



OrthoPediatrics Corp.
March 2019

Mark Throdahl, CEO
Fred Hite, CFO



Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of U.S. federal securities laws. You can identify forward-looking statements by the use of words such as "may," "might," "will," "should," "expect," "plan," "anticipate," "could," "believe," "estimate," "project," "target," "predict," "intend," "future," "goals," "potential," "objective," "would" and other similar expressions. Forward-looking statements involve risks and uncertainties, many of which are beyond OrthoPediatrics' control. Important factors could cause actual results to differ materially from those in the forward-looking statements, including, among others, the risks, uncertainties and factors set forth under "Risk Factors" in OrthoPediatrics' Annual Report on Form 10-K filed with the SEC on March 7, 2019. Forward-looking statements speak only as of the date they are made. OrthoPediatrics assumes no obligation to update forward-looking statements to reflect actual results, subsequent events, or circumstances or other changes affecting such statements except to the extent required by applicable securities laws.

Use of Non-GAAP Financial Measures







This presentation includes the non-GAAP financial measure of Adjusted EBITDA, which differs from financial measures calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). Adjusted EBITDA in this presentation represents net loss, plus interest expense (income), net plus other expense (income), depreciation and amortization, stock-based compensation expense, accelerated vesting of restricted stock upon our IPO, public company costs and initial public offering costs. Adjusted EBITDA is presented because the Company believes it is a useful indicator of its operating performance. Management uses the measure as a measure of the Company's operating performance and for planning purposes, including financial projections. The Company believes this measure is useful to investors as supplemental information because it is frequently used by analysts, investors and other interested parties to evaluate companies in its industry. The Company believes Adjusted EBITDA is useful to its management and investors as a measure of comparative operating performance from period to period. Adjusted EBITDA is a non-GAAP financial measure and should not be considered as an alternative to, or superior to, net income or loss as a measure of financial performance or cash flows from operations as a measure of liquidity, or any other performance measure derived in accordance with GAAP, and it should not be construed to imply that the Company's future results will be unaffected by unusual or non-recurring items. In addition, the measure is not intended to be a measure of free cash flow for management's discretionary use, as it does not reflect certain cash requirements such as debt service requirements, capital expenditures and other cash costs that may recur in the future. Adjusted EBITDA contains certain other limitations, including the failure to reflect our cash expenditures, cash requirements for working capital needs and other potential cash requirements. In evaluating Adjusted EBITDA, you should be aware that in the future the Company may incur expenses that are the same or similar to some of the adjustments in this presentation. The Company's presentation of Adjusted EBITDA should not be construed to imply that its future results will be unaffected by any such adjustments. Management compensates for these limitations by primarily relying on the Company's GAAP results in addition to using Adjusted EBITDA on a supplemental basis. The Company's definition of this measure is not necessarily comparable to other similarly titled captions of other companies due to different methods of calculation.



Large Market

Proprietary Technology

Scalable Business

-  **Diversified medical device company focused exclusively on pediatric orthopedics**
-  **Protected market opportunity: \$1.1 billion U.S., \$2.5 billion globally in 2016**
-  **High U.S. procedure concentration: <300 hospitals and ~1,400 surgeons**
-  **Focused call point: pediatric orthopedic generalists who use our entire product portfolio**
-  **Broadest product offering: 26 surgical systems specifically designed for children**
-  **Sustainable competitive advantage:**
 - Comprehensive product offering
 - Clinical education programs
 - Surgeon relationships
 - Experienced sales organization
-  **Consistent 20+% growth since inception**
 - FY18 revenue of \$57.6 million, up 26%
 - 24%, 28%, 28%, and 25% revenue growth for 1Q, 2Q, 3Q, and 4Q 2018, respectively
-  **Recent financings will, among other things, fund consigned sets and accelerate proven strategy, including any M&A opportunities (~\$43M from 12/18 follow-on)**



A Company Built on a CAUSE

Cause

*Improving the lives of children
with orthopedic conditions*



Gideon with CMO Peter Armstrong, M.D., c. 1995.
Gideon's drawing of his girlfriend, 2016.

Company Snapshot

-  Treated **>150,000** patients since inception
-  **26** surgical systems; **5,000+** SKUs; strong pipeline
-  **80** direct employees; **>130** focused sales reps*
-  **Global** sales organization focused on pediatric orthopedic surgeons in **40** countries*
-  **26** issued patents; **34** pending patents*
-  **Only non-founding Chief Medical Officer** in the industry who is a fellow surgeon
-  Average FDA approval time: **< ½** industry average
-  History of **stable reimbursement**

