Stephens Medical Device and Hospital Supply

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Source: Company documents.

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Stephens Inc. Medical Device & Hospital Supply Industry Coverage Universe

| | Equity | Rating / | Price | Equity | 30-Day | 52 - Wk. | Calend | lar S | ales | EV / | Sales | Calen | dar EPS | P/ | E | 2023E | EV / 23E |
|-----------------------------------|--------|--------------|-----------|-----------|-----------|---------------------|----------------|-------|----------|-------|-------|-----------|-----------|-------|-------|------------|----------|
| | Symbol | Price Target | 5/13/22 | Mkt. Cap. | Avg. Vol. | High / Low | 2022E | | 2023E | 2022E | 2023E | 2022E | 2023E | 2022E | 2023E | EBITDA | EBITDA |
| ABIOMED, Inc. | ABMD | OW/V / \$390 | \$ 252.23 | \$11,656 | 307 | \$379.30 / \$227.25 | \$ 1,143.8 | \$ | 1,347.5 | 9.5x | 8.1x | \$ 4.35 | \$ 5.25 | 57.9x | 48.0x | \$ 337.5 | 32.3x |
| Alcon AG | ALC | OW / \$92 | \$ 70.65 | \$35,304 | 1,047 | \$88.78 / \$63.92 | \$ 8,920.3 | \$ | 9,370.5 | 4.3x | 4.1x | \$ 2.45 | \$ 2.84 | 28.9x | 24.9x | \$ 3,326.9 | 11.5x |
| Align Technology, Inc. | ALGN | OW/V / \$500 | \$ 273.44 | \$21,581 | 1,080 | \$737.45 / \$250.64 | \$ 4,472.7 | \$ | 5,714.2 | 4.6x | 3.6x | \$ 11.97 | \$ 14.66 | 22.8x | 18.7x | \$ 1,413.9 | 14.6x |
| Anika Therapeutics, Inc. | ANIK | EW / \$29 | \$ 22.20 | \$323 | 94 | \$48.37 / \$19.95 | \$ 155.8 | \$ | 170.4 | 1.6x | 1.5x | \$ (0.92) | \$ 0.07 | NA | NM | \$ 18.2 | 13.9x |
| Apollo Endosurgery, Inc. | APEN | OW/V/\$9 | \$ 4.24 | \$170 | 162 | \$10.39 / \$3.79 | \$ 74.9 | \$ | 84.6 | 1.9x | 1.7x | \$ (0.64) | \$ (0.54) | NA | NA | NA | NA |
| Avanos Medical, Inc. | AVNS | EW / \$43 | \$ 26.37 | \$1,248 | 311 | \$41.31 / \$24.84 | \$ 846.4 | \$ | 899.2 | 1.7x | 1.6x | \$ 1.71 | \$ 2.18 | 15.5x | 12.1x | \$ 165.7 | 8.8x |
| Boston Scientific Corporation | BSX | OW / \$50 | \$ 39.66 | \$56,584 | 9,267 | \$47.50 / \$37.96 | \$ 12,920.1 | \$ | 13,803.1 | 4.9x | 4.6x | \$ 1.78 | \$ 2.03 | 22.3x | 19.5x | \$ 3,900.9 | 16.3x |
| Cooper Companies, Inc. | COO | OW / \$500 | \$ 327.79 | \$16,161 | 295 | \$463.59 / \$309.43 | \$ 3,421.0 | \$ | 3,602.5 | 5.7x | 5.4x | \$ 14.92 | \$ 16.97 | 22.0x | 19.3x | \$ 1,161.8 | 16.7x |
| Cutera, Inc. | CUTR | OW/V / \$78 | \$ 51.20 | \$928 | 478 | \$74.38 / \$28.67 | \$ 262.9 | \$ | 348.4 | 3.5x | 2.6x | \$ (0.45) | \$ 1.23 | NA | 41.5x | \$ 29.5 | 31.0x |
| DexCom, Inc. | DXCM | OW/V / \$590 | \$ 333.95 | \$32,765 | 764 | \$659.45 / \$302.61 | \$ 2,983.7 | \$ | 3,594.6 | 10.8x | 9.0x | \$ 3.01 | \$ 4.43 | NM | 75.4x | \$ 753.8 | 42.7x |
| Establishment Labs Holdings, Inc. | ESTA | OW/V / \$89 | \$ 55.24 | \$1,336 | 266 | \$93.80 / \$46.93 | \$ 163.7 | \$ | 208.9 | 8.2x | 6.4x | \$ (1.30) | \$ (1.05) | NA | NA | NA | NA |
| Glaukos Corp | GKOS | OW / \$70 | \$ 38.63 | \$1,828 | 636 | \$87.24 / \$33.33 | \$ 281.3 | \$ | 357.4 | 6.4x | 5.0x | \$ (1.71) | \$ (1.87) | NA | NA | \$ 21.6 | 83.3x |
| Insulet Corporation | PODD | EW/V / \$243 | \$ 198.21 | \$12,142 | 519 | \$324.81 / \$181.00 | \$ 1,265.3 | \$ | 1,498.7 | 10.2x | 8.6x | \$ 1.39 | \$ 1.83 | NM | NM | \$ 284.2 | 45.2x |
| Pulse Biosciences, Inc. | PLSE | EW/V / \$5 | \$ 1.70 | \$51 | 313 | \$29.16 / \$1.41 | \$ 1.5 | \$ | 5.2 | 22.1x | 6.4x | \$ (1.81) | \$ (1.70) | NA | NA | NA | NA |
| SmileDirectClub Inc Class A | SDC | EW/V / \$3 | \$ 1.43 | \$550 | 2,606 | \$11.02 / \$1.19 | \$ 638.6 | \$ | 713.4 | 1.8x | 1.6x | \$ (0.50) | \$ (0.37) | NA | NA | NA | NA |
| Sientra, Inc. | SIEN | OW/V / \$6 | \$ 1.21 | \$955 | 834 | \$9.14 / \$1.22 | \$ 95.7 | \$ | 118.6 | 1.0x | 0.8x | \$ (0.93) | \$ (0.97) | NA | NA | \$ 14.5 | 6.5x |
| STAAR Surgical Company | STAA | OW/V / \$99 | \$ 57.90 | \$2,771 | 591 | \$163.08 / \$49.03 | \$ 297.0 | \$ | 383.4 | 8.8x | 6.8x | \$ 0.90 | \$ 1.44 | 64.1x | 40.3x | \$ 81.3 | 32.1x |
| STERIS PIc | STE | OW / \$295 | \$ 216.18 | \$21,645 | 468 | \$255.93 / \$188.10 | \$ 5,039.5 | \$ | 5,447.7 | 4.9x | 4.5x | \$ 8.36 | \$ 9.88 | 25.9x | 21.9x | \$ 1,612.2 | 15.4x |
| Teleflex Incorporated | TFX | OW / \$413 | \$ 278.46 | \$13,032 | 394 | \$428.36 / \$256.77 | \$ 2,940.7 | \$ | 3,143.0 | 4.9x | 4.6x | \$ 14.11 | \$ 15.01 | 19.7x | 18.6x | \$ 1,134.9 | 12.8x |
| Vericel Corporation | VCEL | OW / \$53 | \$ 28.14 | \$1,327 | 572 | \$68.94 / \$25.11 | \$ 184.5 | \$ | 233.8 | 6.9x | 5.5x | \$ (0.18) | \$ 0.38 | NA | 73.4x | \$ 63.2 | 20.2x |

| Equity | EV / '23E | Equity | EV / '23E | Equity | Price / '23E | Equity | CY23E | Equity | ΤΤΜ | Equity | FCF | Equity | Dividend |
|--------|-----------|--------|-----------|--------|--------------|--------|------------|--------|------|--------|-------|--------|----------|
| Symbol | Sales | Symbol | EBITDA | Symbol | EPS | Symbol | Rev.Growth | Symbol | ROIC | Symbol | Yield | Symbol | Yield |
| SIEN | 0.8x | SIEN | 6.5x | AVNS | 12.1x | CUTR | 32.5% | AVNS | 5.2% | AVNS | 5.3% | ALC | 1.2% |
| ANIK | 1.5x | AVNS | 8.8x | TFX | 18.6x | STAA | 29.1% | TFX | 4.4% | TFX | 4.4% | STE | 0.8% |
| AVNS | 1.6x | ALC | 11.5x | ALGN | 18.7x | ALGN | 27.8% | ALGN | 4.3% | COO | 3.2% | TFX | 0.5% |
| SDC | 1.6x | TFX | 12.8x | coo | 19.3x | ESTA | 27.6% | BSX | 3.9% | BSX | 2.3% | COO | 0.0% |
| APEN | 1.7x | ANIK | 13.9x | BSX | 19.5x | GKOS | 27.0% | COO | 3.7% | STE | 2.0% | ABMD | NA |
| CUTR | 2.6x | ALGN | 14.6x | STE | 21.9x | VCEL | 26.7% | STE | 3.3% | ALC | 1.8% | ALGN | NA |
| ALGN | 3.6x | STE | 15.4x | ALC | 24.9x | SIEN | 24.0% | ALC | 3.1% | VCEL | 1.8% | ANIK | NA |
| ALC | 4.1x | BSX | 16.3x | STAA | 40.3x | DXCM | 20.5% | ABMD | 1.7% | ALGN | 1.3% | APEN | NA |
| STE | 4.5x | COO | 16.7x | CUTR | 41.5x | PODD | 18.4% | STAA | 1.5% | ANIK | 1.2% | AVNS | NA |
| BSX | 4.6x | VCEL | 20.2x | ABMD | 48.0x | ABMD | 17.8% | DXCM | 0.8% | STAA | 1.1% | BSX | NA |
| TFX | 4.6x | CUTR | 31.0x | VCEL | 73.4x | APEN | 12.9% | PODD | 0.6% | ABMD | 0.7% | CUTR | NA |
| GKOS | 5.0x | STAA | 32.1x | DXCM | 75.4x | SDC | 11.7% | ANIK | NA | GKOS | 0.4% | DXCM | NA |
| coo | 5.4x | ABMD | 32.3x | APEN | NA | ANIK | 9.4% | APEN | NA | CUTR | 0.3% | ESTA | NA |
| VCEL | 5.5x | DXCM | 42.7x | ESTA | NA | STE | 8.1% | CUTR | NA | DXCM | 0.2% | GKOS | NA |
| PLSE | 6.4x | PODD | 45.2x | GKOS | NA | TFX | 6.9% | VCEL | NA | PODD | NA | PODD | NA |
| ESTA | 6.4x | GKOS | 83.3x | PLSE | NA | BSX | 6.8% | PLSE | NA | ESTA | NA | PLSE | NA |
| STAA | 6.8x | APEN | NA | SDC | NA | AVNS | 6.2% | SIEN | NA | APEN | NA | SDC | NA |
| ABMD | 8.1x | PLSE | NA | SIEN | NA | coo | 5.3% | SDC | NA | SIEN | NA | SIEN | NA |
| PODD | 8.6x | SDC | NA | ANIK | NM | ALC | 5.0% | ESTA | NA | PLSE | NA | STAA | NA |
| DXCM | 10.8x | ESTA | NA | PODD | NM | PLSE | NM | GKOS | NA | SDC | NA | VCEL | NA |



Notes: (1) Dollars in Millions, except per share data; (2) EPS for ABMD, ALC, ALGN, AVNS, BSX, COO, DXCM, PODD, STAA, STE, and TFX are fully taxed pro forma.

Ratings for Stephens Inc.: O=Overweight; E=Equal-Weight; U=Underweight; V=Volatile; SUSP= Suspended

Stephens Inc. Medical Device & Hospital Supply Coverage Performance

| Equity | Percentage Change in Price | | | | | | | | | |
|--------|----------------------------|---------|---------|--|--|--|--|--|--|--|
| Symbol | MTD | QTD | YTD | | | | | | | |
| | | | | | | | | | | |
| ABMD | (11.8%) | (23.7%) | (29.7%) | | | | | | | |
| ALC | (0.8%) | (10.9%) | (18.9%) | | | | | | | |
| ALGN | (5.6%) | (37.2%) | (58.4%) | | | | | | | |
| ANIK | 3.2% | (11.5%) | (38.0%) | | | | | | | |
| APEN | (22.0%) | (30.0%) | (49.8%) | | | | | | | |
| AVNS | (9.6%) | (21.3%) | (23.9%) | | | | | | | |
| BSX | (5.8%) | (10.5%) | (6.6%) | | | | | | | |
| COO | (9.2%) | (21.5%) | (21.8%) | | | | | | | |
| CUTR | (5.8%) | (25.8%) | 23.8% | | | | | | | |
| DXCM | (18.3%) | (34.8%) | (37.9%) | | | | | | | |
| ESTA | (21.9%) | (18.0%) | (18.2%) | | | | | | | |
| GKOS | (18.3%) | (33.2%) | (13.1%) | | | | | | | |
| PLSE | (32.0%) | (65.0%) | (88.5%) | | | | | | | |
| PODD | (17.2%) | (25.7%) | (25.6%) | | | | | | | |
| SDC | (22.4%) | (44.6%) | (38.9%) | | | | | | | |
| SIEN | (15.5%) | (45.9%) | (67.3%) | | | | | | | |
| STAA | 1.5% | (27.5%) | (36.5%) | | | | | | | |
| STE | (3.5%) | (10.6%) | (11.2%) | | | | | | | |
| TFX | (2.5%) | (21.5%) | (15.2%) | | | | | | | |
| VCEL | (1.1%) | (26.2%) | (28.3%) | | | | | | | |

| Best Performers | | | Worst Performers | |
|-----------------|---------|------|------------------|---------|
| Month-To-Date | | | Month-To-Date | |
| ANIK | 3.1% | PLSE | | (32.0%) |
| STAA | 1.5% | SDC | | (22.2%) |
| ALC | (0.8%) | APEN | | (22.0%) |
| VCEL | (1.1%) | ESTA | | (21.9%) |
| TFX | (2.5%) | DXCM | | (18.3%) |
| Quarter-To-Date | | | Quarter-To-Date | |
| BSX | (10.5%) | PLSE | | (65.0%) |
| STE | (10.6%) | SIEN | | (45.7%) |
| ALC | (10.9%) | SDC | | (44.4%) |
| ANIK | (11.6%) | ALGN | | (37.3%) |
| ESTA | (18.0%) | DXCM | | (34.8%) |
| | | | | |
| Year-To-Date | | | Year-To-Date | |
| CUTR | 23.8% | PLSE | | (88.5%) |
| BSX | (6.6%) | SIEN | | (67.2%) |
| STE | (11.2%) | ALGN | | (58.4%) |
| GKOS | (13.1%) | APEN | | (49.8%) |
| TFX | (15.2%) | SDC | | (38.7%) |



Source: FactSet Research Systems and Stephens Inc. estimates
Note: Price as of 5.13.22

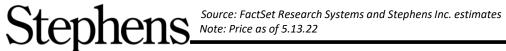
Healthcare Indices Relative Performance

| Index | Index | C | urrent | Month Beg | Qtr. Beg | Year Beg | Percenta | centage Change in Price | | Week Beg | This |
|---------|----------------------|----|----------|-------------|-------------|-------------|----------|-------------------------|---------|----------|---------|
| Symbol | Name | | Price | 4/30/2022 | 3/31/2022 | 12/31/2021 | MTD | QTD | YTD | 5/8/2022 | Week |
| SP605 | Biotechnology | \$ | 4,728.13 | \$ 4,641.21 | \$ 4,958.39 | \$ 4,786.51 | 1.9% | (4.6%) | (1.22%) | 4,667.45 | 1.30% |
| SP613 | Pharmaceuticals | | 954.2 | 955.7 | 949.7 | 956.5 | (0.2%) | 0.5% | (0.24%) | 951.17 | 0.32% |
| SP585 | Providers & Services | | 1,535.4 | 1,560.2 | 1,586.1 | 1,561.2 | (1.6%) | (3.2%) | (1.65%) | 1,580.39 | (2.85%) |
| SP575 | Equipment & Supplies | | 2,210.4 | 2,314.8 | 2,594.8 | 2,809.0 | (4.5%) | (14.8%) | (21.3%) | 2,258.24 | (2.12%) |
| SP565 | Healthcare | | 1,497.4 | 1,518.5 | 1,594.8 | 1,643.9 | (1.4%) | (6.1%) | (8.9%) | 1,511.65 | (0.9%) |
| | | | | | | | | | | | |
| AVERAGE | | | | | | | (1.2%) | (5.7%) | (6.7%) | | (0.9%) |

| Best Performers | Best Performers | | | | | |
|----------------------|-----------------|----------------------|--------|--|--|--|
| Month-To-Date | | Month-To-Date | | | | |
| Biotechnology | 1.9% | Equipment & Supplies | (4.5%) | | | |
| Pharmaceuticals | (0.2%) | Providers & Services | (1.6%) | | | |
| Healthcare | (1.4%) | Healthcare | (1.4%) | | | |
| Providers & Services | (1.6%) | Pharmaceuticals | (0.2%) | | | |
| Equipment & Supplies | (4.5%) | Biotechnology | 1.9% | | | |

| Quarter-To-Date | | Quarter-To-Date | |
|----------------------|---------|----------------------|---------|
| Pharmaceuticals | 0.5% | Equipment & Supplies | (14.8%) |
| Providers & Services | (3.2%) | Healthcare | (6.1%) |
| Biotechnology | (4.6%) | Biotechnology | (4.6%) |
| Healthcare | (6.1%) | Providers & Services | (3.2%) |
| Equipment & Supplies | (14.8%) | Pharmaceuticals | 0.5% |

| Year-To-Date | | Year-To-Date | |
|----------------------|---------|----------------------|---------|
| Pharmaceuticals | (0.2%) | Equipment & Supplies | (21.3%) |
| Biotechnology | (1.2%) | Healthcare | (8.9%) |
| Providers & Services | (1.7%) | Providers & Services | (1.7%) |
| Healthcare | (8.9%) | Biotechnology | (1.2%) |
| Equipment & Supplies | (21.3%) | Pharmaceuticals | (0.2%) |



Med Tech Top 10 & 25 Fastest Growing Companies

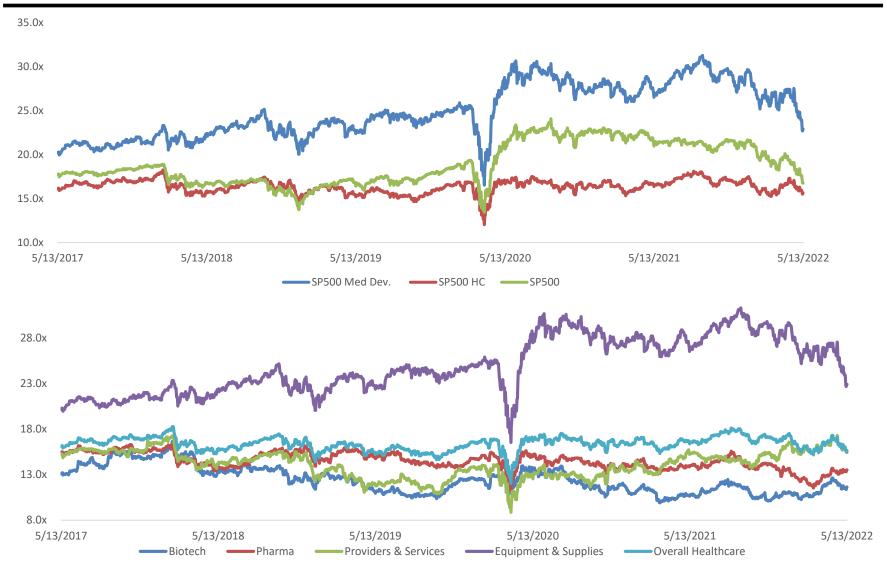
| led Tech & Hospital Supply: 2023E 10 Fast | test Growing | | | | | | | | | | | | | | | | | | | |
|---|--------------|---------------|----|--------------|----|-----------|--------|----|--------|-------|------|--------------|-------|-------|----|---------|------|--------|-------|-------|
| | Ticker | Ticker Rating | | Rating Price | | EV EV/23E | | | Calend | ar Sa | iles | Rev EV/Sales | | ales | | Calenda | ar E | PS | P/E | Ε |
| | | | 5 | /13/22 | | (mil.) | EBITDA | 2 | 022E | 2 | 023E | Growth | 2022E | 2023E | 2 | 022E | 2 | 2023E | 2022E | 2023E |
| 1) MannKind Corporation | MNKD | - | \$ | 2.99 | \$ | 979 | NA | \$ | 79 | \$ | 142 | 79.6% | 12.4x | 6.9x | \$ | (0.27) | \$ | (0.08) | NM | NM |
| 2) TransMedics Group, Inc. | TMDX | - | \$ | 29.10 | \$ | 787 | NA | \$ | 66 | \$ | 101 | 51.3% | 11.8x | 7.8x | \$ | (1.42) | \$ | (0.82) | NM | NM |
| 3) Outset Medical, Inc. | ОМ | - | \$ | 24.71 | \$ | 916 | NA | \$ | 147 | \$ | 221 | 50.2% | 6.2x | 4.1x | \$ | (2.87) | \$ | (2.23) | NM | NN |
| 4) Pulmonx Corp. | LUNG | - | \$ | 18.63 | \$ | 547 | NA | \$ | 59 | \$ | 88 | 49.1% | 9.3x | 6.2x | \$ | (1.62) | \$ | (1.32) | NM | NN |
| 5) Evolus, Inc. | EOLS | - | \$ | 13.07 | \$ | 585 | NA | \$ | 150 | \$ | 208 | 38.5% | 3.9x | 2.8x | \$ | (0.94) | \$ | (0.22) | NM | NN |
| 6) MediWound Ltd. | MDWD | - | \$ | 1.89 | \$ | 52 | NA | \$ | 21 | \$ | 28 | 35.5% | 2.5x | 1.8x | \$ | (0.36) | \$ | (0.29) | NM | NN |
| 7) Inspire Medical Systems, Inc. | INSP | - | \$ | 165.10 | \$ | 4,386 | NA | \$ | 341 | \$ | 453 | 32.8% | 12.9x | 9.7x | \$ | (2.11) | \$ | (1.38) | NM | NN |
| 8) Cutera, Inc. | CUTR | OW/V | \$ | 51.38 | \$ | 915 | 31.0x | \$ | 263 | \$ | 348 | 32.5% | 3.5x | 2.6x | \$ | (0.45) | \$ | 1.23 | NM | 41.6 |
| 9) FIGS, Inc. Class A | FIGS | - | \$ | 9.64 | \$ | 1,331 | 8.0x | \$ | 556 | \$ | 730 | 31.2% | 2.4x | 1.8x | \$ | 0.28 | \$ | 0.39 | 34.1x | 24.6 |
| 0) Shockwave Medical, Inc. | SWAV | - | \$ | 161.48 | \$ | 5,629 | 39.6x | \$ | 445 | \$ | 582 | 30.8% | 12.7x | 9.7x | \$ | 1.93 | \$ | 2.88 | 83.6x | 56.0 |
| AVERAGE: | | | | | \$ | 1,612.93 | 26.2x | | | | | 43.2% | 7.8x | 5.4x | | | | | NM | NIV |

