



Press Release – Ad-hoc announcement pursuant to Art. 53 LR

Medacta Group SA revenues up +19.5% at constant currency¹ exceeding the milestone of Euro 500Mln in FY 2023

- FY 2023 revenue **increased to Euro 510.8 million**, or **19.5% c.c.¹** (16.8% reported) from FY 2022.
- **Strongest growth occurred in EMEA with very good performance in APAC and North America;**
- Positive contributions from every business line with **excellent results in Knee and Shoulder;**
- **Robust supply chain** key to enabling the accelerated growth;
- Strong focus maintained on **Medical Education;**
- 193 new jobs created, including **salesforce expansion** surpassing **1'700 employees at Group level.**

CASTEL SAN PIETRO, 2 February 2024 – Medacta Group SA (“Medacta”, SIX:MOVE) announces today the full year 2023 preliminary unaudited revenue.

Francesco Siccardi, CEO of Medacta, commented: *“We conclude another year with outstanding growth. Our strong commitment to innovate responsibly and sustainably, through minimally invasive techniques and personalized solutions remains one of the key pillars of our successful strategy. Our comprehensive offer and ongoing investments to support continuous growth will allow us to face the challenges that lie ahead in 2024, marking our 25th anniversary.”*

In 2023 we delivered solid organic growth, with a significant gain of new customers across all geographies and business lines. On top of the effective commercial development, we experienced some tailwind thanks to the recovery of the accumulated backlog mainly in USA and Australia.

Supply chain remains a key factor for our success, and in this regard, we launched two main projects to support our future plans: the inauguration of a new distribution center in Memphis for the US market and the expansion of our manufacturing plants in Switzerland.

Innovation is at the core of our growth strategy and allows us to differentiate our product offering and service portfolio. In October we launched GMK SpheriKA, the world's first knee implant optimized for Kinematic Alignment (KA), to improve patient satisfaction compared to more traditional techniques. Our continued commitment to medical education, through in-person scientific events and our M.O.R.E. Institute programs for surgeons, has been foundational to excellent performance throughout the entire 2023.

Revenue by geography and product line

Group performance was very positive in every market thanks to a confirmed strong growth in EMEA, North America, and APAC. In every region the growth was sustained by organically expanding our salesforce and customer base together with some new product introduction.

Revenue in **EMEA** grew c.c. **22.6%**, to **Euro 242.4 million**, a significant performance driven by all the Business lines.

Revenue in **North America** increased **15.7%** c.c. to **Euro 154.0 million**, a strong performance boosted by some patient backlog recovery in the first half of the year.

Revenue in **Asia Pacific** grew by **19.4%** c.c. to **Euro 104.2 million**.

Revenue in **Latin America** was **Euro 10.2 million** with an increase of **11.9%** c.c.

Below we report the FY 2023 sales break-down by geographic area:

(Million Euro)	FY 2023	FY 2022	Reported Growth	Constant Currency Growth
EMEA*	242.4	196.7	23.3%	22.6%
North America	154.0	136.8	12.6%	15.7%
Asia Pacific	104.2	94.4	10.4%	19.4%
Latin America*	10.2	9.3	9.0%	11.9%
TOTAL	510.8	437.1	16.8%	19.5%

* EMEA and Latin America (LATAM): In 2023 we reorganized the key geographic areas introducing EMEA and LATAM regions, reclassifying Rest of the World (RoW) region. EMEA includes revenue from the former Europe region and certain countries originally included in RoW region. LATAM includes revenue from countries located in Latin America which were previously included in RoW. 2022 figures have been restated accordingly.

Hip products increased revenue by **15.5%** c.c., to **Euro 229.8 million**, with good performance in all geographies mainly driven by our Anterior Minimally Invasive Surgery Approach (AMIS) and Hip revision.

Revenue from our **Knee** offerings grew in every market by **23.2%** c.c. to **Euro 198.3 million**, thanks to a solid and complete product offering based on our personalized kinematic alignment solutions (MyKA).

