

# Investor Presentation

## November – December 2025



**Smith+Nephew**

# Forward looking statements and non-IFRS measures

This document may contain forward-looking statements that may or may not prove accurate. For example, statements regarding expected revenue growth and trading profit margins, market trends and our product pipeline are forward-looking statements. Phrases such as "aim", "plan", "intend", "anticipate", "well-placed", "believe", "estimate", "expect", "target", "consider" and similar expressions are generally intended to identify forward-looking statements. Forward-looking statements involve known and unknown risks, uncertainties and other important factors that could cause actual results to differ materially from what is expressed or implied by the statements. For Smith+Nephew, these factors include: economic and financial conditions in the markets we serve, especially those affecting healthcare providers, payers and customers; price levels for established and innovative medical devices; developments in medical technology; regulatory approvals, reimbursement decisions or other government actions; product defects or recalls or other problems with quality management systems or failure to comply with related regulations; litigation relating to patent or other claims; legal compliance risks and related investigative, remedial or enforcement actions; disruption to our supply chain or operations or those of our suppliers; competition for qualified personnel; strategic actions, including acquisitions and dispositions, our success in performing due diligence, valuing and integrating acquired businesses; disruption that may result from transactions or other changes we make in our business plans or organisation to adapt to market developments; relationships with healthcare professionals; reliance on information technology and cybersecurity; and numerous other matters that affect us or our markets, including those of a political, economic, business, competitive or reputational nature. Please refer to the documents that Smith+Nephew has filed with the U.S. Securities and Exchange Commission under the U.S. Securities Exchange Act of 1934, as amended, including Smith+Nephew's most recent annual report on Form 20-F, for a discussion of certain of these factors. Any forward-looking statement is based on information available to Smith+Nephew as of the date of the statement. All written or oral forward-looking statements attributable to Smith+Nephew are qualified by this caution. Smith+Nephew does not undertake any obligation to update or revise any forward-looking statement to reflect any change in circumstances or in Smith+Nephew's expectations. The terms 'Group' and 'Smith+Nephew' are used for convenience to refer to Smith & Nephew plc and its consolidated subsidiaries, unless the context requires otherwise.

Certain items included in 'trading results', such as trading profit, trading profit margin, trading attributable profit, tax rate on trading results (trading tax expressed as a percentage of trading profit before tax), Adjusted Earnings Per Ordinary Share (EPSA), trading cash flow, free cash flow, trading profit to trading cash conversion ratio, leverage ratio, and underlying revenue growth are non-IFRS financial measures. The non-IFRS financial measures in this announcement are explained and, where applicable, reconciled to the most directly comparable financial measure prepared in accordance with IFRS in our Second Quarter and Half Year 2025 Results announcement dated 5 August 2025.

◇ Trademark of Smith+Nephew. Certain marks registered in US Patent and Trademark Office.



**1856**  
**Smith+Nephew**  
**established**

**1856-1896**  
Thomas James Smith opened a chemist shop in Hull, UK and develops a new method for refining cod liver oil. In 1896 Horatio Smith entered a partnership with his uncle forming TJ Smith & Nephew



**1914**  
Days after the outbreak of WW1, we received an order to provide surgical and field dressing supplies to French army within 5 months



**During WW1, staff grew from 50 to 1,200**



**1928**  
We produced an experimental bandage Elastoplast™



**1995**  
Acquired Acufex Microsurgical Inc, making us a market leader in arthroscopic surgical devices



**1986**  
Key acquisitions of Richards Medical in Memphis, specialists in orthopaedic products and DYONICS, an arthroscopy specialists based in Andover



**1937**  
We developed a special low-temperature plaster for the Everest climbers on the 1953 expedition. It enabled them to send back camera films, sealed and airtight!



**1937**  
We were listed on the London stock exchange



**1995**  
We were listed on the New York Stock Exchange and in 2001 became a constituent member of the UK FTSE-100 index



**2001**  
Introduced OXINIUM®, a new material that improves performance and increases the service life of total joint replacement systems



**2011**  
PICO®, the first pocket-sized, single-use system, revolutionizes the negative pressure wound therapy market



**2013**  
JOURNEY® II BCS sets a new standard in knee implant performance, designed to empower patients



**2019**  
Expanding in technologies of the future, we acquired:

- Osiris Therapeutics
- Ceterix Orthopaedics
- Leaf Patient Monitoring System
- Brainlab Orthopaedic Joint Reconstruction Business



**2017**  
Acquired tissue regeneration developer Rotation Medical



**2015**  
Acquired Blue Belt Technologies securing a leading position in orthopaedic robotics-assisted surgery



**2014**  
Acquired Arthrocare Corp. to expand our sports medicine portfolio



**2020**  
Acquired Tusker Medical Inc. to expand even more our ENT medicine portfolio



**2020**  
Launched Real Intelligence and CORI® Surgical System; next generation handheld robotics platform



**2021**  
Launched SMART TSF Circular Fixator; WEREWOLF® FASTSEAL® 6.0 and LEGION CONCELOC; FAST-FIX FLEX Meniscal Repair System; INTELLIO Connected Tower



**2024**  
Acquired CartiHeal developer of novel technology for cartilage regeneration



**~17,500 employees over 100 Countries**



**Today**

We exist to restore people's bodies and their self-belief by using technologies to take the limits off living. We call this purpose "Life Unlimited"

# 100

**Smith+Nephew** is a portfolio medical technology business that has been trading for over 160 years, and operates in more than 100 countries

## FTSE 100

A constituent of the UK's FTSE 100, with ADRs traded on the New York Stock Exchange

## Shares

S+N has a progressive dividend policy, and has paid a dividend every year since 1937

