

# **39<sup>th</sup> Annual J.P. Morgan Healthcare Conference**

Virtual presentation by Michael Petras (CEO) and Scott Leffler (CFO) January 11, 2021



#### Forward Looking Statements and Non-GAAP Financial Measures

Certain statements made in this presentation are forward-looking statements that reflect our plans, beliefs, expectations and current views with respect to, among other things, future events and financial performance. Forward-looking statements can be identified by the fact that they do not relate strictly to historical or current facts and are often characterized by the use of words such as "believes," "estimates," "and," "intends," "plans" or "anticipates," or by discussions of strategy, plans or intentions. Such forward-looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause our actual results, performance or achievements, or industry results, to differ materially from historical results or any future results, performance or achievements are based on our historical performance and on our current plans, estimates and projections in light of information currently available to us, and therefore you should not place undue reliance on them. Potential risks and uncertainties that could cause our actual results to differ materially from these forward-looking statements include, without limitation, (i) any disruption in the availability or supply of ethylene oxide (EO) or Co-60; (ii) changes in industry trends, environmental, health and safety regulations or preferences; (iii) the impact of current and future legal proceedings and liability claims, including litigation related to purported exposure to emissions of EO from our facilities in Illinois, Georgia and New Mexico and the possibility that other claims will be made in the future relating to these or other facilities; (iv) our ability to increase capacity at existing facilities, renew leases for our facilities and build new facilities in a timely and cost-effective manner; (v) the risks of doing business internationally; (vi) any inability to pursue strategic transactions or find suitable acquisition targets and (viii) the numerous risks described in the Company's filings with the SEC, includi

This presentation includes Adjusted Net Income, Adjusted EBITDA, Levered Free Cash Flow, Unlevered Free Cash Flow and Adjusted Unlevered Free Cash Flow and ratios based on these measures, which are unaudited financial measures not based on any standardized methodology prescribed by GAAP. Adjusted Net Income, Adjusted EBITDA, Unlevered Free Cash Flow and Levered Free Cash Flow may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. Adjusted Net Income, Adjusted EBITDA, Levered Free Cash Flow, Unlevered Free Cash Flow, Unlevered Free Cash Flow and Adjusted Unlevered Free Cash Flow, Unlevered Free Cash Flow, or as a substitute for, financial information prepared in accordance with GAAP. See the appendix for a reconciliation of net income (loss), the most directly comparable financial measure calculated and presented in accordance with GAAP, to Adjusted Net Income and Adjusted EBITDA, and a reconciliation of net cash provided by operating activities, the most directly comparable financial measure calculated in accordance with GAAP, to Levered Free Cash Flow, Unlevered Free Cash Flow.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other data about the Company's industry and estimated total addressable market. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. We have not independently verified this market data. While we are not aware of any misstatements regarding any industry or similar data presented herein, such data involve risks and uncertainties and are subject to change based on various factors, including those described under the headings of "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the prospectus. In addition, projections, assumptions and estimates of the Company's future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk.

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# **Company overview**

# Safeguarding Global Health to ensure the safety of millions



### Sotera Health at a glance

About:	Leading global provider of mission-critical end-to-end sterilization solutions and lab testing and ad a desting and advisory services for the healthcare industry
History:	With a combined tenure of over 200 years dating back to the 1930's, Sotera Health comes to market through three best-in-class companies – Sterigenics, Nordion and Nelson Labs
Recent IPO:	Total of 53.6M shares issued on Nov. 24, 2020 (including 7.0M shares issued pursuant to the underwriters' overallotment option) Nasdaq-listed under ticker SHC
Reporting:	FYE = December 31 YE 2020 will be Sotera Health's first official public company financial reporting

