

Q3 2022 EARNINGS PRESENTATION

OCTOBER 26, 2022

Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties and reflect the Company's judgment as of the date of this presentation. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements. Some of these forward-looking statements may contain words like "will," "believe," "may," "could," "would," "might," "possible," "should," "expect," "intend," "forecast," "guidance," "plan," "anticipate," "target," or "continue," the negative of these words, other terms of similar meaning or they may use future dates. Forward-looking statements contained in this news release include, but are not limited to, statements concerning future financial performance, including projections for revenues, expected revenue growth (both reported and organic), GAAP and adjusted net income, GAAP and adjusted earnings per diluted share, non-GAAP adjustments such as divestiture, acquisition and integration-related charges, intangible asset amortization, structural optimization charges, EU Medical Device Regulation-related charges, and income tax expense (benefit) related to non-GAAP adjustments and other items, capital return plans and expectations and plans with respect to strategic initiatives and product development. It is important to note that the Company's goals and expectations are not predictions of actual performance. Such forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from predicted or expected results. Such risks and uncertainties include, but are not limited, to the following: the impact of COVID-19 (and any subsequent variants) and its effects on our employees, customers, patients, suppliers and distributors, including the economic impacts of the various recommendations, orders and protocols issued by governmental agencies and other regulatory bodies (including any periodic reimplementation of preventative measures in various global locations) in response to the continual evolution of the pandemic; macroeconomic conditions, including inflation, disruptions to the global supply chain, fluctuations in currency exchange rates, weakness in general economic conditions and recessions; the Company's ability to execute its operating plan effectively; the Company's ability to successfully integrate acquired businesses; the Company's ability to achieve sales growth in a timely fashion and execute on its channel reorganization in its Tissue Technologies segment; the Company's ability to manufacture and ship sufficient quantities of its products to meet its customers' demands; the ability of third-party suppliers to supply us with raw materials and finished products; global macroeconomic and political conditions; the Company's ability to manage its direct sales channels effectively; the sales performance of third-party distributors on whom the Company relies to generate revenue for certain products and geographic regions; the Company's ability to access and maintain relationships with customers of acquired entities and businesses; physicians' willingness to adopt and third-party payors' willingness to provide or maintain reimbursement for the Company's recently launched, planned and existing products; initiatives launched by the Company's competitors; downward pricing pressures from customers; the Company's ability to secure regulatory approval for products in development; the Company's ability to remediate quality systems violations; fluctuations in hospitals' spending for capital equipment; the Company's ability to comply with and obtain approvals for products of human origin and comply with regulations regarding products containing materials derived from animal sources; difficulties in controlling expenses, including costs to procure and manufacture our products; the impact of changes in management or staff levels; the impact of goodwill and intangible asset impairment charges if future operating results of acquired businesses are significantly less than the results anticipated at the time of the acquisitions, the Company's ability to leverage its existing selling organizations and administrative infrastructure; the Company's ability to increase product sales and gross margins, and control non-product costs; the Company's ability to achieve anticipated growth rates, margins and scale and execute its strategy generally; the amount and timing of divestiture, acquisition and integration-related costs; the geographic distribution of where the Company generates its taxable income; new U.S. and foreign government laws and regulations, and changes in existing laws, regulations and enforcement guidance, which affect areas of our operations including, but not limited to, those affecting the health care industry, including the EU Medical Devices Regulation; fluctuations in foreign currency exchange rates; the amount of our bank borrowings outstanding and other factors influencing liquidity; and the economic, competitive, governmental, technological, and other risk factors and uncertainties identified under the heading "Risk Factors" included in Item 1A of Integra's Annual Report on Form 10-K for the year ended December 31, 2021 and information contained in subsequent filings with the Securities and Exchange Commission.

These forward-looking statements are made only as of the date hereof, and the Company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events, or otherwise.



