

Teleflex Incorporated
J.P. Morgan Healthcare Conference Investor Presentation



Teleflex®

Important Information

Forward Looking Statements

This presentation and our discussion contain forward-looking information and statements, which inherently involve risks and uncertainties that could cause actual results to differ from those projected or implied in the forward–looking statements. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results or events to differ materially from those anticipated in such forward-looking statements, including those risks and uncertainties discussed in our SEC filings, including our most recent Annual Report on Form 10-K. The forward-looking statements included in this presentation should not be unduly relied upon. These statements speak only as of the date made. Other than as required by applicable law, we do not intend, and do not assume any obligation, to update these forward-looking statements.

Additional Notes

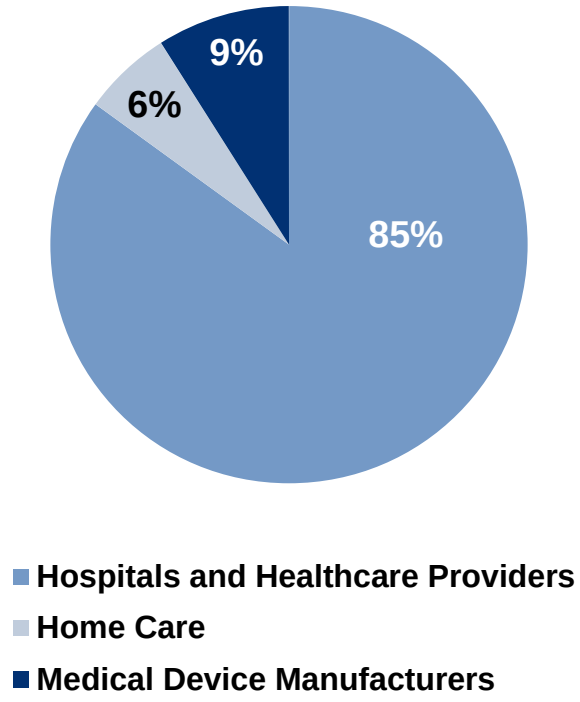
This presentation reflects continuing operations.

Our Company

Business Overview

- **NYSE listed – TFX**
- **Global provider** of medical technology products that enhance clinical benefits, improve patient and provider safety and reduce procedure costs
- **Serving healthcare providers worldwide** through a combination of our direct sales force and distributors
- **Employees: ~12,000**
- Leading market positions with **established global brands**
- LTM 9/25/16 revenue of **$1.839 billion**

Revenue by Market[1]



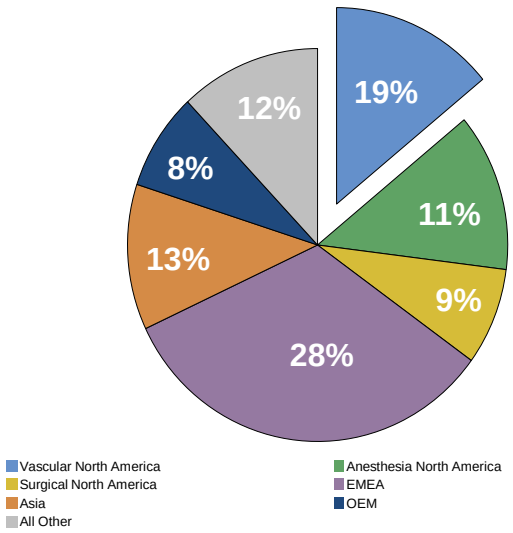
Not dependent upon any one product, end-market or procedure

1 = per 2015 Form 10K

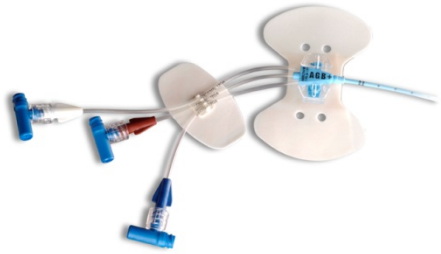
Our Segments

Vascular North America

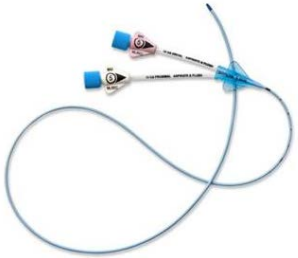
Revenue by Segment[1]



- Our vascular access products facilitate a variety of critical care therapies, including **the administration of intravenous medications and other therapies** and the measurement of blood pressure and taking of blood samples through a single puncture site
- We believe that our vascular product portfolio offers the opportunity **to reduce injuries** to the healthcare provider**, expedite placement** of a central venous catheter, **reduce patient exposure to x-rays**, expedite infusion of medication and **reduce the risk of microbial colonization and thrombus accumulation on catheter surfaces**
- For the twelve months ended September 25, 2016, our Vascular North America segment represented **$345.1 million**, or approximately 19% of net revenues







