

**J.P. Morgan Healthcare  
Conference**

**Colfax Corporation**

**Matt Trerotola, President & CEO**

January 14, 2020



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Colfax has provided in this presentation financial information that has not been prepared in accordance with accounting principles generally accepted in the United States of America ("non-GAAP"). These non-GAAP financial measures may include one or more of the following: adjusted net income, adjusted net income per share, adjusted EBITA (earnings before interest, taxes and amortization), adjusted EBITDA (adjusted EBITA plus depreciation and other amortization), adjusted EBITA margin, adjusted EBITDA margin, organic sales growth, and free cash flow. Colfax also provides adjusted EBITA, adjusted EBITDA, adjusted EBITA margin and adjusted EBITDA margin on a segment basis.

- Adjusted net income from continuing operations represents net income (loss) from continuing operations excluding restructuring and other related charges, European Union Medical Device Regulation ("MDR") and other costs, debt extinguishment charges, acquisition-related amortization and other non-cash charges, and strategic transaction costs. Colfax also presents adjusted net income margin from continuing operations, which is subject to the same adjustments as adjusted net income from continuing operations
- Adjusted net income per diluted share from continuing operations represents adjusted income from continuing operations divided by the number of adjusted diluted weighted average shares. Both GAAP and non-GAAP diluted net income per share data is computed based on weighted average shares outstanding and, if there is net income from continuing operations (rather than net loss) during the period, the dilutive impact of share equivalents outstanding during the period. Diluted weighted average shares outstanding and adjusted diluted weighted average shares outstanding are calculated on the same basis except for the net income or loss figure used in determining whether to include such dilutive impact.
- Adjusted EBITA represents net income (loss) from continuing operations excluding restructuring and other related charges, acquisition-related amortization and other non-cash charges, MDR and other costs, and strategic transaction costs, as well as income tax expense (benefit) and interest expense, net. Colfax presents adjusted EBITA margin, which is subject to the same adjustments as adjusted EBITA. Further, Colfax presents adjusted EBITA (and adjusted EBITA margin) on a segment basis, where we exclude the impact of strategic transaction costs and acquisition-related amortization and other non-cash charges from segment operating income.
- Core or organic sales growth (decline) excludes the impact of acquisitions and foreign exchange rate fluctuations.
- Decremental margin represents the change in Adjusted EBITA divided by the change in Net sales.
- Free cash flow represents cash flow from operating activities less purchases of property, plant and equipment.

These non-GAAP financial measures assist Colfax management in comparing its operating performance over time because certain items may obscure underlying business trends and make comparisons of long-term performance difficult, as they are of a nature and/or size that occur with inconsistent frequency or relate to discrete restructuring plans that are fundamentally different from the ongoing productivity improvements of Colfax. Colfax management also believes that presenting these measures allows investors to view its performance using the same measures that Colfax uses in evaluating its financial and business performance and trends. Non-GAAP financial measures should not be considered in isolation from, or as a substitute for, financial information calculated in accordance with GAAP. Investors are encouraged to review the reconciliation of these non-GAAP measures to their most directly comparable GAAP financial measures provided in the appendix to this presentation.

# Colfax Strategy to Create Shareholder Value

## *What we are*

Multi-platform enterprise of market-leading businesses

## *What we do*

**Compound value** by continuously improving our businesses and investing in acquisitions & innovation to build-out our platforms

