



CONMED
CORPORATION

Canaccord Genuity Musculoskeletal Conference

March 6, 2018



Forward-Looking Information

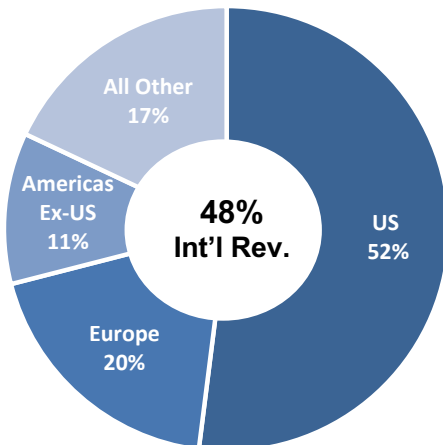
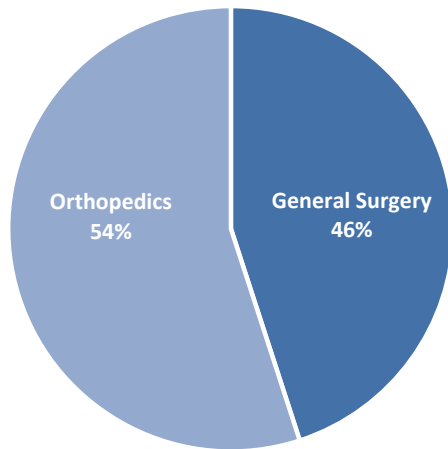
This presentation contains forward-looking statements based on certain assumptions and contingencies that involve risks and uncertainties. The forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 and relate to the Company's performance on a going-forward basis. The forward-looking statements in this presentation involve risks and uncertainties which could cause actual results, performance or trends, to differ materially from those expressed in the forward-looking statements herein or in previous disclosures. In addition to general industry and economic conditions, factors that could cause actual results to differ materially from those discussed in the forward-looking statements in this presentation include, but are not limited to the risks relating to forward-looking statements discussed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2017.

Management has disclosed adjusted financial measurements in this presentation that present financial information that is not in accordance with generally accepted accounting principles (GAAP). These adjusted financial measures are helpful to management in comparing the recurring aspects of the business performance without the effect of unusual, non-recurring or special revenues or costs. These measurements are not a substitute for GAAP measurements. Investors should consider adjusted measures in addition to, and not as a substitute for, or superior to, financial performance measures prepared in accordance with GAAP.

CONMED Today – By the Numbers

\$796M

FY2017 Revenue



Orthopedics

- Surgical devices including capital, disposables, and implants used in the repair of soft tissue and joint injuries

General Surgery

- Low Impact™ Laparoscopy, enabled by the AirSeal® System
- GI therapeutic and diagnostic products
- ECG, MFE, and other patient care devices

