

# Wells Fargo Healthcare Conference

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September 8, 2022



# Forward-Looking Statements

## Safe Harbor Statement Regarding Forward-Looking Statements

This presentation contains express or implied "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995 and other securities laws. These forward-looking statements concern our current expectations regarding our future results from operations, performance, financial condition, goals, strategies, plans and achievements. These forward-looking statements are subject to various known and unknown risks, uncertainties and other factors, and you should not rely upon them except as statements of our present intentions and of our present expectations, which may or may not occur. When we use words such as "believes," "expects," "anticipates," "estimates," "plans," "intends", "pursue", "will" or similar expressions, we are making forward-looking statements. For example, embecta is using forward-looking statements when it discusses its fiscal 2022 financial guidance, and projections and expectations regarding revenue, opportunities for growth and potential strategic investments. Although we believe that our forward-looking statements are based on reasonable assumptions, our expected results may not be achieved, and actual results may differ materially from our expectations. In addition, important factors that could cause actual results to differ from expectations include, among others: (i) competitive factors that could adversely affect embecta's operations, (ii) any events that adversely affect the sale or profitability of embecta's products or the revenue delivered from sales to its customers, (iii) any failure by BD to perform of its obligations under the various separation agreements entered into in connection with the separation and distribution; (iv) increases in operating costs, including fluctuations in the cost and availability of raw materials or components used in its products, the ability to maintain favorable supplier arrangements and relationships, and the potential adverse effects of any disruption in the availability of such items; (v) changes in reimbursement practices of governments or private payers or other cost containment measures; (vi) the adverse financial impact resulting from unfavorable changes in foreign currency exchange rates, as well as regional, national and foreign economic factors, including inflation, deflation, and fluctuations in interest rates; (vii) the impact of changes in U.S. federal laws and policy that could affect fiscal and tax policies, healthcare and international trade, including import and export regulation and international trade agreements; (viii) any impact of the COVID-19 pandemic, including disruptions in its operations and supply chains; (ix) new or changing laws and regulations, or changes in enforcement practices, including laws relating to healthcare, environmental protection, trade, monetary and fiscal policies, taxation and licensing and regulatory requirements for products; (x) the expected benefits of the separation from BD; (xi) risks associated with embecta's indebtedness; (xii) the risk that embecta's separation from BD will be more difficult or costly than expected; and (xiii) the other risks described in our periodic reports filed with the Securities and Exchange Commission ("SEC"), including under the caption "Risk Factors" in our Information Statement dated February 11, 2022, filed with the SEC on February 11, 2022 as Exhibit 99.1 to our Current Report on Form 8-K. Except as required by law, we undertake no obligation to update any forward-looking statements appearing in this presentation.



Advance every day together

## **Mission**

To develop and provide solutions that make life better for people living with diabetes

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## **Vision**

A life unlimited by diabetes

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# embecta is a Leader in the Global Marketplace

Our strong core business reaches people with diabetes (PWD) around the world

## embecta by the numbers<sup>(1)</sup>



**#1 Globally**

Producer of Pen  
Needles, Syringes &  
Safety devices



**~7.6B**

Units produced annually  
across

**3**

world-class facilities



**~30M**

PWD reached annually



**>100**

Countries served



**600+**

Commercially focused  
employees



**~2,000**

Employees globally

# Our Business Provides a Financial Foundation for Growth

Business model and a healthy balance sheet provide a strong core

## Stable, recurring, geographically-diversified revenue base

Vast majority of PWD administer insulin using injection devices

## Healthy margin profile

Brand recognition, long history of reliable supply, scale and efficient operations allow for differentiation in the marketplace

## Strong cash flow generation

History of generating positive cash flow from operations

## Modest leverage at spin

Considerably below net leverage covenant in credit agreement

## Starting cash balance

Allows for capitalizing on opportunities to invest for growth

# Recap - Executive Summary of Q3 Fiscal Year 2022 Results



**Resilient commercial performance** amidst challenging macro environment, including supply chain and inflationary pressures, geo-political concerns, as well as certain COVID-19 disruptions



**Revenue** of \$291.1 million, down 1.3% on a reported basis; **up 2.0%** on a **constant currency basis** compared to Q3 FY'21

**GAAP Gross Margin** of 69.7%; **Adjusted Gross Margin** of 69.8%; **Adjusted EBITDA Margin** of 40.5%



Continue to **execute** on **transition service agreements** with BD, while beginning to **build up** embecta's internal organization, systems and processes



Based on the underlying strength of the business, we **raised our financial guidance** for the second-half of this fiscal year for **constant currency revenue growth, adjusted gross margin & adjusted EBITDA margin\***



Advanced the development of a **type 2 closed loop insulin delivery system** utilizing embecta's proprietary patch pump, which carries **Breakthrough Device Designation** from the U.S. Food & Drug Administration

# embecta Near-Term Financial Profile and Targets

- 1 Constant currency revenue growth CAGR expected to remain relatively flat over the near-term
- 2 Strong margins and cash flow generation allow embecta to employ “invest for growth” strategy
- 3 Acceleration of revenue growth profile expected to occur from commercial investments and new product introductions
- 4 embecta expected to achieve robust adjusted EBITDA margin of ~30% by year three post-spin with an improved future revenue growth outlook
- 5 Significant capital structure flexibility allows for M&A and partnership opportunities to serve as growth accelerators

# Strategic Investments to Accelerate our Long-term Growth Profile

Including commercial investments, next-gen products, and M&A



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## Expand and penetrate through the core:

We have opportunities to drive growth in the core portfolio and serve unmet needs



