non-hydrophilic; c.60% of revenues
- Strong growth outside US, again adding >1ppt to category growth

## Infusion Care

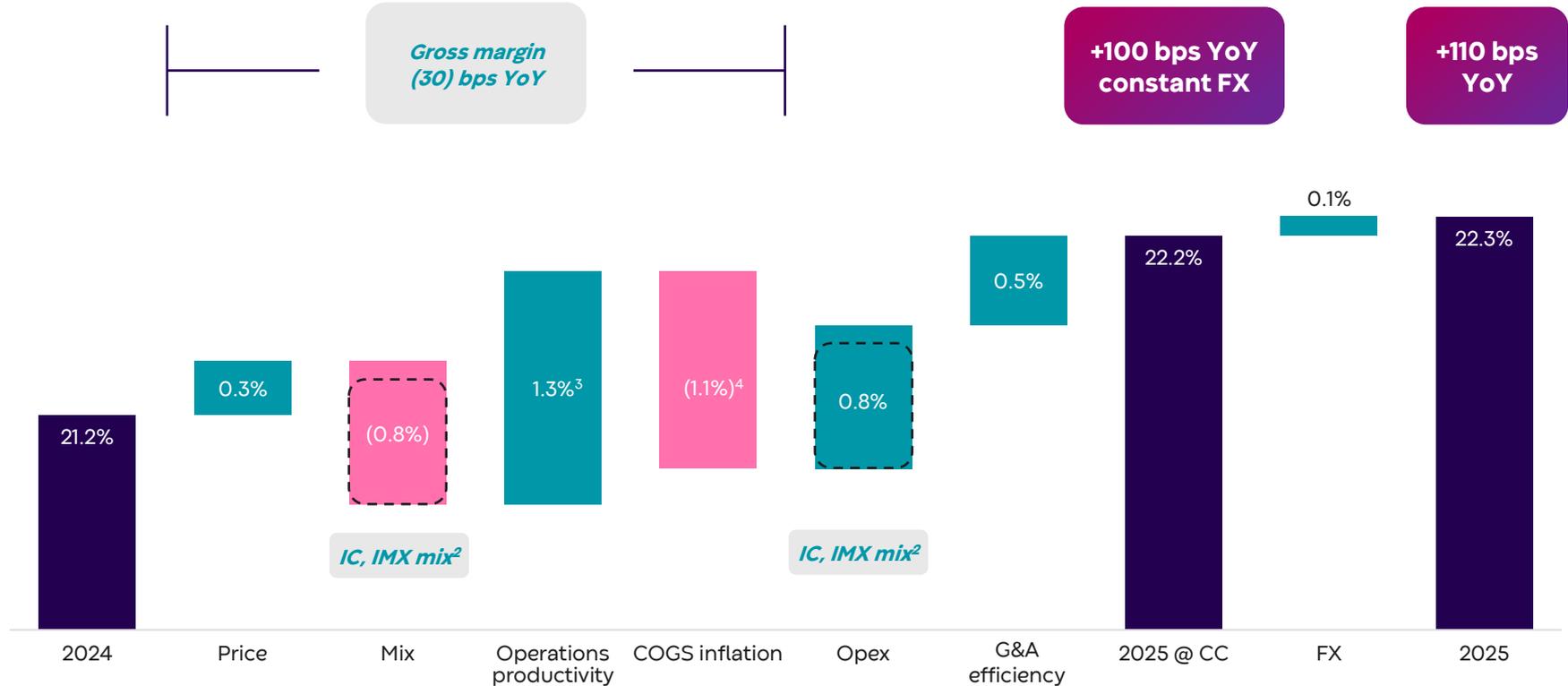


19% Group revenue



- HSD diabetes growth; accelerating pump penetration and innovation
- Further diabetes customer diversification
- High DD growth in non-diabetes (c.15% of IC sales) driven by Neria Guard infusion sets
- Fastest growth from AbbVie's Parkinson's therapy; new long-term supply contract signed

