



CooperCompanies

William Blair Growth Stock Conference

Dan McBride, EVP & COO

June 5, 2024

CooperVision® CooperSurgical®

Cautionary Statements

Forward-Looking Statements

This presentation and management's discussion of our results and outlook contain "forward-looking statements" as defined by the Private Securities Litigation Reform Act of 1995. Statements relating to guidance, plans, prospects, goals, strategies, future actions, events or performance and other statements that are other than statements of historical fact are forward looking. To identify these statements, look for words like "believes," "outlook," "probable," "expects," "may," "will," "should," "could," "seeks," "intends," "plans," "estimates" or "anticipates" and similar words or phrases. Forward looking statements include our financial guidance for fiscal year 2024 and all statements regarding strategic and operational plans, launches of and prospects for new products and services, anticipated growth in market share and sales, market and industry trends and drivers, including market growth expectations, planned corporate and commercial transactions, and ESG initiatives. Forward-looking statements necessarily depend on assumptions, data or methods that may be incorrect or imprecise and are subject to risks and uncertainties. Detailed descriptions of a number of important risk factors that could cause our actual results and future actions to differ materially from those described in forward-looking statements can be found in our Securities and Exchange Commission filings, including under the "Forward-Looking Statements" section in our press releases and under the "Business", "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections in our most recent Annual Report on Form 10-K, as such sections may be updated in our Quarterly Reports on Form 10-Q, copies of which are available on the Company's website: www.coopercos.com. Such risk factors include the adverse impact of global business and economic conditions (such as military conflicts, inflation, and currency exchange rate and interest rate fluctuations), risks associated with international operations, risks related to pending and completed transactions, evolving global regulatory requirements, and operational challenges. We caution investors that forward-looking statements reflect our analysis only on their stated date. We disclaim any intent to update them except as required by law.

Non-GAAP Financial Measures

Certain financial measures included in this presentation, or which may be referred to in management's discussion of our results and outlook, are non-GAAP measures that we believe are helpful in understanding our results. These non-GAAP financial measures may include, for example, constant currency and organic revenue growth, non-GAAP earnings per share and non-GAAP margin results. The non-GAAP measures exclude costs which we generally would not have otherwise incurred in the periods presented as a part of our continuing operations. Our non-GAAP financial results are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. The reasons that we use these non-GAAP measures, a reconciliation of these measures to the most directly comparable GAAP measures, and other information relating to these measures are available under the "Reconciliation of Selected GAAP Results to Non-GAAP Results" section of our earnings press releases, copies of which are available on the Company's website at <https://investor.coopercos.com/press-releases>. With respect to guidance, we have not reconciled non-GAAP diluted earnings per share guidance to GAAP diluted earnings per share due to the inherent difficulty in forecasting acquisition-related, integration and restructuring charges and expenses, which are reconciling items between the non-GAAP and GAAP measure. Due to the unknown effect, timing and potential significance of such charges and expenses that impact GAAP diluted earnings per share, we are not able to provide such reconciliations.

Trademarks

CooperVision, CooperSurgical, and other trade names, trademarks or service marks of Cooper and its subsidiaries appearing in this report are the property of Cooper and its subsidiaries. Trade names, trademarks and service marks of the other companies appearing in this report are the property of their respective holders.

