

# **Barclays Global Healthcare Conference**

Virtual presentation by Michael Petras (CEO) and Scott Leffler (CFO) March 10-11, 2021



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

This presentation contains forward-looking statements that reflect management's expectations about future events and the Company's operating plans and performance and speak only as of the date hereof. You can identify these forward-looking statements by the use of forward-looking words such as "will," "may," "plan," "estimate," "project," "believe," "anticipate," "expect," "intend," "should," "would," "could," "target," "goal," "continue to," "positioned to," "are confident" or the negative version of those words or other comparable words. In addition, any statements that refer to expectations, projections or other characterizations of future events or circumstances, including our 2021 guidance, are forward-looking statements. Any forward-looking statements contained in this presentation are based upon our historical performance and on our current plans, estimates and expectations in light of information currently available to us. The inclusion of this forward-looking information should not be regarded as a representation by us that the future plans, estimates or expectations contemplated by us will be achieved. These forward-looking statements are subject to various risks, uncertainties and assumptions relating to our operations, financial results, financial condition, business, prospects, growth strategy and liquidity. These risks and uncertainties include, without limitation, any disruption in the availability or supply of ethylene oxide (EO) or Cobalt-60; changes in industry trends, environmental, health and safety regulations or preferences; 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; our ability to increase capacity at existing facilities, renew leases for our facilities and build new facilities in a timely and cost-effective manner; the risks of doin

This presentation includes Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio, which are unaudited financial measures not based on any standardized methodology prescribed by GAAP. Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio should not be considered in isolation from, 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 EBITDA, a reconciliation of GAAP EPS, the most directly comparable financial measure calculated in accordance with GAAP, to Adjusted EPS, and a reconciliation of total debt, the most directly comparable financial measure calculated and presented in accordance with GAAP, to Total Net Debt and Net Leverage.

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 Company's Form 10-K for the year ended December 31, 2020. 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.

The Sotera Health name, our logo and other trademarks mentioned in this presentation are the property of their respective owners. All company data and financial information included in this presentation is as of December 31, 2020, unless otherwise stated.



# **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 advisory services for the healthcare industry
History:	With a combined tenure of over 200 years dating back to the 1930's, Sotera Health goes to market through three best-in-class businesses – Sterigenics, Nordion and Nelson Labs
Recent IPO:	Listed on Nasdaq under ticker SHC in November 2020









Leader in lab testing and advisory services



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

What we do...

**Leader in sterilization services** 





Leader in lab testing and advisory services



# ...and how we do it...

- Provide mission-critical services to blue chip customers with multi-year contracts
- Unmatched network of local facilities to support customer requirements and growth
- In an increasingly regulated industry, we are a global leader in technical and regulatory expertise
- Organic and inorganic growth
- Our culture Safety, quality, accountability and excellence

# ...leads to strong results

- Revenue growth every year since 2005 (including 2008, 2009 and 2020)
- >50% adj. EBITDA margin<sup>1,2</sup>
- ~\$33bn TAM3 and growing
- Consistent track record of cash flow generation
- Well-positioned for growth in global healthcare market without payor reimbursement risk

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

- (1) Full-year 2020
- (2) For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.
- 3) 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