Non-GAAP Financial Measures

In addition to our GAAP results, we provide certain non-GAAP measures, including organic revenues, adjusted earnings before interest, taxes, depreciation and amortization ("EBITDA"), adjusted net income, adjusted earnings per diluted share, free cash flow and adjusted free cash flow conversion. Organic revenues consist of total revenues excluding the effects of currency exchange rates, revenues from current-period acquisitions and product divestitures and discontinuances. Adjusted EBITDA consists of GAAP net income excluding: (i) depreciation and amortization; (ii) other income (expense); (iii) interest income and expense; (iv) income tax expense (benefit); and (v) those operating expenses also excluded from adjusted net income. The measure of adjusted net income consists of GAAP net income, excluding: (i) structural optimization charges; (ii) divestiture, acquisition and integration-related charges; (iii) EU Medical Device Regulation-related charges; (iv) intangible asset amortization expense; and (v) income tax impact from adjustments. The adjusted earnings per diluted share measure is calculated by dividing adjusted net income attributable to diluted shares by diluted weighted average shares outstanding. The measure of free cash flow consists of GAAP net cash provided by operating activities less purchases of property and equipment.

Reconciliations of GAAP revenues to organic revenues, GAAP adjusted net income to adjusted EBITDA and adjusted net income, and GAAP earnings per diluted share to adjusted earnings per diluted share all for the quarters ended September 30, 2022 and 2021, and the free cash flow and adjusted free cash flow conversion for the quarters ended September 30, 2022 and 2021, and this presentation.

The Company believes that the presentation of organic revenues and the other non-GAAP measures provide important supplemental information to management and investors regarding financial and business trends relating to the Company's financial condition and results of operations. For further information regarding why Integra believes that these non-GAAP financial measures provide useful information to investors, the specific manner in which management uses these measures, and some of the limitations associated with the use of these measures, please refer to the Company's Current Report on Form 8-K regarding this presentation filed today with the Securities and Exchange Commission. This Current Report on Form 8-K is available on the SEC's website at <u>www.sec.gov</u> or on our website at <u>www.integralife.com</u>.



Executing on Our Strategy

Q3 Financial Performance

Total revenue \$385 million – above guidance

- Strong growth in Tissue Technologies and International
- Procedure volumes improving, overcoming additional currency headwinds and continued supply constraints
- 3.5% Q3 organic growth; 4.6% Q3 YTD organic growth

Adj. earnings per share \$0.86 – above guidance

• Reflecting cost optimization and a lower-than-expected CereLink recall impact, while advancing growth catalysts

FY 2022 Guidance

Reaffirming FY revenue expectations at Aug midpoint

Raising full year adj. EPS guidance by \$0.15 at the midpoint compared to prior guidance

Business Highlights

- Benefited from a diverse and resilient portfolio
- CereLink[®] return to market progressing, targeting first half 2023
- Expansion of CUSA portfolio
 - CUSA Clarity extended laparoscopic tip launched
 - CUSA single-sided bone tip 510(k) approved
- Completed the sale of the traditional wound care business
- Key leadership appointments
 - Harvinder Singh, EVP & President, International
 - Mark Jesser, CVP & Chief Digital Officer
- Publication of inaugural ESG report

Capturing market recovery and progressing on return to market for CereLink

Note: All guidance comparisons are to guidance as of August 24, 2022, included in our Form 8-K filing. Note: Organic growth and adjusted earnings per share are non-GAAP financial measures.



Executive Leadership Appointments



Harvinder Singh EVP and President, International

- 25-year veteran of Global healthcare and MedTech industries
 - Senior leadership roles at Abbott Laboratories vascular business, including VP for global commercial operations and VP for Asia-Pacific
 - Roles at Guidant and Eli Lilly in sales, marketing, strategy and general management
- Served as a member on the board of APACMed as well as American Medical Devices and Diagnostics Manufacturers' Association in Japan
- Based in Singapore. Focus on setting product-market strategies and building out Integra's local commercial capabilities for international markets and strengthening presence in strategic markets



Mark Jesser CVP and Chief Digital Officer

- 15 years developing and launching digital strategies and business platforms at Becton Dickinson and Abbott Diabetes Care
- Started career in management consultancy, marketing and product management
- Based at our Princeton, NJ headquarters. Focus on partnering with commercial, strategic marketing and business development teams to define and execute digital proposition strategies that enhance Integra's device portfolio and its positioning within the digital health ecosystem

Experience and expertise to accelerate international expansion and digital innovation



Advancing ESG to Create Long-Term Value for Our Shareholders

Sustainability rooted in Integra's values and mission - effective ESG management reduces risks, minimizes our impact on the planet, and drives strong financial results

Executing on our ESG roadmap in 2022

- Conducted materiality assessment with stakeholders to identify and rank top ESG priorities
- Published our inaugural <u>ESG report¹</u>
- Calculated baseline for direct (scope 1 and 2) greenhouse gas emissions
- Invested in product innovation and quality to advance standards of care
- Increased number of diverse leaders and strengthened career development programs

