



# Investor Presentation

Octavian Seminar

January 15, 2026



*Providing innovative solutions  
to help people live healthier  
and more confident lives*



# Disclaimer and important notes / Safe harbor statement under the US private securities litigation reform act 1995

This presentation contains forward-looking statements that are based on management's current assumptions and expectations concerning future developments, including but not limited to, projections of financial developments, market activities or future performance of products and solutions, which therefore contain certain risks and uncertainties. These forward-looking statements are subject to change based on known or unknown risks and various other factors, which could cause the actual results or performance to differ materially from the statements made in this presentation. These risks and other factors include, among others, general economic and geopolitical conditions, foreign exchange fluctuations, competitive product and pricing pressures, the effect of a pandemic or epidemic, a cyber event, a natural disaster or other force majeure, as well as regulatory developments and changes in tax regimes.

## **Alternative Performance Measures (APM)**

All bridges from reported figures to APM and all definitions of APM can be found in the financial review and the APM section, respectively, of medmix' annual report 2024.

medmix at a glance



 medmix

*Cigar Shape Family ready-to-go Mascara packaging with a twisted wire mascara brush applicator*

# Our business units and market segments

## Award-winning, market-leading portfolio

### Healthcare Segment



Dental



Drug Delivery



Surgery



% split of revenues<sup>1</sup> **26%**

**Gold standard in dental mixing device systems**



**9%**

**Award winning, proprietary injection pen platform**



**4%**

**Pioneer in bone cement mixing devices**



Industry



**27%**

**Leader in industrial mixing and dispensing device systems**



Beauty



**35%**

**Leading microbrush specialist**

<sup>1</sup> based on average H2 2024 and H1 2025 net revenues

# Our unique features and core competencies

These strengths are consistently demonstrated across all our business units

<b>B2B Target markets</b>	<b>DRUG DELIVERY</b>	<b>SURGERY</b>	<b>DENTAL</b>	<b>INDUSTRY</b>	<b>BEAUTY</b>
					
<b>Unique features</b>	<b>Own IP</b>		<b>High switching barriers</b>		
	<b>Fluid handling device design</b>		<b>Plastic injection molding</b>		
	<b>Clean room manufacturing</b>		<b>High volume automated assembly</b>		
<b>Core competencies</b>	<b>Mixing</b>		<b>Innovation</b>		
	<b>Precision</b>		<b>Quality</b>		
	<b>Sustainability</b>		<b>Solutions</b>		