3,100

Employees globally

Founded

1970

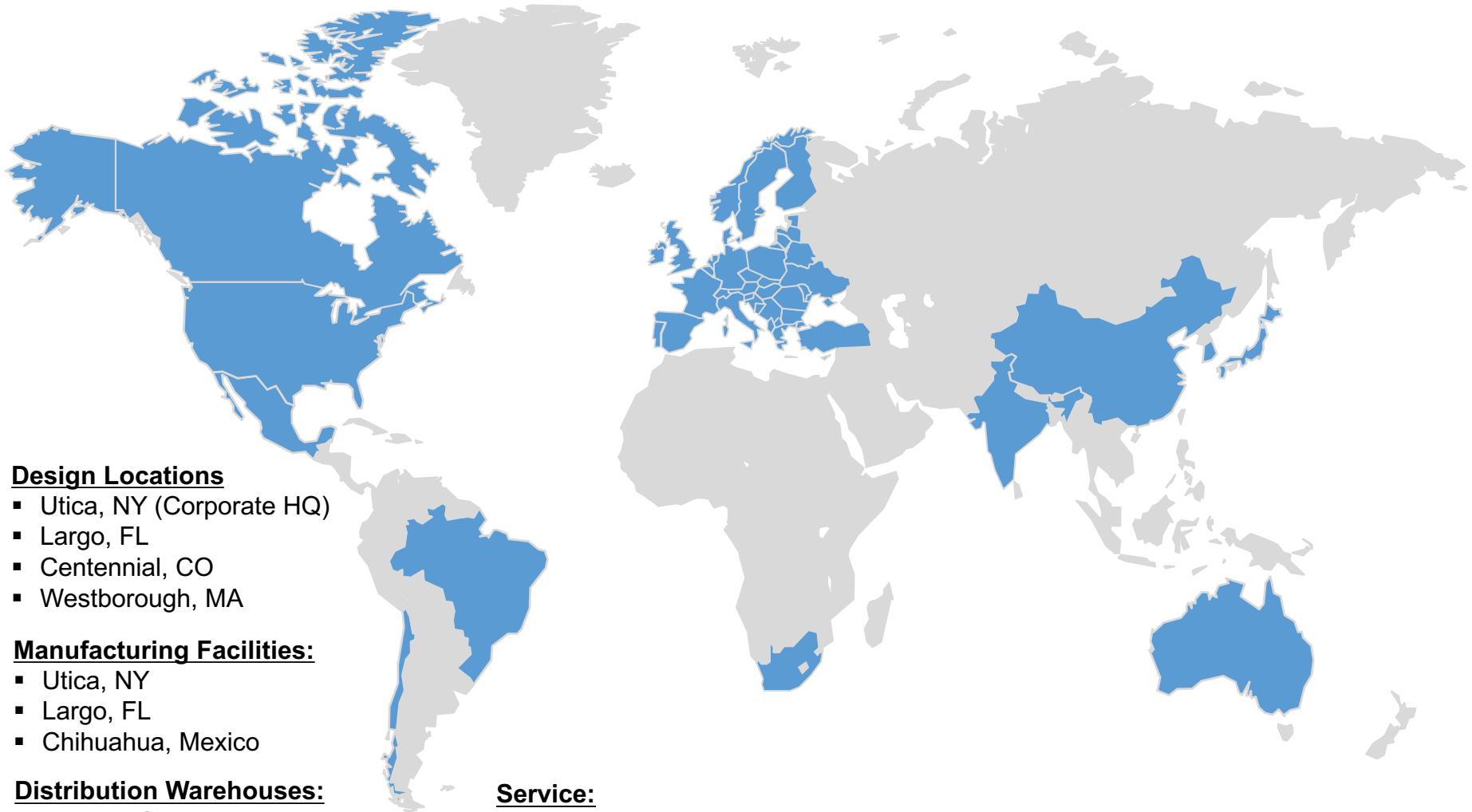
Headquarters:
Utica, NY

~2/3
of Revenue
MIS-related

80%
Recurring,
single-use
revenue

Global Footprint

Direct sales in **17 countries** and indirect sales in more than **100 countries**



Design Locations

- Utica, NY (Corporate HQ)
- Largo, FL
- Centennial, CO
- Westborough, MA

Manufacturing Facilities:

- Utica, NY
- Largo, FL
- Chihuahua, Mexico

Distribution Warehouses:

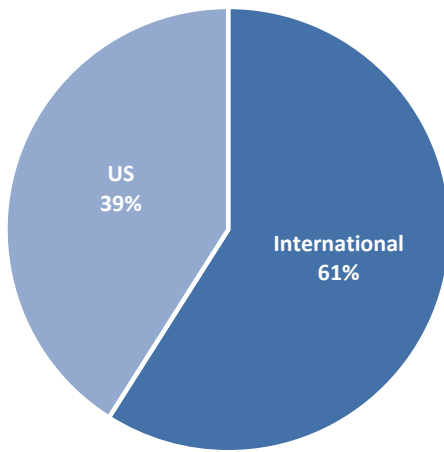
- Atlanta, GA
- Brussels, Belgium

Service:

- 19 international service locations

Orthopedics Overview

\$429M
FY2017 Revenue



74%
Recurring, single-use revenue

Category	Description	Market Size and Competitors
Sports Medicine	Devices for repair of soft tissue injuries in joints, particularly the knee and shoulder	\$4.4 to \$4.6 Billion <ul style="list-style-type: none"> Arthrex DePuy Mitek (J&J) Smith & Nephew Stryker Zimmer Biomet
Allograft Tissue	Exclusive commercial rights to MTF allograft tissue for use in sports medicine surgery	\$375 to \$425 Million <ul style="list-style-type: none"> Allosource LifeNet RTI
Powered Instruments	Surgical drills and saws with related single-use cutting accessories	\$1.4 to \$1.6 Billion <ul style="list-style-type: none"> Stryker DePuy Synthes (J&J) Medtronic (Midas Rex / Xomed) Zimmer Biomet MicroAire
Surgical Visualization	High-definition surgical visualization systems to enable minimally invasive arthroscopic surgery	\$1.8 to \$2.0 Billion <ul style="list-style-type: none"> Stryker Arthrex Karl Storz Olympus Richard Wolf Smith & Nephew

