# HALYARD Steve Voskuil Chief Financial Officer

Morgan Stanley Leveraged Finance Conference November 10, 2016

#### FORWARD-LOOKING INFORMATION

Certain matters in this presentation including our 2016 outlook, expectations and planning assumptions, and any estimates, projections, and statements relating to our business plans or objectives, 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, competition, market demand, economic condition, 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 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 in today's earnings release posted on our website (www.halyardhealth.com/investors).





# HALYARD HEALTH OVERVIEW

# HALYARD HEALTH TRANSFORMATION

**2016 RESULTS** 

**FINANCIAL PROFILE** 





#### HALYARD HEALTH OVERVIEW Focused on preventing infection, eliminating pain, and speeding recovery

- Transforming into a leading Medical Devices company
- Broad business mix diversified across geographies and end markets
- Leading positions across large, attractive markets
- Global infrastructure and scale
- Strong cash flow and disciplined financial policies

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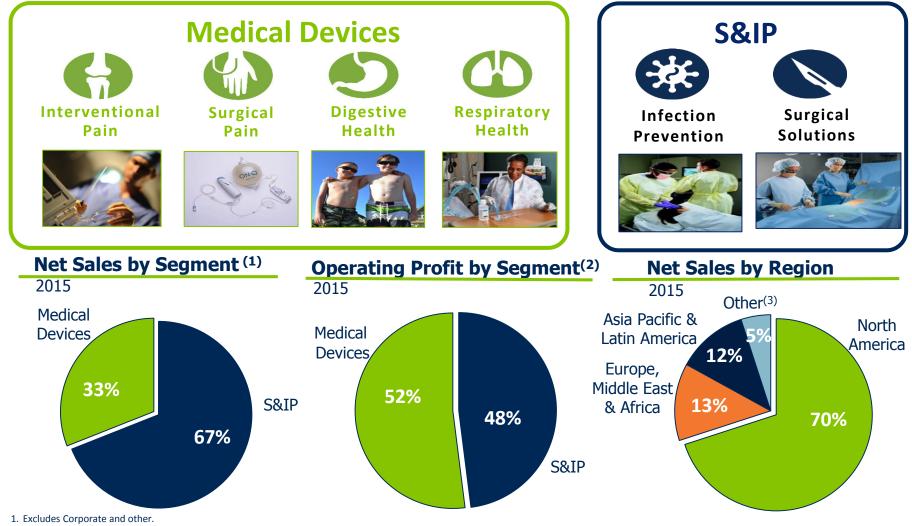


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## DIVERSIFIED PRODUCT PORTFOLIO Leading Share Positions



2. Excludes Corporate and other, goodwill impairment and other income and expense.

3. Includes related party sales to Kimberly-Clark.



## HALYARD TRANSFORMATION Transform Portfolio to Medical Devices

<b>Position For Success</b> (spin through 2015)	<ul> <li>Successful spin execution and focus on efficiency of stand-alone operations</li> <li>Accelerate innovation engine</li> </ul>
Fuel Growth Pipeline (2016 - 2017)	<ul> <li>Invest in growth initiatives</li> <li>Round out Medical Devices portfolio through strategic M&amp;A</li> </ul>
Long-Term Device Focus (2018 and beyond)	<ul> <li>Portfolio transitioned to high growth and high margin Medical Devices</li> <li>Adjacency expansion in Pain Management, Digestive Health and Respiratory Health</li> </ul>



# HALYARD TRANSFORMATION

#### PORTFOLIO



- Focused shift to Medical Devices
- Investment in Pain categories
- Execute M&A
- Increase R&D investment