# Our attractive end market fundamentals

## Market segment growth underpinned by macro trends



Source: medmix market research and analysis

Notes: All market and market share data are estimates

<sup>1</sup> Currently addressed markets

<sup>2</sup> Injectors only

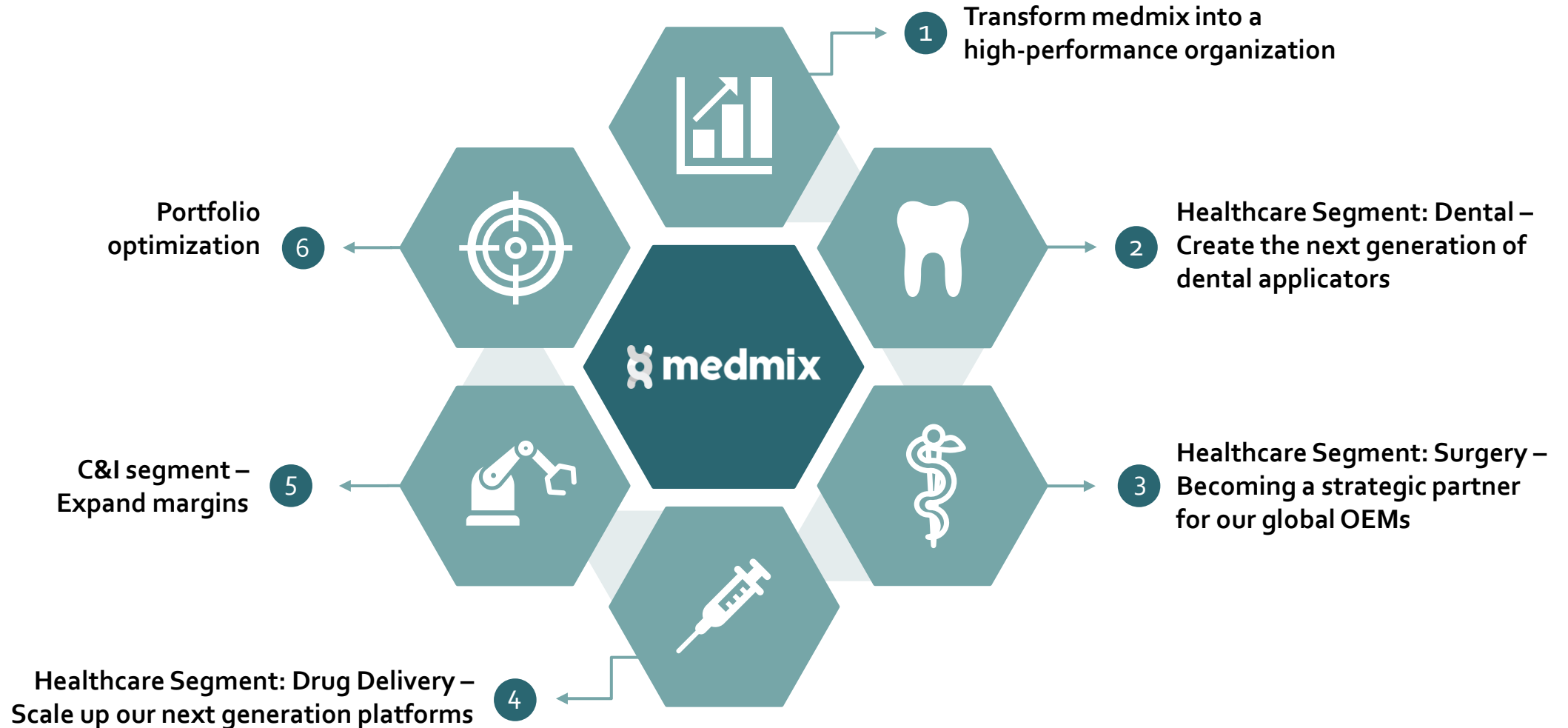
<sup>3</sup> ≥K (two cartridge) hand-held adhesive dispensing systems only

