

Smith+Nephew

Expert Surgeon Insights Event

9 June 2026



Introduction

Deepak Nath Ph.D.
Chief Executive Officer



RISE: Our strategy to elevate Smith+Nephew

E

Execute efficiently

Drive enterprise productivity and asset efficiency to expand margins and returns

S

Scale through strategic investment

Allocate capital to high return and high growth opportunities aligned to our portfolio priorities

I

Innovate to enhance the standard of care

Accelerate new product launches and rapidly scaling existing innovation platforms

R

Reach more patients

Drive adoption of differentiated portfolio and take share across indications, settings and markets worldwide



Our 2028 ambition to accelerate growth and improve returns

6-7%

Organic revenue
CAGR



9-10%

Trading profit
CAGR



> \$1bn

2028 FCF



12-13%

ROIC in 2028



Robust pipeline with increased launch cadence 2026-28



**Orthopaedics
Implants**

**Orthopaedics
Enabling
Tech**

**Sports
Medicine**

ENT

**Advanced
Wound
Management**

2026	2027	2028
<p>LANDMARK^o Knee Cementless CR</p> <p>CATALYSTEM^o Hip Japan</p> <p>INTERTAN^o MAX Hip Fracture Nail</p> <p>EVOS^o Pelvic</p>	<p>LANDMARK Knee Cemented PS CR</p> <p>IM Nail - Antegrade & Retrograde Femur</p>	<p>Revision Hip REDAPT^o Bi-body</p> <p>AETOS^o Revision</p> <p>LANDMARK Knee Revision System</p>
<p>CORI^o Shoulder on CORI XT</p> <p>CORI Knee 3.x</p>	<p>CORI HIP Robotic System</p> <p>CORI Automated Impactor</p> <p>CORI Knee 4.0 CT</p>	<p>CORIOGRAPH^o Hip Revision</p> <p>CORI Knee 5.0 Revision</p>
<p>Flow FLEXTEND^o</p> <p>TESSA^o ACL</p>	<p>TESSA ACL 1.x</p> <p>NextGENETEN</p>	<p>Next Gen Vis LUMOS^o 1.0</p> <p>SHABLATOR</p> <p>TESSA ACL 1.5</p>
<p>ENT LYNX^o Laryngeal</p>		<p>Next Gen Controller</p> <p>AURA^o CIT Wand</p>
<p>PICO^o New Sizes</p> <p>RENASYS^o WOUND+</p> <p>LEAF^o 3.0</p> <p>RENASYS Abdo Shield</p>	<p>RENASYS Instil 1.0</p> <p>LEAF Releases</p> <p>PICO Knee New Shape</p>	<p>RENASYS Instil 2.0</p> <p>Next Gen ALLEVYN^o Gentle Border</p> <p>Next Gen PICO</p> <p>Antimicrobial Scaffold</p>

* pending appropriate Regulatory clearance in defined jurisdictions















Unlocking value in AWM


Cathy Dalene

SVP, Global Strategic Marketing
Advanced Wound Management



Broad portfolio to participate in highest growth markets

	Potential Size ¹	Segment Growth ¹	S+N Portfolio
Pressure injury prevention	>\$2.0bn	MSD	 LEAF  ALLEVYN
Chronic hard to heal wounds	>\$5.0bn	MSD	 PICO  RENASYS  ALLEVYN  ACTICOAT [◇]
Prevent surgical site complications	>\$2.0bn	DD	 PICO  ALLEVYN Ag+ Surgical
Wound bed preparation	>\$1.5bn	MSD	 SANTYL [◇]  VERSAJET [◇]
Wound repair and regeneration	>\$5.0bn	DD ²	 STRAVIX [◇]  OASIS [◇]  RENASYS  GRAFIX [◇]

 Source of data
 1. SmartTrack Q2 2025 and internal estimates. Excludes high skin sub ASPs.
 2. Longer term projection after market reset from reimbursement changes.

Huge unmet need in pressure injuries

Patient burden

2.5m¹ 9.5 days²



Operational burden

41%³



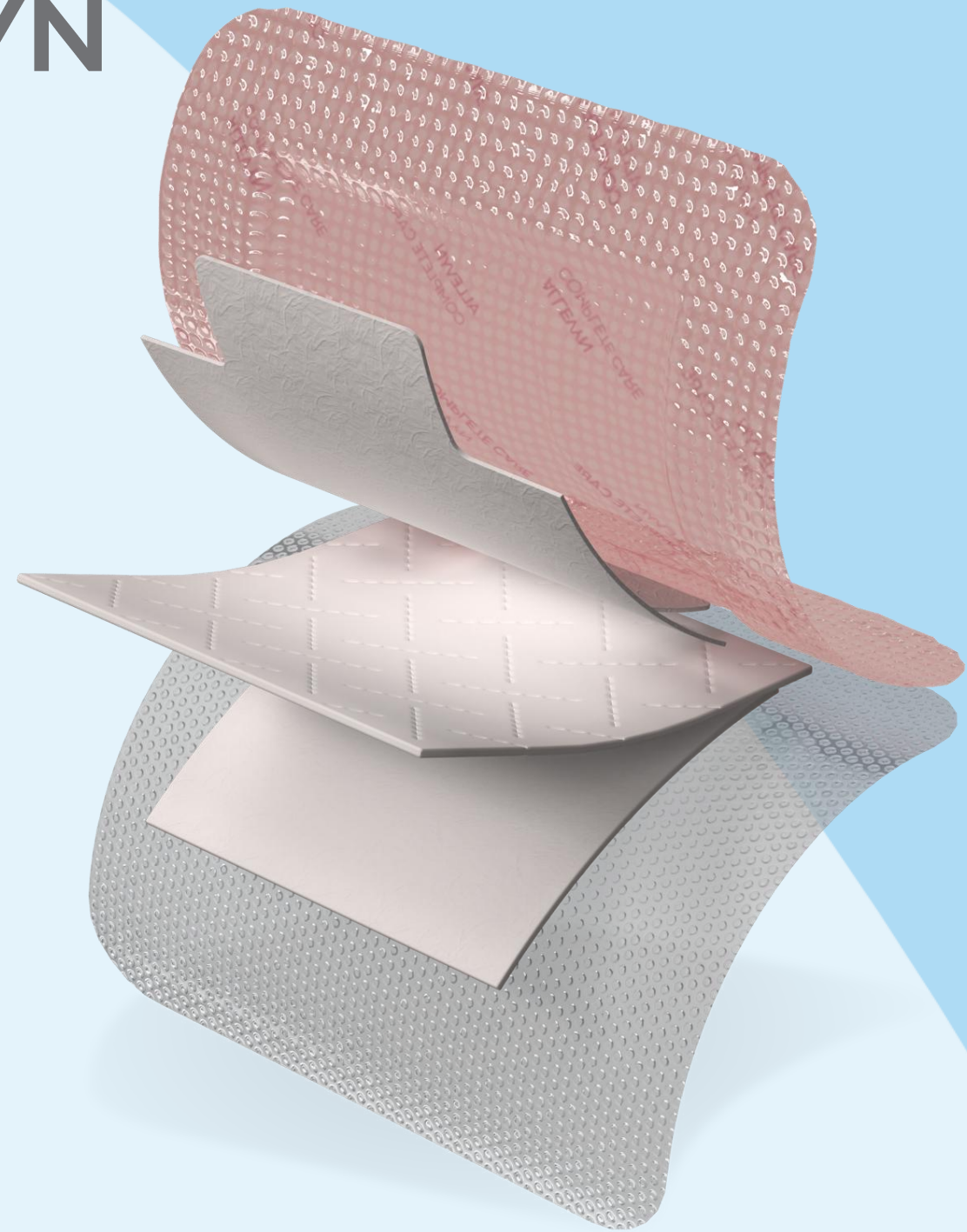
Economic burden

\$32k² \$27bn⁴



Differentiated solution in pressure injury prevention

ALLEVYN



Take share

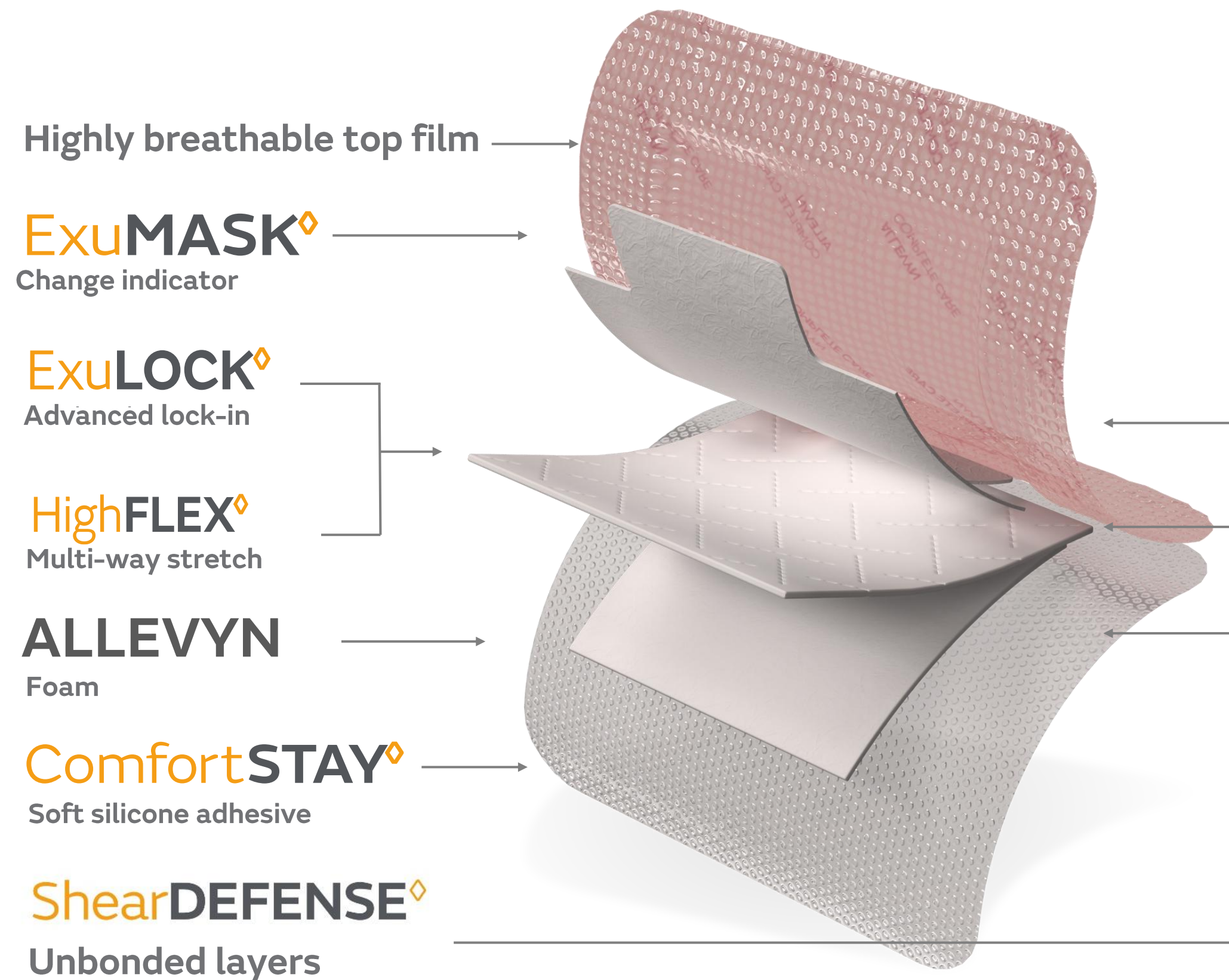
LEAF



Create the market in care delivery

Taking share in foams with ALLEVYN COMPLETE CARE

~\$2bn foam category



51%

superior lock-in of exudate than leading competitors

4x times

more flexible than leading competitors

<55% greater

reduction in soft tissue strain than Mepilex™ Border

95%

stayed in place compared to 91% Mepilex™ Border Flex Dressings¹

ALLEVYN COMPLETE CARE – Customer feedback

What our customers say

HighFLEX[◇]



Dr. Kevin Woo

Associate Professor at Queen's University

“You can see the dressing really conforms to the contoured body nicely.

I think ALLEVYN COMPLETE CARE will be able to reduce dressing frequency and improve patient quality of care quality, quality of life and reduce nursing time.”

ExuMASK[◇]



Catherine T. Milne

Advanced Practice Wound, Ostomy and Continence Nurse at Connecticut Clinical Nursing Associates

“Because of the way the dressing is designed, you know when the dressing needs to be changed. You wait for the three corners of the dressing to change colour and then you know when to change the dressing.

Not only do our patients change the dressings less often, but the nurses do too.”

ShearDEFENSE[◇]



Alicia Smith

Director of Wound Care at Grady Health System, Atlanta

“The non-bonded 5-layer in ALLEVYN COMPLETE CARE significantly reduces mechanical energy through its inter-layer sliding mechanism.

The absorption of this energy and dissipation between the non-bonded layers prevents this energy from being translated onto the skin and underlying tissue layers, which starts the cascade of the development of a pressure injury.”

Surgical site complications (SSCs) are an under-served problem



Orthopaedic



Obstetric and gynaecological



Cardiothoracic




Abdominal



Breast

Known risk factors

Patient related 

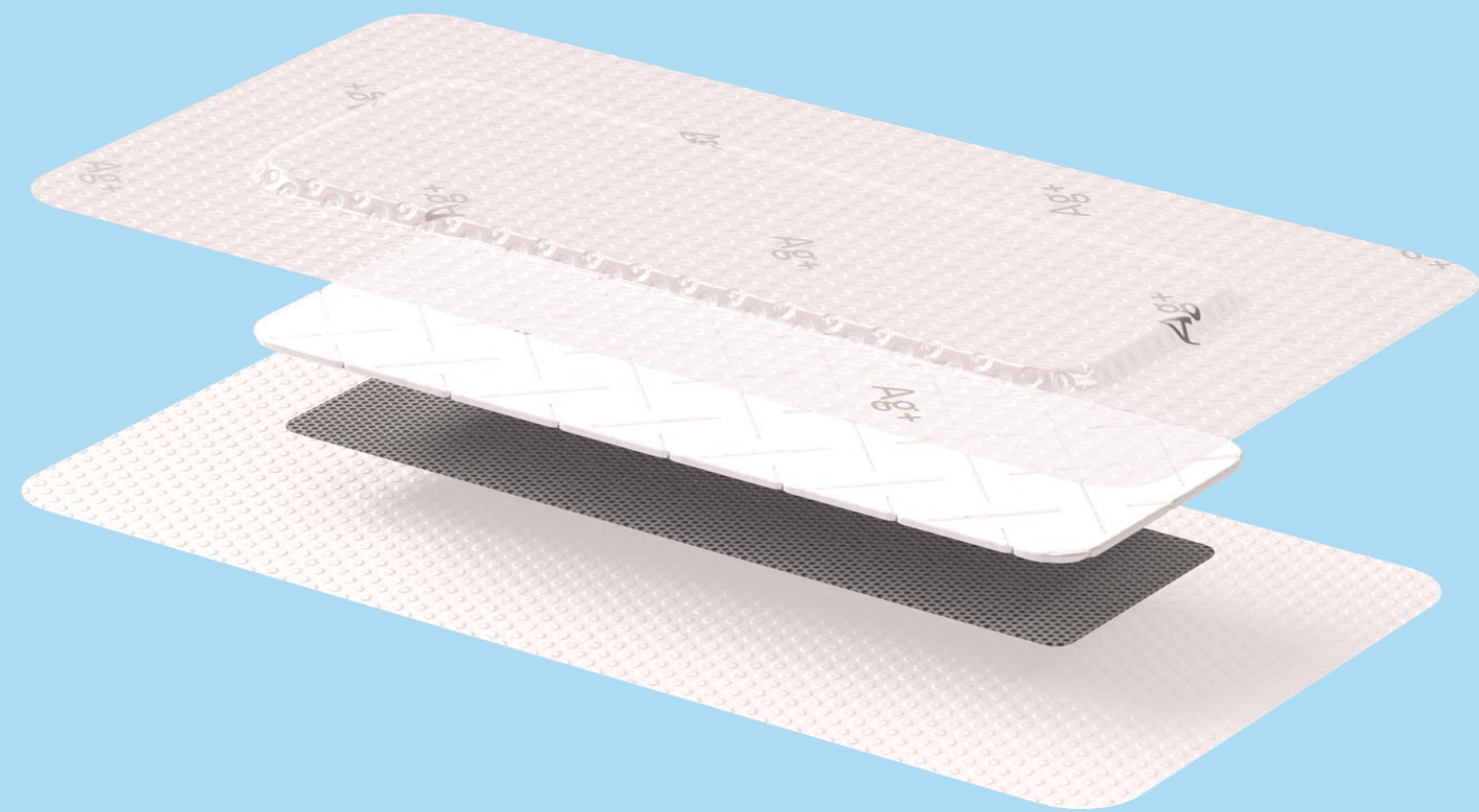
Procedure related 

Current standard of care has significant impact on patients and healthcare systems

- 5.1% surgical site infection (SSI) incidence¹
- \$20,842 average cost per SSI²

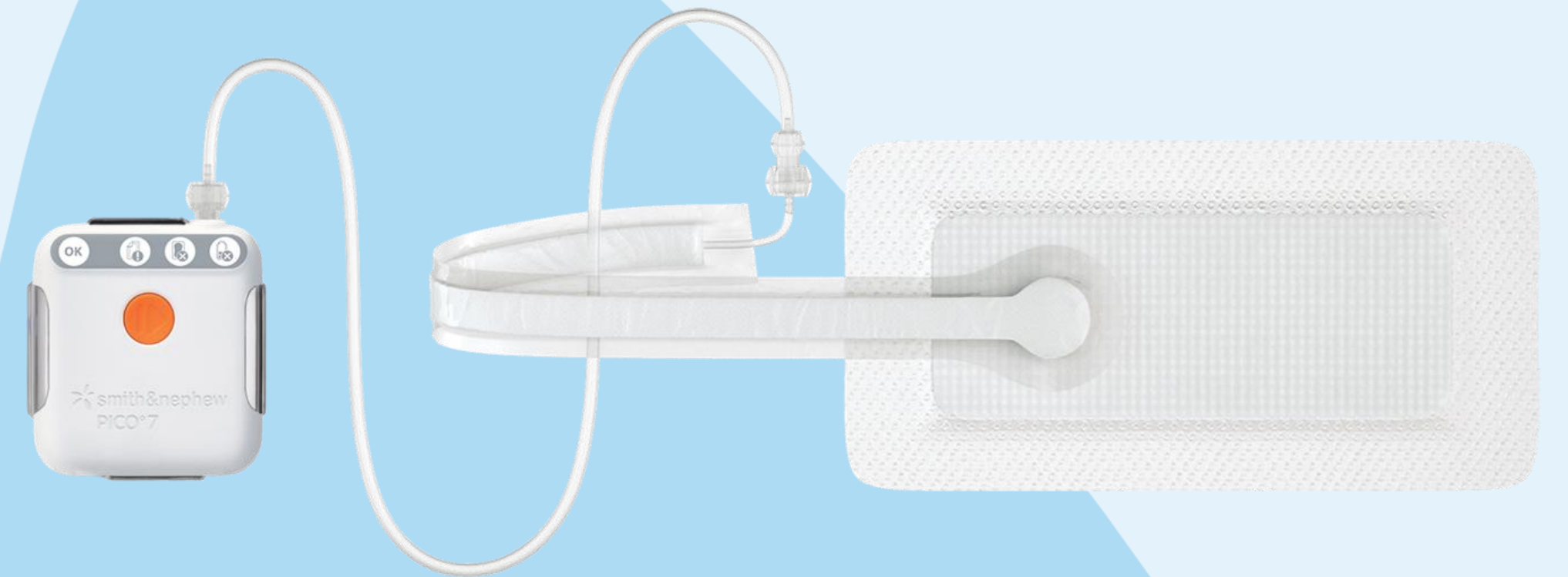
Differentiated solution in surgical site complications