## \$5.8bn

Annual sales in 2024 were \$5.8 billion

## ~17,500

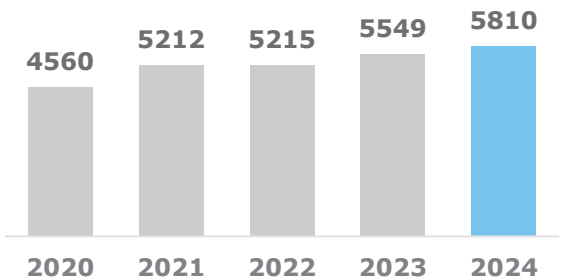
We have around 17,500 employees globally

# Our performance



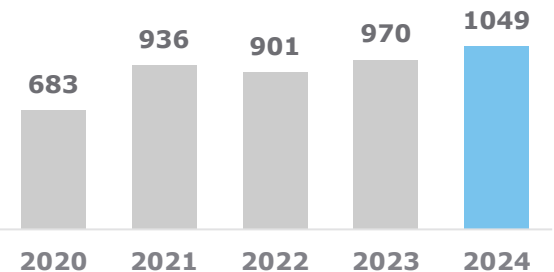
## Revenue

\$5,810m +5.3%\*



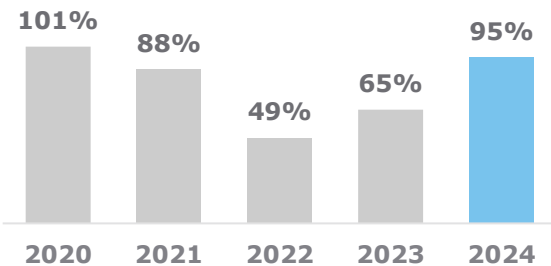
## Trading profit

\$1,049m 18.1% margin



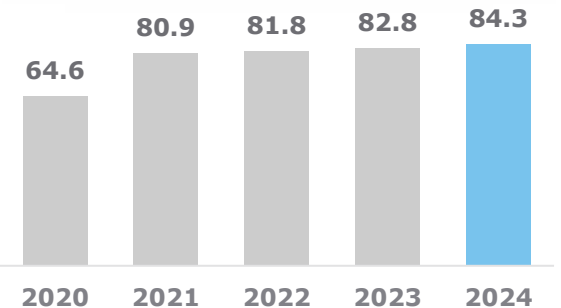
## Trading cash conversion

95%



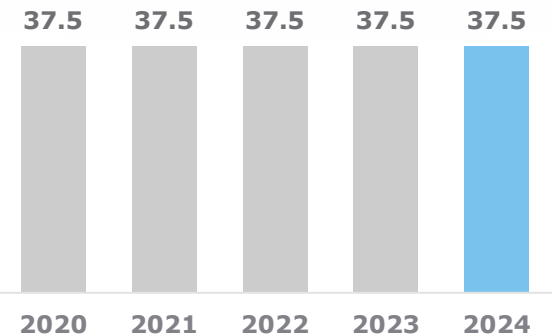
## Adjusted earnings per share (EPSA)