CooperCompanies Overview

A leading global medical device company



CooperVision®



CooperCompanies

Nasdaq: COO | HQ: San Ramon, CA



CooperSurgical®

Year
founded

1958

Member of the
S&P 500 since

2016

Products sold
in more than

130+

countries

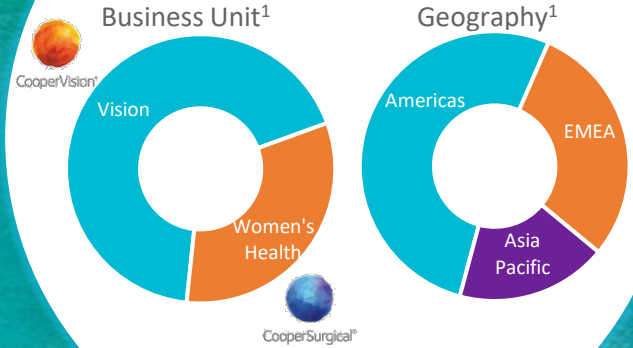
15,000+

employees in
45+ countries

50M+

people
benefitting from
our products

FY24 Revenue Guidance Midpoint of \$3.88B



Operating in two growing markets
with strong tailwinds



CooperCompanies

Note: 1. Revenue splits as of FY23A

CooperCompanies Performance

Total revenue more than doubled over the last ten years



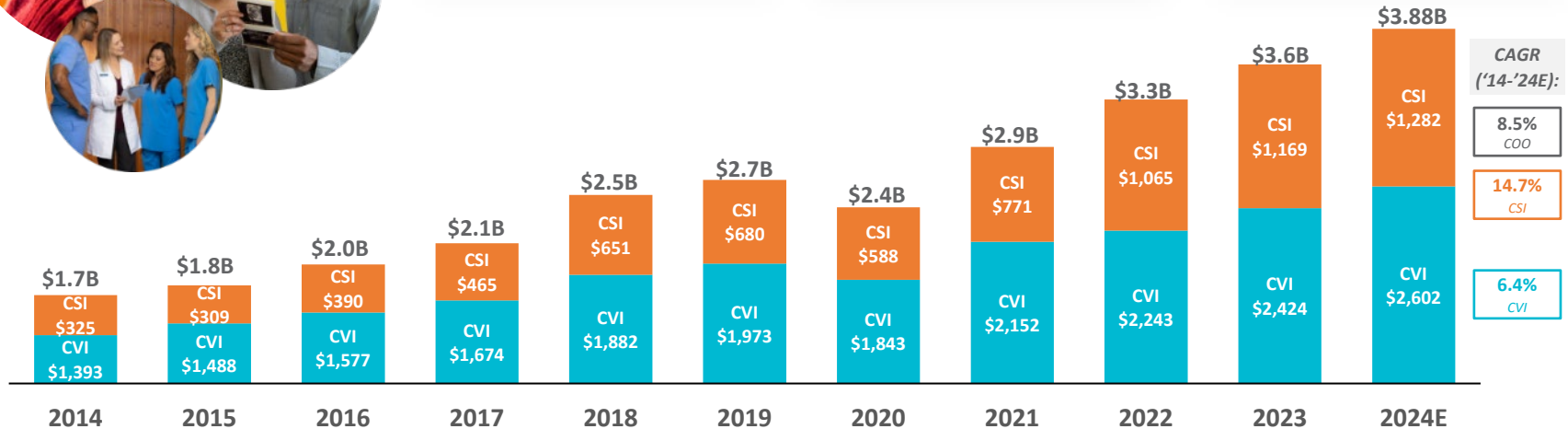
Dedicated to **improving the way people see each day** and a world with healthy women, babies & families



Deeply committed to **innovation, operational excellence & forming trusted relationships**



Strong and durable top-line growth driven by investments in infrastructure, M&A and R&D



CooperCompanies

Note: Sales \$ in millions; 2024E = guidance midpoint

CooperCompanies

Fiscal 2024 financial guidance

		FY24 Guidance*	Organic Growth vs. FY23
Sales	Total	\$3,863 - \$3,905	7.5% - 8.5%
	CooperVision	\$2,591 - \$2,613	8.5% - 9.5%
	CooperSurgical	\$1,272 - \$1,292	5% - 7%
EPS	Non-GAAP	\$3.54 - \$3.60	

Notes: Sales \$ in millions

Organic growth excludes the effect of foreign currency fluctuations and the impact of any acquisitions, divestitures, or discontinuations that occurred in the comparable period. A reconciliation of non-GAAP measures are available under the "Reconciliation of Selected GAAP Results to Non-GAAP Results" section in our earning releases and under the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section in our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, copies of which are available on our website: www.coopercos.com. With respect to EPS guidance, the Company has not provided reconciliation to GAAP due to the inherent difficulty in forecasting acquisition-related, integration and restructuring charges and expenses. Due to the unknown effect, timing and potential significance of such charges and expenses that impact GAAP diluted earnings per share, we are not able to provide such guidance.

