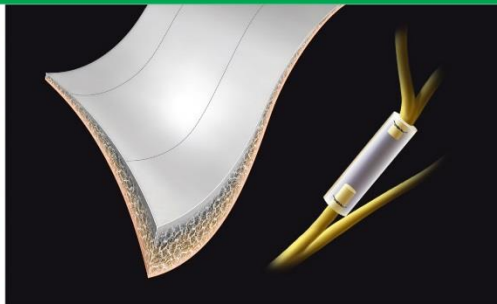


Integra LifeSciences

35th Annual J.P. Morgan Healthcare Conference

January 2017



Safe Harbor / Non-GAAP Financial Measures

This presentation contains “forward-looking statements”, including statements regarding the proposed transaction and the ability to consummate the proposed transaction. Statements in this document may contain, in addition to historical information, certain forward-looking statements. Some of these forward-looking statements may contain words like “believe,” “may,” “could,” “would,” “might,” “possible,” “should,” “expect,” “intend,” “plan,” “anticipate,” or “continue,” the negative of these words, other terms of similar meaning or they may use future dates. Forward-looking statements in this document include without limitation statements regarding the planned completion of the transaction. These statements are subject to risks and uncertainties that could cause actual results and events to differ materially from those anticipated, including, but not limited to, risks and uncertainties related to the following: statements regarding the anticipated benefits of the proposed transactions contemplated by the definitive agreement by and among Integra, Integra Derma, Inc., a wholly owned subsidiary of Integra (“Integra Derma”) and Derma Sciences (the “Proposed Transactions”); statements regarding the anticipated timing of filings and approvals relating to the Proposed Transactions; statements regarding the expected timing of the completion of the Proposed Transactions; the percentage of Derma’s stockholders tendering their shares in the Offer; the possibility that competing offers will be made; the possibility that various closing conditions for the Proposed Transactions may not be satisfied or waived; the effects of disruption caused by the Proposed Transactions making it more difficult to maintain relationships with employees, vendors and other business partners; stockholder litigation in connection with the Proposed Transactions; and other risks and uncertainties discussed in the Company’s filings with the SEC, including the “Risk Factors” sections of the Company’s Annual Report on Form 10-K for the year ended December 31, 2015 and subsequent quarterly reports on Form 10-Q, as well as the Schedule TO and related tender offer documents to be filed by Parent and Merger Sub and the Solicitation/Recommendation Statement to be filed by the Company. The Company undertakes no obligation to update any forward-looking statements as a result of new information, future developments or otherwise, except as expressly required by law. All forward-looking statements in this document are qualified in their entirety by this cautionary statement.

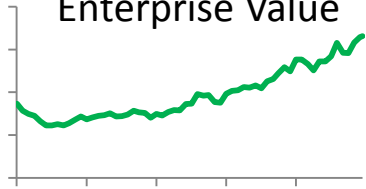
Certain non-GAAP financial measures are disclosed in this presentation. Unless otherwise noted, all references to gross margin, SG&A, EBITDA and EPS refer to adjusted measures. A reconciliation of non-GAAP financial measures to the most comparable GAAP measures is provided in the appendix of the Third Quarter 2016 Earnings Call Presentation and in the Investor Day Presentation, dated November 2015, available on our website, www.integralife.com.

This announcement is neither an offer to purchase nor a solicitation of an offer to sell securities. The tender offer for the outstanding shares of Derma Sciences common stock and preferred stock described in this presentation has not commenced. At the time the tender offer is commenced, Integra and Integra Derma will file a Tender Offer Statement on Schedule TO with the SEC and Derma Sciences will file a Solicitation/Recommendation Statement on Schedule 14D-9 with the SEC related to the tender offer. The Tender Offer Statement (including an Offer to Purchase, a related Letter of Transmittal and other tender offer documents) and the Solicitation/Recommendation Statement will contain important information that should be read carefully before any decision is made with respect to the tender offer. Those materials will be made available to Derma Sciences’ security holders at no expense to them. In addition, all of those materials (and all other offer documents filed with the SEC) will be available at no charge on the SEC’s website at www.sec.gov.