84.3¢



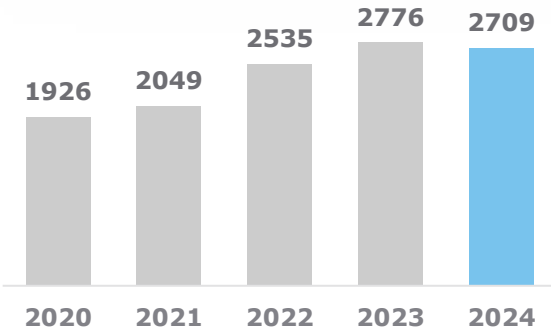
## Dividend per share

37.5¢\*\*



## Net debt

\$2,709m\*\*\*

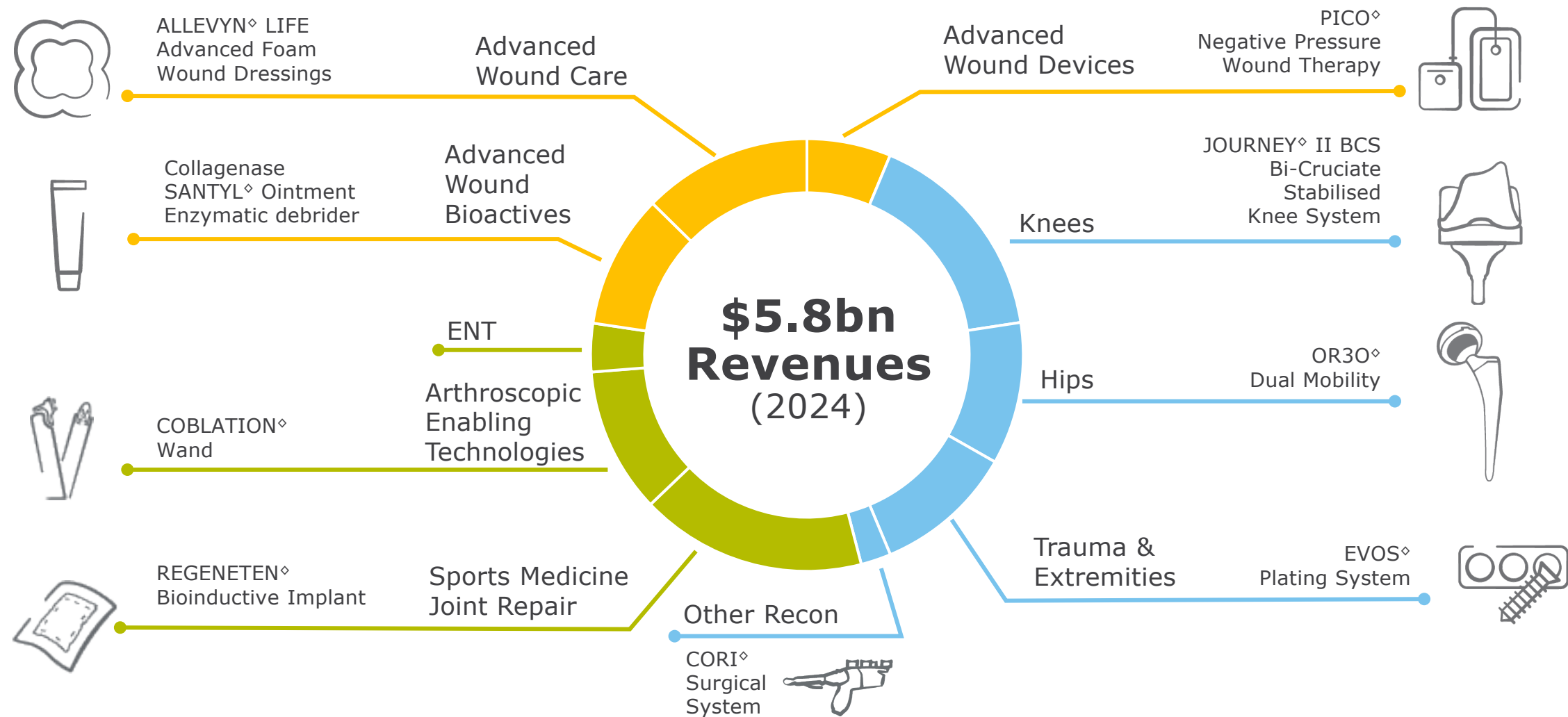


\* Underlying growth percentage after adjusting for the effect of currency translation, acquisitions and disposals.

\*\* Proposed dividend of 37.5¢

\*\*\* Net debt includes lease liabilities.

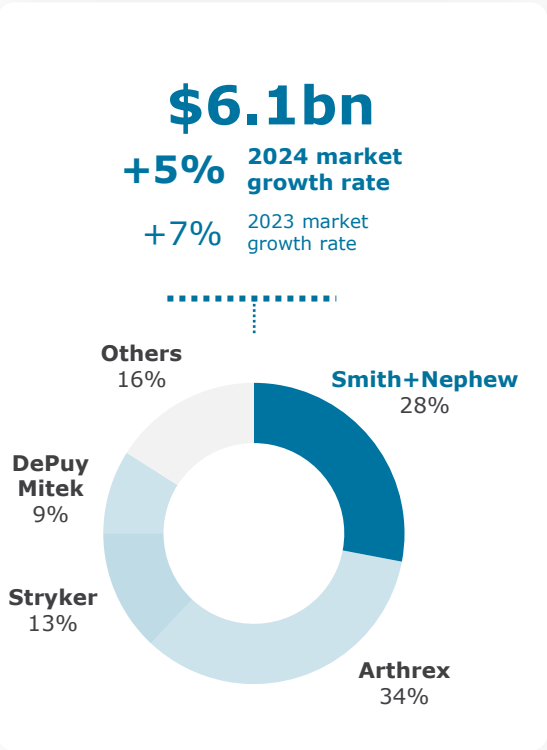
# A portfolio medical technology business



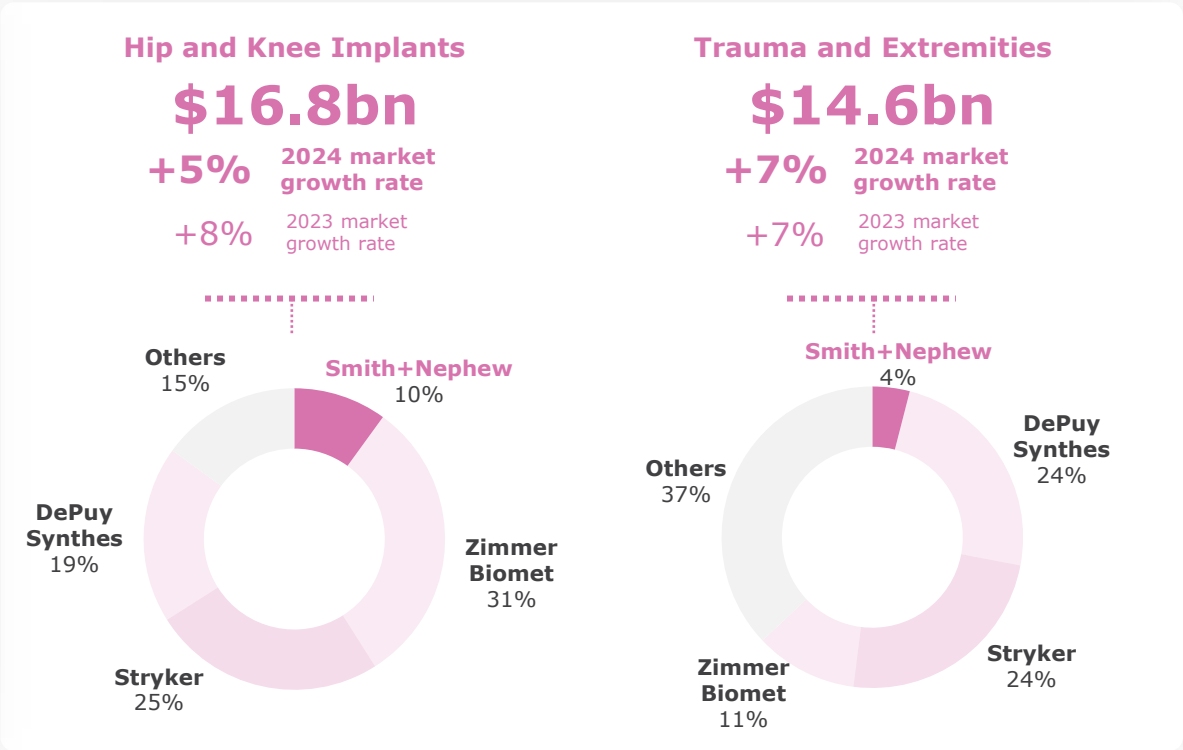
# Leading positions in attractive markets