**Leverage our business system** to drive sustainable process improvements in everything we do

**Shape our portfolio** to further improve organic growth and gross margins

## *Where we are today*

**FabTech** platform outperforming with history of margin expansion and strong & growing cash flow

**MedTech** platform poised for MSD+ growth with attractive acquisition opportunities

**Rebuilding momentum**, constantly improving

Well-positioned for long-term value creation

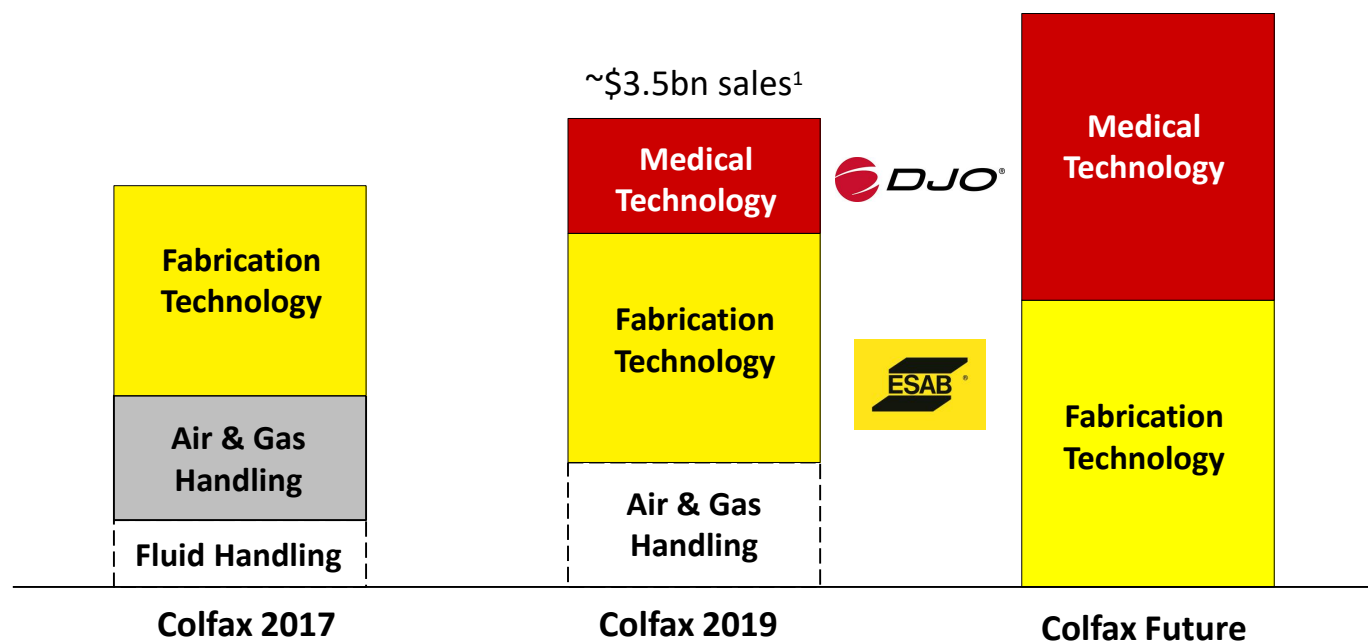
# Colfax Portfolio Transformation

## 2017-2019: Transformation

- DJO Global acquired, \$1.2B revenue
- Divested Fluid Handling and Air & Gas Handling (~\$2B revenue)

## 2020+: Diversified Tech Growth

- Grow existing businesses
- Accelerate growth with strategic acquisitions



**> 90%**

Sales from recurring, run-rate products

- Better growth prospects
- Less cyclical

**> 90%**

FCF conversion target

- More reliable, less cyclical cash flow to support strategic growth

