

ΔVΔNOS

J.P. MORGAN HEALTHCARE CONFERENCE

JANUARY 11, 2022

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FORWARD-LOOKING INFORMATION

Certain matters in this presentation and webcast, including expectations and planning assumptions and any estimates, projections, and statements relating to our business plans, objectives, acquisitions and transformation initiatives, constitute forward-looking statements and are based upon management's expectations and beliefs concerning future events impacting the Company.

These statements are subject to risks and uncertainties, including currency exchange risks, cost savings and reductions, raw material, energy, and other input costs, risks related to the ongoing COVID-19 pandemic, competition, market demand, economic condition, IT matters, availability of drugs used in our Acute Pain products, other supply chain disruptions and legislative and regulatory actions. There can be no assurance that these future events will occur as anticipated or that the Company's results will be as estimated. Forward-looking statements speak only as of the date they were made, and we undertake no obligation to publicly update them. For a more complete listing and description of other factors that could cause the Company's future results to differ materially from those expressed in any forward-looking statements, see the Company's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

NON-GAAP FINANCIAL MEASURES

Management believes that non-GAAP financial measures enhance investors' understanding and analysis of the Company's performance. As such, results and outlook have been adjusted to exclude certain items for relevant time periods as indicated in the non-GAAP reconciliations to the comparable GAAP financial measures included in this presentation and release posted on our website (www.avanos.com/investors).

WHO WE ARE

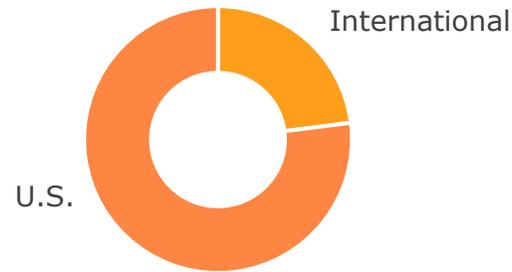
~\$740M+
Global Revenue*



*Est. 2021 figure

~\$10B
Addressable
Market

Business operations in
90+ countries



Diversified portfolio with
8 market-leading products in the U.S.

Creating Shareholder Value

Organic growth
acceleration

Optimized cost
structure

M&A execution
and integration



Our Vision: To be the best at getting patients back to the things that matter

OUR EVOLUTION



2021 IN REVIEW

EXECUTION



Our teams continued to demonstrate **resilience** in response to the pandemic's changing dynamics. We are **confident** in our ability to execute our strategy in 2022 and beyond.

- ✓ Strong sales performance – will meet growth guidance metrics (2 – 4%)
- ✓ Effective OPEX management reduced SG&A; partially offsetting COGS
- ✓ Efficient capital deployment with M&A and share repurchase
- ✓ Retired significant legal matters providing additional clarity to 2022 Free Cash Flow
- ✓ Well-positioned for strong execution in 2022

CHALLENGES



Through our challenges, we **remained focused** on getting patients back to the **things that matter** as we met customers' needs. We are confident these headwinds are transitory.

- ❖ Supply chain / gross margin challenges
- ❖ Elective procedures / healthcare access – slower return with additional variants
- ❖ Adjusted EPS likely to fall below \$1.10-\$1.20 guidance as improved gross margins will finish short of Q4 expectations