ALLEVYN Ag+ surgical



Take share

PICO



Create the market in care delivery

Taking share with ALLEVYN Ag+ Surgical

Advanced antimicrobial surgical foam dressing

Breathable top film is a bacterial barrier

ExuLOCK[◇]

Advanced lock-in technology

HighFLEX

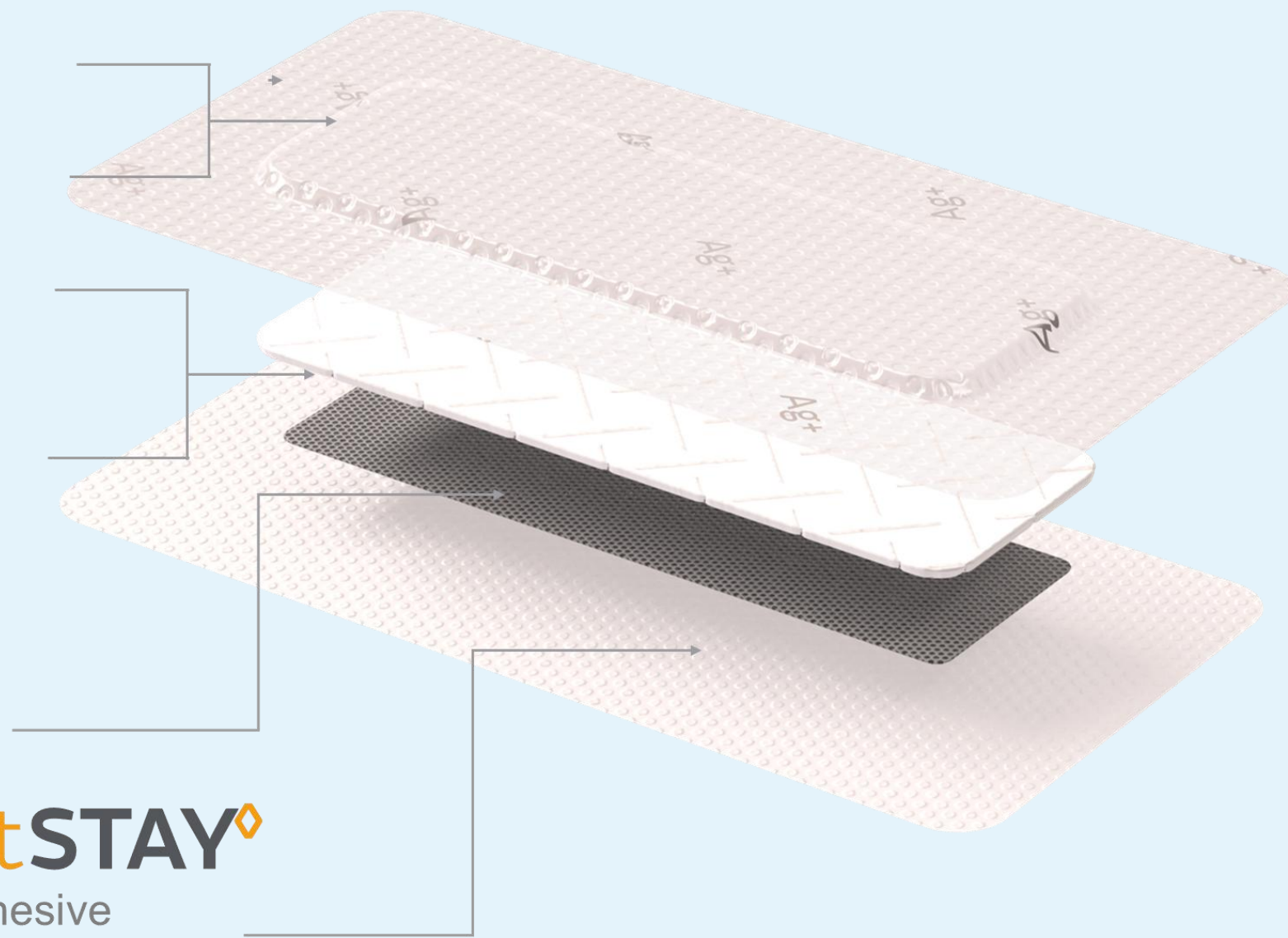
Multi-way stretch technology

Silver foam layer

sustains antimicrobial efficacy for 7 days

ComfortSTAY[◇]

Soft silicone adhesive technology



Faster and sustained antimicrobial action compared to other silver-containing surgical dressings.¹

Superior reduction of bacterial bioburden within the dressing vs Mepilex Border Post Op Ag²

Superior pad extensibility compared to Mepilex Border Post Op Ag³

Handles 2.5x more fluid than Mepilex Border Post Op Ag⁴

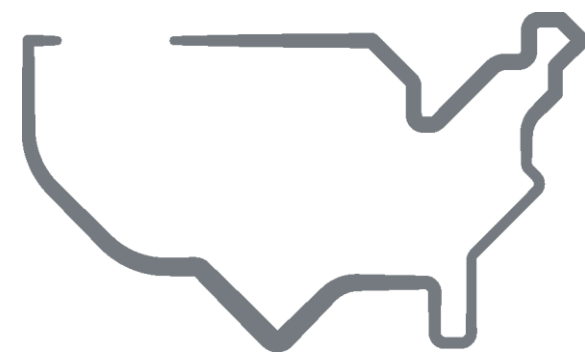
We have a significant market opportunity in SSCs with PICO

The sNPWT opportunity is far greater than the current market

\$1.7bn
Global market



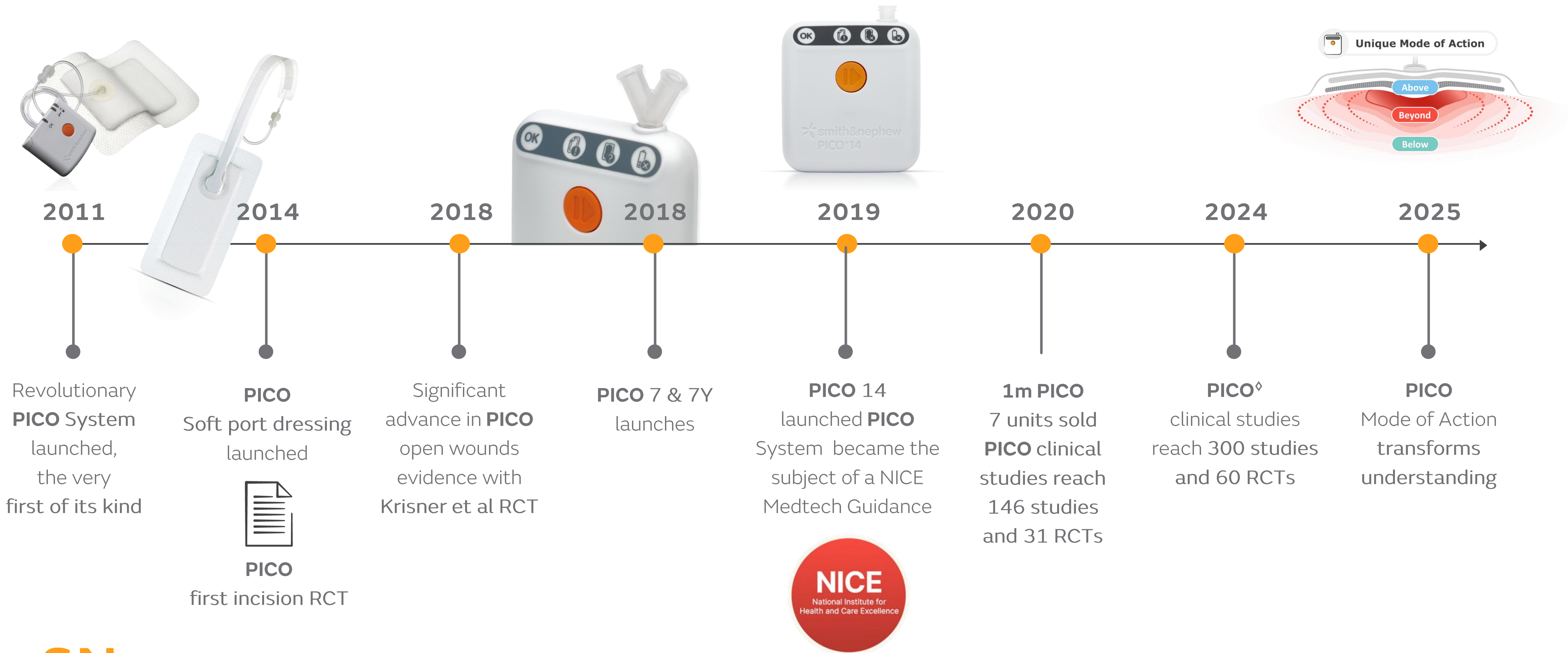
\$1.1bn
US market



\$0.6bn
OUS market



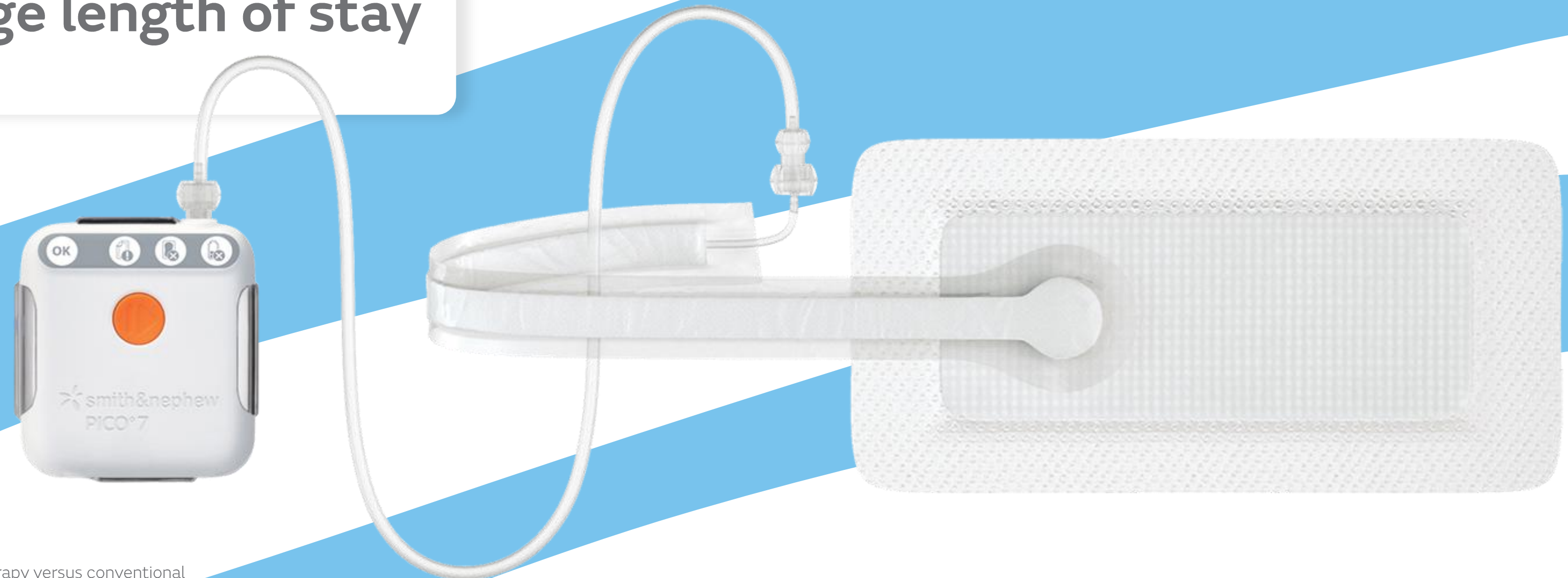
The history of PICO



PICO is proven to reduce the incidence and severity of surgical site complications across surgical specialties

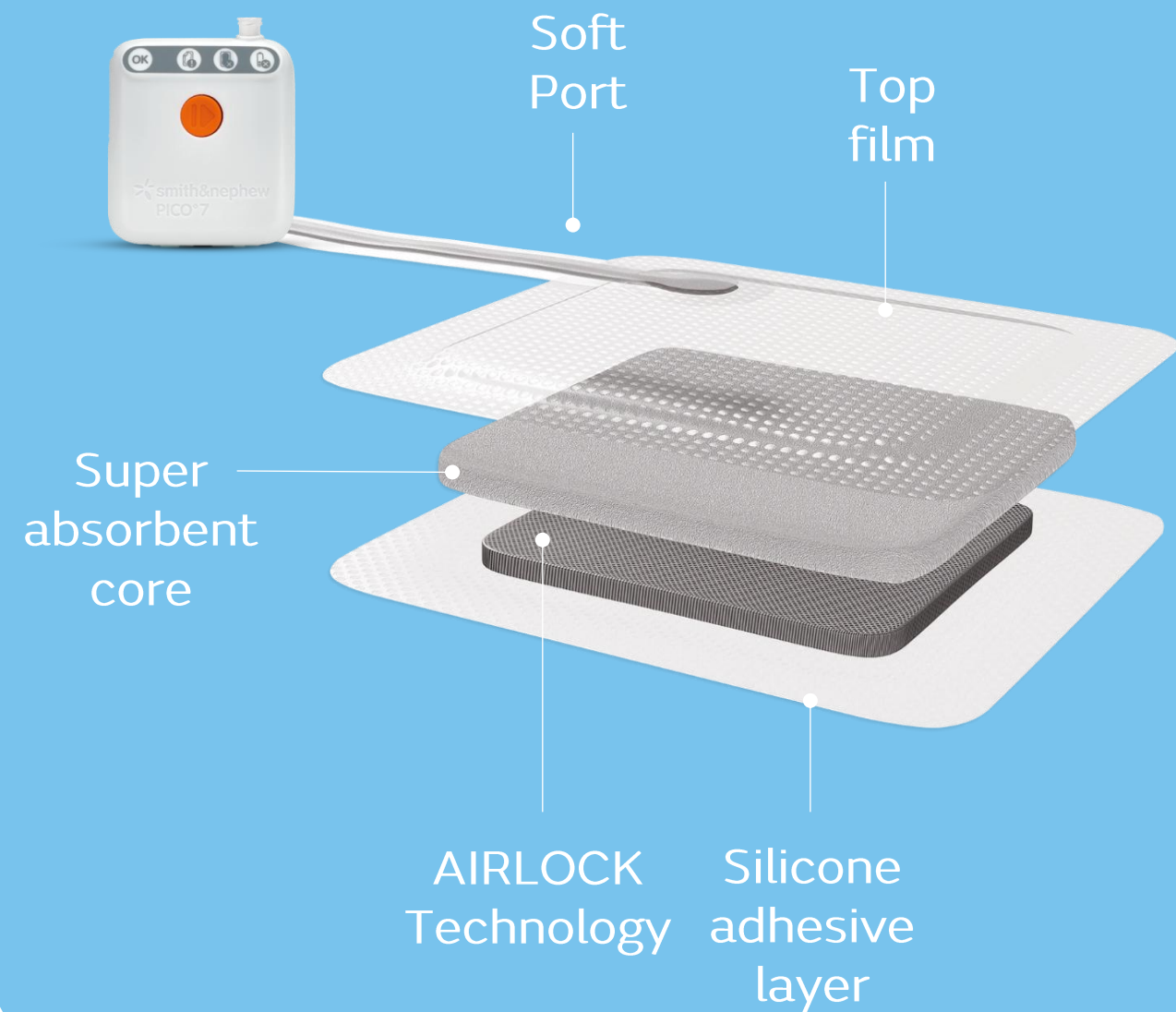
PICO is proven¹

- 63% reduction in SSIs
- \$637 average saving per patient
- 1.75 day reduction in average length of stay

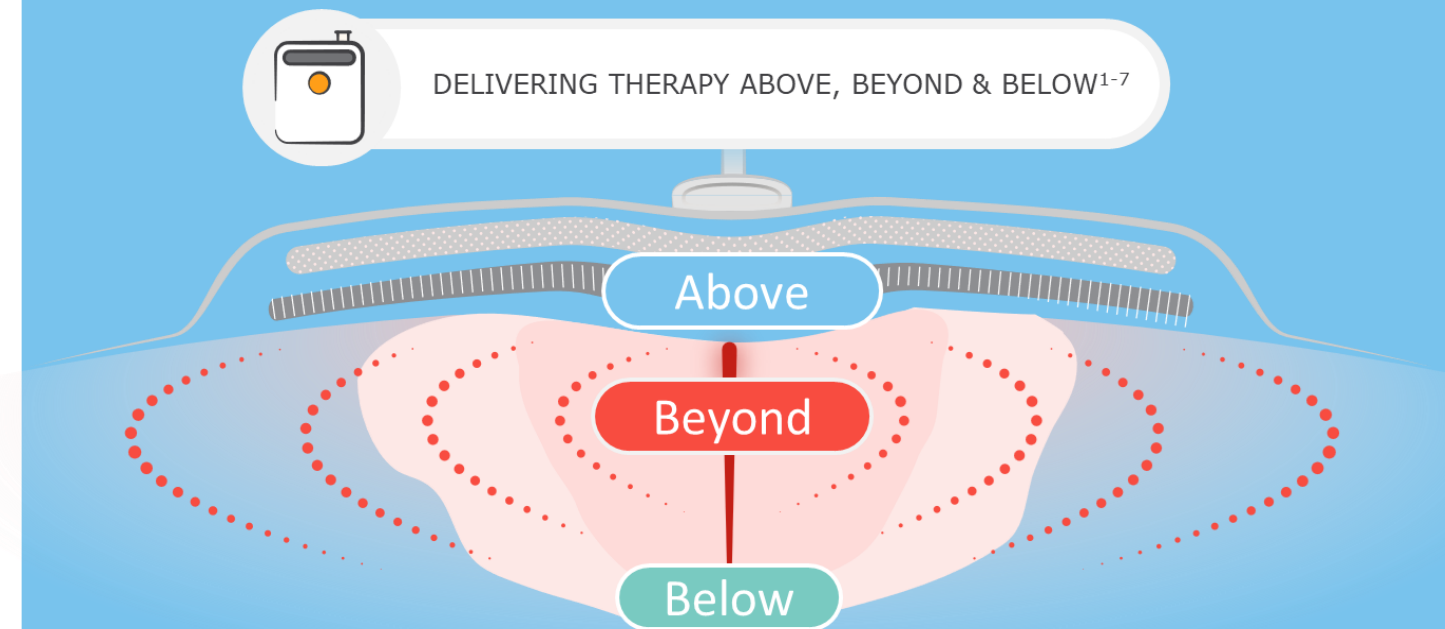


We have market leading evidence to validate PICO's unique mode of action

Research and Development Proprietary design



Clinical science Unique mode of action

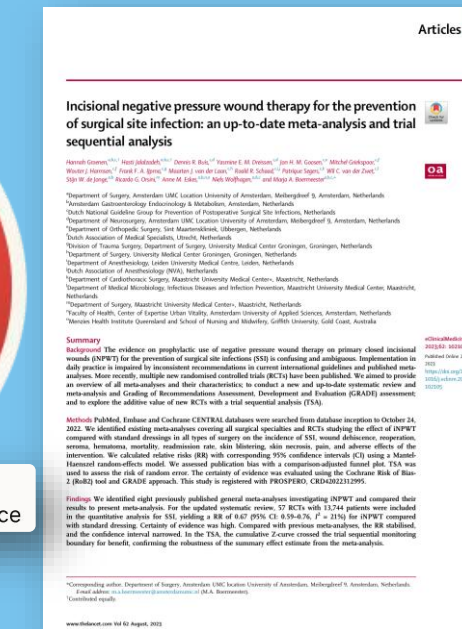


Market leading evidence Clinical and economic outcomes

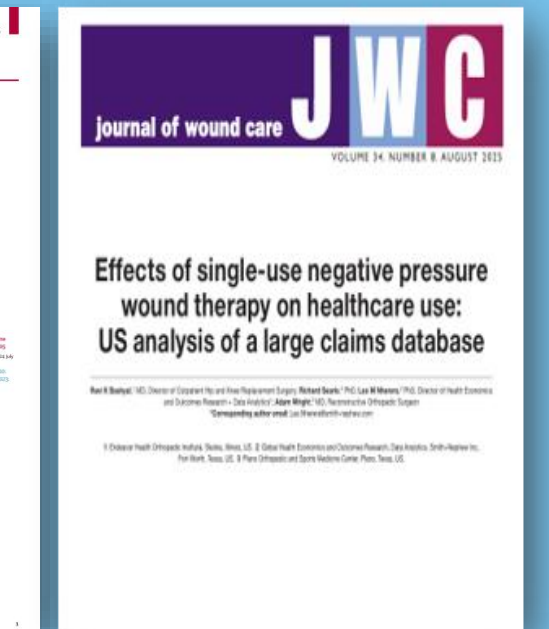
316 Studies
60 Level 1



NICE National Institute for Health and Care Excellence



Lancet Paper



Premier data:
Ortho/Cardio
PICO vs
PREVENA

PICO: RISE

E

- Execute efficiently
- Enhance surgical capabilities in focus specialties

S

- Scale through strategic investment
- #1 provider in sNPWT

I

- Innovate to enhance the standard of care
- Next generation PICO backed by scientific, clinical and health economic outcomes evidence