**> 45%**

Gross margins with industry-defining products and brands

- Clear paths for continued margin expansion

**Strong Pipeline**

of M&A targets to strengthen businesses

- Improve cost / scale
- Accelerate innovation
- Expand geo & adjacent mkt access

**Strong portfolio, significant opportunities for profitable growth and investment**

1-Includes estimated DJO pre-acquisition sales occurring in January and February 2019; does not include Air & Gas Handling sales in the period

# FabTech: Building a Great Global Leader



*A global leader in welding and cutting solutions*

2015		<b>350+ bps of margin improvement</b> <ul style="list-style-type: none"><li>✓ Developed innovation engine</li><li>✓ Used CBS to improve productivity</li><li>✓ Consolidated sites (47 sites to 34)</li><li>✓ Proactively managed price / costs</li><li>✓ Improved portfolio through M&amp;A</li></ul>	2019	
Sales	\$2.0B		Sales	\$2.25B
Adj. EBITA Margin	11.5%	Adj. EBITA Margin	15.1%	

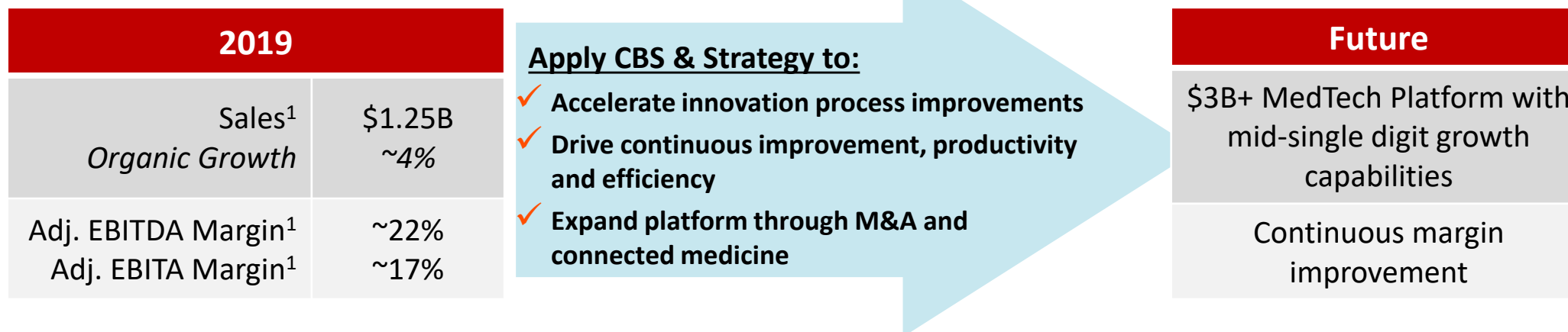
## Positioned to Resume Momentum Post COVID

