

Coloplast's ESG event  
22 March 2022

# Company mission and sustainability strategy


Kristian Villumsen  
President & CEO

Wanyong,  
China

Making life easier

Ostomy Care | Continence Care | Wound & Skin Care | Interventional Urology | Voice & Respiratory Care

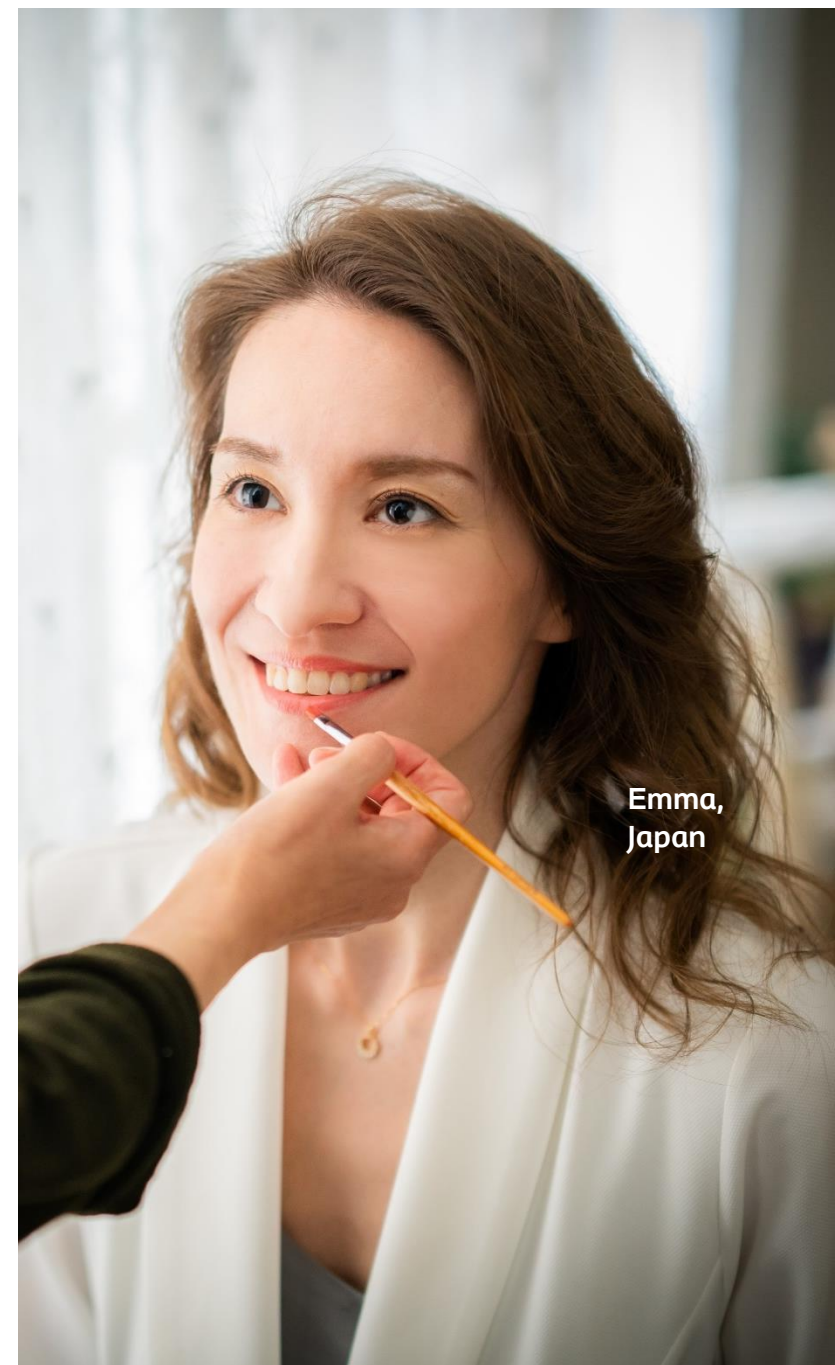
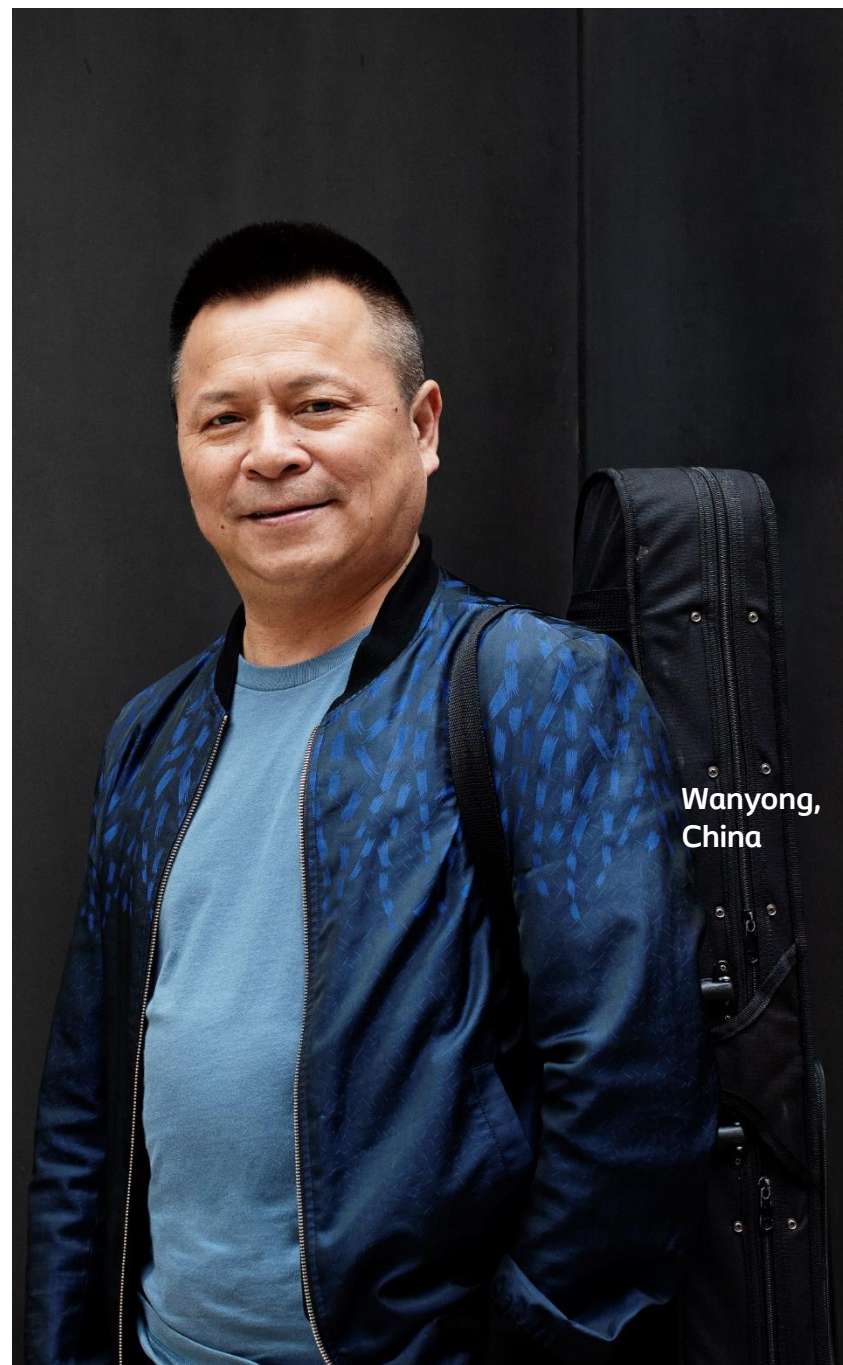