R

- Reach more patients
- Doubling number of patients treated by 2030



Sport's Big Four

Christie Van Geffen

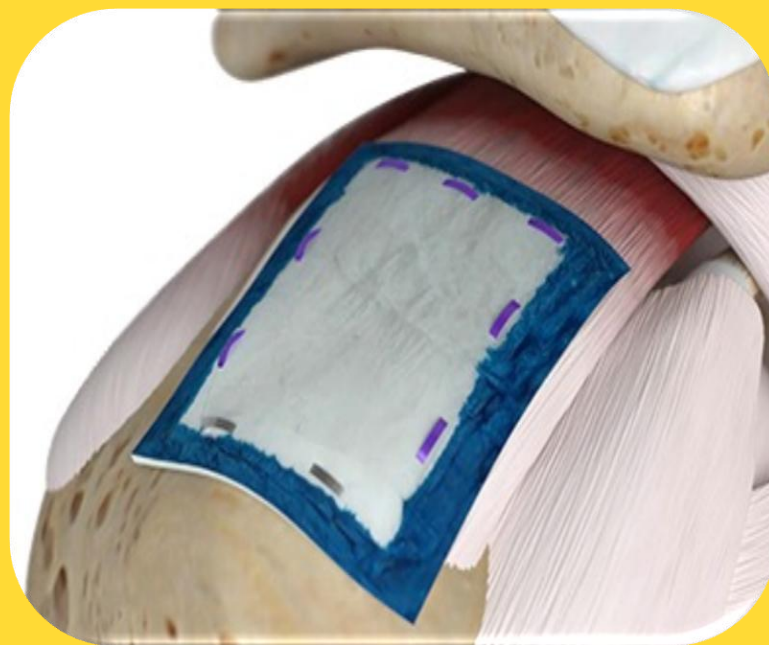
SVP , Global Marketing
Sports Medicine



Create new categories with Big Four

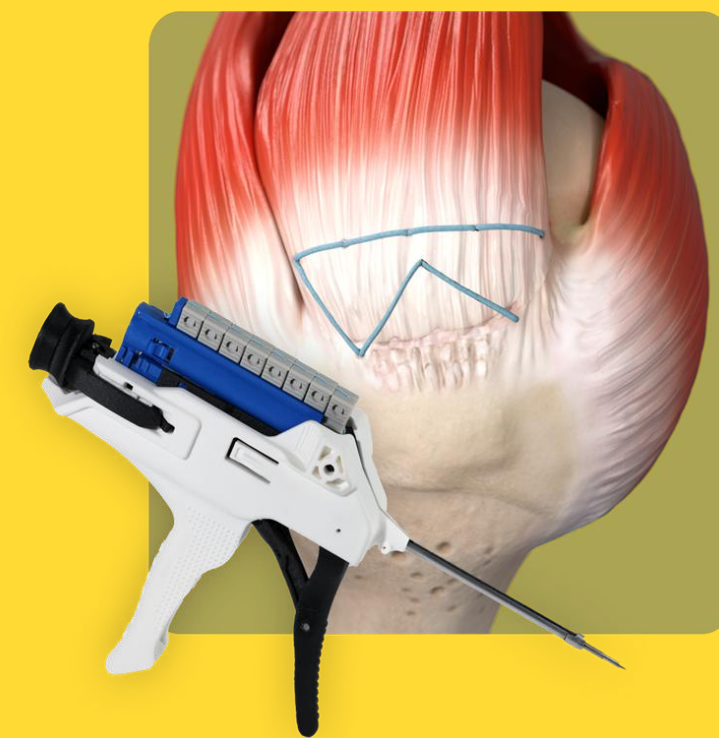
REGENETEN[◇]

Leading in global biologic tendon augmentation



TENDON SEAM[◇]

Improving tendon healing with strengthened repairs



CARTIHEAL[◇] AGILI-C[◇]

Advancing cartilage repair with an off the shelf, one-step solution



TESSA[◇]

Pioneering arthroscopic video-based patient specific navigation



Rotator cuff anatomy and the 'problem'

~25%

of rotator cuff surgeries fail¹



Front / Anterior

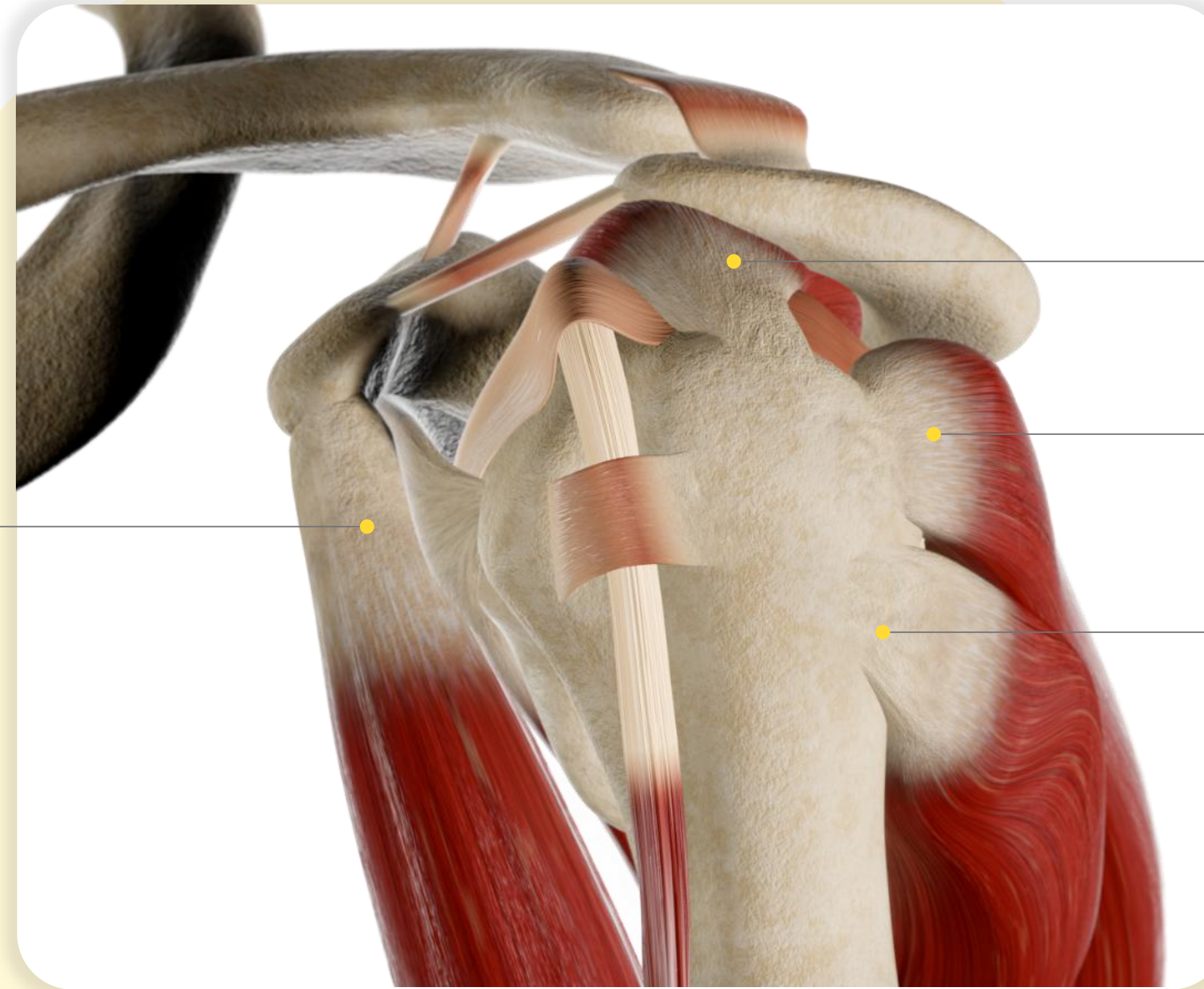
Back / Posterior

Subscapularis

Supraspinatus

Infraspinatus

Teres Minor



Globally ~1.2M Rotator Cuff Tears repaired surgically annually²

REGENETEN Bioinductive Implant

Addressing healing challenges for tendon injuries

The REGENETEN Bioinductive Implant is a type I collagen scaffold used as a standalone treatment for partial- or augment for full-thickness cuff tears and other tendon injuries



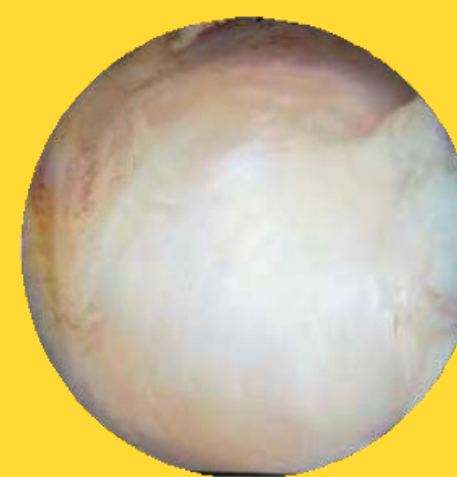
65%

Reduction in 2-year re-tear rates in a randomised controlled trial (12.3 vs 35.1%; p=0.004)⁹

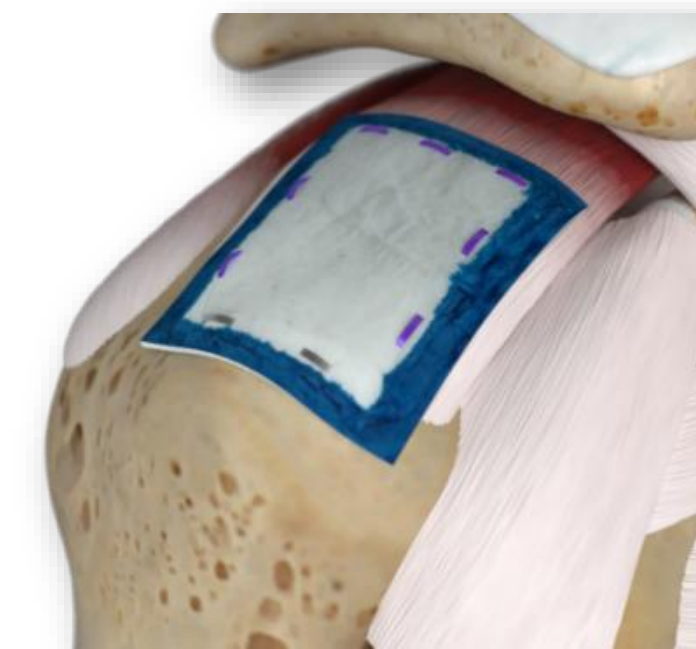
Implanted using tendon and bone anchors

Replaced by new tissue within six months^{1,2,6}

New tissue promotes tendon healing³⁻⁸



6 months post-op



Delivering value via clinical evidence and technology

PROMS significantly improved vs. baseline | Low re-tear rates | No additional complications

Global Patient Impact

250k

REGENETEN
patients since
2014¹

10 Years of Positive Evidence

- 3 RCTs²
- 30 Publications
- 35+ Sites



New Clinical Practice Guidelines



1. Smith + Nephew internal estimates

2. Camacho Chacón JA, Roda Rojo V, Martín Martínez A, et al. An isolated bioinductive repair vs sutured repair for full-thickness rotator cuff tears: 2-year results of a double blinded, randomized controlled trial. J Shoulder Elbow Surg. 2024;33(9):1894-1904. doi:10.1016/j.jse.2024.03.043; Ruiz Ibán MÁ, García Navlet M, Moros Marco S, et al. Augmentation of a Transosseous-Equivalent Repair in Posterosuperior Nonacute Rotator Cuff Tears With a Bioinductive Collagen Implant Decreases the Retear Rate at 1 Year: A Randomized Controlled Trial. Arthroscopy. 2024;40(6):1760-1773. doi:10.1016/j.arthro.2023.12.014; Ruiz Ibán MA, García Navlet M, Moros Marco S, et al. Augmentation of a Posterosuperior Cuff Repair With a Bovine Bioinductive Collagen Implant Shows a Lower Retear Rate but Similar

Outcomes Compared With No Augmentation: 2-Year Results of a Randomized Controlled Trial. Arthroscopy. 2025;41(10):3869-3879. doi:10.1016/j.arthro.2025.03.057

Expansion of applications & indications

Leader in rotator cuff repair



Expansion opportunities



The REGENETEN Bioinductive Implant is indicated for tendon healing across all joints and recently received FDA 510(k) clearance for extra-articular ligaments

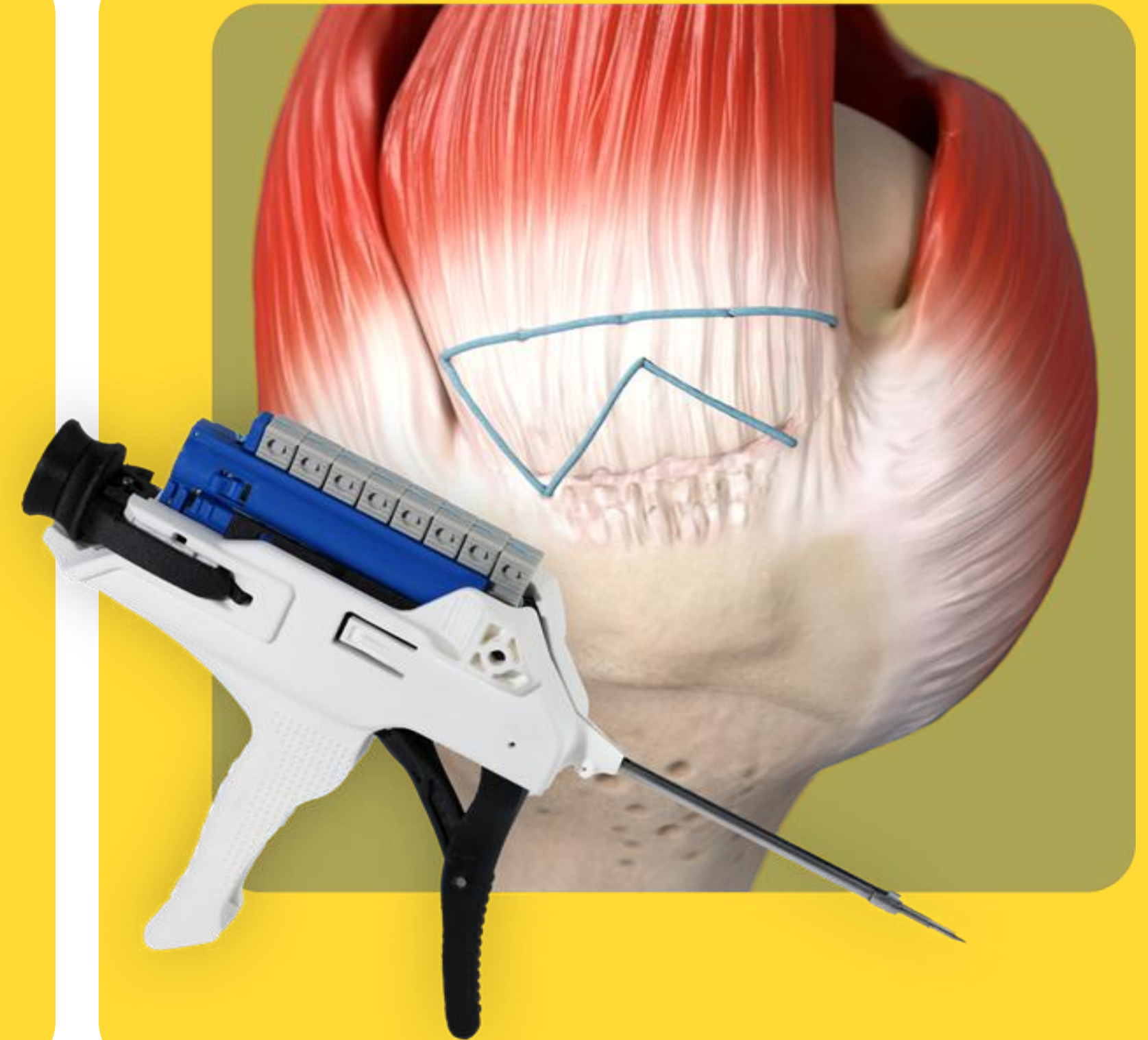
TENDON SEAM - Advancing Biomechanical Strength in Rotator Cuff Repair