* As of December 31, 2018



Children Are Not Small Adults

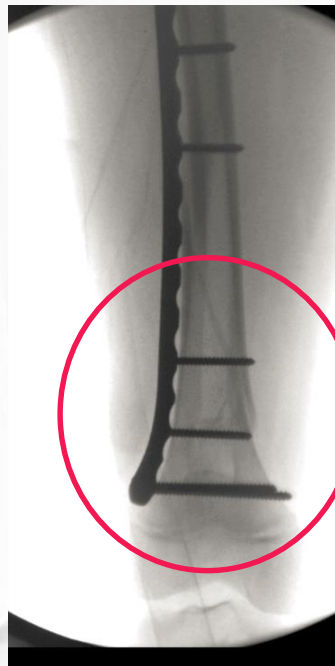
Superior Clinical Outcomes

Re-Purposed Adult Plate



*Screws Through
Growth Plate*

OP's Solution



*Screws Parallel To
Growth Plate*

OP's Market Impact

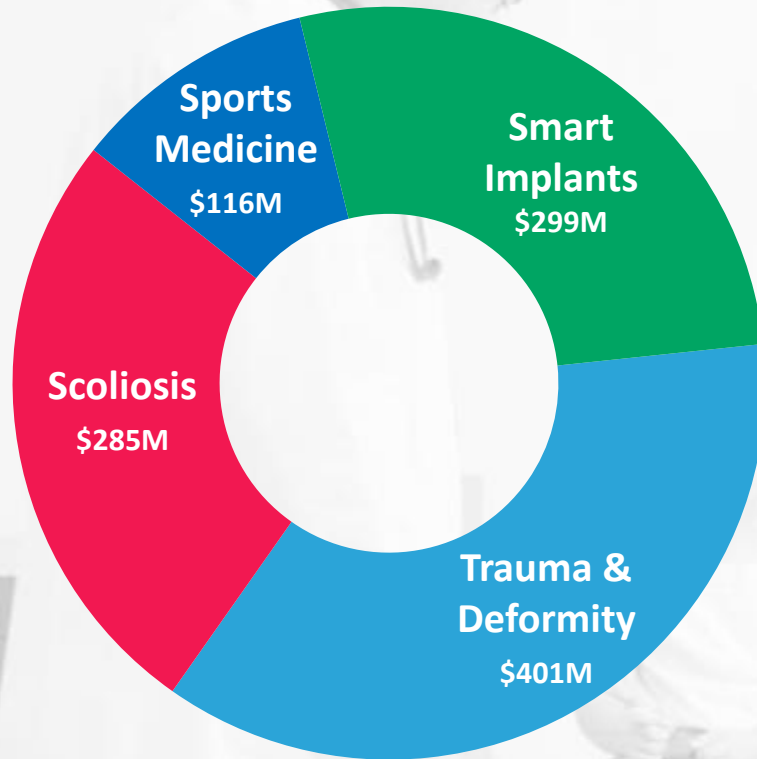
-  **Address orthopedic industry's lack of focus** on product development, clinical education, and sales presence
-  **Implants and instruments avoid complications** of re-purposed adult products
-  **Product development** in collaboration with leading pediatric orthopedic surgeons
-  **Dedicated sales support** attending surgeries
-  **Clinical education** programs that build brand loyalty



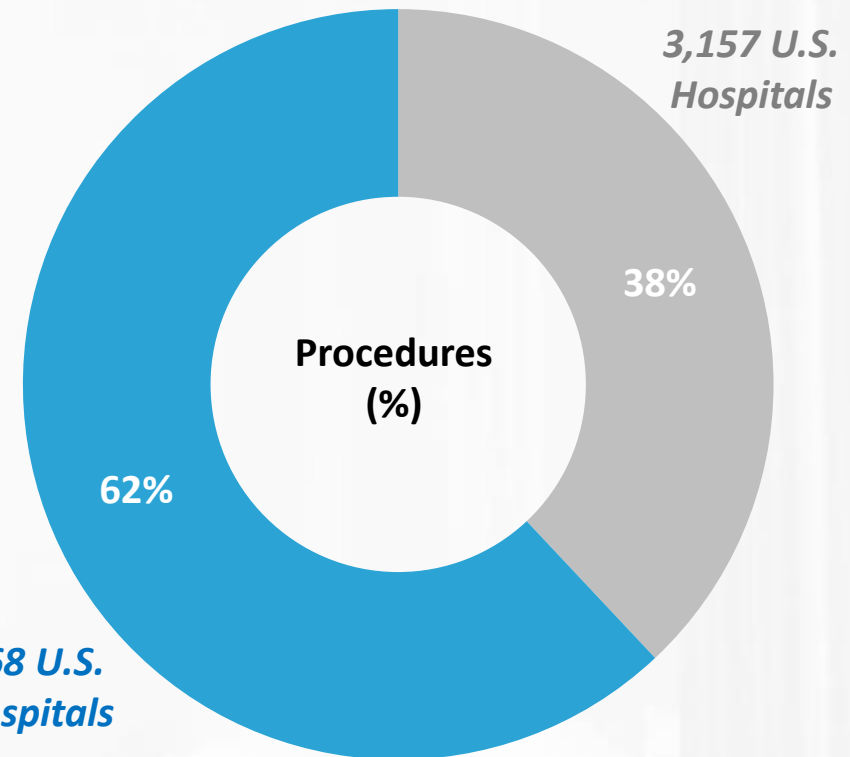
Large and Focused Market

OP'S \$2.5 Billion Current Addressable Global Market

\$1.1 Billion U.S. Addressable Market



High Concentration of Pediatric Trauma & Deformity and Scoliosis Procedures

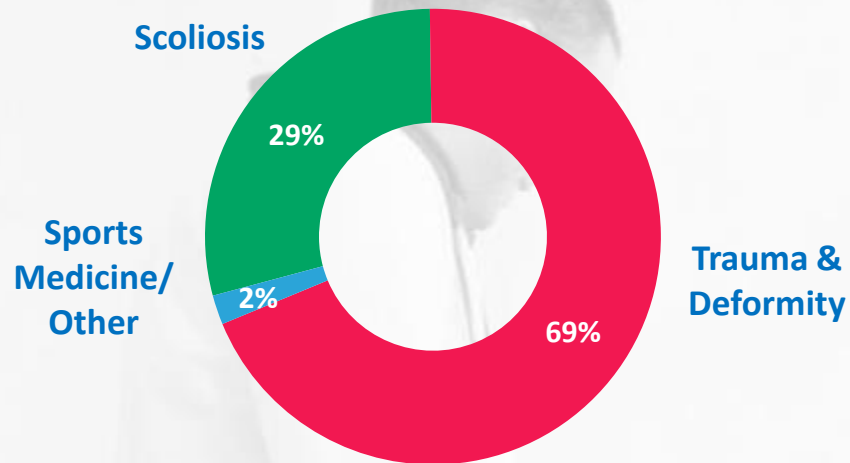


Current products target three of the largest categories in Pediatric Orthopedics
Pipeline products underway to expand addressable market