Med Tech & Hospital Supply: 2023E 25 Fastest Growing

| | Ticker | Rating | Price | | EV | EV/23E | - 1 | Calenda | ır Sa | ales | Rev | EV/S | ales | | Calend | ar E | PS | P/E | | |
|---------------------------------------|--------|--------|-----------|-----|----------|--------|-----|---------|-------|-------|--------|-------|-------|----|--------|------|--------|-------|-------|--|
| | | | 5/13/22 | (| (mil.) | EBITDA | 2 | 022E | 2 | 2023E | Growth | 2022E | 2023E | 2 | 022E | 2 | 023E | 2022E | 2023E | |
| 1) MannKind Corporation | MNKD | - | \$ 2.99 | \$ | 979 | NA | \$ | 79 | \$ | 142 | 79.6% | 12.4x | 6.9x | \$ | (0.27) | \$ | (80.0) | NM | NM | |
| 2) TransMedics Group, Inc. | TMDX | - | \$ 29.10 | \$ | 787 | NA | \$ | 66 | \$ | 101 | 51.3% | 11.8x | 7.8x | \$ | (1.42) | \$ | (0.82) | NM | NM | |
| 3) Outset Medical, Inc. | OM | - | \$ 24.71 | \$ | 916 | NA | \$ | 147 | \$ | 221 | 50.2% | 6.2x | 4.1x | \$ | (2.87) | \$ | (2.23) | NM | NM | |
| 4) Pulmonx Corp. | LUNG | - | \$ 18.63 | \$ | 547 | NA | \$ | 59 | \$ | 88 | 49.1% | 9.3x | 6.2x | \$ | (1.62) | \$ | (1.32) | NM | NM | |
| 5) Evolus, Inc. | EOLS | - | \$ 13.07 | \$ | 585 | NA | \$ | 150 | \$ | 208 | 38.5% | 3.9x | 2.8x | \$ | (0.94) | \$ | (0.22) | NM | NM | |
| 6) MediWound Ltd. | MDWD | - | \$ 1.89 | \$ | 52 | NA | \$ | 21 | \$ | 28 | 35.5% | 2.5x | 1.8x | \$ | (0.36) | \$ | (0.29) | NM | NM | |
| 7) Inspire Medical Systems, Inc. | INSP | - | \$ 165.10 | \$ | 4,386 | NA | \$ | 341 | \$ | 453 | 32.8% | 12.9x | 9.7x | \$ | (2.11) | \$ | (1.38) | NM | NM | |
| 8) Cutera, Inc. | CUTR | OW/V | \$ 51.38 | \$ | 915 | 31.0x | \$ | 263 | \$ | 348 | 32.5% | 3.5x | 2.6x | \$ | (0.45) | \$ | 1.23 | NM | 41.6x | |
| 9) FIGS, Inc. Class A | FIGS | - | \$ 9.64 | \$ | 1,331 | 8.0x | \$ | 556 | \$ | 730 | 31.2% | 2.4x | 1.8x | \$ | 0.28 | \$ | 0.39 | 34.1x | 24.6x | |
| 10) Shockwave Medical, Inc. | SWAV | - | \$ 161.48 | \$ | 5,629 | 39.6x | \$ | 445 | \$ | 582 | 30.8% | 12.7x | 9.7x | \$ | 1.93 | \$ | 2.88 | 83.6x | 56.0x | |
| 11) Adaptive Biotechnologies Corp. | ADPT | - | \$ 8.21 | \$ | 917 | NA | \$ | 188 | \$ | 245 | 30.0% | 4.9x | 3.7x | \$ | (1.73) | \$ | (1.67) | NM | NM | |
| 12) Treace Medical Concepts, Inc. | TMCI | - | \$ 14.57 | \$ | 751 | NA | \$ | 131 | \$ | 170 | 29.8% | 5.7x | 4.4x | \$ | (0.68) | \$ | (0.43) | NM | NM | |
| 13) STAAR Surgical Company | STAA | OW/V | \$ 57.96 | \$ | 2,610 | 32.1x | \$ | 297 | \$ | 383 | 29.1% | 8.8x | 6.8x | \$ | 0.90 | \$ | 1.44 | 64.1x | 40.3x | |
| 14) Align Technology, Inc. | ALGN | OW/V | \$ 273.86 | \$ | 20,699 | 14.6x | \$ | 4,473 | \$ | 5,714 | 27.8% | 4.6x | 3.6x | \$ | 11.97 | \$ | 14.66 | 22.9x | 18.7x | |
| 15) Establishment Labs Holdings, Inc. | ESTA | OW/V | \$ 55.20 | \$ | 1,336 | NA | \$ | 164 | \$ | 209 | 27.6% | 8.2x | 6.4x | \$ | (1.30) | \$ | (1.05) | NM | NM | |
| 16) Glaukos Corp | GKOS | ow | \$ 38.63 | \$ | 1,795 | 83.3x | \$ | 281 | \$ | 357 | 27.0% | 6.4x | 5.0x | \$ | (1.71) | \$ | (1.87) | NM | NM | |
| 17) Silk Road Medical, Inc. | SILK | - | \$ 30.94 | \$ | 1,041 | NA | \$ | 129 | \$ | 164 | 26.9% | 8.0x | 6.3x | \$ | (1.65) | \$ | (1.11) | NM | NM | |
| 18) Vericel Corporation | VCEL | ow | \$ 28.17 | \$ | 1,276 | 20.2x | \$ | 184 | \$ | 234 | 26.7% | 6.9x | 5.5x | \$ | (0.18) | \$ | 0.38 | NM | 73.5x | |
| 19) Axonics, Inc. | AXNX | - | \$ 46.95 | \$ | 2,007 | NA | \$ | 239 | \$ | 298 | 24.9% | 8.4x | 6.7x | \$ | (2.14) | \$ | (1.63) | NM | NM | |
| 20) Sientra, Inc. | SIEN | OW/V | \$ 1.20 | \$ | 95 | 6.5x | \$ | 96 | \$ | 119 | 24.0% | 1.0x | 0.8x | \$ | (0.93) | \$ | (0.97) | NM | NM | |
| 21) Beauty Health Company Class A | SKIN | - | \$ 12.06 | \$ | 1,660 | 19.3x | \$ | 336 | \$ | 416 | 23.7% | 4.9x | 4.0x | \$ | 0.08 | \$ | 0.22 | NM | 54.8x | |
| 22) Apyx Medical Corporation | APYX | - | \$ 3.67 | \$ | 96 | NA | \$ | 56 | \$ | 68 | 22.2% | 1.7x | 1.4x | \$ | (0.54) | \$ | (0.42) | NM | NM | |
| 23) SI-BONE, Inc. | SIBN | - | \$ 12.41 | \$ | 330 | NA | \$ | 107 | \$ | 131 | 22.0% | 3.1x | 2.5x | \$ | (1.86) | \$ | (1.56) | NM | NM | |
| 24) Paragon 28, Inc. | FNA | - | \$ 14.22 | \$ | 1,037 | NM | \$ | 172 | \$ | 208 | 21.5% | 6.0x | 5.0x | \$ | (0.23) | \$ | (0.21) | NM | NM | |
| 25) Masimo Corporation | MASI | - | \$ 135.73 | \$ | 6,850 | 12.9x | \$ | 2,037 | \$ | 2,470 | 21.2% | 3.4x | 2.8x | \$ | 4.63 | \$ | 5.31 | 29.3x | 25.6x | |
| AVERAGE: | | | | \$2 | 2,345.19 | 26.8x | | | | | 32.6% | 6.4x | 4.7x | | | | | 46.8x | 41.9x | |



S&P 500 Medical Device & Healthcare NTM P/E Relative Performance



Stephens.

Source: FactSet Research Systems and Stephens Inc. estimates

| Price | \$ 253.17 | Float (in millions) | 44.6 |
|--------|-------------|-----------------------------|-------|
| Shares | 45.9 | 200D Average Volume (000's) | 284 |
| EMC | \$ 11,618.7 | Short Interest (% of float) | 2.5% |
| Debt | - | Days-to-Cover | 3.5 |
| Cash | \$ 931.9 | Institutional Ownership | 92.5% |
| EV | \$ 10,686.8 | Insider Ownership | 2.0% |

ABIOMED, Inc. (ABMD) OVER-WEIGHT / (VOL.)

Price Target: \$390 -- 13.0x CY23E Revenue of \$1,194.0 million FYE: MAR

| FY23E ROE: | 12.0% | HQ | Dany | ers, MA |
|-----------------|-------|----------------|------|---------|
| FY23E ROIC: | 12.0% | Exchange | 1 | NASDAQ |
| Debt to Capital | 0.0% | Dividend Yield | | 0.0% |
| FCF Yield: | 1.9% | Analyst Cov. | | 9 |
| EV/FY22E Rev | 10.4x | 52 Week High | \$ | 379.30 |
| EV/FY23E Rev | 9.2x | 52 Week Low | \$ | 227.25 |
| | | | | |

| Revenue | Segments | (\$'s in | millions) | |
|---------|----------|----------|-----------|--|
| | | | | |

| <u> </u> | | | | | | | | | | |
|--------------------|-------------|--------|---------------|--------|-----|---------|--------|---------------|---------|------------|
| | FY21A | Growth | FY22A | Growth | F۱ | /23E | Growth | FY24E | Growth | 3-Yr. CAGR |
| Impella | \$ 806.3 | (4.1%) | \$ 989.1 | 22.7% | \$1 | L,114.9 | 12.7% | \$ 1,192.0 | 6.9% | 13.9% |
| % of Total Rev. | 95.1% | | 95.9% | | | 95.7% | | 84.6% | | |
| Services and Other | \$ 41.2 | 33.0% | \$ 43.8 | 6.3% | \$ | 50.4 | 15.0% | \$ 44.6 | (11.5%) | 2.6% |
| % of Total Rev. | 4.9% | | 4.2% | | | 4.3% | | 3.2% | | |
| Total | \$ 847.5 | 0.8% | \$ 1,031.8 | 21.7% | \$1 | l,165.3 | 12.9% | \$ 1,408.2 | 20.8% | 18.4% |

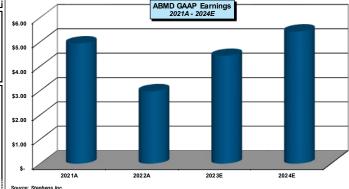
ABMD Rev. Growth By Division 2021A - 2024E \$1,400,000 \$1,200,000 \$1,000,000 \$800,000 \$400,000 \$200,000 2021A 2022A 2023E 2024E ■Service and other revenue Impella Source: Stephens Inc.

Revenue (\$'s in millions)

| | | 1Q | 2(| 2 | 3Q | | 4Q | | Year | |
|------------|----------|----------|----------|----------|----------|----------|----------|----------|------------|------------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2024E | NA | \$320.0E | NA | \$325.8E | NA | \$340.8E | NA | \$352.9E | \$1,408.2E | \$1,347.1E |
| YOY Growth | NA | 17.8% | NA | 18.3% | NA | 13.0% | NA | 11.4% | 20.8% | 15.6% |
| 2023E | \$271.6E | \$276.4E | \$275.4E | \$278.2E | \$301.6E | \$298.6E | \$316.7E | \$310.1E | \$1,165.3E | \$1,164.2E |
| YOY Growth | 7.5% | | 11.0% | | 15.5% | | 17.4% | 14.9% | 12.9% | 12.8% |
| 2022A | \$2 | 252.6A | \$248 | 3.1A | \$261.2 | A | \$269 | .9A | \$1,03 | 1.8A |

| Margin Profile |
|----------------|
|----------------|

| | 2021A | | 2022A | | 2023E | | 2024E | |
|---------------|----------|-------|----------|-------|----------|-------|----------|-------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | | 80.9% | 81.8 | % | 81.8% | 81.9% | 81.6% | 80.8% |
| Adi On Margin | 1 | 27.1% | 13.6 | % | 22.9% | 25.5% | 23.1% | 28.2% |



Earnings Per Share

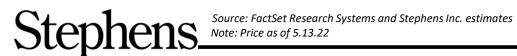
| <u> </u> | , , , , , , , , , , , , , , , , , , , | | | | | | | | | |
|------------|---------------------------------------|---------|----------|---------|----------|---------|----------|---------|----------|---------|
| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2024E | NA | \$1.27E | NA | \$1.31E | NA | \$1.43E | NA | \$1.53E | \$5.43E | \$5.65E |
| YOY Growth | NA | 21.0% | NA | 26.2% | NA | 27.8% | NA | 29.6% | 22.7% | 24.4% |
| 2023E | \$1.09E | \$1.05E | \$1.04E | \$1.04E | \$1.12E | \$1.19E | \$1.18E | \$1.26E | \$4.42E | \$4.54E |
| YOY Growth | (28 | 7.6%) | (16. | 4%) | 12.39 | 6 | (10.1%) | (4.0%) | 48.9% | 52.8% |
| 2022A | (\$0 |).58A) | \$1.2 | 24A | \$1.00 | Α | \$1.3 | 1A | \$2.9 | 7A |

ABMD's 8 consecutive quarters of above consensus growth demonstrate fundamentals have inflected favorably, with the fiscal 4Q setting records for quarterly revenue and patient utilization.

- Normalized revenue growth forecast to accelerate into FY23 and ECP and preCARDIA development provides further operating momentum.
- PMDA approval in Japan and MDD approval in Hong Kong of Impella 5.5 provide solid foundations for growth in regions historically adverse to
- Over \$0.9 billion in net cash and a Top 10 margin profile valued at a discount to peer averages despite virtual monopoly model and premium margins.

- End market headwinds (i.e., need for physician education & COVID-19) create ongoing uncertainty.
- · Potential for essential new product pipeline to experience delays, pushing out the all important 9 French Impella option.
- Product concentration risk as ~95% of revenue derived from Impella





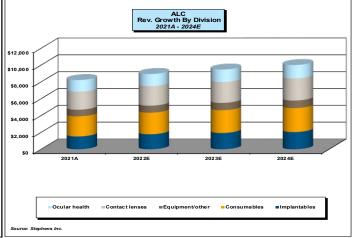
| Price | \$ 70.65 | Float (in millions) | 499.3 |
|--------|-------------|-----------------------------|-------|
| Shares | 493.2 | 200D Average Volume (000's) | 805 |
| EMC | \$ 34,844.6 | Short Interest (% of float) | 1.7% |
| Debt | 3,966.0 | Days-to-Cover | 9.1 |
| Cash | \$ 1,575.0 | Institutional Ownership | 50.9% |
| EV | \$ 37,235.6 | Insider Ownership | 0.1% |

Alcon AG (ALC) **OVER-WEIGHT**

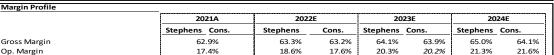
Price Target: \$92 -- Based on our 10 Yr. DCF and CY23E multiples of ~5.0x EV/Revenue, ~14.5x EV/EBITDA, and ~32.5x core earnings. FYE: DEC

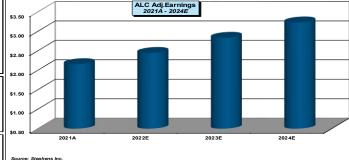
| CY23E ROE: | 6.4% | HQ | Fort Worth, TX | |
|-----------------|-------|----------------|----------------|---|
| CY23E ROIC: | 5.5% | Exchange | NYSE | : |
| Debt to Capital | 18.9% | Dividend Yield | 0.3% | 6 |
| FCF Yield: | 9.6% | Analyst Cov. | 1 | 6 |
| EV/CY22E Rev. | 4.2x | 52 Week High | \$ 88.7 | 8 |
| EV/CY23E Rev. | 4.0x | 52 Week Low | \$ 63.9 | 2 |

| Revenue Segments (\$'s in millions) | | | | | | | | | |
|-------------------------------------|------------|---------|------------|--------|------------|--------|--------------|--------|------------|
| | CY21A | Growth | CY22E | Growth | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR |
| Surgical | | | | | | | | | |
| Implantables | \$ 1,522.0 | (6.9%) | \$ 1,780.7 | 17.0% | \$ 1,934.8 | 8.7% | \$ 2,045.4 | 5.7% | 10.4% |
| % of Surgical | 32.4% | | 34.4% | | 35.1% | | <i>35.3%</i> | | |
| % of Total Rev. | 18.4% | | 20.0% | | 20.6% | | 20.4% | | |
| Consumables | \$ 2,388.0 | (15.3%) | \$ 2,566.3 | 7.5% | \$ 2,710.7 | 5.6% | \$ 2,845.4 | 5.0% | 6.0% |
| % of Surgical | 50.8% | | 49.5% | | 49.2% | | 49.1% | | |
| % of Total Rev. | 28.8% | | 28.8% | | 28.9% | | 28.4% | | |
| Equipment/other | \$ 793.0 | (4.2%) | \$ 835.0 | 5.3% | \$ 867.6 | 3.9% | \$ 901.5 | 3.9% | 4.4% |
| % of Surgical | 16.9% | | 16.1% | | 15.7% | | 15.6% | | |
| % of Total Rev. | 9.6% | | 9.4% | | 9.3% | | 9.0% | | |
| Total Surgcial | \$ 4,703.0 | (11.1%) | \$ 5,181.9 | 10.2% | \$ 5,513.1 | 6.4% | \$ 5,792.3 | 5.1% | 7.2% |
| % of Total Rev. | 56.7% | | 58.1% | | 58.8% | | <i>57.9%</i> | | |
| Vision Care | | | | | | | | | |
| Contact lenses | \$ 2,139.0 | (6.7%) | \$ 2,318.2 | 8.4% | \$ 2,469.3 | 6.5% | \$ 2,617.4 | 6.0% | 7.0% |
| % of Vision Care | 60.8% | | 61.6% | | 62.3% | | 62.0% | | |
| % of Total Rev. | 25.8% | | 26.0% | | 26.4% | | 26.1% | | |
| Ocular health | \$ 1,380.0 | (0.3%) | \$ 1,446.2 | 4.8% | \$ 1,493.1 | 3.2% | \$ 1,602.0 | 7.3% | 5.1% |
| % of Vision Care | 39.2% | | 38.4% | | 37.7% | | 38.0% | | |
| % of Total Rev. | 16.6% | | 16.2% | | 15.9% | | 16.0% | | |
| Total Vision Care | \$ 3,519.0 | (4.2%) | \$ 3,764.4 | 7.0% | \$ 3,962.4 | 5.3% | \$ 4,219.5 | 6.5% | 6.2% |
| % of Total Rev. | 42.4% | | 42.2% | | 42.3% | | 42.1% | | |
| Total | \$ 8,291.0 | (8.1%) | \$ 8,920.3 | 7.6% | \$ 9,370.5 | 5.0% | \$ 10,011.7 | 6.8% | 6.5% |

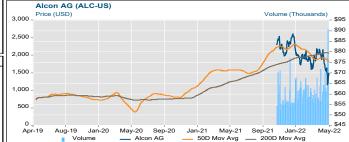


| Revenue (\$'s i | Revenue (\$'s in millions) | | | | | | | | | | | |
|-----------------|----------------------------|------------|------------|------------|------------|------------|-------------|------------|------------|------------|--|--|
| | 10 | Q | 2Q | | 3Q | | 40 | ì | Year | | | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | | |
| 2023E | \$2,244.9E | \$2,212.5E | \$2,321.6E | \$2,336.7E | \$2,360.6E | \$2,321.0E | \$2,443.4E | \$2,387.1E | \$9,370.5E | \$9,325.2E | | |
| YOY Growth | 2.6% | 1.1% | 4.1% | 5.9% | 7.6% | 5.8% | 5.9% | 5.7% | 5.0% | 5.8% | | |
| 2022E | \$2,18 | 9.0A | \$2,230.2E | \$2,206.8E | \$2,193.4E | \$2,193.0E | \$2,307.73E | \$2,257.7E | \$8,920.3E | \$8,817.8E | | |
| YOY Growth | 13.4 | 1% | 5.7% | 4.6% | 4.3% | 4.3% | 7.4% | 5.1% | 7.6% | 6.4% | | |
| 2021A | \$1,93 | 0.0A | \$2,110 | D.OA | \$2,102 | 2.0A | \$2,14 | 9.0A | \$8,29 | 1.0A | | |





| Core Earnings Per Snare | | | | | | | | | | | |
|-------------------------|----------|-----------------|----------|----------|----------|---------|----------|---------|----------|---------|--|
| | 10 | ຊ | 20 | \ | 3Q | | 4Q | | Year | | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | |
| 2023E | \$0.63E | \$0.65E | \$0.72E | \$0.71E | \$0.72E | \$0.71E | \$0.77E | \$0.72E | \$2.84E | \$2.81E | |
| YOY Growth | (7.8%) | (4.4%) | 31.7% | 24.7% | 21.9% | 21.9% | 22.4% | 18.2% | 15.9% | 16.6% | |
| 2022E | \$0.6 | 58A | \$0.55E | \$0.57E | \$0.59E | \$0.58E | \$0.63E | \$0.61E | \$2.45E | \$2.41E | |
| YOY Growth | 39.0 | 0% | (3.0%) | 0.4% | 7.8% | 6.4% | 12.8% | 9.7% | 13.4% | 11.6% | |
| 2021A | \$0.49A | | \$0.5 | 6A | \$0.54A | | \$0.56A | | \$2.16A | | |
| 2021A | \$0.4 | \$0.49A \$0.56A | | | \$0.54 | IA | \$0.5 | 6A | \$2.16A | | |



___ 50D Mov Avg ___ 200D Mov Avg

— Alcon AG

 Diversified, primarily non-discretionary portfolio will rebound as consumers return and governments re-allocate budgets to procedures.