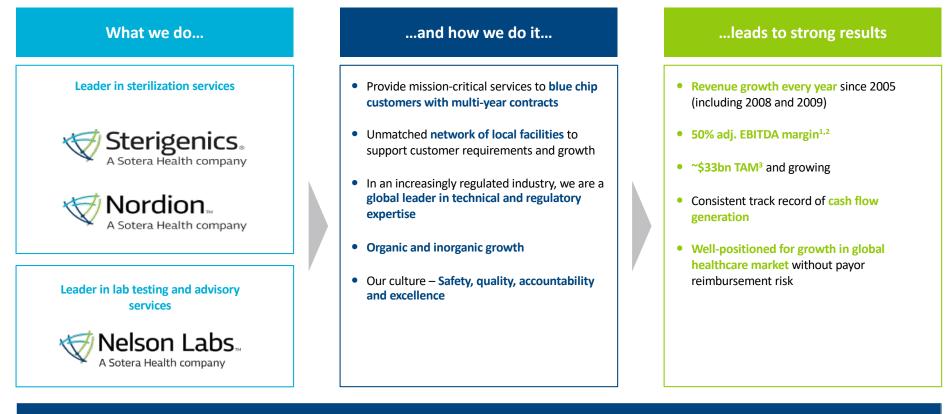








#### Safeguarding Global Health® through our sterilization services, lab testing and advisory services



Our capabilities, scale and knowhow are not easily replicated.... Our customers depend on our mission-critical services in any economic environment

<sup>1</sup> Reflects 09/30/20 LTM

<sup>2</sup> See Appendix for reconciliation to the most comparable GAAP metric
<sup>3</sup> Estimated total addressable market for terminal sterilization and outsourced medical and pharmaceutical lab testing in 2019



### Our breadth of services touches all key medical device and pharmaceutical categories

Orthopedic and

ophthalmic implants



analytical tools

Endoscopy



**Medical device** 

Cardiovascular implantables









Surgical kits



1-6

Pharmaceutical



Biologics

Injectables

Ophthalmic

Suppository





Topical



Pharma packaging

Non-injectable sterile fluids

Our sterilization services generally represent a small fraction of the total end product costs