# Strategy Update



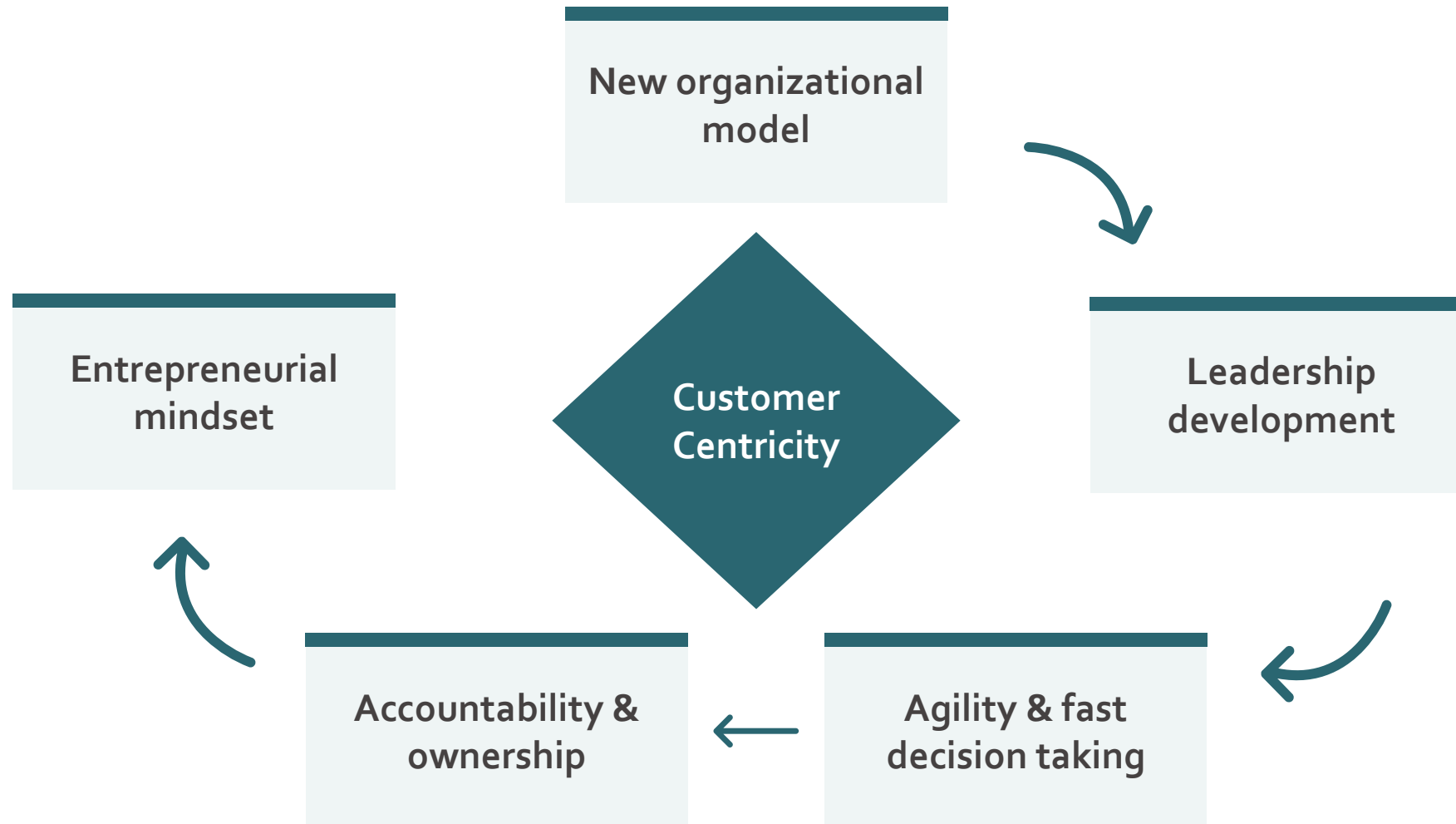
MIXPAC™ greenLine B-System for two-component industrial applications

# Strategic Priorities To Ensure Sustainable Growth



# Transform medmix into a high-performance organization

Cultural Transformation Driving High Performance



# Healthcare Segment: Dental

Launch of next generation dental applicators in H1 2026

## Clix™ DROP

- Precision: perfect drop
- Simplicity: intuitive design
- Sustainable: reduced waste
- IP-secured: high barriers



## Dental Micro-System

- Perfect mixing
- Sustainable: reduced waste
- Enhanced customer value
- Patented design




Our dental innovations will strengthen our market leadership, leading to additional revenues starting from 2026 and further accelerating growth in 2027

**BREAKING NEWS**

# Cresilon Receives **FDA** **Clearance for TRAUMAGEL®**



 **Cresilon®**

# Healthcare Segment: Surgery

## Becoming a strategic partner for our global OEMs – Cresilon's TRAUMAGEL

- Cresilon is a **fast-growing OEM** with an award-winning product
- Cresilon's TRAUMAGEL has been recognized by TIME Magazine as **one of the Best Inventions of 2025**
- medmix is Cresilon's **strategic partner** producing the **applicator** of this hemostatic gel



*medmix 40mL G-System syringe filled with Cresilon's TRAUMAGEL®*

# Healthcare Segment: Surgery

## New Vented G-System delivery platform for bone graft materials



Engineered for **precision** and **efficiency**, this system enables legal manufacturers of surgical products to **significantly accelerate production workflows**, offering a clear and sustainable competitive edge



### Commercial launch

in H2 2025, with a full-scale ramp-up in 2026



Growth acceleration in 2026

# Healthcare Segment: Drug Delivery

## Scale up our next generation platforms

### PiccoJect

- Ramp-up to **mass production** in Atlanta and Czech Republic
- **PiccoJect DVT (Design Verification Test)** was successfully **completed** and project entering **clinical trials** with customer



### D-Flex

- Development of **0.75 Version** (Human factor and feasibility study started)
- Increasing interest from **high-volume customers**