Looking ahead to 2023 and beyond

- Continued stakeholder engagement
- Set baseline for indirect (scope 3) emissions, followed by GHG reduction targets in 2024
- Continued focus on product innovation, quality, and access + our people
- Expansion of ESG disclosures, including new metrics and targets

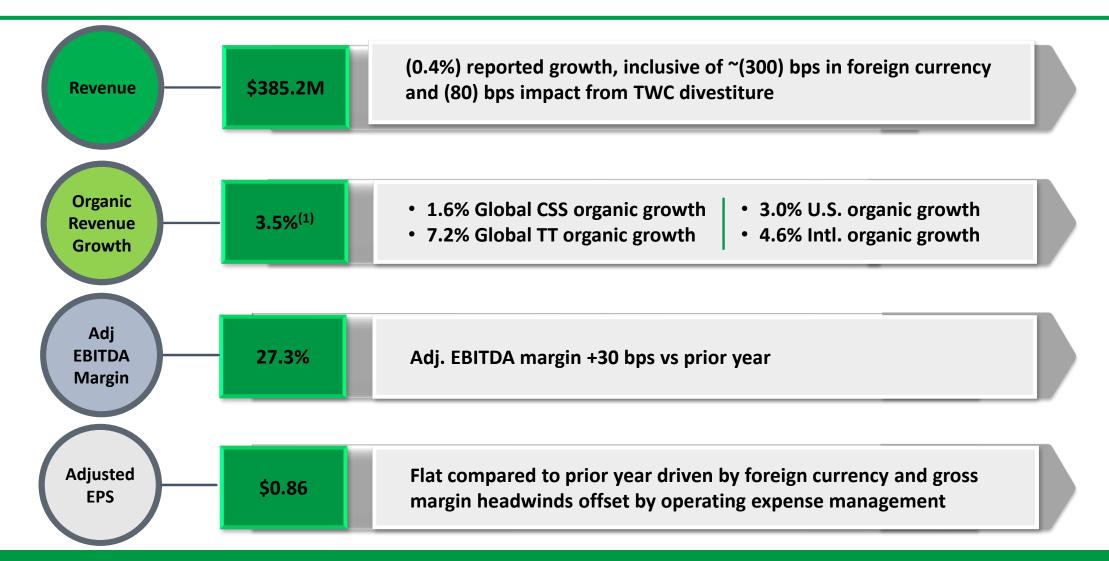


ESG drivers align with capabilities required to accelerate profitable growth

6



Third Quarter Financial Highlights



Strong TT and International organic growth performance, combined with strong Q3 P&L management

7 IART Q3 2022 Earnings Presentation

5.2% organic growth in Q3 2022 excluding CereLink (excluding \$1.5M Q3 2022 CereLink returns provision and excluding \$5M in Q3 2021 CereLink product sales).
Note: Organic growth, adj. earnings per share, adj. EBITDA margin and adj. gross margin are non-GAAP financial measures.

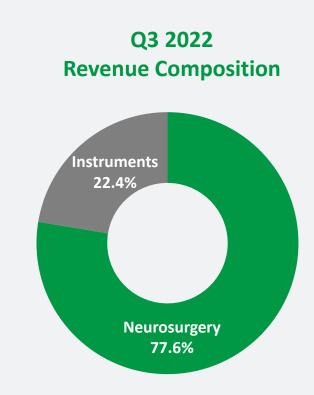


Revenues	Q3'22	Q3'21	Growth
Reported	\$249.8M	\$256.5M	(2.6%)
Organic ^{(1),(2)}	\$258.2M	\$254.1M	1.6%

Q3 2022 Growth and Performance Drivers⁽³⁾

Neurosurgery	Instruments	International
2.3%	(0.9%)	Mid Single-Digits

- Neurosurgery Low double-digit growth in advanced energy; high single-digit growth in CSF management; low single-digit growth in dural access and repair; low double-digit decline in neuro monitoring driven by CereLink
- Instruments Q3 in line with expectations as YTD growth of 2.8% aligns to long-term expectations of low single-digit growth
- International Low double-digit growth in Japan and China, and mid-single-digit indirect markets growth



Continued strong demand and market recovery tempered by near-term headwinds

8 IART Q3 2022 Earnings Presentation

Q3 2022 excludes \$2.2M related to discontinued and divested products and adds back \$10.5M in unfavorable foreign exchange; Q3 2021 excludes \$2.3M related to discontinued and divested products.
(2) 4.3% organic growth excluding CereLink (excluding \$1.5M Q3 2022 CereLink returns provision and excluding \$5M Q3 2021 CereLink product sales.)
(3) Percentages based on organic revenue; Commentary represents organic performance; Comparisons are to prior year.