# Further operating margin<sup>1</sup> expansion, up 110 bps YoY

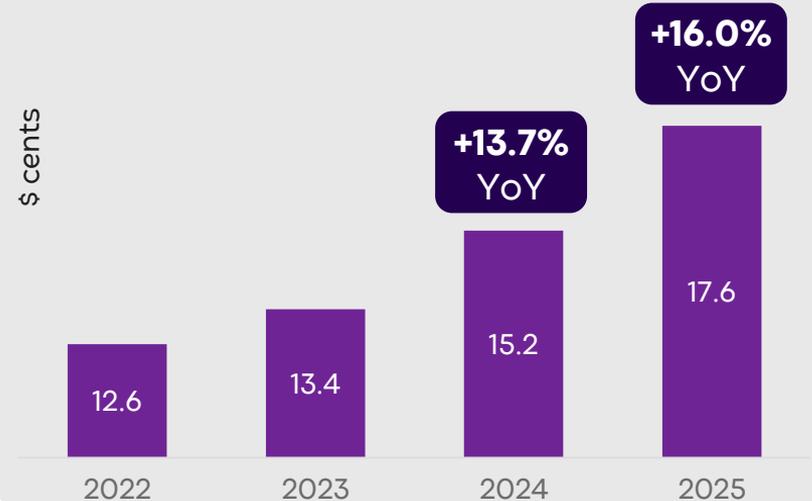


# Delivering double-digit EPS growth

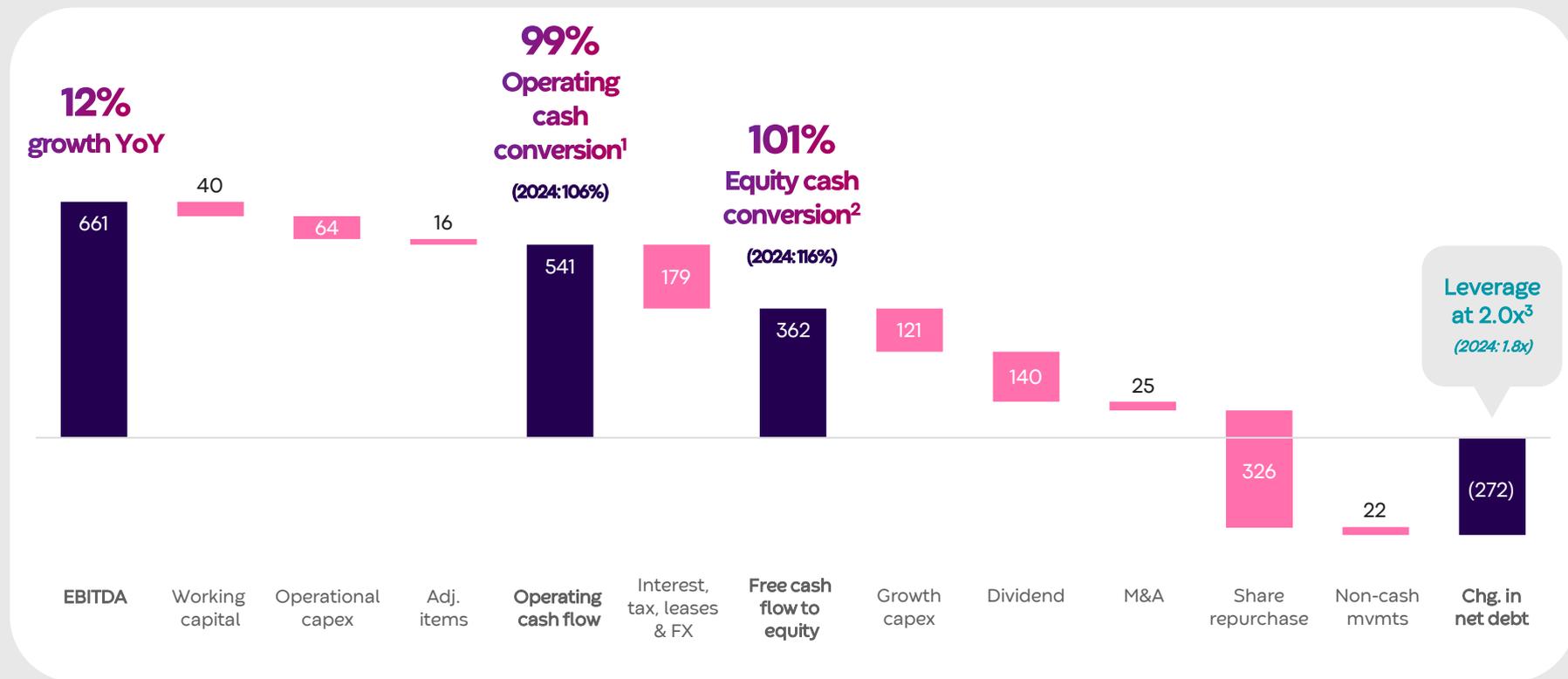
## Adjusted P&L

	2025	2024	
Operating profit	<b>\$544m</b>	\$485m	<b>+12.1%</b>
Financing & other	<b>\$(72)m</b>	\$(74)m	
Tax	<b>\$(113)m</b>	\$(99)m	
Net profit	<b>\$359m</b>	\$312m	<b>+14.8%</b>

## Adjusted diluted earnings per share



# Strong cash conversion: new definition



# FY 26 guidance

**Organic revenue growth<sup>1</sup>  
excl. InnovaMatrix**

**5-7%**

**AWC: MSD<sup>2</sup>  
OC: MSD  
CC: MSD  
IC: HSD**

- Growth H2 weighted as product launches build
- InnovaMatrix revenue of c.\$20m. Headwind of c.2% to Group revenue in FY26 and c.3% in H1 26

**Operating margin<sup>2</sup>**

**≥23%**

**5<sup>th</sup> year of  
expansion**

- Further operating margin expansion and on-track to deliver medium-term target by 2027
- Modest H1 growth YoY given InnovaMatrix, tariffs and FX

**Earnings per  
share growth<sup>3</sup>**

**Double-  
digit**

**3<sup>rd</sup> year  
DD EPS**

- Adjusted net finance costs: \$70-75m
- Adjusted P&L tax rate: c.24%

**Equity cash conversion<sup>4</sup>**

**c.100%**

**FY25: 101%**

- Total capex \$200-230m; growth capex \$135-165m
- Working capital growth below revenue growth
- Cash adjusting items: c.\$20m

# Financial summary

**Strong delivery in 2025**

**Confidence in 2026**

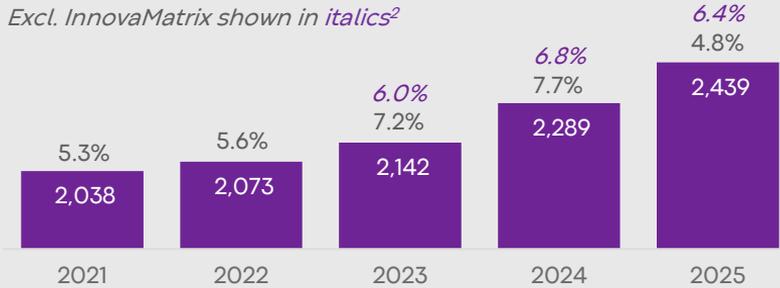
**Upgrading our medium-term  
organic revenue<sup>1</sup> growth target to 6-8% from 2027**

# Strategic update

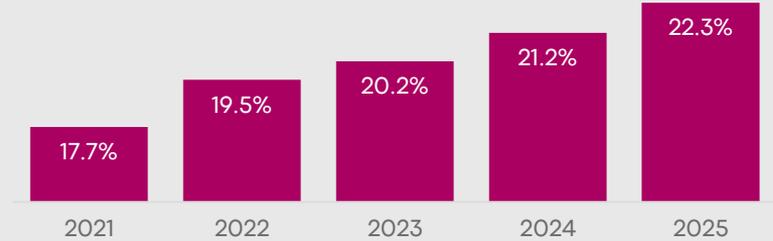
# Delivering sustainable, profitable growth