## **Medical device**



In-vitro diagnostics and analytical tools



Cardiovascular implantables

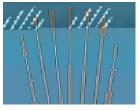


Orthopedic and ophthalmic implants



**Endoscopy** 

**Drug delivery** 



Collection Swabs



Personal protective equipment



**Vascular catheters** 



**Surgical kits** 

# **Pharmaceutical**



Inhalation



Injectables



**Biologics** 



**Ophthalmic** 



Oral



**Topical** 



Suppository



Pharma packaging

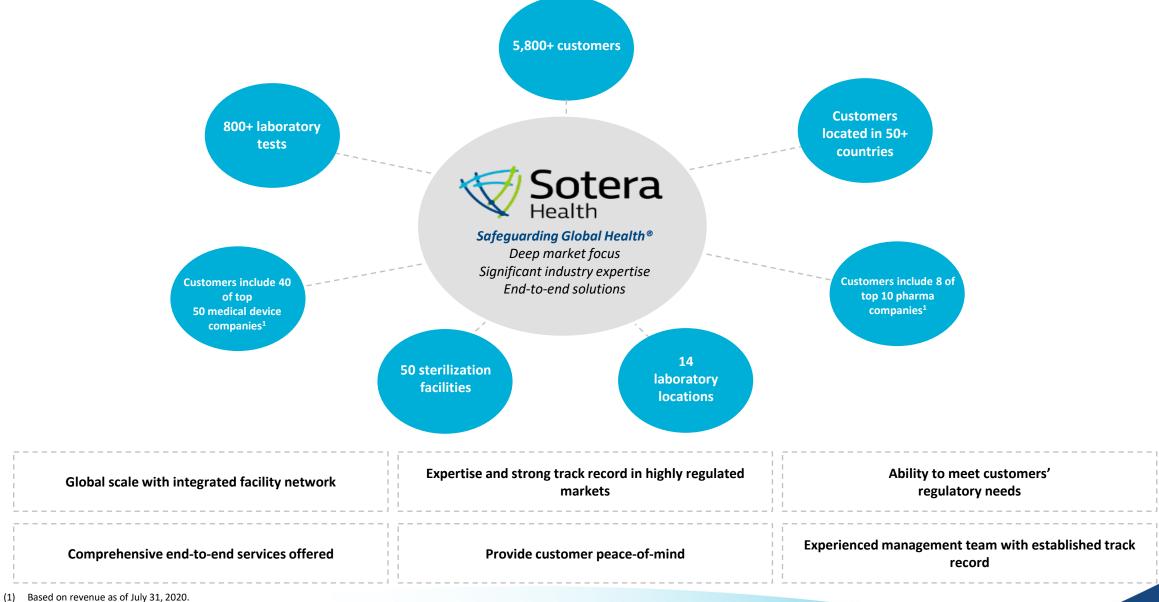


Non-injectable sterile fluids

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



### **Our values**

# Differentiated, mission-critical services model



Safety

We are uncompromising in our commitment to health and well-being



We are driven to fulfill our customers' needs with the highest quality and care



We value our people who are part of a global team that is diverse, respectful, passionate and collaborative



We are honest, reliable and accountable in everything we do



We exceed the expectations of our stakeholders and continue to improve and innovate in everything we do



We are driven by our mission: Safeguarding Global Health®



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





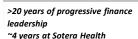


>26 years in industry ~3 years at Sotera Health



**Scott Leffler** 

Chief Financial Officer









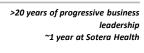








**Littelfuse**\*





>25 years of

progressive executive experience ~4 years at Sotera Health



Joe Shrawder



>30 years in industry ~1 year at Sotera Health





INTERCAP MERCHANT PARTNERS

**Kurt Roth** 

SVP, Corp. Development & Strategy

>20 years of capital markets and business development expertise ~5 years at Sotera Health





Chief Executive Officer

**S**AssuraMed



**Sally Turner** CHRO

>24 years in industry ~2 years at Sotera Health







**Kristin Gibbs** Chief Marketing Officer

Lighting

>25 years in industry ~4 years at Sotera Health







CardinalHealth"

**Matt Klaben** SVP, General Counsel

>25 years in industry ~4 years at Sotera Health









Sterigenics.
A Sotera Health company

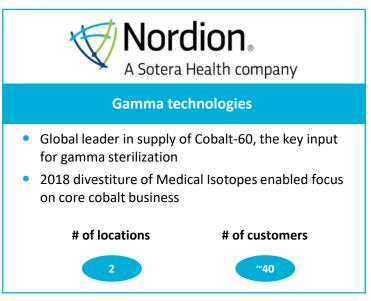
>20 years of EH&S experience ~16 years at Sotera Health



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

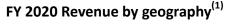
### **Sterilization services**

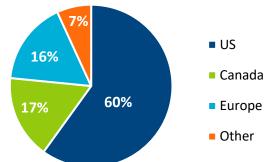




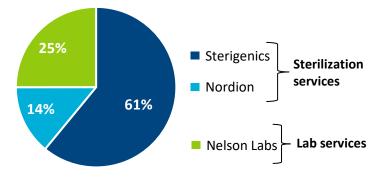
## Lab services





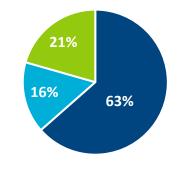


## FY 2020 Revenue by business unit



### FY 2020 \$818mm Revenue

# FY 2020 Segment income<sup>(2)</sup> by business unit



FY 2020 \$420mm Segment income

Adj. EBITDA margin: >50%

Segment income is defined to exclude, among other things, depreciation and amortization. Please refer to our consolidated financial statements for more information.



