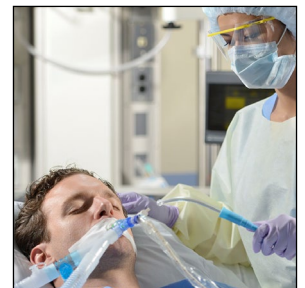
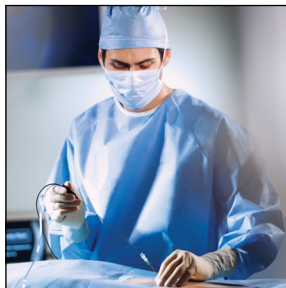


# AVANOS

AVANOS MEDICAL  
FACT SHEET

- OUR NAME:** Derived from the words **advanced** and **innovation**, our name emphasizes our focus on innovating with speed to deliver better, more sustainable patient outcomes.
- PROFILE:** Avanos Medical is a medical device company focused on delivering clinically superior breakthrough solutions that will help patients get back to the things that matter.
- Avanos is committed to creating the next generation of innovative healthcare solutions to address our most important healthcare needs, including reducing the use of opioids while helping patients move from surgery to recovery.
- Avanos develops, manufactures and markets its recognized brands in more than 90 countries, and holds leading market positions in multiple categories across its portfolio. Avanos is traded on the New York Stock Exchange under the ticker symbol "AVNS".
- VISION:** To be the best at getting patients back to the things that matter.
- MISSION:** We deliver breakthrough medical device solutions to improve quality of life.
- HEADQUARTERS:** Alpharetta, Georgia
- LOCATIONS:** 8 principal medical device production facilities
- EMPLOYEES:** 4,400 worldwide
- 2017 NET SALES:** \$612 million in net revenue from continuing operations
- BUSINESS:** Avanos Medical is comprised of two franchises - Pain Management and Chronic Care. We offer therapies and solutions with a relentless focus on advancing change in the medical device industry in order to reduce the use of opioids while helping patients recover faster and improve patients' quality of life.
- Avanos is vertically integrated and manufactures most of its products. Each franchise is supported by a dedicated sales force, a customer support team with significant industry experience and robust product training, and customer education programs.
- Avanos continues to invest in R&D to commercialize new products and to enhance the effectiveness, reliability and safety of its existing products.



**Pain Management:** This franchise is comprised of acute pain and interventional pain, which is focused on improving patient outcomes and reducing opioid usage. Avanos is a leader in non-opioid pain therapies.

### Key Brands and Products



A radiofrequency nerve ablation for the thermal treatment of chronic pain and is the only FDA-cleared radiofrequency treatment specifically for osteoarthritic knee pain.



Provides patients with non-opioid post-surgical pain relief and healthcare providers with improved economic outcomes.



A market-leading provider of cold and compression therapy systems.

**Chronic Care:** This franchise is comprised of digestive health and respiratory health solutions focused on improving patient outcomes and increasing patient safety. Avanos has market-leading positions and clinically preferred solutions across its key product offerings, with a strong brand portfolio.

### Key Brands and Products

## MIC-KEY\*

Products include low-profile balloon-retained gastrostomy feeding tubes.

## CORTRAK\*

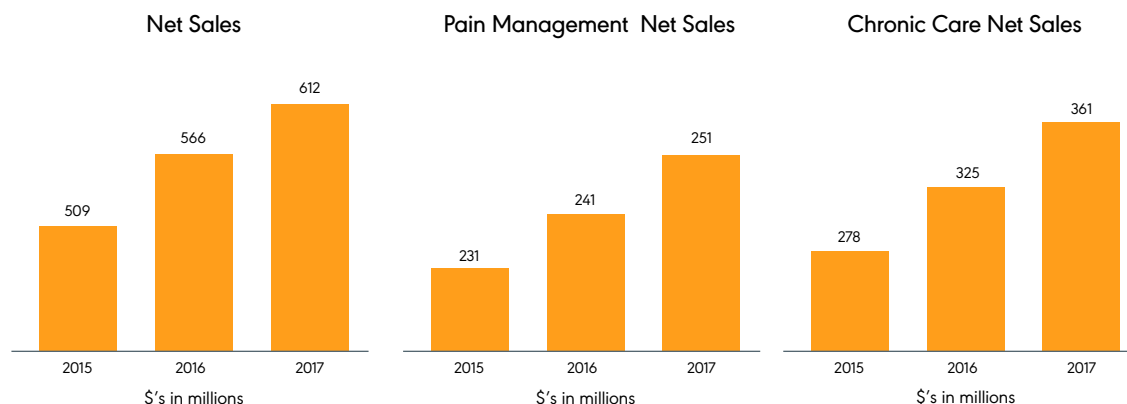
A leader in the enteral feeding market, including on-screen visualization of nasal gastric feeding tube placement.

## BALLARD\*

Closed suction catheter technology that offers advanced infection control features.

**BUSINESS STRATEGY:** Avanos is a pure-play medical device business focused on executing a dual-track growth strategy through product innovation and strategic M&A, underpinned by a commitment to commercial excellence.

## SELECTED HISTORICAL FINANCIAL DATA<sup>†</sup>



## SUMMARY OF BALANCE SHEET AND OTHER DATA<sup>†</sup>

(\$'s in millions)	As of December 31,	
	2016	2017
<b>Balance Sheet Data:</b>		
Primary Working Capital (a) (b)	109	123
Property, Plant and Equipment, Net	109	110
Total Assets	2,072	2,196

(a) Excludes assets held for sale

(b) Consists of accounts receivable, net of allowances plus inventories, less trade accounts payable

<sup>†</sup>The selected historical consolidated financial data should be read in conjunction with our audited historical consolidated and combined financial statements and the related notes contained in our Form 10-K for the year ended December 31, 2017 and filed with the Securities and Exchange Commission. The historical consolidated financial statements and other data represent the global operations of Avanos Medical and its subsidiaries and have been prepared in conformity with accounting principles generally accepted in the United States of America ("GAAP").

For more complete information, please refer to the Avanos investor website at: <https://avanos.investorroom.com/>

## 2018 GOALS:

- Build on top-line momentum and execute strategic investments
- Close S&IP divestiture and deliver on TSA commitments
- Drive efficiencies and eliminate dis-synergies from S&IP divestiture
- Strategically deploy M&A capital and integrate Game Ready

## LEADERSHIP:



Joseph F. Woody



Judson Boothe



Lee C. Burnes



Rhonda D. Gibby



Shivani Kaul



Mizanu Kebede



Warren J. Machan



Arjun Sarker



John Tushar



Steven E. Voskuil



John W. Wesley

**Joseph F. Woody**, Chief Executive Officer

**Judson Boothe**, Interim Senior Vice President – Supply Chain and Procurement

**Lee C. Burnes**, Senior Vice President - Global R&D, Clinical & Medical Affairs

**Rhonda D. Gibby**, Senior Vice President – Chief Human Resources Officer

**Shivani Kaul**, Senior Vice President – Chief Ethics and Compliance Officer

**Mizanu Kebede**, Senior Vice President – Global Quality, Regulatory & Product Safety

**Warren J. Machan**, Senior Vice President – Business Strategy

**Arjun Sarker**, Senior Vice President – International

**John Tushar**, President – Global Franchises

**Steven E. Voskuil**, Senior Vice President – Chief Financial Officer

**John W. Wesley**, Senior Vice President – General Counsel

# AVANOS

For more information, please visit:

[www.avanos.com](http://www.avanos.com)



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