Our **Extremities** business line reported an increase in revenue of **33.8%** c.c., to **Euro 36.3 million**, primarily attributable to Shoulder through the Medacta Shoulder System and Technologies (MyShoulder and NextAR). The Sportsmed business, which is in an early start-up phase, continued to develop its growth plan.

Revenue from our **Spine** offering increased by **15.2%** c.c. to **Euro 46.4 million**, driven by performance recorded in EMEA and North America. Growth in APAC was partially offset by price cuts in Japan. Good acceleration seen on NextAR Spine utilization, recently supported by a clinical study which highlights its efficiency in spine surgery.

Below we report the FY2023 sales break-down by product line:

(Million Euro)	FY 2023	FY 2022	Reported Growth	Constant Currency Growth
Hip	229.8	203.6	12.9%	15.5%
Knee	198.3	164.5	20.6%	23.2%
Extremities*	36.3	27.5	31.9%	33.8%
Spine	46.4	41.5	11.7%	15.2%
TOTAL	510.8	437.1	16.8%	19.5%

* Extremities include Shoulder and Sportsmed revenues

These preliminary sales figures are unaudited for the period ending 31 December 2023 and are therefore subject to change. The Company will announce its **2023 Full Year Results on 13 March 2024**.

Webcast Today at 3:00 pm (CET)

Medacta Group SA will present its preliminary unaudited top-line figures during a webcast today at 3:00 pm (CET). The call will be headed by Francesco Siccardi (CEO) and Corrado Farsetta (CFO) and will be held in English.

Live-Link:

<https://event.choruscall.com/mediaframe/webcast.html?webcastid=IVGOqNGP>

Dial-in numbers for conference call function only:

CH: +41 225954727

DE: +49 6917415713

UK: +44 1 212818003

USA: +1 718 7058794

ITA: +39 02 36213011

Contact

Medacta International SA

Giorgio Botta, Head of Investor Relations

Phone: +41 91 696 14 95

investor.relations@medacta.ch

About Medacta

Medacta is an international company specializing in the design, production, and distribution of innovative orthopaedic products, as well as in the development of accompanying surgical techniques. Established in 1999 in Switzerland, Medacta is active in joint replacement, spine surgery, and sports medicine. Medacta is committed to improving the care and well-being of patients and maintains a strong focus on healthcare sustainability. Medacta's innovation, forged by close collaboration with surgeon leaders globally, began with minimally invasive surgical techniques and has evolved into personalized solutions for every patient. Through the M.O.R.E. Institute, Medacta supports surgeons with a comprehensive and tailored program dedicated to the advancement of medical education. Medacta is headquartered in Castel San Pietro, Switzerland, and operates in over 50 countries.

Disclaimer

This press release has been prepared by Medacta Group SA ('Medacta' and together with its subsidiaries, 'we', 'us' or the 'Group'). The information contained in the press release does not purport to be comprehensive and is not to be taken as containing any securities advice, recommendation, offer or invitation to subscribe for, purchase or redeem any securities regarding Medacta.

Forward-looking information

This press release has been prepared by Medacta and includes forward-looking information and statements concerning the outlook for its business. These statements are based on current expectations, estimates and projections about the factors that may affect its future performance. These expectations, estimates and projections are generally identifiable by statements containing words such as 'expects', 'believes', 'estimates', 'targets', 'plans', 'outlook' or similar expressions. Although Medacta believes that its expectations reflected in any such forward-looking statement are based upon reasonable assumptions, it can give no assurance that those expectations will be achieved.

¹ Alternative Performance Measures

This press release contains certain information that it refers to as “constant currency” or c.c., which is a non-IFRS financial measure and represents the total change between periods excluding the effect of changes in foreign currency exchange rates. The Group believes that the reconciliations of changes in constant currency provide useful supplementary information to investors in light of fluctuations in foreign currency exchange rates. Furthermore, the Group believes that constant currency measures provide additional useful information on the Group’s operational performance and is consistent with how the business performance is measured internally. Definitions of Alternative Performance Measures and reconciliations between such measures and their IFRS counterparts may be found on the Financial Reports available on our website at: <https://www.medacta.com/EN/financial-reports-and-presentations>

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