- Winning with CBS, plenty of improvement headroom left
- Commercial execution and innovation delivering share gain
- Capitalizing on automation and digital solutions
- Strong and consistent cash flow supports Colfax M&A strategy

**Demonstrated success of Colfax business model**

# MedTech: Strong Growth Platform

 **DJO**® *Leading innovator across the growing orthopedic continuum of care*



## Significant Potential for Growth

- Strong secular drivers underpin attractive market growth
- Fast-growing surgical implants business, leader in Reverse Shoulder in US
- Global leader in Bracing & Supports, strong momentum pre-COVID impact
- Many attractive acquisition vectors

**Strong opportunities for growth and margin improvement**

1-2019 performance includes results from January and February 2019, which were prior to the acquisition of DJO; actual results only included 10 months of DJO performance following February 22, 2019 acquisition date  
Refer to Appendix for non-GAAP reconciliation and footnotes

**DJO**® Long-term *market leadership* positions & industry-defining *brands*

## PREVENTION & REHABILITATION



**Bracing & Supports** #1 Globally  
(\$3bn global market)



**DONJOY**®  
DEFIANCE®  
CUSTOM ACL BRACE

**Rehabilitation Equipment** #1 Globally  
(\$1bn global market)

**AIRCAST**®  
AIRSELECT®  
WALKING BOOT



**Footcare** #1 in US  
(\$0.2bn US market)

**chattanooga**®  
INTELECT  
MOBILE 2 RPW



## RECONSTRUCTIVE



**Surgical Implants** #1 in US Reverse  
Shoulder  
(\$17bn global market)

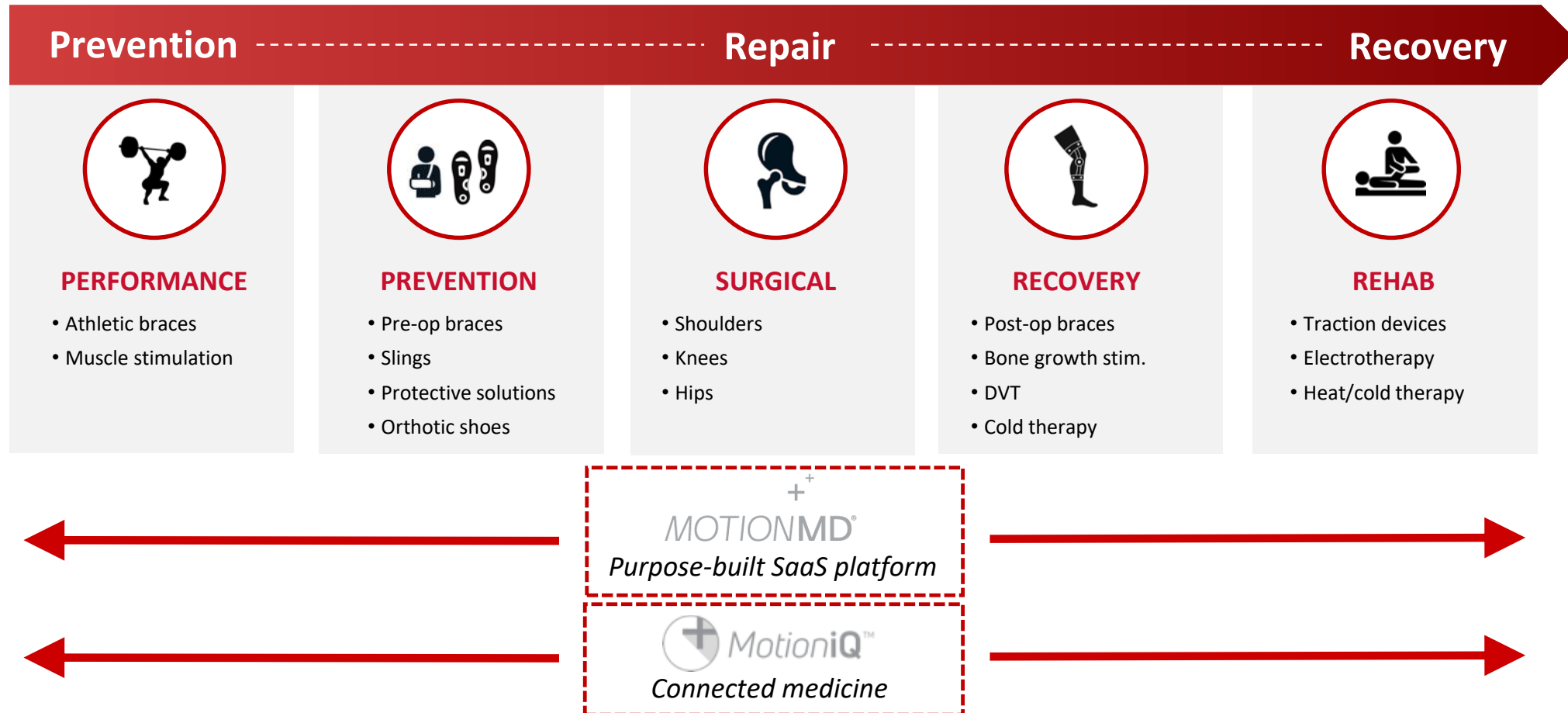
**djosurgical**®  
ALTIVATE® REVERSE®  
SHOULDER