· Ophthalmic procedures are deferred not lost, OUS procedure volumes improving exiting the 1Q with end markets forecast to return to pre COVID-19 levels in 2Q22. OUS ASC's indicating will work to "catch up" on deferred procedures.

Industry leading market share with robust new product cadence positions ALC to rebound earlier in the cycle.

· Return to ophthalmic pharma likely via M&A

· U.S. cataract and refractive procedure volumes forecast to remain below historical levels in early CY22.

· Disruption of high margined product segments further erodes corporate margin profile nearer term.

~25% of ALC's revenue derived from emerging markets.

 CY22 faces challenging surgical comps due to strong CY21 PCIOL and capital sales growth.

Source: FactSet Research Systems and Stephens Inc. estimates
Note: Price as of 5.13.22

| Price | \$ 274.30 | Float (in millions) | 73.7 |
|--------|-------------|-----------------------------|-------|
| Shares | 79.2 | 200D Average Volume (000's) | 758 |
| EMC | \$ 21,722.6 | Short Interest (% of float) | 1.8% |
| Debt | - | Days-to-Cover | 1.0 |
| Cash | \$ 1,171.3 | Institutional Ownership | 85.5% |
| EV | \$ 20,551.3 | Insider Ownership | 6.4% |

Align Technology, Inc. (ALGN) OVER-WEIGHT / (VOL.)

Price Target: \$500 -- 7.0x EV/CY23E Revenue of \$5714.2 million FYE: DEC

| CY23E ROE: | 19.3% | HQ | T | empe, AZ |
|-----------------|-------|----------------|----|----------|
| CY23E ROIC: | 19.3% | Exchange | | NASDAQ |
| Debt to Capital | 0.0% | Dividend Yield | | 0.0% |
| FCF Yield: | 0.8% | Analyst Cov. | | 11 |
| EV/CY22E Rev. | 4.6x | 52 Week High | \$ | 737.45 |
| EV/CY23E Rev. | 3.6x | 52 Week Low | \$ | 250.64 |

| Revenue Segments (\$'s i | n millions) | | | | | | | | |
|--------------------------|-------------|--------|------------|---------|------------|--------|------------|--------|------------|
| | CY21A | Growth | CY22E | Growth | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR |
| U.S. Sales-Ortho | \$ 1,100.6 | 6.6% | \$ 970.7 | (11.8%) | \$ 1,468.8 | 51.3% | \$ 1,668.8 | 13.6% | 14.9% |
| % of Total Rev. | 27.8% | | 21.7% | | 25.7% | | 23.7% | | |
| U.S. Sales-GP | \$ 517.8 | 16.0% | \$ 742.7 | 43.4% | \$ 765.9 | 3.1% | \$ 891.5 | 16.4% | 19.9% |
| % of Total Rev. | 13.1% | | 16.6% | | 13.4% | | 12.6% | | |
| International Sales | \$ 1,490.5 | 29.2% | \$ 1,744.6 | 17.0% | \$ 2,292.9 | 31.4% | \$ 3,022.5 | 31.8% | 26.6% |
| % of Total Rev. | 37.7% | | 39.0% | | 40.1% | | 42.9% | | |
| Cadent & Other | \$ 847.8 | 46.9% | \$ 1,016.9 | 19.9% | \$ 1,186.7 | 16.7% | \$ 1,466.4 | 23.6% | 20.0% |
| % of Total Rev. | 21.4% | | 22.7% | | 20.8% | | 20.8% | | |
| Total | \$3,952.6 | 22.4% | \$4,472.7 | 13.2% | \$5,714.2 | 27.8% | \$7,049.3 | 23.4% | 21.3% |

| \$5,000,00 | | ALG | N Rev. Growth 2021A - 202 | By Division 4E | | |
|------------|--------------|------------------|------------------------------|-------------------|----------------------|-------------|
| \$4,500,00 | | | | | | |
| \$4,000,00 | | | | | | $\neg \neg$ |
| \$3,500,00 | | | | | | |
| \$3,000,00 | | | | | | |
| \$2,500,00 | | | | | | |
| \$2,000,00 | | | | | | |
| \$1,500,00 | | | | | | |
| \$1,000,00 | | | | | | |
| \$500,00 | 0 | | | | | / |
|] s | | | _ | | | |
| | 2021A | 202 | 2E | 2023E | 2024E | |
| | Other Sales | ■ Cadent Revenue | ≡ U.S. Sales-GP | U.S. Sales-GP | ■International Sales | |
| Source: S | tephens Inc. | · | · | | | |

| Revenue (\$'s i | in millions) | | | | | | | | | |
|-----------------|--------------|------------|------------|------------|------------------|------------|-------------|------------|------------|------------|
| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens Cons. S | | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$1,357.9E | \$1,163.2E | \$1,439.1E | \$1,204.9E | \$1,446.0E | \$1,270.8E | \$1,471.2E | \$1,341.7E | \$5,714.2E | \$5,122.4E |
| YOY Growth | 39.5% | 19.5% | 31.8% | 18.5% | 26.8% | 17.9% | 16.1% | 15.9% | 27.8% | 19.6% |
| 2022E | \$973 | .2A | \$1,091.6E | \$1,016.8E | \$1,140.8E | \$1,077.8E | \$1,267.0E | \$1,157.4E | \$4,472.7E | \$4,283.4E |
| YOY Growth | 8.8% | | 8.0% | 0.6% | 12.3% | 6.1% | 22.9% 12.3% | | 13.2% | 8.4% |
| 2021A | \$894.8A | | \$1,01 | 0.8A | \$1,015.9A | | \$1,03 | 1.1A | \$3,952.6A | |

| \$25.50 | | ALGN Adj.Ea 2021A - 20 | rnings 24E | | |
|---------------------|-------|---------------------------|---------------|-------|--|
| \$20.50 | | | | | |
| \$15.50 | | | | | |
| \$10.50 | | | | | |
| \$5.50 | | _ | _1 | | |
| \$0.50 | 2021A | 202 2E | 2023E | 2024E | |
| Source: Stephens Ir | | | | 20272 | |

| Margin Profile | | | | | | | |
|----------------|----------------|----------|-------|----------|-------|----------|-------|
| | 2021A | 202 | 2E | 20 | 23E | 2024E | |
| | Stephens Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 74.3% | 72.9% | 73.1% | 74.1% | 73.3% | 77.1% | 77.9% |
| Op. Margin | 24.7% | 22.3% | 23.5% | 22.2% | 24.8% | 28.1% | 26.3% |

| | 1Q | | 2Q | | 3Q | | 40 | 1 | Year | |
|------------|----------|---------|----------|---------|----------|---------|------------|---------|----------|----------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$3.42E | \$2.92E | \$3.69E | \$3.08E | \$3.72E | \$3.30E | \$3.82E | \$3.51E | \$14.66E | \$12.77E |
| YOY Growth | 60.8% | 36.9% | 28.1% | 32.8% | 16.8% | 3.5% | 1.2% | 22.1% | 22.4% | 27.1% |
| 2022E | \$2.1 | 3A | \$2.88E | \$2.32E | \$3.19E | \$2.59E | \$3.77E | \$2.88E | \$11.97E | \$10.05E |
| YOY Growth | (14.5%) | | (5.3%) | (23.6%) | 11.1% | (9.6%) | 33.4% 1.7% | | 6.6% | (10.5%) |
| 2021A | \$2.4 | 9A | \$3.0 |)4A | \$2.87A | | \$2.83A | | \$11.23A | |



Undisputed technological leader with first mover advantage and notable scale in an expanding TAM.

Non-GAAP Earnings Per Share

• Opportunities to leverage digital dentistry platforms to accelerate adoption of clear aligner therapy while erecting competitive barrier.

• Invisalign Brand is synonymous with clear aligner therapy - strong consumer awareness.

 Increased demand for chairside capital + geographic expansion and increased Teen market penetration make 20% to 30% growth objective readily achievable.

ons

 Near-term headwinds remain stemming from COVID-19, limiting office visits and consumer's ability to pay.

Expect increased competitive pressures from traditional and DTC competion.
 Potential for market expansion known and CY22 outlook more challenging due to comps and macro concerns.



Source: FactSet Research Systems and Stephens Inc. estimates
Note: Price as of 5.13.22

C

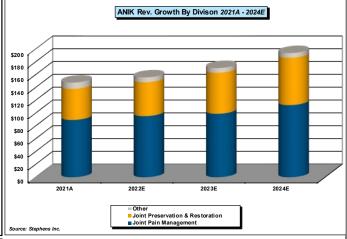
| Price | \$ 22.25 | Float (in millions) | 14.2 |
|--------|-------------|-----------------------------|-------|
| Shares | 14.5 | 200D Average Volume (000's) | 82 |
| EMC | \$ 321.9 | Short Interest (% of float) | 7.7% |
| Debt | - | Days-to-Cover | 14.9 |
| Cash | 100.5 | Institutional Ownership | 98.1% |
| EV | \$ 221.3 | Insider Ownership | 1.8% |

Anika Therapeutics, Inc. (ANIK) **EQUAL-WEIGHT**

Price Target: \$29 -- Based upon 2.0x CY23E Revenue and a 10-Year DCF that assumes an ~4.5% WACC and an ~2.5x terminal multiple FYE: Dec

| CY23E ROE: | 9.7% | HQ | Bedfor | d, MA |
|-----------------|------|----------------|--------|-------|
| CY23E ROIC: | 9.7% | Exchange | NA | SDAQ |
| Debt to Capital | 0.0% | Dividend Yield | | 0.0% |
| FCF Yield: | 3.2% | Analyst Cov. | | 3 |
| EV/CY22E Sales | 1.4x | 52 Week High | \$ | 48.37 |
| EV/CY23E Sales | 1.3x | 52 Week Low | \$ | 19.95 |
| | | | | |

| CY21/ | A Growth | | CY22E | Growth | | CY23E | Growth | (| CY24E | Growth | 3-Yr. CAGR |
|--------|--|---|--|--|---|---|--|---|---|---|---|
| \$ 89 | 9.4 7.7% | \$ | 95.3 | 6.6% | \$ | 99.0 | 3.9% | \$ | 112.6 | 13.7% | 8.0% |
| 60.5 | % | | 61.2% | | | 58.1% | | | 58.1% | | |
| \$ 48 | 3.6 23.4% | \$ | 53 | 8.6% | \$ | 64.1 | 21.4% | \$ | 73.9 | 15.3% | 15.0% |
| 32.9 | 1% | | 33.9% | | | 37.6% | | | 38.1% | | |
| \$ 9 | 9.7 20.4% | \$ | 7.7 | NA | \$ | 7.3 | (5.0%) | \$ | 7.3 | 0.0% | NA |
| 6.6 | i% | | 4.9% | | | 4.3% | | | 3.8% | | |
| \$ 147 | 7.7 8.5% | \$ | 155.8 | 5.5% | \$ | 170.4 | 9.4% | \$ | 193.8 | 13.7% | 9.5% |
| | \$ 89 60.5 \$ 48 32.9 \$ 9 | \$ 89.4 7.7% 60.5% \$ 48.6 23.4% 32.9% \$ 9.7 20.4% 6.6% | \$ 89.4 7.7% \$ 60.5% \$ 48.6 23.4% \$ 32.9% \$ 9.7 20.4% \$ | \$ 89.4 7.7% \$ 95.3 60.5% 61.2% \$ 48.6 23.4% \$ 53 32.9% \$ 33.9% \$ 9.7 20.4% \$ 7.7 6.6% 4.9% | \$ 89.4 7.7% \$ 95.3 6.6% 60.5% 61.2% \$ 48.6 23.4% \$ 53 8.6% 32.9% \$ 9.7 20.4% \$ 7.7 NA 6.6% 4.9% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 60.5% 61.2% \$ 48.6 23.4% \$ 53 8.6% \$ 32.9% \$ 7.7 NA \$ 6.6% 4.9% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 99.0 60.5% 61.2% 58.1% \$ 48.6 23.4% \$ 53 8.6% \$ 64.1 32.9% 33.9% 37.6% \$ 9.7 20.4% \$ 7.7 NA \$ 7.3 6.6% 4.9% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 99.0 3.9% 60.5% 61.2% 58.1% \$ 64.1 21.4% 32.9% \$ 9.7 20.4% \$ 7.7 NA \$ 7.3 (5.0%) 6.6% 6.6% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 99.0 3.9% \$ 60.5% 61.2% 58.1% \$ 48.6 23.4% \$ 53 8.6% \$ 64.1 21.4% \$ 32.9% \$ 7.7 NA \$ 7.3 (5.0%) \$ 6.6% 6.6% 6.6% 6.9% 6.6% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 99.0 3.9% \$ 112.6 60.5% 61.2% 58.1% \$ 58.1% \$ 58.1% \$ 73.9 32.9% \$ 33.9% \$ 7.7 NA \$ 7.3 (5.0%) \$ 7.3 6.6% 4.9% 4.3% 5 3.8% | \$ 89.4 7.7% \$ 95.3 6.6% \$ 99.0 3.9% \$ 112.6 13.7% 60.5% 61.2% 58.1% 58.1% 58.1% 58.1% \$ 48.6 23.4% \$ 53 8.6% \$ 64.1 21.4% \$ 73.9 15.3% 32.9% 33.9% 37.6% 38.1% \$ 9.7 20.4% \$ 7.7 NA \$ 7.3 (5.0%) \$ 7.3 0.0% 6.6% 4.9% 4.3% 3.8% |



| 2023E | | |
|-------|--|--|

Revenue (\$'s in millions)

| 1 | Q | | 2Q | 3Q | | 40 | <u> </u> | Year | |
|----------|---------|----------|---------|----------|---------|----------|----------|----------|----------|
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| \$36.4E | \$37.9E | \$43.4E | \$42.5E | \$45.5E | \$43.6E | \$45.1E | \$46.2E | \$170.4E | \$170.2E |
| (0.7%) | 3.2% | 13.7% | 12.4% | 11.6% | 7.1% | 12.1% | 14.8% | 9.4% | 110.2% |
| \$36 | 5.7A | \$38.2E | \$37.9E | \$40.7E | \$39.5E | \$40.2E | \$40.4E | \$155.8E | \$154.5E |
| 7.0 | 0% | 0.3% | (0.5%) | 3.0% | (0.1%) | 12.3% | 12.8% | 5.5% | 4.6% |
| \$34 | I.3A | \$3 | 8.1A | \$3 | 9.5A | \$35. | .8A | \$147 | 7.7A |



Margin Profile

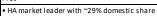
YOY Growth 2022E YOY Growth

2021A

Adjusted Gross Margin Adjusted Op. Margin

| 20 | 21A | 20 | 22E | 202 | 3E | 1 | 4E |
|----------|-------|----------|--------|----------|--------|----------|-------|
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 56 | .1% | 62.5% | 53.3% | 64.6% | 48.9% | 65.6% | 69.1% |
| 1. | 1.8% | | (8.3%) | 0.5% | (2.7%) | 7.1% | 3.9% |

| Earnings Per Share | | | | | | | | | | |
|--------------------|----------------|-----------|-----------|-----------|-----------|-----------|----------------|-----------|-----------|-----------|
| | 1 | | | 2Q | | 3Q | | <u> </u> | Year | |
| | Stephens Cons. | | Stephens | Cons. | Stephens | Cons. | Stephens Cons. | | Stephens | Cons. |
| 023E | (\$0.02E) | (\$0.04E) | \$0.07E | \$0.07E | (\$0.03E) | \$0.05E | \$0.05E | \$0.17E | \$0.07E | \$0.24E |
| 022E | (\$0. | 20A) | (\$0.31E) | (\$0.23E) | (\$0.23E) | (\$0.18E) | (\$0.17E) | (\$0.15E) | (\$0.92E) | (\$0.75E) |
| 2021A | \$0. | \$0.20A | | \$0.45A | | \$0.04A | | 10A) | \$0.28A | |

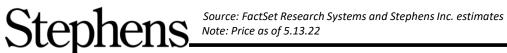


- Recent Parcus and Arthrosurface acquisitions provides access to an ~\$8 billion global sports medicine TAM
- Expanded domestic sales force in advance of new product cadence.
- Strong management team hailing from orhtopedic and sports medicine with a track record for
- generating shareholder value. Balance Sheet remains a source of strength with ~\$90 million in cash and no debt.

| | Cons |
|---|---|
| I | • 42% of CY22E revenue sold via long-standing distributor relationship with |
| ı | Mitek |

- Retracted previously established CY24 Financial Targets
- Ongoing COVID-19 headwinds weighing on ANIK's operations throughout
- Integration and execution risk associated with recent acquisitions





| Price | \$ 4.26 | Float (in millions) | 31.2 |
|--------|-------------|-----------------------------|-------|
| Shares | 63.7 | 200D Average Volume (000's) | 209 |
| EMC | \$ 271.2 | Short Interest (% of float) | 2.9% |
| Debt | 53.0 | Days-to-Cover | 11.1 |
| Cash | \$ 90.7 | Institutional Ownership | 73.4% |
| EV | \$ 233.5 | Insider Ownership | 21.2% |

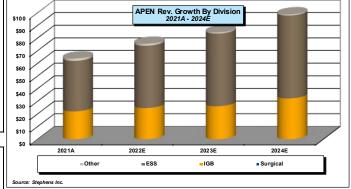
Apollo Endosurgery, Inc. (APEN) OVER-WEIGHT / (VOL.)