## Revenue (\$m) and organic revenue growth<sup>1</sup>

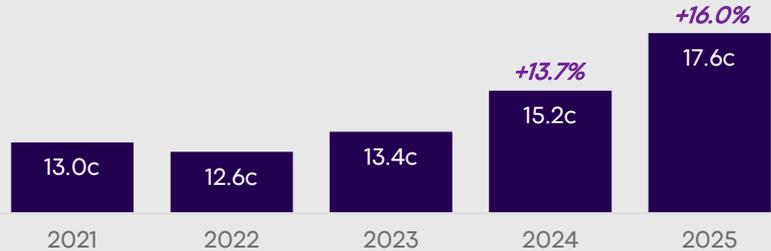
Excl. InnovaMatrix shown in italics<sup>2</sup>



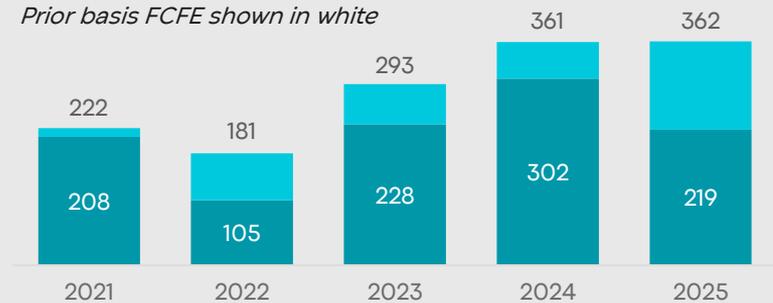
## Operating profit margin<sup>3</sup>



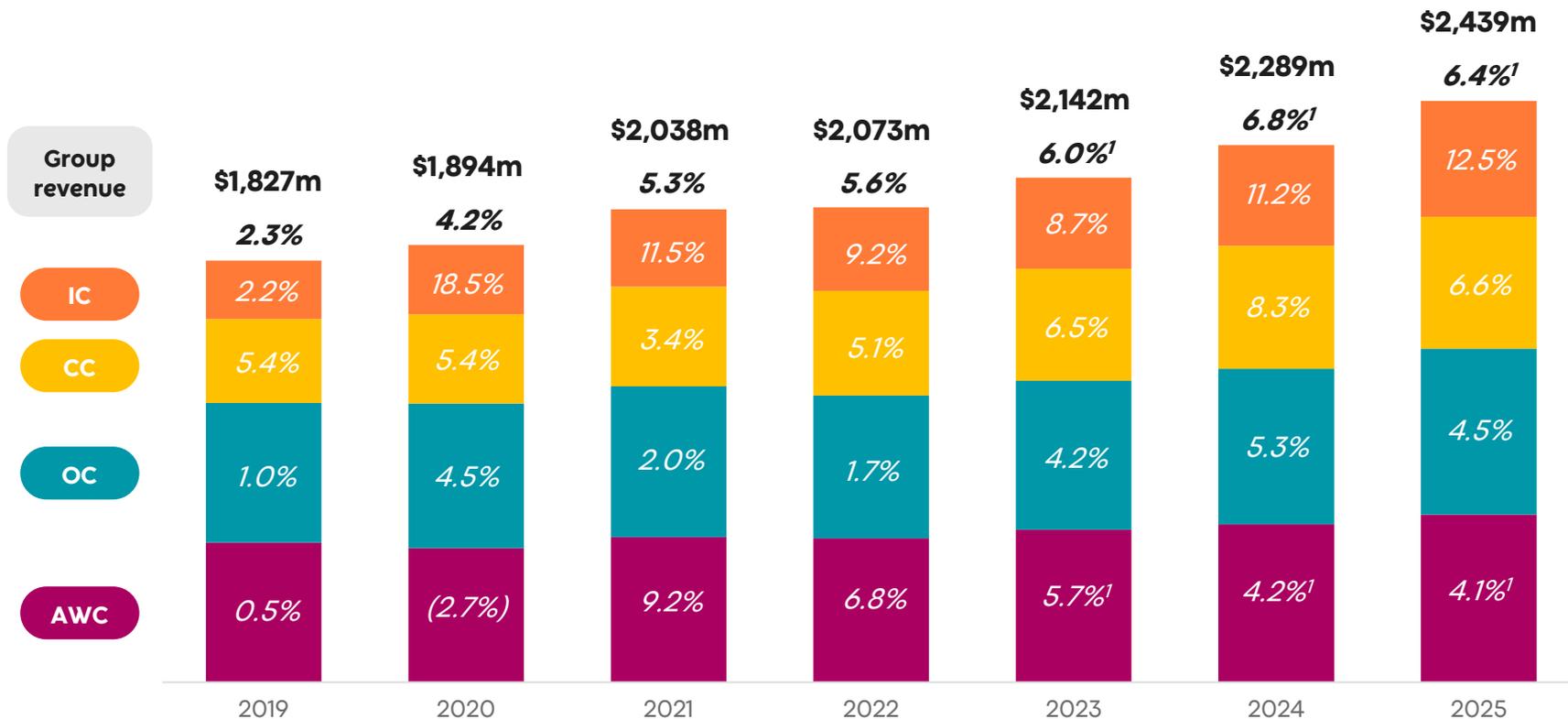
## Diluted earnings per share<sup>3</sup>