Traditional Double Row Rotator Cuff Repair



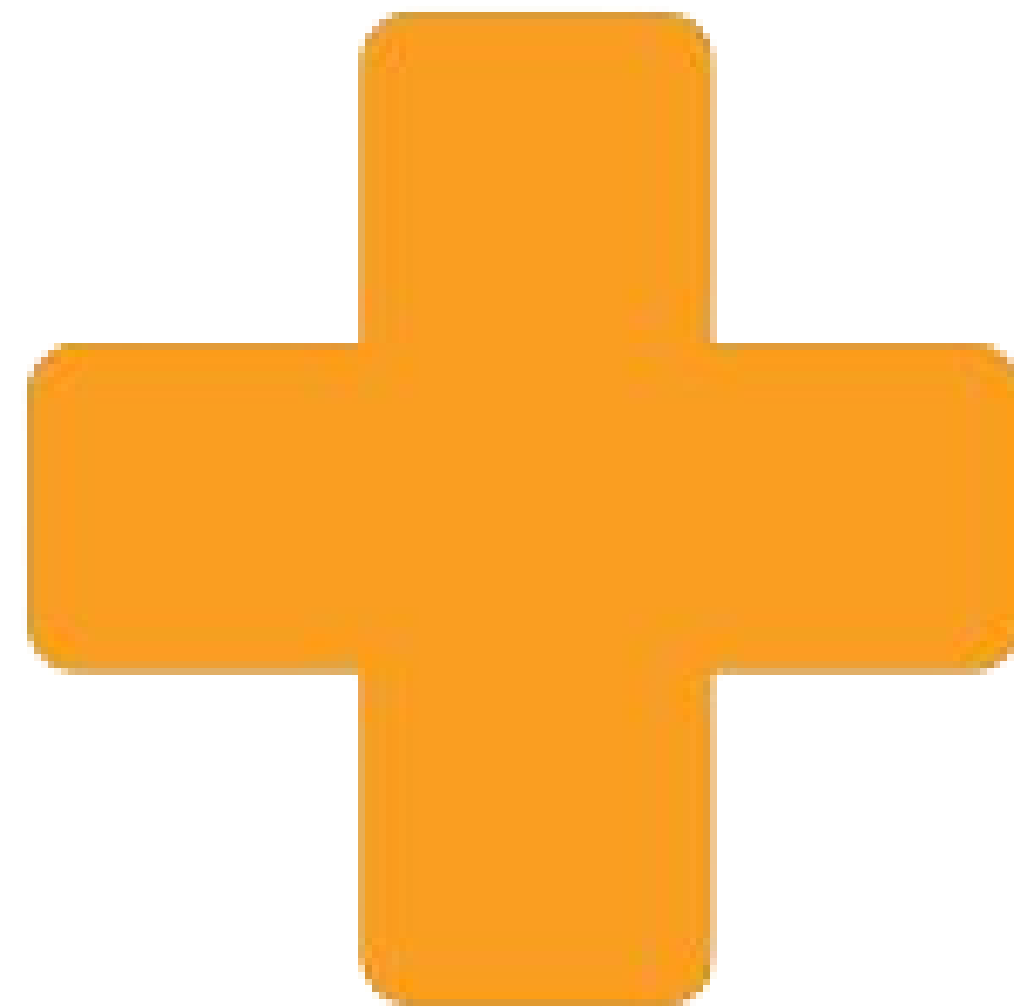
Taking inspiration from Textiles



Multiple points of fixation, unique repair configuration

Changing the Standard of Care for Rotator Cuff repair

The best in biological augmentation
REGENETEN



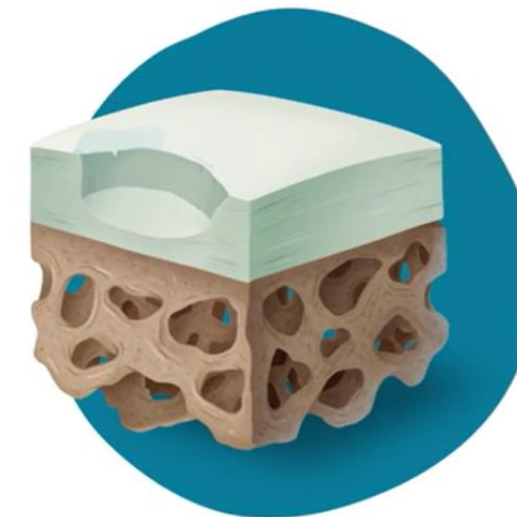
The best in biomechanical repair
TENDON SEAM



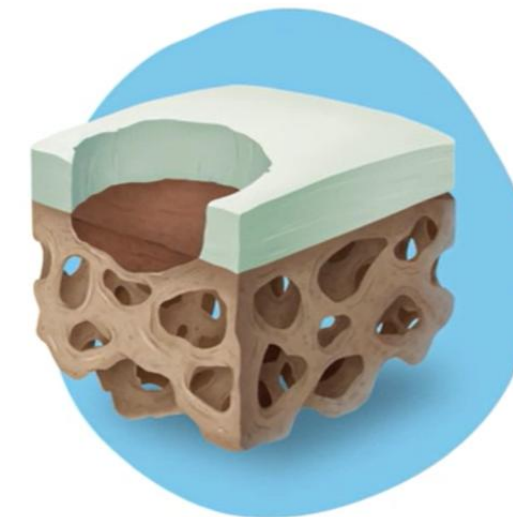
Cartilage and traditional repair

700k

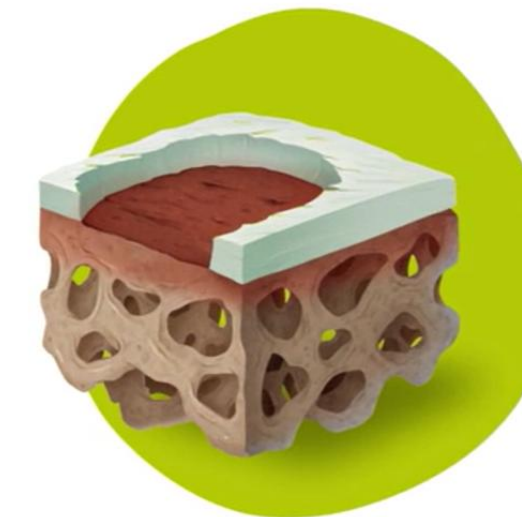
Cartilage
repairs/year¹



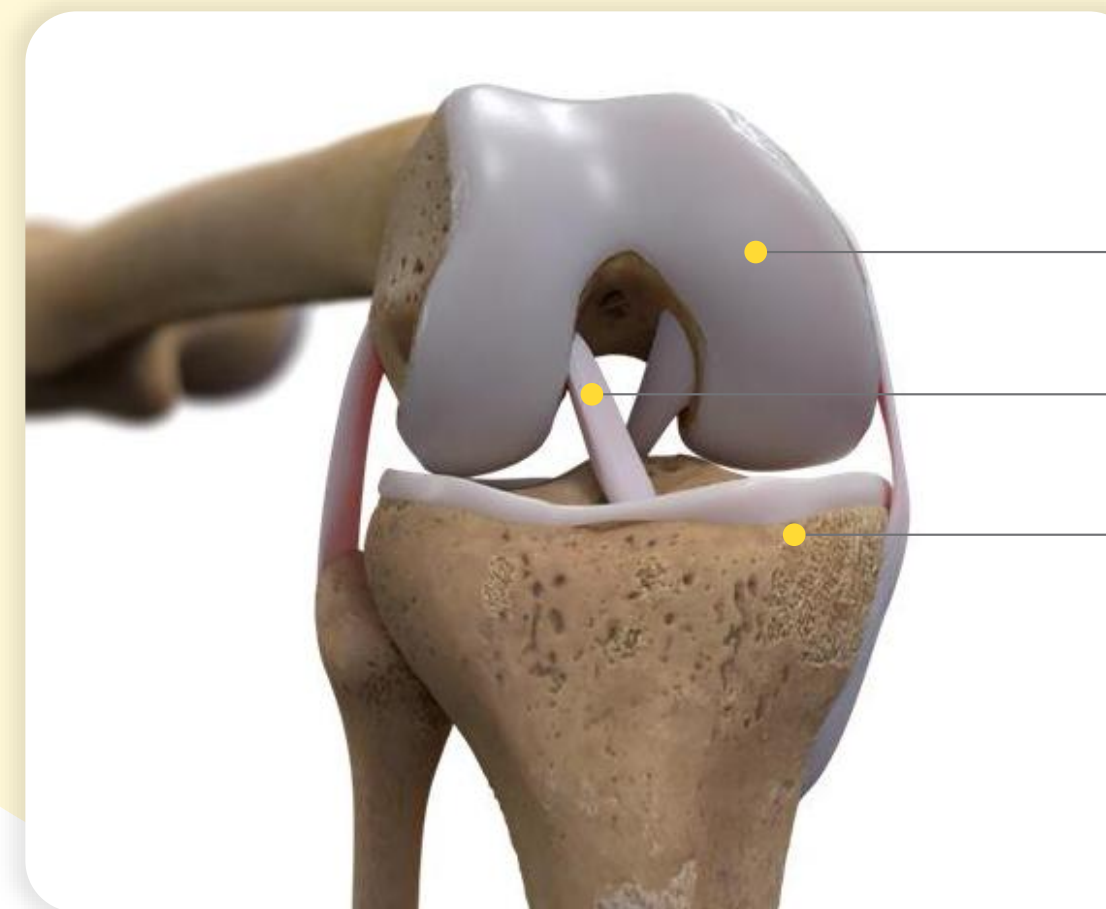
Cartilage lesion



Osteochondral lesion



Mild - moderate
osteoarthritis



Cartilage

Ligament

Meniscus

CARTIHEAL Cartilage Repair Implant

Repair Cartilage, Restore Bone, Relieve Pain

The AGILI-C implant is a porous biomaterial derived from naturally occurring calcium carbonate (aragonite). A new treatment option designed to help the body regrow healthy cartilage and heal damaged bone in the knee.¹⁻⁵

Effective

- Twice the pain reduction relative to microfracture¹

Convenient

- Simple single surgery, no donor tissue required

Versatile

- Small to large lesions with and without the presence of osteoarthritis²



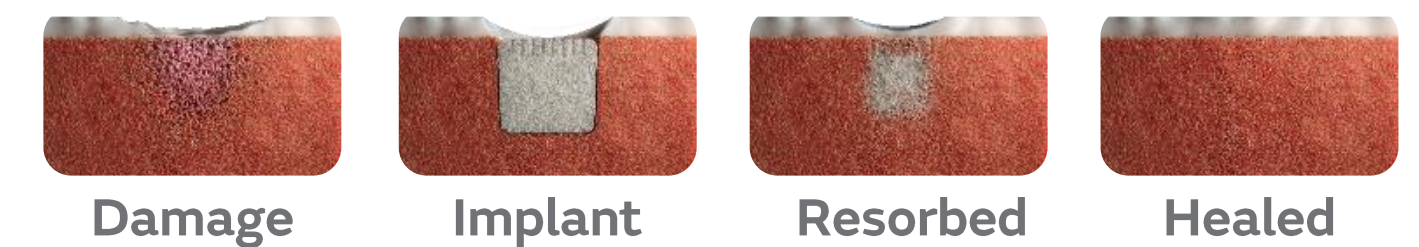
CPT 1 Code

Effective 1 Jan 2027

Streamlines reimbursement for providers and payors



CARTIHEAL AGILI-C Cartilage Repair Implant



1. Altschuler N, Zaslav KR, Di Matteo B, et al. Aragonite-Based Scaffold Versus Microfractures and Debridement for the Treatment of Knee Chondral and Osteochondral Lesions: Results of a Multicenter Randomized Controlled Trial. *Am J Sports Med.* 2023;51(4):957-967.
2. Matta C, Szűcs-Somogyi C, Kon E, et al. Osteogenic differentiation of human bone marrow-derived mesenchymal stem cells is enhanced by an aragonite scaffold. *Differentiation.* 2019;107:24-34.
3. Chubinskaya S, Di Matteo B, Lovato L, Iacono F, Robinson D, Kon E. Agili-C implant promotes the regenerative capacity of articular cartilage defects in an ex vivo model. *Knee Surg Sports Traumatol*

Arthrosc. 2019;27(6):1953-64.
4. Kon E, Filardo G, Shani J, et al. Osteochondral regeneration with a novel aragonite-hyaluronate biphasic scaffold: up to 12-month follow-up study in a goat model. *J Orthop Surg Res.* 2015;10:81.
5. Agili-C [package insert]. Kfar Saba, Israel: CartiHeal Inc.; 2021.

CARTIHEAL Evidence Update: 5-years and Still Going Strong

When compared to the current surgical standard (microfracture and debridement), patients treated with the CARTIHEAL Implant experienced:⁷



Twice the reduction in pain⁷
Sustained through 5-year follow-up.



Significant improvements in KOOS⁷
Shown in overall KOOS and in sub-categories.



Even for patients with OA
Similar results were observed in patients with or without osteoarthritis.



Lower risk of TKA or osteotomy
Patients had a significantly lower risk of progressing to knee replacement or osteotomy.



Conclusion

In a five-year multicentre randomised control trial, the CARTIHEAL Implant delivered durable, clinically meaningful improvements in pain, function and quality of life compared with surgical standard of care, with lower rates of treatment failure and fewer reinterventions. For patients with chondral/osteochondral knee lesions and mild-to-moderate osteoarthritis, CARTIHEAL Implant may be a suitable approach.