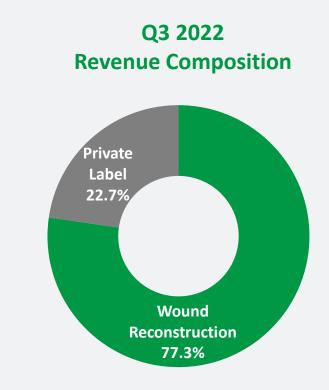
Tissue Technologies Q3 Revenue

Revenues	Q3'22	Q3'21	Growth
Reported	\$135.4M	\$130.4M	3.9%
Organic ⁽¹⁾	\$136.6M	\$127.5M	7.2%

Q3 2022 Growth and Performance Drivers ⁽²⁾					
Wound Reconstruction	Private Label	International			
8.5%	2.9%	Mid Single-Digits			

- Wound Reconstruction Year-over-year growth led by Integra skin, Acell MicroMatrix[®] and amniotics; the ACell portfolio delivered high single-digit growth
- Private Label Growth better than expected with 11% YTD growth compared to longterm expectations of mid-single-digit growth
- International Growth led by SurgiMend

9 IART Q3 2022 Earnings Presentation



Strong growth across the comprehensive Tissues Technologies portfolio

(1) Q3 2022 organic growth adds back \$1.2M in unfavorable foreign exchange. Q3 2021 excludes \$2.9M related to TWC divested products.
(2) Percentages based on organic revenue; Commentary represents organic performance; Comparisons are to prior year.



2022 Q3 and YTD Financial Results (\$M except per share data)

		Q3 2	2022					Q3 ΥΤΙ	0 2022						
Adj. Gross Profit Adj. EBITDA Adj. EPS			Adj. Gross Profit Adj. EBITDA Adj.			EPS									
(160bps)	Margin	+30bps	Margin	fl	at	(40bps)	(40bps) Margin		(40bps) Margin		(40bps) Margin		at	+3.4%	
\$264.4	\$257.0	\$104.3	\$105.3	\$0.86	\$0.86	\$772.4	\$782.4	\$295.2	\$301.7	\$2.34	\$2.42				
68.3%	66.7%	27.0%	27.3%			67.9%	67.5%	26.0%	26.0%						
3Q'21	3Q'22	3Q'21	3Q'22	3Q'21	3Q'22	YTD'21	YTD'22	YTD'21	YTD'22	YTD'21	YTD'22				

• Q3 adj. gross margin impacted by the CereLink recall⁽¹⁾, higher international sales mix, currency impacts and higher manufacturing variances

• Q3 and YTD adj. EBITDA margins flat year over year, reflecting the benefit of cost optimization offsetting lower gross margin

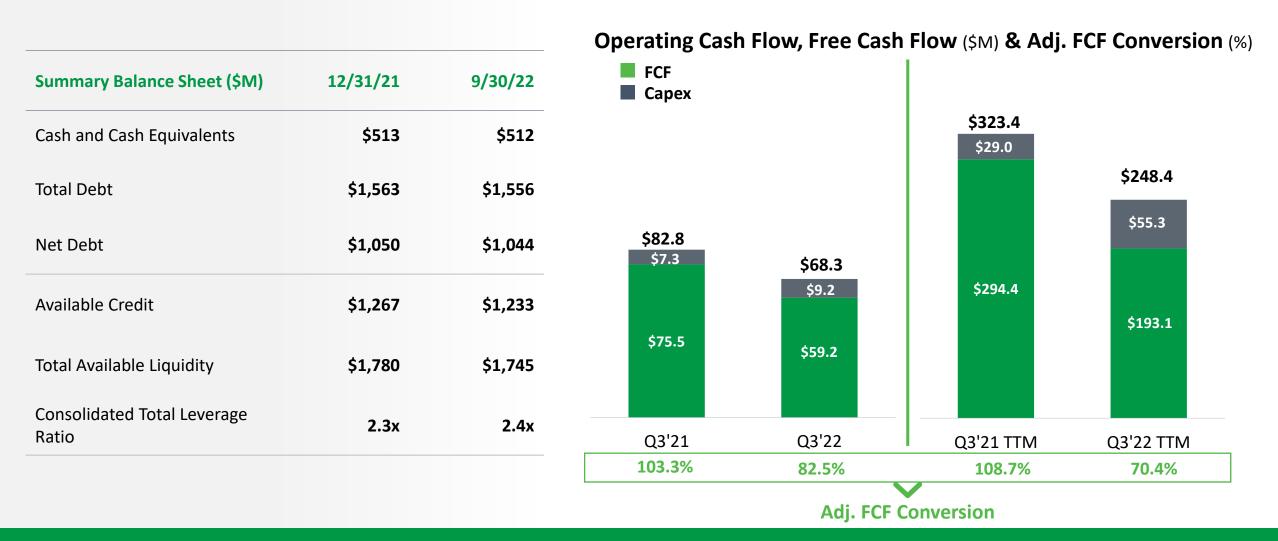
Protecting profitability in a challenging macro environment