Price Target: \$9 --Based upon a 10-year DCF assuming a WACC of 4.4% and terminal multiple of ~15.0x

FYE: DEC

| CY22E ROE: | NA | HQ | Au | stin, TX |
|-----------------|-------|----------------|----|----------|
| CY22E ROIC: | NA | Exchange | N | ASDAQ |
| Debt to Capital | 47.6% | Dividend Yield | | 0.0% |
| FCF Yield: | 0.0% | Analyst Cov. | | 3 |
| EV/CY22E Rev. | 3.1x | 52 Week High | \$ | 10.39 |
| EV/CY23E Rev. | 2.8x | 52 Week Low | \$ | 3.79 |

| Revenue Segments (\$'s in mi | llio | ns) | _ | | | | | | | | | | |
|------------------------------|------|--------|--------|----|--------------|--------|----|--------|--------|--------------|--------|---------|------------|
| | | CY21A | Growth | - | CY22E Growth | | C | Y23E | Growth | Growth CY24E | | Growth | 3-Yr. CAGR |
| ESS | \$ | 40.0 | 70.9% | \$ | 49.3 | 23.4% | \$ | 57.5 | 16.7% | \$ | 65.6 | 14.0% | 18.0% |
| % of Total Rev. | | 63.4% | | | 65.8% | | | 68.0% | | | 66.9% | | l I |
| IGB | \$ | 22.1 | 24.6% | \$ | 24.7 | 11.9% | \$ | 26.1 | 5.7% | \$ | 32.3 | 23.6% | 13.5% |
| % of Total Rev. | | 35.1% | | | 33.0% | | | 30.9% | | | 32.9% | | |
| Surgical | \$ | - | NA | \$ | - | NA | \$ | - | NA | \$ | - | NA | NA |
| % of Total Rev. | | 0.0% | | | 0.0% | | | 0.0% | | | 0.0% | | |
| Other | \$ | 0.9 | (9.7%) | \$ | 0.9 | (5.6%) | \$ | 0.9 | 2.9% | \$ | 0.2 | (75.0%) | (37.6%) |
| % of Total Rev. | | 1.5% | | | 1.2% | | | 1.1% | | | 0.2% | | |
| Total | L | \$63.0 | 3.5% | | \$74.9 | 18.9% | | \$84.6 | 12.9% | <u> </u> | \$98.2 | 16.1% | 15.9% |



| Revenue (\$'s i | n millions) | | | | | | | | | |
|-----------------|-------------|---------|----------|---------|----------|---------|----------------|---------|----------------|---------|
| | 1Q | | 2Q | | 30 | 2 | 40 | | Year | |
| | | | Stephens | Cons. | Stephens | Cons. | Stephens Cons. | | Stephens Cons. | |
| 2023E | \$18.2E | \$19.1E | \$21.7E | \$21.4E | \$21.3E | \$20.9E | \$23.4E | \$24.0E | \$84.6E | \$86.6E |
| YOY Growth | 8.9% | 14.7% | 15.2% | 16.1% | 12.6% | 11.6% | 14.3% | 17.4% | 12.9% | 16.7% |
| 2022E | \$16. | 7A | \$18.8E | \$18.4E | \$18.9E | \$18.7E | \$20.5E | \$20.4E | \$74.9E | \$74.2E |
| YOY Growth | 20.2 | % | 13.1% | 10.7% | 15.9% | 14.4% | 26.8% | 26.2% | 18.9% | 17.8% |
| 2021A | \$13.9 | 9A | \$16 | .6A | \$16. | 4A | \$16.2 | 2A | \$63.0 | DA . |



| iviargin Profile | | | | | | | | |
|------------------|----------------|-------|-------|----------------|-------|----------|-------|--|
| | 2021A | 202 | 22E | 20: | 23E | 2024E | | |
| | Stephens Cons. | | Cons. | Stephens Cons. | | Stephens | Cons. | |
| Gross Margin | 55.5% | 57.1% | 56.8% | 59.5% | 58.5% | 61.0% | 61.0% | |
| Op. Margin | NA | N | NA | | NA | NA | NA | |

| | 1Q | | 2 | !Q | 30 |) | 4 | Q | Year | |
|------------|-----------|-----------|---------------------|------------------|-----------|-----------|---------------------|-----------|--------------------|-----------|
| | Stephens | Cons. | Stephens | Stephens Cons. S | | Cons. | Stephens Cons. | | Stephens | Cons. |
| 2023E | (\$0.14E) | (\$0.22E) | (\$0.14E) (\$0.22E) | | (\$0.13E) | (\$0.23E) | (\$0.13E) (\$0.19E) | | (\$0.54E) (\$0.86E | |
| YOY Growth | NM | NM | NM NM | | NM | NM | NM | NM | NM | NM |
| 2022E | (\$0.1 | 3A) | (\$0.14E) | (\$0.23E) | (\$0.18E) | (\$0.23E) | (\$0.19E) | (\$0.22E) | (\$0.64E) | (\$0.89E) |
| YOY Growth | N۸ | 1 | NM | | NM | NM | NM | NM | NM | NM |
| 2021A | (\$0.1 | 0A) | (\$0.06A) | | (\$0.1 | 3A) | (\$0.2 | 16A) | (\$0.46A) | |



Pros

Non-GAAP Earnings Per Share

- New executive management team with history of creating shareholder value leading reinvigorated core business.
- Opportunities to leverage existing portfolio of FDA approved devices to expand TAM with new indications for use.
- New product launch driving acceleration in top-line growth and margin
 expansion
- Favorable MERIT Study results presented in 2H21 strengthen clinical profile.
- Discount relative valuation to both small cap and broader med tech industry peer group.

Cons

 Near-term headwinds remain stemming from COVID-19, limiting office visits and the Company's ability to train surgeons.

 Uncertainty related to timing of regulatory approvals and subsequent dedicated reimbursement.



Source: FactSet Research Systems and Stephens Inc. estimates

Note: Price as of 5.13.22

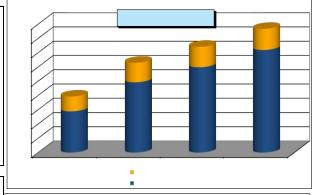
| Price | \$ 26.37 | Float (in millions) | 46.5 |
|--------|------------|-----------------------------|-------|
| Shares | 47.8 | 200D Average Volume (000's) | 365 |
| EMC | \$ 1,260.5 | Short Interest (% of float) | 2.7% |
| Debt | 254.4 | Days-to-Cover | 4.6 |
| Cash | 104.3 | Institutional Ownership | 89.3% |
| EV | \$ 1,410.6 | Insider Ownership | 1.8% |

Avanos Medical, Inc. (AVNS) **EQUAL-WEIGHT**

Price Target: \$43 -- 2.5x CY23E Revenue of \$971 million FYE: DEC

| CY23E ROE: | 7.5% | HQ | Alphare | tta, GA |
|------------------|-------|----------------|---------|---------|
| CY23E ROIC: | 6.4% | Exchange | | NYSE |
| Debt to Capital | 12.9% | Dividend Yield | | 0.0% |
| FCF Yield: | NA | Analyst Cov. | | 4 |
| P/CY22E Earnings | 15.5x | 52 Week High | \$ | 41.31 |
| P/CY23E Earnings | 12.1x | 52 Week Low | Ś | 24.84 |

| Revenue Segments (\$'s in m | illions) | | | | | | | | | | | |
|-----------------------------|----------|-------|--------|----|-------|--------|----|-------|--------|-------------|--------|------------|
| | C | Y21A | Growth | (| CY22E | Growth | | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR |
| Digestive Health | \$ | 316 | 8.9% | \$ | 330 | 4.4% | \$ | 349 | 5.9% | \$ 368 | 5.5% | 5.3% |
| % of Total Rev. | | 42.4% | | | 39.0% | | | 38.8% | | 38.4% | | |
| Interventional Pain | \$ | 116 | 18.3% | \$ | 138 | 18.5% | \$ | 155 | 12.6% | \$ 179 | 15.3% | 15.4% |
| % of Total Rev. | | 15.6% | | | 16.3% | | | 17.2% | | 18.6% | | |
| Acute Pain | \$ | 152 | 2.6% | \$ | 154 | 1.5% | \$ | 162 | 4.7% | \$ 169 | 4.4% | 3.5% |
| % of Total Rev. | | 20.4% | | | 18.2% | | ĺ | 18.0% | | 17.6% | | |
| Respiratory Health | \$ | 159 | (2.4%) | \$ | 157 | (1.6%) | \$ | 162 | 3.3% | \$ 170 | 5.0% | 2.2% |
| % of Total Rev. | | 21.4% | | | 18.5% | | ĺ | 18.0% | | 17.7% | | |
| OrthogenRx | \$ | 52 | | \$ | 69 | 32.1% | \$ | 72 | 4.1% | \$ 74 | 3.5% | 12.5% |
| % of Total Rev. | | 7.0% | | | 8.1% | | ĺ | 8.0% | | 7.7% | | |
| Total | \$ | 744.6 | 6.5% | \$ | 846.4 | 13.7% | \$ | 899.2 | 6.2% | \$ 959.8 | 6.7% | 8.8% |



| Revenue (\$'s in | millions) | | | | | | | | | |
|------------------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | 10 | Q | 2 | Q | 30 | Q | 40 | Q | Ye | ar |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$211.2E | \$211.6E | \$216.1E | \$217.8E | \$222.1E | \$221.8E | \$249.7E | \$243.4E | \$899.2E | \$891.1E |
| YOY Growth | 7.0% | 7.2% | 4.9% | 4.5% | 5.8% | 5.7% | 7.1% | 7.6% | 6.2% | 5.7% |
| 2022E | \$197 | 7.4A | \$206.0E | \$208.3E | \$209.8E | \$211.3E | \$233.2E | \$226.1E | \$846.4E | \$843.0E |
| YOY Growth | 9.2 | !% | 10.5% | 11.7% | 14.0% | 14.8% | 20.6% | 16.9% | 13.7% | 13.2% |
| 2021A | \$180 |).7A | \$186 | 5.4A | \$184 | I.1A | \$193 | 3.4A | \$744 | 1.6A |

| | AVNS Adj. 2021A - | Earnings 2024E | | |
|-------|----------------------|-------------------|-------------------------------------|--|
| | | | | |
| | | | | |
| | | | | |
| | _ | _ | | |
| 2021A | 2022E | 2023E | 2024E | |
| | 2021A | | AVNS Adj. Earnings 2021A - 2024E | |

| Margin Profile | | | | | | | | |
|--------------------------------------|---------------|-------------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | 202 | 1A | 202 | 2E | 2023 | BE | 202 | 4E |
| | Stephens | Stephens Cons. St | | Cons. | Stephens | Cons. | Stephens | Cons. |
| Adj. Gross Margin Adj. Op. Margin | 52.1% 8.9% | | 56.9% 8.9% | 56.8% 13.2% | 58.9% 8.9% | 58.0% 15.0% | 59.1% 8.9% | 59.2% 16.6% |

| ngs Per Share | | | | | | | | | |
|---------------|------------------------------------|---|---|----------|---|--|--|---------------------------------------|---|
| 10 | ί | 20 | ર | 30 | 2 | 40 | ί | Ye | ar |
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| \$0.54E | \$0.54E | \$0.50E | \$0.50E | \$0.55E | \$0.55E | \$0.59E | \$0.59E | \$2.18E | \$2.03E |
| 110.3% | 109.9% | 26.1% | 28.2% | 15.5% | 18.7% | 2.6% | 6.0% | 28.0% | 21.8% |
| \$0.2 | 26A | \$0.40E | \$0.39E | \$0.47E | \$0.46E | \$0.58E | \$0.56E | \$1.71E | \$1.67E |
| 11.3 | 3% | 92.4% | 87.7% | 86.7% | 82.7% | 25.0% | 21.0% | 48.0% | 44.9% |
| \$0.2 | 23A | \$0.2 | 21A | \$0.2 | 25A | \$0.4 | 16A | \$1.1 | .5A |
| | \$0.54E 110.3% \$0.2 11.3 | 1Q Stephens Cons. \$0.54E \$0.54E | 1Q 2t Stephens Cons. Stephens \$0.54E \$0.54E \$0.50E \$110.3% 109.9% \$26.1% \$0.40E \$11.3% 92.4% | 1Q 2Q | Total Construction Total Construction | Total Tota | IQ ZQ 3Q 44 Stephens Cons. Stephens Cons. Stephens Cons. Stephens Stephens \$0.54E \$0.54E \$0.50E \$0.50E \$0.55E \$0.55E \$0.59E \$10.3% \$109.9% 26.1% 28.2% 15.5% 18.7% 2.6% \$0.26A \$0.40E \$0.39E \$0.47E \$0.46E \$0.58E \$11.3% 92.4% 87.7% 86.7% 82.7% 25.0% | To To To To To To To To | 1Q ZQ 3Q 4Q Ye Ye Stephens Cons. Stephens Cons. Stephens Cons. Stephens Stephens Stephens Stephens Stephens Stephens Stephens Stephens Stephens \$0.59E \$0.59E \$0.59E \$0.59E \$2.18E 110.3% 109.9% 26.1% 28.2% 15.5% 18.7% 2.6% 6.0% 28.0% \$0.26A \$0.40E \$0.39E \$0.47E \$0.46E \$0.58E \$0.56E \$1.71E 11.3% 92.4% 87.7% 86.7% 82.7% 25.0% 21.0% 48.0% |



 OrthogenRx to aid in durable revenue growth and margin expansion longer term to the Company's target of upper 50s GM.

On-Q franchise no longer capacity constrained and realizing operational

· Outstanding litigation headwinds concluded in CY21, and as a result, AVNS intends to deploy capital via strategic M&A and share repurchases

· Annual Comps improve after 1Q22 and shares remain valued at relative discount to

Cons

· COVID-19 expected to weigh on higher margined pain management growth outlook through CY22.

 Planned investments good for the LT but were unexpected by Street in CY21 and need to yield upside in CY22.

• Ex M&A, core business growing in low single-digits.



Source: FactSet Research Systems and Stephens Inc. estimates Note: Price as of 5.13.22

| Price | \$ 39.66 | Float (in millions) | 1,413.7 |
|--------|-------------|-----------------------------|---------|
| Shares | 1,435.6 | 200D Average Volume (000's) | 8,042 |
| EMC | \$ 56,935.9 | Short Interest (% of float) | 0.9% |
| Debt | 9,065.0 | Days-to-Cover | 1.1 |
| Cash | \$ 1,925.0 | Institutional Ownership | 91.6% |
| EV | \$ 64,075.9 | Insider Ownership | 0.9% |

Boston Scientific Corporation (BSX) OVER-WEIGHT

Price Target: \$50 -- 6.5x CY23E Revenue of \$13.8 billion and a 10-year DCF assuming a 16.0x terminal multiple. FYE: DEC

\$3,394E

8.5%

| CY23E ROE: | 15.2% | HQ | Marlboro | ugh, MA |
|------------------|-------|----------------|----------|---------|
| CY23E ROIC: | 10.4% | Exchange | | NYSE |
| Debt to Capital | 36.4% | Dividend Yield | | NA |
| FCF Yield: | 2.3% | Analyst Cov. | | 23 |
| P/CY22E Earnings | 22.3x | 52 Week High | \$ | 47.50 |
| P/CY23E Earnings | 19.5x | 52 Week Low | \$ | 37.96 |
| | | | | |

| Revenue Segments (\$'s in million | s) | | | | | | | | | |
|-----------------------------------|-----------|--------|----|--------|--------|---------------|--------|--------------|--------|------------|
| | CY21A | Growth | C | Y22E | Growth | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR |
| Cardiovascular | \$ 4,858 | 25.3% | \$ | 5,915 | 21.8% | \$ 5,736 | (3.0%) | \$ 6,264 | 9.2% | 8.8% |
| % of Total Rev. | 40.9% | | | 45.8% | | 41.6% | | 41.8% | | |
| Rhythm and Neuro | \$ 3,293 | 19.7% | \$ | 3,417 | 3.8% | \$ 3,575 | 4.6% | \$ 3,831 | 7.2% | 5.2% |
| % of Total Rev. | 27.7% | | | 26.4% | | 25.9% | | 25.5% | | |
| MedSurg | \$ 3,724 | 21.4% | \$ | 4,360 | 17.1% | \$ 4,492.5 | 3.0% | \$ 4,900 | 9.1% | 9.6% |
| % of Total Rev. | 31.3% | | | 33.7% | | 32.5% | | 32.7% | | |
| Total | \$ 11,888 | 19.9% | \$ | 12,920 | 8.7% | \$ 13,803 | 6.8% | \$ 14,994 | 8.6% | 8.0% |

\$3,217E

26.1%

| | | | BSX Rev. G 202 | rowth B 1A - 2024 | y Division E | | | |
|------------------|--------|--------------|-------------------|----------------------|-----------------|------|------|---|
| \$16,000 | | , | | | | | | |
| \$14,000 | | D | | | | | | |
| \$12,000 | | | | | | | | |
| \$10,000 | | | | | | | | |
| \$8,000 | | | | | | | | |
| \$6,000 | | _ | | | | | | |
| \$4,000 | | | | | | | | |
| \$2,000 | | | | | | | | , |
| \$0 L | | di. | | , | | | | / |
| | 2021A | | 2022E | : | 2023E | 20 | 024E | |
| | ■Neuro | ■ UWH | ■Endo. | ≡EP | ⊪CRM | ■ PI | ■IC | Ì |
| e: Stephens Inc. | | | | | | | | • |

| Revenue (\$'s in | millions) | | | | | | | | | |
|------------------|-----------|----------|----------|----------|----------|----------|----------|----------|-----------|------|
| | 10 | λ | 20 | ર | 30 | 2 | 40 | Q | Ye | ar |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | C |
| 2023E | NA | \$3,261E | NA | \$3,445E | NA | \$3,455E | NA | \$3,634E | \$13,803E | \$13 |
| VOV Growth | NΔ | 7.8% | NΔ | 6.7% | NΔ | 7.4% | ΝΔ | 7 1% | 6.8% | 7 |

\$3,229E

4.9%

\$3,275A

6.4%

25.3%

\$13,821E 7.5% \$12,857E 8.2%

27.0%

Cons.

\$12,920E

8.7%

27.2%

| \$3,0 | J//A | \$2,9 | oza | Ş3, | 127A | \$11, | 000A | |
|-----------|-------|----------|-------|----------|-------|----------|-------|---|
| | | | | | | | | Ξ |
| 20: | 21A | 202 | 2E | 20 | 23E | 20 | 24E | |
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | |
| 70 | .3% | 70.9% | 70.7% | 71.4% | 71.1% | 72.0% | 71.5% | |

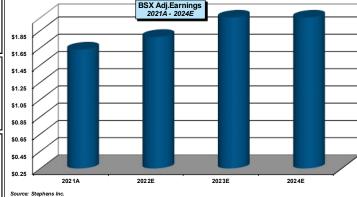
\$3,403E

8.8%

26.8%

\$3,216E

9.7%



| Cash | Earnings | Per | Share |
|------|----------|-----|-------|
| | | | |

2022E

2021A

2023E

YOY Growth 2022E YOY Growth 2021A Pros

YOY Growth

Margin Profile

Adj. Gross Margin Adj. Op. Margin

| 10 | | 2Q | | 3Q | | 40 | 1 | Ye | ar |
|----------|---------|----------|---------|----------|---------|----------|---------|----------|---------|
| Stephens | Cons. |
| NA | \$0.45E | NA | \$0.50E | NA | \$0.50E | NA | \$0.55E | \$2.03E | \$2.01E |
| NA | 16.4% | NA | 16.6% | NA | 11.2% | NA | 11.1% | 14.4% | 14.0% |
| \$0.3 | 9A | \$0.44E | \$0.43E | \$0.45E | \$0.45E | \$0.50E | \$0.50E | \$1.78E | \$1.77E |
| 6.7 | % | 9.0% | 5.7% | 8.9% | 10.1% | 10.9% | 10.1% | 9.0% | 8.3% |
| \$0.3 | 57A | \$0.4 | 0A | \$0.41 | Α | \$0.4 | 5A | \$1.6 | 3A |

| | Boston Scientific Corporation (BSX-US) | |
|-----|---|-------------|
| | Price (USD) Volume (Thousands) | \$50 |
| - | 35,000 - | \$45 |
| | 30,000 - 100,000 | \$40 |
| | 25,000 | \$35 |
| re- | 15 000 | |
| | 10,000 - | \$30 |
| | 5,000 - 1370 - 1474 - 14 | \$25 |
| | 0 | \$20 -22 |
| | Volume — Boston Scientific Corporation — 50D Mov Avg — 200D Mov Avg | |
| | - ° | |

• Diversified product offering favorably positioned to rebound earlier in the cycle due to 2/3 mix usage in out-patient setting.

Stong new product cadence through CY22.

· Enhanced cost structure with increased financial liquidity gives BSX ability to not only survive but invest in growth drivers.

Attractive relative valuation vs. large cap med tech industry peers.

\$3,026A

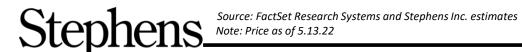
10.0%

\$2,752A

· BSX is more highly levered than comp group.

· Restoration of procedure growth may be delayed or more muted, hindering a accleration of annual revenue growth.