*Guidance raised 5/30/24.



CooperCompanies

Long term strategy to execute on strategic goals and drive shareholder value



Drive Sustainable Revenue Growth

- Invest in and drive organic growth and gain market share – manufacturing expansion, distribution upgrades, R&D, new innovative products and services
- Strategic acquisitions that optimize portfolio



Deliver Profitability & Leverage

- Grow EPS faster than revenue – leverage investments and drive continuous improvements
- Organizational discipline and rigor to manage macro-environmental challenges and disruptions that may arise



Stewards of Investor Capital

- Build for the long-term – invest in global infrastructure, manufacturing and distribution
- Disciplined capital allocation strategy – pay down debt, highly strategic accretive M&A, opportunistic share repurchases



Foster Culture & Community

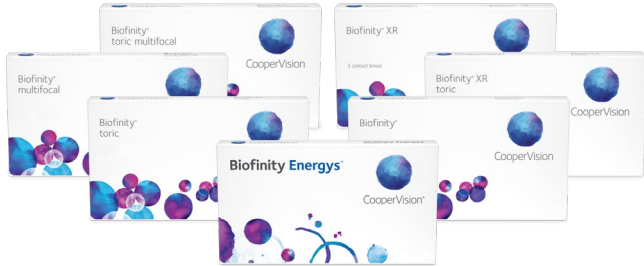
- Strong global culture where we live our core values and further our mission to improve the lives of customers and patients
- Invest in employees

CooperVision

A global leader dedicated to helping improve the way people see each day



CooperVision®
Live Brightly.®

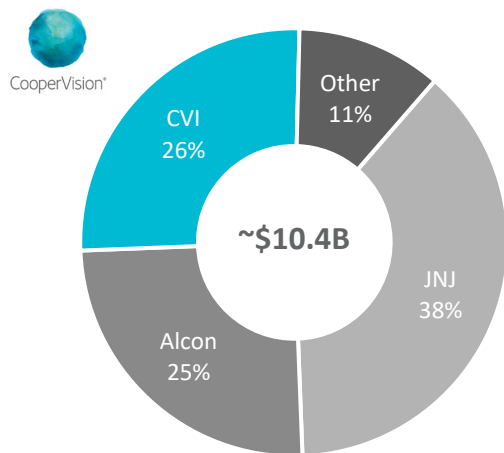


Brand leadership across product portfolio

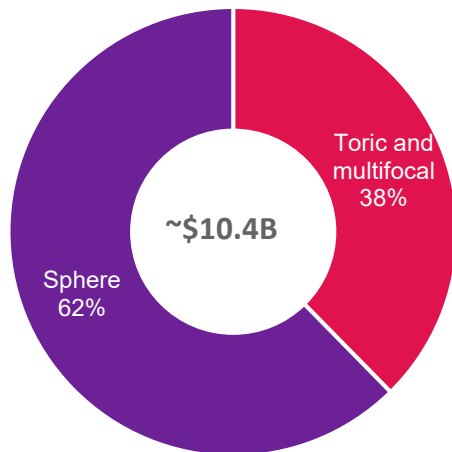
Global Soft Contact Lens Market

\$10+ billion high growth market

Market by Competitor



Market by Category



High Barriers to Entry

- High capital outlay with highly specialized manufacturing
- Technological know-how
- Stringent FDA and worldwide regulation
- Long history of product innovation

Favorable Industry Characteristics

- Strong fundamental growth drivers
- Underlying wearer growth
- Limited reimbursement risk
- Recession resistant
- Annuity business (durable)

Contact Lens Macro Growth Trends

Strong fundamental growth drivers



Growing global wearer base

- Growing prevalence of myopia
- Geographic expansion – low emerging market penetration



