

Teleflex Incorporated (NYSE: TFX)

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

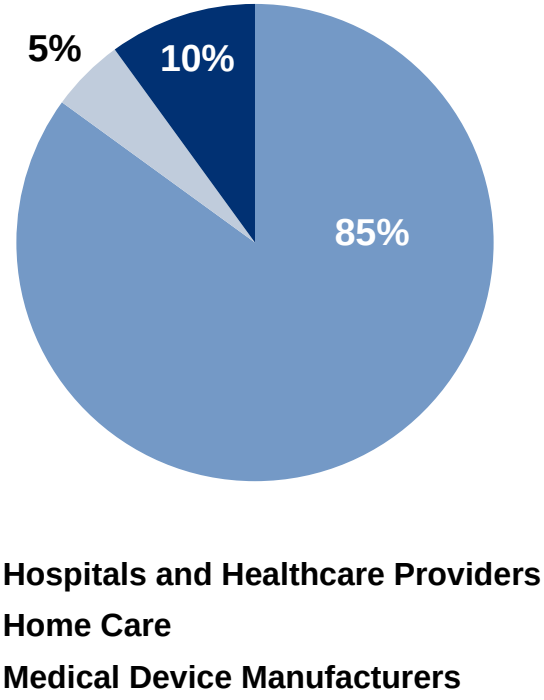
This presentation reflects continuing operations.

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: ~14,000**
- Leading market positions with **established global brands**
- July 1, 2018 LTM revenue of **$2.327 billion**

Revenue by Market[1]



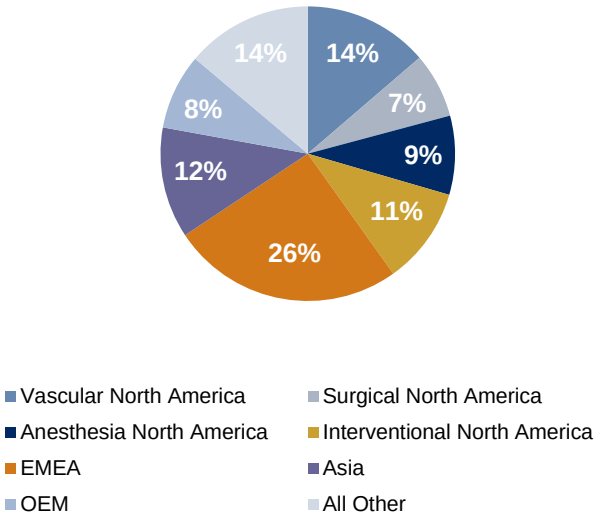
Not dependent upon any one product, end-market or procedure

1 = per 2017 Form 10K

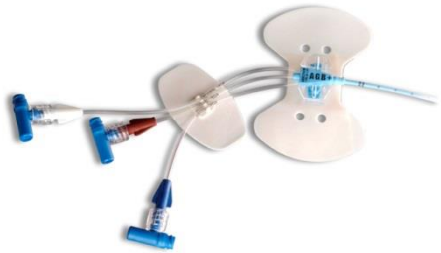
Our Segments

Vascular North America

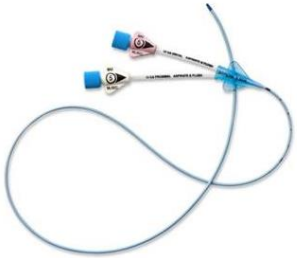
Revenue by Segment[1]



- 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 July 1, 2018, our Vascular North America segment represented **$318.9 million**, or approximately 14% of net revenues