· Potential for delays in expected new product cadence to undermine growth and margin story.



| Price | \$ 317.66 | Float (in millions) | 49.0 |
|--------|----------------|-----------------------------|-------|
| Shares | 49.9 | 200D Average Volume (000's) | 299 |
| EMC | \$ 15,851.2 | Short Interest (% of float) | 3.6% |
| Debt | 3,258.5 | Days-to-Cover | 7.2 |
| Cash | \$ 280.7 | Institutional Ownership | 98.9% |
| EV | \$ 18,829.0 | Insider Ownership | 0.6% |

Cooper Companies, Inc. (COO) **OVER-WEIGHT**

Price Target: \$500 -- based on CY23E multiples of 7.0x revenue, 22.0x EBITDA, and 29.5x non-GAAP earnings. FYE: OCT

| FY23E ROE: | 10.4% | HQ | Pleasan | ton, CA |
|------------------|-------|----------------|---------|---------|
| FY23E ROIC: | 7.4% | Exchange | | NYSE |
| Debt to Capital | 20.1% | Dividend Yield | | 0.1% |
| FCF Yield: | 0.7% | Analyst Cov. | | 13 |
| P/FY22E Earnings | 22.0x | 52 Week High | \$ | 463.59 |
| P/FY23E Earnings | 19.4x | 52 Week Low | \$ | 309.43 |
| | | | | |

| tevenue Segments (\$'s in millions) | | | | | | | | | | | | |
|-------------------------------------|----|-------|---------|----|-------|--------|---------|--------|----|-------|--------|------------|
| | | FY21A | Growth | Ī | FY22E | Growth | FY23E | Growth | | FY24E | Growth | 3-Yr. CAGR |
| CooperVision | \$ | 2,152 | (6.5%) | \$ | 2,290 | 6.4% | \$2,449 | 6.9% | \$ | 2,757 | 12.6% | 8.6% |
| % of Total Rev. | | 73.6% | | | 68.7% | | 67.1% | | | 67.7% | | |
| CooperSurgical | \$ | 771 | (13.6%) | \$ | 1,045 | 35.6% | \$1,199 | 14.7% | \$ | 1,317 | 9.9% | 19.6% |
| % of Total Rev. | | 26.4% | | | 31.3% | | 32.9% | | | 32.3% | | |
| Total | \$ | 2,923 | (8.4%) | \$ | 3,335 | 14.1% | \$3,647 | 9.4% | \$ | 4,074 | 11.7% | 11.7% |

| Revenue | (\$'s | in | millions | |
|---------|-------|----|----------|---|
| | | | ******** | , |

| | 1Q | | 20 | | 3Q | *************** | 40 | Q | Year | |
|---------------------|----------------|--------|----------|--------|----------|-----------------|----------|----------|----------|----------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$915E | \$867E | \$879E | \$874E | \$914E | \$905E | \$939E | \$916E | \$3,647E | \$3,610E |
| YOY Growth | 16.3% | 10.2% | 6.9% | 5.8% | 7.1% | 7.1% | 7.6% | 7.4% | 9.4% | 9.0% |
| 2022E | \$787 | 'A | \$822E | \$825E | \$854E | \$845E | \$873E | \$853E | \$3,335E | \$3,313E |
| YOY Growth | Y Growth 15.7% | | 14.2 | % | 11.8% | | 14.9% | 12.4% | 14.1% | 13.4% |
| 2021A \$681A | | \$720A | | \$763A | | \$759A | | \$2,923A | | |

| argın | Profi | le |
|-------|-------|----|
| | | |

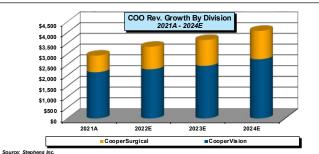
| | 2021A | | 2022E | | 2023E | | 2024E | |
|-------------------|----------|-------|----------|-------|----------|-------|----------|-------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Adj. Gross Margin | 67.9 | 9% | 66.9% | 67.6% | 67.4% | 67.2% | 67.6% | 67.0% |
| Adj. Op. Margin | 23.3 | 3% | 26.1% | 26.0% | 27.5% | 27.1% | 30.1% | 28.4% |

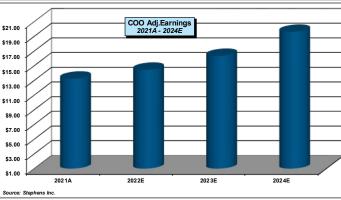
Non-GAAP Earnings Per Share

| 1Q | | 2Q | | 3Q | | 4Q | | Year | |
|----------|-----------------------------------|---|--|--|--|--|---|--|---|
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| \$3.94A | \$3.71E | \$3.96A | \$3.86E | \$4.12E | \$4.10E | \$4.32E | \$4.15E | \$16.34E | \$16.05E |
| 21.6% | 14.7% | 8.5% | 10.7% | 10.0% | 9.4% | 13.2% | 11.7% | 13.1% | 14.1% |
| \$3.2 | 4A | \$3.65E | \$3.48E | \$3.75A | \$3.65E | \$3.82E | \$3.72E | \$14.45E | \$14.06E |
| 2.29 | % | 7.99 | 6 | 9.8% | 7.0% | 16.4% | 13.4% | 9.2% | 6.2% |
| \$3.17A | | \$3.38A | | \$3.41A | | \$3.28A | | \$13.24A | |
| | \$3.94A 21.6% \$3.2 2.25 | Stephens Cons. \$3.94A \$3.71E 21.6% 14.7% \$3.24A 2.2% | Stephens Cons. Stephens \$3.94A \$3.71E \$3.96A 21.6% 14.7% 8.5% \$3.24A \$3.65E 2.2% 7.99 | Stephens Cons. Stephens Cons. \$3.94A \$3.71E \$3.96A \$3.86E 21.6% 14.7% 8.5% 10.7% \$3.24A \$3.65E \$3.48E 2.2% 7.9% | Stephens Cons. Stephens Cons. Stephens \$3.94A \$3.71E \$3.96A \$3.86E \$4.12E 21.6% 14.7% 8.5% 10.7% 10.0% \$3.24A \$3.65E \$3.48E \$3.75A 2.2% 7.9% 9.8% | Stephens Cons. Stephens Cons. Stephens Cons. \$3.94A \$3.71E \$3.96A \$3.86E \$4.12E \$4.10E 21.6% 14.7% 8.5% 10.7% 10.0% 9.4% \$3.24A \$3.65E \$3.48E \$3.75A \$3.65E 2.2% 7.9% 9.8% 7.0% | Stephens Cons. Stephens Cons. Stephens Cons. Stephens \$3.94A \$3.71E \$3.96A \$3.86E \$4.12E \$4.10E \$4.32E 21.6% 14.7% 8.5% 10.7% 10.0% 9.4% 13.2% \$3.24A \$3.65E \$3.48E \$3.75A \$3.65E \$3.82E 2.2% 7.9% 9.8% 7.0% 16.4% | Stephens Cons. Stephens Cons. Stephens Cons. \$3.94A \$3.71E \$3.96A \$3.86E \$4.12E \$4.10E \$4.32E \$4.15E 21.6% 14.7% 8.5% 10.7% 10.0% 9.4% 13.2% 11.7% \$3.24A \$3.65E \$3.48E \$3.75A \$3.65E \$3.82E \$3.72E 2.2% 7.9% 9.8% 7.0% 16.4% 13.4% | Stephens Cons. Stephens Cons. Stephens Cons. Stephens Cons. Stephens \$3.94A \$3.71E \$3.96A \$3.86E \$4.12E \$4.10E \$4.32E \$4.15E \$16.34E 21.6% 14.7% 8.5% 10.7% 10.0% 9.4% 13.2% 11.7% 13.1% \$3.24A \$3.65E \$3.48E \$3.75A \$3.65E \$3.82E \$3.72E \$14.45E 2.2% 7.9% 9.8% 7.0% 16.4% 13.4% 9.2% |

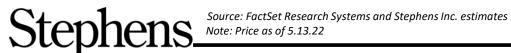
- · Myopia Control represents material long-term growth driver.
- Demand for CVI (~69% of FY22E revenue) is relatively inelastic and recurring.
- · CSI's Fertility and ParaGard offerings address women's health needs for family planning.
- GLS and pending Cook Medical acquisitions enhance CSI's high growth and margin profile longer term.
- •Operating leverage upside as capacity expansion and market development expenditures are absorbed in FY22, enahncing FCF.

- CVI end market remains opaque in terms of consumer wear, purchasing patterns, and price sensitivity.
- CVI undergoing end market recovery in Asia.
- Two consecutive quarters of Paragard deceleration
- 3.5% and 10.0% Fx headwinds to sales and adjusted earnings, respectively.
- Cook Medical acquisition delayed.









| EV | \$ 940.2 | Insider Ownership | 3.9% |
|--------|-------------|-----------------------------|--------|
| Cash | 131.8 | Institutional Ownership | 109.9% |
| Debt | 134.2 | Days-to-Cover | 5.2 |
| EMC | \$ 937.7 | Short Interest (% of float) | 14.9% |
| Shares | 18.1 | 200D Average Volume (000's) | 228 |
| Price | \$ 51.87 | Float (in millions) | 17.4 |

Cutera, Inc. (CUTR) OVER-WEIGHT / (VOL.)

Price Target: \$78 -- assumes an ~3.5x EV/CY23E sales multiple to the core business and a 6.0x multiple for the acne opportunity.

| F | Y | E: | D | E | <u></u> |
|---|---|----|---|---|---------|
| | | | | | |

| | CUTP Pay Growth | By Division | | |
|-----------------|-----------------|----------------|---------|--------|
| V/CY23E Revenue | 2.7x | 52 Week Low | \$ | 28.67 |
| V/CY22E Revenue | 3.6x | 52 Week High | \$ | 74.38 |
| CF Yield: | (5.0%) | Analyst Cov. | | 5 |
| ebt to Capital | 72.8% | Dividend Yield | | 0.0% |
| Y23E ROIC: | 15.8% | Exchange | NA | SDAQ |
| Y23E ROE: | 147.1% | HQ | Brisbar | ne, CA |

| , | | | | | | | | | | | |
|-----------|-------------------------|---|---|--|---|---|---|---|--|--|---|
| CY21A | Growth | | CY22E | Growth | | CY23E | Growth | | CY24E | Growth | 3-Yr. CAGR |
| \$ 206 | 11.3% | \$ | 234 | 14.0% | \$ | 318 | 35.4% | \$ | 338 | 6.3% | 18.0% |
| 88.9% | | | 89.2% | | | 91.2% | | | 82.0% | | |
| \$ 26 | 14.3% | \$ | 28 | 11.3% | \$ | 31 | 8.1% | \$ | 74 | 140.2% | 42.5% |
| 11.1% | | | 10.8% | | | 8.8% | | | 18.0% | | |
| \$ 231 | 42.1% | \$ | 263 | 13.7% | \$ | 348 | 32.5% | \$ | 412 | 18.2% | 21.2% |
| | 88.9% \$ 26 11.1% | CY21A Growth \$ 206 11.3% 88.9% \$ 26 14.3% 11.1% 11.1% | CY21A Growth Growth \$ 206 11.3% \$ 88.9% \$ 26 14.3% \$ 11.1% \$ | CY21A Growth CY22E \$ 206 11.3% \$ 234 88.9% 89.2% \$ 26 14.3% \$ 28 11.1% 10.8% | CY21A Growth CY22E Growth \$ 206 11.3% \$ 234 14.0% 88.9% 89.2% \$ 26 14.3% \$ 28 11.3% 11.1% 10.8% 10.8% | CY21A Growth CY22E Growth \$ 206 11.3% \$ 234 14.0% \$ 88.9% \$ 26 14.3% \$ 28 11.3% \$ 11.3% \$ 11.3% \$ 11.3% | CY21A Growth CY22E Growth CY23E \$ 206 11.3% \$ 234 14.0% \$ 318 88.9% 89.2% 91.2% \$ 26 14.3% \$ 28 11.3% \$ 31 11.1% 10.8% 8.8% | CY21A Growth CY22E Growth CY23E Growth \$ 206 11.3% \$ 234 14.0% \$ 318 35.4% 88.9% 89.2% 91.2% \$ 26 14.3% \$ 28 11.3% \$ 31 8.1% 11.1% 10.8% 8.8% 8.8% 8.8% | CY21A Growth CY22E Growth CY23E Growth Growth \$ 206 11.3% \$ 234 14.0% \$ 318 35.4% \$ \$ 88.9% \$ 88.9% 89.2% 91.2% \$ 26 14.3% \$ 28 11.3% \$ 31 8.1% \$ 11.1% \$ 10.8% 8.8% 8.8% \$ 8.8% \$ 8.8% \$ 8.8% | CY21A Growth CY22E Growth CY23E Growth CY24E \$ 206 11.3% \$ 234 14.0% \$ 318 35.4% \$ 338 88.9% 89.2% 91.2% 82.0% \$ 26 14.3% \$ 28 11.3% \$ 31 8.1% \$ 74 11.1% 10.8% 8.8% 18.0% | CY21A Growth CY22E Growth CY23E Growth CY24E Growth \$ 206 11.3% \$ 234 14.0% \$ 318 35.4% \$ 338 6.3% 88.9% 89.2% 91.2% 82.0% 82.0% \$ 26 14.3% \$ 28 11.3% \$ 31 8.1% \$ 74 140.2% 11.1% 10.8% 8.8% 18.0% 18.0% |

| \$450 | | CUTR Rev. | Growth By Division 21A - 2024E | | |
|-----------------------|-------|-----------|-----------------------------------|-------|---|
| \$400 | | | | | |
| \$350 | | | | | |
| \$300 | | | | | |
| \$250 | | | | | |
| \$200 | | | | | |
| \$150 | | | | | |
| \$100 | | | | | |
| \$50 | | | | | |
| \$0 L | | | | | |
| | 2021A | 2022E | 2023E | 2024E | |
| | | Service | ■ Products | | l |
| Source: Stephens Inc. | | | | | |
| | | | | | |

| Revenue (\$'s in | millions) |
|------------------|-----------|
| | |

| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
|------------|----------|---------|----------|---------|----------|---------|----------|----------|----------|----------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$68.9E | \$67.3E | \$61.8E | \$69.7E | \$88.7E | \$78.2E | \$128.9E | \$101.9E | \$348.4E | \$330.2E |
| YOY Growth | 18.7% | 16.0% | (2.1%) | 9.9% | 38.6% | 24.3% | 65.8% | 32.3% | 32.5% | 26.4% |
| 2022E | \$58. | 0A | \$63.1E | \$63.4E | \$64.0E | \$62.9E | \$77.8E | \$77.0E | \$262.9E | \$261.3E |
| YOY Growth | 16.8 | % | 7.7% | 8.3% | 11.6% | 9.6% | 18.5% | 17.3% | 13.7% | 13.0% |
| 2021A | \$49.7A | | \$58.6A | | \$57.4A | | \$65.6A | | \$231.3A | |

| \$2.00 | | CUTR Adj. Earning 2021A - 2024E | gs | |
|-----------------------|-------|------------------------------------|-------|-------|
| \$1.50 | | | | |
| \$1.00 | | | | |
| \$0.50 | | | | |
| \$- | | | | |
| \$(0.50) | 2021A | 2022E | 2023E | 2024E |
| Source: Stephens Inc. | | | | |
| • | | | | |

Margin Profile

| | 2021A | | 202 | 2E | 2023 | 3E | 2024E | |
|--------------|----------|-------|----------|--------|----------|-------|----------|-------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 57.6% | | 58.8% | 57.0% | 61.0% | 59.7% | 60.6% | 60.2% |
| Op. Margin | 0.8% | | (15.0%) | (3.5%) | 0.3% | 7.1% | 2.1% | 20.2% |

Adjusted Earnings Per Share

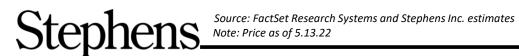
| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
|-------|----------------|---------|-----------|---------|-----------|---------|----------|---------|-----------|---------|
| | Stephens Cons. | | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | (\$0.10E) | \$0.11E | (\$0.04E) | \$0.21E | \$0.27E | \$0.18E | \$1.11E | \$0.42E | \$1.23E | \$0.92E |
| 2022E | (\$0.32A) | | (\$0.06E) | \$0.06E | (\$0.17E) | \$0.09E | \$0.10E | \$0.27E | (\$0.45E) | \$0.36E |
| 2021A | \$0.15A | | \$0.28A | | \$0.17A | | \$0.13A | | \$0.73A | |

Cutera, Inc. (CUTR) Price (USD) Volume (Thousands) 3,000 \$70 2,500 2,000 \$50 1,500 \$30 1,000 \$20 - \$10 . \$0 Jan-21 May-21 Volume Cutera, Inc. - 50D Mov Avg - 200D Mov Avg

- · CUTR favorably positioned with industry's broadest portfolio and strong new product cadence to potentially take share exiting crisis.
- Recent channel checks and industry commentary support strong demand for acne offering - recently received FDA 510(k) clearance
- · Valued at a deep relative discount to Aesthetic industry peers
- Acne presents a +\$3 billion longer term opportunity

Cons

- Potential for heightened pricing competition and demand for financing options exiting the crisis, undermine margin expansion
- Consumer discretionary purchases that have historically been resilient to economic downturns but market perception will be to underweight.
- Commercialization risks associated with the Company's foray into the acne marketplace.



| Price | \$ 334.84 | Float (in millions) | 96.8 |
|--------|-------------|-----------------------------|-------|
| Shares | 107.2 | 200D Average Volume (000's) | 733 |
| EMC | \$ 35,894.8 | Short Interest (% of float) | 3.4% |
| Debt | 1,702.7 | Days-to-Cover | 4.9 |
| Cash | \$ 2,731.2 | Institutional Ownership | 95.5% |
| EV | \$ 34,866.3 | Insider Ownership | 1.4% |

DexCom, Inc. (DXCM) OVER-WEIGHT / (VOL.)

Price Target: \$590 -- Assumes an EV/CY23E revenue multiple of 19.0x and is supported by a 10-Year DCF with an ~26.5x terminal multiple FYE: DEC

| CY23E ROE: | 17.3% | HQ | San [| Diego, CA |
|-----------------|-------|----------------|-------|-----------|
| CY23E ROIC: | 10.1% | Exchange | | NASDAQ |
| Debt to Capital | 45.5% | Dividend Yield | | 0.0% |
| FCF Yield: | 1.0% | Analyst Cov. | | 18 |
| EV/CY22E Rev. | 11.7x | 52 Week High | \$ | 659.45 |
| EV/CY23E Rev. | 9.7x | 52 Week Low | \$ | 302.61 |

Revenue (\$'s in millions)

| | 10 | ζ | 2Q | | 3Q | | 40 |) | Year | |
|------------|----------|----------|----------------------|----------|----------|----------|------------|----------|------------|------------|
| | Stephens | Cons. | Cons. Stephens Cons. | | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$792.6E | \$754.1E | \$859.8E | \$835.5E | \$929.3E | \$894.4E | \$1,012.9E | \$967.4E | \$3,594.6E | \$3,503.5E |
| YOY Growth | 26.1% | 19.9% | 21.8% | 20.3% | 17.8% | 13.3% | 17.8% | 12.5% | 20.5% | 17.4% |
| 2022E | \$628 | .8A | \$705.9E | \$694.8E | \$789.2E | \$761.6E | \$859.8E | \$828.0E | \$2,983.7E | \$2,917.6E |
| YOY Growth | 24.5% | | 18.6% | | 21.4% | 17.1% | 23.1% | 18.6% | 21.9% | 19.2% |
| 2021A | \$505.0A | | \$595.1A | | \$650.2A | | \$698.2A | | \$2,448.5A | |

Margin Profile

Gross Margin

Op. Margin

| 202 | 21A | 2022 | 2E | 202 | 3E | 2024E | | |
|----------------|-----|----------|-------|----------|-------|----------|-------|--|
| Stephens Cons. | | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | |
| 68.6% | | 65.2% | 64.7% | 66.5% | 65.4% | 67.7% | 66.4% | |
| 10.9% | | 15.5% | 15.8% | 18.2% | 18.1% | 19.7% | 20.0% | |

Non-GAAP Earnings Per Share

| 1Q | | 2Q | | 3Q | | 40 |) | Year | |
|----------|---------|----------|---------|----------|---------|----------|---------|----------|---------|
| Stephens | Cons. |
| \$0.95E | \$0.79E | \$1.02E | \$1.02E | \$1.13E | \$1.21E | \$1.33E | \$1.46E | \$4.43E | \$4.60E |
| \$0.3 | 2A | \$0.63E | \$0.75E | \$0.96E | \$1.01E | \$1.09E | \$1.19E | \$3.01E | \$3.31E |
| \$0.33A | | \$0.7 | '6A | \$0.8 | 9A | \$0.6 | 8A | \$2.6 | 6A |

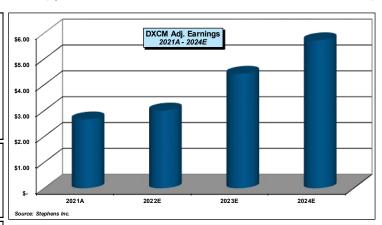
2021A Pros

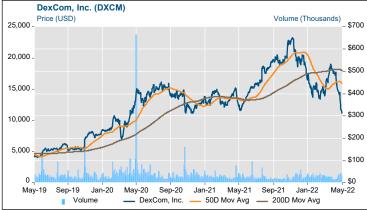
2023E

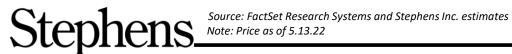
2022E

- Strong organic growth + 20% with G7 platform launch prior to CYE.
- Opportunity to drive CGM utilization within the acute care setting expedited.
- Business beginning to scale, driving significant operating leverage gains.
- Significant TAM expansion opportunity within the U.S. and abroad make +20% growth conservative over next +5 year period.

- Valuation DXCM trades at a significant premium to peers
- Potential supply chain disruption tempering new patient starts.
- ABT's Libre III offering could represent a lower cost, less functional good enough" alternative in economically sensitive times.







| Price | \$ | 55.04 | Float (in millions) | 20.7 |
|---------------------|----|---------|-----------------------------|-------|
| Shares | _ | 24.3 | 200D Average Volume (000's) | 137 |
| EMC | \$ | 1,338.1 | Short Interest (% of float) | 4.8% |
| Debt | | 52.5 | Days-to-Cover | 3.1 |
| EMC Debt Cash | \$ | 44.7 | Institutional Ownership | 68.3% |
| EV | \$ | 1,345.9 | Insider Ownership | 14.3% |

Establishment Labs Holdings, Inc. (ESTA) OVER-WEIGHT / (VOL.)