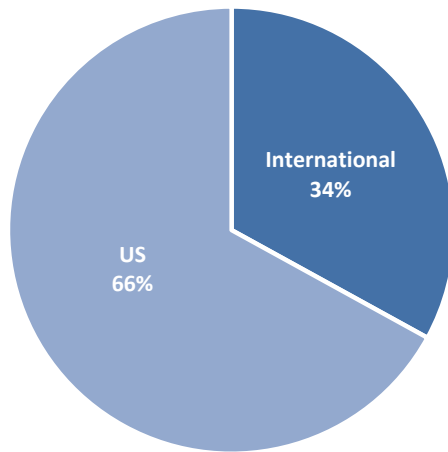
Selling Model

- US - Hybrid Sales Model
- Intl - Direct in 16 Countries

General Surgery Overview

\$367M

FY2017 Revenue



87%

Recurring, single-use revenue

Category	Description	Market Size and Competitors
Access	A platform of devices and accessories to create and enter the surgical working space in minimally invasive procedures	\$1.4 to \$1.6 Billion <ul style="list-style-type: none"> Ethicon (J&J) Applied Medical Stryker Karl Storz Medtronic Olympus
Energy	RF energy to affect tissue by cutting, sealing, or causing hemostasis in open or minimally invasive procedures	\$2.6 to \$2.8 Billion <ul style="list-style-type: none"> Medtronic Ethicon (J&J) ERBE Olympus
Instruments	Instruments and accessories for minimally invasive laparoscopic, open, and robotic approaches	\$1.5 to \$1.7 Billion <ul style="list-style-type: none"> Karl Storz Aesculap Stryker Ethicon (J&J) CR Bard Cooper Surgical
Endoscopic Technologies	Therapeutic and diagnostic endoscopic products used by Gastroenterologists	\$3.0 to \$3.2 Billion <ul style="list-style-type: none"> Boston Scientific Cook Medical Cantel Olympus Merit Endotek STERIS
Critical Care	Single-use devices for monitoring cardiac activity and other patient care devices	\$0.8 to \$1.0 Billion <ul style="list-style-type: none"> 3M Company Cardinal

Selling Model

- US - Direct Sales Model
- Intl - Direct in 7 Countries

FY2017 Results & FY2018 Guidance

Q4 2017 Results

- Reported Revenue: \$222.6M
 - 9.0% reported growth, 7.9% growth in constant currency
- Adjusted EPS¹: \$0.69

FY2017 Results

- Reported Revenue: \$796.4M
 - 4.3% growth, both as reported and in constant currency
- Adjusted EPS¹: \$1.89

- International growth across both reporting categories for seven consecutive quarters
- Domestic General Surgery growth for eight consecutive quarters
- Domestic Orthopedics returned to growth in Q4 2017

FY2018 Guidance *(as of January 31, 2018)*

- Reported revenue growth of 5.0% to 6.5%, constant currency revenue growth of 4.0% to 5.0%
- Adjusted EPS¹ between \$2.11 and \$2.17 (12% to 15% growth)

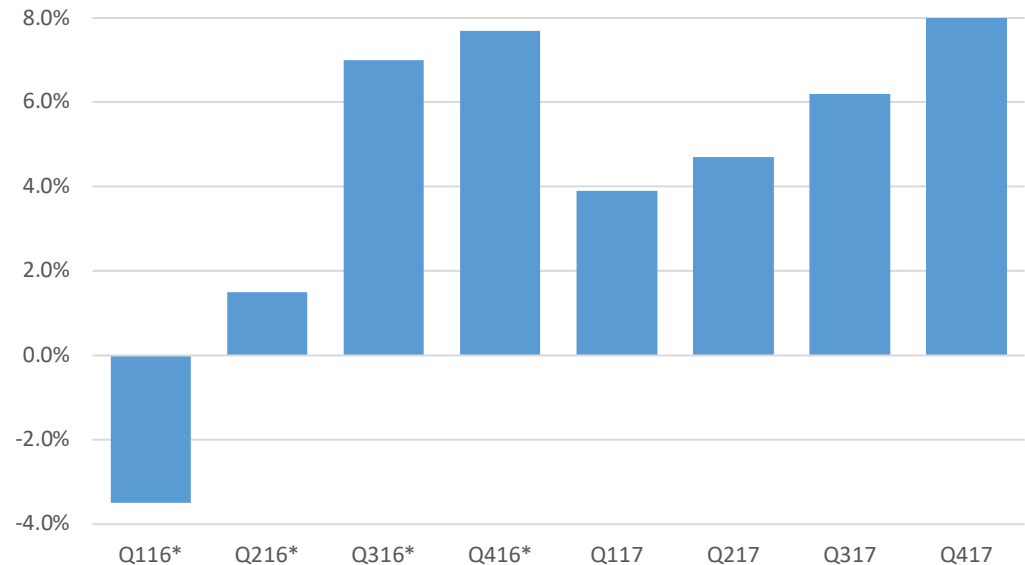
¹Excludes the costs of special items including acquisitions, restructuring costs, legal matters, gains on the sale of assets, debt refinancing, amortization of intangible assets, net of tax, as well as the impact of the 2017 Tax Cut and Jobs Act. Please see the Reconciliations of Reported Net Income to Adjusted Net Earnings in the Appendix of this presentation.