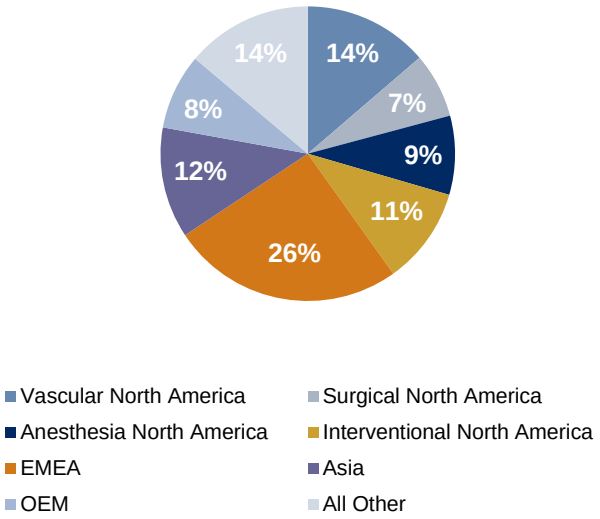


1 = See appendix for reconciliation of last twelve months revenue by segment. May not sum to 100% due to rounding.

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 July 1, 2018, our Anesthesia North America segment represented **$201.7 million**, or approximately 9% of net revenues





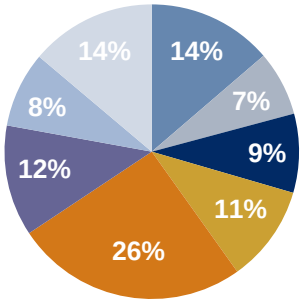


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Our Segments

Surgical North America

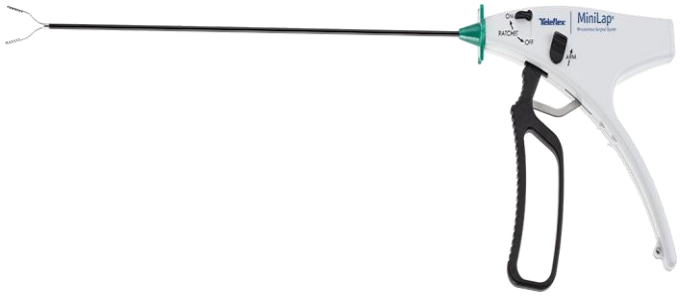
Revenue by Segment[1]



- Vascular North America
- Surgical North America
- Anesthesia North America
- Interventional North America
- EMEA
- Asia
- OEM
- All Other



- 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 July 1, 2018, our Surgical North America segment represented **$165.9 million**, or approximately 7% of net revenues

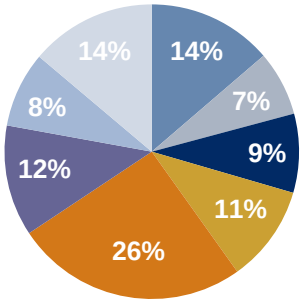


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Our Segments

Interventional North America

Revenue by Segment[1]



- Vascular North America
- Surgical North America
- Anesthesia North America
- Interventional North America
- EMEA
- Asia
- OEM
- All Other



Our interventional product portfolio consists of products used by interventional cardiologists, interventional radiologists, vascular surgeons and vein practices

- Our Vascular Solutions portfolio consists of **clinically advanced devices for treating coronary and peripheral vascular disease**
- Our interventional access products are used in a wide range of applications, including **dialysis, oncology and critical care therapies**
- Products within our cardiac care portfolio include **diagnostic catheters, intra-aortic balloon catheters and capital equipment**

- For the twelve months ended July 1, 2018, our Interventional North America segment represented **$247.5 million**, or approximately 11% of net revenues

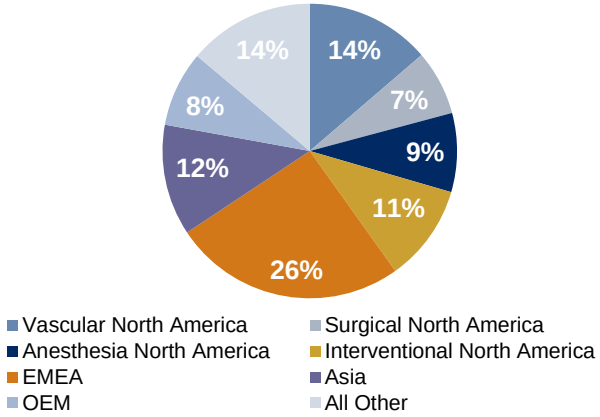
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Our Segments