INTEGRA Today: By the Numbers

\$3.7B

Enterprise Value



(As of Dec. 31, 2016)

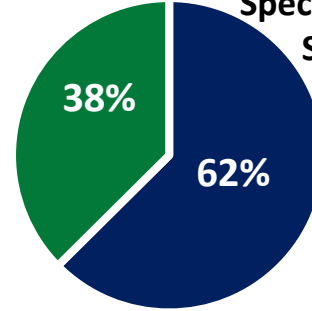
2016E*

~9% Organic Growth

~23.5% Adj. EBITDA

13%–15% Adj. EPS Growth

Ortho & Tissue
Technologies



Specialty Surgical
Solutions

~\$992M

2016E Revenue

(Preliminary)

25%+

of Organic Revenue
Growth from New
Product
Introductions



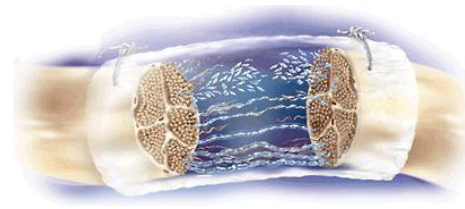
3,700

Employees

43%

2016E

Sales from
Regenerative
Technology
Products



23%

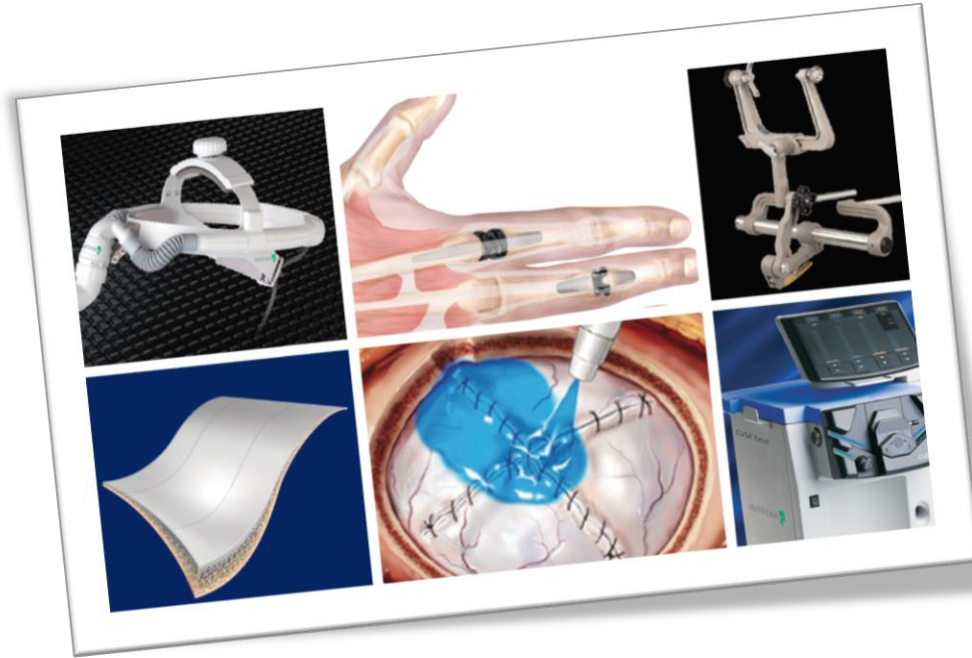
YTD 2016



International Sales

* 2016E based on preliminary results announced January 10, 2017

Leading Solutions, Market Relevance



US MARKET LEADERSHIP

#1 in Dural Repair

#1 in 16 product areas within
Precision Tools & Instruments

#1 in Soft Tissue Reconstruction

#1 in Burns

#1 in Neurosurgery Ablation

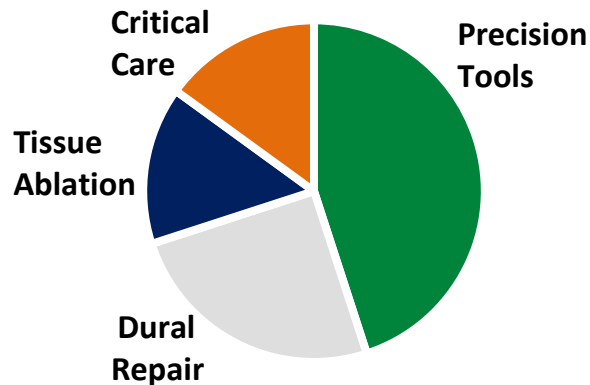
#1 in 35+ other product areas

#1, 2 or 3 Category Leader in 57% of our US Portfolio

Specialty Surgical Solutions: By the Numbers

#1

Largest Direct
Neurosurgery
U.S. Sales Force



\$623M

2016E Revenue Guidance
(midpoint)