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## Stronger R&D:

We can enter the T2D market with our patch pump, while continuing to drive injection innovation



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## M&A potential:

We will seek partnerships and acquisitions where embecta can add value through our commercial capabilities and manufacturing expertise





**Thank you**

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# Appendix

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# Non-GAAP financial measures

In evaluating our operating performance, we supplement the reporting of our financial information determined under GAAP with certain non-GAAP financial measures including (i) earnings before interest, taxes, depreciation, and amortization (“EBITDA”), (ii) adjusted EBITDA, as further defined below, (iii) adjusted gross profit and adjusted gross profit margin, and (vi) Constant Currency revenue growth. These non-GAAP financial measures are indicators of our performance that are not required by, or presented in accordance with, GAAP. They are presented with the intent of providing greater transparency to financial information used by us in our financial analysis and operational decision-making. We believe that these non-GAAP measures provide meaningful information to assist investors, shareholders and other readers of our consolidated financial statements in making comparisons to our historical operating results and analyzing the underlying performance of our results of operations. Additionally, EBITDA and Adjusted EBITDA are important metrics for debt investors who utilize debt-to-EBITDA ratios. These non-GAAP financial measures are not intended to be, and should not be, considered separately from, or as an alternative to, the most directly comparable GAAP financial measures.

We believe EBITDA is an important valuation measurement for management and investors given the effect non-cash charges such as amortization related to acquired intangible assets and depreciation of capital equipment have on net income. Additionally, we regard EBITDA as a useful measure of operating performance and cash flow before the effect of interest, taxes, depreciation and amortization and as a complement to operating income, net income and other GAAP financial performance measures. We define adjusted EBITDA as EBITDA excluding certain items that affect comparability of operating results and the trend of earnings. These adjustments are either non-cash or irregular in nature, may not be indicative of our past and future performance and are therefore excluded to allow investors to better understand underlying operating trends. The following are examples of the types of adjustments that are excluded: (i) share-based compensation, (ii) impairment losses incurred, (iii) separation costs associated with our spin-off from BD, and (iv) other significant items management deems irregular or non-operating in nature. We use adjusted EBITDA when evaluating operating performance because we believe the exclusion of such adjustments is necessary to help provide an accurate measure of on-going core operating results and to evaluate comparative results period over period.

For the three and nine month periods ended June 30, 2022, the reconciliation of gross profit to adjusted gross profit, and net income to EBITDA and adjusted EBITDA were as follows:

# Adjusted Gross Margin Reconciliation

Dollars in Millions, except percentages	Three Months Ended		Nine Months Ended	
	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
<b>Revenue</b>	<b>\$291.1</b>	<b>\$295.0</b>	<b>\$854.9</b>	<b>\$864.5</b>
Cost of sales	88.2	92.4	256.9	274.3
<b>Gross Profit</b>	<b>202.9</b>	<b>202.6</b>	<b>598.0</b>	<b>590.2</b>
<b>Gross Margin</b>	<b>69.7%</b>	<b>68.7%</b>	<b>69.9%</b>	<b>68.3%</b>
Share-based compensation expense	0.2	—	0.2	—
Impairment losses	—	3.8	—	13.8
<b>Adjusted Gross Profit <sup>(1)</sup></b>	<b>\$203.1</b>	<b>\$206.4</b>	<b>\$598.2</b>	<b>\$604.0</b>
<b>Adjusted Gross Margin</b>	<b>69.8%</b>	<b>70.0%</b>	<b>70.0%</b>	<b>69.9%</b>

(1) Adjusted Gross Profit is calculated by excluding impairment losses and the portion of stock-based compensation expense allocated to Cost of sales associated with the modification of employee share awards on the Separation date.

# Adjusted EBITDA Reconciliation

Dollars in Millions	Three Months Ended		Nine Months Ended	
	June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
Net income	\$62.4	\$104.7	\$240.8	\$317.9
Interest expense, net	19.5	—	24.4	—
Income taxes	11.2	20.2	43.3	60.6
Depreciation and amortization	9.1	9.9	24.2	29.4
<b>EBITDA</b>	<b>102.2</b>	<b>134.8</b>	<b>332.7</b>	<b>407.9</b>
Share-based compensation expense	5.8	2.9	14.3	9.6
One-time costs <sup>(1) (2)</sup>	9.9	2.1	25.7	2.1
Impairment losses <sup>(3)</sup>	—	3.8	—	13.8
<b>Adjusted EBITDA</b>	<b>\$117.9</b>	<b>\$143.6</b>	<b>\$372.7</b>	<b>\$433.4</b>

(1) One-time costs incurred during the three months ended June 30, 2022 primarily include costs to stand up the Company. Approximately \$7.7 million of the one-time costs are recorded in Other operating expenses, \$1.7 million are recorded in Selling, general and administrative expenses, \$0.3 million are recorded in Research and development expense, and \$0.2 million are recorded in Cost of products sold. For the three months ended June 30, 2021, \$2.1 million of the one-time costs are classified in Other operating expenses.

(2) One-time costs incurred during the nine months ended June 30, 2022 primarily include costs to stand up the Company. Approximately \$23.5 million of the one-time costs are recorded in Other operating expenses, \$1.7 million are recorded in Selling, general and administrative expenses, \$0.3 million are recorded in Research and development expense, and \$0.2 million are recorded in Cost of products sold. For the nine months ended June 30, 2021, \$2.1 million of the one-time costs are classified in Other operating expenses.

(3) Relates to impairment charges incurred during fiscal year 2021.