

2020 Investor Conference

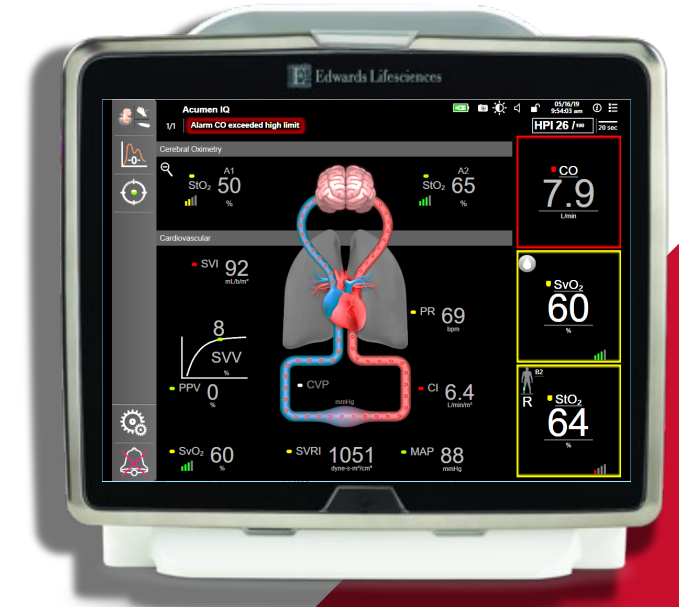
Critical Care



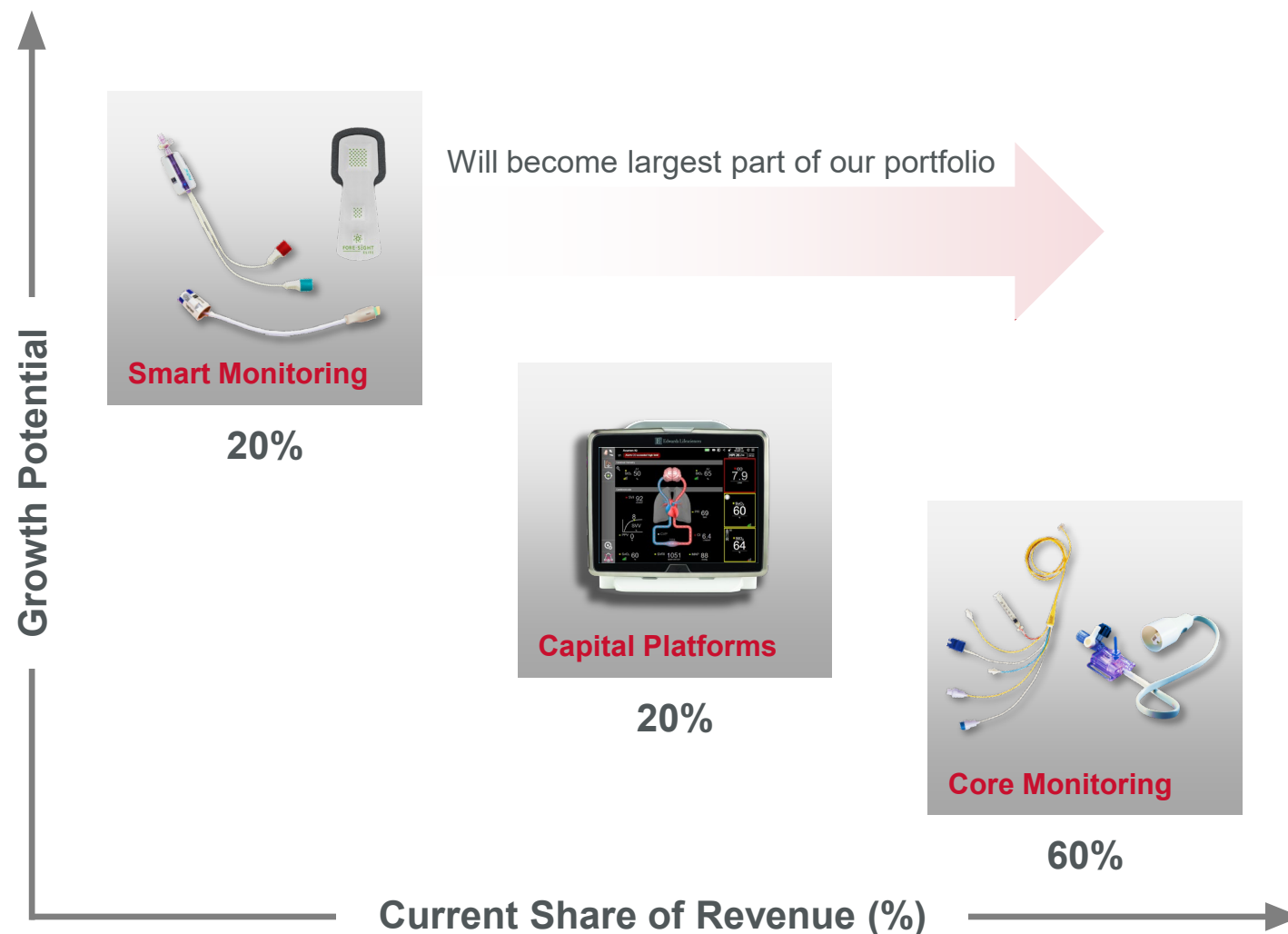
Edwards

Critical Care improving the quality of care for patients

- Continuing to **shift product mix** towards Smart Recovery, which has **highest growth** potential of our product groups
- Focusing on three **key building blocks** to advance Smart Recovery patient penetration from **5% to 15% by 2026**
- Deploying **right technologies**, generating **clinical evidence** and creating **product awareness** to drive us towards our goal