(1) In Q3 2022, the Company recorded a \$1.5M provision for CereLink product returns, as a reduction in net revenue, and a \$0.8M rework accrual in cost of goods sold.

10 IART Q3 2022 Earnings Presentation

Note: Numbers may not add due to rounding; Adj. gross margin, adj. EBITDA margin, and adj. EPS are non-GAAP financial measures.



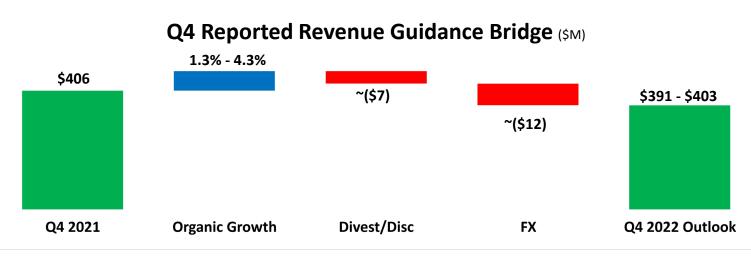


Ample liquidity with total leverage ratio below 2.5-3.5x targeted range

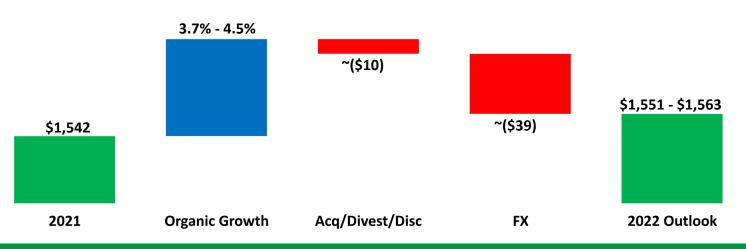
Note: Numbers may not add due to rounding.11 IART Q3 2022 Earnings PresentationNote: Adj. FCF conversion is a non-GAAP financial measure.



Q4 2022 and FY 2022 Outlook



2022 Reported Revenue Guidance Bridge (\$M)



Q4 2022

- Revenue: \$391M \$403M
 - Reported Growth -3.5% to -0.6%
 - Organic Growth +1.3% to +4.3%
- Adj. EPS \$0.87 \$0.91

FY 2022

- Revenue: \$1,551M \$1,563M
 - Reported Growth +0.5% to +1.3%
 - Organic Growth +3.7% to +4.5%
- Adj. EPS \$3.29 \$3.33

Revenue guidance reaffirmed at midpoint of August guidance range; Adj. EPS guidance raised



FY Revenue (\$M)

	Low	Mid	High
Feb Guidance	1,580	1,590	1,600
Change in FX ⁽¹⁾	(27)	(27)	(27)
TWC divestiture	(10)	(10)	(10)
Pro forma Feb Guidance	1,543	1,553	1,563
October Guidance	1,551	1,557	1,563
	+	+	

FY Adj. EPS (\$)

	Low	Mid	High
Feb Guidance	3.27	3.31	3.35
Change in FX ⁽¹⁾	(0.03)	(0.03)	(0.03)
TWC divestiture	(0.01)	(0.01)	(0.01)
Pro forma Feb Guidance	3.24	3.28	3.32
October Guidance	3.29	3.31	3.33
	+	+	+