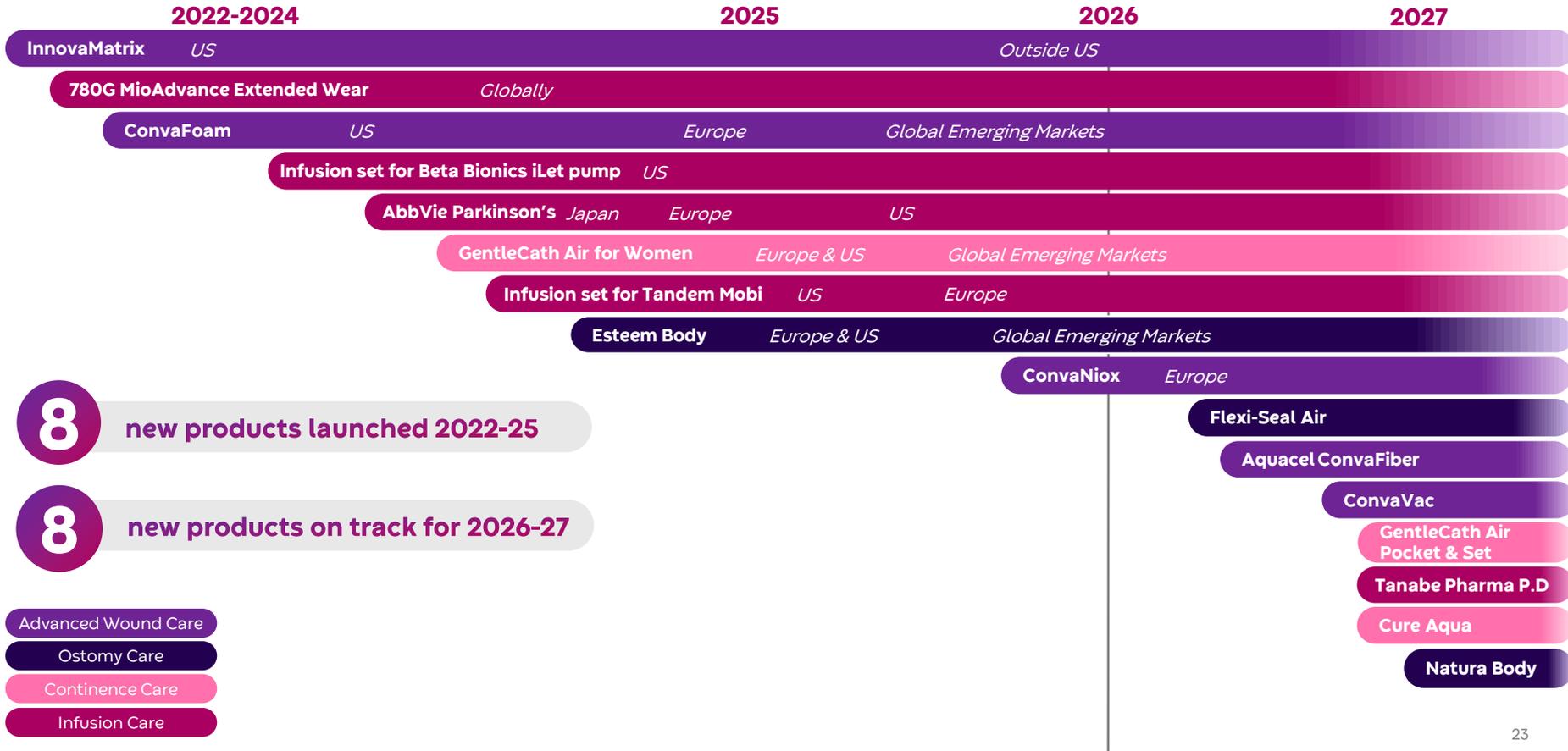
## Free cash flow to equity<sup>4</sup>



# Resilient business model delivers broad-based growth



# Strong pipeline of launches underway



**8** new products launched 2022-25

**8** new products on track for 2026-27

- Advanced Wound Care
- Ostomy Care
- Continance Care
- Infusion Care

# Reflections on the business

## Strong and growing business

- Attractive markets
- Broad-based resilience
- Delivering on our targets

## Learning as we grow

- Product launches and faster growth are relatively new muscles
- FDA Letter
- Execution is improving

## Growth opportunity is substantial

- High levels of expertise in complementary categories
- Demand is strong
- New products and services are winning

## Time to accelerate

- Execute smoother, smarter, simpler, faster
- Invest in pipeline and capacity
- Drive faster growth

# Accelerating growth in AWC

## 2026 growth target: MSD (excl. InnovaMatrix)

### Advanced Wound Care



31% Group revenue

- Growing **Aquacel Ag+ Extra**
- Scaling up **ConvaFoam**
- Launching **ConvaNiox, ConvaFiber & ConvaVac**
- Position **InnovaMatrix** to win
- Clinical evidence for **InnovaMatrix ConvaNiox, ConvaFiber & ConvaVac**

## Accelerating from 2027

- Maintain leadership in **Aquacel Ag+ Extra**
- Gain further share & grow capacity in **ConvaFoam**
- Scale up **ConvaNiox, ConvaFiber & ConvaVac**
- **InnovaMatrix** return to growth
- Developing further **clinical evidence**

**ConvaFoam™**

**Aquacel™ Ag+**

**ConvaFiber™**

**InnovaMatrix® AC**

**ConvaNiox™**

**ConvaVac™**

# Accelerating growth in Ostomy Care

## 2026 growth target: MSD

## Accelerating from 2027

### Ostomy Care



28% Group revenue

- Scaling up **Esteem Body**
- Launching **Flexi-Seal Air**
- **Commercial execution** in acute, post-acute & community channels

- Scaling up and growing capacity in **Esteem Body**
- Growing **Esenta** accessories portfolio
- Launching **Natura Body** from 2027
- Expanding on **GPO contract wins**
- Further investment in the **me+ community**

EsteemBody™

NaturaBody™

Natura+™

ESENTA™



amcare

convacare clinics

me+

# Accelerating growth in Continence Care

## 2026 growth target: MSD

### Continence Care



22% Group revenue

- Further above-market growth in the US, driven by **excellent service**
- Faster growth in **Convatec products**
- Launching **Cure Aqua** in the US
- Launching **GC Air Pocket & Set** in Europe
- Maintaining **strong growth OUS**; adding >1ppts to CC growth



## Accelerating from 2027

- Launching **GC Air Pocket & Set** in the US
- Launching **Cure Aqua** in Europe
- Scaling up **GentleCath Air female, Cure Aqua** and **GentleCath Air Pocket & Set**
- Expanding **outstanding service OUS**