Making life easier  
for people with  
intimate healthcare  
needs\_

Stina,  
Sweden





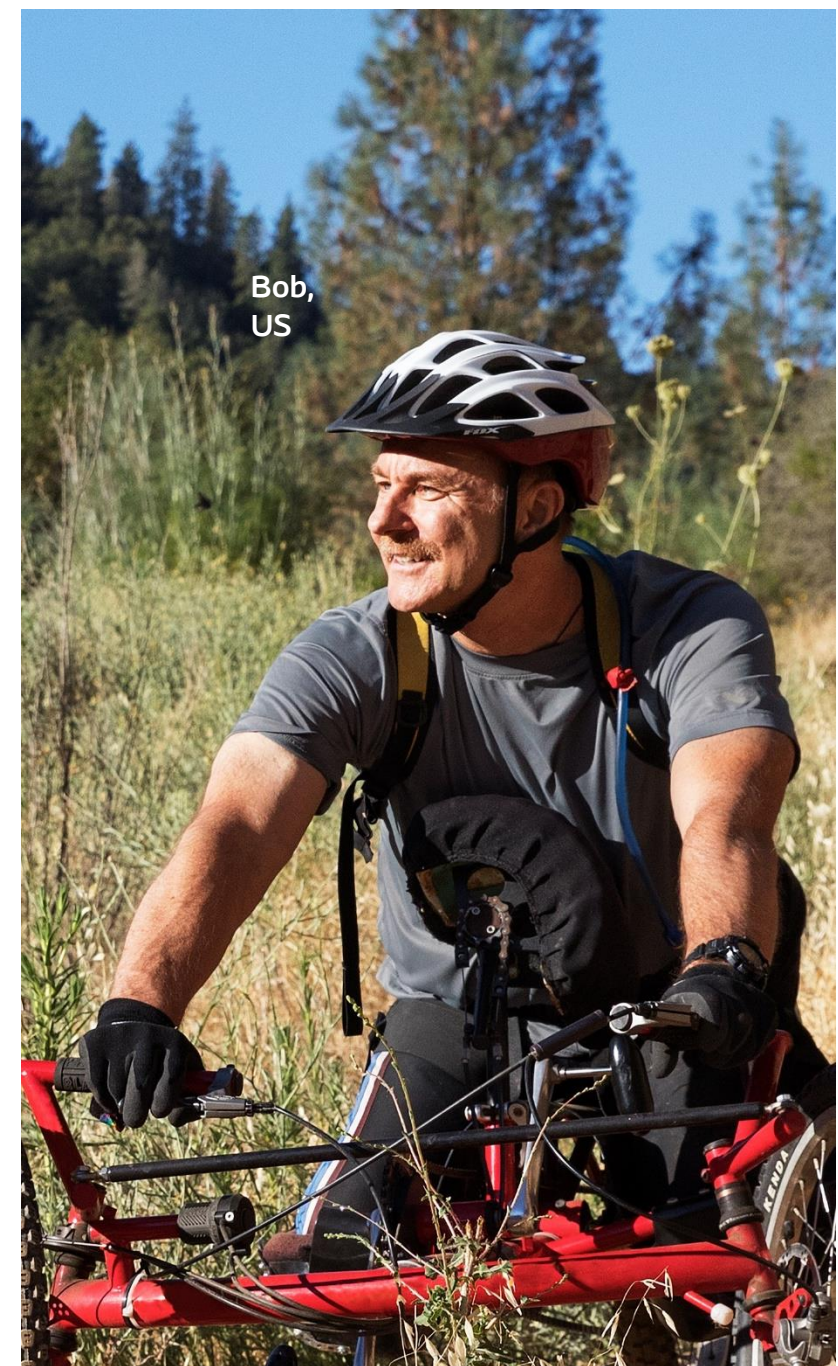




Tabitha,  
UK



Kristian,  
Denmark



Bob,  
US





Victor,  
Denmark



Brian,  
US



Anna,  
Sweden

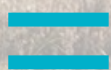




2 million  
users



Making life  
easier for people  
with intimate  
healthcare  
needs



Self-care



Bjarne,  
Denmark



# We are building the consumer healthcare company of the future

## Commercial model



Tatiana,  
US



# Sustainability is a core strategic theme and one of the focus areas during the Strive25 period



1) Constant currencies, based on FX rate as of September 29, 2020



# With Strive25 we put emphasis on improving our environmental performance, while continuing our ongoing commitments

*Our mission*

**Making life easier for people  
with intimate healthcare needs**

**3** GOOD HEALTH  
AND WELL-BEING



*Our 2025 priority*

**Improving  
products and  
packaging**



*Our 2025 priority*

**Reducing  
emissions**

**13** CLIMATE  
ACTION



*Our on-going commitment*

**Responsible  
operations**

**5** GENDER  
EQUALITY



**8** DECENT WORK AND  
ECONOMIC GROWTH



**10** REDUCED  
INEQUALITIES



DKK 250 million<sup>1</sup> in investments  
allocated to sustainability efforts during  
Strive25 period

Stina,  
Sweden

1) of which DKK 100 million in capex and DKK 150 million in operating expenses



# With user needs at the centre, Coloplast has launched innovative products across all business areas

## Ostomy Care

**SenSura<sup>®</sup> Mio**



## Continence Care

**SpeediCath<sup>®</sup>**



## Wound & Skin Care

**Biatain<sup>®</sup> Silicone**



## Interventional Urology

**Titan<sup>®</sup>**



**Altis<sup>®</sup>**






# We continue innovating and are committed to delivering clinically differentiated solutions to tackle our users' unmet needs

Our users across business areas continue to be challenged by their conditions