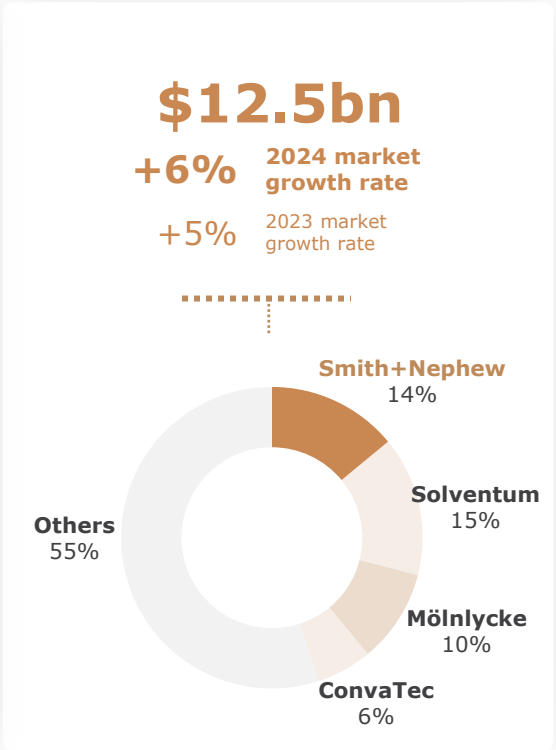
## Sports Medicine



## Orthopaedics



## Advanced Wound Management



**~4% Weighted Average Market Growth Rate**  
based on pre-COVID 2017-19 growth

All market sizes and shares are 2024 estimates. These are generated by Smith+Nephew, based on publicly available sources and internal analysis, and represent an indication of market shares and sizes.

# Solid long-term demand drivers intact



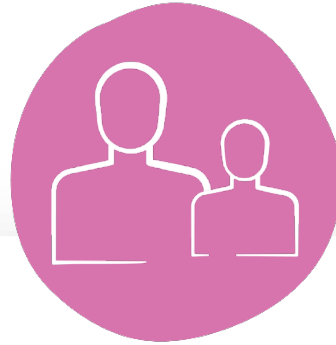
## **Prevalence**

Growth in lifestyle related health conditions



## **Lifestyle**

Higher levels of physical activity later in life



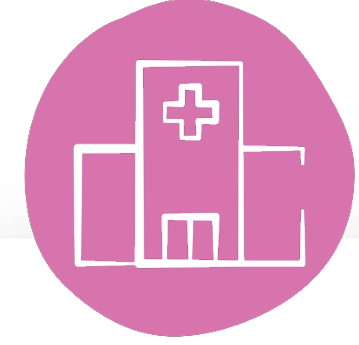
## **Demographics**

More patients from better life expectancy



## **Emerging markets**

Economic development driving healthcare access



## **Decentralised care**

Shift to outpatient settings accelerated by COVID



# The right to win across all business units

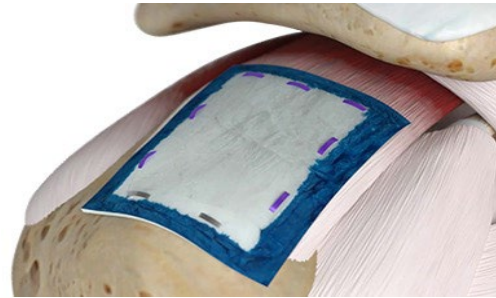


## Orthopaedics



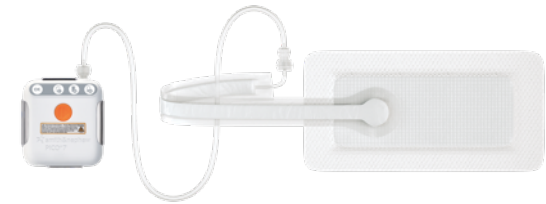
- + **Full range** across hips and knees
- + **Differentiated implant technology**, e.g. JOURNEY<sup>◇</sup> II, OXINIUM<sup>◇</sup>, OR30<sup>◇</sup>, EVOS<sup>◇</sup>
- + **Robotic enabling technology**, CORI<sup>◇</sup> continuing to extend its functionality

## Sports Medicine & ENT



- + **Complete offering** of Joint Repair, Tower, customer service
- + **Leadership positions** across key Sports Medicine segments
- + **Scaleable synergies** with other areas, through CORI and ASCs

## Advanced Wound Mgmt.

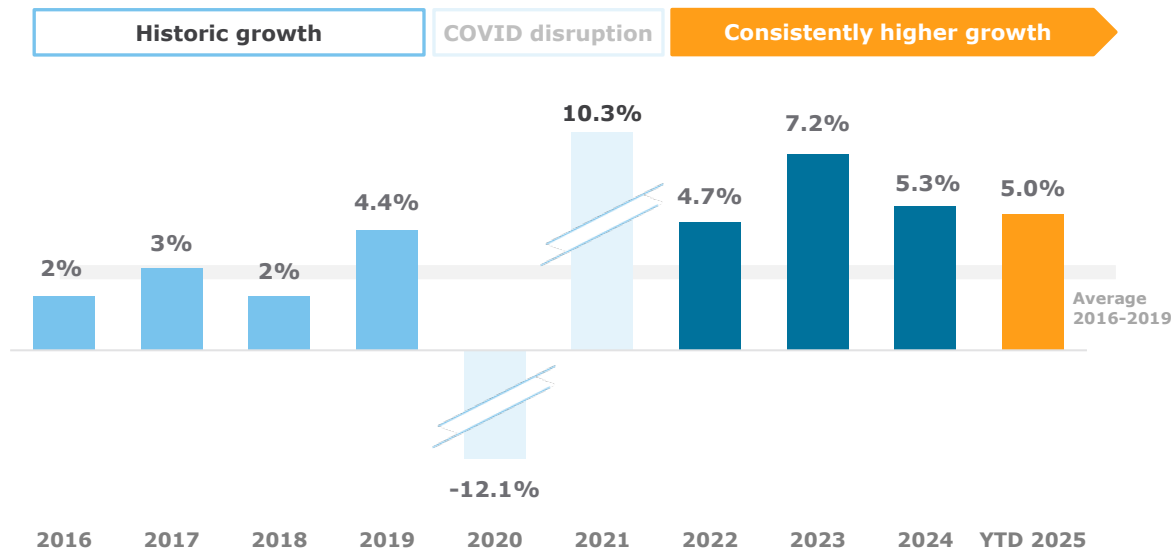


- + **Broadest portfolio of solutions** covering all key wound types
- + **Leading NPWT platform** with market expansion potential
- + **Strong evidence base**, distinguishing from value segment