\$3.1B

Addressable
Market
Opportunities

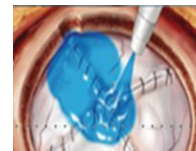
55%+

US Sales from Market
Leading Products



28%

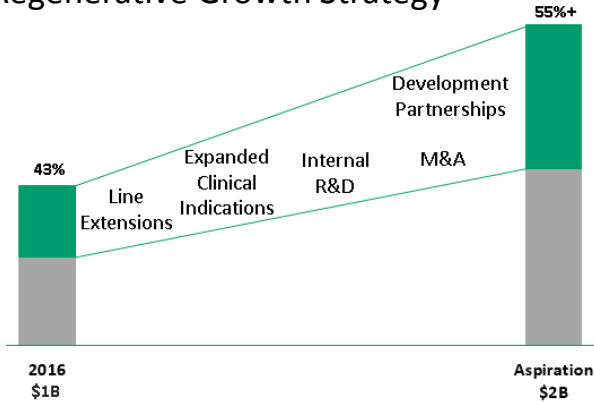
of Sales in
International
Markets
(Sept. 2016)



Market Leader
Dural Repair

Orthopedics and Tissue Technologies: By the Numbers

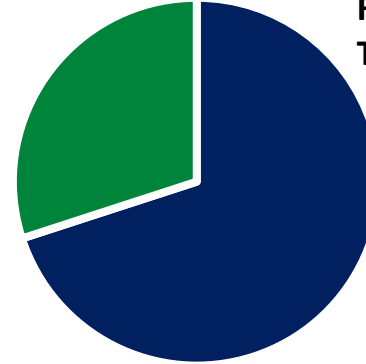
Regenerative Growth Strategy



14%

of Sales in
International
Markets
(Sept. 2016)

Extremities



Regenerative Technologies

\$374M

2016E Revenue Guidance
(midpoint)