COMPANY

- IT rationalization
- Tax structure
- Operational efficiencies

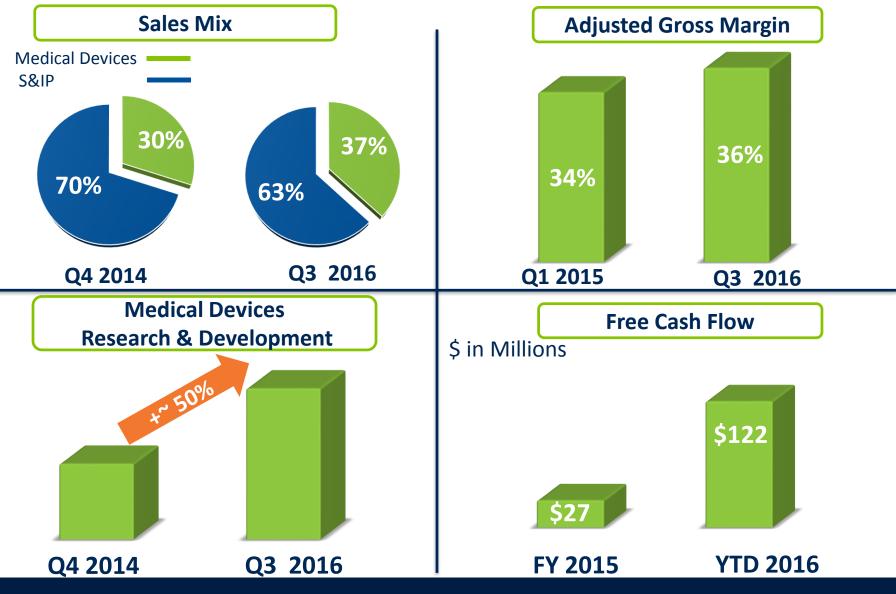
#### CULTURE



- Growth mindset
- Healthcare focus
- Lean and fast organization

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#### HALYARD TRANSFORMATION First Two Years as an Independent Company



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#### **2016 OBJECTIVES** Executing our Objectives

- Accelerate pain platform growth
- ✓ Deliver 2016 S&IP plan
- Complete CORPAK acquisition
- Invest in innovation to help fuel growth
- Advance company transformation



## DELIVERING OUR 2016 PLAN Year-to-Date September 30, 2016

- Reported adjusted diluted EPS of \$1.47
- Increased EPS guidance by \$0.32
- Net sales of \$1,182 million
- Medical Devices sales totaled \$413 million; a 10 percent increase from the prior year
- S&IP sales totaled \$760 million; a 1 percent decline from a year ago compared to a 6 percent decline in 2015
- Generated free cash flow of \$122 million





#### FUELING GROWTH PIPELINE CORPAK Acquisition

- Enteral Feeding leader with a diversified portfolio
  - Segment-leading nasogastric tubes sold worldwide
  - Innovative products include CORTRAK<sup>®</sup> Enteral Access System
  - Call points and manufacturing process fit into our business
- CORPAK results better than expected
- Leveraging Digestive Health portfolio to fuel additional growth





## OUR COURSE FORWARD Focus on Organic Innovation

- Doubling R&D investment
  - --- New product introductions
  - Differentiate portfolio
  - Maintain market-leading positions
- Launched seven new products
   On track to launch 10 in 2016
- Continued commitment to:
  - Improving patient outcomes and safety
  - Reducing cost of care

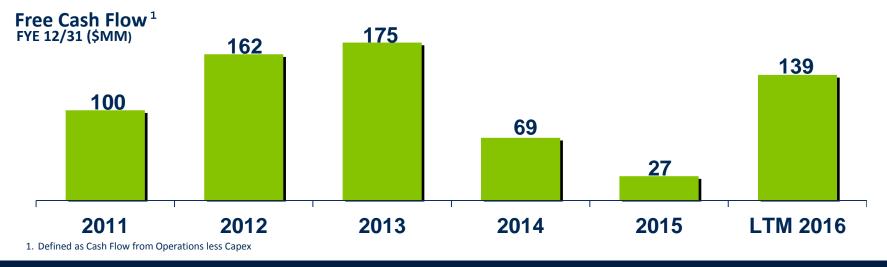






# **BALANCE SHEET AND CASH FLOW**

- Exceeding 2016 free cash flow expectations
- Ended third quarter with \$87 million of cash
- YTD generated free cash flow of \$122 million
- Cash flow allocated to repay CORPAK borrowing
- Rebuilding acquisition capacity





## DISCIPLINED CAPITAL ALLOCATION APPROACH 2016 Summary

- Fund capital plan and provide for business investment
  - Capital spending approximately \$30 million
  - Maintain pace at 2-3 percent of net sales
- Accelerate organic innovation
  - Increase in research and development funding
- Fund acquisition strategy
  - Focus on Medical Devices categories
  - Ability to de-lever and maintain current rating
    - Draw \$72 million on the revolver to fund CORPAK acquisition.
    - Paid down \$62 million in five months
    - Balance to be repaid by the end of 2016