# Our customers trust and value our expertise

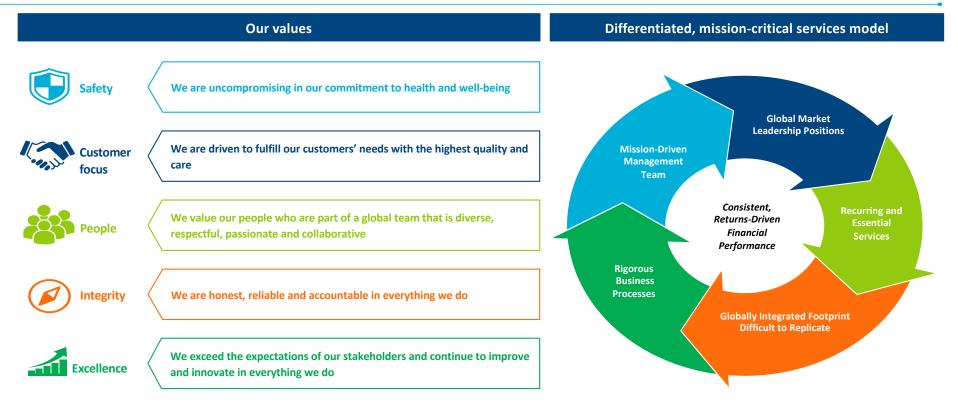


# How we do business

# Sotera Health goes to market through three best-in-class businesses



#### How we do business



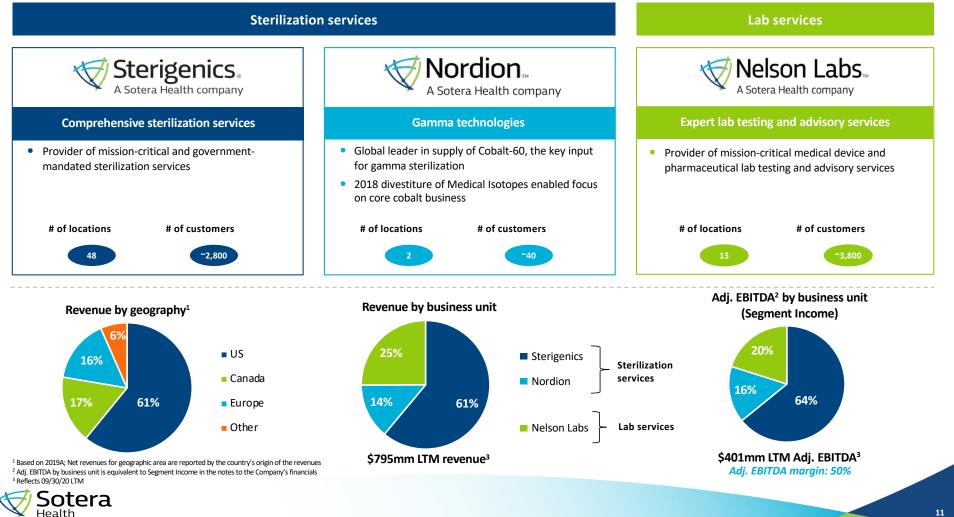
#### We are driven by our mission: Safeguarding Global Health®



#### Our experienced management team has an established record of execution and financial performance



#### Our business is bolstered by a comprehensive suite of sterilization services and lab services



### Our integrated offering works across the medical device value chain



# We primarily serve the essential and growing medical device, pharma and food safety markets

Global population expected to incl	rease by 2bn people in next 30 years <sup>1</sup>	Increased focus globally on food
US health expenditures expected to rise j	from ~18% of GDP in 2018 to ~20% in 2028 <sup>2</sup>	quality and safety
Aging population with increas	sed prevalence of chronic disease	
Vicities and the second		
<ul> <li>We serve 40 of the top 50 medical device companies globally<sup>3</sup></li> <li>Global medical device R&amp;D spend for top 20 companies is expected to grow at a 4% CAGR and reach ~\$24bn by 2024<sup>4</sup></li> <li>More than 20bn devices sold in the United States every year are sterilized with EO, accounting for ~50% of devices that require sterilization<sup>6</sup></li> </ul>	<ul> <li>We serve 8 of the top 10 global pharma companies<sup>3</sup></li> <li>Worldwide pharmaceutical R&amp;D spend forecasted to grow steadily at a ~3% CAGR<sup>5</sup>, reaching \$233bn by 2026<sup>4</sup></li> <li>Increasing regulatory and risk management demands in the pharmaceutical space</li> </ul>	<ul> <li>We serve several large customers in the food processing industry</li> <li>1 in 6 Americans get sick from contaminated foods or beverages every year<sup>7</sup></li> <li>3,000 Americans die annually from foodborne illnesses<sup>7</sup></li> <li>Foodborne illnesses cost ~\$16bn each year<sup>8</sup></li> </ul>

Pharmaceutical

#### Our growing end markets facilitate the expansion of our total addressable market

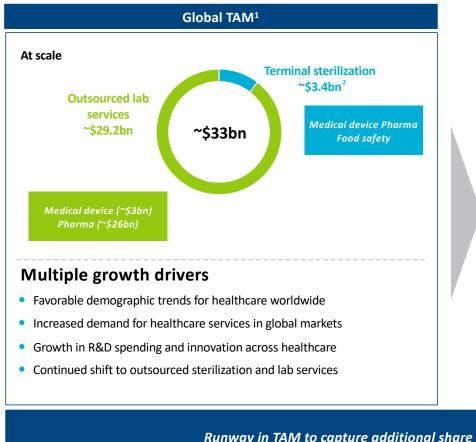
<sup>1</sup> Data published by the United Nations in 2019; <sup>2</sup> Estimates by the Centers for Medicare & Medicaid Services in 2020; <sup>3</sup> Based on revenue as of July 31, 2020; <sup>4</sup> EvaluatePharma<sup>®</sup> July 2020, Evaluate Ltd; <sup>5</sup> 2019-2026 CAGR; <sup>6</sup> Food and Drug Administration, 2019; <sup>7</sup> Center for Disease Control and Prevention; <sup>8</sup> US Department of Agriculture