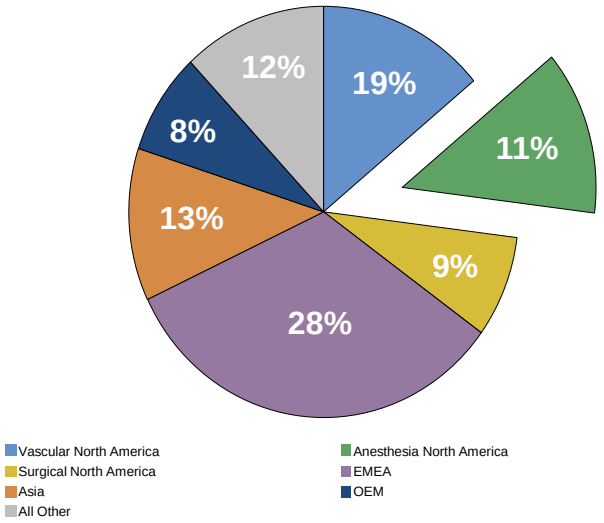


1 = per 2015 Form 10K

Our Segments

Anesthesia North America

Revenue by Segment[1]



Our anesthesia products include airway and pain management products

- Our **airway management** products are designed to help eliminate airway related complications and improve procedural efficiencies for patients in surgical, critical care and emergency settings
- Our **pain management** products are designed to provide pain relief during a broad range of surgical and obstetric procedures, thereby helping clinicians better manage each patient's individual pain while reducing complications and associated costs

- For the twelve months ended September 25, 2016, our Anesthesia North America segment represented **$194.5 million**, or approximately 11% of net revenues





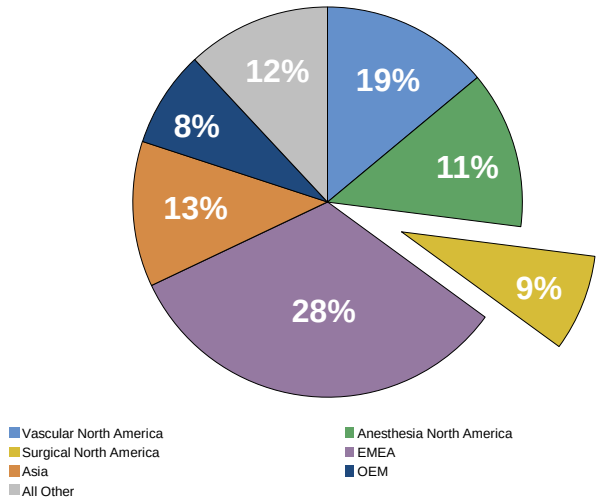


1 = per 2015 Form 10K

Our Segments

Surgical North America

Revenue by Segment[1]





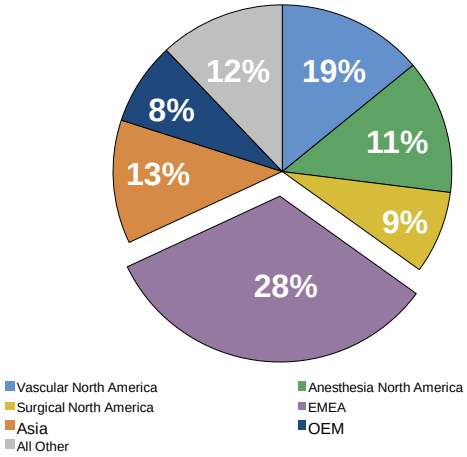
- Our surgical products include:
  - **Ligation and closure products**, including clips and sutures used in a variety of surgical procedures
  - **Access ports** used in minimally invasive surgical procedures, including robotic surgery
  - **Fluid management** products used for chest drainage
  - **Reusable hand-held instruments** for general and specialty surgical procedures
- For the twelve months ended September 25, 2016, our Surgical North America segment represented **$167.0 million**, or approximately 9% of net revenues

1 = per 2015 Form 10K

Our Segments

EMEA

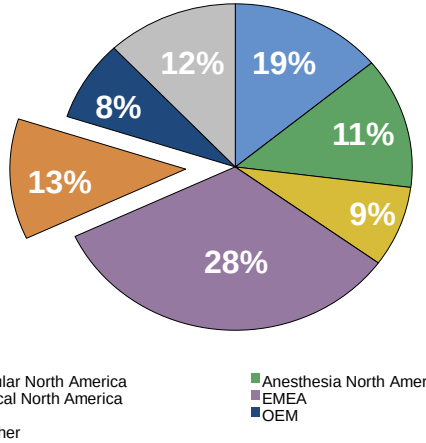
Revenue by Segment[1]