## DISCIPLINED APPROACH TO M&A Our Criteria



# 2 ATTRACTIVE GROWING MARKETS

- Disposables
- Current categories
- New adjacencies



- Favorable dynamics
- Large potential



- Synergies
- Top-line growth
- Margin expansion









- Cash accretive deal
- Hurdle rate above 9%
- Immediate synergies

# **KEY TAKEAWAYS**

1. Advancing transformation into a leading Medical Devices company

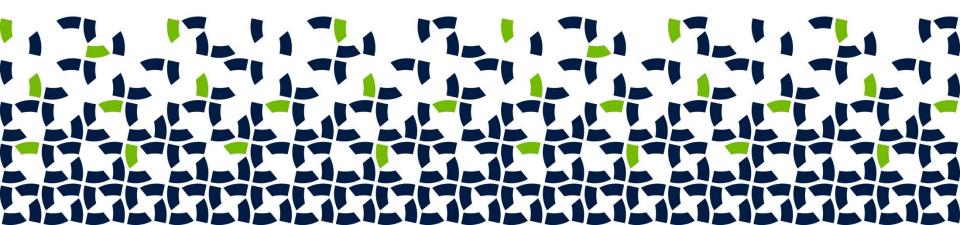
2. Delivering our 2016 plan and fueling growth

**3. Successfully integrating CORPAK** 

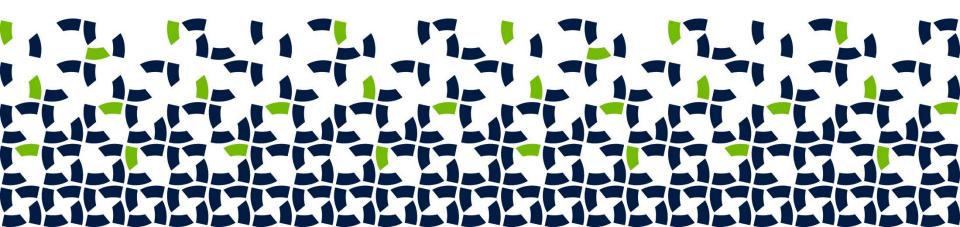
4. Funding growth investments with our strong balance sheet and ability to generate cash