#1

Position in Burns

~300

US Sales Force
Employees



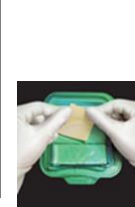
Leading Ankle
Arthroplasty
Solutions

\$5.1B

Addressable
Market
Opportunities

Advanced Wound Care

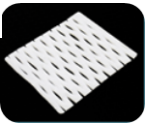
3 Product Families
X
3 Sales Channels



Omnigraft



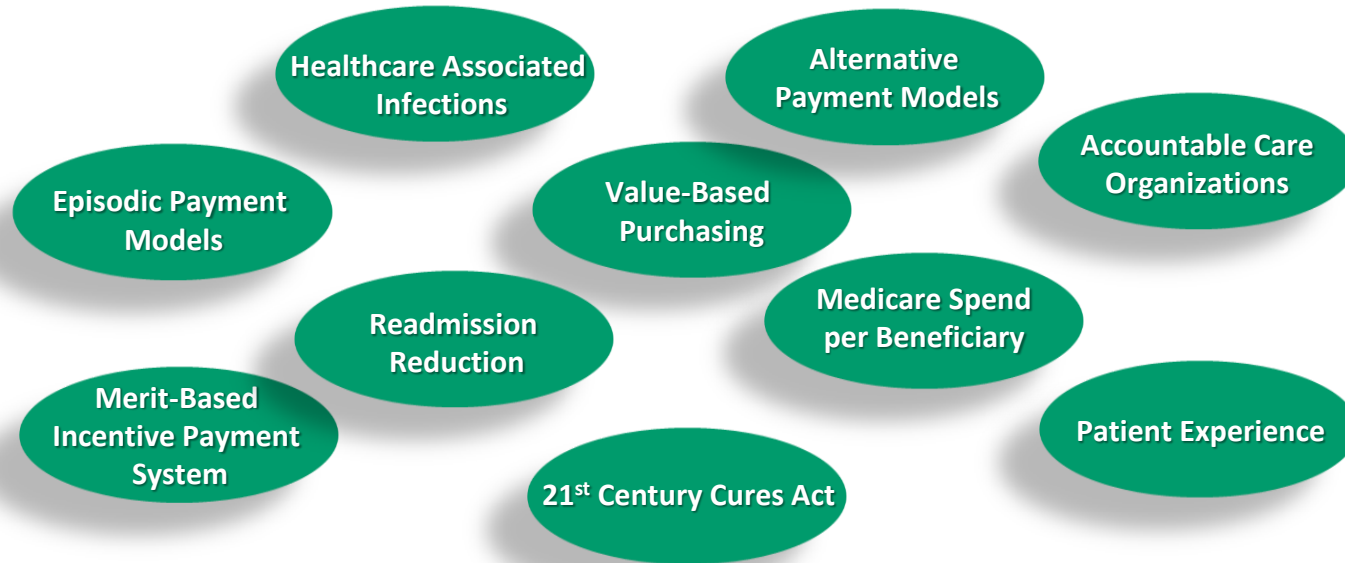
BioFix



Primatrix

Essential Elements Of The ACA-inspired Health Care Delivery Likely To Stay

Improving quality of care and outcomes, focusing on patient satisfaction and lowering total cost of care makes good business sense



ACA Set In Motion Fundamental Changes In Health Care Delivery
That Are Now In Most Providers' DNA

Strategy



Execute

- New Products Drive 25% of Organic Growth
- Invest in Our Team
- Deliver on Financial Goals



Accelerate Growth

- Take Share in New, Fast-Growing Markets
 - Expand International Reach
- Close on Strategic M&A Opportunities

Optimize



- Optimize Commercial Channel
- Regenerative Tech to 45%+ of Portfolio
 - G&A Leverage via Systems & Structure