# C&I Segment

## Focus on enhancing profitability

### Industry

- Increased profitability & solid topline despite uncertain markets
- Partnership with SIKA, Huntsman & Gurit on our **environmentally friendly product portfolio**
- Increased **efficiency** through automation and manufacturing **insourcing**



### Beauty

- Enhanced profitability due to pricing discipline and operational efficiency gains
- **Increased customer projects** activity in **H2 25**
- **Growth** momentum from **2026 on**



# Becoming a strategic partner for our global OEMs – Atlanta site ramp up



Atlanta site, before ramp up



Atlanta site, July 2025

Second phase of the ramp-up of the Atlanta site ongoing, producing one range of fully validated Surgery products

Build-up of PiccoJect production cell (Drug Delivery)

Ongoing insourcing of third-party manufacturing (Industry)



Enables to build a **full portfolio of value-adding services** and to become a **strategic partner for customers**



Increasing **value creation** as well as securing and improving **service levels**

# Portfolio optimization

## Industry – creating a sustainable dispenser business

- We are **optimizing** our **dispenser portfolio** – significantly reducing our product range
- Focus on **customer centricity** and **service level**, leading to higher **growth** and higher **margins**
- Consolidate and simplify **manufacturing in one building**, quality and cost at the core of our operations
- Dispenser optimization will **positively** be impacting our **profitability**