**Medical devices** 

Food

#### We continue to increase our penetration in a large and growing addressable market



Near-term focus areas to expand share

#### **Terminal sterilization:**

- Continue focus on core medical device business while building on pharma momentum with targeted strategy
- Gamma: Expand in EMEA market
- Ethylene Oxide ("EO"): Maintain leading North America position and grow EMEA business
- Electron beam ("E-beam"): Expand on current market share through operational excellence and capacity expansion (i.e. lotron acquisition)

#### **Outsourced lab services:**

- Focus on strengthening presence in key core industries medical device and pharma
- Expand lab service offering
- Build regulatory consulting practice
- Enhance presence in North America, Europe and Asia and expand into LATAM and other ROW regions

Runway in TAM to capture additional share and grow through accretive acquisitions

<sup>1</sup> Management estimates for 2019
<sup>2</sup> Sterilization services TAM includes both in-house and outsourced sterilization and Co-60 supply



#### Our highly diversified customer base, much of which is blue chip, relies on us as a trusted partner



Differentiated, integrated offering of missioncritical services

<sup>1</sup> Based on revenue as of July 31, 2020





Thought leadership and knowhow – at the forefront of industry excellence



Track record creates trust and customer loyalty



South America

**Operational excellence** and global logistics network



Asia

### We have a successful track record of value-creating M&A

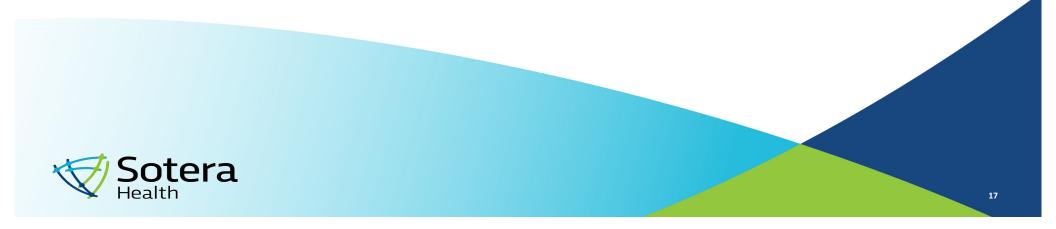
We expect to continue to pursue value-creating strategic acquisitions to expand addressable market and enhance global capabilities and footprint