Product Line Diversification

2018 Revenue by Segment



\$57.6 million sales in 2018, increasing 26%



Well diversified sources of growth



All major product families supported FY 2018 26% revenue growth

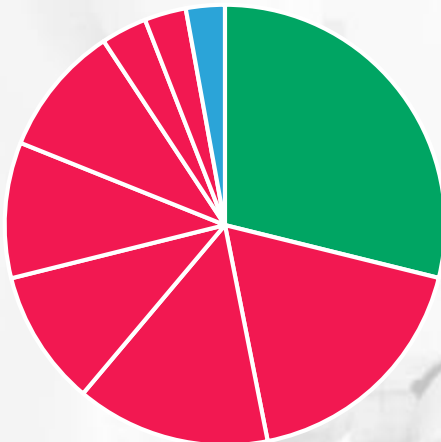


Firefly, PNP | Femur, and PediFrag were key growth drivers

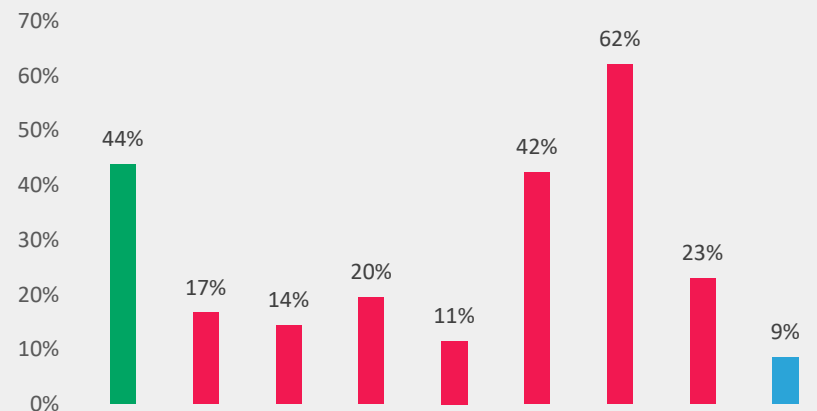


All products have comparable gross margins

2018 Revenue by Product Family



2018 Revenue Growth % by Product Family





A Proven Strategy Since 2011

**Sales Focus
on Teaching
Institutions and
High Volume
Hospitals**

**Deploy
Instrument
Sets**

**Expand
Addressable
Procedures**

**Expand Clinical
Education
Programs**

Goals



Accelerate sales growth



Develop novel technologies



New Systems & Product Launches (2017-2018)

Trauma & Deformity



2017 Launches



**Titanium
PediPlates®
System**
(Expands physal
tethering offering)



**Clavicle
Plate System**
(First pediatric
specific
system)



**Wrist Fusion
Plate System**
(First pediatric
specific
system)

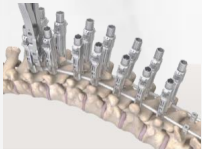


**PediFlex
Advanced**



**Pediatric Nailing
Platform | FEMUR**
(Expands into adolescent
cases)

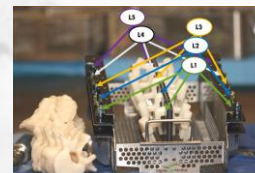
Scoliosis



2017 Launches



**FIREFLY® Pedicle Screw Navigation
Guides** (Complementary to
RESPONSE Spine System)



2018 Launches



FireFly S2/Alar

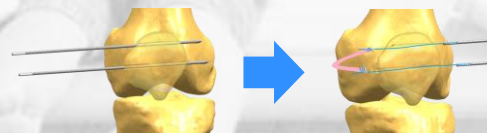


**RESPONSE 4.5/4.75/5.0mm
System**
(Maximizes intraoperative flexibility)

Sports Medicine



2017 Launches



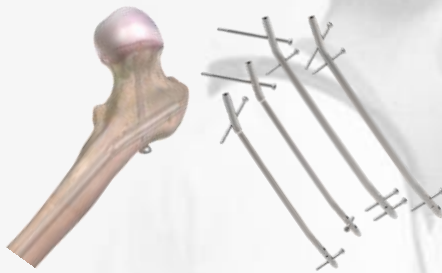
**Medial Patella Femoral
Ligament Reconstruction System**
(Complementary to ACL
Reconstruction System)



Upcoming New Systems & Product Launches

Trauma & Deformity

2019 Expected Product Launches



Osteogenesis Imperfecta Nail System



PediFoot
(First pediatric system)