ACL and traditional surgery

34%

of all ACLR failures
were caused by
technical error¹



1919

Gen 1 | Manual
Visualisation

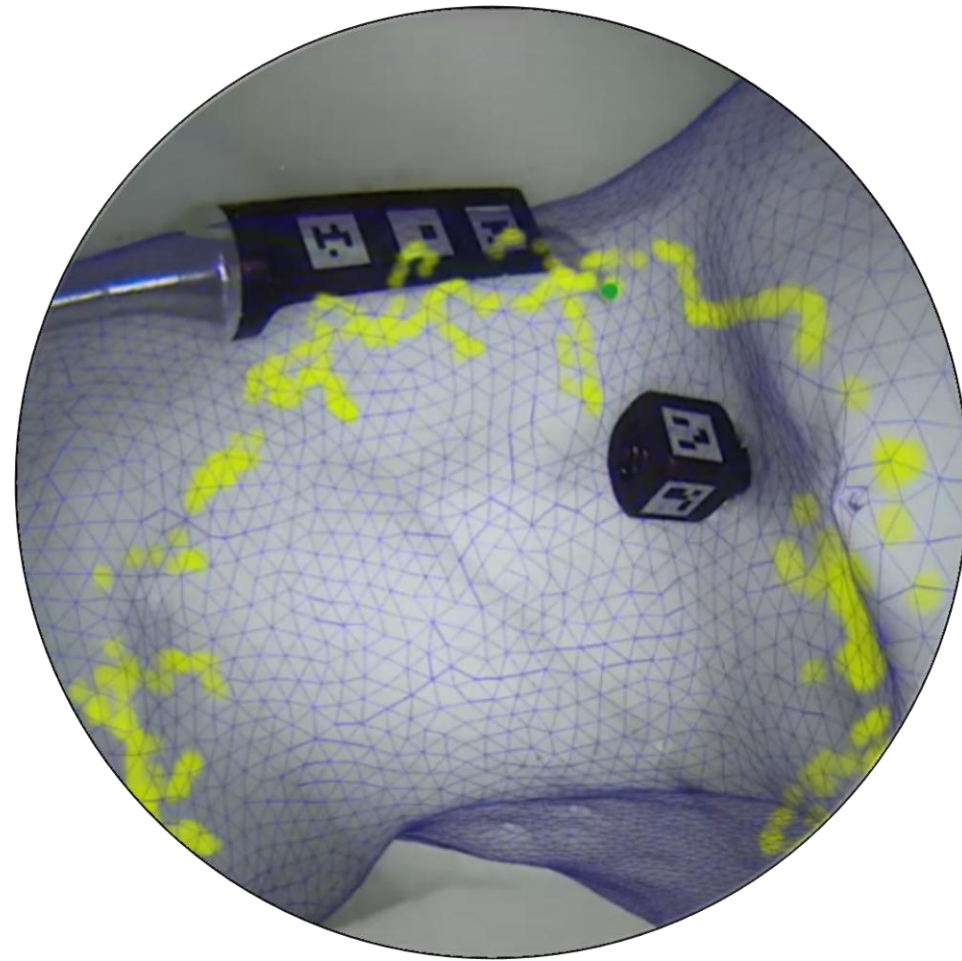


1972

Gen 2 | Video
Visualisation

TESSA: Tracking Enabled Spatial Surgery Assistant

First of its kind arthroscopic video-based navigation

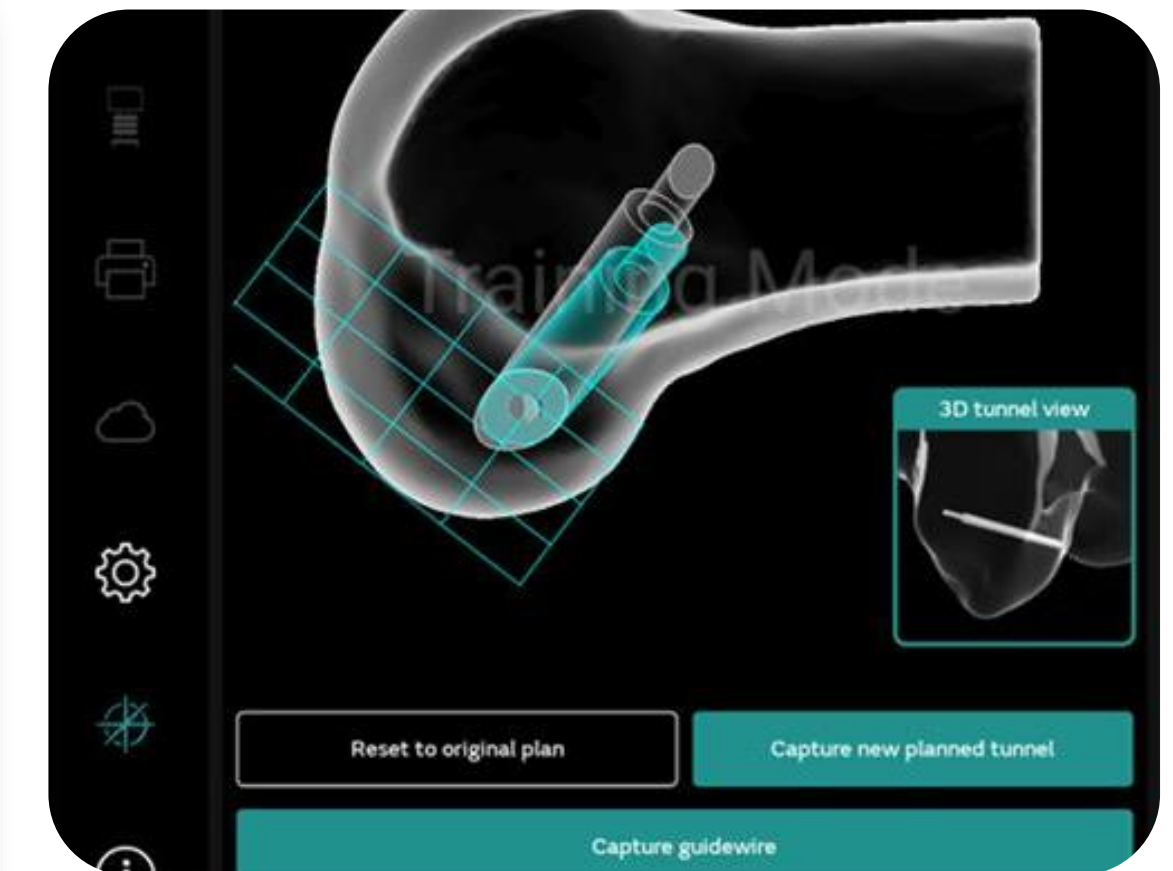


2025

**Gen 3 | Guided
Visualisation &
Advanced Imaging**

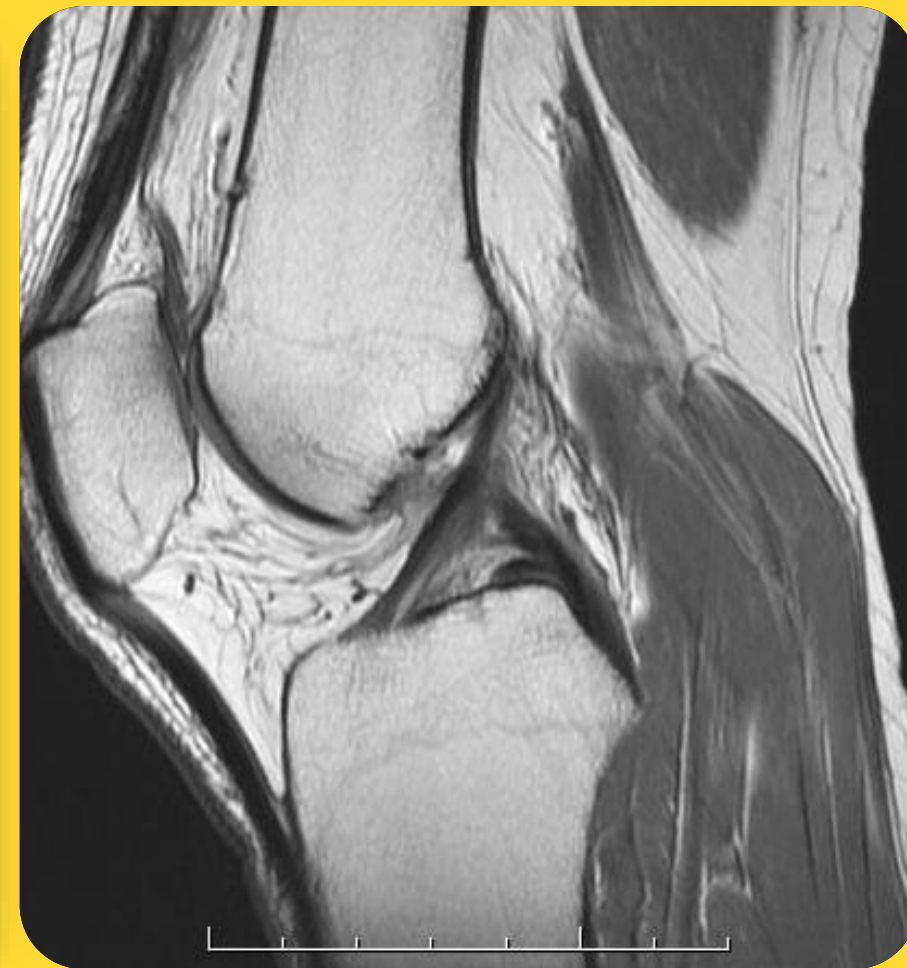
Spatial Surgery Platform

- **Improves precision** with real-time, video-based guidance
- **Faster, easier planning** using patient-specific imaging
- **Reduces variability** and lowers surgeon mental load
- **Boosts efficiency** with AI-driven image segmentation, in-procedure planning support
- **Built to scale** – a platform for future procedures and sustained growth

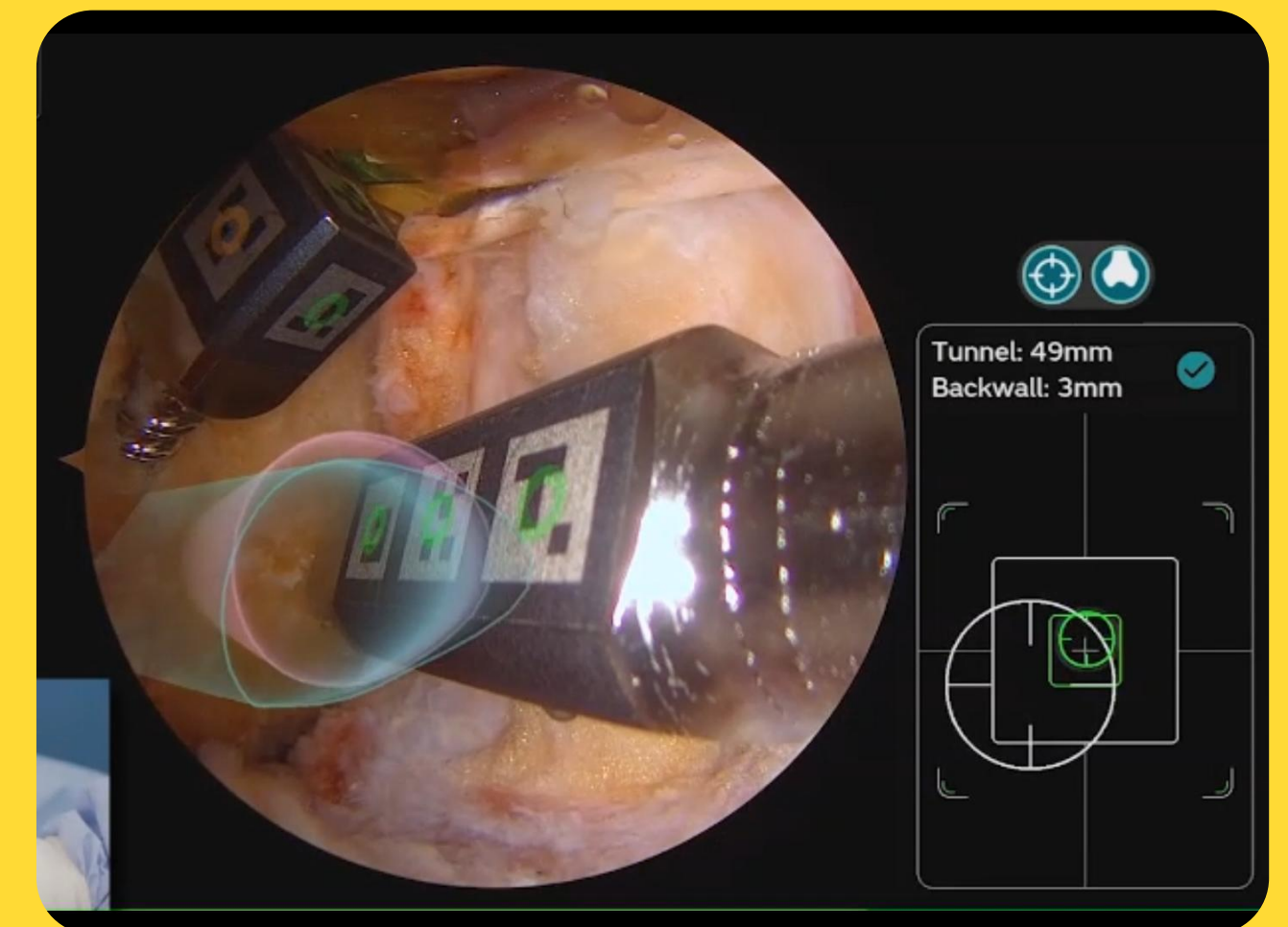
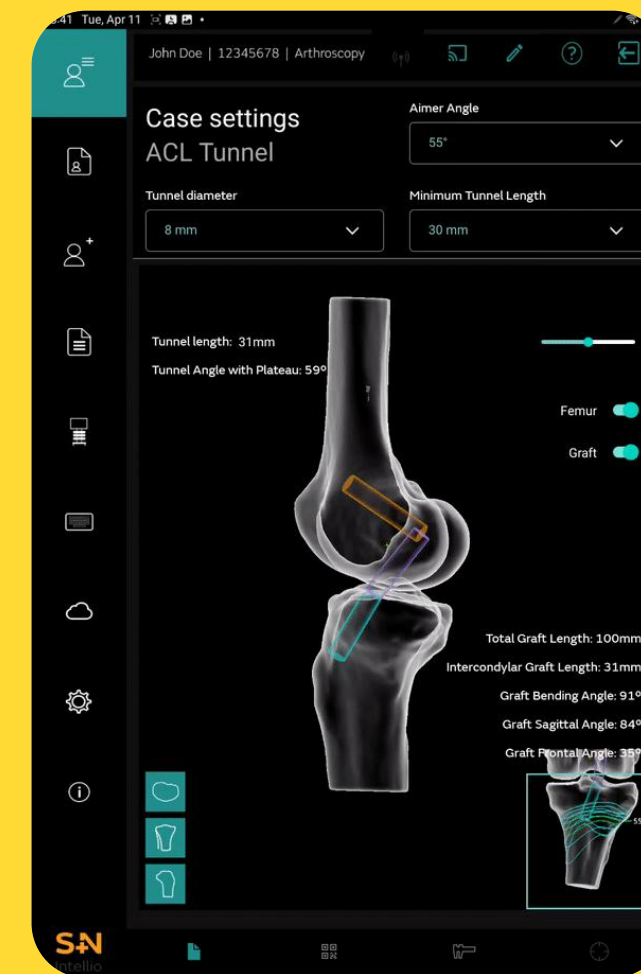


Empowering surgeons with smart visualisation and precision through real-time, personalised arthroscopy

Status Quo: Manual, analogue tools, basic images



The Future: Digital, dynamic, augmented reality



As a new category in Sports Medicine, Spatial Surgery aims to remove the constraints of traditional arthroscopic techniques. TESSA delivers real-time navigation that enables surgeons to operate outside conventional limits and see beyond the boundaries.

Patients at the center of everything

Chris:

“It enabled me to press rewind and take myself back to before the injury happened”



Nick:

“I've had three shoulder surgeries at this point, and this was the fastest recovery I've ever had”



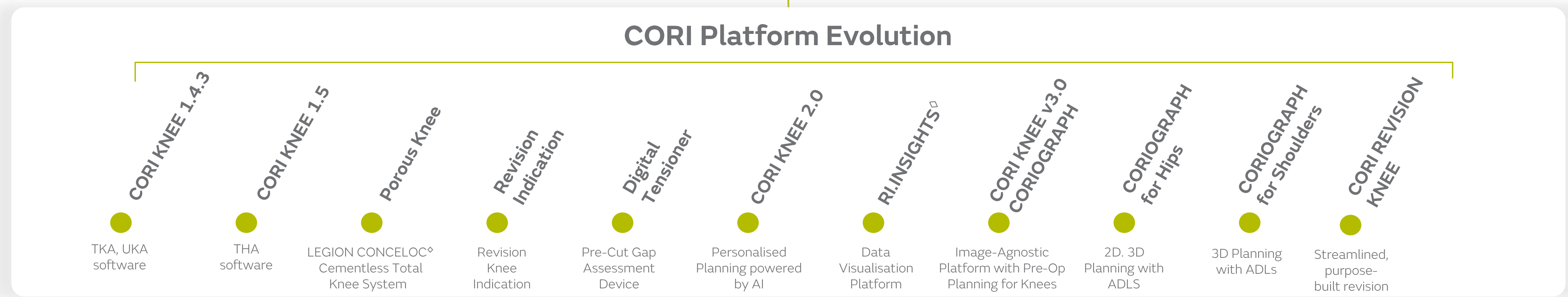
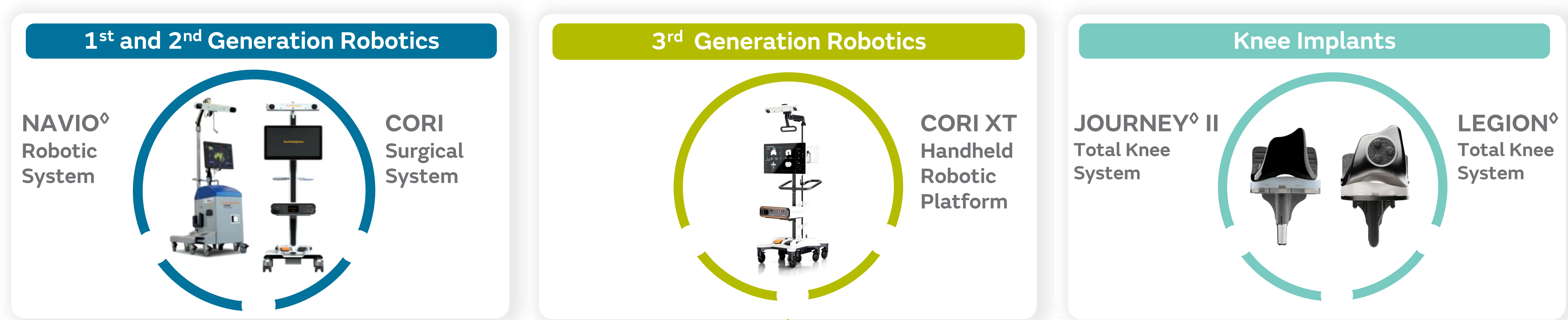
CORI Knee

Mayank Shandil, MBBS, MBA

SVP, Global Marketing
Orthopaedics



Journey of S+N innovation across Handheld Robotics and Knees



Evolving needs and trends in Knee surgery

Improving Patient Satisfaction

- 10-20% of Knee replacement patients not satisfied with outcome
- Alternative alignment techniques pushing the limits of implant design

Rapid Adoption of Technology

- Drive for a more personalised surgical approach tailored to patients
- Increased access to intra-op data and understanding of functional benefits

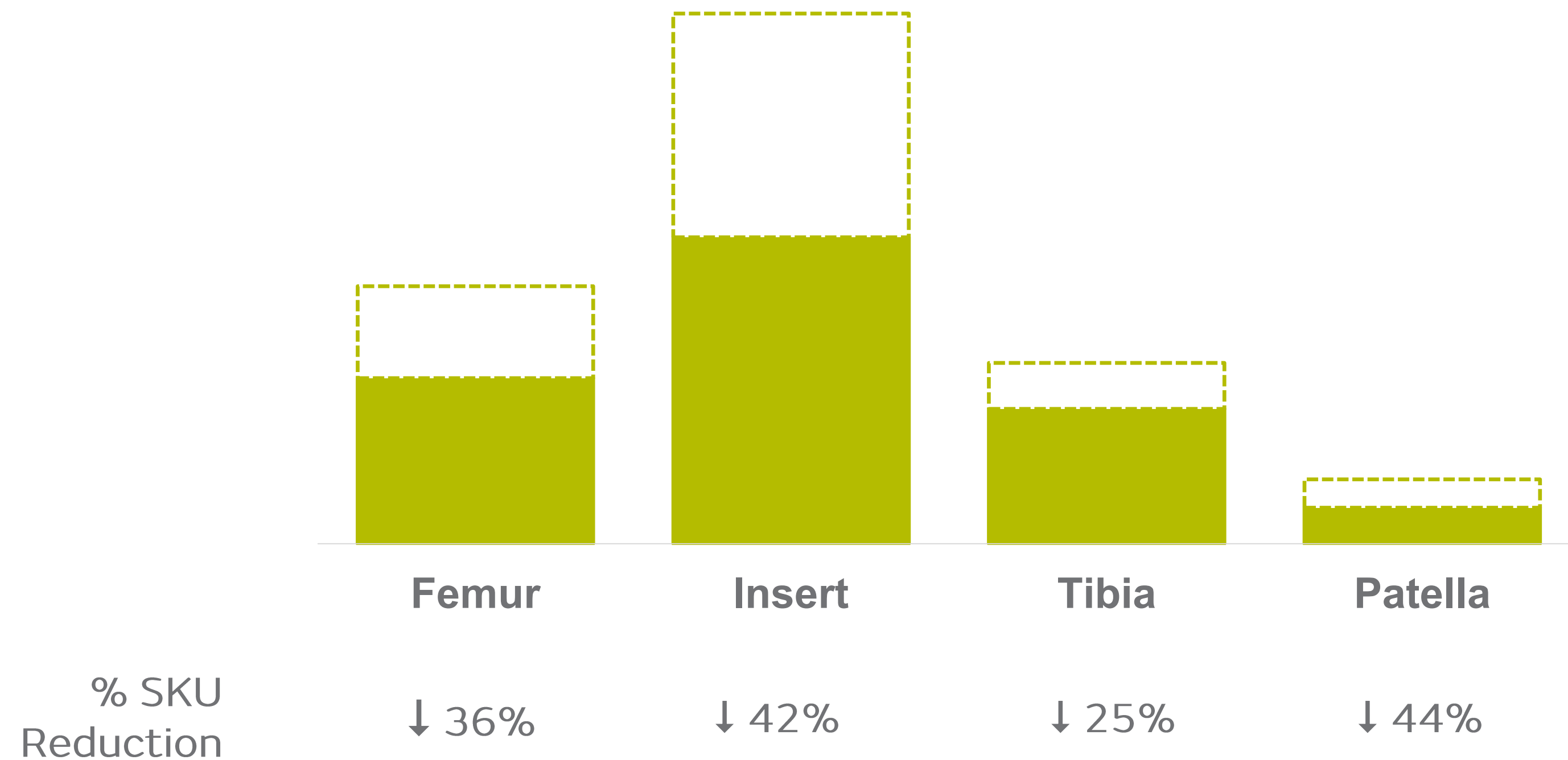
Site of Care Shift to ASC

- Emphasis on efficiency in the OR to increase patient throughput
- Less storage and sterilisation capabilities

- Shift to personalised alignment is revealing shortcomings in current implant designs
- CORI XT is uniquely positioned to meet evolving surgeon and patient needs

Executing plan to streamline primary Knee portfolio

Consolidating Primary Knee SKU footprint by nearly 40%



Strategic Portfolio Choices

- Reducing the number of Knee platforms
- One cemented and cementless Tibia across all brands
- Achieving the right portfolio mix for each market

Future Knee solution design priorities

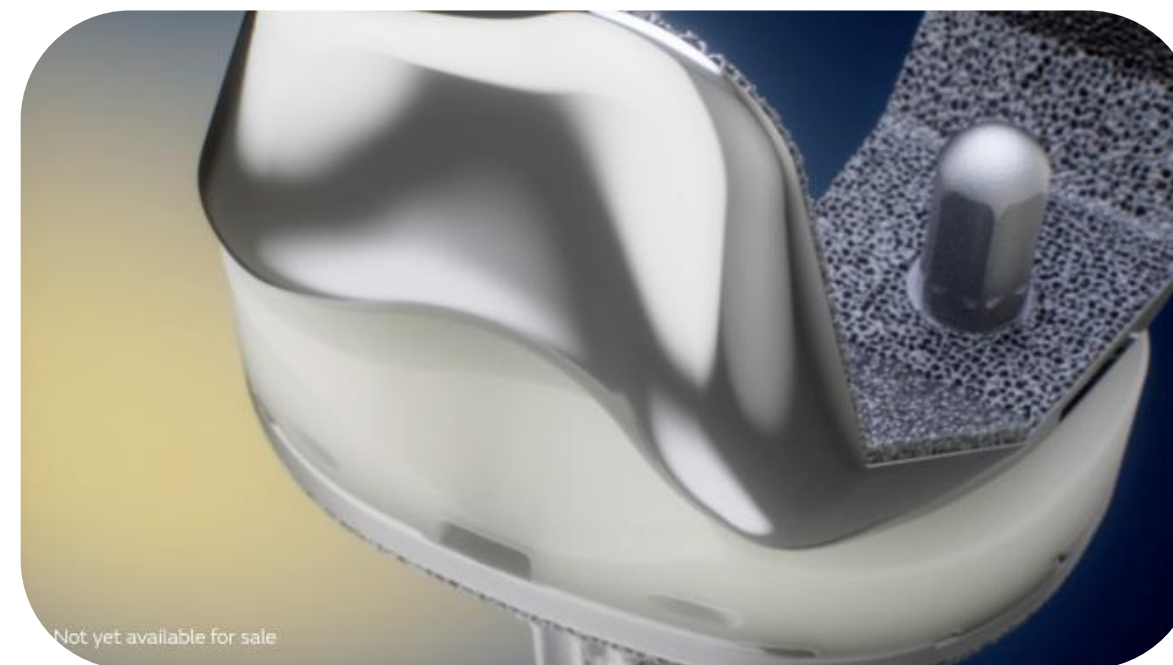
Personalisation

- Better fits the natural anatomy
- Optimise soft tissue tension and balance with CORI Digital Tensioner
- Designed for more natural patella function