91%

of people with a stoma worry about leakage and more than 76% have experienced leakage over the last 6 months




Intermittent catheter users have

2.7 urinary tract infections on average per year




Every 30 seconds

a diabetic foot Ulcer results in amputation somewhere in the world



Erectile dysfunction may affect nearly

350 million men worldwide by 2025, with only 20% seeking treatment




To address this we continue innovating and will launch new technologies, as well as products in existing categories

We have made significant progress across the Clinical Performance Program			
PROGRESS AS OF TODAY		STRIVE25 STRATEGY PERIOD ENDS IN 2025	
Digital ostomy solution	Pilot studies conducted with successful results ✓	Additional pilot study to further test the technology in broader setup Payer pilots to be conducted for reimbursement processes in key markets	Product launch expected in first half of strategy period ▼
New ostomy platform	Initial pilot studies indicated positive outcomes ✓ Pivotal study showed non-significant results ✕	Product device design to be optimised New pilot study to be completed Pivotal study to be completed	Product launch expected in first half of strategy period ▼
New catheter platform	New catheter platform ✓	Further pilot studies in progress Pivotal study to be completed	Product launch expected in second half of strategy period ▼
Simultaneously, continue our launch cadence into existing categories within ostomy care and continence care			
Coloplast		Coloplast	

Introducing

a new digital ostomy solution



Looking good.

You'll be informed if anything changes.