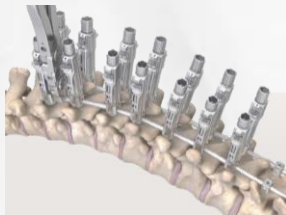
PNP | Tibia



Cannulated Screws

Scoliosis

2019 Product Launches



BandLoc DUO System



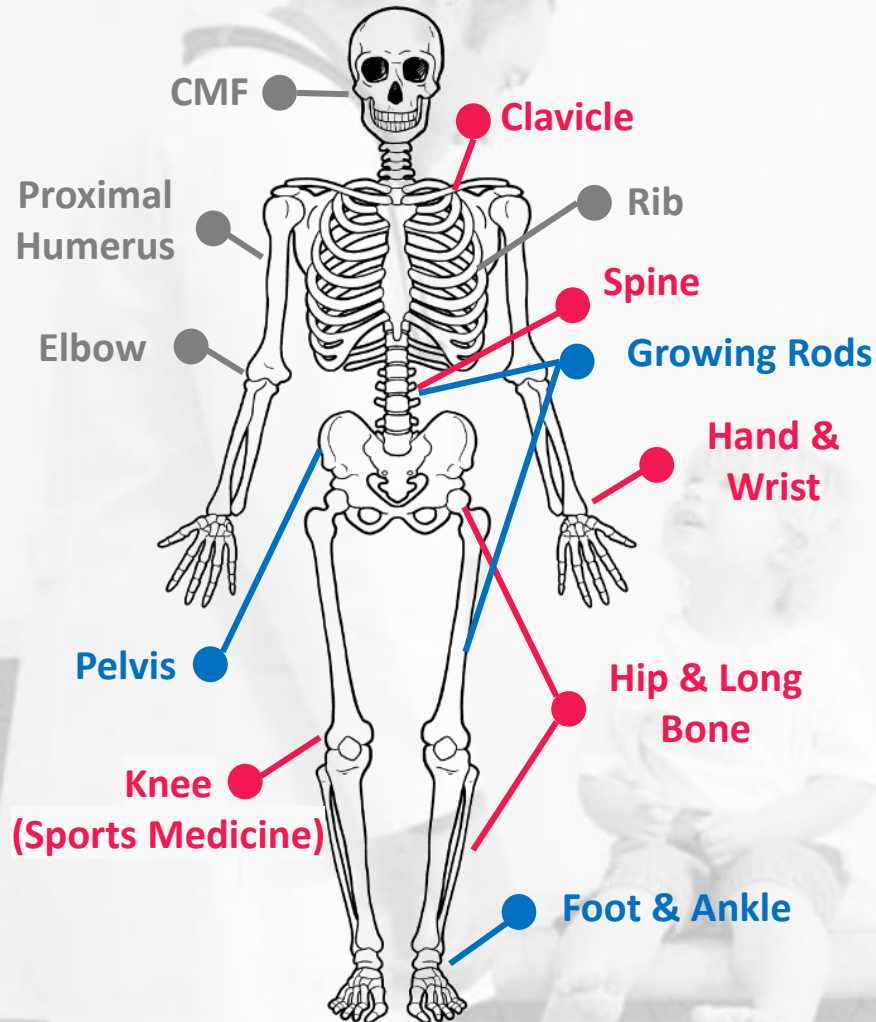
Development
In Process



Neuromuscular Scoliosis System



Expanding Our Addressable Market



Demonstrated ability to expand portfolio to full array of pediatric surgeries

- OP Today
- OP Tomorrow
- Now Under Development



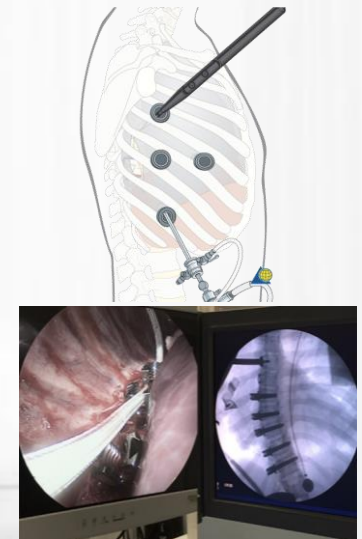
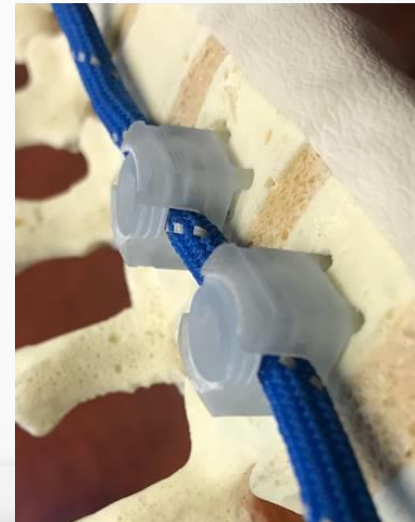
Leading Edge Systems in Development

Smart Implants

- OP Proof of concept model developed August 2018
- OP Important milestone reached
- OP Embodiments in intramedullary nailing and scoliosis
- OP OP will offer significant improvements to current technology