International Update

Market Growth Rate: 2 - 4%

Sales Growth (constant currency)

- ✓ Strong Leadership Team
- ✓ Driving 'One CONMED' approach
- ✓ Continued focus in key direct markets to increase existing product registration investments
- ✓ Business consistency supported by enhanced New Product launch cadence
- ✓ Substantial opportunity remains as channels, categories and country approach is further advanced



*Pro forma growth inclusive of 2015 AirSeal® revenue

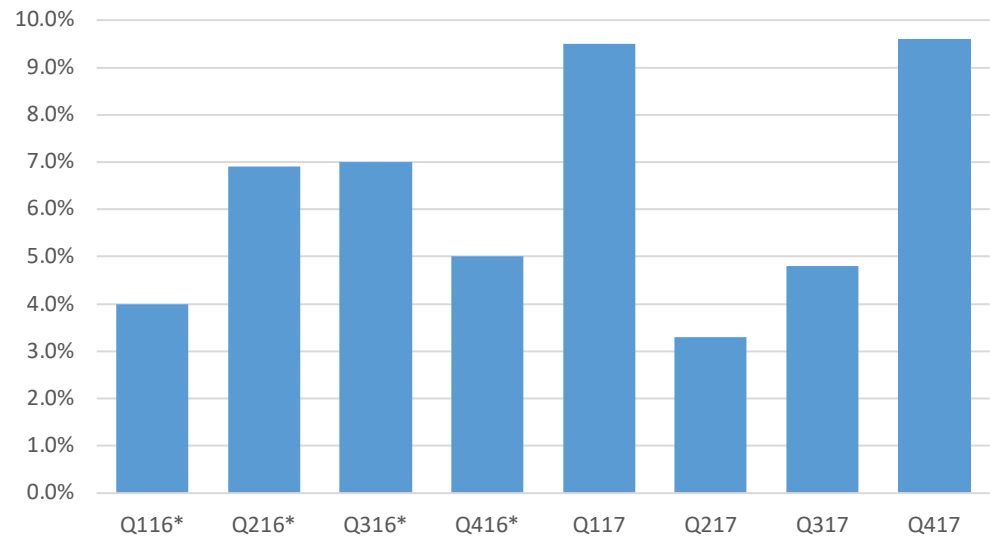
International Sales represent 48% of consolidated sales. International business split: Direct 70%, Export 30%

Domestic General Surgery Update

Market Growth Rate: 2 - 4%

Sales Growth

- ✓ Three unique business categories with strong leadership teams
- ✓ Broad-based offense around New Products and expanded sales forces
- ✓ Endoscopic Technologies and Advanced Surgical both exceeding market growth rates
- ✓ AirSeal® remains a truly differentiated platform technology