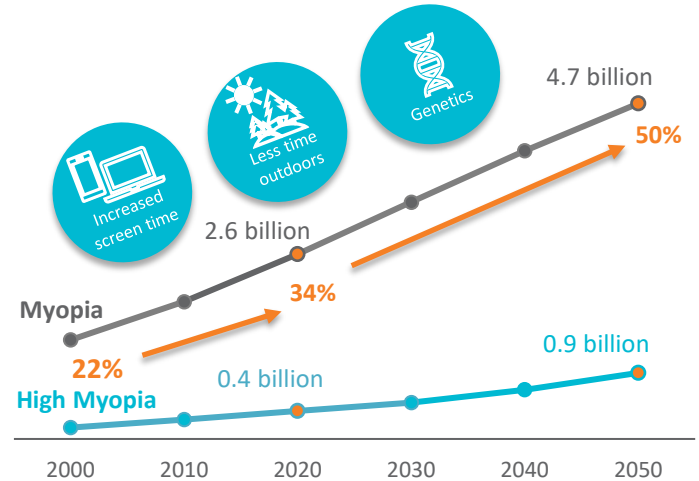
New fits / trade up

- Shift into 1 Day Silicone Hydrogel lenses
- Growth in Torics and Multifocals



Higher global net pricing

Worldwide Prevalence of Myopia



Related risks:

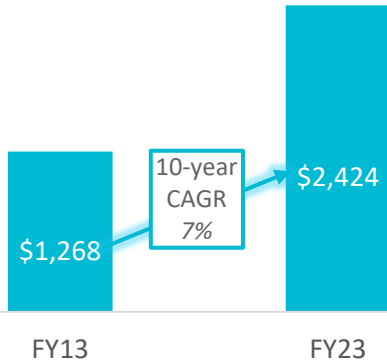
- Impact to quality of everyday life
- Impaired learning and development
- Long-term ocular health issues

CooperVision

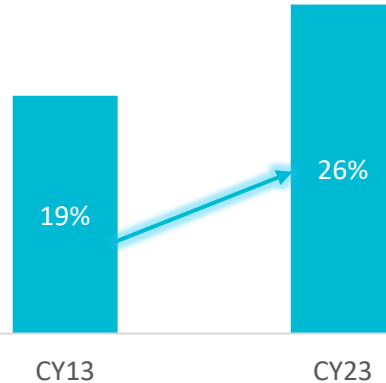
A long history of success both in sales and market share growth



Durable Sales Growth
Annual Sales



Outpacing Market Growth
Market Share



CooperVision: Innovator in Myopia Management

Global market leader in Myopia Control and Myopia Management



Soft contact lenses

MiSight® 1 day

- First and only FDA approved contact lens for **myopia control**
- Backed by extensive 7-year clinical data
- 2024 marks the 10-year anniversary of the pivotal MiSight 1-Day clinical trial

Freedom from spectacles



Orthokeratology

Paragon
CRT™



- Broad range of market-leading Ortho-k lenses

**Spectacles and contact lens
free during the day**



Spectacle lenses



- **Myopia management** spectacles
- JV relationship with EssilorLuxottica
- Launched in China, Canada, the Netherlands, the UK, and Israel
- FDA granted SightGlass spectacles “Breakthrough Device Designation.”

**An easy start to myopia
management**

*Comprehensive portfolio of science-based treatment options
to help reduce the progression of myopia in children*



CooperCompanies

CooperVision: Summary

Well positioned to succeed

Products



Customer Support



Relationships



Best-in-class products

Branded and customer brands

Large **global** footprint

Broadest product portfolio

Broadest SKU Range

Manufacturing, packaging, and distribution **excellence**

Strong **key account** relationships and longer-term contracts

Innovative products

New higher-value products launching around the world

Differentiated Value-Added Services

Strength in **premium toric** and **multifocal** products

Winning **new wearers**

Outstanding customer experience

Strong relationships with independent practitioners, distributors, retailers and online



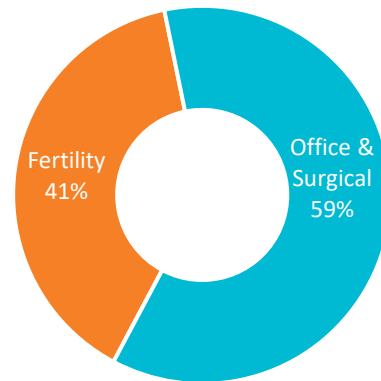
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CooperSurgical

Healthy women, babies, and families™



FY23 Revenue \$1.17B



“

Roughly every 30 seconds, somewhere around the world, a baby is born using CooperSurgical products.”