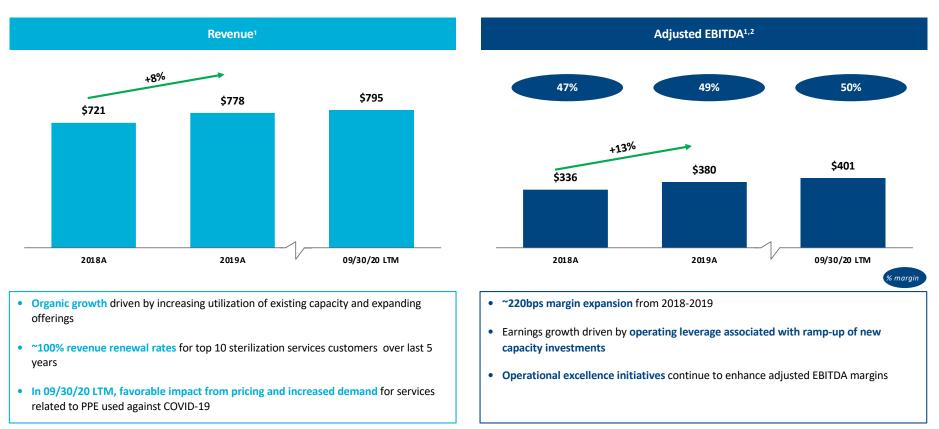




# **Financial Overview**

# Growth drivers translate to long-term value creation



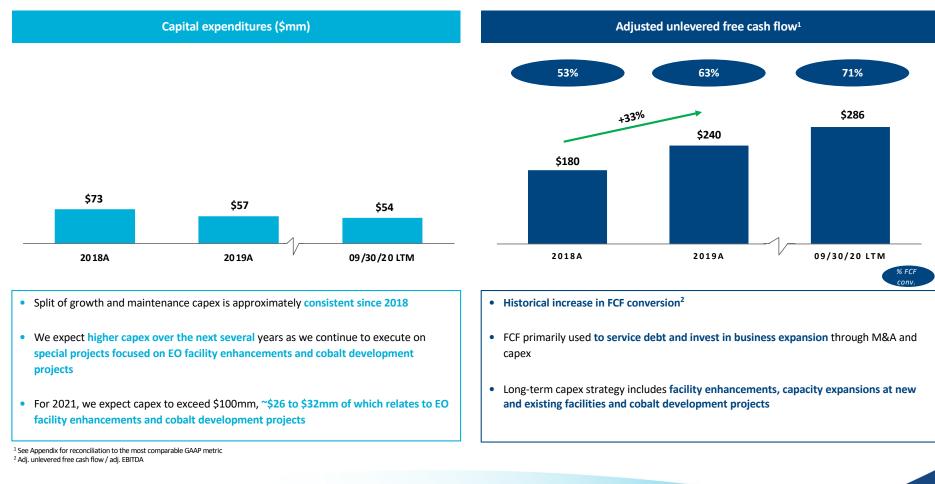


### Our financials reflect a consistent track record of growth and margin expansion

<sup>1</sup> 2018 revenue and adj. EBITDA exclude Medical Isotopes business which was divested in July 2018 (denoted as "Other" in the notes to the Company's financials) - Revenue of \$25.4mm in 2018 and Adj. EBITDA (Segment Income) of \$4.9mm in 2018 <sup>2</sup> See Appendix for reconciliation to the most comparable GAAP metric

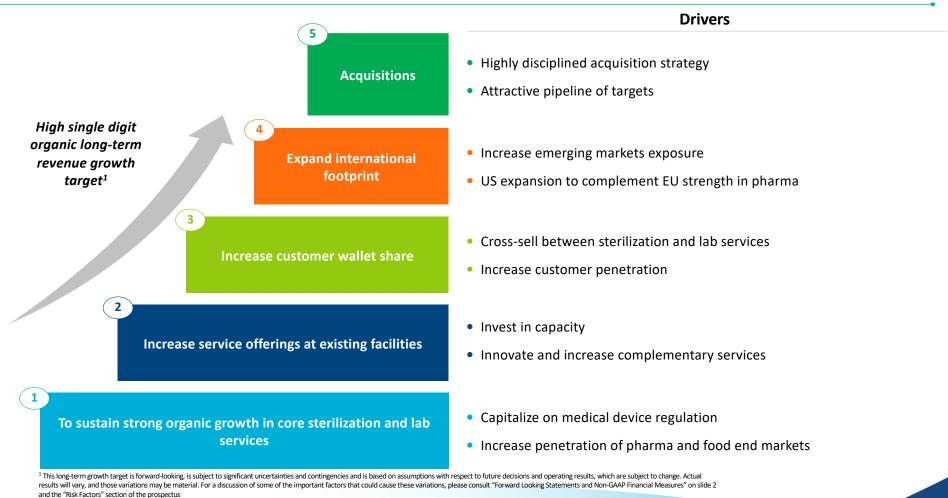


#### History of consistent investment and ability to generate strong FCF



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#### Our business has multiple opportunities to drive growth



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# Executing on our strategy to drive long-term value creation

Income statement	2019 actual	Long-term target <sup>1</sup>	Drivers
Revenue growth (YoY)	~8%²	High single digit	Volume growth and favorable price across all business units
Adjusted EBITDA margin <sup>3</sup>	~49%	Room for future expansion	Strong-top line growth and productivity
Adjusted Net Income growth (YoY) <sup>3</sup>	~33%	Double digit, assuming comparable tax considerations <sup>4</sup>	Improvement in operating leverage, as well as prudent capital structure management
Net leverage⁵	7.4x	2.0x – 4.0x, with flexibility to support modest size tuck-in acquisitions	Strong cash generation and adj. EBITDA growth