**GentleCathGlide™**

**GentleCathAir™**

**Cure™**

# Accelerating growth in Infusion Care

## 2026 growth target: HSD

## Accelerating from 2027

### Infusion Care



19% Group revenue

- Continued **diversification** of customers & therapies
- Supporting **growing customer demand**
- Improving **system** for complaints, validation & corrective and preventative actions



- **Inset Guard** growing in diabetes
- **Neria Guard** growing in non-diabetes, especially **Parkinson's Disease**
- Substantial **increase in capacity**
- Developing **new therapy** platforms



Neria™ Guard



# Summary and outlook



## Convatec is delivering

- Resilient business model delivering sustainable growth
- Productivity & operational leverage driving margin improvement
- Compound double-digit EPS growth



## We are ready to accelerate

- Demand is strong and products are taking share
- Pipeline is rich
- Execution is strengthening



## Our best days are yet to come

- Organic investment driving higher returns
- 6-8% organic revenue<sup>1</sup> growth from 2027
- Capital Markets Day on 9 April

# Q&A

# Appendix

# Group P&L - H1 / H2 split

1. Reported revenue and organic revenue YoY growth
2. Adjusted operating profit, margin and YoY growth
3. Net interest and adjusted other non-operating income
4. Adjusted tax charge and tax rate
5. Adjusted and diluted EPS in US dollar cents, and YoY growth

	2024			2025		
	H1 24	H2 24	FY 24	H1 25	H2 25	FY 25
<b>AWC<sup>1</sup></b>	360	383	743	367	386	753
<i>Growth</i>	+6.7%	+8.1%	+7.4%	+2.1%	-2.7%	-0.4%
<i>Growth excl. IMX</i>	+2.7%	+5.7%	+4.2%	+4.3%	+4.0%	+4.1%
<b>OC<sup>1</sup></b>	311	323	634	327	349	676
	+4.9%	+5.7%	+5.3%	+4.7%	+4.3%	+4.5%
<b>CC<sup>1</sup></b>	243	258	501	259	278	537
	+8.2%	+8.4%	+8.3%	+6.7%	+6.6%	+6.6%
<b>IC<sup>1</sup></b>	199	212	411	227	246	473
	+7.3%	+15.1%	+11.2%	+14.1%	+10.9%	+12.5%
<b>Group<sup>1</sup></b>	1,113	1,176	2,289	1,180	1,259	2,439
<i>Growth</i>	+6.6%	+8.8%	+7.7%	+6.0%	+3.7%	+4.8%
<i>Growth excl. IMX</i>	+5.4%	+8.1%	+6.8%	+6.8%	+5.9%	+6.4%
<i>% of FY split</i>	48.6%	51.4%	100.0%	48.3%	51.7%	100.0%
<b>Op. profit<sup>2</sup></b>	223	263	485	252	292	544
	+4.1%	+20.6%	+12.4%	+13.0%	+11.4%	+12.1%
<b>Op. margin<sup>2</sup></b>	20.0%	22.3%	21.2%	21.3%	23.2%	22.3%
<b>Finance costs<sup>3</sup></b>	(41)	(34)	(74)	(35)	(37)	(72)
<b>Tax &amp; Tax rate<sup>4</sup></b>	(43) 23.7%	(55) 24.2%	(99) 24.0%	(52) 24.0%	(61) 24.0%	(113) 24.0%
<b>EPS<sup>5</sup></b>	6.8	8.4	15.2	8.0	9.6	17.6
	-0.1%	+28.0%	+13.7%	+18.6%	+14.2%	+16.0%

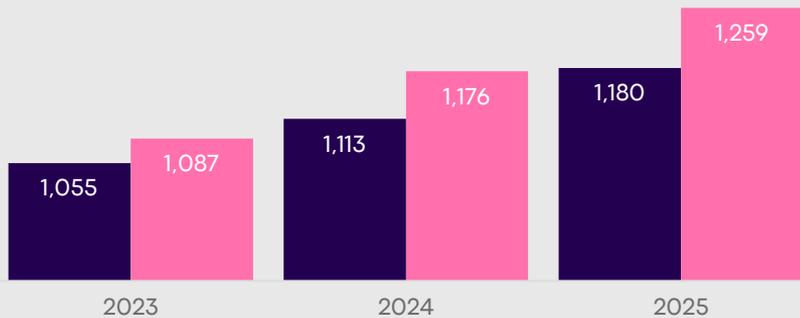
# H1 & H2 revenue & operating profit

## Higher H2 revenue & operating profit

- H2 represented 52% of revenue and 54% of OP in last two years
- Revenue driven by customer behaviour and more trading days in H2
- OP driven by higher revenue in H2

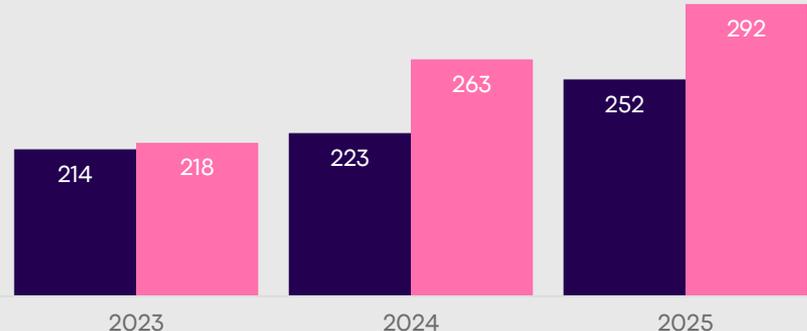
### Revenue<sup>1</sup> (\$m)