# Delivering consistently higher revenue growth



Underlying revenue growth 2016-YTD 2025



## Sustained acceleration

- Shift to consistently higher growth maintained YTD 2025
- 5% growth delivered YTD despite two fewer trading days



## Better commercial execution

- Improvement in US Recon performance continues
- US Hips acceleration a further example of innovation-driven growth

# Q3 2025 Revenue



# Q3 2025 summary revenue performance



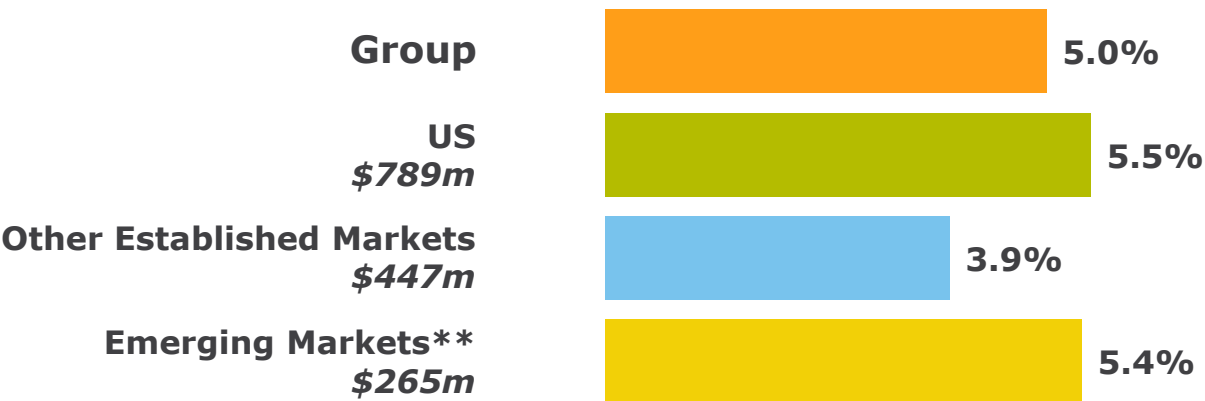
**Total revenue of \$1,501m**

- Underlying revenue growth **+5.0%**, **+6.3%** reported
- 130 bps tailwind from FX on reported growth
- Same number of trading days vs Q3 2024

## Growth by Business Unit\*



## Growth by Region\*



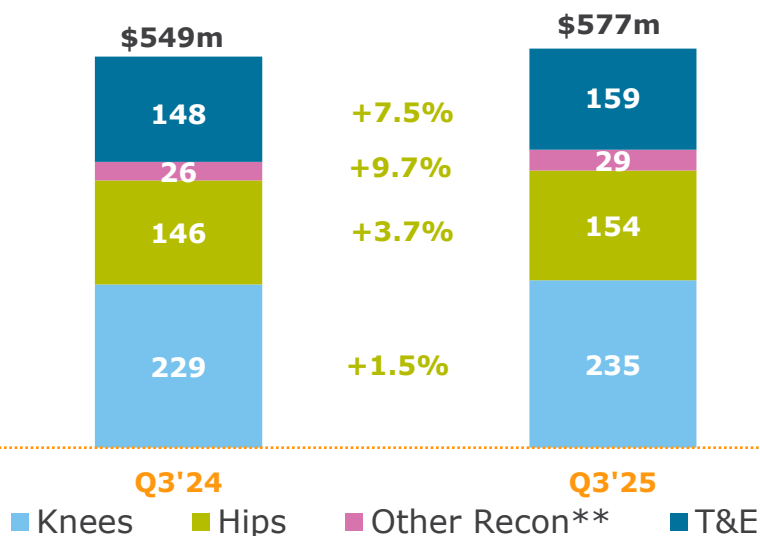
\*Growth rates are versus Q3 2024. Business Unit and Regional growth figures are on an underlying basis  
\*\*Emerging markets growth of 15.2% excluding China

# Orthopaedics

Continued good growth in Hips and T&E; weaker performance in US Knees



Revenue of \$577m:  
+4.1% underlying\*  
+5.1% reported



## Q3 sales factors

### + Global Knees and Hips +1.5% and +3.7%:

- US Hips +6.3%; continued positive momentum in Hips through CATALYSTEM<sup>◇</sup>, and Knees -2.3%; net positive customer churn but new surgeons taking longer to ramp than expected
- OUS Knees +6.2% good performance despite China headwind, and Hips +0.2%; solid performance in established markets, select emerging market weakness

### + Trauma & Extremities +7.5%:

- EVOS<sup>◇</sup> plating system continues to drive core trauma
- AETOS<sup>◇</sup> Shoulder roll-out continues to support growth

### + Other Reconstruction +9.7%, reflecting contract mix

## Near-term growth drivers

- + Step up in set deployment of CATALYSTEM Hip System and Japan launch
- + Expansion of AETOS portfolio and further capital deployment

\* Growth rates are versus Q3 2024

Segment growth rates reflect inclusion of sales of robotics consumables in Knees and Hips