Guidance progression shows Company overcoming CereLink, supply constraints & macro headwinds

Progress on Growth Catalysts and Margin Improvement



Near- to Mid-Term Growth Catalysts

- Steady post-covid procedure recovery progress
- Sustained solid International growth, and stepping up with focused and localized leadership
- CereLink: Working return to market in 1H 2023
- ACell: Q3 growth in line with long-term expectations
- Aurora: Building out early adopter activity and peer review publications
- Primatrix: Progressing in coverage expansion
- SurgiMend Breast PMA: Continued productive engagement with FDA, PMA amendment to be filed ~ mid 2023
- NeuraGen 3D: First patients enrolled in REINVENT Nerve Registry

Margin Improvement Drivers

- Volume growth
- Portfolio simplification and optimization
- Favorable portfolio mix (new product innovation and TT contribution)
- Price capture through new customers, new products and contracting
- Manufacturing footprint optimization
- Commercial and operations efficiencies and reduction in production waste
- SG&A leverage and productivity initiatives

Strengthening foundations for delivering on our long-term financial targets





Appendix

Non-GAAP Reconciliations

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Change	Q3 YTD 2022	Q3 YTD 2021	Change
Total Revenues	\$385.2	\$386.9	(0.4%)	\$1,159.6	\$1,136.9	2.0%
Gross Margin	61.5%	62.7%	-120BPS	62.1%	61.2%	+90BPS
Adj. Gross Margin ⁽¹⁾	66.7%	68.3%	-160BPS	67.5%	67.9%	-40BPS
Net Income	\$49.9	\$43.2	15.5%	\$127.6	\$123.7	3.2%
Adj. Net Income ⁽¹⁾	\$71.7	\$73.1	(1.9%)	\$202.0	\$199.5	1.2%
Adj. EBITDA Margin ⁽¹⁾	27.3%	27.0%	+30BPS	26.0%	26.0%	+0BPS
Diluted Shares Outstanding	83.4	85.4	(2.4%)	83.5	85.4	(2.2%)
Earnings per Share	\$0.60	\$0.51	17.6%	\$1.53	\$1.45	5.5%
Adj. Earnings per Share ⁽¹⁾	\$0.86	\$0.86	0.0%	\$2.42	\$2.34	3.4%

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(1) These are non-GAAP financial measures. Please see the Appendix of this presentation for a reconciliation to the nearest GAAP measure.

Third Quarter 2022 Organic Growth Reconciliation

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021
Neurosurgery	\$193.8	\$199.2	\$588.8	\$591.1
Instruments	\$55.9	\$57.3	\$166.1	\$163.5
Total Codman Specialty Surgical	\$249.8	\$256.5	\$755.0	\$754.6
Wound Reconstruction and Care	\$104.6	\$99.7	\$304.1	\$291.0
Private Label	\$30.8	\$30.6	\$100.5	\$91.3
Total Tissue Technologies	\$135.4	\$130.4	\$404.7	\$382.4
Total Reported Revenues	\$385.2	\$386.9	\$1,159.6	\$1,137.0
Revenues from divested products ⁽¹⁾	(0.2)	(3.1)	(1.7)	(3.5)
Revenues from discontinued products ⁽¹⁾	(2.0)	(2.1)	(6.4)	(9.8)
Revenues ex divested/ discontinued products	383.0	\$381.6	1,151.5	\$1,123.6
Impact of changes in currency exchange	11.8	-	26.7	-
Revenues from acquisitions ⁽²⁾	-	-	(2.7)	-
Total Organic Revenues	\$394.8	\$381.6	\$1,175.5	\$1,123.6

(1) Organic revenue has been adjusted for 2022 and 2021 to account for divestitures and discontinued products.

(2) Revenue from acquisitions includes ACell.