Coloplast



# The Coloplast Professional platform builds a strong connection with healthcare professionals globally

Coloplast®

## Professional



### Education

Gain or refresh essential knowledge and insights in your specialty



### Masterclasses & events

Broaden expertise and connect with peers



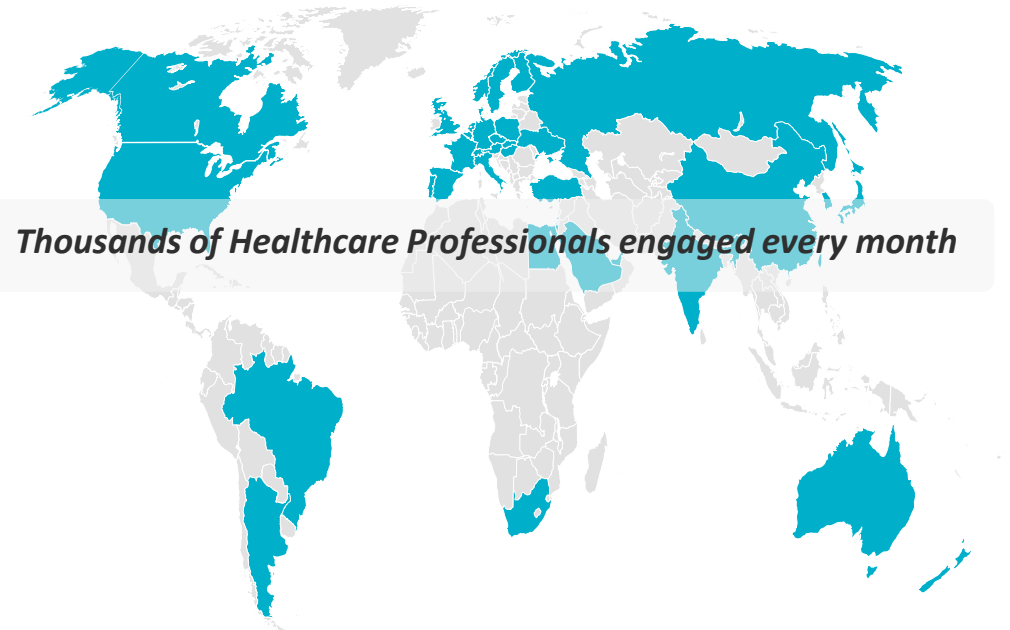
### Advisory boards & panels

Help create life-changing products and services



### Research projects

Pursue new ways to raise the standard of care





# Through Coloplast Care and DtC we support users across countries and business areas



**+2M consumers**  
in our database



**+3.6M conversations**  
with users across the globe



**+30 countries**  
with a consumer setup



Yue Zhang,  
China








# Through Market Development initiatives and Access to Healthcare we continue to increase standards of care across the globe

Market Development efforts are focused on creating access for more users

- 1 Reimbursement improvement and expansion
- 2 Disease areas penetration
- 3 User compliance

*Increased access and funding:*

	Japan
	South Korea
	Argentina
	Poland
	Australia

Through our Access to Healthcare program we seek to improve quality of care across our business areas



+60

Projects globally since 2007



Bringing together  
**Public and private partners**



Focused on  
**Education  
Awareness  
Access & Funding**



# Atos Medical's sustainability themes are closely aligned with Coloplast's approach to sustainability

Atos Medical is focused on increasing the number of patients served...

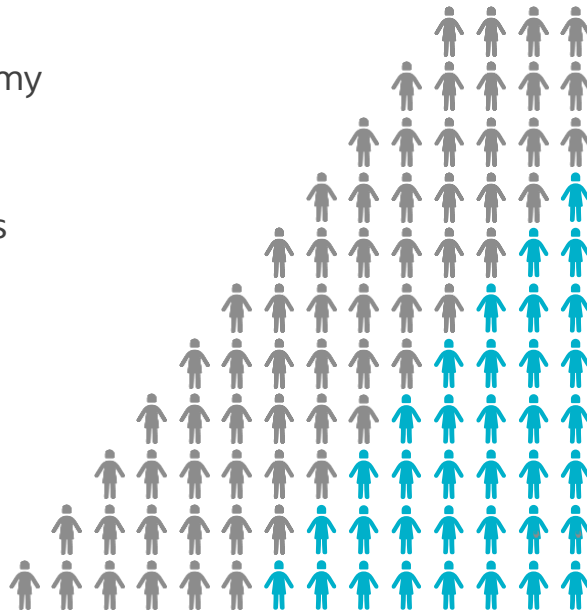


**Key focus area #1:**  
2X number of customers served by 2025

~50,000 new total laryngectomy surgeries per year

...of which only ~1/3 of patients are treated with products

...and out of those only ~50% of use the appropriate amount of products



While reducing the environmental impact of its products and activities



**Key focus area #2:**

Products and packaging

- 80% recycled materials in packaging by 2025
- 90% packaging recyclable by 2025

**Key focus area #3:**

Emissions

- 100% renewable energy in production by 2025
- Zero scope 1&2 emissions by 2030



# At the heart of delivering on our Strive25 strategy are our people and culture

## People & Culture



Adriana,  
Brazil