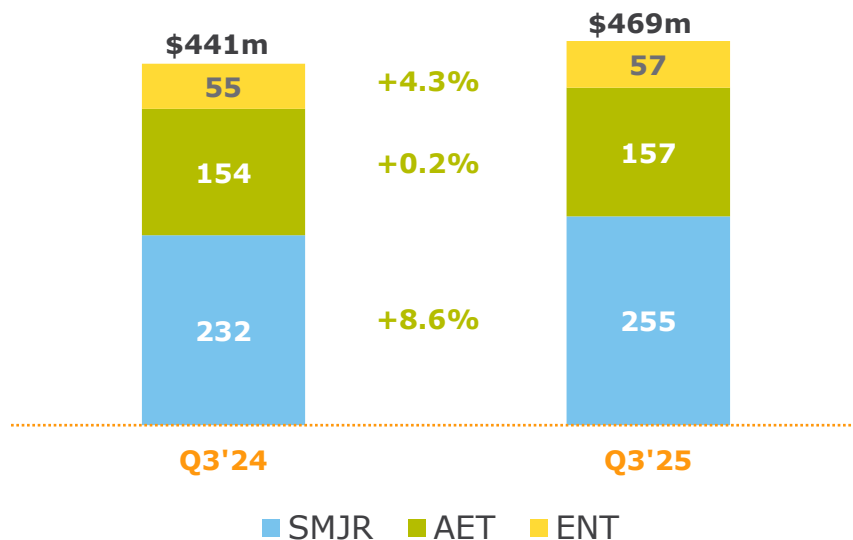
\*\* Other Recon includes robotics capital sales, joint navigation and bone cement

# Sports Medicine & ENT

Continued strong business unit performance excluding VBP



Revenue of \$469m:  
+5.1% underlying\*  
+6.4% reported



## Q3 sales factors

### + Sports Medicine Joint Repair +8.6% (13.0% ex-China):

- Continued strong growth from REGENETEN<sup>◇</sup>, Q-FIX<sup>◇</sup> KNOTLESS
- Annualised China headwind during Q3

### + AET +0.2% (3.9% ex-China):

- Inventory management ahead of VBP implementation in China
- Strong growth in FASTSEAL<sup>◇</sup> and Patient Positioning

### + ENT +4.3%:

- Sequential acceleration despite continued weak US tonsil market

## Near-term growth drivers

- + Further market penetration of REGENETEN, application expansion to hip and Achilles
- + Continued introduction of Q-FIX KNOTLESS
- + CARTIHEAL<sup>◇</sup> roll-out, with new disposable instrument launch in the US coming soon

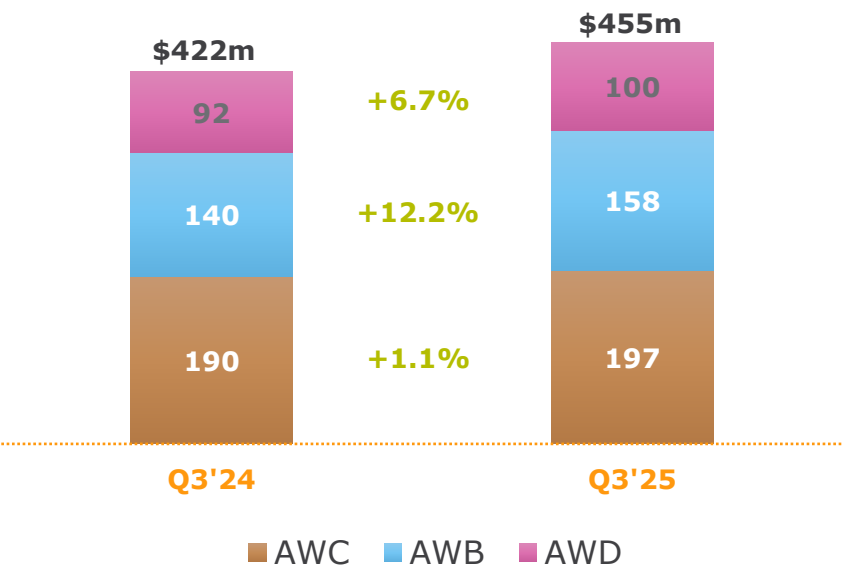
\* Growth rates are versus Q3 2024

# Advanced Wound Management

Strong growth across regions and categories



Revenue of \$455m:  
+6.0% underlying\*  
+7.8% reported



## Q3 sales factors

- + Advanced Wound Care +1.1%:**
  - Good growth OUS; weaker US ahead of product launch
- + Advanced Wound Bioactives +12.2%:**
  - Strong growth in SANTYL<sup>◇</sup>; weak prior year comp
  - On track to meet mid single digit revenue growth for FY, including tough Q4 comp
- + Advanced Wound Devices +6.7%:**
  - Good growth from PICO<sup>◇</sup> in Negative Pressure Wound Therapy; strong quarter from LEAF<sup>◇</sup> Patient Monitoring System

## Near-term growth drivers

- + ALLEVYN<sup>◇</sup> COMPLETE CARE launch in the US**
- + Expansion of PICO into more surgical procedures**

\* Growth rates are versus Q3 2024

## **+ Underlying revenue growth of around 5%**

- Ongoing improvement in US Recon through 12-Point Plan; continued strong performance of Sports & ENT (ex-China) and AWM
- Guidance includes c.150bps growth headwind from China; one fewer trading day than 2024

## **+ 2025 trading margin of 19.0-20.0%**

- Expansion driven by cost reductions – annualisation of 2024 savings, and benefits of network optimization; more than offsetting China headwind and cost inflation; includes tariff headwind of \$15-20m
- Trading margin expansion stronger in H2, reflecting timings of cost savings and China headwinds

## **+ Raising free cash flow guidance to around \$750m**

- Increasing free cash flow guidance from >\$600m to around \$750m, following strong 9 months and ongoing working capital improvement



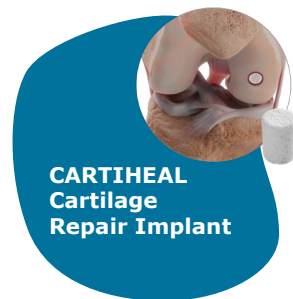
## LEGION ♦ MS inserts

- + US launch of LEGION Medial Stabilized inserts during Q3 2025
- + Addresses three major Knee market trends: shift to cementless; robotics; and use of MS Stabilized inserts
- + MS Stabilized inserts now used in >30% of procedures