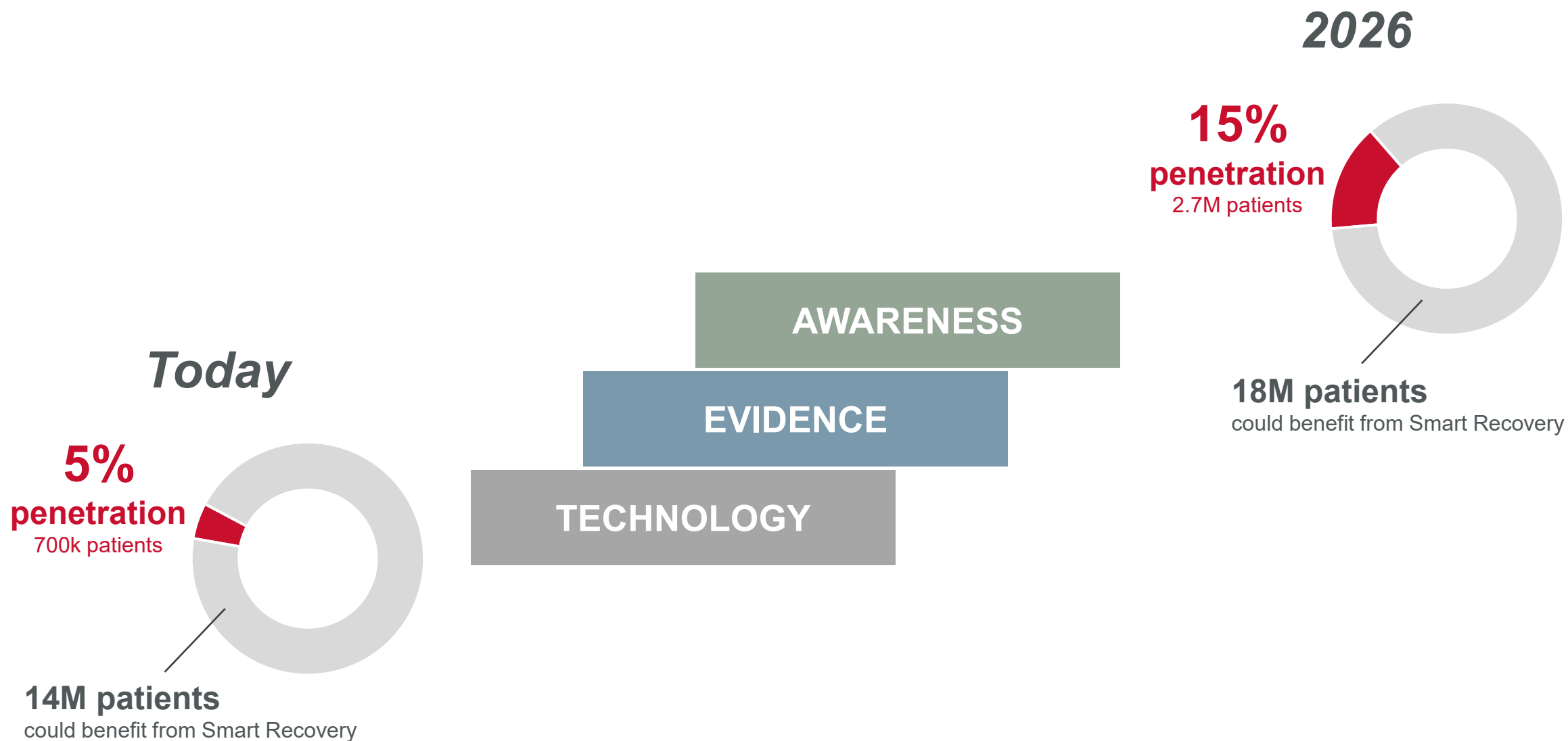


We are shifting focus of business to Smart Recovery



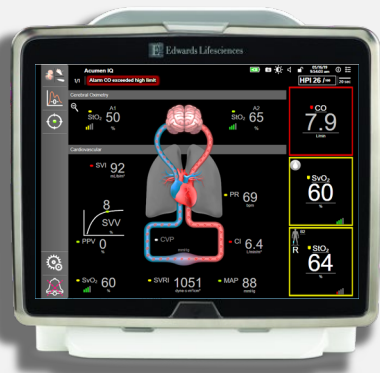
- Will **shift mix towards Smart Recovery**, which has highest growth potential
- This will lead to Smart Recovery becoming **largest part of our portfolio**
- **Core monitoring** largest contributor to overall revenue
- Core monitoring products support clinical efforts in fight against COVID

Three Key Building Blocks for Smart Recovery



Having the Right Technologies Deployed in Hospitals

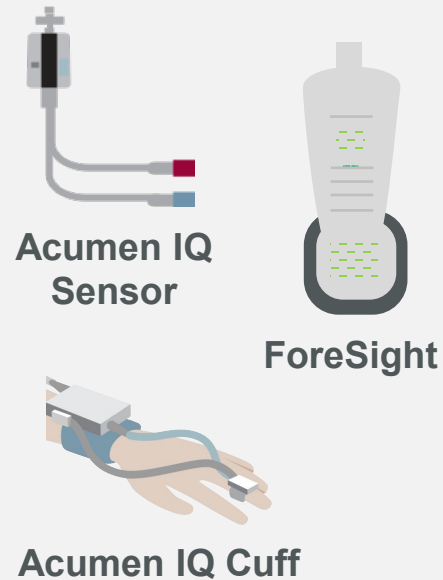
CAPITAL PLATFORM



HemoSphere



SENSORS

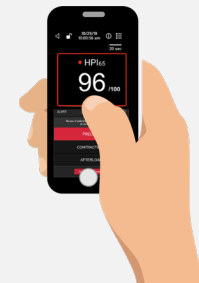


SOFTWARE

Hypotension
Prediction
Index (HPI)

94

Viewfinder
Remote View



Long-term growth can only be accomplished if we have our advanced monitoring platform in place

Generating Compelling Clinical Evidence

Intraoperative Hypotension (IOH) Matters

Both studies demonstrate IOH linked to:

**Acute kidney
injury**

**Myocardial
injury**

**30-day
mortality**

Intraoperative hypotension and the risk of postoperative adverse outcomes: a systematic review

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ORIGINAL CLINICAL RESEARCH REPORT

Intraoperative Hypotension Is Associated With Adverse Clinical Outcomes After Noncardiac Surgery

Anne Gregory, MD, MSc, FRCPC,* Wolf H. Stapelfeldt, MD,† Ashish K. Khanna, MD, FCCP, FCCM,‡§ Nathan J. Smischney, MD, MSc,|| Isabel J. Boero, MD, MS,¶ Qinyu Chen, MS,|| Mitali Stevens, PharmD, BCPS, # and Andrew D. Shaw, MB, FRCPC* **

Edwards HPI Software Can Reduce IOH

■ without Acumen HPI software ■ with Acumen HPI software

HYPE Trial

76%
Decrease in IOH

33 mins

8 mins

Edwards Trial

65%
Decrease in IOH

25 mins

9 mins

Creating Awareness for our Products Through Evidence



“HPI was high...and 10 minutes later there was hypotension. I didn’t see it coming at all.”