Third Quarter 2022 Adjusted EBITDA Margin Reconciliation

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021
GAAP Net Income	\$49.9	\$43.2	\$127.6	\$123.7
Depreciation	10.3	9.9	30.1	28.7
Intangible asset amortization	19.2	20.2	58.7	63.1
Other (income), net	(2.0)	(3.4)	(4.9)	(10.6)
Interest expense, net	9.5	10.4	30.1	33.0
Income tax expense/(benefit)	8.9	7.6	22.1	39.2
Acquisition, divestiture and integration-related charges ⁽¹⁾	(13.8)	2.6	(19.6)	(13.6)
Structural optimization charges	10.1	6.7	24.6	15.4
EU Medical Device Regulation	13.2	7.1	33.0	16.2
Total of non-GAAP adjustments:	55.4	61.1	174.1	171.5
Adjusted EBITDA	\$105.3	\$104.3	\$301.7	\$295.2
Total Revenues	\$385.2	\$386.9	\$1,159.6	\$1,136.9
Adjusted EBITDA Margin	27.3%	27.0%	26.0%	26.0%

(1) Acquisition, divestiture and integration-related charges are associated with the Codman Neurosurgery, Arkis Biosciences, Rebound Therapeutics and ACell acquisitions and the divestiture of Extremity Orthopedics and TWC. Includes banking, legal, consulting, systems, and other income and expenses.



Third Quarter 2022 Adjusted EPS Reconciliation

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021
GAAP Net Income	\$49.9	\$43.2	\$127.6	\$123.7
Acquisition, divestiture and integration-related charges ⁽¹⁾	(13.8)	2.6	(19.6)	(13.6)
Structural optimization charges	10.1	6.7	24.6	15.4
EU Medical Device Regulation	13.2	7.1	33.0	16.2
Intangible asset amortization expense	19.2	20.2	58.7	63.1
Estimated income tax impact from adjustments and other items	(6.9)	(6.9)	(22.3)	(5.4)
Total of non-GAAP adjustments:	21.8	29.8	74.4	75.8
Adjusted Net Income	\$71.7	\$73.1	\$202.0	\$199.5
Adjusted Diluted Net Income per Share	\$0.86	\$0.86	\$2.42	\$2.34
Weighted average common shares outstanding for diluted net income from continuing operations per share	83.4	85.4	83.5	85.4

(1) Acquisition, divestiture and integration-related charges are associated with the Codman Neurosurgery, Arkis Biosciences, Rebound Therapeutics and ACell acquisitions and the divestiture of Extremity Orthopedics and includes banking, legal, consulting, systems, and other income and expenses. The company completed the sales of its Extremity Orthopedics business and recognized a gain of \$42.9 million for the three months ended March 31, 2021.



Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021	TTM 2022	TTM 2021
Net Cash from Operating Activities	\$68.3	\$82.8	\$179.1	\$243.2	\$248.4	\$323.4
Purchases of Property and Equipment	(\$9.2)	(\$7.3)	(\$27.9)	(\$20.6)	(\$55.3)	(\$29.0)
Free Cash Flow	\$59.2	\$75.5	\$151.2	\$222.6	\$193.1	\$294.4
Adjusted Net Income	\$71.7	\$73.1	\$202.0	\$199.5	\$274.2	\$270.8
Adjusted Free Cash Flow Conversion	82.5%	103.3%	74.9%	111.5%	70.4%	108.7%



Third Quarter 2022 Adjusted Gross Margin Reconciliation

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021
Reported Gross Profit	\$236.7	\$242.4	\$720.2	\$695.4
Structural optimization charges	2.8	3.0	9.7	6.5
Acquisition, divestiture and integration-related charges	0.2	2.0	0.9	17.7
EU Medical Device Regulation	1.3	0.9	3.2	2.5
Intangible asset amortization expense	16.1	16.1	48.3	50.3
Adjusted Gross Profit	\$257.0	\$264.4	\$782.4	\$772.4
Total Revenues	385.2	386.9	1,159.6	1,136.9
Adjusted Gross Margin	66.7%	68.3%	67.5%	67.9%



Third Quarter 2022 Adjusted SG&A Reconciliation

Note: Numbers may not add due to rounding.

(In millions)	Q3 2022	Q3 2021	Q3 YTD 2022	Q3 YTD 2021
Reported SG&A	\$143.8	\$156.0	\$464.4	\$475.2
Structural optimization charges	7.4	2.2	14.7	5.2
Acquisition, divestiture and integration-related charges	(12.2)	2.2	(14.0)	14.2
EU Medical Device Regulation	5.7	2.0	11.7	5.1
Adjusted SG&A	\$142.9	\$149.6	\$452.0	\$450.8
Total Revenues	\$385.2	\$386.9	\$1,159.6	\$1,136.9
Adjusted SG&A (% of Revenues)	37.1%	38.7%	39.0%	39.6%