*Pro forma growth inclusive of 2015 AirSeal® revenue

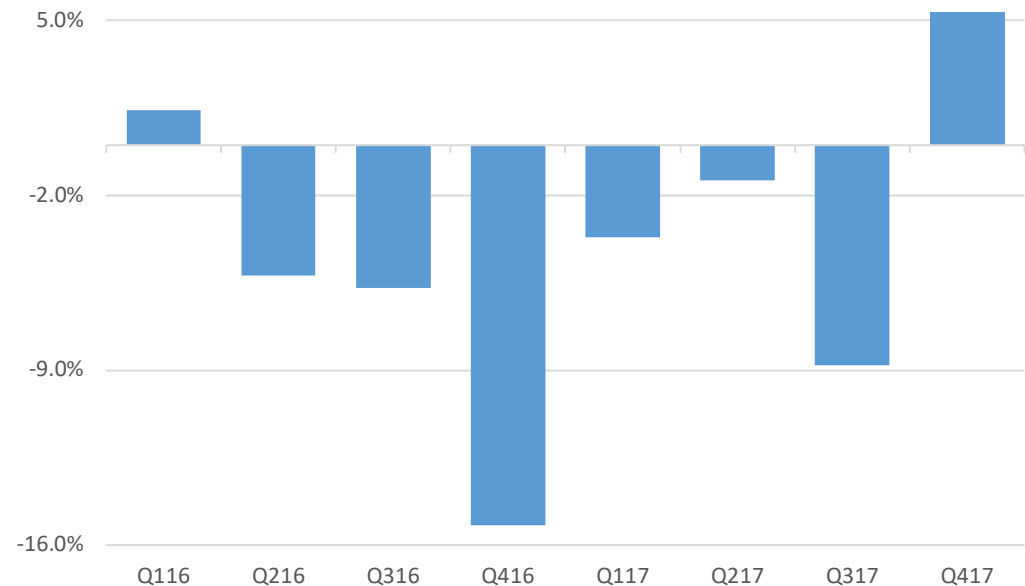
Domestic General Surgery represents 31% of consolidated sales

Domestic Orthopedics Update

Market Growth Rate: 4 - 6%

Sales Growth

- ✓ Our “biggest” turnaround effort – lack of innovation greatly slowed external results
- ✓ Continuity in new leadership and strategy starting to pay dividends
- ✓ New Products driven by revamped Marketing and R&D teams critical to success. Accelerating cadence encouraging enthusiasm in outlook.
- ✓ 2017 a solid year of foundational progress
- ✓ Efforts allowed us to exit 2017 with positive momentum



Domestic Orthopedics represents 21% of consolidated sales

The CONMED Journey...People

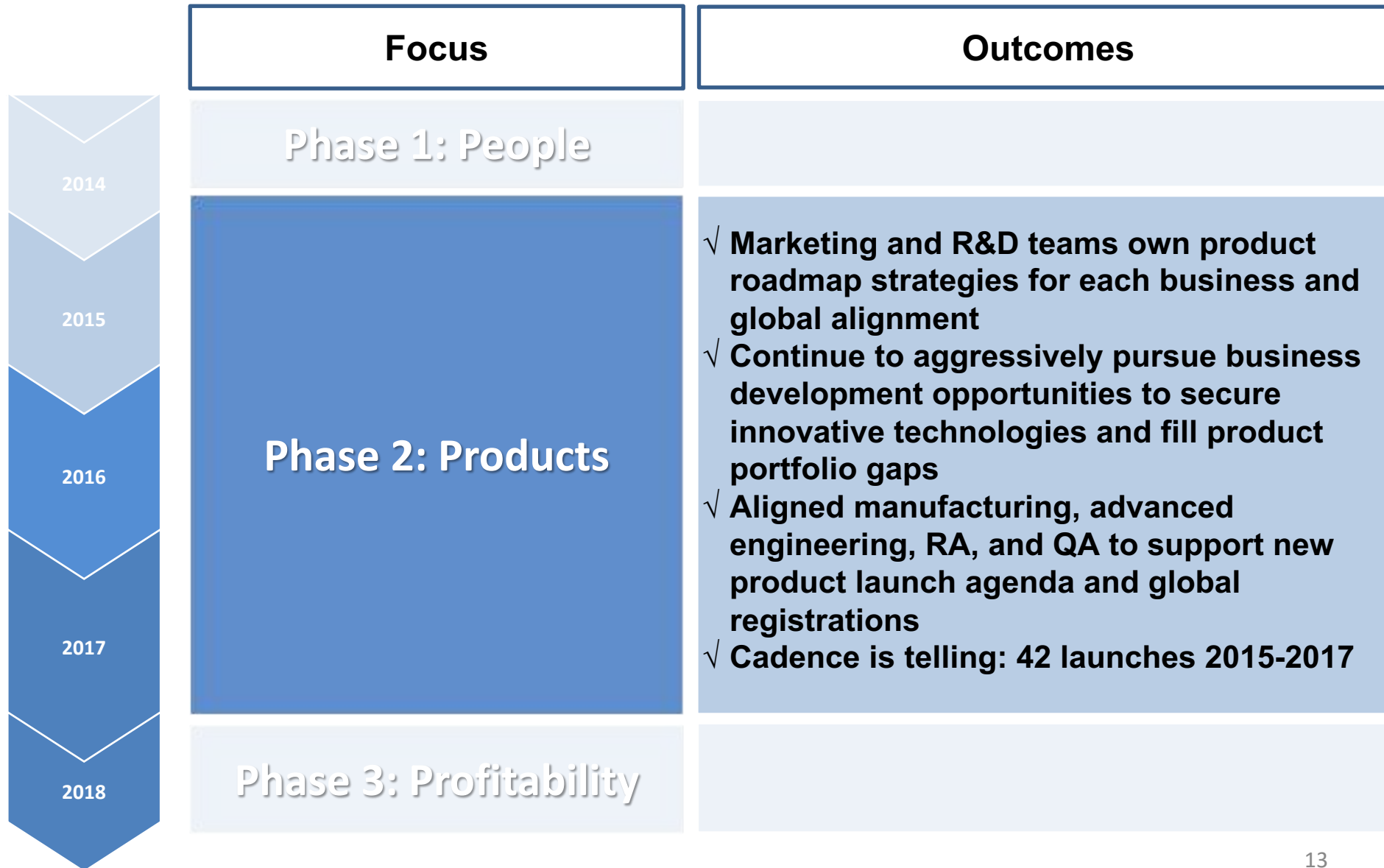
	Focus	Outcomes
2014	Phase 1: People	<ul style="list-style-type: none"> ✓ Eight of ten Directors appointed post-2013 ✓ Leadership team reconstituted with new commercial leaders in every business ✓ Every commercial function enhanced with Sales, Marketing and R&D leadership restructured across all businesses; teams substantially rebuilt ✓ Restored Business Development function to drive acquisition strategy ✓ International Direct and Export management structure revised; leadership transitions across key geographies
2015		
2016		
2017	Phase 2: Products	
2018	Phase 3: Profitability	