Price Target: \$89 -- 10.0x CY23E Revenue of \$208.9 million FYE: DEC

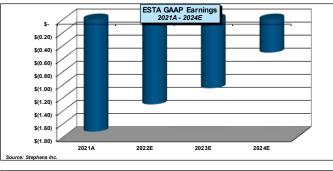
| CY22E ROE: | NM | HQ | Alajuela, Costa Rica | 1 |
|-----------------|-------|----------------|----------------------|---|
| CY22E ROIC: | NM | Exchange | NASDAQ | |
| Debt to Capital | 51.7% | Dividend Yield | 0.0% | |
| FCF Yield: | NA | Analyst Cov. | 4 | |
| EV/CY22E Rev. | 8.2x | 52 Week High | \$ 93.80 | |
| EV/CY23E Rev. | 6.4x | 52 Week Low | \$ 46.93 | |

| | CY21A | Growth | CY22E | Growth | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR |
|----------------------------|---------|----------|---------|--------|---------|--------|---------|---------|------------|
| Zone 1 - Europe | \$51.8 | 44.2% | \$58.1 | 12.2% | \$62.5 | 7.4% | \$66.3 | 6.1% | 8.5% |
| % of Total Rev. | 40.9% | | 35.5% | | 29.9% | | 23.7% | | |
| Zone 2 - ME & Asia Pacific | \$38.5 | 106.7% | \$38.0 | (1.4%) | \$44.5 | 17.0% | \$36.8 | (17.3%) | (1.6%) |
| % of Total Rev. | 30.4% | | 23.2% | | 21.3% | | 13.2% | | |
| Zone 3 - South America | \$15.6 | 71.8% | \$30.0 | 91.6% | \$38.4 | 28.2% | \$45.5 | 18.5% | 42.8% |
| % of Total Rev. | 12.3% | | 18.3% | | 18.4% | | 16.3% | | |
| Zone 4 - Central America | \$18.7 | 39.4% | \$21.5 | 15.1% | \$23.3 | 8.3% | \$25.6 | 10.0% | 11.1% |
| % of Total Rev. | 14.8% | | 13.1% | | 11.2% | | 9.2% | | |
| United States | \$ - | NA | \$ - | NA | \$3.6 | NA | \$71.9 | NA | NA |
| % of Total Rev. | 0.0% | | 0.0% | | 1.7% | | 25.7% | | |
| Other | \$ - | (100.0%) | \$19.0 | NA | \$29.0 | 52.6% | \$33.4 | 15.0% | NA |
| % of Total Rev. | 0.0% | | 11.6% | | 13.9% | | 11.9% | | |
| Total | \$126.7 | 49.6% | \$163.7 | 29.2% | \$208.9 | 27.6% | \$279.4 | 33.8% | 30.2% |

| \$250 | | ESTA Rev. G | Frowth By Division 1A - 2024E | | |
|------------------|----------------|------------------|--|---------|----|
| \$200 | | | | | |
| \$150 | | | | | |
| \$100 | | | | | |
| \$50 | | | | | |
| \$0 | | | | | |
| | 2021A Other | 2022E | 2023E | 2024E | ٦. |
| | Zone 4 - Ce | entral Amarica | United StatesZone 3 - South | America | 1 |
| | | E & Asia Pacific | Zone 1 - Europ | | 1 |
| | | E OLMSIA FACILIC | = Zone 1 - Europ | Je | _ |
| Source: Stephens | Inc. | | | | |

Revenue (\$'s in millions)

| nevenue (\$ 31 | 10 | ì | 2Q | | 3Q | | 4Q | | Year | |
|----------------|----------|---------|----------|---------|----------|---------|----------|---------|----------|----------|
| | Stephens | Cons. |
| 2023E | \$45.9E | \$47.6E | \$48.3E | \$48.8E | \$53.0E | \$52.8E | \$61.7E | \$61.0E | \$208.9E | \$208.8E |
| YOY Growth | 19.3% | 23.8% | 21.4% | 27.1% | 29.7% | 31.8% | 38.5% | 35.5% | 27.6% | 28.9% |
| 2022E | \$38. | 5A | \$39.8E | \$38.4E | \$40.9E | \$40.0E | \$44.6E | \$45.0E | \$163.7E | \$161.9E |
| YOY Growth | 26.8 | 3% | 24.4 | 1% | 40.7% | 37.9% | 26.2% | 27.5% | 29.2% | 27.8% |
| 2021A | \$30. | 3A | \$32. | .0A | \$29. | 0A | \$35. | .3A | \$126 | 5.7A |



Margin Profile

Pros

| | 202: | 1A | 2022E | | 2023E | | 2024E | |
|-------------------------|----------|-------|----------|----------|----------|---------|----------|---------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 67.1 | L% | 66.9% | 67.4% | 67.5% | 68.4% | 67.6% | 69.3% |
| Operating Income (Loss) | (\$25 | .1) | (\$21.5) | (\$22.3) | (\$13.2) | (\$9.5) | \$13.9E | \$22.3E |

GAAP Earnings Per Share

| | 10 | 1Q | | 1Q 2Q | | 3Q | | 4Q | | Year | |
|-------|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--|
| | Stephens Cons. | | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | |
| 2023E | (\$0.39E) | (\$0.30E) | (\$0.31E) | (\$0.25E) | (\$0.20E) | (\$0.18E) | (\$0.15E) | (\$0.09E) | (\$1.05E) | (\$0.76E) | |
| 2022E | (\$0.2 | 24A) | (\$0.34E) | (\$0.38E) | (\$0.33E) | (\$0.34E) | (\$0.38E) | (\$0.32E) | (\$1.30E) | (\$1.29E) | |
| 2021A | (\$0.2 | 29A) | (\$0. | 22A) | (\$0.6 | 51A) | (\$0.5 | 59A) | (\$1.7 | 72A) | |

| Motiva's clinical differentiation positions ESTA to take global share despite |
|---|
| lingering COVID-19 concerns. |

Balance sheet provides sufficient liquidity to successfully fund growth and continued business development into US launch.

· Geographically diverse sales mix, with no material U.S. exposure, potentially hedges against economic depression risk in key markets.

•Additional cost reductions enhance ST liquidity while enhancing margin profile

Cons

 Near-term P&L risk remains as duration of COVID-19's impact on consumers remains unknown.

· Discretionary purchase which could be adversely affected by rising

· Motiva's FDA clinical trial enrollment and submission delayed, pushing new product timelines out to CYE / 1Q23.





Source: FactSet Research Systems and Stephens Inc. estimates
Note: Price as of 5.13.22

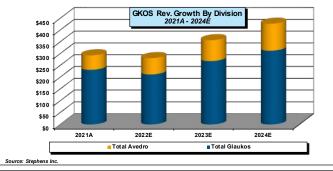
| Price | \$ 38.63 | Float (in millions) | 44.9 |
|--------|---------------|-----------------------------|-------|
| Shares | 49.5 | 200D Average Volume (000's) | 538 |
| EMC | \$ 1,912.4 | Short Interest (% of float) | 4.4% |
| Debt | 309.7 | Days-to-Cover | 3.4 |
| Cash | 415.4 | Institutional Ownership | 91.4% |
| EV | \$ 1,806.7 | Insider Ownership | 5.0% |
| | | | |

Glaukos Corp (GKOS) OVER-WEIGHT

Price Target: \$70 -- 7.0x CY23E Revenue of \$80.9 million FYE: DEC

| CY22E ROE: | NM HQ | San Clemente, CA |
|-----------------|----------------------|------------------|
| CY22E ROIC: | NM Exchange | NYSE |
| Debt to Capital | 39.5% Dividend Yield | 0.0% |
| FCF Yield: | NA Analyst Cov. | 9 |
| EV/CY22E Rev. | 6.4x 52 Week High | \$ 87.24 |
| EV/CY23E Rev. | 5.1x 52 Week Low | \$ 33.33 |
| | | |

| Revenue Segments (\$'s in mi | evenue Segments (\$'s in millions) | | | | | | | | | | |
|------------------------------|------------------------------------|--------|---------|--------|---------|--------|---------|--------|------------|--|--|
| | CY21A | Growth | CY22E | Growth | CY23E | Growth | CY24E | Growth | 3-Yr. CAGR | | |
| Total Glaukos | \$232.0 | 29.3% | \$212.3 | (8.5%) | \$269.1 | 26.7% | \$312.9 | 16.3% | 10.5% | | |
| % of Total Rev. | 78.9% | | 75.5% | | 75.3% | | 73.3% | | | | |
| Total Avedro | \$61.2 | 34.1% | \$68.9 | 12.6% | \$88.3 | 28.2% | \$114.2 | 29.4% | 23.1% | | |
| % of Total Rev. | 20.8% | | 24.5% | | 24.7% | | 26.7% | | | | |
| Total | \$294.0 | 30.7% | \$281.3 | (4.3%) | \$357.4 | 27.0% | \$427.2 | 19.5% | 13.3% | | |



| Revenue (\$'s in millions) | | | | | | | | | | | |
|----------------------------|----------|---------|----------|---------|----------|---------|----------|---------|----------|----------|--|
| | 1Q | | 2Q | | 3Q | | 4Q | | Year | | |
| | Stephens | Cons. | |
| 2023E | \$80.9E | \$73.9E | \$85.2E | \$78.7E | \$91.7E | \$80.6E | \$99.5E | \$85.0E | \$357.4E | \$312.9E | |
| YOY Growth | 19.5% | 9.2% | 24.4% | 15.7% | 30.7% | 18.0% | 32.8% | 20.9% | 27.0% | 14.0% | |
| 2022E | \$67. | 7A | \$68.5E | \$68.0E | \$70.2E | \$68.3E | \$74.9E | \$70.3E | \$281.3E | \$274.4E | |
| YOY Growth | (0.4 | %) | (12.3 | 3%) | (6.0%) | (8.5%) | 2.3% | (4.0%) | (4.3%) | (6.7%) | |
| 2021A | \$68. | 0A | \$78. | .1A | \$74. | 7A | \$73.2 | A | \$294. | 0A | |

| ۶- (| | GKOS Adj. E. 2021A - 20 | arnings | • | 7 |
|----------|-------|----------------------------|---------|-------|---|
| \$(0.20) | | | | | |
| \$(0.40) | | | | | |
| \$(0.60) | | | | | |
| \$(0.80) | | | | | |
| \$(1.00) | | | | | |
| \$(1.20) | | | | | |
| \$(1.40) | | | | | |
| \$(1.60) | | | | | / |
| \$(1.80) | | | | | |
| | 2021A | 2022E | 2023E | 2024E | |

| | 2021A | | 2022E | | 2023E | | 2024E | |
|----------------|----------|-------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 77.: | 3% | 72.4% | 83.4% | 66.1% | 84.0% | 66.3% | 83.9% |
| Operating Loss | (\$19 | 4A) | (\$69.1A) | (\$72.9E) | (\$79.1E) | (\$56.9E) | (\$71.1E) | (\$24.6E) |

| | Glaukos Corp (GKOS-US) | |
|----|--|-------|
| | Price (USD) Volume (Thousands) - S | \$110 |
| Ħ | 9,000 - | \$100 |
| ┪ | 8,000 - | \$90 |
| | 7,000 - | \$80 |
| | 6,000 | \$70 |
| | 5,000 | \$60 |
| n | 4,000 | |
| | 3,000 - | \$50 |
| ıd | 2,000 | \$40 |
| | 1,000 - | \$30 |
| | | \$20 |
| | May-19 Sep-19 Jan-20 May-20 Sep-20 Jan-21 May-21 Sep-21 Jan-22 May-2 Volume — Glaukos Corp — 50D Mov Avg — 200D Mov Avg | ?2 |

| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Stephens | Cons. |
| 2023E | (\$0.32E) | (\$0.38E) | (\$0.21E) | (\$0.36E) | (\$0.19E) | (\$0.36E) | \$0.07E | (\$0.27E) | (\$0.66E) | (\$1.30E) |
| 2022E | (\$0.3 | 38A) | (\$0.49E) | (\$0.44E) | (\$0.45E) | (\$0.46E) | (\$0.40E) | (\$0.48E) | (\$1.71E) | (\$1.75E) |
| 2021A | (\$0.1 | | (\$0.1 | L1A) | (\$0.2 | 1A) | (\$0.31 | A) | (\$0.77 | A) |

| • End markets returning to normalized growth trajectory and new product cadence |
|---|
| throughout CY22 and CY23 remains strong - including earlier than anticipated |
| clearance of iPrime. |

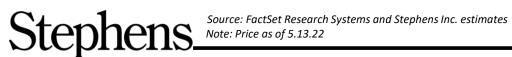
- · Procedure declines and reimbursement changes favor increased iStent usage ex. changes in reimbursement.
- · Conservative CY22 corporate guidance and Street expectations following reimbursement changes
- · COVID-19 shutdown extended cash burn by competition, potentially mitigating aggressive commercialization strategies.
- •GKOS is well capitalized and trading in line with peers.

Margin Profile

Non-GAAP Earnings Per Share

· Cataract procedure volumes still below historical procedure rates with select OUS markets still under lock-down.

- · Keratoconus education and commercialization efforts modestly delayed due to COVID-19 pandemic's restricting office visits.
- Ongoing regulatory risk associated with the pipeline.
- · Uncertainty remains around CY22 MIGS volumes following reimbursement reductions in
- . GKOS still remains a "show me" story of sorts with heightened focus on the pipeline and proposed rates of reimbursement for MIGS.



| Price | \$ 1.70 | Float (in millions) | 12.9 |
|--------|------------|-----------------------------|-------|
| Shares | 29.7 | 200D Average Volume (000's) | 131 |
| EMC | \$ 50.4 | Short Interest (% of float) | 21.6% |
| Debt | - | Days-to-Cover | 5.3 |
| Cash | \$ 12.7 | Institutional Ownership | 14.1% |
| EV | \$ 37.7 | Insider Ownership | 56.6% |

Pulse Biosciences, Inc. (PLSE) EQUAL-WEIGHT / (VOL.)

Price Target: \$5 -- Based upon a 10-Year DCF analysis that assumes a 5.0x terminal multiple FYE: DEC

Year

(\$2.28A)

Cons.

(\$1.77E)

(\$1.97E)

Stephens

(\$1.70E)

(\$1.81E)

| CY23E ROE: | NA | HQ | San Fran | cisco, CA |
|-----------------|-------|----------------|----------|-----------|
| CY23E ROIC: | NA | Exchange | | NASDAQ |
| Debt to Capital | 0.0% | Dividend Yield | | 0.0% |
| FCF Yield: | 0.0% | Analyst Cov. | | 3 |
| EV/CY22E Rev. | 60.8x | 52 Week High | \$ | 29.16 |
| EV/CY23E Rev. | 2.4x | 52 Week Low | \$ | 1.41 |

Revenue (\$'s in millions)

| | 1Q | | 2Q | | 3Q | | 4Q | | Year | |
|------------|----------|--------|----------|--------|----------|--------|----------|--------|----------|------------|
| | Stephens | Cons. |
| 2023E | \$0.9E | \$0.7E | \$1.4E | \$1.2E | \$2.3E | \$1.7E | \$5.2E | \$2.5E | \$15.6E | \$6.5E |
| YOY Growth | 226.5% | 168.5% | 324.7% | 180.2% | 402.6% | 269.5% | NM | NM | NM | NM |
| 2022E | \$0.3 | 3A | \$0.3E | \$0.4E | \$0.5E | \$0.5E | \$1.5E | \$0.8E | \$0.6E | \$2.1E |
| YOY Growth | N/ | 4 | N | 4 | NA | NA | NA N | IA | NA N | V A |
| 2021A | \$ | - | \$0. | 0A | \$0. | 6A | \$0.4 | A | \$0.4 | A |

| vidi | giii | М | UI | ш | = |
|------|------|---|----|---|---|
| | | | | | 1 |

GAAP Earnings Per Share

2023E

2022E

| | 2021A | | 2022E | | 2023E | | 2024E | |
|--------------|----------|-------|----------|-----------|----------|----------|----------|----------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | (38.8 | 3%) | 25.4% | (1.8%) | 70.8% | 53.7% | 49.4% | 109.8% |
| Op. Margin | NN | Л | NM | ######### | NM | (849.9%) | NM | (361.2%) |

3Q

Cons.

(\$0.42E)

(\$0.47E)

(\$0.48A)

Stephens

(\$0.41E)

(\$0.40E)

Cons • Early commercialization story with risk to timing of ramp and future reimbursement.

(\$0.52A)

4Q

Cons.

(\$0.32E)

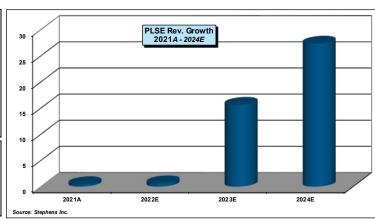
(\$0.46E)

Stephens

(\$0.47E)

(\$0.42E)

- Recent Al letter from FDA increased uncertainty related to timing and pathway for planned new product development approvals.
- We estimate PLSE will require incremental capital to achieve commercialization goals.





| 2021A | (\$0.71A) | L | (\$0.58A) | |
|-------------------------------------|-----------------------|----------|-----------------|-------|
| Pros | | | | |
| Clinically diff | erentiated medical te | chnology | with large, exi | stent |

Cons.

(\$0.50E)

2Q

Cons.

(\$0.49E)

(\$0.47E)

Stephens

(\$0.40E)

(\$0.40E)

- +\$3.0B TAM.
- Unique commercialization strategy with rapid practice ROI.
- Disruptive technology with high barriers to entry.

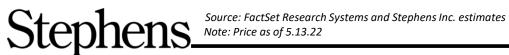
1Q

(\$0.58A)

Stephens

(\$0.42E)

- Development pipeline further expands the potential TAM.
- PLSE represents a compelling strategic asset applicable to aesthetics and medical dermatology.



| Price | \$ 198.80 | Float (in millions) | 68.9 |
|--------|--------------|-----------------------------|--------|
| Shares | 69.9 | 200D Average Volume (000's) | 483 |
| EMC | \$ 13,888 | Short Interest (% of float) | 4.6% |
| Debt | 1,390.5 | Days-to-Cover | 7.3 |
| Cash | \$ 709.6 | Institutional Ownership | 102.3% |
| EV | \$ 14,569 | Insider Ownership | 0.6% |
| | | | |

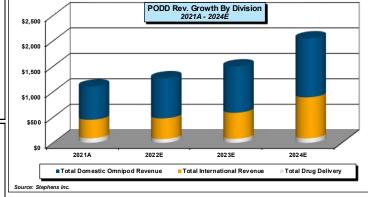
Insulet Corporation (PODD) EQUAL-WEIGHT / (VOL.)

Price Target: \$243 -- 10.5x CY23E Revenue of \$1,498.7 million

FYE: Dec

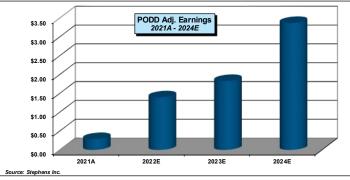
| CY23E ROE: | (35.2%) | HQ | Bille | rica, MA |
|-----------------|---------|----------------|-------|----------|
| CY23E ROIC: | 12.5% | Exchange | 1 | NASDAQ |
| Debt to Capital | 69.8% | Dividend Yield | | 0.0% |
| FCF Yield: | 0.0% | Analyst Cov. | | 17 |
| EV/CY22E Rev. | 11.5x | 52 Week High | \$ | 324.81 |
| EV/CY23E Rev. | 9.7x | 52 Week Low | \$ | 181.00 |
| | | | | |

| Revenue Segments (\$'s in m | illio | ns) | | | | | | | | | | | |
|-----------------------------|-------|-------|--------|----------------|-------|---------|-------|-------|--------------|----|-------|--------|------------|
| | (| Y21A | Growth | Growth CY22E G | | Growth | CY23E | | Growth CY24E | | CY24E | Growth | 3-Yr. CAGR |
| Domestic | \$ | 652 | 23.7% | \$ | 787 | 20.8% | \$ | 909 | 15.6% | \$ | 1,156 | 27.2% | 21.1% |
| % of Total Rev. | | 59.3% | | | 62.2% | | | 60.7% | | | 56.4% | | |
| International | \$ | 364 | 18.2% | \$ | 407 | 11.8% | \$ | 512 | 25.9% | \$ | 808 | 57.7% | 30.4% |
| % of Total Rev. | | 33.1% | | | 32.2% | | | 34.2% | | | 39.4% | | |
| Drug Delivery | \$ | 87 | 25.8% | \$ | 72 | (18.1%) | \$ | 77 | 8.0% | \$ | 85 | 10.0% | (0.9%) |
| % of Total Rev. | | 8.0% | | | 5.7% | | | 5.2% | | | 4.2% | | |
| Total | \$ | 1,099 | 21.5% | \$ | 1,265 | 15.2% | \$ | 1,499 | 18.4% | \$ | 2,049 | 36.7% | 23.1% |



| Revenue (\$'s in millions) |
|----------------------------|
|----------------------------|

| | 10 | 1 | 20 | l | 3Q | | 40 | | Year | |
|------------|----------|--------|----------|--------|----------|--------|----------|--------|----------|----------|
| | Stephens | Cons. |
| 2023E | \$350E | \$348E | \$355E | \$361E | \$382E | \$381E | \$412E | \$409E | \$1,499E | \$1,501E |
| YOY Growth | 18.3% | \$0.18 | 18.5% | 24.0% | 18.8% | 23.5% | 18.2% | 20.9% | 18.4% | 21.8% |
| 2022E | \$29 | 5A | \$299E | \$291E | \$322E | \$308E | \$349E | \$339E | \$1,265E | \$1,233E |
| YOY Growth | 17.1 | !% | 13.7% | 10.6% | 16.8% | 11.9% | 13.4% | 10.1% | 15.2% | 12.2% |
| 2021A | \$25 | 2A | \$26 | 3A | \$276 | Α | \$308 | BA | \$1,09 | 9A |



Margin Profile

| | 2021A | | 2022 |)F | 202 | 3F | 2024E | |
|--------------|----------|-------|----------|-------|----------|-------|----------|-------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 68.4 | 1% | 68.1% | 67.9% | 70.1% | 68.0% | 69.5% | 69.1% |
| Op. Margin | 11.2 | 2% | 11.4% | 11.6% | 13.5% | 13.2% | 15.0% | 15.1% |

| | 10 | 2 | 20 |) | 3Q | | 40 |) | Ye | ar |
|-------|----------|---------|----------|----------|----------|---------|----------|---------|----------|---------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$0.39E | \$0.29E | \$0.47E | \$0.34E | \$0.46E | \$0.42E | \$0.51E | \$0.56E | \$1.83E | \$1.73E |
| 2022E | \$0.4 | AOA | \$0.31E | \$0.22E | \$0.31E | \$0.29E | \$0.37E | \$0.37E | \$1.39E | \$1.20E |
| 2021A | - | | (\$0.3 | 7A) | \$0.24 | IA. | \$0.4 | 2A | \$0.2 | 8A |

Cons

• Valuation - PODD is a pure momentum name trading at a material premium to comparable med tech industry peers.

CY22 revenue growth forecast to decelerate year-over-year.

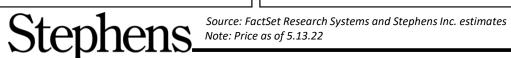
New patch pump competition on the horizon?