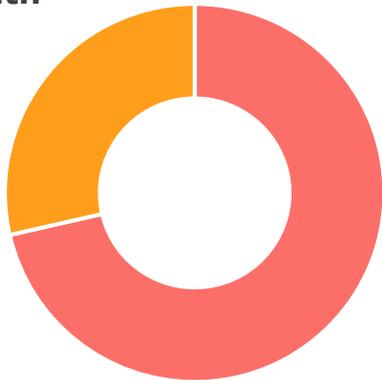
Our Franchises

CHRONIC CARE

Leading market positions enhanced by bolt-on acquisitions

Addressable Market

~\$400M
Respiratory
Health



~\$1B
Digestive
Health

Product Portfolio

Digestive Health

Respiratory Health



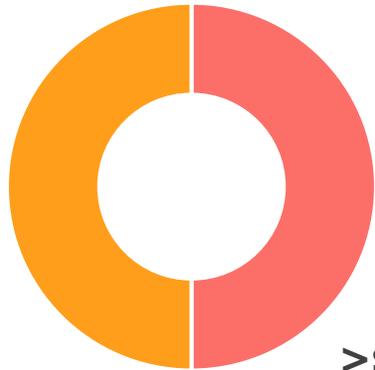
Long-term Feeding	Nasogastric Feeding	Neonatal Feeding	Closed Suction
Continued market leadership with launch of MIC-KEY* SF in 2020	Demonstrated capability with leading position in nasogastric feeding	Avanos enters into the neonatal market, a leading organic growth opportunity	Enhances Respiratory Health portfolio and leverages existing sales and marketing infrastructure
Mic-Key	Corpak (2016)	NeoMed (2019)	endOclear (2019)

PAIN MANAGEMENT

Delivering non-opioid pain relief therapies

Addressable Market

>\$4B
Interventional Pain



>\$4B
Acute Pain

100M

Americans in chronic pain

>20M

Target U.S. surgical procedures

Product Portfolio



ON-Q

Clinically proven non-opioid therapy to reduce post-surgical pain



Summit Medical (2019)

Electronic ambulatory pumps



Game Ready (2018)

Market-leading provider of cold and compression therapy system



COOLIEF*

Only FDA-cleared RF treatment for OA knee pain



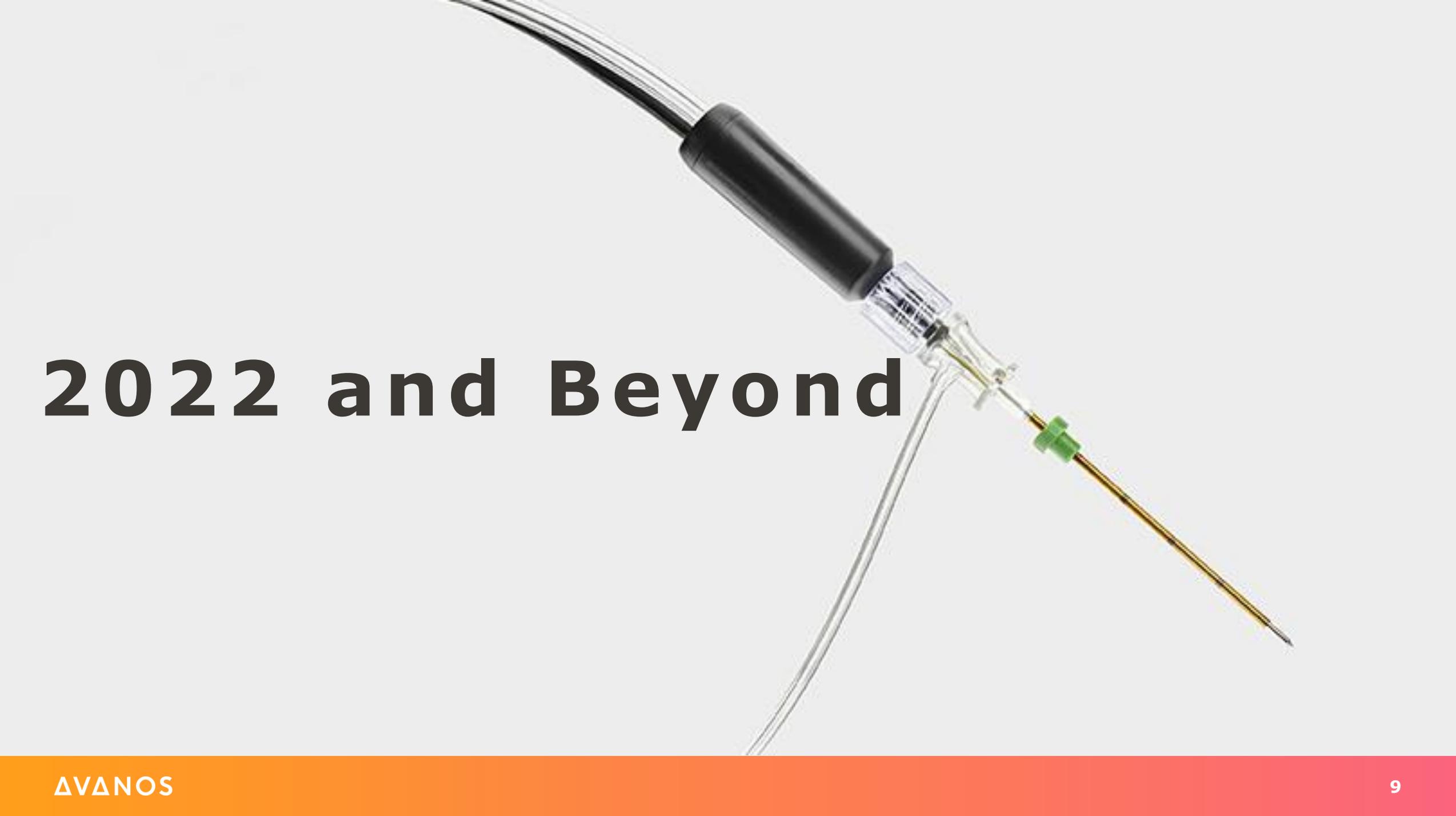
COOLIEF* Technology Innovation (2020)