■ H1 ■ H2



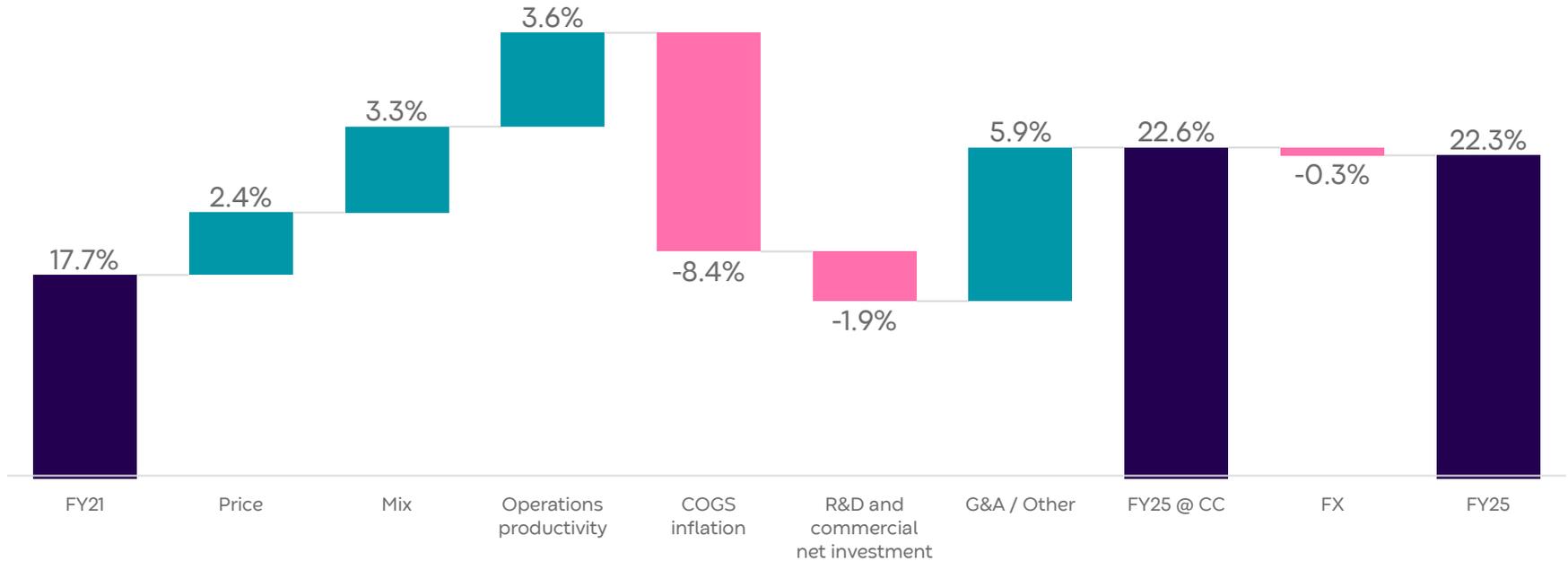
### Operating profit<sup>1,2</sup> (\$m)

■ H1 ■ H2



# +460 bps margin<sup>1</sup> expansion delivered in 2021-25

## 2021 to 2024 adjusted operating profit margin<sup>1</sup> bridge



# FCFE reporting

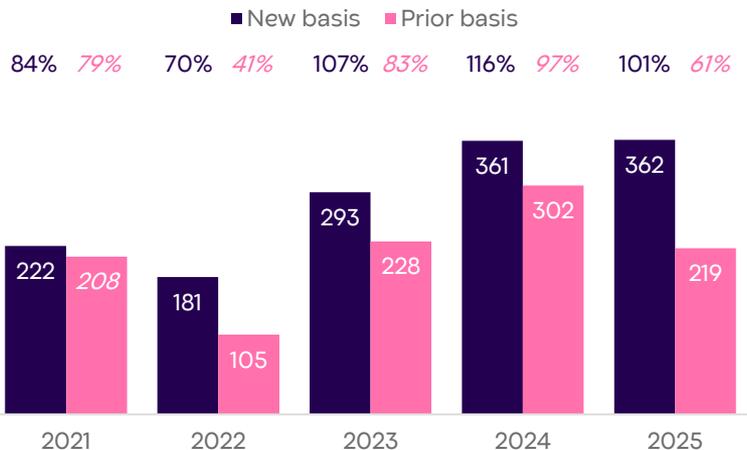
## Free cash flow to equity (FCFE)

- Excludes growth capex & non-cash items (below)
- Reflects free cash flow available for capital allocation

## Free cash flow to equity conversion

- Target 100% conversion each year;