Leadership Team

COMMERCIAL			
Executive	Title	Years at CONMED	Years in Industry
Curt Hartman	President & CEO	3	27
Pat Beyer	President, International	3	27
Bill Peters	VP/GM, Advanced Surgical	3	15
Jed Kennedy	VP/GM, Endoscopic Technologies	5	32
Nate Folkert	VP/GM, Orthopedics	2	17
Peter Shagory	EVP, Corporate Development and Strategy	3	22

FUNCTIONAL			
Executive	Title	Years at CONMED	Years in Industry
Todd Garner	EVP & CFO	New	15
Heather Cohen	EVP, Human Resources	16	16
Dan Jonas	EVP & General Counsel	19	19
Wilfredo Ruiz-Caban	EVP, RA/QA and Operations	2	25

The CONMED Journey...Products

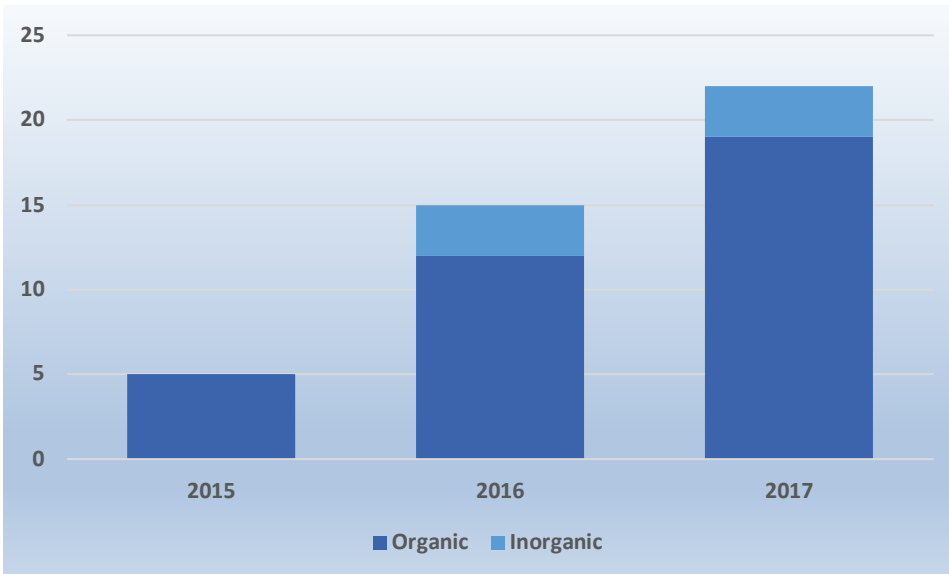


Improving R&D Contribution

New Product Revenue as % of Total



Product Introduction Cadence



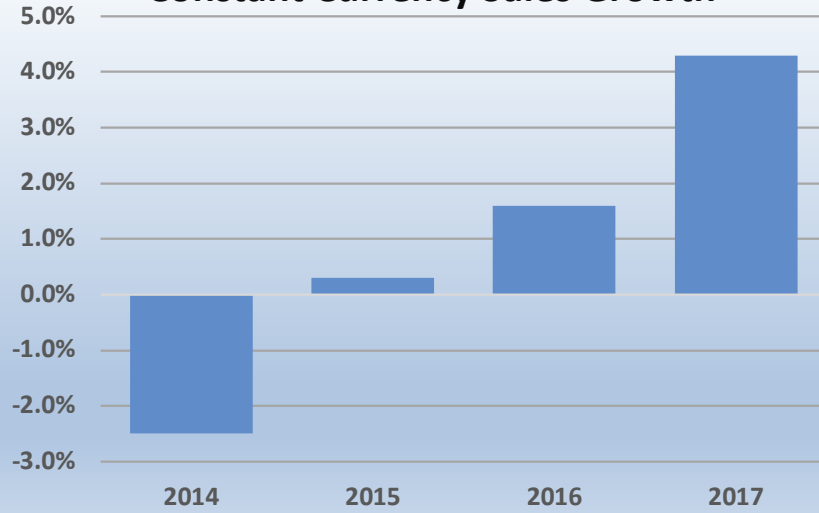
- Innovation becoming a Company strength
- New product revenue measured and evolving as a meaningful contributor