– Simon Davies, MD MBChB FRCA



“We were able to decrease the rate of hypotension by about 50%, which is quite impressive I think.”

– Michael Sander, MD, PhD



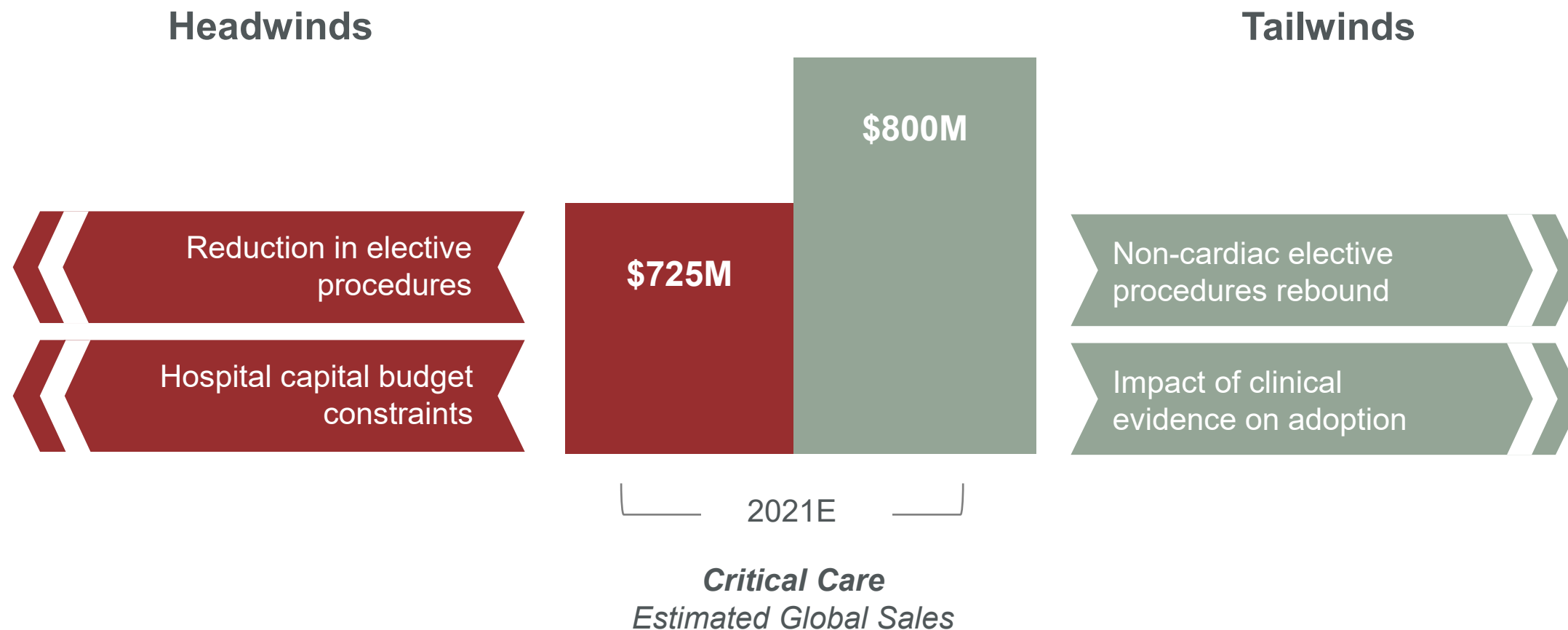
“My doctor said to me, ‘I can do anesthesia in a special way using Acumen HPI.’ Now, thank God, I can walk again.”

– Juan Gil Garcia, HPI Patient



We believe the increased evidence around hypotension will drive awareness

2021 Global Sales Outlook



Executive Summary

- Shift product mix towards **higher growth Smart Recovery**
- Advance Smart Recovery **penetration from 5% to 15%**
- Implement building blocks: **technology, evidence, awareness**

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Helping Patients is Our Life's Work, and

life is now