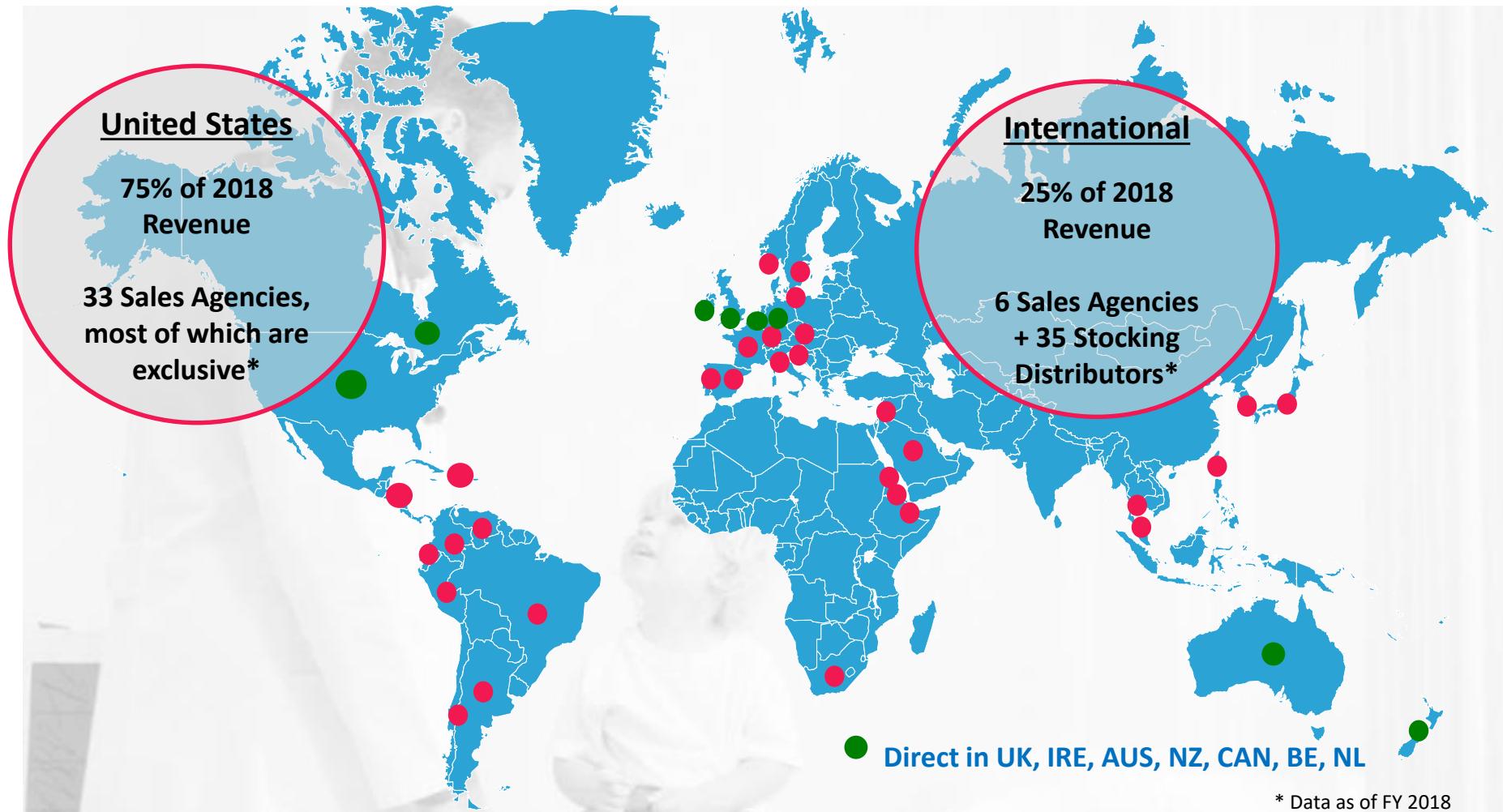
Spinal Tethering

- OP Emerging procedure with off-label use of adult lumbar fixation product
- OP Allows intervention in patients as young as 10
- OP Reversible, non-fusion procedure
- OP Acquired IP; now enhancing portfolio
- OP Formed task force of leading tethering surgeons
- OP Evaluating and refining concepts





Global Sales Coverage










Currently selling to major children's hospitals in the U.S. and 39 additional countries
Converting to agency model in select markets has significantly increased volumes, ASPs, and gross margin
Replicate success of sales agency model in UK, IRE, AUS, NZ, CAN, BE, and NL



New Competitors Would Face Formidable Obstacles



“The ship has sailed.”

-  **Product breadth**
-  **Surgeon relationships**
-  **Sales and distribution network**
-  **Clinical education programs**
-  **Pediatric brand equity**
-  **Reputation with pediatric orthopedic societies**
-  **Dynamic culture**



What Does Category Leadership Mean?

Surgeon relationships and clinical education

- OP Relationships with surgeons who use entire portfolio
- OP Major provider of clinical education
- OP Leading supporter of surgical societies
- OP Custom instruments

Broadest, most innovative product offering

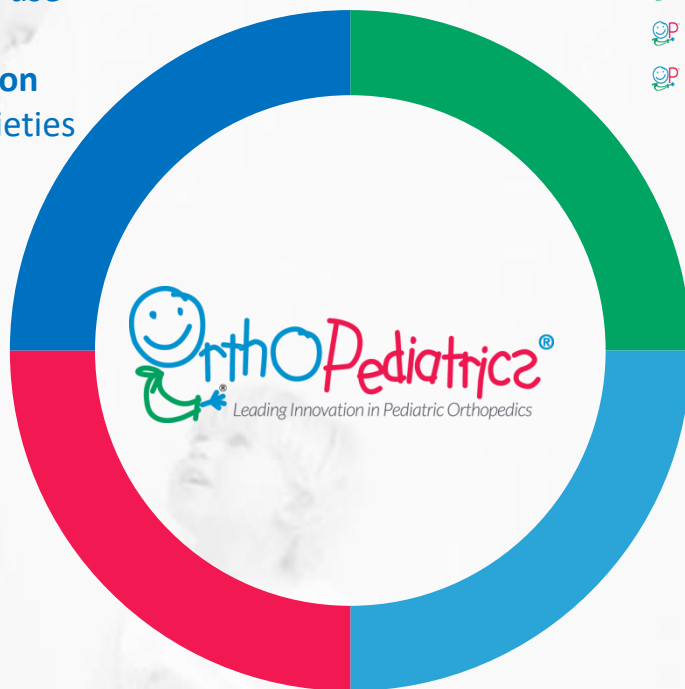
- OP 12 years' clinical understanding
- OP New product pipeline
- OP Pediatric Market Gateway for distributed products and joint product developments

Robust organic growth opportunities

- OP \$2.5 billion addressable global market
- OP Limited focused competition
- OP Focused, experienced distribution
- OP Instrument set placements drive growth

Attractive growth and margin profile

- OP Consistent growth since inception
- OP 74% gross margin in FY 2018
- OP History of efficient capital utilization