## CARTIHEAL ♦

- + Established CAT 1 CPT code for CARTIHEAL effective January 1, 2027
- + Treats cartilage defects in the knee and is only FDA-approved device for this indication
- + CAT-1 code streamlines reimbursement supporting growth in standard clinical practice



## REGENETEN

- + Updates to the AAOS clinical practice guidelines on Rotator Cuff contains strong recommendation for use of bioinductive tendon implants
- + RCTs show lower re-tear rates than current standard of care
- + Supports adoption of REGENETEN within rotator cuff



## ALLEVYN CC

- + ALLEVYN CC dressings launched into the US earlier this month. Launches into further markets throughout 2026
- + Received positive early feedback
- + Updated ALLEVYN portfolio for various wounds and pressure injury prevention



# Conclusion

## + We are in the final year of our three-year transformation

- Rewiring of Orthopaedics on right trajectory
- Sports Medicine and Advanced Wound Management have shown consistent momentum
- Productivity improvements are visible in the P&L

## + YTD performance demonstrates we are on track

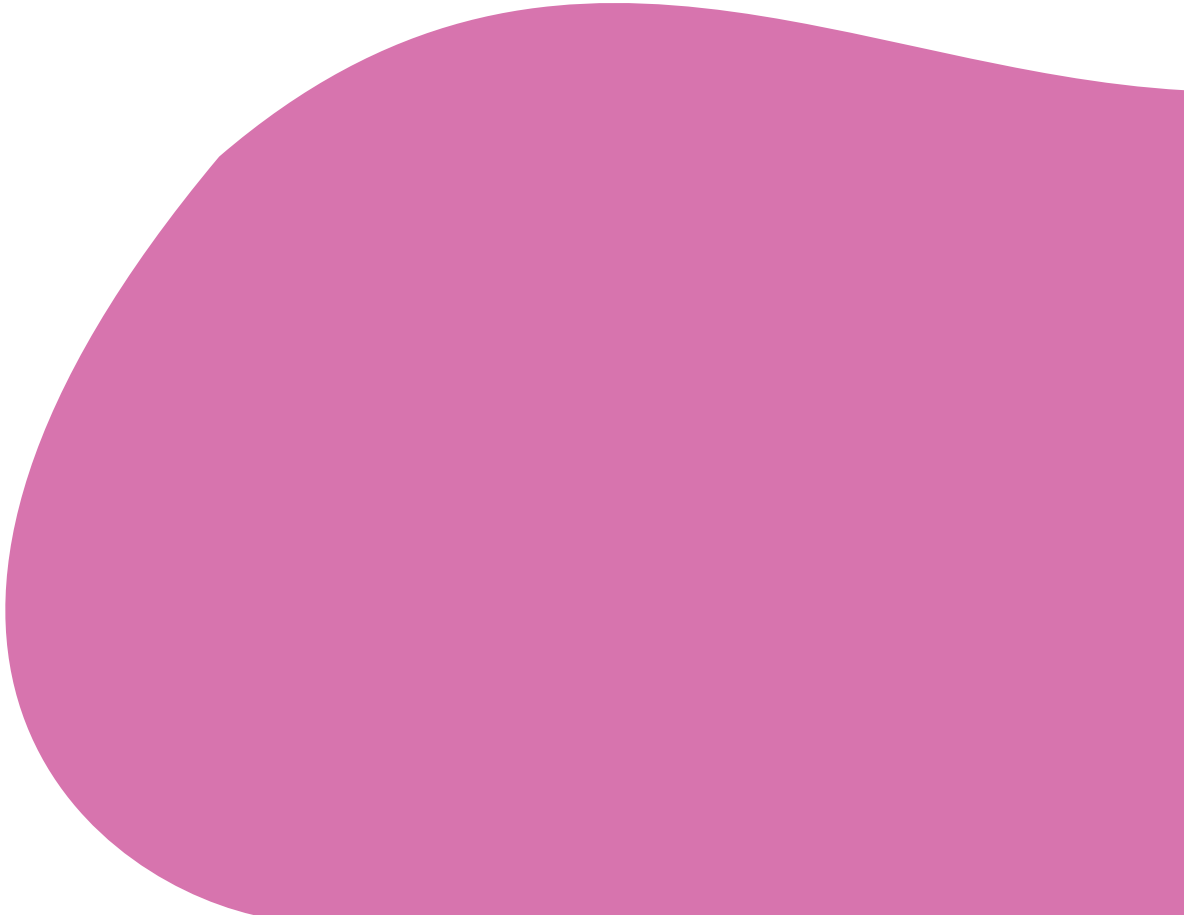
- Revenue growth ahead of historical levels, underpinned by innovation
- Further margin uplift coming through in H2
- Transformation-driven cash generation enables free cash flow guidance raise

## + Sustainable changes embedded in ways of working

- Increased accountability and greater discipline in execution
- Detail of new strategy to be given at Capital Markets Days on 8 and 11 December 2025



# Appendices



	November 2025	
<b>Foreign exchange and acquisitions</b>		
Translational FX impact on revenue growth <sup>(1)</sup>	c.0.7%	
Acquisition impact on revenue growth	-	
<b>Non-trading items</b>		
Restructuring costs	c. \$45m	
Acquisition and integration	\$15-20m	
European Medical Device Regulation (MDR) compliance costs	Nil	
<b>Other</b>	<b>Adjusted</b>	<b>Reported</b>
Amortisation of acquisition intangibles	\$165-170m	\$165-170m
Income/(loss) from associates <sup>(2)</sup>	\$5-10m	\$0-5m
Net interest <sup>(3)</sup>	c. \$115m	c. \$115m
Other finance costs <sup>(4)</sup>	\$1-5m	\$10-15m
Tax rate on trading result	19-20%	

(1) Based on the foreign exchange rates prevailing on 31 October 2025

(2) Based on analyst consensus forecasts for associate, and considering management guidance issued on 4 August 2025

(3) Includes interest associated with IFRS 16 Leases

(4) Reported other finance costs include c.\$14m of discount unwind relating to Cartiheal acquisition contingent consideration and gain of \$9m on bond repurchase.