*Simplified*



*Focused*

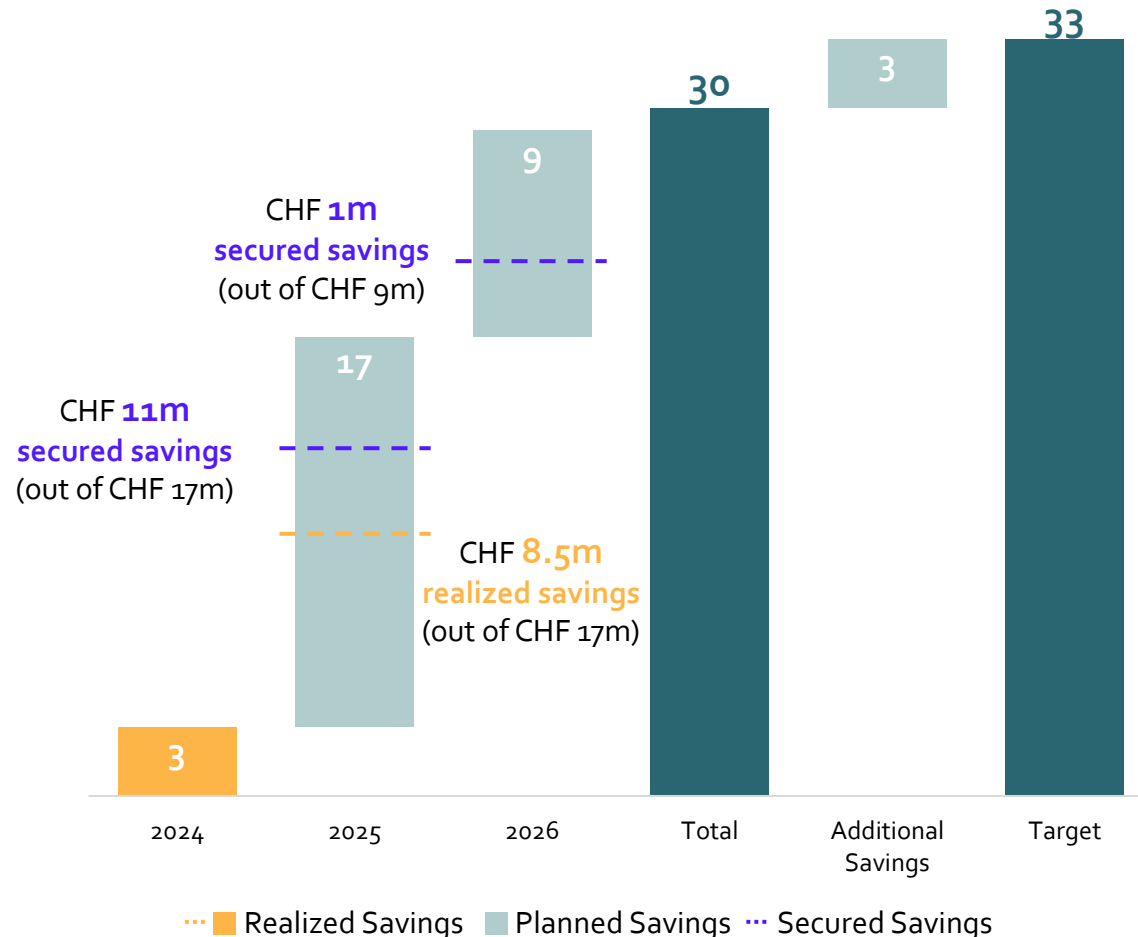


*Best in Class*



# Operational excellence

## Growth & Efficiency Program: positively impacting profitability



- **Beauty Efficiency program:** acceleration of cost out initiatives
- **Additional CHF 3m savings**
  - Automation projects
  - Supply chain optimization
  - Simplification of processes
  - Review organizational setup
- Cost reduction flowing to the bottom line and positively impacting profitability

# Business Review



 medmix

*C system (ErgoSyringe): an intuitive solution for delivery of biomaterials*

# Business unit revenue and key drivers H1 2025 figures

## Healthcare Segment



Dental



**59.9**

**+10.1%**

- Market share gains
- Growth significantly above market rates



Drug Delivery



**19.9**

**-4.9%**

- H1 25 is missing non-repeat project milestones booked H1 24



Surgery



**8.3**

**+26.1%**

- Low comparable H1 24
- New customer approvals

## Consumer & Industrial (C&I) Segment



Industry



**63.5**

**-1.3%**

- Growth lower YoY, but strong sequential growth



Beauty



**73.8**

**-17.7%**

- Project delays and lower commercial activity
- Slow activity expected to continue in H2, growth momentum in 2026

Revenues are in CHF million, growth rates are organic yoy (i.e., excluding M&A & forex)

# Key performance indicators H1 2025

## Improved profitability despite subdued revenues

CHF million	HY 2025	HY 2024	change
<b>Revenue</b>	<b>225.4</b>	<b>241.2</b>	-6.5%
Organic revenue growth	–	–	-4.6%
<b>Segment gross profit</b>	<b>107.9</b>	<b>106.2</b>	+1.6%
Segment gross profit margin	47.9%	44.0%	+390 bps
<b>Gross profit</b>	<b>82.5</b>	<b>80.6</b>	+2.4%
Gross profit margin	36.6%	33.4%	+320 bps
<b>Adjusted EBITDA</b>	<b>44.9</b>	<b>46.0</b>	-2.5%
Adjusted EBITDA margin	19.9%	19.1%	+80 bps
<b>EBIT</b>	<b>15.7</b>	<b>12.9</b>	+22.2%
<b>ONCF</b>	<b>15.3</b>	<b>20.1</b>	-24.1%
<b>Free cash flow</b>	<b>11.4</b>	<b>7.6</b>	+50.9%
Net debt / adjusted EBITDA	2.32x	2.50x	–

- Group revenues declined YoY by -6.5% on a reported basis and by -4.6% organically.
- Segment Gross profit margin up 390 bps to 47.9%, positively flowing through EBIT.
- Adj. EBITDA margin at 19.9%, +80 bps YoY on higher Dental volume and continued gross profit margin improvements in Industry.
- FCF doubled YoY, while ONCF decreased reflecting inventory build-up mainly in Dental to mitigate potential tariff impact and improve service levels for US customers.

# Outlook



*D-Flex™: unique disposable injection pen ensuring that patients select only the intended dose(s)*

# Outlook

## 2025 transition year

- Revised top line 2025 guidance: revenue decline similar to that seen in H1 2025 on a FX adjusted basis
- Confirmed 2025 profitability guidance: adjusted EBITDA margin 18% to 19%



Q&A





## Your Investor Relations contact

**Domenico Truncellito**

Head of Corporate Communications &  
Investor Relations

Phone: +41 41 723 73 57

E-mail: [investorrelations@medmix.com](mailto:investorrelations@medmix.com)

medmix Group AG

Neuhofstrasse 20

6340 Baar

Switzerland