<sup>(1)</sup> Net revenues for geographic area are reported by the country's origin of the revenues.

# Our integrated offering works across the medical device value chain

R&D, materials and packaging optimization

Pre-FDA filing tests and clinical trials

**Product production** 

Sterilization

**Quality control tests** 

Distribution

Medical device value chain

















- Product R&D, performance evaluation and validation
- Processes designed for scale and adherence to FDA regulations
- Consulting services





- Biocompatibility
- Sterilization validation
- Product validation
- Packaging validation
- Extractables and leachables



- In-process controls
- Clean room air filtration monitoring
- Bioburden reduction testing





- Sterilizes packaged products using gamma radiation, ethylene oxide gas, or E-beam radiation in facilities
- Global leader in Co-60 supply





- Bioburden
- Sterility
- Particulates
- Bacterial endotoxin
- BI sterility

 Transportation and logistics coordinated by customers



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

### **Medical devices**

### **Pharmaceutical**

# Increased focus globally on food

Food

quality and safety

Global population expected to increase by 2bn people in next 30 years<sup>1</sup>

US health expenditures expected to rise from ~18% of GDP in 2018 to ~20% in 2028<sup>2</sup>

Aging population with increased prevalence of chronic disease







# We serve 40 of the top 50 medical device companies globally<sup>3</sup>

- Global medical device R&D spend for top 20 companies is expected to grow at a 4% CAGR and reach ~\$24bn by 2024<sup>4</sup>
- 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>

# We serve 8 of the top 10 global pharma companies<sup>3</sup>

- Worldwide pharmaceutical R&D spend forecasted to grow steadily at a ~3% CAGR<sup>5</sup>, reaching \$233bn by 2026<sup>4</sup>
- Increasing regulatory and risk management demands in the pharmaceutical space

# We serve several large customers in the food processing industry

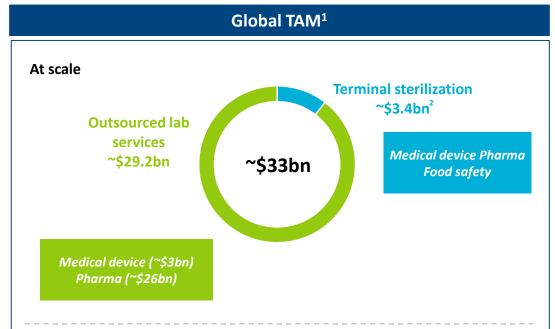
- **1 in 6** Americans get sick from contaminated foods or beverages every year<sup>7</sup>
- 3,000 Americans die annually from foodborne illnesses<sup>7</sup>
- Foodborne illnesses cost ~\$16bn each year<sup>8</sup>

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

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



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



# Multiple growth drivers

- Favorable demographic trends for healthcare worldwide
- Increased demand for healthcare services in global markets
- Growth in R&D spending and innovation across healthcare
- Continued shift to outsourced sterilization and lab services

# Near-term focus areas to expand share

### **Terminal sterilization:**

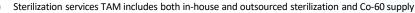
- Continue focus on core medical device business while building on pharma momentum with targeted strategy
- Gamma: Expand in EMEA market
- Ethylene Oxide ("EO"): Maintain leading North America position and grow
   EMEA business
- Electron beam ("E-beam"): Expand on current market share through operational 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> Estimated total addressable market for terminal sterilization and outsourced medical and pharmaceutical lab testing in 2019

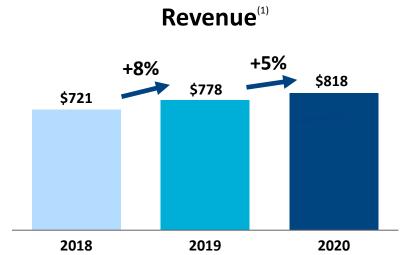




# **Financial Overview**

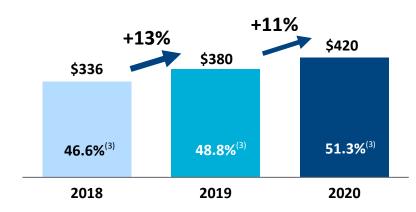
Growth drivers translate to long-term value creation