<sup>1</sup> The goals under "Long-term target" are forward-looking, are subject to significant uncertainties and contingencies and are based on assumptions with respect to future decisions and operating results, which are subject to change. Actual results will vary, and those variations may be material. For a discussion of some of the important factors that could cause these variations, please consult "Forward Looking Statements and Non-GAAP Financial Measures" on slide 2 and the "Risk Factors" section of the prospectus

<sup>2</sup> For purposes of calculating revenue growth, 2018 financials exclude Medical Isotopes business which was divested in July 2018 (denoted as "Other" in the notes to the Company's financials) - Revenue of \$25.4mm in 2018 and Adj. EBITDA (Segment Income) of \$4.9mm in 2018

<sup>3</sup> See Appendix for reconciliation to the most comparable GAAP metric
<sup>4</sup> For more information on these considerations, see "Impact of U.S. tax reform" in the MD&A section as well as the risk factors related to tax in the "Risk Factors" section of the prospectus <sup>5</sup> Net debt / Adj. EBITDA; Net debt = total debt - cash



# Why we are a global leader in our markets

	Strong financial profile	Revenue growth since 2005 50% adj. EBITDA margin <sup>1,2</sup> Excellent visibility
	Barriers to entry drive attractive returns	Track record Expertise Scale
	Large and growing total addressable market	~\$33bn TAM <sup>3</sup>
all set	Strong industry dynamics	Essential and regulated markets
	Trusted partner at scale	50 sterilization and 13 labs global facilities 800+ lab tests
	Operational excellence	Consistent revenue growth since 2005
A A A A A A A A A A A A A A A A A A A	Platform geared for continued M&A	2 transformational and 7 bolt-on acquisitions <sup>4</sup>
APT	Established and experienced management team	M&A execution Capital deployment

<sup>1</sup> 09/30/20 LTM; <sup>2</sup> See Appendix for reconciliation to the most comparable GAAP metric; <sup>3</sup> Management estimates for 2019; <sup>4</sup> Since 2013



# **Appendix**



#### **Reconciliation of net income**

	LTM Nine months		ed September 30,	Year ended December 31,	
\$ millions)	09/30/20	2020	2019	2019	2018
Net income (loss) <sup>(a)</sup>	(\$21.9)	\$5.9	\$7.3	(\$20.4)	(\$5.9)
Amortization expense <sup>(a)</sup>	\$79.8	\$59.8	\$60.0	\$80.0	\$79.9
Impairment of long-lived assets and intangible assets <sup>(b)</sup>	-	-	\$5.8	\$5.8	\$85.1
Gain on sale of Medical Isotopes business <sup>(c)</sup>	-	-	-	-	(\$95.9)
Share-based compensation <sup>(d)</sup>	\$5.8	\$4.0	\$15.1	\$16.9	\$6.9
One-time bonuses <sup>(e)</sup>	\$1.5	-	\$0.5	\$2.0	-
(Gain) loss on foreign currency and embedded derivatives <sup>(f)</sup>	(\$10.4)	(\$4.8)	\$8.3	\$2.7	\$14.1
Acquisition and divestiture related charges, net <sup>(g)</sup>	\$3.4	\$3.0	(\$0.7)	(\$0.3)	\$1.2
Business optimization project expenses <sup>(h)</sup>	\$5.2	\$2.5	\$1.5	\$4.2	\$8.8
Plant closure expenses <sup>(i)</sup>	\$3.0	\$2.4	\$1.1	\$1.7	-
Loss on extinguishment of debt <sup>(j)</sup>	\$30.2	-	-	\$30.2	-
Professional services relating to Willowbrook and Atlanta facilities <sup>(k)</sup>	\$28.8	\$25.4	\$7.8	\$11.2	\$4.7
Accretion of Asset Retirement Obligation <sup>(I)</sup>	\$2.1	\$1.5	\$1.5	\$2.1	\$1.4
COVID-19 expenses <sup>(m)</sup>	\$2.4	\$2.4	-	-	-
Income tax benefit associated with pre-tax adjustments <sup>(n)</sup>	(\$40.1)	(\$24.9)	(\$20.4)	(\$35.6)	(\$25.0)
Adj. net income	\$89.6	\$77.1	\$87.9	\$100.4	\$75.3
Interest expense, net <sup>(a)</sup>	\$210.4	\$167.1	\$114.5	\$157.7	\$143.3
Depreciation <sup>(o)</sup>	\$63.9	\$47.3	\$50.1	\$66.7	\$66.9
Income tax provision (benefit) applicable to adj. net income <sup>(p)</sup>	\$37.3	\$15.2	\$33.0	\$55.1	\$55.1
Adj. EBITDA	\$401.3	\$306.8	\$285.5	\$379.9	\$340.6