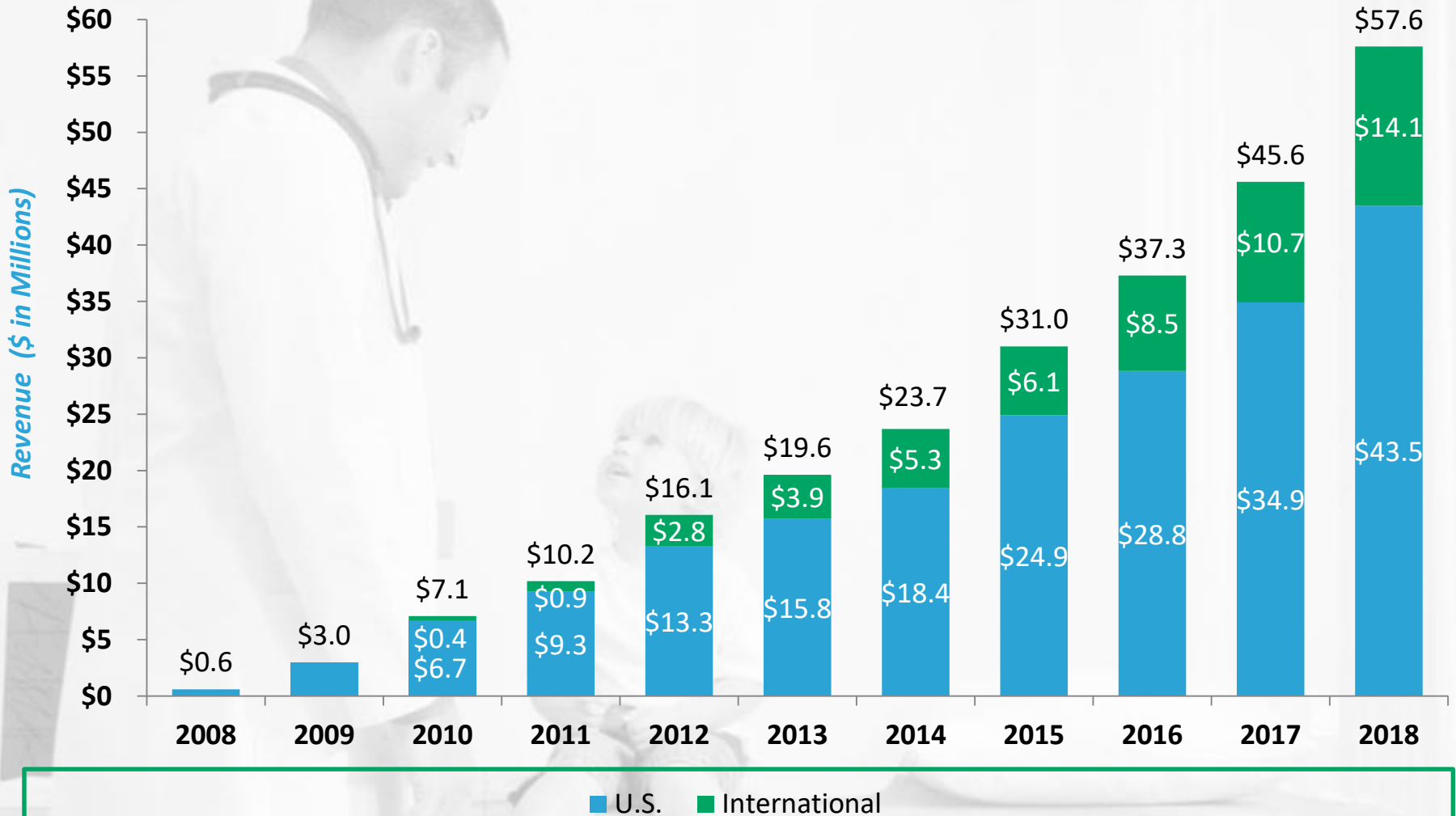


Financial Review



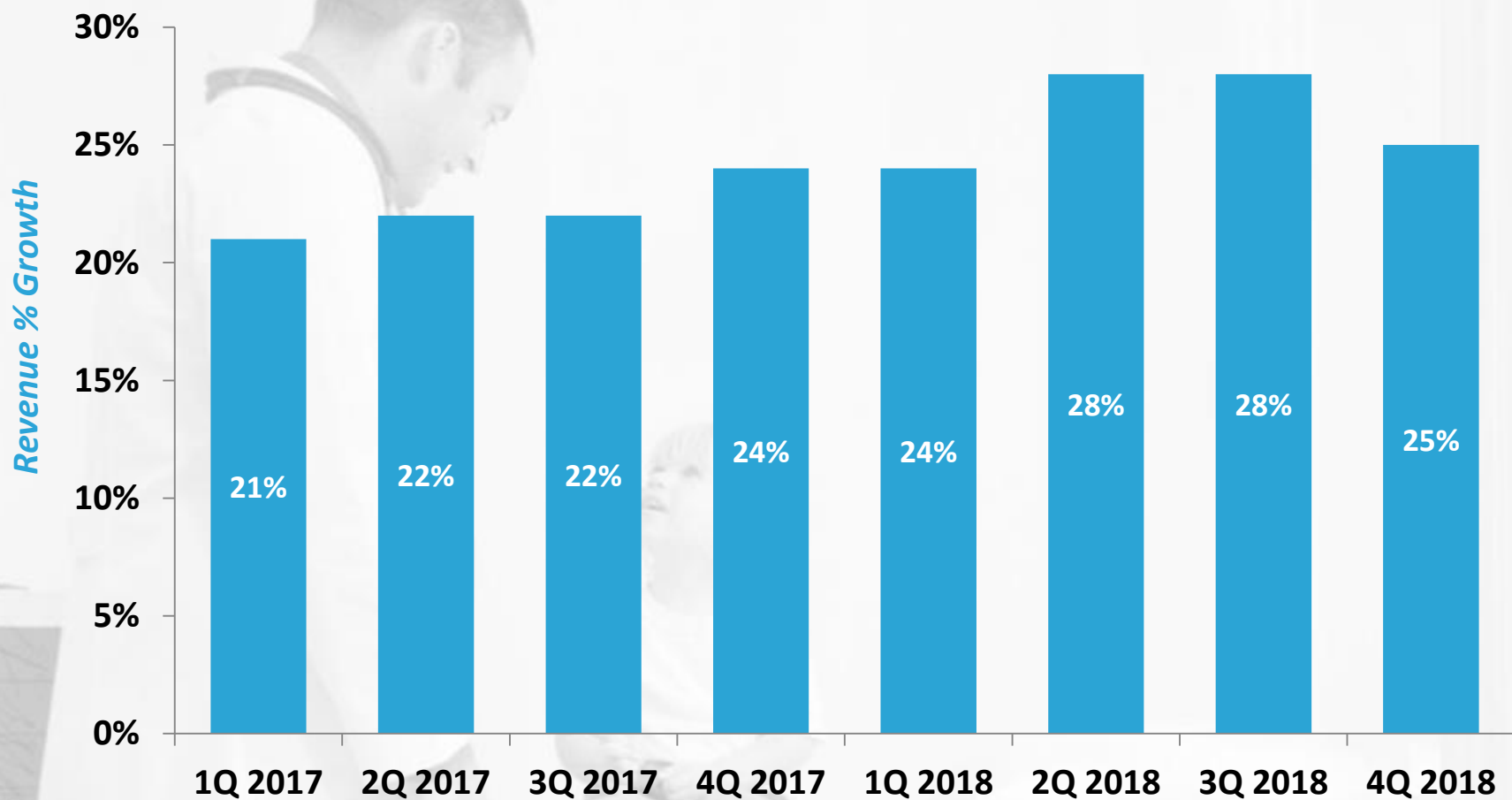


Consistent 20+% Revenue Growth Since Inception



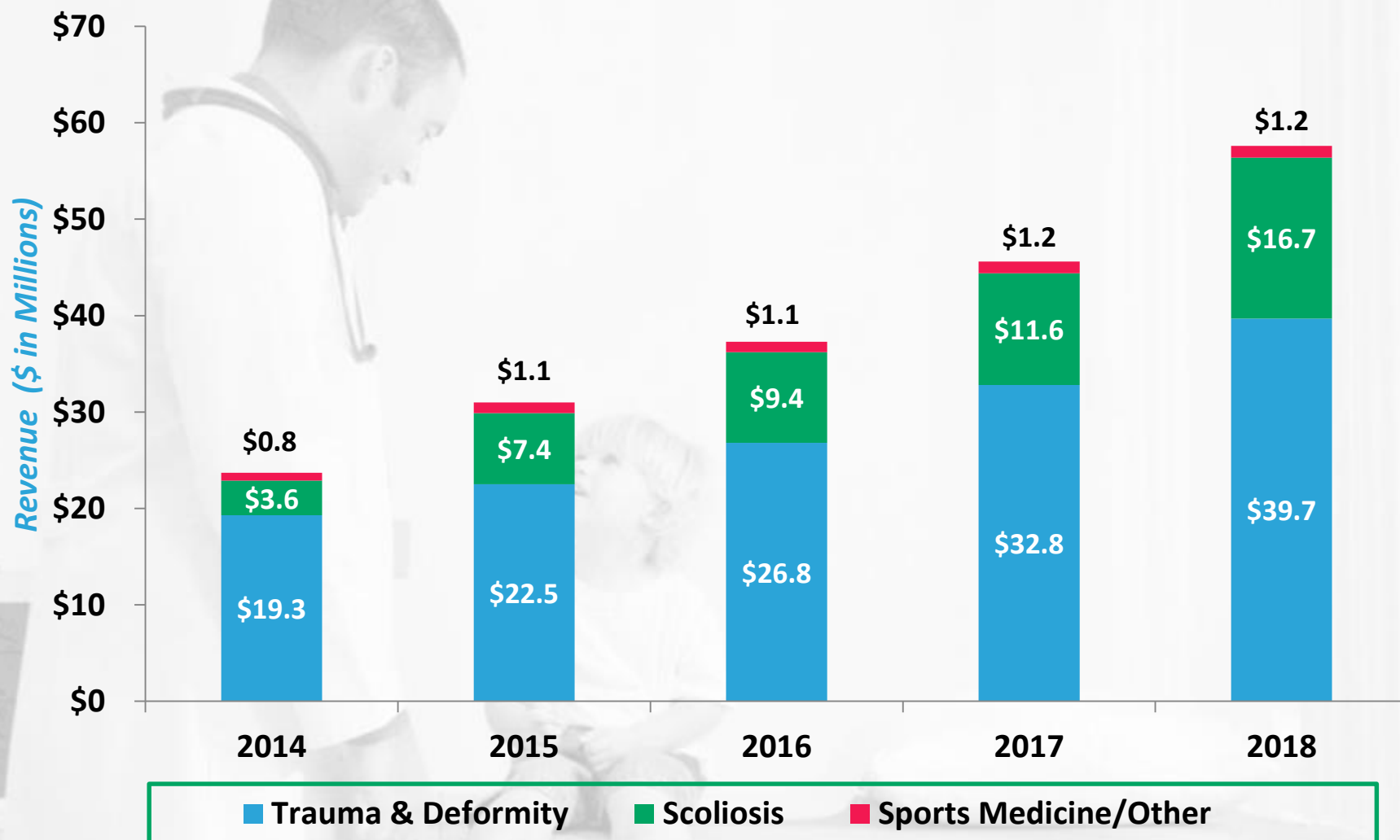


Accelerating Growth





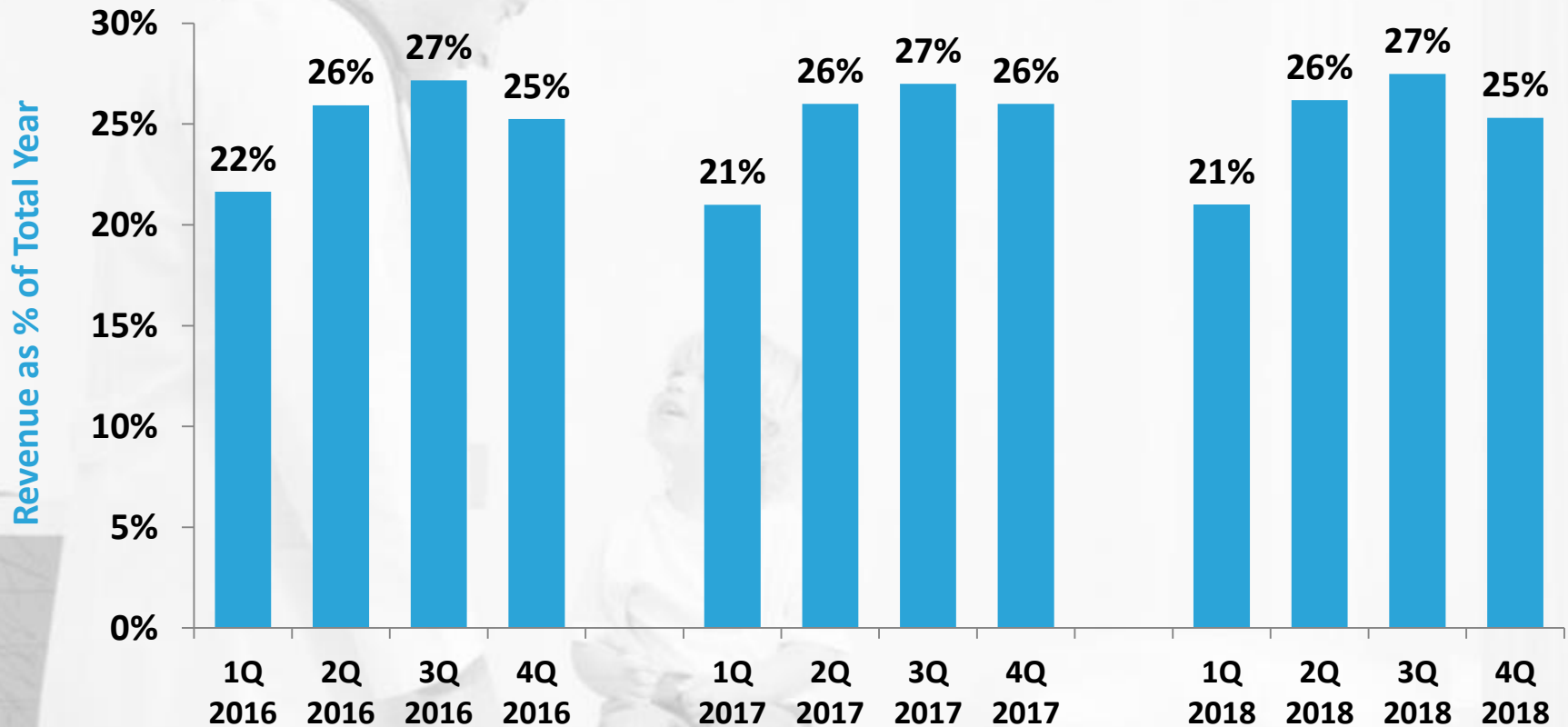
Category Revenue Summary





Revenue Seasonality

Seasonality Drives Stronger Performance in Summer Months and Holiday Periods





Income Statement Summary

(\$ in Millions)

	FY 2015	FY 2016	FY 2017	FY 2018
Revenue	\$31.0	\$37.3	\$45.6	\$47.6
<i>Growth %</i>	<i>31%</i>	<i>20%</i>	<i>22%</i>	<i>26%</i>
Gross Profit	\$21.6	\$26.4	\$34.5	\$42.7
<i>Margin %</i>	<i>70%</i>	<i>71%</i>	<i>76%</i>	<i>74%</i>