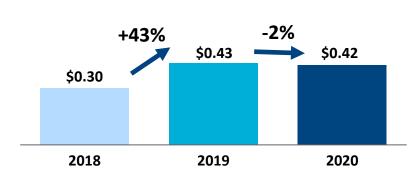
# Top line growth driven by capacity expansion projects coming online and increased demand for services related to personal protective equipment

# Adjusted EBITDA(1)(2)



Over 450 bps of Adjusted EBITDA margin expansion since 2018 driven by the combined impact of price, capacity utilization, favorable mix and operational excellence initiatives

# **Adjusted EPS**(1)(2)(4)



2020 YoY Adj EPS decrease impacted by \$58M interest expense increase

<sup>(4)</sup> Adjusted EPS is defined as Adjusted Net Income divided by the weighted average number of diluted shares outstanding.

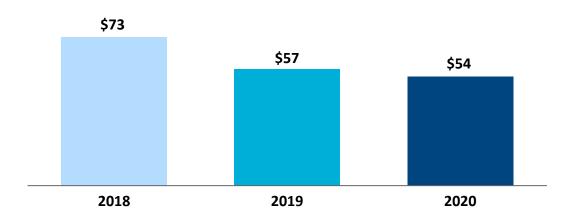


<sup>(1) 2018</sup> revenue, Adjusted EBITDA, Adjusted EBITDA margin, and Adjusted EPS exclude Medical Isotopes business which was divested in July 2018 (denoted as "Other" in the notes to the Company's financials) - Revenue of \$25.4mm in 2018, Adjusted EBITDA of \$4.9mm in 2018, and Adjusted EPS of \$.02 in 2018.

<sup>(2)</sup> For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

<sup>(3)</sup> Adjusted EBITDA margin. Please refer to Non-GAAP Financial Measures provided in the Appendix.







- Continued commitment to EO facility enhancements
- Elevated CapEx investments expected over coming years



- Upsized revolver by more than \$150 million
- Finished 2020 in solid cash position
- More than doubled liquidity to \$386 million

<sup>(3)</sup> Maximum facility size was \$190M and \$347.5M as of 12/31/19 and 12/31/20, respectively.



<sup>(1)</sup> Excludes any Capital Expenditures included in accounts payable or accruals at the end of the period. The amount in accounts payable or accruals as of December 31, 2020, December 31, 2019 and December 31, 2018 were \$14M, \$5M, and \$3M, respectively.

<sup>2)</sup> Revolving availability is calculated as maximum facility size less letters of credit.

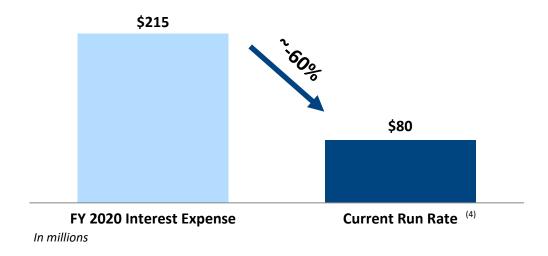
# **Deleveraging and Capital Markets**

# **Net Leverage Reduction**(1)

# 7.5x 6.4x 4.3x Dec. 31, 2018 Dec. 31, 2019 Dec. 31, 2020

Long-term target net leverage range of  $2.0x - 4.0x^{(3)}$ 

# **Expected Annual Interest Expense Reduction**(2)



Reduction of approximately \$135M of annual interest expense

<sup>(4)</sup> At current LIBOR levels. Current run rate includes impact of Q4 2020 debt paydown and Q1 2021 Term Loan repricing.