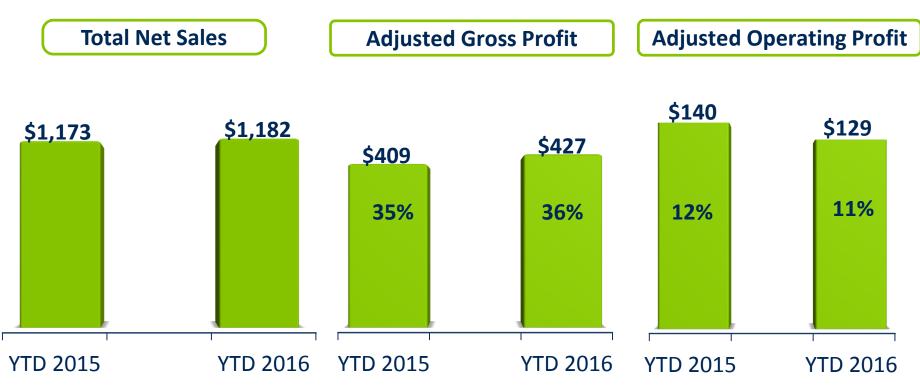






# YEAR-TO-DATE CONSOLIDATED PERFORMANCE

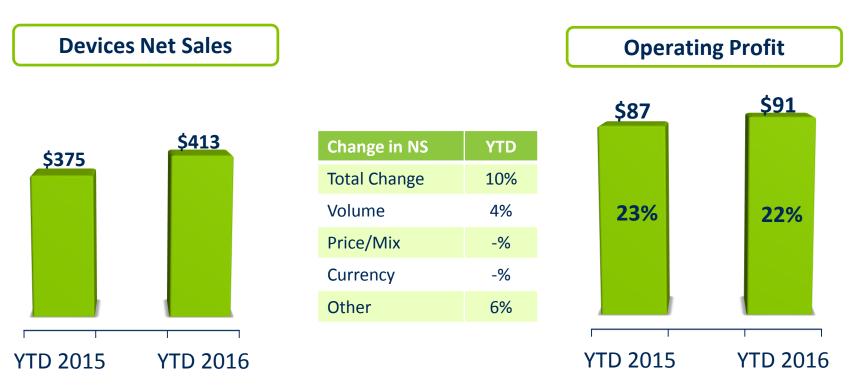
#### **In millions**



- Net sales driven by higher volume in Exam Gloves and across all product categories in Medical Devices; these benefits were partially offset by lower prices in S&IP.
- Adjusted gross margin aided by product mix and favorable currency exchange rates.
- Adjusted operating profit impacted by higher SG&A expense and R&D investment to help fuel growth.

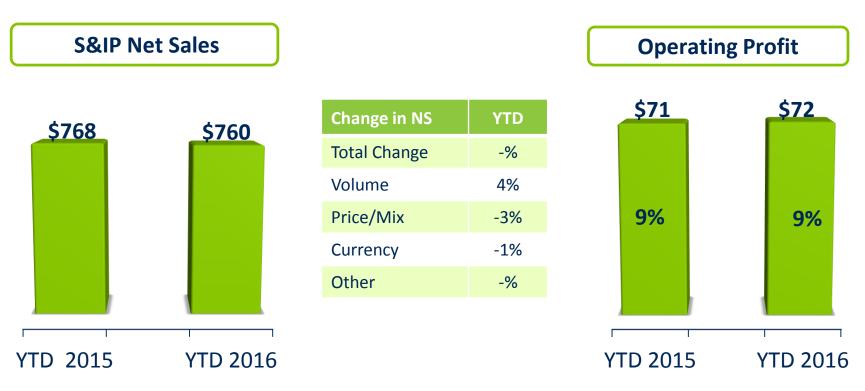
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#### YEAR-TO-DATE MEDICAL DEVICES In millions



- Sales increase driven by CORPAK and organic growth across all product categories.
- Higher volumes and favorable currency exchange rates drove operating profit, which was partially offset by higher R&D investment to support growth

#### YEAR-TO-DATE S&IP In millions



- Higher sales volumes in Exam Gloves was partially offset by expected lower volumes in Surgical Drapes and Gowns.
- Lower net selling prices of 3 percent also affected sales.
- Favorable currency exchange rates and manufacturing savings were offset by lower selling prices, primarily in Exam Gloves.

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	Gross Profit					Operating Profit										
	Th	ree Mon	onths Ended Nine Months Ended			Three Months Ended				Nine Months Ended						
		Septem	ber	30,		Septen	nbe	er 30,	September 30,				September 30,			30,
	2	016		2015	2	2016		2015	20	16		2015		2016		2015
As reported	\$	138.0	\$	131.0	\$	415.2	\$	398.0	\$	20.9	\$	(461.2)	\$	71.6	\$	(398.2)
Spin-related transition charges		4.5		4.1		4.6		8.2		6.7		16.0		10.6		46.4
Manufacturing strategic changes		_		_		_		0.3		_		_		_		(12.0)
Acquisition-related charges		1.5		_		5.0		_		4.4		_		14.7		_
Goodwill impairment		_		_		_		_		_		475.5		_		475.5
Litigation and legal		_		_		_		_		5.1		9.1		15.1		9.1
Intangibles amortization		0.8		0.7		2.3		2.3		5.6		6.5		16.5		19.2
As adjusted non-GAAP	\$	144.8	\$	135.8	\$	427.1	\$	408.8	\$	42.7	\$	45.9	\$	128.5	\$	140.0