**Bone Growth Stimulation** #2 in US  
(\$0.5bn US market)

Industry-defining brands and technology

# Only End-to-End Provider Across Orthopedics Markets



Uniquely positioned along orthopedic continuum of care





## PREVENTION & REHABILITATION

Bracing & Rehabilitation products  
(~\$4B global market)

*Market Growth*

LSD

*DJO Position*

Leader

*DJO Growth*

Market +

*Competitors/  
Peers*

Ossur, Breg

*Advantages/  
Opportunities*

Iconic brands, clinic workflows,  
continuous innovation

**Returned to growth in 2H 2019,  
focused on growing > market:**

1. Significantly improved operational execution and service levels
2. Revitalizing product vitality
3. Leveraging MotionMD and connected medicine

**Improving innovation engine, accelerating pace of new products**



## RECONSTRUCTIVE

	Shoulder Implants (~\$1B US market)	Hip/Knee (~\$9B US market)
<i>Market Growth</i>	MSD/HSD	LSD
<i>DJO Position</i>	Top Tier	1-2% share
<i>DJO Growth</i>	1.5X -2X market	3X -5X market
<i>Competitors/ Peers</i>	Stryker/Wright, Zimmer-Biomet, Exactech	Zimmer-Biomet, Stryker, JNJ, Smith & Nephew
<i>Advantages/ Opportunities</i>	ALTIVATE® reverse, agile innovation, planning and guidance	EMPOWR® Knee, agile innovation, ASC solutions, surgical workflow

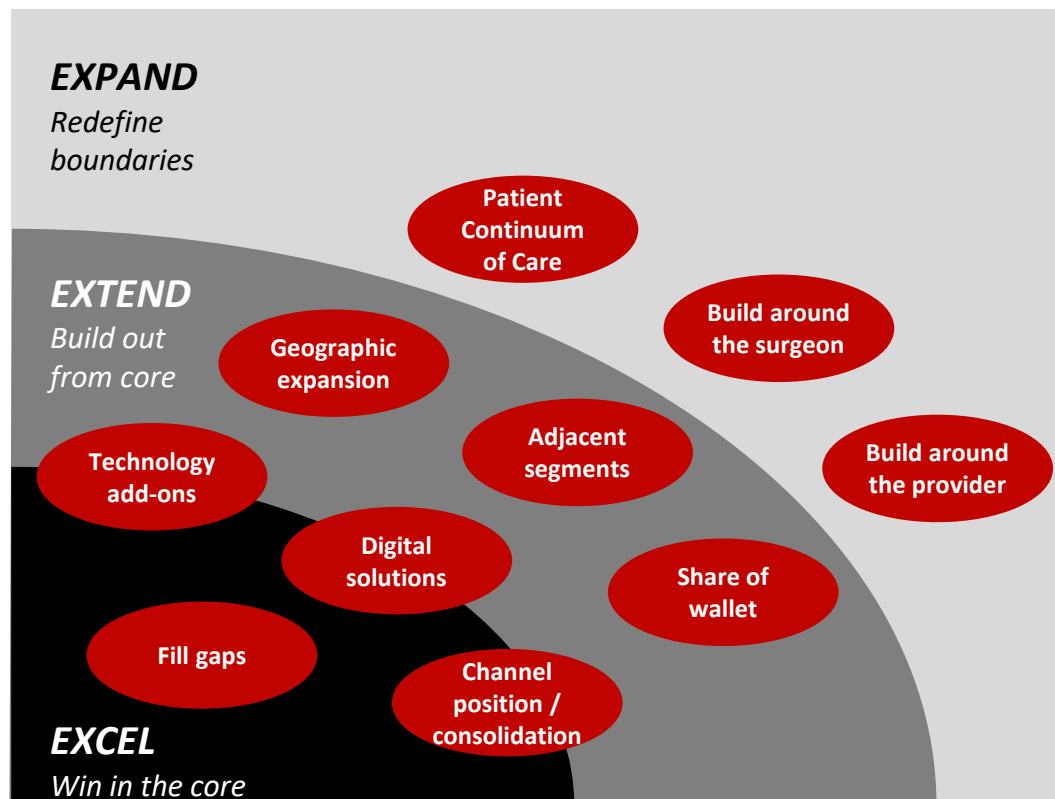
### Sustaining long-term double-digit organic growth in Surgical:

1. Build on demonstrated outcome performance of Altivate Reverse® Shoulder and Empowr® Knee
2. Continue bag expansion to fill out product offering
3. Expand Shoulder franchise to “surround the doc”
4. Capitalize on ASC transition
5. Expand to key global markets

Clear path for continued strong growth

# MedTech: Significant Pipeline of Acquisition Opportunities

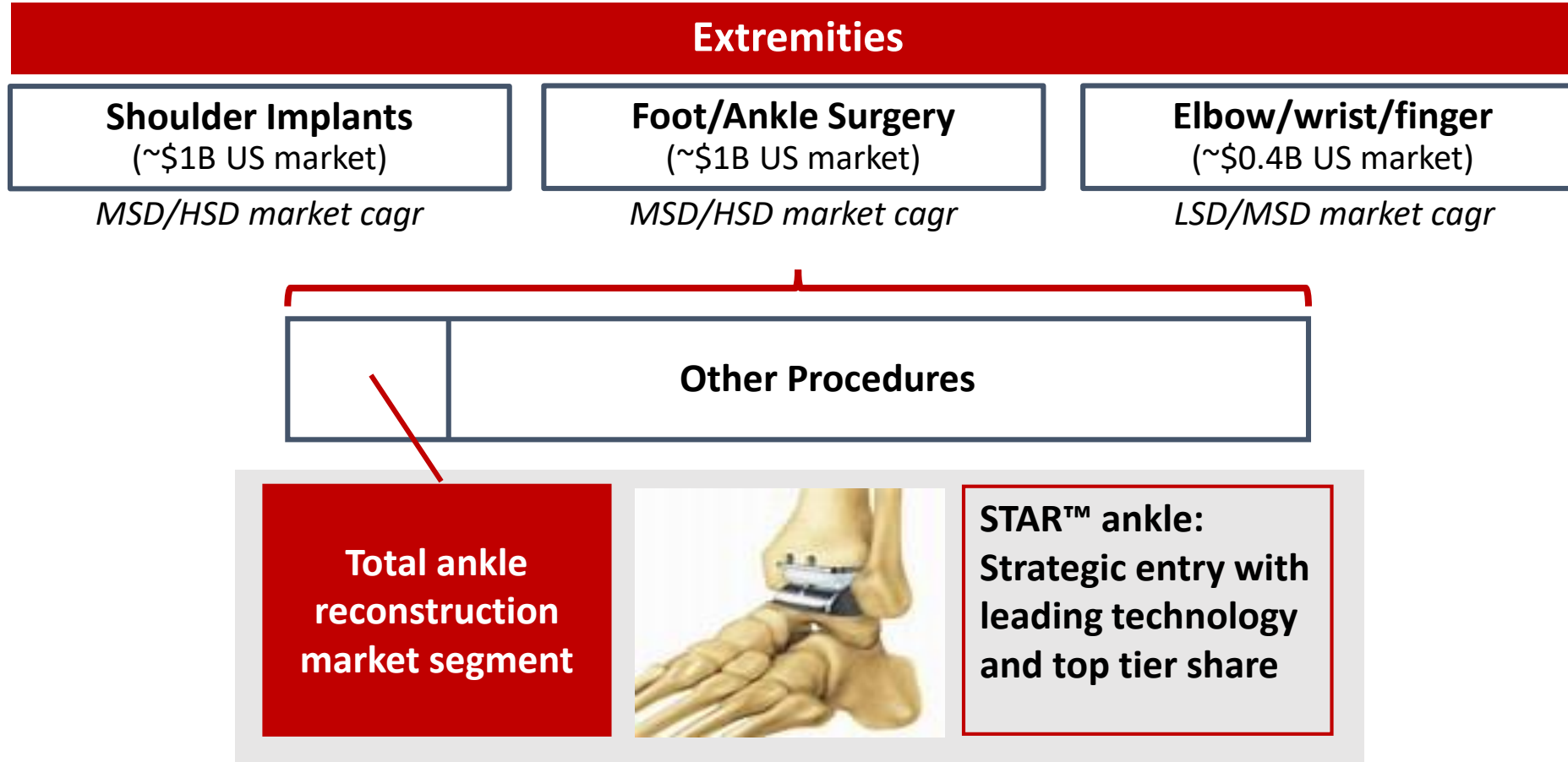
## Many Attractive Acquisition Vectors



- Proactive approach rooted in business strategy
- Clear view of value creation thesis, synergy requirements
- Intense focus on commercial diligence pre- and post-offer
- Disciplined assessment; willing to walk away
- Detailed integration plans; regular follow up / review

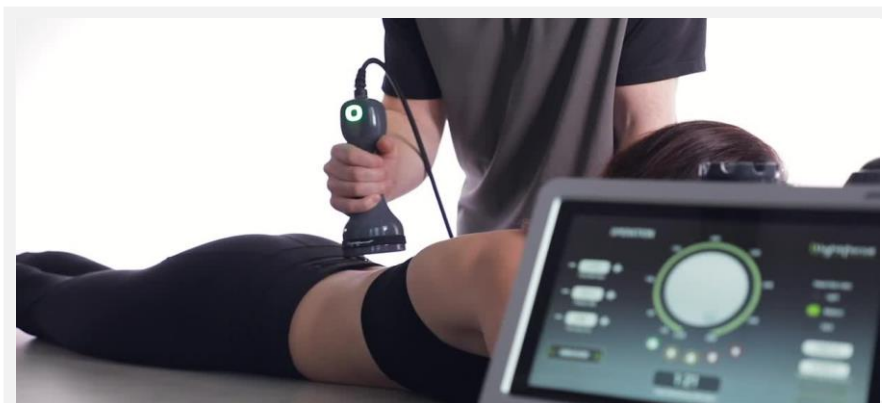
Strategic intent to create \$3B+ MedTech platform over time

# MedTech: Expansion Example – Foot/Ankle



Further opportunities to expand our MedTech business

# MedTech: Adding Strategic Value to Our Medtech Platform



**LightForce® Therapy Lasers**

- Acquisition of LiteCure®, the market leader in therapeutic laser technology for human and animal health
  - Annual sales of ~\$25-\$30 million
  - Significantly accretive to Prevention and Rehabilitation growth (HSD/LDD) and gross margins
  - Marketed under the brand names of LightForce® Therapy Lasers for humans and Companion® for animals
- Expands product portfolio into faster-growing high power laser segment
- Provides strong entry point into animal health space