(a) Represents amounts as determined by U.S. generally accepted accounting principles ("U.S. GAAP"); (b) For 2019, represents impairment charges related to the decision to not reopen the Willowbrook facility in September 2019. For 2018, represents impairment charges associated with the withdrawal of the GA-MURR project; (c) Represents the gain on the divestiture of the Medical Isotopes business in July 2018; (d) Represents non-cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based on the achievement of the aggregate distributions to the Class X and Members and the baproval of the board of Topoc Parent for accelerated vesting; (e) Represents one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million of one-time cash share-based compensation expense. In 2019, also includes \$10.0 million \$10.0



# Reconciliation of net cash provided by operating activities to adjusted unlevered free cash flow

	LTM Nine mont		led September 30,	Year ended December 31,	
\$ millions)	09/30/20	2020	2019	2019	2018
Net cash provided by operating activities	\$108.8	\$98.7	\$139.0	\$149.0	\$119.6
Less: Capital expenditures	(\$54.3)	(\$33.6)	(\$36.6)	(\$57.3)	(\$72.6)
Levered free cash flow	\$54.5	\$65.1	\$102.3	\$91.8	\$47.0
Plus: Cash paid for interest	\$222.5	\$164.0	\$92.4	\$151.0	\$138.9
Less: Income tax benefit associated with interest expense <sup>1</sup>	(\$24.5)	(\$16.7)	(\$15.8)	(\$23.6)	(\$16.3)
Unlevered free cash flow	\$252.6	\$212.3	\$178.9	\$219.2	\$169.5
Plus: <sup>2</sup>					
Cash share based compensation	-	-	\$10.0	\$10.0	-
One-time bonuses	\$1.5	-	\$0.5	\$2.0	-
Acquisition and divestiture related charges, net	\$3.4	\$3.0	(\$0.7)	(\$0.3)	\$1.2
Business optimization project expenses	\$5.2	\$2.5	\$1.5	\$4.2	\$8.8
Plant closure expenses	\$3.0	\$2.4	\$1.1	\$1.7	-
Professional services relating to Willowbrook and Atlanta facilities	\$28.8	\$25.4	\$7.8	\$11.2	\$4.7
COVID-19 expenses	\$2.4	\$2.4	-	-	-
Income tax benefit associated with pre-tax adjustments <sup>3</sup>	(\$11.0)	(\$8.7)	(\$5.3)	(\$7.5)	(\$3.8)
Adjusted unlevered free cash flow	\$285.8	\$239.2	\$193.9	\$240.5	\$180.4
Adjusted unlevered free cash flow conversion <sup>4</sup>	71%	78%	68%	63%	53%

<sup>1</sup> Forfeited tax shield associated with interest expense assumes a rate of 24.3%

<sup>2</sup> For descriptions of these adjustments see slide 24

<sup>3</sup> Income tax benefit associated with the reconciling items between unlevered free cash flow and adj. unlevered free cash flow conversion assumes a rate of 25.3%

<sup>4</sup> Adj. unlevered free cash flow / adj. EBITDA