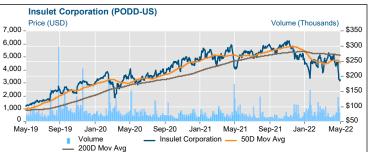
Pros

•Durable, high organic growth model with growth forecast to increase 15% in CY22 and return to ~20% growth thereafter.

• Material supply chain investments stand to yield significant margin expansion long-term.

 Ongoing launch of Omnipod 5 stands to bolster the corporate growth outlook LT.





| Price | \$ 1.44 | Float (in millions) | 111.2 |
|--------|---------------|-----------------------------|-------|
| Shares | 389.3 | 200D Average Volume (000's) | 10 |
| EMC | \$ 558.6 | Short Interest (% of float) | 21.0% |
| Debt | 741.0 | Days-to-Cover | 10.8 |
| Cash | \$ 144.7 | Institutional Ownership | 37.9% |
| EV | \$ 1,154.9 | Insider Ownership | 65.7% |

SmileDirectClub Inc Class A (SDC) EQUAL-WEIGHT / (VOL.)

Price Target: \$3 -- Based on an ~1.5x EV/CY23E revenue multiple and a 10-Year DCF with a 10.5% WACC and ~3.5x terminal multiple FYE: DEC

| CY23E ROE: | NM | HQ | Nashville, | Tenne | ssee |
|-----------------|-------|----------------|------------|-------|-------|
| CY23E ROIC: | NM | Exchange | | NAS | DAQ |
| Debt to Capital | 81.7% | Dividend Yield | | | NA |
| FCF Yield: | NA | Analyst Cov. | | | 9 |
| EV/CY22E Rev. | 1.8x | 52 Week High | \$ | 5 | 11.02 |
| EV/CY23E Rev. | 1.6x | 52 Week Low | \$ | 5 | 1.19 |

| Revenue Segments (\$'s in | millior | ıs) | | | | | | | | | | |
|---------------------------|---------|-------|---------|----|-------|--------|----|-------|--------|-------------|--------|------------|
| | | Y21A | Growth | (| CY22E | Growth | C | /23E | Growth | CY24E | Growth | 3-Yr. CAGR |
| Aligner revenue, net | \$ | 517.4 | (4.7%) | \$ | 497.8 | (3.8%) | \$ | 544.3 | 9.3% | \$ 645.6 | 18.6% | 7.7% |
| % of Total Rev. | | 81.1% | | | 78.0% | | | 76.3% | | 78.2% | | |
| Financing revenue | \$ | 43.0 | (13.1%) | \$ | 47.2 | 10.0% | \$ | 66.6 | 40.9% | \$ 60.6 | (8.9%) | 12.2% |
| % of Total Rev. | | 6.7% | | | 7.4% | | | 9.3% | | 7.3% | | |
| Other revenue | \$ | 77.1 | 20.0% | \$ | 93.4 | 21.1% | \$ | 102.5 | 9.7% | \$ 119.4 | 16.5% | 15.7% |
| % of Total Rev. | | 12.1% | | | 14.6% | | | 14.4% | | 14.5% | | |
| Total revenue | \$ | 637.6 | (2.9%) | \$ | 638.6 | 0.2% | \$ | 713.4 | 11.7% | \$ 825.6 | 15.7% | 9.0% |

| | | SDC Rev. Growth E 2021A - 2 | y Division | | |
|-----------------|---|-----------------------------------|------------------|--------------------------|---|
| | \$90 0 \$80 0 \$70 0 \$60 0 | | | | |
| | \$500 \$400 \$300 \$200 \$100 | | | | |
| | \$0 2021A | 2022E Aligner reven | 2023E ue, net | 2024E ■Financing revenue | _ |
| Source: Stephen | s Inc. | | | | |

| | 10 | Q | 2Q | | 3Q | | 40 | 2 | Year | |
|------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | Stephens | Cons. |
| 2023E | \$183.3E | \$174.3E | \$165.6E | \$171.7E | \$170.0E | \$179.3E | \$194.5E | \$189.2E | \$713.4E | \$728.9E |
| YOY Growth | 20.9% | 14.9% | 17.9% | 14.4% | 3.8% | 12.2% | 6.4% | 12.8% | 11.7% | 16.4% |
| 2022E | \$151 | 1.6E | \$140.5E | \$150.0E | \$163.8E | \$159.7E | \$182.7E | \$167.7E | \$638.6E | \$626.2E |
| YOY Growth | (24.0 | 0%) | (19.4%) | (13.9%) | 19.0% | 16.0% | 44.7% | 32.8% | 0.2% | (1.8%) |
| 2021A | \$199.5A | | \$174.2A | | \$137.7A | | \$126 | 5.3A | \$637.6A | |

| | SD 2 | C adj.EBITDA 021A - 2024E | | |
|-----------------------|----------|------------------------------|-------|----------|
| | | | | |
| \$80.0 | | | | |
| \$60.0 | | | | |
| \$40.0 | | | | _ |
| \$ | | | | |
| \$(20.0) | _ | | | |
| \$(40.0) | _ | | | \dashv |
| \$(60.0) | | | | |
| \$(80.0) | | | , | |
| \$(100.0) | 1A 2022E | 2023E | 2024E | |
| | | | | |
| Source: Stephens Inc. | | | | |
| | | | | \neg |

| Margin Profile | | | | | | | |
|--------------------|----------------|----------|--------|----------|-------|----------|-------|
| | 2021A | 202 | 2022E | | 23E | 2024E | |
| | Stephens Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 71.5% | 73.5% | 72.6% | 75.6% | 73.0% | 77.6% | 75.6% |
| Adj. EBITDA Margin | (20.9%) | (11.7%) | -11.9% | (4.9%) | -7.5% | 7.5% | -2.4% |

| Earnings Per S | Share | | | | | | | | | |
|----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | 1Q | | 2Q | | 30 | 3Q | | Q | Year | |
| | Stephens | Cons. |
| 2023E | (\$0.09E) | (\$0.13E) | (\$0.09E) | (\$0.11E) | (\$0.10E) | (\$0.10E) | (\$0.09E) | (\$0.09E) | (\$0.37E) | (\$0.44E) |
| YOY Growth | NA |
| 2022E | (\$0. | 19A) | (\$0.13E) | (\$0.14E) | (\$0.11E) | (\$0.11E) | (\$0.08E) | (\$0.09E) | (\$0.50E) | (\$0.87E) |
| YOY Growth | N | Ά | ٨ | 'A | NA | NA | NA | NA | NA | NA |
| 2021A | (\$0.: | 25A) | (\$0. | 14A) | (\$0.2 | :3E) | (\$0. | 25E) | (\$0. | 87E) |

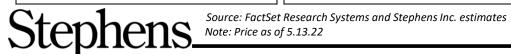


Pros

- Large, expanding global market opportunity in the early stages of conversion to clear aligner therapy.
- Disruptive, fully-integrated business model with a well-defined niche and brand.
- · Deep discount relative valuation.

Cons

- Entrenched competition and inherent channel conflict.
- Business model highly dependent upon consumer financing.
- Dual share classes with insiders possessing controlling voting rights.
- Rapid model evolution creates unease amongst investors.
- Core customer facing pressure due to inflationary headwinds.
- CFO search remains underway.



| Price | \$ 1.21 | Float (in millions) | 55.2 |
|--------|------------|-----------------------------|-------|
| Shares | 68.2 | 200D Average Volume (000's) | 584 |
| EMC | \$ 82 | Short Interest (% of float) | 23.2% |
| Debt | 71 | Days-to-Cover | 11.6 |
| Cash | \$ 81 | Institutional Ownership | 73.0% |
| EV | \$ 72 | Insider Ownership | 11.4% |

Sientra, Inc. (SIEN) OVER-WEIGHT / (VOL.)

Price Target: \$6 -- Assumes an ~3.5x EV/CY23E revenue multiple FYE: DEC

| CY23E ROE: | NA | HQ | Santa Barba | ara, CA |
|-----------------|-------|----------------|-------------|---------|
| CY23E ROIC: | NA | Exchange | N.A | ASDAQ |
| Debt to Capital | 63.8% | Dividend Yield | | 0.0% |
| FCF Yield: | NM | Analyst Cov. | | 7 |
| EV/CY22E Rev. | 0.8x | 52 Week High | \$ | 9.14 |
| EV/CY23E Rev. | 0.6x | 52 Week Low | Ś | 1.22 |

| Revenue Segments (\$'s in r | nillio | ns) | | | | | | | | | | | |
|-----------------------------|--------|-------|---------|----|-------|--------|----|-------|--------|----|-------|--------|------------|
| | | CY21A | Growth | (| CY22E | Growth | (| CY23E | Growth | (| Y24E | Growth | 3-Yr. CAGR |
| Breast | \$ | 55.3 | 69.9% | \$ | 64.9 | 17.3% | \$ | 77.5 | 19.4% | \$ | 93.0 | 20.0% | 18.9% |
| % of Total Rev. | | 68.6% | | | 67.8% | | | 65.3% | | | 67.5% | | |
| Tissue Expander | \$ | 20.1 | 27.4% | \$ | 21.0 | 4.7% | \$ | 31.3 | 48.9% | \$ | 34.4 | 10.0% | 19.7% |
| % of Total Rev. | | 24.9% | | | 21.9% | | | 26.4% | | | 24.9% | | |
| Scar Management | \$ | 7.7 | 14.3% | \$ | 9.3 | 21.0% | \$ | 9.9 | 6.3% | \$ | 10.4 | 5.8% | 10.8% |
| % of Total Rev. | | 9.5% | | | 9.7% | | | 8.3% | | | 7.6% | | |
| Other/Miramar Labs | \$ | 4.9 | (70.0%) | \$ | - | NA | \$ | - | NA | \$ | - | NA | NA |
| % of Total Rev. | | 6.1% | | | 0.0% | | | 0.0% | | | 0.0% | | |
| Total | \$ | 80.7 | 18.4% | \$ | 95.7 | 18.6% | Ş | 118.6 | 24.0% | \$ | 137.8 | 16.2% | 19.5% |

| 120 | | | | |
|---------------|--------------------|-------------------------------------|-----------------|----------|
| 100 | | | | |
| | | | | |
| \$80 | | | | |
| 560 | | | | |
| ``` // | | | | |
| 540 | | | | |
| 520 | | | | |
| ²⁰ | | | | |
| \$0 | | | | |
| | 2021A | 2022E | 2023E | 2024E |
| | Other/Miramar Labs | Scar Management | Tissue Expander | ■ Breast |

| Revenue (\$'s | in millions) | | | | | | | | | |
|---------------|--------------|---------|----------|---------|----------|---------|----------|---------|----------|----------|
| | 10 | 1 | 2Q | | 3Q | | 4Q | | Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$27.5E | \$26.6E | \$28.7E | \$28.9E | \$25.3E | \$27.4E | \$37.1E | \$33.0E | \$118.6E | \$113.3E |
| YOY Growth | 28.7% | 24.2% | 20.2% | 21.3% | 14.8% | 21.2% | 30.7% | 20.2% | 24.0% | 18.4% |
| 2022E | \$21. | .4E | \$23.9E | \$23.8E | \$22.0E | \$22.6E | \$28.4E | \$27.5E | \$95.7E | \$95.3E |
| YOY Growth | (7.8 | %) | 18.8% | 18.5% | 12.3% | 15.2% | 25.2% | 21.3% | 18.6% | 18.1% |
| 2021A | \$23.2A | | \$20.1A | | \$19.6A | | \$22. | 6A | \$80.7A | |

| s- <u> </u> | | SIEN GAAP 2021A - | Earnings 2024E | | <u> </u> |
|--------------------|---------------|----------------------|-------------------|-------|----------|
| \$(0.20) | | | | | |
| \$(0.40) | | | | | |
| \$(0.60) | | | | | |
| \$(0.80) | | | | | |
| \$(1.00) | | | | | |
| \$(1.20) | | | | | |
| Source: Stephens I | 2021A inc. | 2022E | 2023E | 2024E | |

| Margin Profile | | | | | | | |
|----------------|----------|----------|----------|----------|----------|----------|----------|
| | 2021A | 202 | 2022E | | 23E | 2024E | |
| | Stephens | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 54.9% | 60.5% | 59.9% | 62.4% | 62.6% | 64.4% | 63.6% |
| Op. Loss | (\$46.4) | (\$48.8) | (\$50.4) | (\$44.0) | (\$40.7) | (\$35.5) | (\$41.5) |

| | 10 | | 2Q | | 3Q | | 4Q | | Year | |
|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | Stephens | Cons. |
| 2023E | (\$0.25E) | (\$0.22E) | (\$0.25E) | (\$0.19E) | (\$0.23E) | (\$0.18E) | (\$0.24E) | (\$0.16E) | (\$0.97E) | (\$0.75E) |
| 2022E | (\$0.29A) | | (\$0.21E) | (\$0.23E) | (\$0.21E) | (\$0.22E) | (\$0.22E) | (\$0.19E) | (\$0.93E) | (\$0.92E) |
| 2021A | (\$1.01A) | | (\$0.32A) | | (\$0.08A) | | (\$0.27A) | | (\$1.10A) | |
| | | | | | | | | | | |

Bear Case 10,000 - Domestic breast augmentation market already reeling from BIA-ALCL concerns, now challenged further post COVID-19. 8,000 -• Existing competition becoming more aggressive to defend against 6,000 share loss via bundling. • Short runway for SIEN to take share prior to anticipated 4,000



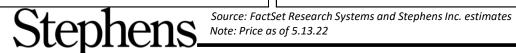
12,000

Sientra, Inc. (SIEN) Price (USD)

Pros

Farnings Per Share

- SIEN's AlloX2Pro is on track for commercial launch in CY22, addressing the growing domestic expander opportunity.
- AuraGen acquisition potentially expands SIEN's plastic surgery offerings into face, hand, and gluteal augmentation, representing an ~\$13 billion domestic opportunity.
- Longer term margin expansion following transition to Franklin manufacturing facility.



- \$16

\$14

Volume (Thousands)

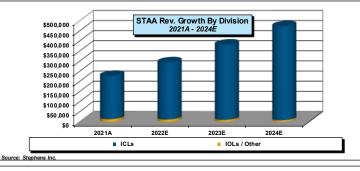
| Price | \$ 57.96 | Float (in millions) | 47.3 |
|--------|-------------|-----------------------------|-------|
| Shares | 49.3 | 200D Average Volume (000's) | 406 |
| EMC | \$ 2,857 | Short Interest (% of float) | 5.5% |
| Debt | - | Days-to-Cover | 4.4 |
| Cash | \$ 193 | Institutional Ownership | 90.1% |
| EV | \$ 2,664 | Insider Ownership | 0.9% |
| | | | |

STAAR Surgical Company (STAA) OVER-WEIGHT / (VOL.)

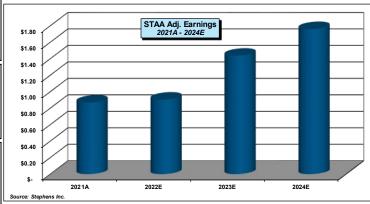
Price Target: \$99 -- Five-year growth analysis assumes the base business exhibits a 25% CAGR while STAA captures 15% of the E.U. presbyopia opportunity and 20% of the domestic refractive opportunity. We then use a 10% discount rate and an ~11.5x terminal multiple. FYE: DEC

| CY22E ROE: | 16.5% | HQ | Santa Ba | rbara, CA |
|-----------------|-------|----------------|----------|-----------|
| CY22E ROIC: | 16.5% | Exchange | | NASDAQ |
| Debt to Capital | 11.0% | Dividend Yield | | 0.0% |
| CF Yield: | 0.1% | Analyst Cov. | | 8 |
| EV/CY22E Rev. | 9.0x | 52 Week High | \$ | 163.08 |
| EV/CY23E Rev. | 6.9x | 52 Week Low | \$ | 49.03 |

| Revenue Segments (\$'s in millions) | | | | | | | | | | | | | |
|-------------------------------------|----|-------|--------|----|-------|---------|----|-------|---------|----|-------|---------|------------|
| | | Y21A | Growth | | CY22E | Growth | - | CY23E | Growth | Ī | CY24E | Growth | 3-Yr. CAGR |
| IOLs / Other | \$ | 12.5 | (7.8%) | \$ | 10.7 | (14.9%) | \$ | 9.0 | (15.5%) | \$ | 7.2 | (20.0%) | (16.8%) |
| % of Total Rev. | | 5.4% | | | 3.6% | | | 2.3% | | | 1.5% | | |
| ICLs | \$ | 212.9 | 50.6% | \$ | 282.0 | 32.4% | \$ | 371.4 | 31.7% | \$ | 464.2 | 25.0% | 29.7% |
| % of Total Rev. | | 92.4% | | | 95.0% | | | 96.9% | | | 97.8% | | |
| Total | \$ | 230.5 | 41.0% | \$ | 297.0 | 28.8% | \$ | 383.4 | 29.1% | \$ | 474.4 | 23.7% | 27.2% |



| Revenue (\$'s ii | n millions) | | | | | | | | | |
|------------------|-------------|---------|----------|----------|----------|---------|----------|---------|----------|----------|
| | 1 Q | | 20 | Į | 3Q | | 40 | | Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$82.9E | \$81.5E | \$99.6E | \$101.1E | \$102.8E | \$98.1E | \$98.1E | \$96.7E | \$383.4E | \$375.0E |
| YOY Growth | 31.1% | 28.9% | 23.6% | 26.0% | 33.0% | 27.3% | 29.4% | 28.0% | 29.1% | 26.7% |
| 2022E | \$63. | 2A | \$80.6E | \$80.3E | \$77.3E | \$77.0E | \$75.8E | \$75.5E | \$297.0E | \$296.0E |
| YOY Growth | 24.5 | % | 29.3% | 28.7% | 32.5% | 32.0% | 28.5% | 28.0% | 28.8% | 28.5% |
| 2021A | \$50.8A | | \$62.4A | | \$58.4A | | \$59.0 | OA | \$230.5A | |



| | 2021A | 202 | 2E | 20 | 23E | 2024E | |
|--------------|----------------|----------|--------|----------|--------|----------|---------|
| | Stephens Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Gross Margin | 77.5% | 77.4 | % | 78.3% | 78.4% | 79.5% | 78.7% |
| Op. Income | \$33.3 | \$37 | \$37.5 | | \$71.2 | \$121.1 | \$115.2 |

| nds) _ \$180 |
|------------------|
| |
| _ \$160 |
| _ \$140 |
| - \$120 |
| _ \$100 |
| - \$80 |
| \$60 |
| - \$40 - \$20 |
| - \$20 - \$0 |
| May-22 |
| |
| |

| Non-GAAP E | arnings Per Sha | re | | | | | | | | |
|------------|-----------------|---------|----------|---------|----------|---------|----------|---------|----------|---------|
| | 1Q | | 2Q | | 30 | \ \ | 40 | 1 | Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| 2023E | \$0.25E | \$0.27E | \$0.40E | \$0.40E | \$0.41E | \$0.37E | \$0.38E | \$0.35E | \$1.44E | \$1.38E |
| 2022E | \$0.2 | 29A | \$0.23E | \$0.24E | \$0.20E | \$0.22E | \$0.19E | \$0.21E | \$0.90E | \$0.95E |
| 2021A | \$0.2 | 20A | \$0.2 | 27A | \$0.21A | | \$0.1 | 9A | \$0.87A | |

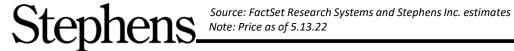
STAA continues to deliver best in class growth and margins as market

Margin Profile

- adoption continues. EVO Viva for presbyopia expands TAM by targeting an ~\$1.3 billion European
- opportunity. • Recent FDA approval of EVO in the U.S. provides access to world's second
- largest refractive market. • STAA's balance sheet has over ~\$200 million in cash and no debt - providing ample liquidity to support LT growth.

• STAA's valuation relflects lofty Street expectations potentially making upside surprises more challenging.

- Risks remain for a follow-on wave of COVID-19 or geopolitical conflicts causing core Asian markets to decelerate.
- STAA possesses a higher relative multiple versus med tech industry peer averages.