Operating Expenses	\$28.2	\$32.5	\$40.9	\$52.2
Operating Loss	(\$6.6)	(\$6.1)	(\$6.5)	(\$9.6)
Net Loss	(\$7.9)	(\$6.6)	(\$8.9)	(\$12.0)
Net Loss per Share*	(\$7.27)	(\$7.14)	(\$5.86)	(\$0.96)

* Net loss per share attributable to common stockholders – basic and diluted



Adjusted EBITDA Reconciliation

(\$ in Millions)

	Year Ended December 31,	
	2017	2018
Net Loss	(\$8.9)	(\$12.0)
Interest expense	2.5	2.3
Other expense (income)	(0.0)	0.2
Depreciation and amortization	2.4	2.9
Stock-based compensation	1.4	1.2
Accelerated vesting of restricted stock	2.0	2.0
Public company costs	0.5	1.4
Non-recurring professional service fees	-	2.6
Adjusted EBITDA	(\$0.1)	\$0.5



Balance Sheet

(\$ in Millions)

As of December 31, 2018

Assets	
Cash	\$60.7
Accounts Receivable	9.0
Inventory	25.7
Other Current Assets	1.8
PP&E (net)	12.8
Intangibles	2.2
Total Assets	\$112.1

Liabilities	
Accounts Payable	\$4.0
Debt	21.3
Accrued Expenses	3.6
All Other Liabilities	1.6
Paid In Capital	197.4
Accumulated Deficit (net)	(115.7)
Total Liabilities / Equity	\$112.1

Recent financings will, among other things, fund consigned sets and accelerate proven strategy, including any M&A opportunities (~\$43M from 12/18 follow-on)



**Surgeon relationships and
clinical education**

**Broadest, most innovative
product offering**

**Robust organic growth
opportunities**

**Attractive growth and
margin profile**