EMEA

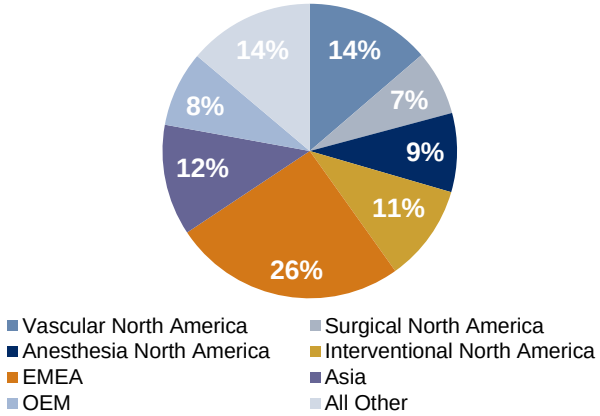
Revenue by Segment[1]



- Our EMEA segment designs, manufactures and distributes medical devices primarily used in critical care, surgical applications and cardiac care
- For the twelve months ended July 1, 2018, our EMEA segment represented **$594.0 million**, or approximately 26% 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 July 1, 2018, our Asia segment represented **$283.7 million**, or approximately 12% of net revenues

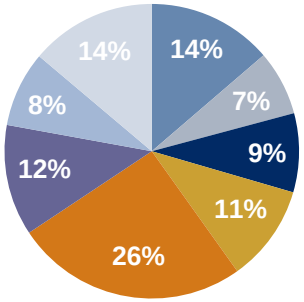
1 = See appendix for reconciliation of last twelve months revenue by segment. May not sum to 100% due to rounding.

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Our Segments

OEM

Revenue by Segment[1]



- Vascular North America
- Surgical North America
- Anesthesia North America
- Interventional North America
- EMEA
- Asia
- OEM
- All Other

- 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 July 1, 2018, our OEM segment represented **$192.9 million**, or approximately 8% of net revenues





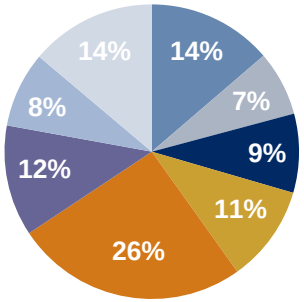


1 = See appendix for reconciliation of last twelve months revenue by segment. May not sum to 100% due to rounding.

Our Segments

All Other

Revenue by Segment[1]



- Vascular North America
- Surgical North America
- Anesthesia North America
- Interventional North America
- EMEA
- Asia
- OEM
- All Other



- Our All Other segment includes single-se respiratory, urology and interventional urology products, as well as our Latin American business.
- Our Respiratory products are used in a variety of care settings and include **oxygen therapy products, aerosol therapy products, and ventilation management products**.
- Our Urology product portfolio provides **bladder management for patients in the hospital and home-care markets**.
- Our Interventional Urology product, the **UroLift System**, is a **minimally invasive technology** for treating lower urinary tract symptoms due to benign prostatic hyperplasia, or **BPH**.
- For the twelve months ended July 1, 2018, our All Other segment represented **$322.2 million**, or approximately 14% of net revenues

1 = See appendix for reconciliation of last twelve months revenue by segment. May not sum to 100% due to rounding.

Teleflex®

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



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Recent Acquisitions

2013

- Mayo Healthcare Pty. Ltd.
- Vidacare Corporation



2014

- Mini-Lap Technologies, Inc.



- Human Medics Co., Ltd.



2015

- Truphatek Holdings Limited



- Trintris Medical, Inc.



- Ace Medical US, LLC



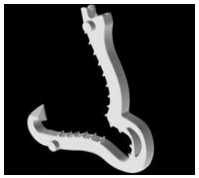
- N. Stenning & Co. Pty. Ltd



- Nostix, LLC



- Atsina Surgical, LLC



2016

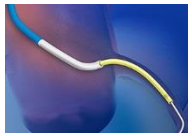
- CarTika Medical, Inc.



- Teleflex Medical Private Limited & New Zealand distributors

2017

- Vascular Solutions, Inc.



- NeoTract, Inc.



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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

THANK YOU