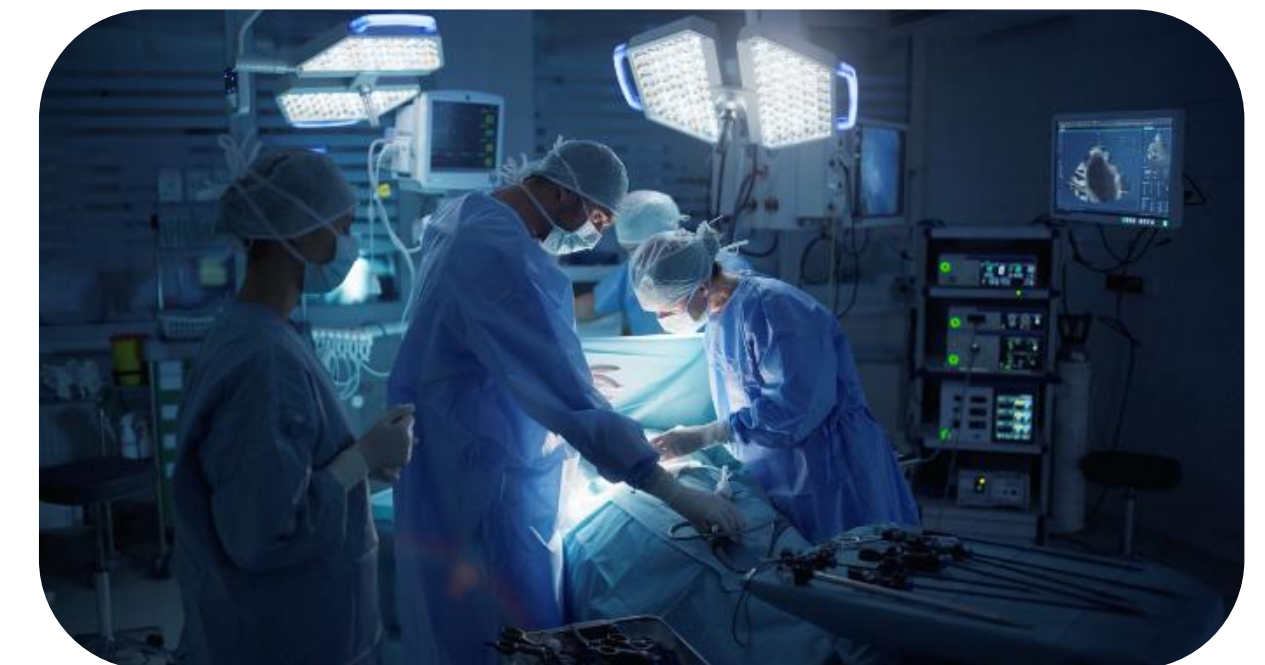
Performance

- Designed to restore normal knee motion
- Improved patient-specific outcomes and function
- Biologic ingrowth and fixation of 3D-printed CONCELOC Technology



Efficiency

- Streamlined and simplified instrumentation
- Efficient surgical flow with fewer steps
- Tailored design for ASC needs

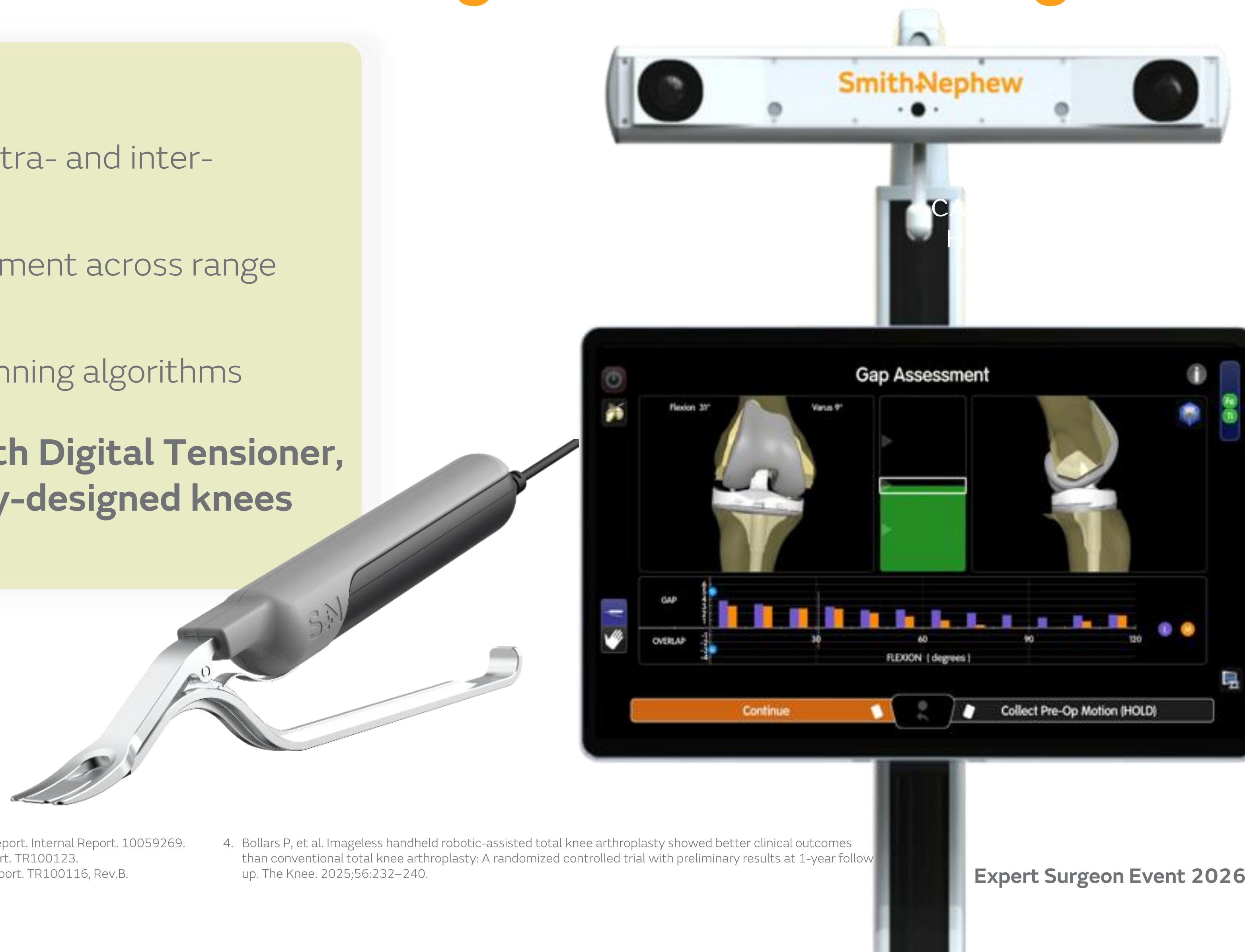


Personalisation: soft tissue balancing and alternative alignment

CORI Digital Tensioner

- Objective assessment reducing intra- and inter-surgeon variability¹
- Consistent and digitised measurement across range of motion²⁻³
- Opportunity to build AI based planning algorithms

Fewer soft tissue releases⁴ with Digital Tensioner, CORI System and anatomically-designed knees



Personalisation: simplify revision knees with robotics

A paradigm shift in Revision Knee arthroplasty

- Transforms a complex procedure into a reproducible, streamlined workflow, improving accuracy and reproducibility
- Visualise bone defects for personalised and automated augment planning
- Optimise implant placement to restore joint line and soft tissue balancing

Significantly reduces surgeon and staff workload, without compromise in performance¹



LEGION RK
Revision Knee System
With OXINIUM  Technology



CORI XT
Handheld Robotics Platform

CORI KNEE


LANDMARK Total Knee System¹

LANDMARK[◇]
Total Knee System



LANDMARK driven by patient specific alignment

Innovation that replicates the normal knee position, shape and motion



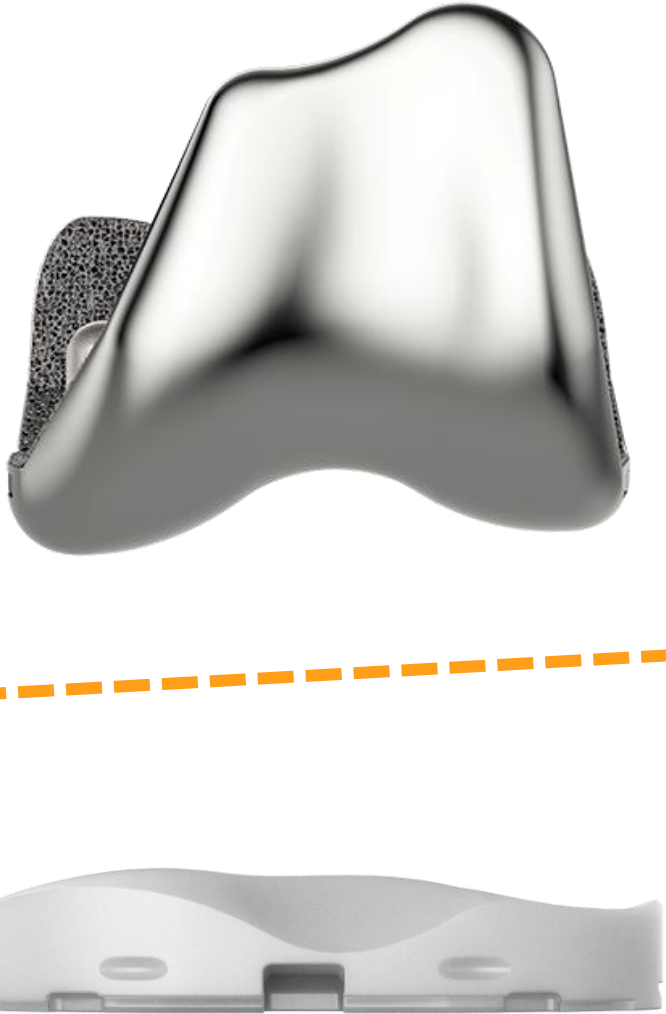
Asymmetric Femur

3° joint line

Asymmetric Tibia

Normal Knee

Detailed description: This panel shows the natural anatomy of a knee joint. The femur (thigh bone) is shown with an asymmetric shape, and the tibia (shin bone) is also asymmetric. A dashed orange line indicates a 3-degree joint line. The overall appearance is that of a normal, healthy knee.




Asymmetric Femur ✓

3° joint line

Asymmetric Tibia ✓

LANDMARK Knee System

Detailed description: This panel shows the LANDMARK Knee System components. The femoral component is asymmetric, matching the natural femur, and is marked with a checkmark. The tibial component is also asymmetric, matching the natural tibia, and is also marked with a checkmark. A dashed orange line indicates a 3-degree joint line, replicating the normal knee's alignment.



Symmetric Femur ✗

0° joint line

Symmetric Tibia ✗

Conventional Knee design

Detailed description: This panel shows a conventional knee design. The femoral component is symmetric, marked with a red X. The tibial component is also symmetric, marked with a red X. A dashed red line indicates a 0-degree joint line, which does not replicate the normal knee's alignment.

Performance: LANDMARK provides a patella-friendly solution

Advanced patellofemoral design

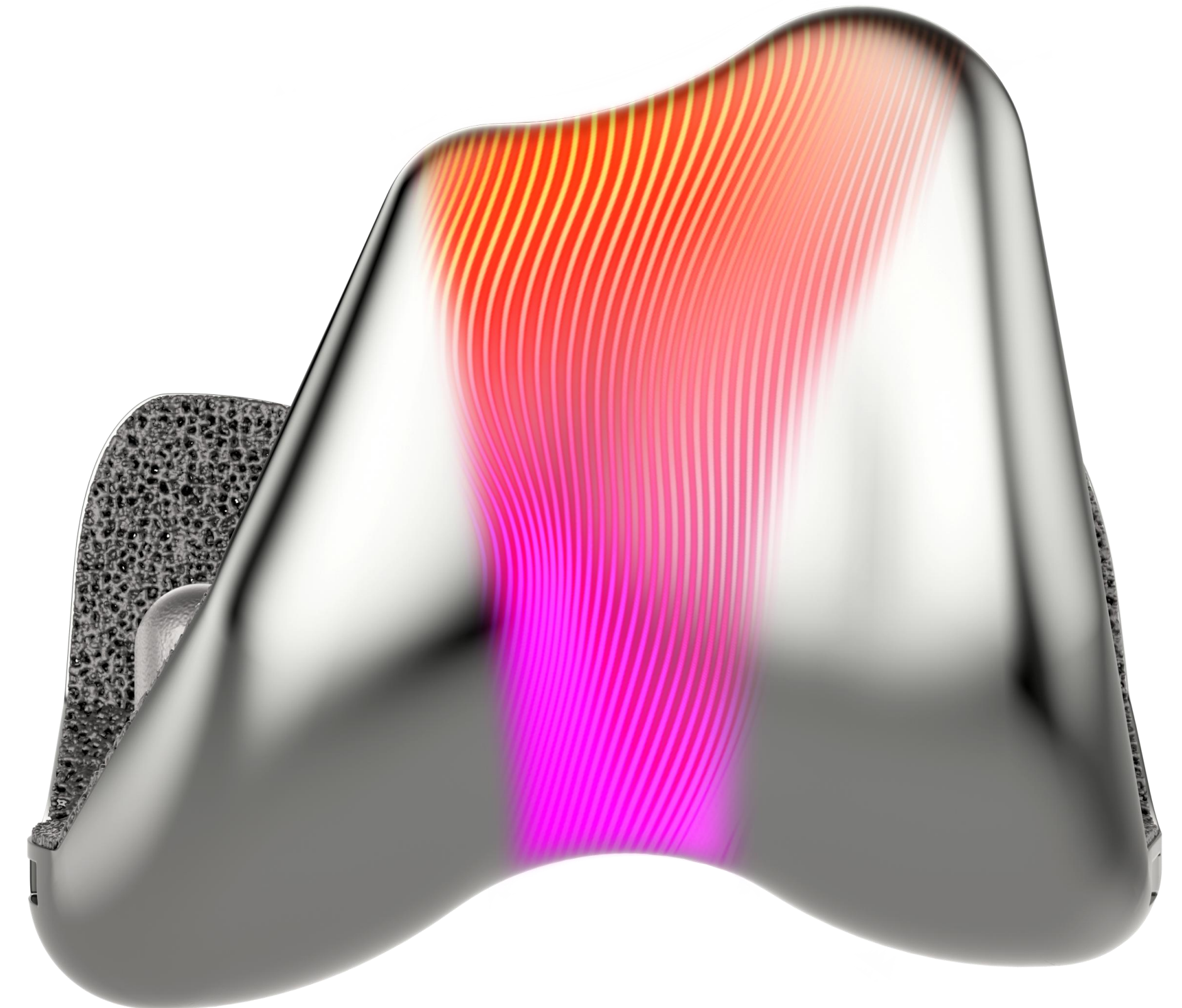
- The LANDMARK trochlear groove is designed to allow the patella to find its natural position and path throughout the range of motion

Restoration of patellofemoral kinematics

- CORI provides visualisation of patellar tracking throughout the range of motion

No rotational compromise

- Today's symmetric knee designs must abnormally rotate the implant to match the patient's anatomy - putting the patella in a compromised position