### FCFE (\$m) & conversion (%)



### FCFE reconciliation (\$m)

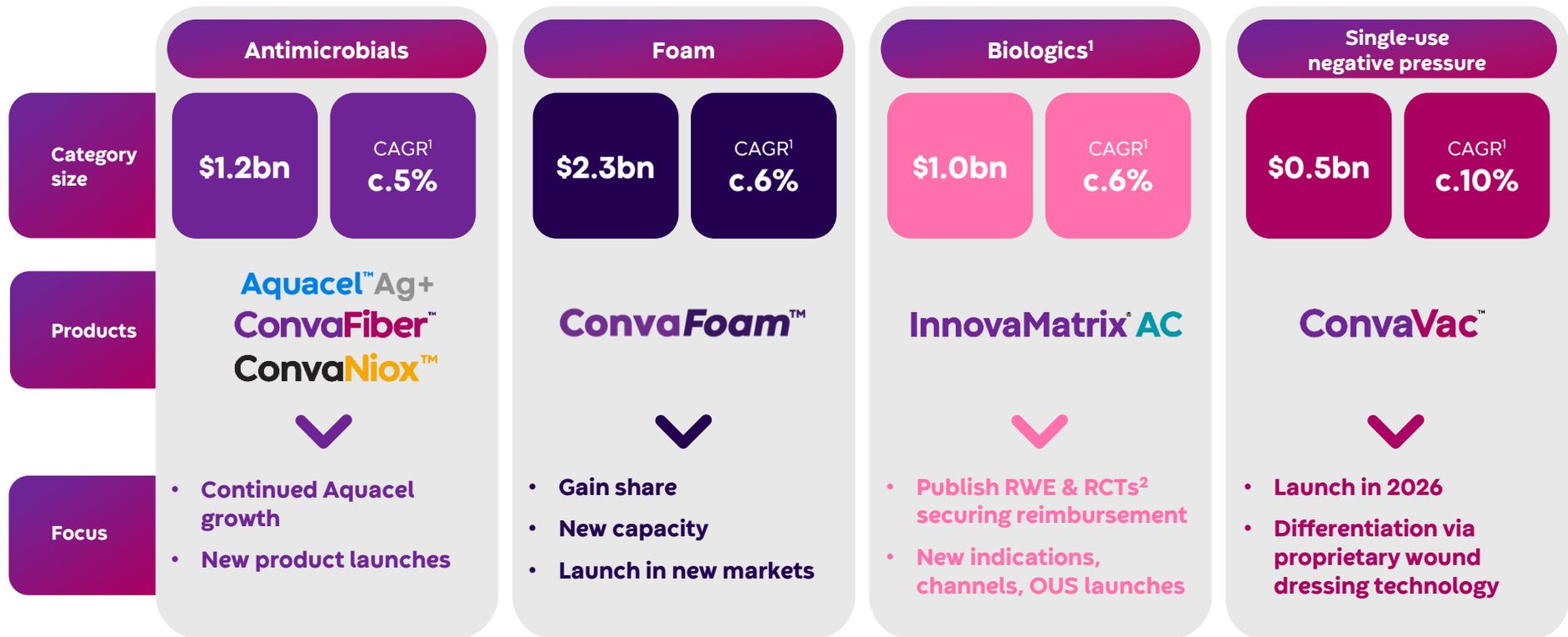
	2021	2022	2023	2024	2025
Prior basis	208	105	228	302	219
Growth capex	32	64	55	59	121
Financing fee amort.	7	7	3		3
FX on cash & debt	(25)	5	7		19
New basis	222	181	293	361 <sup>1</sup>	362

# Adjusting items mainly non-cash

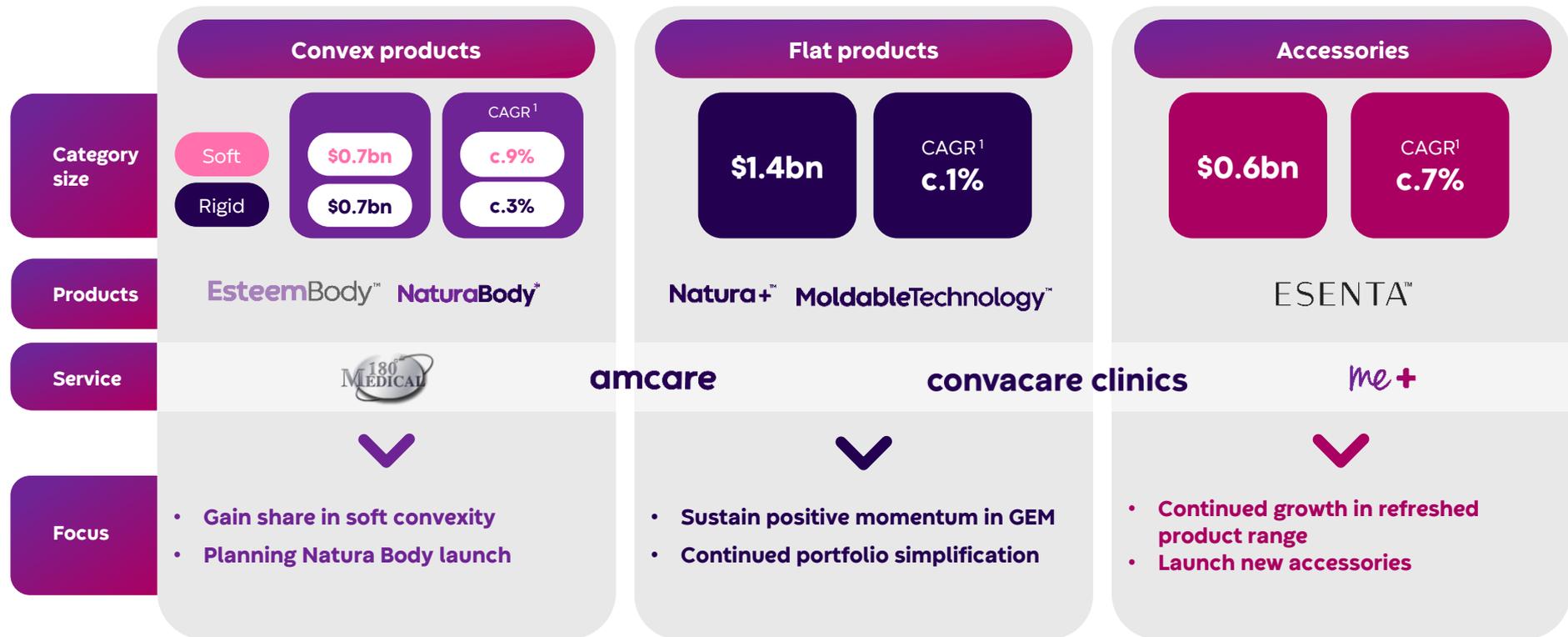
## Amortisation will reduce substantially in 2026

(\$m)	Commentary	P&L at operating profit		Cash impact	
		2024	2025	2024	2025
<b>Fundamental restructuring</b>	<ul style="list-style-type: none"> <li>Transformation related – e.g factory closure</li> <li>One-time restructuring</li> </ul>	6	5	11	3
<b>M&amp;A</b>	<ul style="list-style-type: none"> <li>Deal-related fees</li> </ul>	2	4	4	3
<b>Amortisation of acquired intangibles &amp; impairment</b>	<ul style="list-style-type: none"> <li>\$95m legacy spin-out BMS 2008; ends mid-2026</li> <li>Acquired M&amp;A ongoing amortization</li> <li>\$72m impairment of Triad Life Sciences (InnovaMatrix)</li> </ul>	136	205	-	-
<b>Other</b>	<ul style="list-style-type: none"> <li>Primarily related to the sad passing of our former CEO, Karim Bitar</li> <li>Settlement of a historic legal claim</li> </ul>	16	14	7	10
<b>Total</b>		160	228	22	16