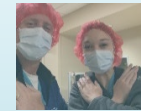
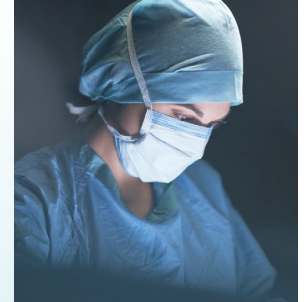
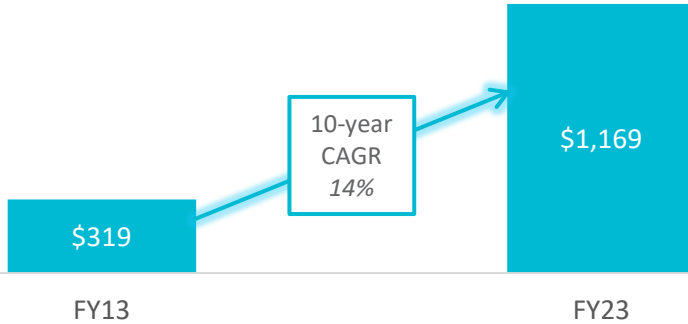
Al White
President & Chief Executive Officer

CooperSurgical

History of success



Durable Sales Growth
Annual Sales



CooperSurgical

One of the fastest growing, most innovative fertility companies in the world



Fertility Business Highlights

- Broadest portfolio in the fertility industry¹ that includes:
 - Consumables
 - Capital equipment
 - Reproductive genetic testing
 - Egg & sperm donation
 - Cryopreservation
- Investing for the future, opening new donor sites, providing extensive training in our Centers of Excellence, expanding geographically, and accelerating innovation.

Industry Highlights

>\$2B
Global
Market¹

5-10%
Annual
Growth²

- Roughly **1 in 6** people have experienced infertility at some stage in their lives, globally³
- Over **1M** babies are born annually from assisted reproductive technology cycles²
- The underlying cause of infertility is **1/3** women, **1/3** men, and **1/3** a combination of the two, or unknown⁴

Macro Growth Trends

- Women delaying childbirth
- Increasing patient awareness
- Improved product offerings such as cryopreservation services and increasing fertility benefits coverage
- Technology improvements for both male and female infertility challenges
- Improving access to treatment
- Growth in the number of fertility clinics
- Greater worldwide disposable income