- Our EMEA segment designs, manufactures and distributes medical devices primarily used in critical care, surgical applications and cardiac care
- For the twelve months ended September 25, 2016, our EMEA segment represented **$510.4 million**, or approximately 28% of net revenues

Asia

Revenue by Segment[1]



- Like our EMEA segment, our Asia segment designs, manufactures and distributes medical devices primarily used in critical care, surgical applications and cardiac care
- For the twelve months ended September 25, 2016, our Asia segment represented **$245.7 million**, or approximately 13% of net revenues

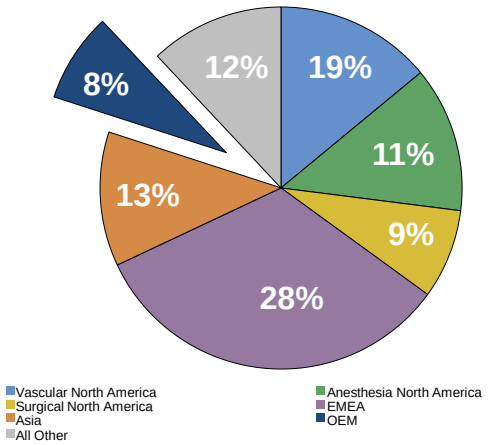
1 = per 2015 Form 10K

Teleflex®

Our Segments

OEM

Revenue by Segment[1]



- Our OEM segment designs, manufactures and supplies devices and instruments for other medical device manufacturers
- Provides **custom-engineered extrusions,** diagnostic and interventional catheters, sheath / dilator sets and kits**, sutures, performance fibers, and bioresorbable resins and fibers**
- For the twelve months ended September 25, 2016, our OEM segment represented **$153.5 million**, or approximately 8% of net revenues







1 = per 2015 Form 10K

Our Strategy

Position Teleflex to succeed in the healthcare environment of the future

Increased utilization
Increased economic pressure

Capitalize on Teleflex's scope and size

Take advantage of unique Teleflex opportunities

Footprint consolidation
Distributor to direct conversions

Teleflex®

Key Investment Highlights

- Diversified, global medical technology company
- Well-positioned to take advantage of favorable industry dynamics
- Leading market positions with established global brands
- Diversified customer and supplier base
- Strong cash flow generation and proven history of deleveraging and margin expansion
- Experienced management team

Teleflex®

THANK YOU

APPENDIX

September 25, 2016 LTM Revenue Data

Dollars in Thousands

2015 Revenue:	$ 1,809,690
Less - Q1'15 Revenue:	$ 429,430
Less - Q2'15 Revenue:	$ 452,045
Less - Q3'15 Revenue:	$ 443,714
Add - Q1'16 Revenue:	$ 424,893
Add - Q2'16 Revenue:	$ 473,553
Add - Q3'16 Revenue:	$ 455,648
September 25, 2016 LTM Revenue:	**$ 1,838,595**

	2015 Revenue	Less: Q1'15 Revenue	Less: Q2'15 Revenue	Less: Q3'15 Revenue	Add: Q1'16 Revenue	Add: Q2'16 Revenue	Add: Q3'16 Revenue	Sep. 25, 2016 LTM Revenue	Sep. 25, 2016 LTM Revenue - %
Vascular North America	$ 334,938	$ 80,766	$ 81,165	$ 82,675	$ 81,588	$ 88,111	$ 85,118	**$ 345,149**	**19%**
Anesthesia North America	$ 189,297	$ 45,449	$ 45,579	$ 47,628	$ 45,957	$ 49,194	$ 48,670	**$ 194,462**	**11%**
Surgical North America	$ 161,230	$ 38,059	$ 40,520	$ 39,591	$ 38,941	$ 43,136	$ 41,827	**$ 166,964**	**9%**
EMEA	$ 514,443	$ 129,282	$ 129,132	$ 120,854	$ 122,095	$ 131,705	$ 121,398	**$ 510,373**	**28%**
Asia	$ 241,726	$ 48,529	$ 62,042	$ 61,935	$ 49,156	$ 63,191	$ 64,087	**$ 245,654**	**13%**
OEM	$ 149,399	$ 34,715	$ 37,918	$ 38,959	$ 33,977	$ 40,298	$ 41,418	**$ 153,500**	**8%**
All Other	$ 218,657	$ 52,630	$ 55,689	$ 52,072	$ 53,179	$ 57,918	$ 53,130	**$ 222,493**	**12%**
Total	**$ 1,809,690**	**$ 429,430**	**$ 452,045**	**$ 443,714**	**$ 424,893**	**$ 473,553**	**$ 455,648**	$ 1,838,595	**100%**

Teleflex®