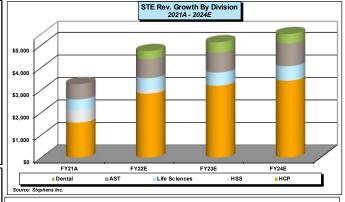
| Price | \$ 216.18 | Float (in millions) | 84.2 |
|--------|--------------|-----------------------------|-------|
| Shares | 85.7 | 200D Average Volume (000's) | 476 |
| EMC | \$ 18,527 | Short Interest (% of float) | 1.1% |
| Debt | 3,945 | Days-to-Cover | 2.4 |
| Cash | \$ 348 | Institutional Ownership | 92.0% |
| EV | \$ 22,124 | Insider Ownership | 0.3% |

STERIS Plc (STE) **OVER-WEIGHT**

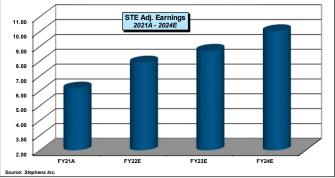
Price Target: \$295 -- Based upon CY23E multiples of 6.0x revenue of \$5,282.0 million, 20.5x EBITDA of \$1,578.71.1 million, and 30.5x non-GAAP earnings of \$9.66. FYE: MAR

| FY23E ROE: | 12.6% | HQ | D | ublin, IE |
|------------------|-------|----------------|----|-----------|
| FY23E ROIC: | 8.6% | Exchange | | NYSE |
| Debt to Capital | 31.7% | Dividend Yield | | 0.8% |
| FCF Yield: | 2.4% | Analyst Cov. | | 5 |
| P/FY22E Earnings | 24.8x | 52 Week High | \$ | 255.93 |
| P/FY23E Earnings | 21.6x | 52 Week Low | \$ | 188.10 |
| | | | | |

| Revenue Segments (\$'s in millions) | | | | | | | | | | | |
|-------------------------------------|----------|--------|----|---------|-----------|-----------------|----------|----------|---------|--------|------------|
| | FY21A | Growth | F | Y22E | Growth | FY23E | Growth | <u> </u> | FY24E | Growth | 3-Yr. CAGR |
| НСР | \$ 1,552 | 9.1% | \$ | 2,845 | 83.3% | \$ 3,197 | 12.3% | \$ | 3,419 | 6.9% | 30.1% |
| % of Total Rev. | 50.0% | | | 0.1% | | 0.1% | | | 0.1% | | |
| HSS | \$ 565 | 0.3% | \$ | 158 | (72.1%) | \$ - | (100.0%) | \$ | - | NA | NA |
| % of Total Rev. | 18.2% | | | 0.0% | | 0.0% | | | 0.0% | | |
| Life Sciences | \$ 468 | 12.1% | \$ | 525 | 12.3% | \$ 587 | 11.7% | \$ | 646 | 10.1% | 11.4% |
| % of Total Rev. | 15.0% | | | 0.0% | | 0.0% | | | 0.0% | | |
| AST | \$ 686 | 9.4% | \$ | 853 | 24.4% | \$ 881 | 3.3% | \$ | 1,011 | 14.8% | 13.8% |
| % of Total Rev. | 22.1% | | | 0.0% | | 0.0% | | | 0.0% | | |
| Dental | NA | | | NA | | \$ 470.0 | NA | \$ | 474 | 0.9% | NA |
| % of Total Rev. | | | | | | 0.0% | | | 0.0% | | |
| Total | \$ 3,108 | 2.5% | ## | ####### | 147447.4% | \$ 5,134,320 | 12.0% | ## | ####### | 8.1% | 1113.3% |



| Revenue (\$'s in millions | ·) | | | | | | | | | |
|---------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| | 10 | 1Q | | 2Q | | ì | 40 | Q | Year | |
| | Stephens | Cons. |
| 2024E | \$1,323A | \$1,314E | \$1,398E | \$1,366E | \$1,421E | \$1,394E | \$1,408E | \$1,384E | \$5,550E | \$5,487E |
| YOY Growth | 7.5% | 6.8% | 8.3% | 5.8% | 8.7% | 6.7% | 7.8% | 5.3% | 8.1% | 7.8% |
| 2023E | \$1,231E | \$1,205E | \$1,291E | \$1,273E | \$1,307E | \$1,297E | \$1,306E | \$1,314E | \$5,134E | \$5,088E |
| YOY Growth | 27.1% | 24.4% | 7.9% | 6.4% | 8.1% | 7.3% | 7.8% | 8.5% | 12.0% | 11.0% |
| 2022A | \$96 | 8A | \$1,1 | 97A | \$1,20 | 09A | \$1,2 | 11A | \$4,585A | |



| Margir | Profil |
|--------|--------|
| | |

2021A 2022E 2023E 2024E Stephens Stephens Cons. Stephens Cons. Cons. Stephens Cons. Adjusted Gross Margin 44.4% 45.8% 46.2% 46.5% 46.4% 46.9% 47.0% Adjusted Op. Margin 22.7% 23.5% 23.9% 23.9% 24.6% 24.8% 24.6%

| Non-GAAP | Earni | ings | Per | Share |
|----------|-------|------|-----|---------|
| | | | | |

| | 10 | } | 20 | 2 | 30 | (| 40 | 1 | Year | |
|------------|----------|---------|----------|---------|----------|---------|----------|---------|----------|----------|
| | Stephens | Cons. |
| 2024E | \$2.38E | #N/A | \$2.55E | #N/A | \$2.55E | #N/A | \$2.54E | #N/A | \$10.03E | \$10.68E |
| YOY Growth | 25.0% | #N/A | 23.8% | #N/A | 8.5% | #N/A | 6.2% | #N/A | 15.1% | 8.9% |
| 2023E | \$1.91A | \$2.32E | \$2.06A | \$2.40E | \$2.35A | \$2.52E | \$2.40E | \$2.54E | \$8.72E | \$9.80E |
| YOY Growth | 8.1% | 31.7% | 3.8% | 20.6% | 11.0% | 19.1% | 17.7% | 24.7% | 10.1% | 23.7% |
| 2022A | \$1.7 | 6A | \$1.9 | 9A | \$2.12A | | \$2.04A | | \$7.92A | |



Pros

- Largely non-discretionary portfolio offering with ~80% of total revenue stemming from recurring consumable and service sales.
- STE commands well-established positions of industry leadership and is effectively embedded within end consumer's operations.
- Demand for AST & LifeScience offerings, STE's highest operating margin businesses, continues to increase supporting corporate margin expansion.
- Prudent capital allocation and appropriate ROIC focus yields consistent and favorable returns.

Cons

. Managerial change and large acquisition integration lends an added element of risk to the otherwise steady STE Story.

- Concerns CMD acquisition proves dilutive to growth and margin LT.
- Capital sales (~20% of total revenue) may remain depressed due to COVID-19 related issues and financial constraints.
- YOY core business comparisons are becoming more challenging and business requires capital to expand AST capacity.
- Risk to Cobalt 60 supply chain due to geopolitical crisis.

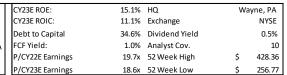


Source: FactSet Research Systems and Stephens Inc. estimates

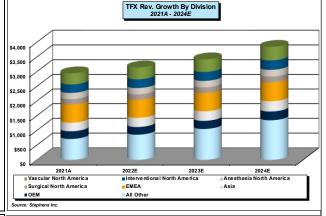
| Price | \$ 278.46 | Float (in millions) | 46.1 |
|--------|-------------|-----------------------------|-------|
| Shares | 47.4 | 200D Average Volume (000's) | 331 |
| EMC | \$ 13,199.6 | Short Interest (% of float) | 1.5% |
| Debt | 1,740.8 | Days-to-Cover | 1.6 |
| Cash | 466.7 | Institutional Ownership | 92.1% |
| EV | \$ 14,473.7 | Insider Ownership | 0.2% |

Teleflex Incorporated (TFX) **OVER-WEIGHT**

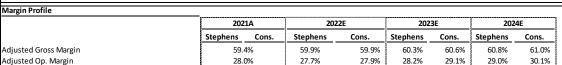
Price Target: \$413 -- Based on CY23E 6.6x Revenue of \$3,152, 16.9x EBITDA of \$1,137, and 27.5x non-GAAP earnings of \$15.00 per share. FYE: DEC



| Revenue Segments (\$'s in millions) | *************************************** | | | | | | | | | | |
|-------------------------------------|---|--------|------|-------|--------|-------------|--------|----|-------|--------|------------|
| | CY21A | Growth | CYZ | 22E | Growth | CY23E | Growth | (| CY24E | Growth | 3-Yr. CAGR |
| Vascular North America | \$ 379 | 6.1% | \$ | 402 | 6.1% | \$ 426 | 6.1% | \$ | 460 | 8.0% | 6.7% |
| % of Total Rev. | 13.5% | | 13 | 3.7% | | 13.6% | | | 13.5% | | |
| Interventional North America | \$ 287 | 3.3% | \$ | 297 | 3.4% | \$ 307 | 3.4% | \$ | 322 | 5.0% | 3.9% |
| % of Total Rev. | 10.2% | | 10 | 0.1% | | 9.8% | | | 9.5% | | |
| Anesthesia North America | \$ 212 | 1.9% | \$ | 216 | 1.9% | \$ 220 | 2.0% | \$ | 227 | 3.0% | 2.3% |
| % of Total Rev. | 7.5% | | | 7.3% | | 7.0% | | | 6.7% | | |
| Surgical North America | \$ 183 | 3.7% | \$ | 190 | 3.7% | \$ 197 | 3.7% | \$ | 204 | 4.0% | 3.8% |
| % of Total Rev. | 6.5% | | | 6.4% | | 6.3% | | | 6.0% | | |
| EMEA | \$ 622 | 6.3% | \$ | 610 | (1.9%) | \$ 617 | 1.2% | \$ | 640 | 3.6% | 1.0% |
| % of Total Rev. | 22.1% | | 20 | 0.7% | | 19.6% | | | 18.8% | | |
| Asia | \$ 290 | 8.5% | \$ | 312 | 7.8% | \$ 325 | 4.0% | \$ | 347 | 7.0% | 6.3% |
| % of Total Rev. | 10.3% | | 10 | 0.6% | | 10.3% | | | 10.2% | | |
| OEM | \$ 262 | 6.6% | \$ | 261 | (0.4%) | \$ 276 | 5.9% | \$ | 298 | 8.0% | 4.4% |
| % of Total Rev. | 9.3% | | | 8.9% | | 8.8% | | | 8.8% | | |
| All Other | \$ 711 | 33.9% | \$ | 856 | 20.3% | \$ 1,051 | 22.8% | \$ | 1,346 | 28.1% | 23.7% |
| % of Total Rev. | 25.3% | | 25 | 9.1% | | 33.4% | | | 39.5% | | |
| Total | \$ 2,810 | 10.7% | \$ 2 | 2,941 | 4.7% | \$ 3,143 | 6.9% | \$ | 3,407 | 8.4% | 6.6% |



| Revenue (\$'s in millions) | | | | | | | | | | |
|----------------------------|----------|--------|----------|--------|----------|--------|-----------------|--------|----------|----------|
| | 10 | (| 20 | (| 30 | ζ | 40 |) | Ye | ar |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | <u>Stephens</u> | Cons. | Stephens | Cons. |
| 2023E | \$687E | \$678E | \$769E | \$762E | \$803E | \$780E | \$884E | \$856E | \$3,143E | \$3,072E |
| YOY Growth | 7.1% | 5.7% | 4.3% | 3.3% | 7.6% | 6.9% | 108.4% | 6.2% | 6.9% | 6.1% |
| 2022E | \$642 | 2A | \$737E | \$720E | \$746E | \$730E | \$816E | \$806E | \$2,941E | \$2,897E |
| YOY Growth | 1.25 | % | 3.3% | 0.9% | 6.5% | 4.2% | 7.1% | 5.8% | 4.7% | 3.1% |
| 2021A | \$634 | 4A | \$71 | 3A | \$70 | 0A | \$762 | 2A | \$2,8 | 10A |



TFX Adj. Earnings 2021A - 2024E \$18.00 \$16.00 \$14.00 \$12.00 \$10.00 \$8.00 \$6.00 \$4.00 \$2.00 2021A

Jan-20 May-20 Sep-20 Jan-21 May-21 Sep-21 Jan-22 May-22

Teleflex Incorporated 50D Mov Avg

| Non-GAAP Earnings Per Share | | | | | | | | | | |
|-----------------------------|----------|---------|----------|---------|----------|---------|-----------------|---------|----------|----------|
| | 10 | (| 2Q | | 30 | (| 40 | (| Year | |
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | <u>Stephens</u> | Cons. | Stephens | Cons. |
| 2023E | \$3.10E | \$3.25E | \$3.35E | \$3.73E | \$4.03E | \$3.94E | \$4.53E | \$4.45E | \$15.01E | \$15.35E |
| YOY Growth | 7.6% | 12.7% | 0.0% | 11.9% | 9.9% | 9.9% | 7.5% | 6.9% | 6.4% | 10.0% |
| 2022E | \$2.8 | 8A | \$3.35E | \$3.34E | \$3.67E | \$3.58E | \$4.21E | \$4.16E | \$14.11E | \$13.96E |
| YOY Growth | 0.49 | % | 0.0% | (0.4%) | 4.5% | 2.1% | 17.1% | 15.5% | 5.8% | 4.7% |
| 2021A | \$2.8 | 7A | \$3.3 | 5A | \$3.5 | 1A | \$3.6 | 0A | \$13. | 33A |



May-19

Sep-19

Volume 200D Mov Avg

Above peer average revenue growth coupled with ongoing operating margin expansion drives DD earnings growth

Diversified device portfolio skewed to higher margined, non-elective out-patient and ASC

New products, most notably UroLift2, enhance corporate growth and margin profile. Strong balance sheet with access to +\$2.0 billion in capacity enables TFX to get to the other side Cons • Operating outlook remains in question nearer term due to COVID-19 macro headwinds.

 Lower CY22 corporate UroLift guidance of ~15% growth creates overhang on topine growth and margin expansion potential.

• TFX has a higher debt to cap ratio relative to comp group.



and capitalize on strategic opportunities.

Source: FactSet Research Systems and Stephens Inc. estimates
Note: Price as of 5.13.22

\$500

\$450

\$400

\$350

\$250

\$200

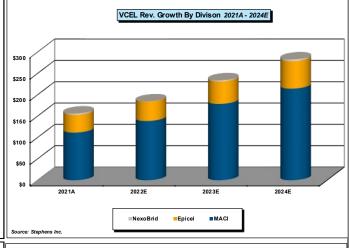
| Price | \$ | 28.25 | Float (in millions) | 46.9 |
|--------|----|---------|-----------------------------|--------|
| Shares | _ | 49.9 | 200D Average Volume (000's) | 449 |
| EMC | \$ | 1,410.8 | Short Interest (% of float) | 17.4% |
| Debt | | - | Days-to-Cover | 15.2 |
| Cash | | 100.5 | Institutional Ownership | 115.0% |
| EV | \$ | 1,310.2 | Insider Ownership | 0.3% |

Vericel Corporation (VCEL)

Price Target: \$53 -- Based upon 10.0x CY23E Revenue of \$225.8 million FYE: DEC

| CY23E ROE: | 9.7% | HQ | Cambrio | lge, MA |
|-----------------|------|----------------|---------|---------|
| CY23E ROIC: | 9.7% | Exchange | N | ASDAQ |
| Debt to Capital | 0.0% | Dividend Yield | | 0.0% |
| FCF Yield: | 0.7% | Analyst Cov. | | 6 |
| EV/CY22E Sales | 7.1x | 52 Week High | \$ | 68.94 |
| EV/CY23E Sales | 5.6x | 52 Week Low | \$ | 25.11 |

| Revenue Segments (\$'s in millions) | | | | | | | | | | | |
|-------------------------------------|----------|--------|----|-------|--------|-------------|--------|----|-------|--------|------------|
| | CY21A | Growth | С | Y22E | Growth | CY23E | Growth | (| CY24E | Growth | 3-Yr. CAGR |
| MACI | \$ 111.5 | 18.1% | \$ | 138.7 | 24.4% | \$ 178.7 | 28.8% | \$ | 214.4 | 20.0% | 24.3% |
| % of Total Rev. | 71.4% | | | 75.2% | | 76.4% | | | 75.8% | | |
| Epicel | \$ 41.5 | 50.5% | \$ | 45 | 9.2% | \$ 52.4 | 15.5% | \$ | 64.2 | 22.6% | 15.7% |
| % of Total Rev. | 26.6% | | | 24.6% | | 22.4% | | | 22.7% | | |
| NexoBrid | \$ 3.0 | 35.8% | \$ | 0.4 | NA | \$ 2.8 | 587.5% | \$ | 4.1 | 50.0% | NA |
| % of Total Rev. | 1.9% | | | 0.2% | | 1.2% | | | 1.5% | | |
| Total | \$ 156.1 | 29.7% | \$ | 184.5 | 18.2% | \$ 233.8 | 26.7% | \$ | 282.8 | 20.9% | 21.9% |



| Revenue | (\$'s | in | millions) |
|---------|-------|----|-----------|
| | | | |

| 10 | l | 2 | Q | 3 | Q | 40 | l | Ye | ar |
|----------|-----------------|----------|---------|----------|---------|----------|----------|----------|----------|
| Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| \$46.3E | \$43.8E | \$50.4E | \$48.6E | \$56.3E | \$55.1E | \$80.8E | \$77.7E | \$233.8E | \$225.0E |
| 28.3% | 21.3% | 26.9% | 27.0% | 27.3% | 24.5% | 25.2% | 20.4% | 26.7% | 123.0% |
| \$36. | 1A | \$39.7E | \$38.3E | \$44.2E | \$45.8E | \$64.5E | \$62.8E | \$184.5E | \$182.9E |
| 4.49 | % | 0.5% | (3.1%) | 28.2% | 32.8% | 35.8% | 32.1% | 18.2% | 17.2% |
| \$34. | \$34.6A \$39.5A | | \$34 | .5A | \$47. | 5A | \$156.1A | | |

VCEL Earnings 2021A - 2024E \$0.80 \$0.60 \$0.50 \$0.30 \$0.10 \$(0.20) 2023E

Margin Profile

Earnings Per Share

2023E

2021A

YOY Growth 2022E YOY Growth

| | 20 |)21A | 2022E | | 2023E | | 2024E | |
|-----------------------|----------|-------|----------|--------|----------|-------|----------|-------|
| | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. | Stephens | Cons. |
| Adjusted Gross Margin | 67 | 7.5% | 68.7% | 68.5% | 70.9% | 70.5% | 72.8% | 71.8% |
| Adjusted Op. Margin | | .2%) | -(8.4%) | (5.4%) | 5.9% | 1.6% | 14.8% | 10.5% |

1Q 3Q Year Stephens Cons. Stephens Cons. Stephens Cons. Stephens Cons. Stephens Cons. (\$0.03E) (\$0.07E) \$0.01E (\$0.02E) \$0.06E (\$0.02E) \$0.18E \$0.07E \$0.34E \$0.38E (\$0.14E) (\$0.11E) (\$0.06E) \$0.12E (\$0.18E) (\$0.20E) (\$0.15A) (\$0.11E) \$0.22E (\$0.07A) (\$0.08A) (\$0.11A) \$0.09A (\$0.17A)

2023E

2022E

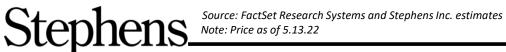
2021A

- MACI adoption accelerating due to enhanced reimbursement, clinical data and enhanced sales
- Related market opportunity can readily scale from 60k to 315k procedures annually.
- Underlying growth rate of burn care franchise improving with shift in sales focus.
- Strong management team hailing from large cap companies provides balanced focus between growth and profitability.
- Balance Sheet remains a source of strength, providing latitude for tuck-in M&A.

- MACI has a higher up-front cost than micro fracture and doesn't provide surgeon with frequent revision opportunity.
- NexoBrid FDA approval delayed.
- Potential for MDWD to launch competing product to NexoBrid, EscharEx,
- VCEL is investing in salesforce expansion, potentially limiting NT margin expansion potential.
- Limited float and premium relative valuation may hinder incremental



Vericel Corporation (VCEL-US)



Non-Covered Companies:

The following companies were mentioned in this presentation, but are not covered by Stephens Inc.:

| Company | Ticker Symbol | Price (as of 05/13/2022) | |
|------------------------------------|---------------|--------------------------|--------|
| Abbott Laboratories | ABT | \$ | 109.88 |
| Adaptive Biotechnologies Corp. | ADPT | \$ | 8.24 |
| Apyx Medical Corporation | APYX | \$ | 3.65 |
| Axonics, Inc. | AXNX | \$ | 47.29 |
| Beauty Health Company Class A | SKIN | \$ | 11.94 |
| Cook Medical | NA | | NA |
| Evolus, Inc. | EOLS | \$ | 13.18 |
| FIGS, Inc. Class A | FIGS | \$ | 9.64 |
| Inspire Medical Systems, Inc. | INSP | \$ | 165.10 |
| Johnson & Johnson | JNJ | \$ | 176.85 |
| Masimo Corporation | MASI | \$ | 136.04 |
| MannKind Corporation | MNKD | \$ | 3.01 |
| MediWound Ltd. | MDWD | \$ | 1.88 |
| NeuroPace, Inc. | NPCE | \$ | 6.15 |
| Outset Medical, Inc. | ОМ | \$ | 24.86 |
| Paragon 28, Inc. | FNA | \$ | 14.22 |
| Pulmonx Corp. | LUNG | \$ | 18.71 |
| SI-BONE, Inc. | SIBN | \$ | 12.50 |
| Silk Road Medical, Inc. | SILK | \$ | 31.01 |
| Shockwave Medical, Inc. | SWAV | \$ | 162.32 |
| Surgalign Holdings, Inc. | RTIX | \$ | 0.18 |
| TransMedics Group, Inc. | TMDX | \$ | 29.21 |
| Treace Medical Concepts, Inc. | TMCI | \$ | 14.57 |
| Course Francisco Bosses & Contains | | | |

Source: Factset Research Systems



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The research analyst principally responsible for preparation of this presentation has received compensation that is based on the firm's overall revenue which includes investment banking revenue.

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Company Stock Ratings: OVERWEIGHT (O) – The stock's total return is expected to be greater than the total return of the company's industry sector, on a risk-adjusted basis, over the next 12 months. EQUAL-WEIGHT (E) – The stock's total return is expected to be equivalent to the total return of the company's industry sector, on a risk-adjusted basis, over the next 12 months. UNDERWEIGHT (U) - The stock's total return is expected to be less than the total return of the company's industry sector, on a risk-adjusted basis, over the next 12 months. VOLATILE (V) - The stock's price volatility is potentially higher than that of the company's industry sector. The company stock ratings may reflect the analyst's subjective assessment of risk factors that could impact the company's business.

Distribution of Stephens Inc.'s Ratings (as of 3/31/22)

| | % Investment Banking Clients | | |
|--------|------------------------------|------------------|--|
| Rating | <u>%</u> | (Past 12 Months) | |
| BUY | 65.0 | 25.00 | |
| HOLD | 39.0 | 20.50 | |
| SELL | 0.0 | 0.00 | |

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