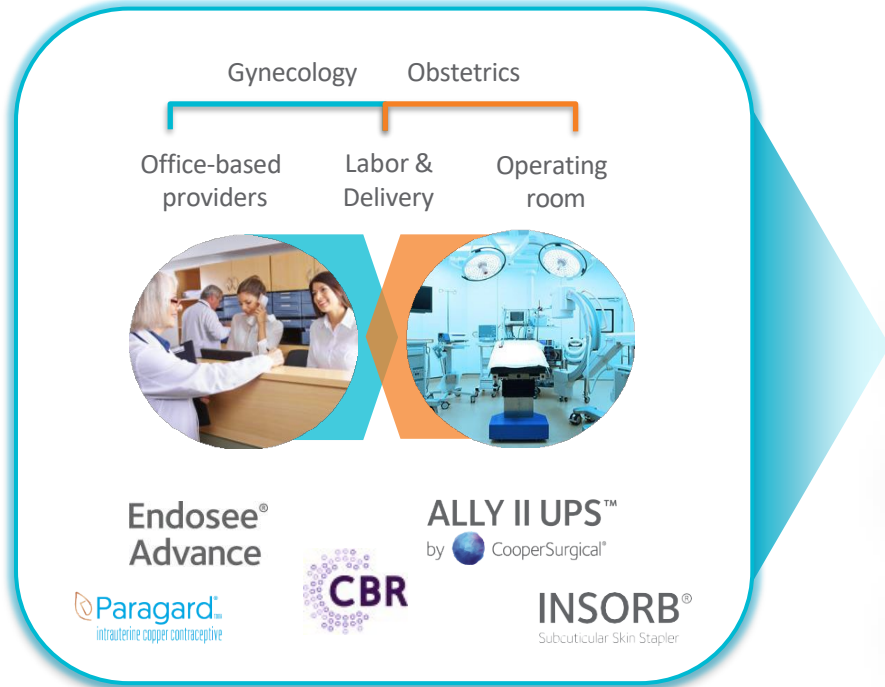


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Source: 1. Manufacturer sales of medical device products and services excluding consultation and pharma
2. BTIG, LLC. (2020, October), Assisted Reproductive Technologies, p. 7
3. The World Health Organization (WHO)
4. European Society for Human Reproduction and Embryology (ESHRE)

CooperSurgical: Office & Surgical

Extensive platform in favorable and growing markets



Office and Surgical Business Highlights



Office and surgical includes medical devices, stem cell storage, and Paragard.



Produce over 600 clinically-relevant medical devices used by women's health care providers in gynecology and obstetrics.



Acquired select Cook Medical assets focused primarily on obstetrics, doppler monitoring & gynecology surgery (11/1/23).



Paragard is the only FDA-approved non-hormonal IUD. It is placed in office and is 99% effective with a ten-year indication.

CooperSurgical

Office and surgical growth drivers



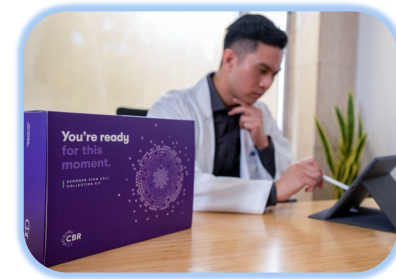
Med Device

- Positive procedure volume and strength in core products
- Shifting to minimally invasive procedures
- Reimbursement is designed to drive procedures to the office
- Health systems are looking for partnership relationship with vendors



Stem Cell Storage

- Advancing stem cell research and therapies increase potential value of storage
- Cord blood is standard of care alternative to bone marrow transplants for blood disorders¹
- Regenerative Medicine potential applications rapidly emerging (lung disease, sports injury, etc.) with 1K+ ongoing clinical studies²



CooperCompanies

Conducting business in a socially and environmentally responsible manner is important to our long-term business success and the future of our planet

PEOPLE + PLANET

We enhance the health and wellness of people around the world, while doing our part to protect the planet and serve our communities.



Scored **100** on Human Rights Campaign's 2023 Corporate Equality Index



Launched **Generation Sight** initiative to address access to myopia care for under-resourced children in the U.S.



Named to the **Top 20 Global Inspiring Workplaces**



8 facilities LEED® or BREEAM® certified



CooperVision Puerto Rico received the **President's Award** for workplace safety



Received first **Zero Waste Facility certification** at our CooperVision Distribution and Packaging Center in West Henrietta



2K+ employees participate in our employee resource groups



6.9M kg of plastic waste prevented from entering the ocean since the start of our Plastic Bank partnership



Women made up **49%** of our global workforce



100% renewable electricity sourcing at all CooperVision facilities in New York and the U.K.

GOVERNANCE

Adherence to high standards of ethics, compliance and accountability provides long-term value for our stakeholders.



Employee engagement is now a KPI for all executives



50% Board gender diversity



Three ESG organizational bodies, including our Executive Leadership, our ESG Team, and a dedicated ESG Cross-Functional Project Team; the **Board of Directors oversees ESG topics**



Launched the **Speak Up awareness campaign**, highlighting the responsibility of all employees to speak up if they observe or suspect misconduct



Strong information security and data privacy governance and risk management



CooperCompanies

Driving long term sustainable value