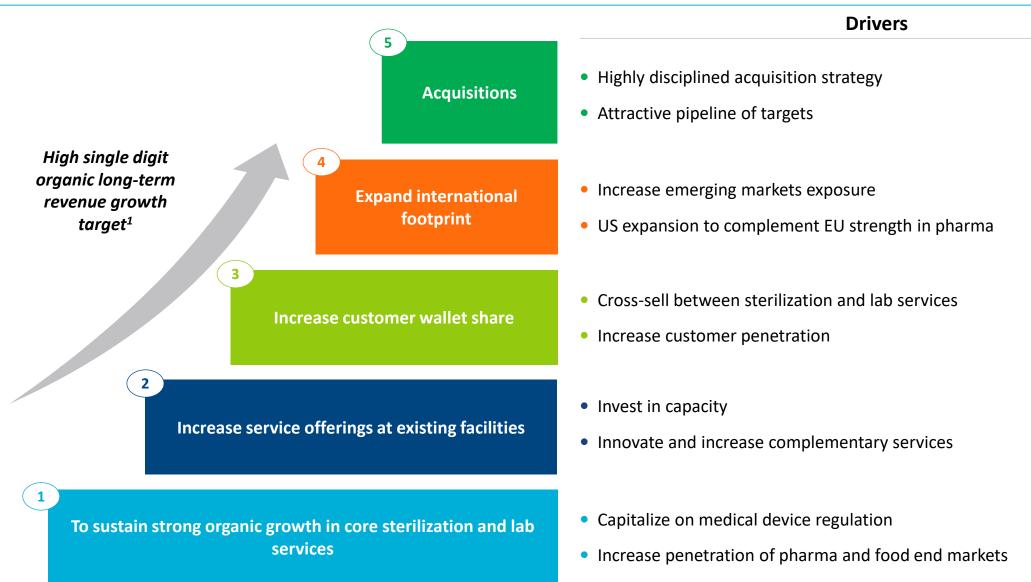


<sup>(1)</sup> For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

<sup>(2)</sup> Sotera Health expects interest savings will be partially offset by cash and non-cash charges associated with the repricing of its Term Loan.

<sup>3)</sup> Long-term-target is forward-looking and reflects expectations as of March 9, 2021. Sotera Health assumes no obligation to update this statement. Results may be materially different and are affected by many factors detailed in Sotera Health's SEC filings, including Sotera Health's 2020 Form 10-K.

# Our business has multiple opportunities to drive growth



<sup>(1)</sup> This long-term growth target is forward-looking, is subject to significant uncertainties and contingencies and is 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 our SEC filings



# Why we are a global leader in our markets

Strong financial profile	Revenue growth since 2005 >50% Adjusted 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 TAM³
Strong industry dynamics	Essential and regulated markets
Trusted partner at scale	50 sterilization and 14 labs global facilities 800+ lab tests
Operational excellence	Consistent revenue growth since 2005
Platform geared for continued M&A	2 transformational and 8 bolt-on acquisitions <sup>4</sup>
Established and experienced management team	M&A execution Capital deployment

<sup>&</sup>lt;sup>1</sup> Full-year 2020; <sup>2</sup> Please refer to Non-GAAP Financial Measures provided in the Appendix; <sup>3</sup> Management estimates for 2019; <sup>4</sup> Since 2013



# 2021 Guidance

On the following slide, Sotera Health presents an overview of its full-year 2021 Guidance, including certain non-GAAP measures. As outlined in the company's March 9, 2021 press release, Sotera Health does not provide a reconciliation of the forward-looking Adjusted EBITDA and Adjusted EPS guidance to the most directly comparable GAAP measure, as this cannot be done without unreasonable effort due to the variability and low visibility with respect to certain costs.



	FY 2021 Guidance	YoY%	
Revenue	\$890M to \$920M	+9% to +12%	
Adj EBITDA	\$465M to \$485M	+11% to +16%	
Tax Rate	~28%	~-6%	
Adj EPS	\$0.78 to \$0.86	+86% to +105%	
Weighted Avg. Diluted Shares	281M to 283M	+18% to +19%	
Capital Expenditures	\$100M - \$110M	+87% to +106%	
Net Leverage	Approximately ¾ turn(2) of deleveraging		

<sup>(1)</sup> The guidance provided above contains a number of assumptions, including, among others, the company's current expectations regarding the impact of the COVID-19 pandemic including the rate of recoveries of elective procedures and new product development testing and that exchange rates remain constant for the full-year 2021. The information presented here is forward-looking and reflects expectations as of March 9, 2021. Sotera Health assumes no obligation to update this statement. Results may be materially different and are affected by many factors detailed in Sotera Health's SEC filings, including Sotera Health's 2020 Form 10-K.