Execute

Optimize

*Limit
Uncertainty*

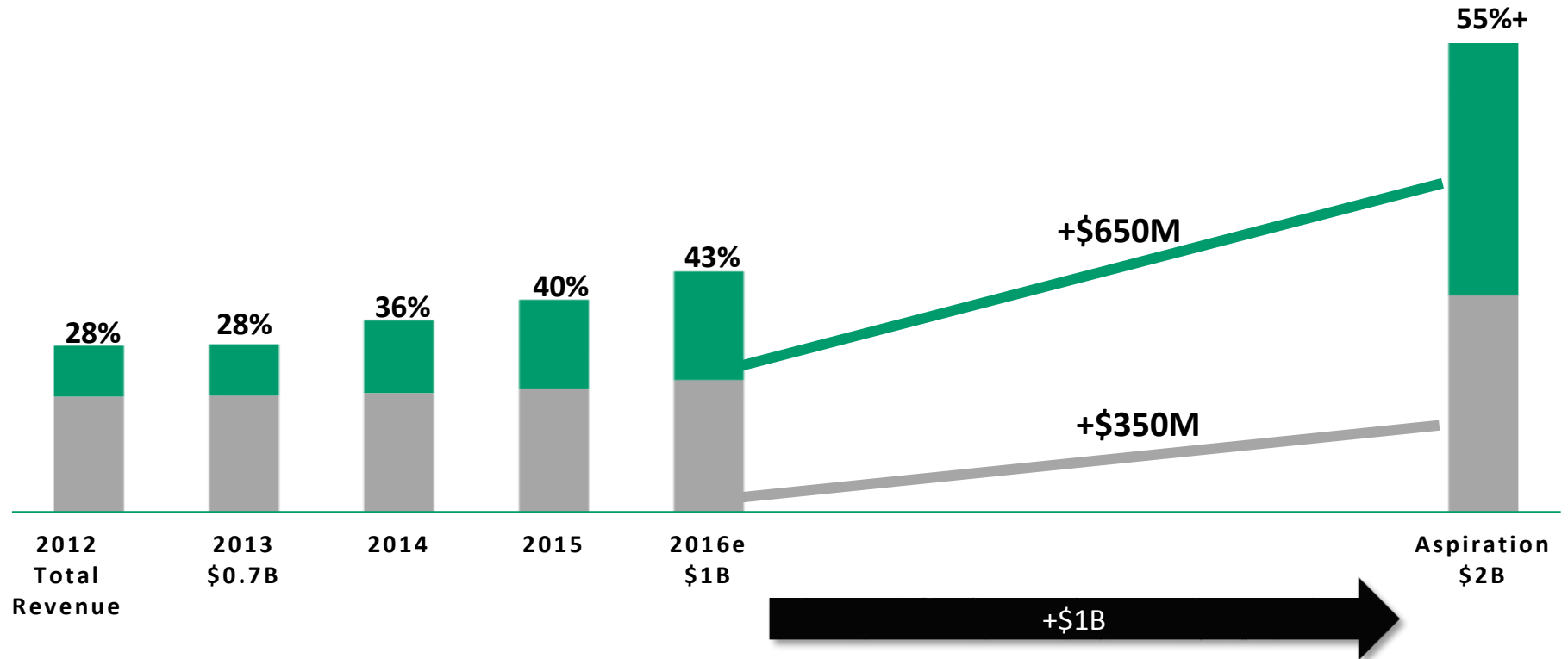
Accelerate Growth

Key Focus Areas for 2017 and Beyond

- 1 Execute on our 2017 Financial Targets
- 2 Increase regenerative technology commercial investments and new products
 - Build upon 3 x 3 Wound Care Strategy
 - Enhance market access and health economics value proposition
- 3 Drive organic growth with new product introductions, channel expansion and geographic reach
 - Gain share in the ankle arthroplasty market with Cadence and Salto
 - Make commercial investments focused in Orthopedics & Tissue Technologies and International channels
- 4 Pursue strategic M&A to gain relevant scale in specialty surgical, extremities and wound care markets

| Long-Term Growth Targets | |
|--------------------------------|------------------|
| Organic Revenue Growth | 6 - 8% |
| with Acquisitions | 10% + (3yr CAGR) |
| Adj. EBITDA Margin | ~25% |
| Adj. Earnings Per Share Growth | 12%+ |
| Adj. FCF Conversion Ratio | ~95% |

Regenerative Technologies: A Crucial Part Of Our Strategy



How Do Regen Technologies Help Achieve Aspirational Goals

Aspirational Goal

| | |
|---------------|--------|
| Revenue | \$2B |
| Gross Margin | 72-73% |
| EBITDA Margin | 30% |

What will it take?

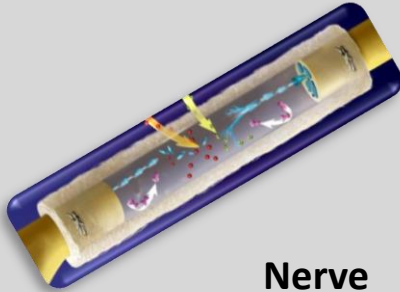
55%+ of sales from high margin
Regenerative Technologies

How will we do it?

- 1) Extend our inpatient leadership positions to the outpatient advanced wound care market
- 2) Leverage our clinical, manufacturing and commercial experience to expand existing markets and enter new markets such as plastic and reconstructive surgery
- 3) Successful investments in R&D to drive new regenerative technology products
- 4) Leverage M&A to gain scale and supplement our technology platform

R&D Strategy – New Products To Drive Organic Growth

NEXT-GEN PRODUCT INVESTMENTS



Nerve

TECHNOLOGY PLATFORM LEVERAGE



Surgimend®

CLINICAL INDICATIONS FOR EXISTING TECHNOLOGIES



Tissue Ablation

Optimize What We Have

Move Into Adjacencies

Capture New Opportunities

Building Pipeline to Support 25%+ of Organic Growth

Ankle Arthroplasty... Salto & Cadence



MARKET TRENDS

”

"Longevity and reliability mark the foundation of the Salto Talaris."