# Revenue analysis by Business Unit



	2024					2025			
	Q1 Growth %	Q2 Growth %	Q3 Growth %	Q4 Growth %	Full Year Growth %	Q1 Growth %	Q2 Growth %	Q3 Growth %	Q3 Revenue \$m
<b>Orthopaedics</b>	<b>4.4</b>	<b>5.8</b>	<b>2.3</b>	<b>6.0</b>	<b>4.6</b>	<b>3.2</b>	<b>5.0</b>	<b>4.1</b>	<b>577</b>
Knee Implants	2.7	2.9	0.1	3.2	2.3	0.7	2.9	1.5	235
Hip Implants	3.5	4.0	4.0	4.8	4.1	(1.2)	3.4	3.7	154
Other Reconstruction	8.1	11.8	6.4	20.8	12.1	46.6	39.8	9.7	29
Trauma & Extremities	7.8	11.8	3.3	9.5	8.1	6.3	4.4	7.5	159
<b>Sports Medicine &amp; ENT</b>	<b>5.5</b>	<b>7.6</b>	<b>3.9</b>	<b>7.8</b>	<b>6.2</b>	<b>2.4</b>	<b>5.7</b>	<b>5.1</b>	<b>469</b>
Sports Medicine Joint Repair	7.7	6.0	0.1	5.3	4.8	2.9	8.4	8.6	255
Arthroscopic Enabling Technologies	1.0	8.7	15.0	8.5	8.2	(0.1)	2.3	0.2	157
ENT	9.0	11.6	(6.8)	19.4	7.3	7.8	3.6	4.3	57
<b>Advanced Wound Management</b>	<b>(2.0)</b>	<b>3.3</b>	<b>6.5</b>	<b>12.2</b>	<b>5.1</b>	<b>3.8</b>	<b>10.2</b>	<b>6.0</b>	<b>455</b>
Advanced Wound Care	(0.5)	3.0	3.4	1.9	2.0	2.5	2.6	1.1	197
Advanced Wound Bioactives	(9.8)	0.7	8.0	20.3	5.1	(2.0)	18.6	12.2	158
Advanced Wound Devices	8.7	8.0	11.0	20.6	12.2	15.7	12.7	6.7	100
<b>Total</b>	<b>2.9</b>	<b>5.6</b>	<b>4.0</b>	<b>8.3</b>	<b>5.3</b>	<b>3.1</b>	<b>6.7</b>	<b>5.0</b>	<b>1501</b>

\*All revenue growth rates are on an underlying basis and without adjustment for number of selling days.

\*2024 restated for reclassification of robotics consumables from Other Reconstruction to Knee and Hip Implants.

# Quarterly revenue analysis by region



	2024					2025			
	Q1 Growth %	Q2 Growth %	Q3 Growth %	Q4 Growth %	FY Growth %	Q1 Growth %	Q2 Growth %	Q3 Growth %	Q3 Revenue \$m
US	(0.6)	3.6	4.0	11.9	4.8	3.6	8.7	5.5	789
Other Established Markets <sup>(1)</sup>	4.8	6.9	6.8	8.2	6.7	5.0	7.4	3.9	447
<b>Established Markets</b>	<b>1.3</b>	<b>4.8</b>	<b>5.0</b>	<b>10.6</b>	<b>5.5</b>	<b>4.1</b>	<b>8.2</b>	<b>4.9</b>	<b>1236</b>
Emerging Markets	11.6	9.5	(0.1)	(2.3)	4.3	(1.7)	(0.2)	5.4	265
<b>Total</b>	<b>2.9</b>	<b>5.6</b>	<b>4.0</b>	<b>8.3</b>	<b>5.3</b>	<b>3.1</b>	<b>6.7</b>	<b>5.0</b>	<b>1501</b>

(1) Other Established Markets are Australia, Canada, Europe, Japan and New Zealand.  
All revenue growth rates are on an underlying basis and without adjustment for number of selling days

# Q3 consolidated revenue analysis by Business Unit



	Q3 2025 \$m	Q3 2024 \$m	Reported growth %	Underlying growth %	Acquisitions/ disposals %	Currency impact %
<b>Orthopaedics</b>	<b>577</b>	<b>549</b>	<b>5.1</b>	<b>4.1</b>	-	<b>1.0</b>
Knee Implants	235	229	2.6	1.5	-	1.1
Hip Implants	154	146	4.8	3.7	-	1.1
Other Reconstruction	29	26	12.4	9.7	-	2.7
Trauma & Extremities	159	148	8.2	7.5	-	0.7
<b>Sports Medicine &amp; ENT</b>	<b>469</b>	<b>441</b>	<b>6.4</b>	<b>5.1</b>	-	<b>1.3</b>
Sports Medicine Joint Repair	255	232	10.0	8.6	-	1.4
Arthroscopic Enabling Technologies	157	154	1.5	0.2	-	1.3
ENT	57	55	4.8	4.3	-	0.5
<b>Advanced Wound Management</b>	<b>455</b>	<b>422</b>	<b>7.8</b>	<b>6.0</b>	-	<b>1.8</b>
Advanced Wound Care	197	190	3.8	1.1	-	2.7
Advanced Wound Bioactives	158	140	12.5	12.2	-	0.3
Advanced Wound Devices	100	92	8.8	6.7	-	2.1
<b>Total</b>	<b>1,501</b>	<b>1,412</b>	<b>6.3</b>	<b>5.0</b>	-	<b>1.3</b>

\*2024 restated for reclassification of robotics consumables from Other Reconstruction to Knee and Hip Implants.

# Trading days per quarter



	Q1	Q2	Q3	Q4	Full year
2023	64	63	63	60	250
2024	63	64	63	62	252
<b>2025</b>	<b>62</b>	<b>63</b>	<b>63</b>	<b>63</b>	<b>251</b>
2026	61	63	63	64	251