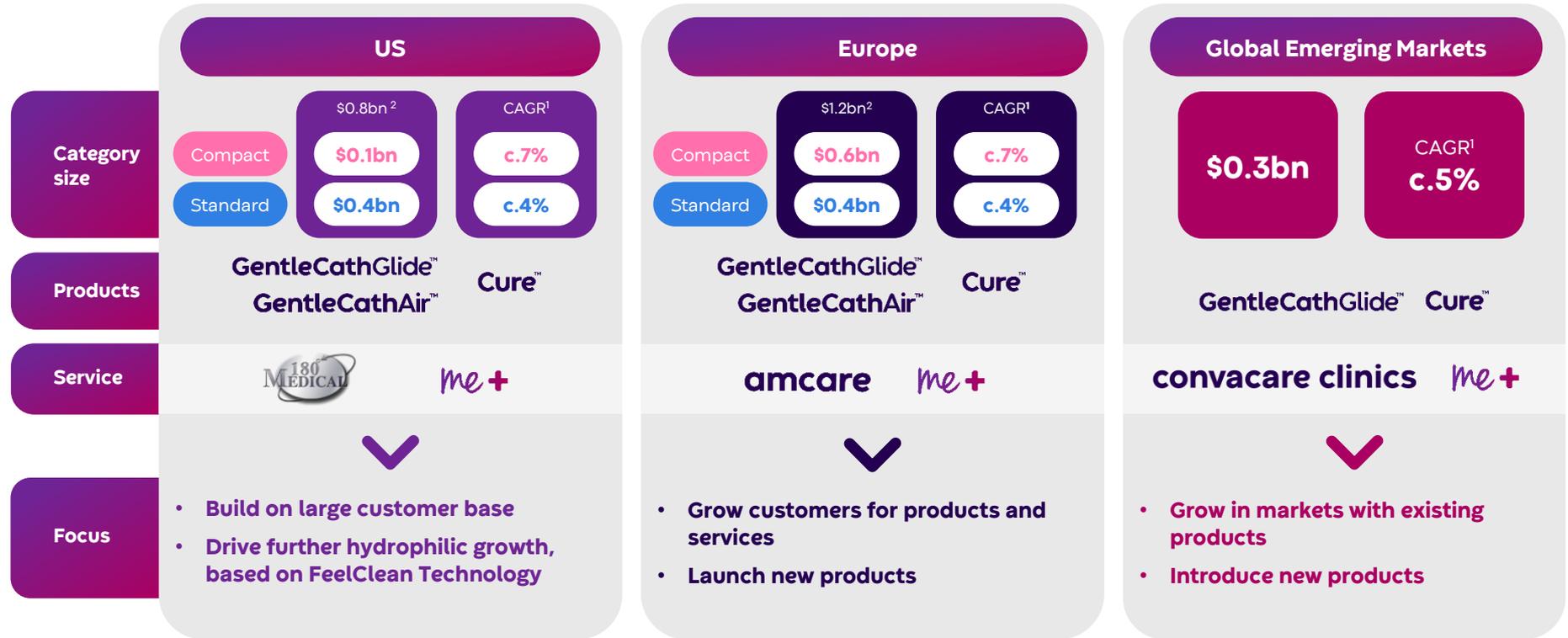
# AWC: New product launches to accelerate growth



# OC: Strong momentum in Esteem Body



# CC: Build on US leadership, grow outside US



# IC: Pump adoption accelerating

Increased insulin pump penetration opportunity

People with diabetes  
c.375m



Users of intensive insulin treatment  
c.10% (37m)



Pumps  
Multiple Daily Injection



CAGR '25-'30

10%

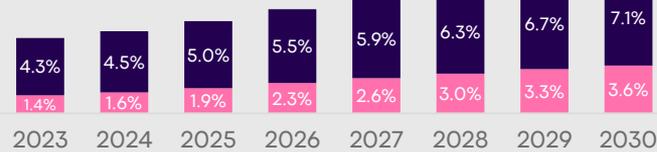
0%

Innovation driving acceleration in pump users

Durable pumps (%)

Patch pumps (%)

Pump penetration (%)



CAGR '20-'25

8%

19%

CAGR '25-'30

8%

14%

Significant pump adoption opportunity in other therapies driving DD growth

- Parkinson's Disease
- Immunoglobulin deficiency
- Pain management

Focus for Infusion Care

- Innovate with customers
- Support demand with great service
- Diversify customers & products

# Positioned to deliver sustained double-digit EPS<sup>1</sup> growth

1

## Sustainable & predictable markets

Driven by global megatrends, chronic care markets grow between 4-8% p.a.

We can sustainably outgrow our markets

2

## Leading market positions

#1 position in >60% of Group revenue

Consolidated industries with high barriers to entry

3

## Recurring revenue consumable products

>90% revenue from chronic care

>1 bn units sold annually

4

## Strongest pipeline ever

Focus on fast growing market segments

8 new launches 2022-25

8 planned 2026-28

5

## Clear and deliverable medium-term targets

6-8% organic revenue growth from 2027<sup>2</sup>

Mid-20s operating profit margin<sup>3</sup>

Double-digit EPS growth<sup>1</sup>

6

## Driving shareholder value

Investing to grow with organic and bolt-on M&A investment

Progressive dividend policy

2.0x leverage target

## Our markets grow between 4-8%

### Advanced Wound Care (31% of sales)

c.6% market growth

Medium-term target: HSD growth

Cardiovascular disease & diabetes

### Ostomy Care (28% of sales)

c.4-5% market growth

Medium-term target: MSD growth

Bowel/bladder cancer & Crohn's disease

### Continence Care (22% of sales)

c.4% market growth

Medium-term target: MSD growth

Multiple Sclerosis & spinal cord injuries

### Infusion Care (19% of sales)

c.6-8% market growth

Medium-term target: HSD growth

Diabetes & Parkinson's Disease



**convatec**

— forever caring —