<sup>(2)</sup> One turn is equivalent to trailing 12-months of Adjusted EBITDA



# **Appendix**



# **Non-GAAP Financial Measures**

(unaudited)		Year ended December 31,			
(\$'s in thousands, except per share amounts)		2018	2019	2020	
Net loss		(5,876)	\$ (20,425)	\$ (37,491)	
Amortization		79,906	80,048	80,255	
Impairment of long-lived assets and intangible assets (a)		85,067	5,792	-	
Gain on sale of Medical Isotopes business <sup>(b)</sup>		(95,910)	-	-	
Share-based compensation <sup>(c)</sup>		6,943	16,882	10,987	
Capital restructuring bonuses <sup>(d)</sup>		-	2,040	2,702	
(Gain) loss on foreign currency and embedded derivatives <sup>(e)</sup>		14,095	2,662	(8,454)	
Acquisition and divestiture related charges, net <sup>(f)</sup>		1,168	(318)	3,932	
Business optimization project expenses (g)		8,805	4,195	2,524	
Plant closure expenses <sup>(h)</sup>		-	1,712	2,649	
Loss on extinguishment of debt <sup>(i)</sup>		-	30,168	44,262	
Professional services relating to EO sterilization facilities (i)		4,739	11,216	36,671	
Accretion of asset retirement obligation(k)		1,366	2,051	1,946	
COVID-19 expenses <sup>(1)</sup>		-	-	2,677	
Income tax benefit associated with pre-tax adjustments (m)		(24,988)	(35,637)	(43,536)	
Adjusted Net Income		75,314	100,386	99,124	
Interest expense, net		143,326	157,729	215,259	
Depreciation <sup>(n)</sup>		66,910	66,671	63,309	
Income tax provision applicable to Adjusted Net Income <sup>(0)</sup>		55,086	55,146	42,167	
Adjusted EBITDA		340,636	\$ 379,932	\$ 419,859	
Net Revenues	\$	745,889	\$ 778,327	\$ 818,158	
Adjusted EBITDA Margin		45.7%	48.8%	51.3%	
Weighted average number of shares outstanding		232,400	232,400	237,696	
Basic and diluted EPS		(0.03)	\$ (0.09)	\$ (0.16)	
Adjusted EPS		\$0.32	\$0.43	\$0.42	

(a) Represents impairment charges related to the decision to not reopen the Willowbrook, Illinois facility in September 2019. For 2018, represents impairment charges associated with the withdrawal of the GA-MURR project. (b) Represents the gain on the divestiture of the Medical Isotopes business in July 2018. (c) Includes non-cash share-based compensation expense. 2019 also includes \$1.0.0 million of one-time cash share-based compensation expense related to the pre-IPO Class C Units, which vested in the third quarter of 2019. (d) Represents cash bonuses for members of management relating to the November 2020 IPO, and the December 2019 refinancing, (e) Represents the gain on the divestiture of the Medical Isotopes of the Medical Isotopes and Inc. in July 2019. And certain customer and supply contracts at Nordion. (f) Represents (i) certain direct and incremental costs related to the acquisitions of Toxikon Europe "N ("Nelson Europe") in 2017, Gibraltar Laboratories, Inc. ("Nelson Fairfield") in 2018 and lotron Industries Canada, Inc. in July 2020, and certain related integration efforts as a result of those acquisitions, (ii) the earnings impact of fair value adjustments (excluding those recognized within amortization expense) resulting from the business optimization and cost savings projects relating to the integrations of Nordion and Nelson Labs, including the divestiture of Medical Isotopes, the withdrawal from the GA-MURR project, the Sotera Health rebranding, operating structure realignment and other poxoss enhancement projects. (h) Represents professional fees, severance and other payroll costs, and other costs including ongoing lease and utility expenses associated with the closure of the Willowbrook, Illinois facility. (i) Represents expenses incurred in connection with the refinancing of our debt capital structure in December 2019 and paydown of debt following the November 2020 IPO, including accelerated amortization of prior debt issuance and discount costs, premiums paid in connection with early extin



# **Non-GAAP Financial Measures**

(unaudited)	Year Ended December 31,			
(\$'s in thousands)	2018	2019	2020	
Current portion of long-term debt	\$ 15,343	\$ 16,331	\$ -	
Long-term debt less current portion	2,189,563	2,800,873	1,824,789	
Current portion of finance leases	1,352	1,288	1,173	
Finance lease less current portion	31,535	29,883	34,939	
Total Debt	2,237,793	2,848,375	1,860,901	
Add: unamortized debt issuance costs and debt discounts	\$ 22,446	\$ 73,677	\$ 38,761	
Less: cash and cash equivalents	(96,786)	(63,025)	(102,454)	
Total Net Debt	\$ 2,163,453	\$ 2,859,027	\$ 1,797,208	
Adjusted EBITDA	\$ 340,636	\$ 379,932	\$ 419,859	
Net Leverage	6.4x	7.5x	4.3x	