Charles Zelen, DPM

- 10% US market growth
- Replacement gaining versus fusion
- Fixed bearing 2-piece ankles gaining preference

INTEGRA GROWTH DRIVERS

- Salto - strong clinical history and revision design
- Cadence designed to simplify procedures
- Two options based on preference

2015E US Ankle Market

| Size | Growth | Integra Share |
|---------|--------|---------------|
| ~\$60 M | 10%+ | ~17% |

Two Options for Surgeons, New Market Growth Opportunity

Strategic M&A as a Core Competency

WOUND CARE



EXTREMITIES



SPECIALTY SURGICAL



Technology Platforms

International Distribution

Sales Channel Leverage

Relevant Scale

Gaining Relevant Scale with M&A to Drive Upside

Derma Sciences Overview

Business Description

- Public company (NASDAQ: DSCI), located in Princeton, NJ; manufacturing operations in Toronto, China & Memphis
 - A tissue regeneration company focused on advanced wound and burn care offering a line of products with patented technologies to help better manage chronic and hard-to-heal wounds, many of which result from diabetes and poor vascular functioning
-

Strategic Rationale

- Builds out our 3x3 strategy with addition of amniotic and placental tissue products
 - Leverages existing sales channel with complementary advanced wound care products
 - Accelerates our channel expansion in outpatient wound care and adds an existing base of customers
 - Adds amniotic technology and manufacturing, complementing our regenerative platform & capabilities
-

Key Products

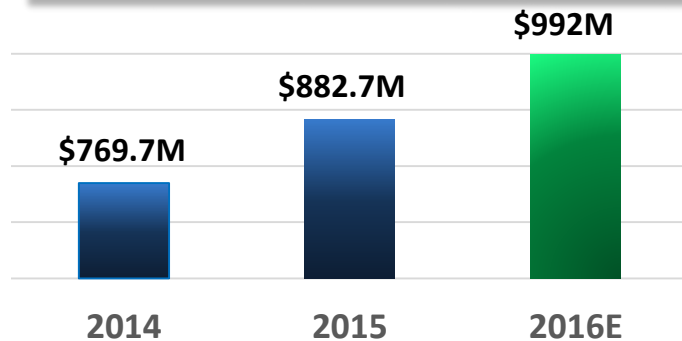
- Total Contact Casting and MediHoney: Advanced wound care for burn and wound management
 - Gold Standard of Care for off-loading a diabetic foot ulcer
 - Global leading line of medical-grade honey products for the management of wounds and burns
- BioD and Amnio families of products, with existing reimbursement of >93% of Medicare lives
 - Minimally manipulated amniotic membrane/placental tissue
- Traditional wound care products

Derma Sciences Transaction Summary

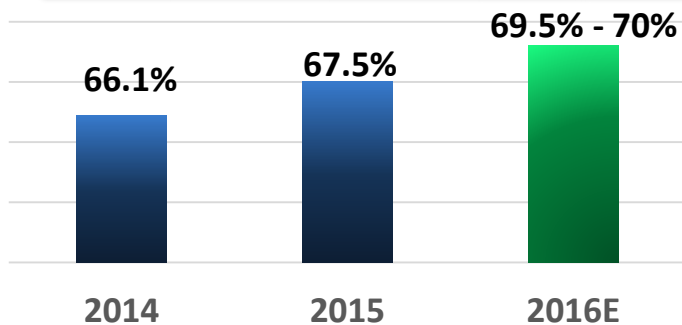
- Integra will acquire the shares of Derma Sciences for \$7 per share in cash at closing, ~\$200M purchase price
- Subject to customary closing conditions *(see details in concurrent Form 8-K filing)*
- Expect to close acquisition late first quarter with cash from existing credit facility
- Adds ~50 direct sales reps in the US, UK and Canada, as well as distributors in the US and internationally
- Corporate facilities in Princeton, NJ and manufacturing facilities in Memphis, Toronto & China
- Investments to be made in clinical studies, commercial expansion, systems integration
- 2015 ProForma revenues of ~\$85M; mid-single digit growth profile
 - Gross margin in high 50% - BioD placental/amniotic products carry 85% gross margins
 - EBITDA is minimal; dilutive to 2017 margin, but synergies will bring EBITDA margin to high teens in 2018
- Financial expectations:
 - Revenue impact to Integra: ~\$65M in 2017 assuming late Q1 close; Mid-single digit revenue growth; ~17% Int'l mix
 - Slightly dilutive in 2017 to EBITDA margin; synergies to EBITDA margin improvement in 2018
 - ~3 cents dilutive to 2017 Adj. EPS; neutral in first full year; accretive in 2018
 - ROIC to exceed cost of capital by the end of Year 3