Cooled and standard radiofrequency generator



OrthogenRx (2022)

Intra-articular injections for OA knee pain



2022 and Beyond

FOUR AREAS OF VALUE CREATION

1

WELL-POSITIONED TO
DELIVER
SALES GROWTH IN
ATTRACTIVE MARKETS



- ✓ Leverage market-leading positions in **Digestive Health, Respiratory Health** and **Acute Pain** leading to 3%-6% organic growth
- ✓ Maintain double-digit growth in **COOLIEF***
- ✓ Grow **market share** in alternate sites (e.g., ASC setting)
- ✓ Expand **NeoMed** adoption through ENFit conversions
- ✓ Execute on **OrthogenRx** integration

2

GROSS AND
OPERATING MARGINS
TO IMPROVE THROUGH
2022



- ✓ Improve **manufacturing** efficiency; minimize **inflation** impacts
- ✓ Reduce **transportation** costs
- ✓ Advance **SKU rationalization, demand planning** opportunities
- ✓ Maintain **OPEX** discipline and cost containment controls

DELIVERING VALUE TO ALL STAKEHOLDERS

FOUR AREAS OF VALUE CREATION

3

FOCUS ON CAPITAL DEPLOYMENT USING STRONG BALANCE SHEET POSITION TO SUPPLEMENT ORGANIC GROWTH



- ✓ Execute additional bolt-on **acquisitions** to enhance portfolio
- ✓ Identify opportunities to **optimize portfolio**
- ✓ Complete \$30m **stock repurchase** program
- ✓ Ended 2021 with ~\$115m in cash and \$130M in debt; **2022 acquisition capital >\$350M** (post OrthogenRx closing)

4

IMPROVED MARGINS AND MATERIALLY FEWER ONE-TIME ITEMS WILL GENERATE FREE CASH FLOW



- ✓ Meaningful **margin expansion** in 2022 combined with solid **top-line growth**
- ✓ Significantly **less cash usage** related to recently retired litigation and other one-time costs
- ✓ Anticipate delivering at least **\$70m of free cash flow** in 2022

DELIVERING VALUE TO ALL STAKEHOLDERS



AVANOS

*The best at getting patients
back to the things that matter*