			Income	Befor	e Taxes			Income Tax Provision								
	Thre	ee Mon	ths Ended		Nine Mor	nths E	inded	Three Months Ended					Nine Months End		nded	
	\$	Septeml	ber 30,		Septen	nber	30,	September 30,			September 30,		80,			
	20	16	2015	:	2016		2015		2016	2	015	2	2016	2	2015	
As reported	\$	12.7	\$ (469.0)	\$	47.4	\$	(423.0)	\$	(3.6)	\$	(1.5)	\$	(17.6)	\$	(17.8)	
Effective tax rate, as reported									28.3%		-0.3%		37.1%		-4.2%	
Spin-related transition charges		6.7	16.0		10.6		46.4		(2.3)		(6.3)		(3.9)		(17.7)	
Manufacturing strategic changes		_	_		_		(12.0)		_		_		_		3.6	
Acquisition-related charges		4.4	_		14.7		_		(1.7)		_		(5.6)		_	
Goodwill impairment		_	475.5		_		475.5		_		_		_		_	
Litigation and legal		5.1	9.1		15.1		9.1		(1.9)		(3.5)		(5.7)		(3.5)	
Intangibles amortization		5.6	6.5		16.5		19.2		(2.3)		(2.4)		(6.2)		(7.4)	
Thailand statutory tax rate change		_	_		_		_		_		_		3.7		_	
As adjusted non-GAAP	\$	34.5	\$ 38.1	\$	104.3	\$	115.2	\$	(11.8)	\$	(13.7)	\$	(35.3)	\$	(42.8)	
Effective tax rate, as adjusted									34.2%		36.0%		33.8%		37.2%	



	Net Income											
		Three Mon	ths Ende	ed	Nine Months Ended							
		Septem		September 30,								
	2	016	2	2015		2016	_	2015				
As reported	\$	9.1	\$	(470.5)	\$	29.8	\$	(440.8)				
Diluted EPS, as reported	\$	0.19	\$	(10.10)	\$	0.63	\$	(9.46)				
Spin-related transition charges		4.4		9.7		6.7		28.7				
Manufacturing strategic changes		_		_		_		(8.4)				
Acquisition-related charges		2.7		_		9.1		_				
Goodwill impairment		_		475.5		_		475.5				
Litigation and legal		3.2		5.6		9.4		5.6				
Intangibles amortization		3.3		4.1		10.3		11.8				
Thailand statutory tax rate change		-		_		3.7		_				
As adjusted pop CAAD	Ś	22.7		24.4	ć	60.0		72.4				
As adjusted non-GAAP	<u>Ş</u>	22.1	\$	24.4	\$	69.0	\$	72.4				
Diluted EPS, as adjusted	\$	0.48	\$	0.52	\$	1.47	\$	1.55				



	EBITDA											
	т	hree Mont										
		Septemb				Septembe						
	2016		201	15	201	.6	20	15				
Net income	\$	9.1	\$	(470.5)	\$	29.8	\$	(440.8)				
Interest expense, net		8.2		7.8		24.2		24.8				
Income tax provision		3.6		1.5		17.6		17.8				
Depreciation and amortization		<u> 16.6</u>		16.3		48.4		48.6				
EBITDA, as reported		37.5		(444.9)		120.0		(349.6)				
Spin-related transition charges		6.7		16.0		10.6		45.6				
Manufacturing strategic changes		_		_		_		(12.0)				
Acquisition-related charges		4.0		_		14.4		-				
Goodwill impairment		_		475.5		_		475.5				
Litigation and legal		5.1		9.1		15.1		9.1				
Adjusted EBITDA	\$	53.3	\$	55.7	\$	160.1	\$	168.6				



	Gross Profit									
	Three Mon	ths Ended	Three Months Ended March 31,							
	Septem	ber 30,								
	20	16	20	15						
As reported	\$	138.0	\$	132.1						
Spin-related transition charges		4.5		2.0						
Manufacturing strategic changes		_		0.3						
Acquisition-related charges		1.5		_						
Goodwill impairment		—								
Litigation and legal		_		_						
Intangibles amortization		0.8		0.8						
As adjusted non-GAAP	\$	144.8	\$	135.2						



	Three Months Ended September 30, 2016		 onths Ended ber 30, 2016	Twelve Months Ended December 31, 2015		
Cash Provided by Operating Activities	\$	49.9	\$ 143.9	\$	97.6	
Capital expenditures		(7.6)	(21.7)		(70.4)	
Free Cash Flow	\$	42.3	\$ 122.2	\$	27.2	

	 2016 Outlook Estimated Range							
Adjusted diluted earnings per share	\$ 1.87	to	\$	1.97				
Amortization	(0.30)	to		(0.30)				
Spin-related transition expenses	(0.20)	to		(0.16)				
Acquisition related charges	(0.23)	to		(0.18)				
Other	 (0.31)	to		(0.28)				
Diluted earnings per share (GAAP)	\$ 0.83	to	\$	1.05				