- Market opportunity, margin profile, and innovation all meaningful input to pipeline decisions
- Exceptional connection to global market Key Opinion Leaders

The CONMED Journey...Profitability

	Focus	Outcomes
2014	Phase 1: People	
2015		
2016	Phase 2: Products	
2017		
2018	Phase 3: Profitability	<ul style="list-style-type: none"> ✓ Focus initiated in early 2017 ✓ Emphasis on: <ul style="list-style-type: none"> ▪ Manufacturing cost reduction ▪ Design for innovation and profitability ▪ Rationalization of existing portfolio ✓ Revenue growth on infrastructure remains our biggest lever

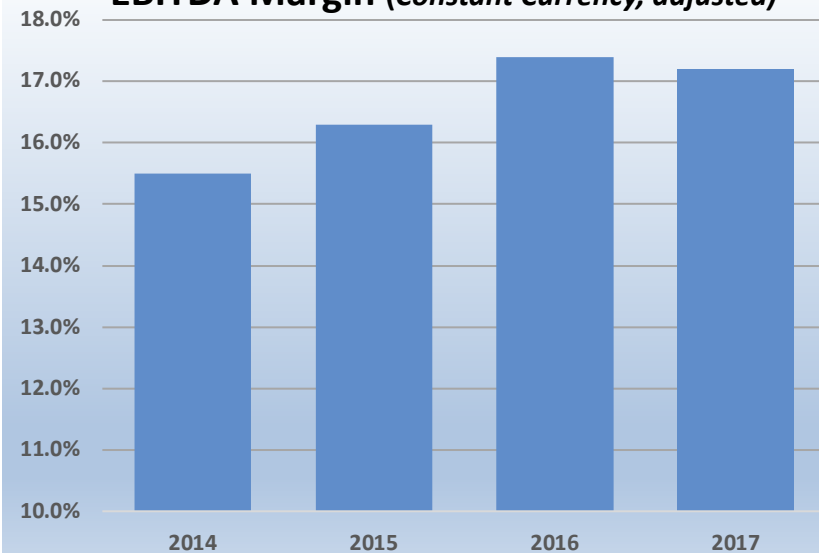
Financial Progress – 2014 to 2017

Constant Currency Sales Growth



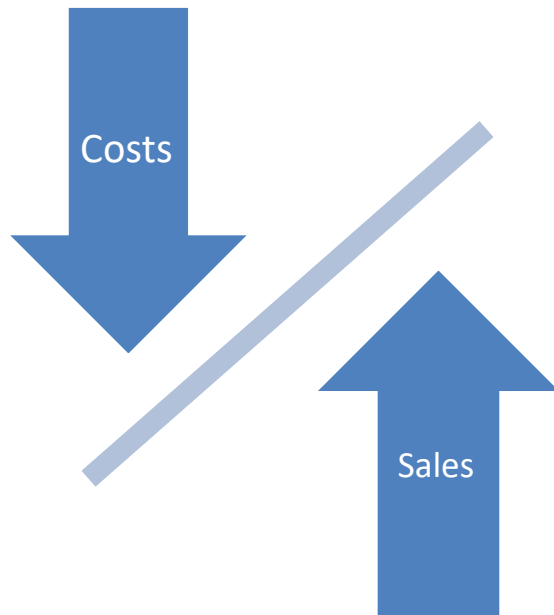
- Constant currency sales growth trend is favorable
- EBITDA Margin expansion has been consistent exclusive of currency impact