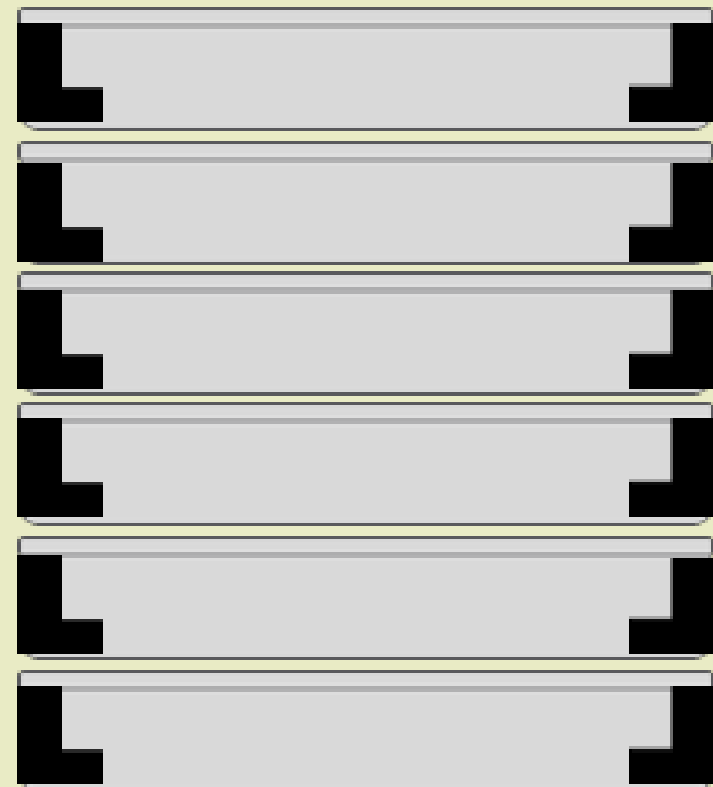
Efficiency: winning in the ASC

LANDMARK Knee System

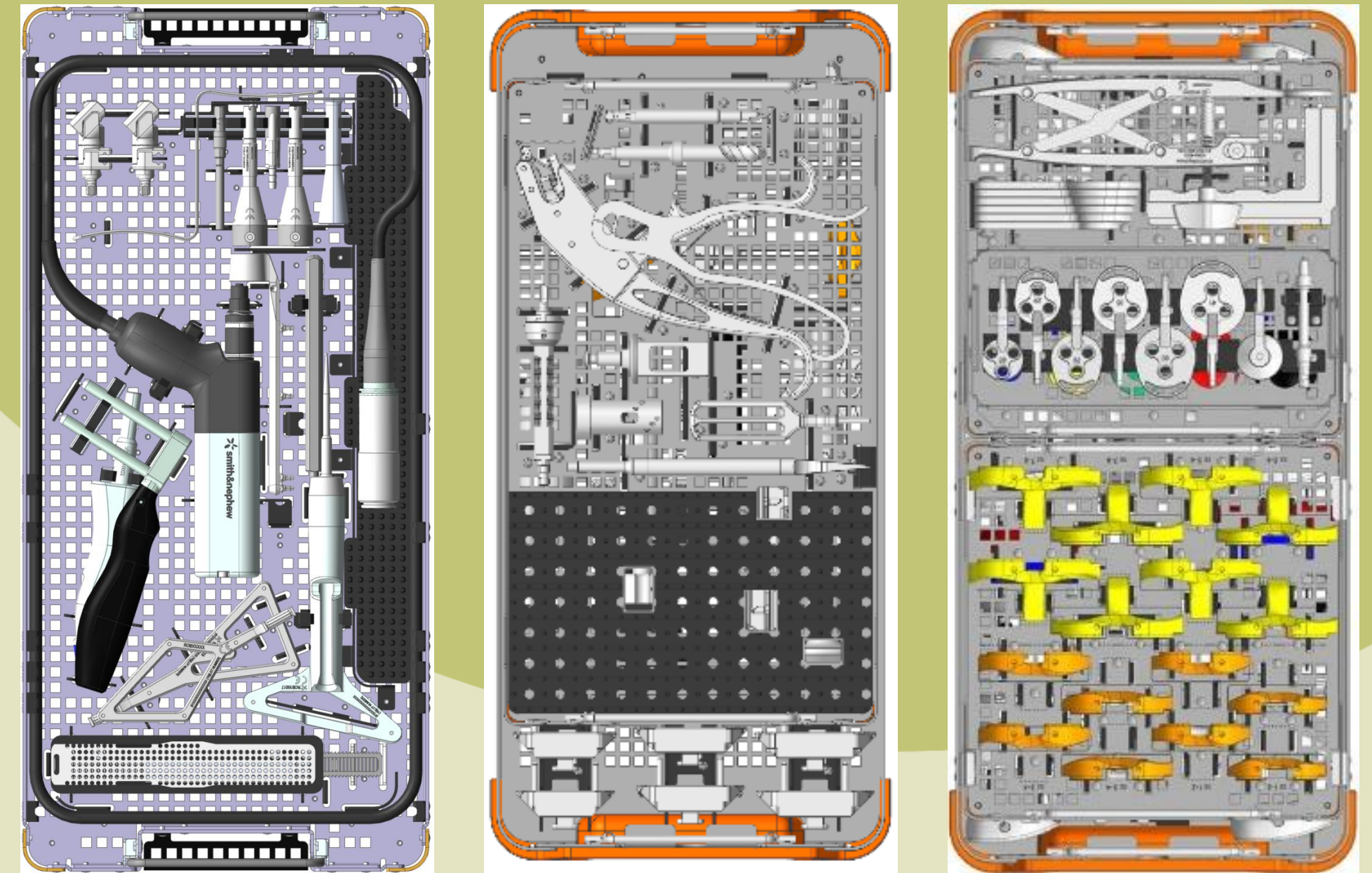
Up To
50%
Reduction

Competitor
Robotic TKA

LANDMARK
Robotic TKA



Efficient LANDMARK 3 Tray TKA

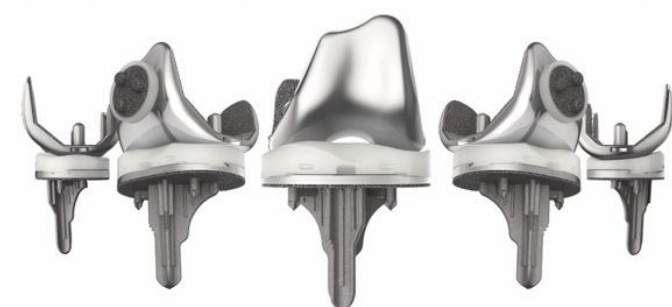


+ Natural design. Amplified.

Designed for natural fit and movement, a seamless workflow and the amplifying power of handheld robotics.



CORI KNEE
Robotic Knee Arthroplasty



LANDMARK
Total Knee System



CORIOGRAPH
Pre-Op Planning and
Modeling Services



CORI XT
Handheld Robotics Platform



Smith+Nephew

LANDMARK
Total Knee System

CORI XT | KNEE Robotics

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Pre-Op Planning

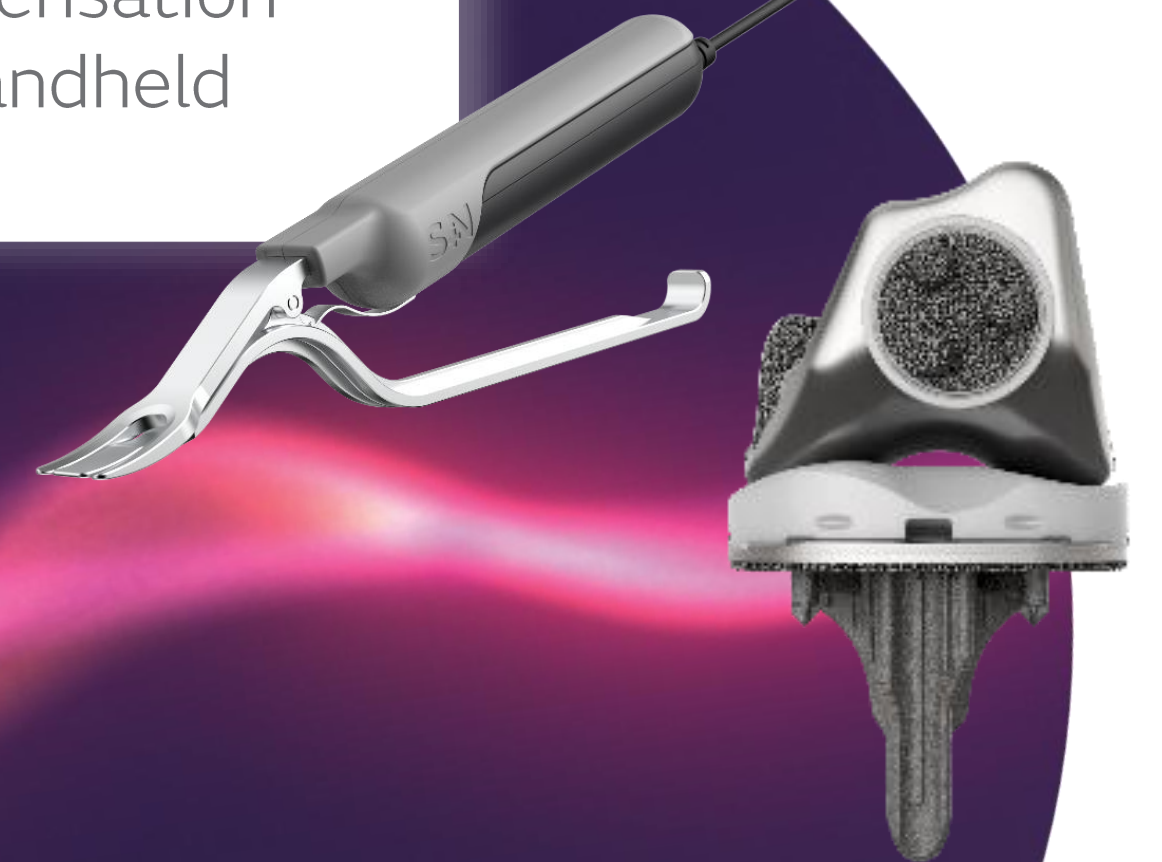


CORIOGRAPH
Pre-Op Planning Service for Knee
3D Knee Planning solution featuring image-agnostic capabilities (MRI, CT)



Intra-Op Execution

CORI KNEE
Partial to revision. Image-agnostic planning with pre-cut digital tensioning, patella characterisation and efficient handheld execution.



Data driven decision-making



CORI OUTCOMES
Allows surgeons to analyse and apply data insights and learnings from past cases to improve and refine upon.



ASC Value Proposition

Mayank Shandil, MBBS, MBA

SVP, Global Marketing
Orthopaedics



ASCs have unique needs, requiring a tailored approach

ASC Landscape



- Smaller Operating Rooms
- Lean staffing
- Increased requirements for PROMs reporting
- Evolving reimbursement landscape
- Limited capacity for sterile reprocessing
- De novo, retrofit, and facility expansion

>4000
US MSK ASCs

>10% CAGR
in ASC Hip and Knee arthroplasty
procedures projected over 3 years

Global Expansion
of the short-stay surgery model
into Canada, Europe, Australia

S+N ASC strategic framework aligns with customer priorities

Fully participating in our customers' success across the entire episode of care

PRE-OP

Planning & patient education
Case readiness & logistics
Workflow & staff prep

INTRA-OP

Enabling tech & instrumentation
Reliable surgical solutions
Procedural support in OR

POST-OP

Recovery & rehab pathways
Outcomes monitoring
Patient engagement & follow-up



Delivering solutions to drive efficiency and procedural growth in ASCs

Above market
ASC penetration in both
Knees and Hips

40%
of CORI Robotic systems
placed in ASCs in 2025



- Robotics well aligned with ASC needs
- Best in class tray efficiency
- S+N portfolio & procedural strength
- Solutions to help ASCs unlock value
- Re-wiring our commercial model to serve ASC customers

Robotics well aligned with ASC needs



CORI
Surgical
System



S+N is the Pioneer in Handheld Robotics

- Places control in surgeons' hands



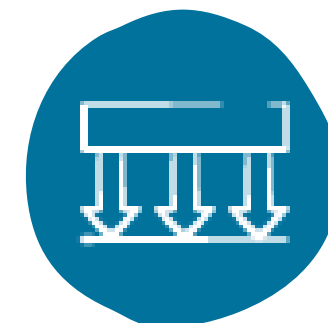
One Platform For All Large Joints

- Robotically enabled Knees, Hips, Shoulders
- A right-to-win with strong ASC installed base



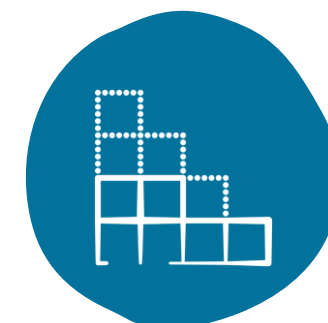
Ideal Size & Mobility for ASC ORs

- Moves easily between rooms
- Quick case turn-around
- Leaner platform configuration



Lower Cost of Ownership

- Fewer robots to serve more ORs
- Lower acquisition cost
- Flexible deployment models



Platform Capabilities

- Data integration to expand value

Unique solutions to elevate patient outcomes and optimise ASC performance

Drive Patient Engagement & PROMs Reporting



- Tailored patient education
- Manages and directs patient recovery
- Collects patient reported outcomes (PROMs) for CMS Compliance

Integrated patient engagement tool

Optimise Business Performance



- Real-time operational metrics to optimize performance
- Actionable analytics to benchmark, reduce costs
- Connects with OR and EMR systems

Analytics to Help ASCs unlock value

Data across the patient journey to optimise site of care

Best in class tray configuration, driving operational efficiency

Streamlined instrument trays across Knees, Hips, and Shoulder

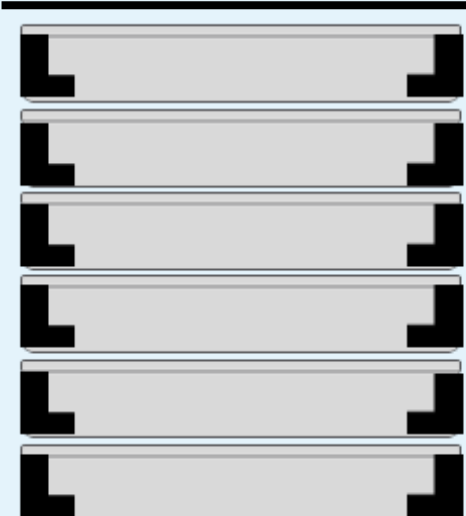
Optimises efficiency of OR space, procedure reprocessing, and staff workload



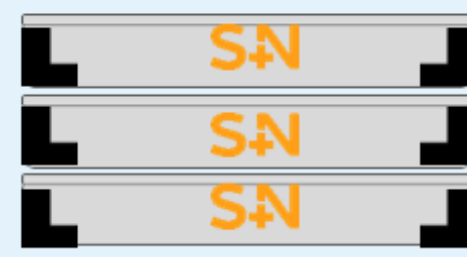
LANDMARK Knee System

Up To
50%
Reduction

Competitor
Robotic TKA



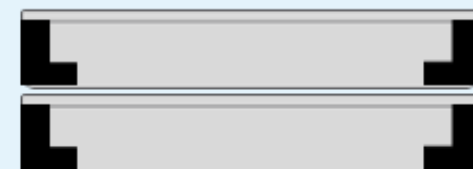
LANDMARK
Robotic TKA



CATALYSTEM Hip System

Up To
50%
Reduction

Competitor
Manual Hip



CATALYSTEM
Manual Hip



AETOS Shoulder System

Up To
70%
Reduction

Competitor
Manual Shoulder



AETOS
Manual TSA









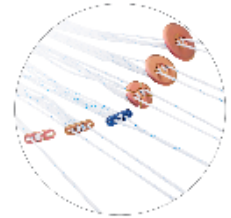



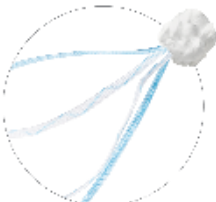








Portfolio strength and procedural leadership anchors our strategy

S+N
Orthopaedics

S+N
Sports Med

S+N

	Knees	Hips	Shoulders	Enabling Technologies
S+N Orthopaedics	<p>Knee Arthroplasty </p> <p>Knee Tensioner </p>	<p>Hip Arthroplasty </p> <p>Robotic Reamer </p>	<p>Shoulder Arthroplasty </p> <p>Shoulder Execution </p>	<p>CORI Robotics Platform </p> <p>CORIOGRAPH Pre-Op Planning </p>
S+N Sports Med	<p>Ligament Repair </p> <p>Meniscal Repair </p> <p>Cartilage Repair </p>	<p>Hip Capsule Repair </p> <p>Labral Repair </p> <p>Gluteus Medius Repair </p>	<p>Rotator Cuff Repair </p> <p>Instability Repair </p>	<p>Arthroscopic Tower </p> <p>TESSA Surgical Navigation </p> <p>Patient Positioning </p>

Intentional commercial model to accelerate ASC business

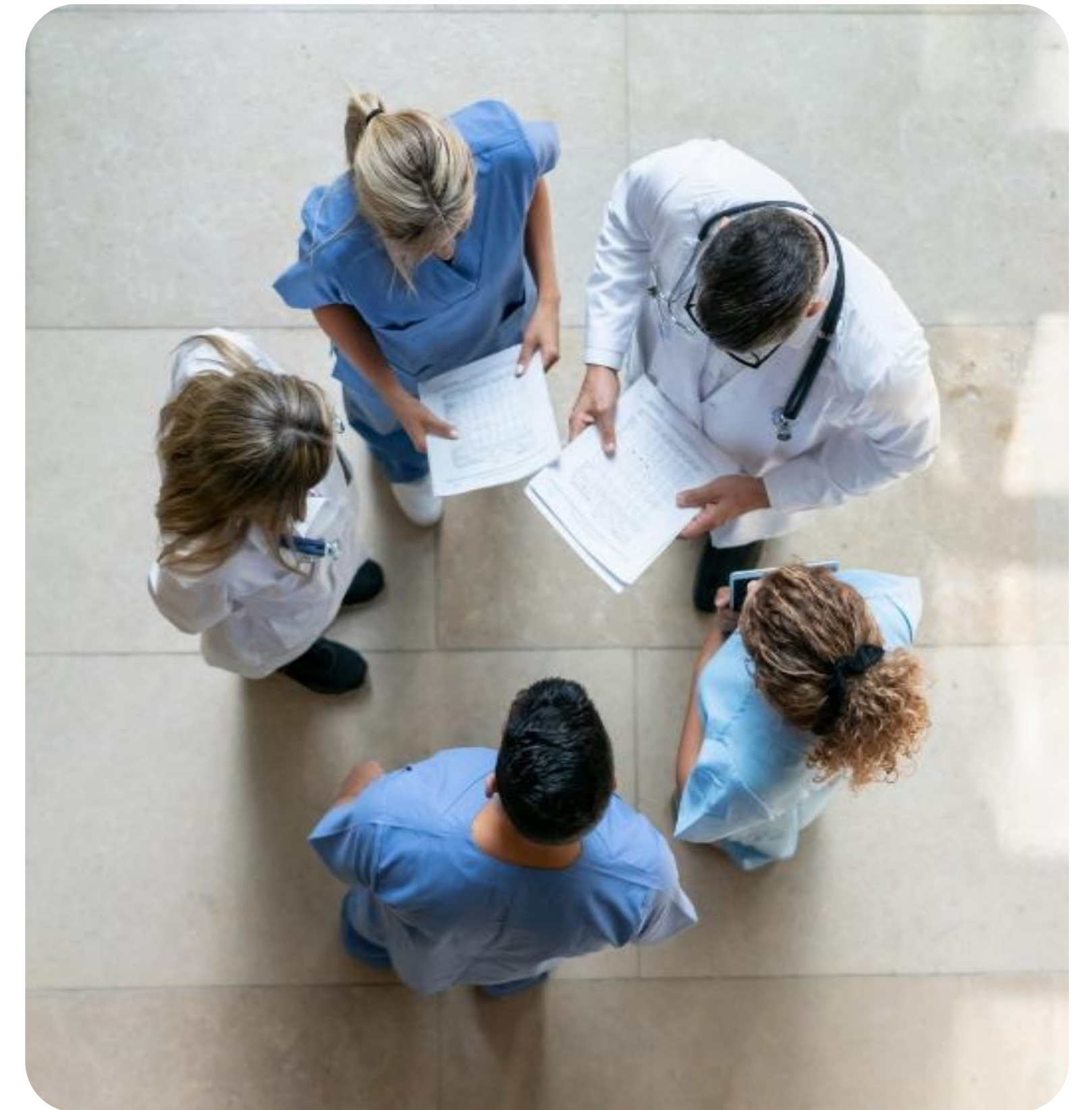
Reshaped commercial model with new leadership & focused structure

Dedicated ASC Team for a single point of contact

Flexible deployment models

Enhanced ASC offering through strategic partnerships

Leveraging expertise for leadership in growing international short stay markets



Shoulder Arthroplasty

Scott Gunn

VP, US Commercial Marketing
Trauma, Extremities, Shoulder



Shoulder Arthroplasty: A Decade of Transformation

\$2bn

Global shoulder arthroplasty segment

9%

Shoulder arthroplasty segment growth*

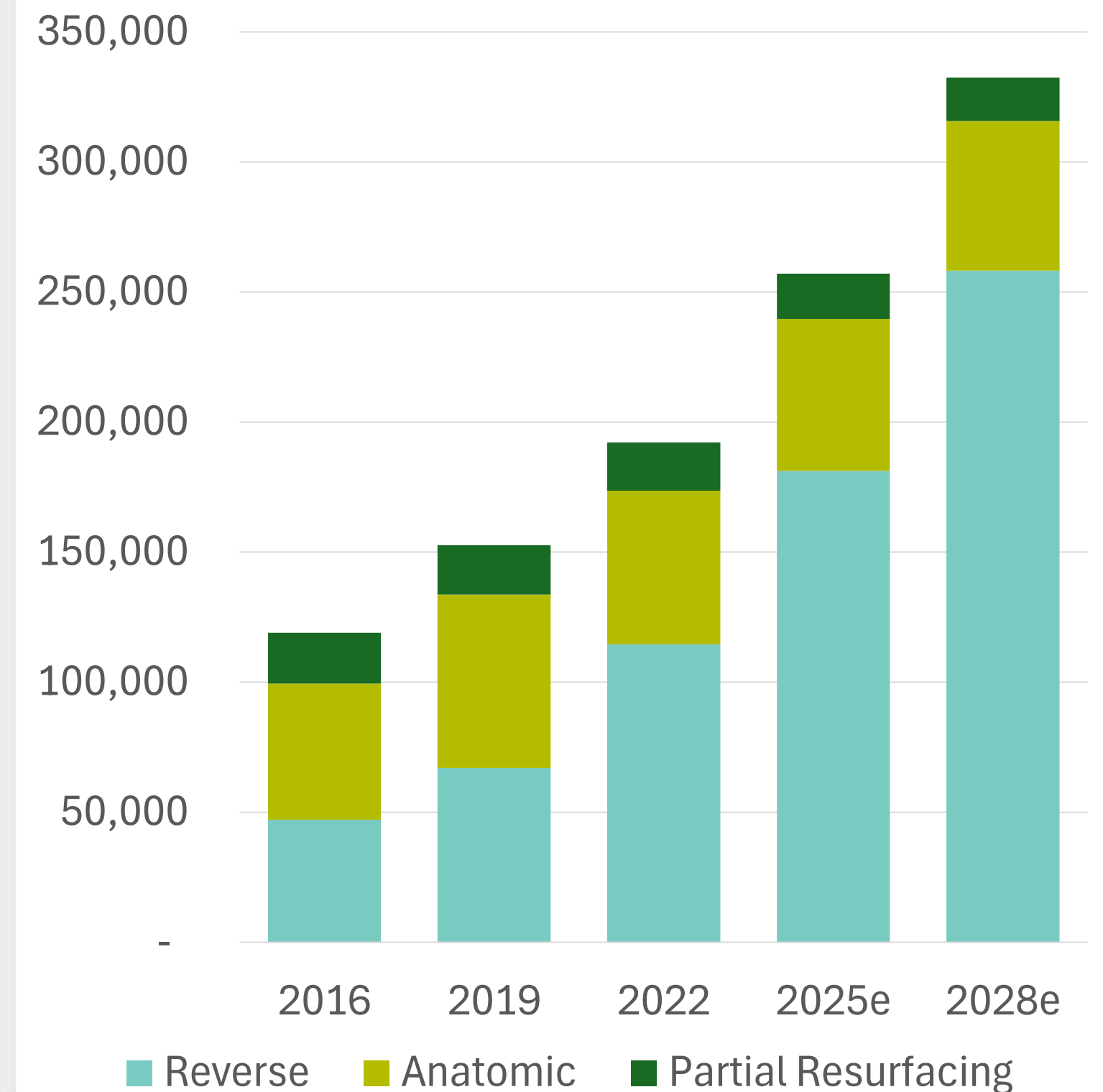
Market Growth and Evolution driven by expanded clinical indications and aging populations.