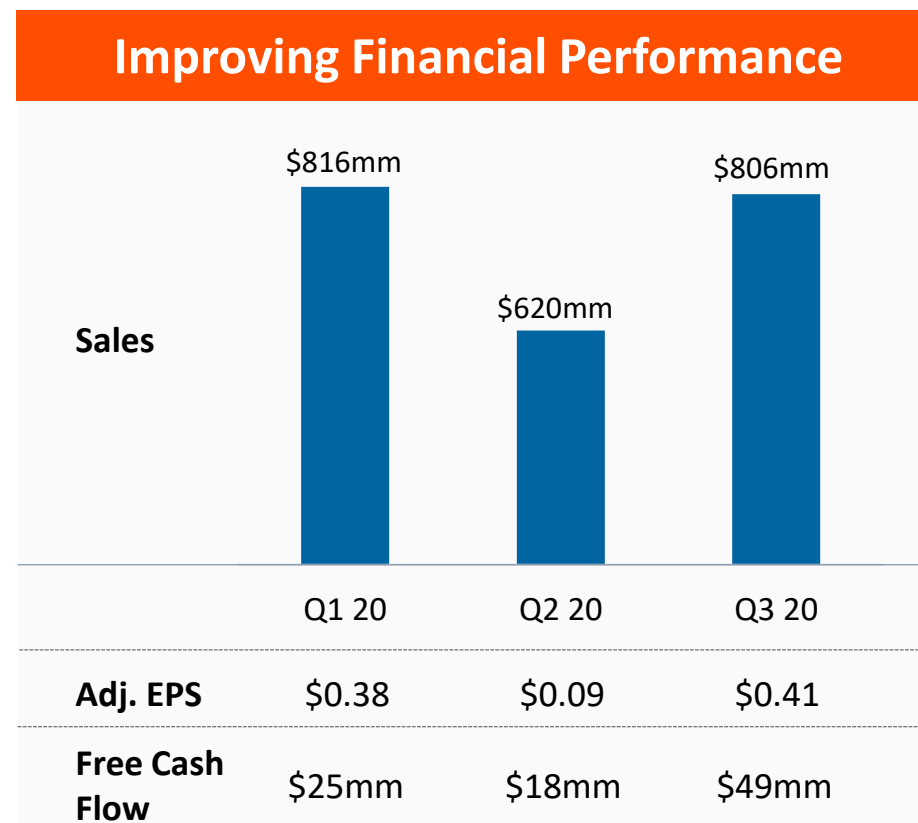
**Companion® Animal Health Products**

**Strengthens market leadership position and accelerates growth**

# Recent Financial Performance Highlights

- Entered 2020 with plan for growth
  - MedTech MSD and FabTech LSD revenue growth & earnings growth > 10%
  - FCF of \$250mm or more and 90%+ conversion
- COVID interrupted 2020 performance but did not change our long-term momentum
  - Long-term growth drivers intact
  - 8 consecutive quarters of relative growth outperformance
- Continuing to strengthen our Company
  - Executing robust restructuring plans
  - Expect sequential earnings and cash flow improvements in Q4

## Improving Financial Performance



**Recovery momentum accelerated in Q3**

# An Exciting Future For Colfax

## Current Priorities

- Keep associates safe and maintain supply to our customers
- Continue to deliver market outperformance, driven by strong commercial and innovation execution
- Execute on our M&A strategy; actively pursuing pipeline of strategic deals
- Regain growth momentum and financial strength

## Looking Ahead

- Build a \$3 billion MedTech platform with MSD+ growth capability
- Pursue continuous improvement in operating margin across portfolio
- Realize strong cash conversion to support investment in the business
- Diversify and strengthen portfolio through innovation & bolt-on acquisitions

**Positioned to win as markets recover**



# Appendix



# Non-GAAP Reconciliation

Colfax Corporation  
Reconciliation of GAAP to Non-GAAP Financial Measures  
Dollars in millions  
(Unaudited)

	Year Ended December 31, 2019		Year Ended December 31, 2015	
	Fabrication Technology		Fabrication Technology	
Net sales	\$	2,247.0	\$	1,985.3
<b>Operating income</b>		<b>279.6</b>	<b>170.1</b>	<b>8.6%</b>
Restructuring and other related charges		23.0	29.7	1.5%
<b>Segment operating income</b>	\$	<b>302.6</b>	\$	<b>199.8</b>
Strategic transaction costs		-	-	
<b>Adjusted operating profit</b>	\$	<b>302.6</b>	\$	<b>199.8</b>
Acquisition-related amortization and other non-cash charges <sup>(1)</sup>		35.6	29.4	1.5%
<b>Adjusted EBITA</b>	\$	<b>338.2</b>	\$	<b>229.2</b>
		<b>15.1%</b>		<b>11.5%</b>

(1) Includes amortization of acquired intangibles and fair value charges on acquired inventory.

# Non-GAAP Reconciliation

**Colfax Corporation**  
**Reconciliation of GAAP to Non-GAAP Financial Measures**  
**Change in Sales**  
**Dollars in millions**  
**(Unaudited)**

	<u>Medical Technology<sup>(1)</sup></u>	
	<u>\$</u>	<u>%</u>
<b>For the year ended December 31, 2018</b>	<b>\$ 1,201.9</b>	
<i>Components of change:</i>		
Existing businesses <sup>(2)</sup>	52.3	4.4%
Acquisitions <sup>(3)</sup>	10.7	0.9%
Foreign currency translation <sup>(4)</sup>	<u>(15.4)</u>	<u>-1.3%</u>
	<u>47.6</u>	<u>4.0%</u>
<b>For the year ended December 31, 2019</b>	<b><u>\$ 1,249.5</u></b>	

(1) Sales and sales components include Medical Technology sales prior to the February 2019 acquisition, which are based on or derived from Management's internal reports. On the Company's form 10-K for the year ended December 31, 2019, Medical Technology Net sales include only sales subsequent to February 22, 2019, the date of the DJO acquisition, which are included in the acquisitions line item of the change in sales reconciliation.

(2) Excludes the impact of foreign exchange rate fluctuations and acquisitions, thus providing a measure of growth due to factors such as price, product mix and volume.

(3) Represents the incremental sales for acquisitions completed in our Medical Technology segment.

(4) Represents the difference between prior year sales valued at the actual prior year foreign exchange rates and prior year sales valued at current year foreign exchange rates.