EBITDA Margin (Constant Currency, adjusted)



- 2016 Sales Growth includes 2015 AirSeal on a pro forma basis
- EBITDA Margin for all periods calculated at 2017 FX rates
- Constant Currency Sales Growth and EBITDA (Constant Currency, adjusted) are non-GAAP financial measures. Please see the disclosures on slide 2 regarding non-GAAP measures

Margin Expansion



EBITDA Margin Strategy

Volume

- ✓ Manufacturing structure is leverageable
- ✓ Variable selling and marketing costs are less than 50% of total SG&A
- ✓ Administrative structure is in place

New Products

- ✓ New product pipeline is accelerating
- ✓ New product gross margins exceed the Company average

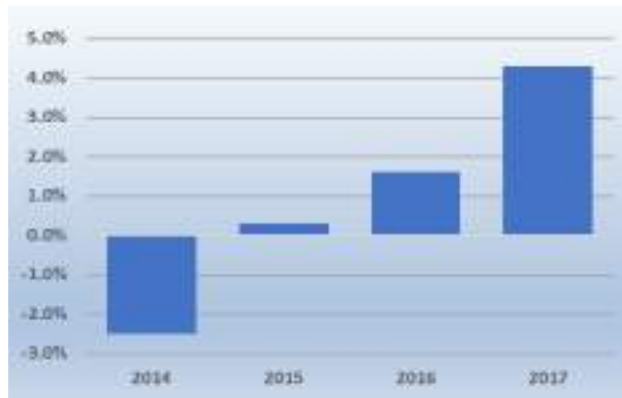
Production Efficiencies

- ✓ Continuing the Company's history of continuous manufacturing cost reductions
- ✓ Multiple levers to pull for future annual cost reductions

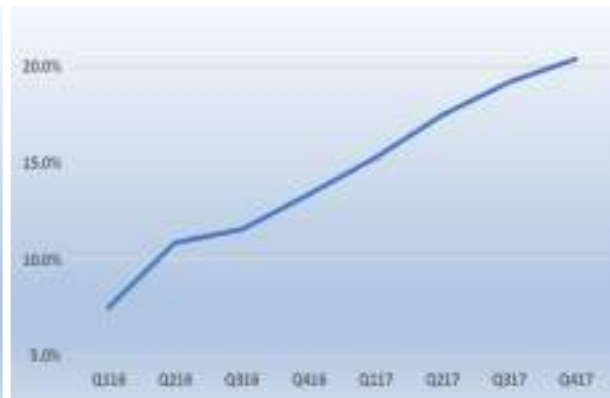
Closing Thoughts

Sales Growth

Constant Currency



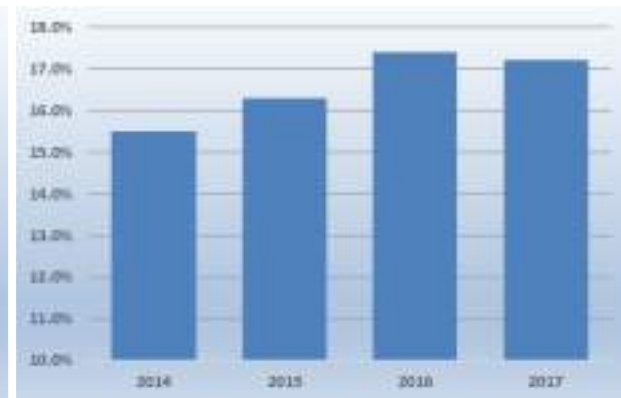
New Product Contribution*



*Products introduced since 2016

EBITDA Margin

Constant Currency



- ✓ **People** are in place and delivering meaningful contributions
- ✓ New **Products** are contributing and cadence is accelerating. Innovation is a critical part of our growth plan
- ✓ Improving **Profitability** is the outcome of consistent execution driven by People and Products



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Thank You