Reverse shoulder arthroplasty has grown from 29% to over 70% of shoulder arthroplasty cases in recent years with expanded treatment options

Technological Innovations and integration of 3D imaging, preoperative planning software, and robotics is reshaping surgical procedures in shoulder arthroplasty.

Ecosystem and Operational Shifts has moved to software integration, workflow efficiency, and outpatient care models enhancing overall treatment value.

US Shoulder Arthroplasty Procedures¹



Shoulder Arthroplasty Anatomy and Treatment Options

Anatomic Shoulder



Anatomic Shoulder Arthroplasty

- Glenohumeral Osteoarthritis
- Inflammatory Arthritis
- Avascular Necrosis
- Post Traumatic Arthritis
- Healthy Rotator Cuff

Reverse Shoulder Arthroplasty

- Rotator Cuff Arthropathy
- Massive Irreparable Rotator Cuff Tear
- Complex Proximal Humeral Fractures
- Severe Glenoid Bone Loss

Reverse Shoulder



Journey of S+N Shoulder Innovation

TITAN Shoulder System



AETOS Shoulder System



CORI Shoulder



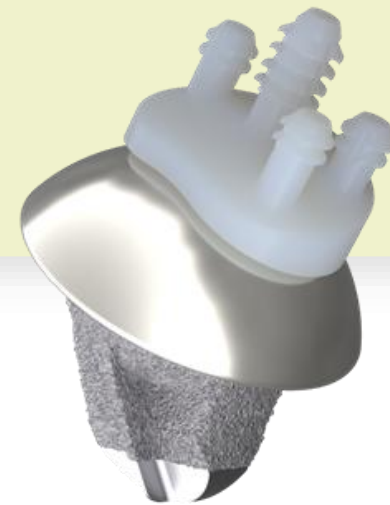
Shoulder Evolution



Evolving needs and trends in Shoulder surgery

Shift to Short Stem and Stemless

- Surgeons are increasingly focused on bone preservation, revision options, and reducing risks or stress shielding
- Alternative alignment techniques pushing the limits of implant design



Site of Care Shift to ASC

- Emphasis on efficiency in the OR to increase patient throughput
- Less storage and sterilisation capabilities



Rapid Adoption of Technology and Advanced Materials

- Increased use of preoperative planning
- Precise and personalised positioning through robotics and AR/MR



- **AETOS Shoulder System and CORI Shoulder are uniquely positioned to meet evolving surgeon and patient needs**

AETOS Shoulder System

Elegant Design, Elevated Experience

The Difference a Shape Makes

- Design-Driven Bone Engagement Advantages, to load and preserve bone
- Cruciform design offers rotational stability advantages in patients with osteoporotic bone
- Stability linked to engagement of higher density bone



System Efficiencies

- Single shoulder platform supporting both AETOS Meta Stem, Stemless, aTSA, and rTSA
- Transition from Stemless to Meta Stem fixation within the same platform bone preparation
- Standard glenoid and augmented glenoid components captured within same tray
- Compatibility between Titan and AETOS Shoulder Systems

Asset Optimisation

- 67% Reduction in Implant Inventory*
- 70% Reduction in Trays required to be sterilized, set and stored*
- 67% reduction in weight of instrument trays*

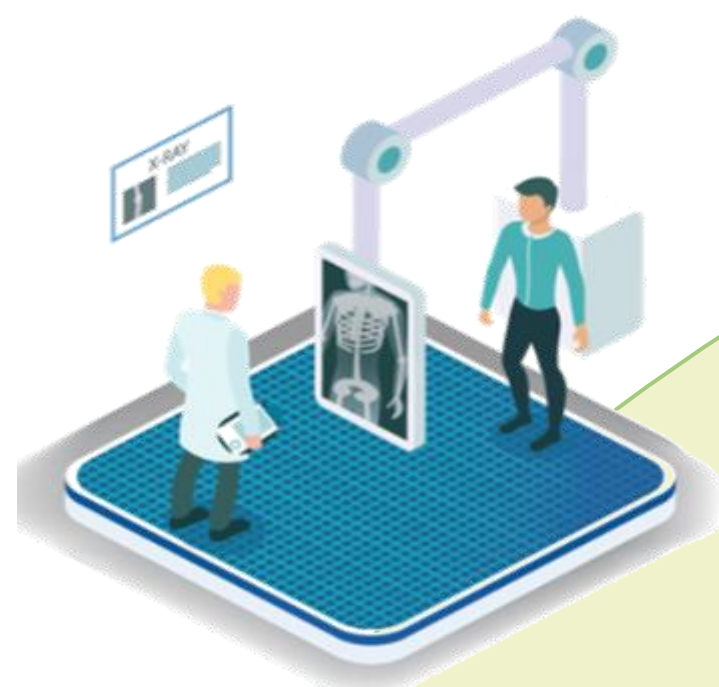


CORI Shoulder Handheld Robotics

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Intra-Op Execution

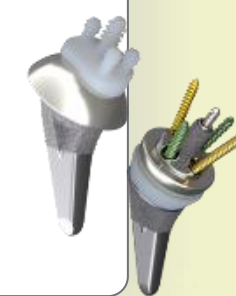
Pre-Op Planning



Shoulder CORIOGRAPH
CT Based 3D Shoulder
Planning solution



CORI SHOULDER
Humeral and Glenoid
execution for both
anatomic and reverse
shoulder arthroplasty



Data driven decision-making

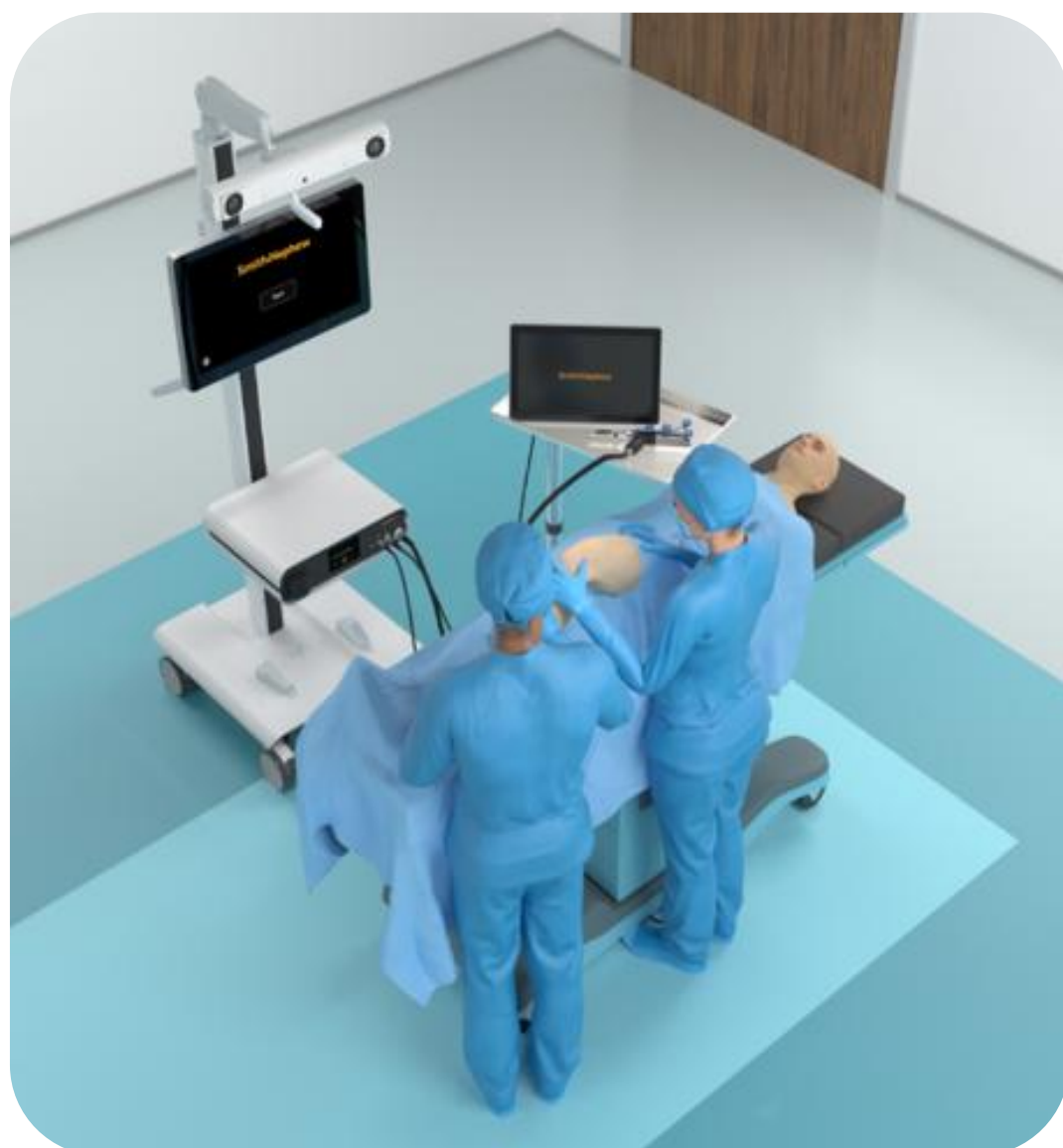


RI.INSIGHTS
Allows surgeons to analyse
and apply data insights and
learnings from past cases to
improve and refine upon.



RI.INSIGHTS
Data Management Platform

CORI SHOULDER Advantage



Smith+Nephew

CORI 
Surgical System

Competitor A

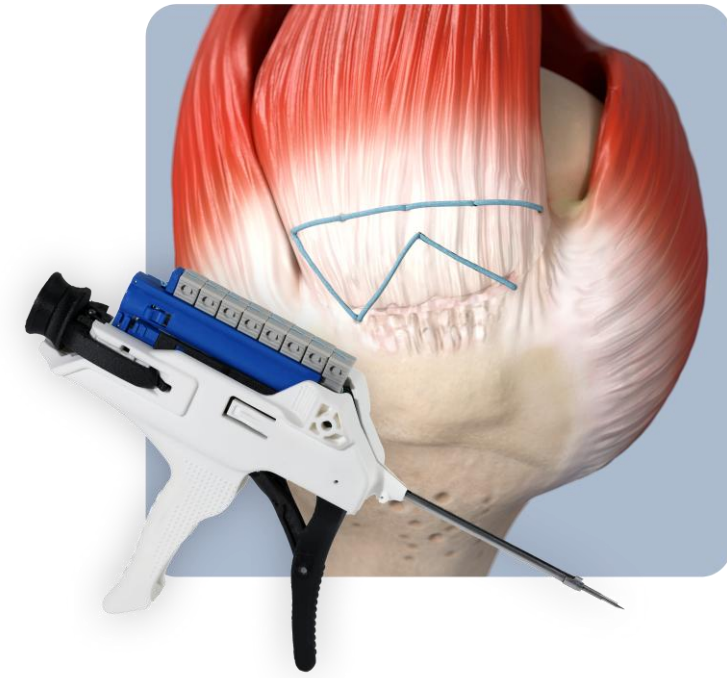
Competitor B

	S+N	Competitor A	Competitor B
Robotic Execution	Humerus + Glenoid	Glenoid Only	Humerus + Glenoid
Procedures	Anatomic + Reverse	Reverse Only	Anatomic + Reverse
Form Factor	Handheld Portable	Large Robotic Arm	Large Robotic Arm
Tray Count	3 Tray	10+ Trays	8 Trays
ASC Fit	High	Limited	Limited



*compared to Mako™ and ROSA
1. Smith+Nephew 2020. Comparison of operating room footprint for robotic-assisted knee arthroplasty systems. Internal Report. EO.REC.PCS015.002.v1.

A Simple & Powerful Shoulder Portfolio



Tendon Seam

Novel and disruptive **biomechanical repair**

REGENETEN

Market leading **biological augmentation**



Q-FIX[◇] KNOTLESS/ OSTEOCONNECT[◇]

Market leading **instability solutions**



CORI+AETOS

Elegant and personalised **implant and enabling tech**



Advanced Biomechanics + Proven Biologics + Innovative Solutions = Improved Patient Outcomes

Together, these products equip surgeons with a highly innovative, clinically driven portfolio focused on improving patient outcomes



Q&A



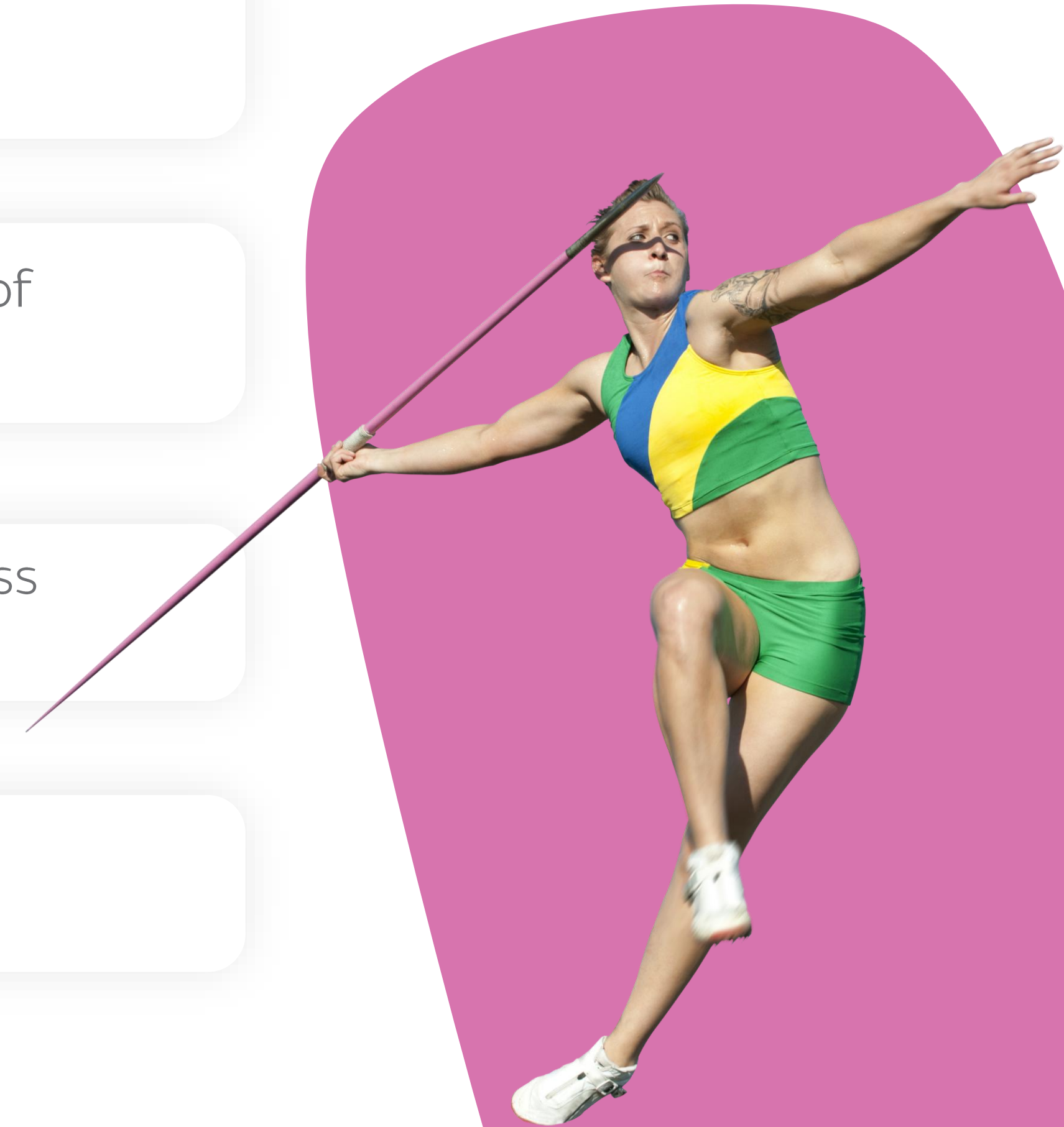
Wrap Up

Deepak Nath Ph.D.
Chief Executive Officer



Key messages

- + We deliver innovation supported by real-world clinical validation, combining advanced technology with everyday surgical practice
- + Innovation is a core driver of our growth with a strong and sustained cadence of launches over the next 3-5 years
- + We have a broad, differentiated portfolio addressing unmet clinical needs across all business units and providing multiple drivers for growth
- + This underpins RISE and gives us confidence in accelerating our growth and improving returns



Appendix

The patient and clinician testimonials depicted in this presentation represent the individual's own opinions, findings, beliefs, and/or experiences. Individual results will vary. The clinicians featured in this presentation were compensated by Smith+Nephew for their time.

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