# Non-GAAP Reconciliation

**Colfax Corporation**  
**Reconciliation of GAAP to Non-GAAP Financial Measures**  
Dollars in millions  
(Unaudited)

	Medical Technology		
	For the ten-months ended December 31, 2019		Year ended December 31, 2019 <sup>(1)</sup>
Net sales	\$	1,080.4	\$ 1,249.6
Segment operating income		96.2	8.9%
Strategic transaction costs		-	
<b>Adjusted operating profit</b>	<b>\$</b>	<b>96.2</b>	<b>8.9%</b>
Acquisition-related amortization and other non-cash charges <sup>(2)</sup>		102.9	9.5%
<b>Adjusted EBITA</b>	<b>\$</b>	<b>199.0</b>	<b>18.4%</b>
Depreciation and other amortization		49.0	4.5%
<b>Adjusted EBITDA</b>	<b>\$</b>	<b>248.0</b>	<b>23.0%</b>
			<b>Approximately 22%</b>

(1) Medical Technology net sales, aEBITA and aEBITDA for January and February 2019 are prior to our acquisition of DJO. The amounts are based on or derived from Management's internal reports.

(2) Includes amortization of acquired intangibles and fair value charges on acquired inventory.

# Non-GAAP Reconciliation

**Colfax Corporation**  
**Reconciliation of GAAP to non-GAAP Measures**  
**Dollars in millions, except per share amounts**  
**(Unaudited)**

	Three months ended		
	April 3, 2020	July 3, 2020	October 2, 2020
<b>Adjusted Net Income and Adjusted Net Income Per Share</b>			
Net income (loss) from continuing operations attributable to Colfax Corporation <sup>(1)</sup>	\$ 7.8	\$ (3.6)	\$ 16.0
Restructuring and other related charges - pretax <sup>(2)</sup>	11.0	11.2	6.3
MDR and other - pretax <sup>(3)</sup>	0.9	1.0	2.6
Acquisition-related amortization and other non-cash charges - pretax <sup>(4)</sup>	35.8	36.1	36.2
Strategic transaction costs - pretax <sup>(5)</sup>	0.9	1.7	0.6
Tax adjustment <sup>(6)</sup>	(2.6)	(33.7)	(5.2)
<b>Adjusted net income from continuing operations</b>	<b>\$ 53.9</b>	<b>\$ 12.7</b>	<b>\$ 56.6</b>
Adjusted net income per share - diluted from continuing operations	\$ 0.38	\$ 0.09	\$ 0.41
Net income (loss) per share - diluted from continuing operations (GAAP)	\$ 0.06	\$ (0.03)	\$ 0.12

(1) Net income (loss) from continuing operations attributable to Colfax Corporation for the respective periods is calculated using Net income (loss) from continuing operations less the continuing operations component of the income attributable to noncontrolling interest, net of taxes, of \$1.0, \$0.4 and \$0.8 for the three months ended April 3, 2020, July 3, 2020 and October 2, 2020, respectively. Net loss from continuing operations attributable to Colfax Corporation for the three months ended July 3, 2020 includes a \$6.8 discrete tax benefit associated with the filing of timely elected changes to U.S. Federal tax returns to credit rather than to deduct foreign taxes. The discrete benefit has been excluded from the effective tax rates used to calculate adjusted net income and adjusted net income per share.

(2) Includes \$1.8, \$0.9 and \$2.2 of expense classified as Cost of sales on the Company's Condensed Consolidated Statements of Operations for the three months ended April 3, 2020, July 3, 2020 and October 2, 2020, respectively.

(3) Primarily related to costs specific to compliance with medical device reporting regulations and other requirements of the European Union Medical Device Regulation of 2017.

(4) Includes amortization of acquired intangibles and fair value charges on acquired inventory.

(5) Includes costs incurred for the acquisition of DJO.

(6) The effective tax rates used to calculate adjusted net income from continuing operations and adjusted net income from continuing operations per share were 22.3%, 21.5% and 30.1% for the three months ended April 3, 2020, July 3, 2020 and October 2, 2020, respectively.

Note: Some periods may not foot due to rounding.

# Non-GAAP Reconciliation

Colfax Corporation  
Reconciliation of GAAP to non-GAAP Measures  
Dollars in millions  
(Unaudited)

	Three months ended			Nine months ended
	April 3, 2020	July 3, 2020	October 2, 2020	October 2, 2020
Net cash provided by operating activities	\$ 56.2	\$ 37.0	\$ 79.9	\$ 173.1
Purchases of Property, plant and equipment	\$ (31.1)	\$ (19.3)	\$ (31.2)	\$ (81.6)
Free cash flow	\$ 25.1	\$ 17.7	\$ 48.8	\$ 91.6

Note: Some periods may not foot due to rounding.