Historical Results – 2016 Guidance

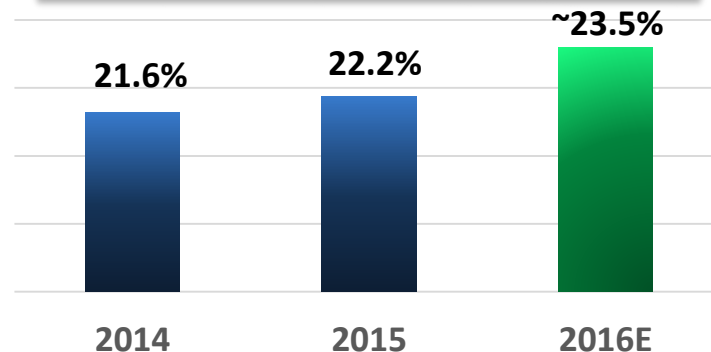
REVENUE



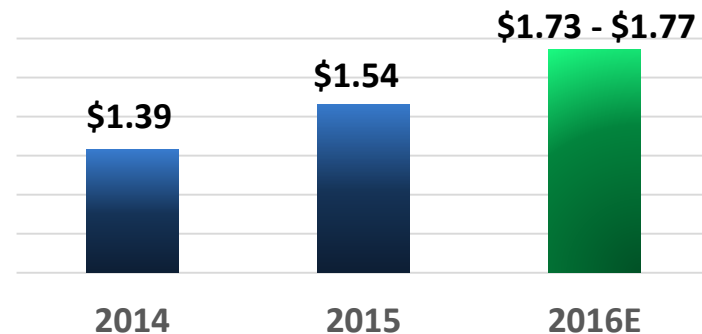
ADJUSTED GROSS MARGIN



ADJUSTED EBITDA MARGIN

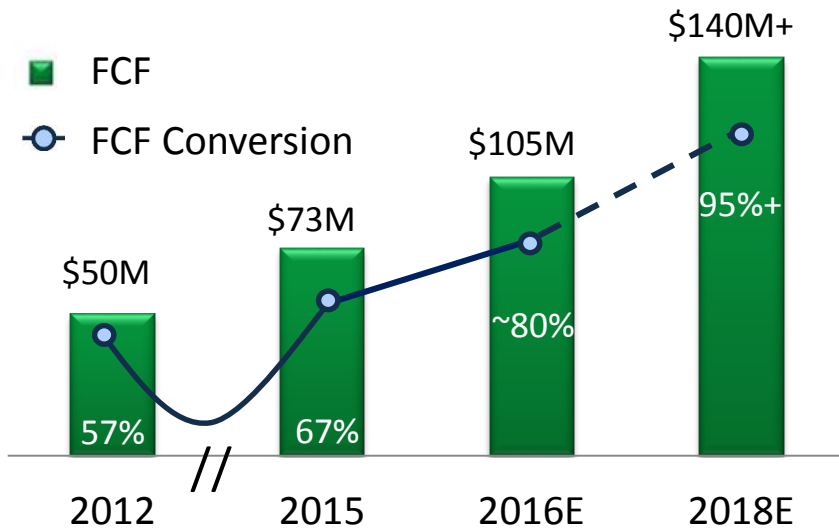


ADJUSTED EPS*



*Adjusted for Stock Split 1/4/2017

Current Capital Structure



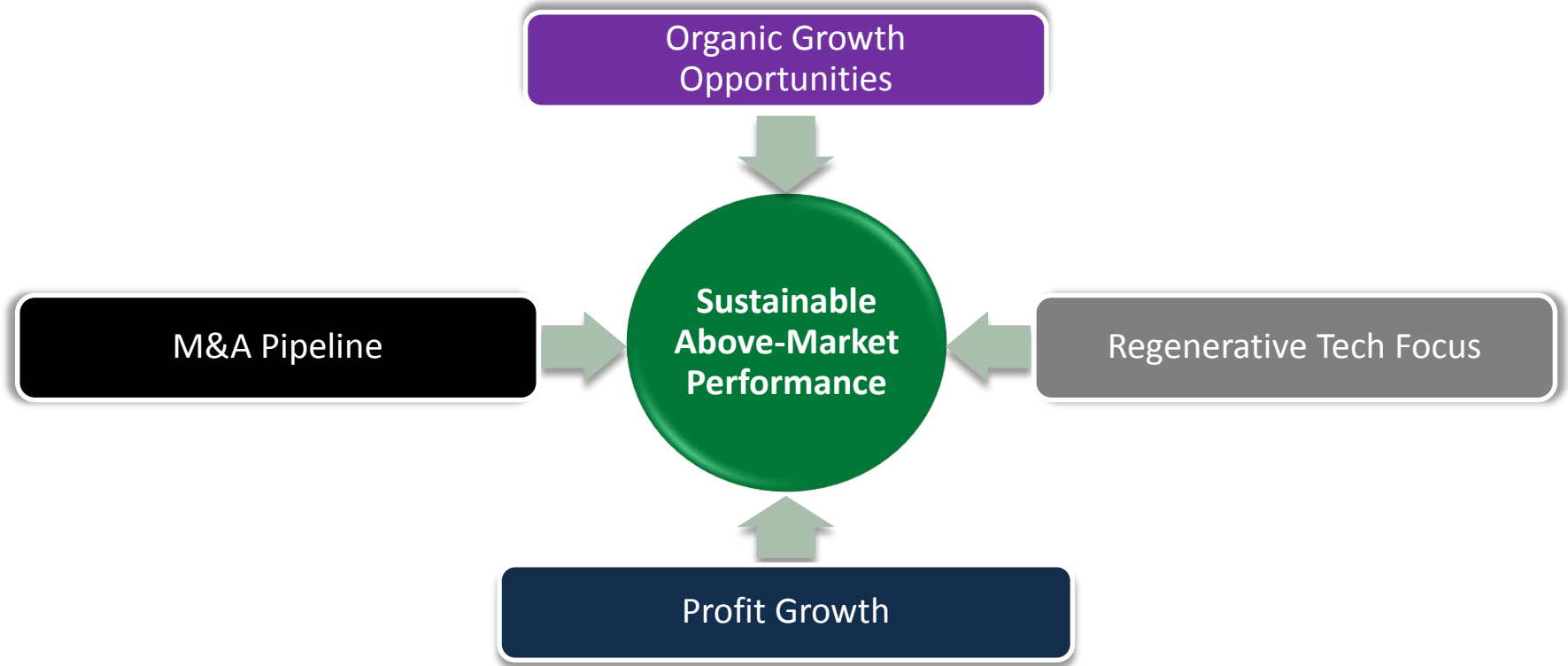
| Current Capitalization & Credit Statistics | |
|--|-----------------|
| (\$ in millions) | 09/30/2016* |
| Cash and Equivalents | \$ 107.6 |
| Revolver (\$1,000.0) | \$ 189.6 |
| Term Loan | \$ 500.0 |
| Total Debt (face value) | \$ 689.6 |
| Net Debt | \$ 582.0 |
| | |
| Current Bank Leverage Ratio** | 2.6x |
| Max Leverage Ratio | 4.5x |
| Current Acquisition Capacity | \$ 810 |

*Except for Cash & Equivalents and Total Debt, amounts are pro forma for the Expansion and Extension of Credit Facility announced Dec. 7, 2016, and the retirement of the 2016 Convertible Senior Notes on Dec. 15, 2016.

**This ratio is calculated per the Senior Credit Facility agreement.

Strong Cash Flow Generation & \$800M+ Acquisition Capacity

What Makes INTEGRA Different



Faster Growth. Higher Profits. Sustainable Performance.