



OrthoPediatrics Corp.
November 2020

Mark Throdahl, CEO
Fred Hite, COO & CFO
Dave Bailey, President



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 related to COVID-19, the impact such pandemic may have on the demand for our products, and our ability to respond to the related challenges; and the risks, uncertainties and factors set forth under "Risk Factors" in OrthoPediatrics' Annual Report on Form 10-K filed with the SEC on March 5, 2020, as updated and supplemented by our other SEC reports filed time to time. 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 release represents net loss, plus interest expense, net plus other expense, depreciation and amortization, stock-based compensation expense, and acquisition related costs. Adjusted EBITDA is presented because the Company believes it is a useful indicator of its operating performance. Management uses the metric 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: \$1.4 billion U.S., \$3.2 billion globally (2019 estimates)**
-  **High U.S. procedure concentration: <300 hospitals and ~1,400 surgeons**
-  **Focused call point: pediatric orthopedic surgeons are generalists who use all OP products**
-  **Sustainable competitive advantage:**
 - **Broadest pediatric-specific orthopedic product offering with 35 surgical systems**
 - **Strong relationships with pediatric orthopedic surgeons**
 - **Deep commitment to clinical education**
 - **Sales personnel are a consultative resource who attend surgery**
-  **Consistent 20+% growth since inception**
 - **FY19 revenue of \$72.6 million, up 26%**
-  **Recent Orthex and ApiFix acquisitions give OP proprietary, leading-edge technology in both external fixation and non-fusion scoliosis markets and expand the Company's total addressable market**



Environment and Company Response

-  Procedure trends in the U.S. continued recovery momentum in every month during 3Q 2020. International recovery lags the U.S. recovery
-  Closely monitoring the **fall and winter months**
-  **Product development has not been affected** and proceeds at normal pace
-  **Accelerated availability of new products** including Orthex and ApiFix
-  Remote working continues. **Currently committed to no lay-offs or base reduction salary cuts to all direct employees**
-  Committed to supporting our patients and surgeons, with **no reductions in financial support of important surgical societies**
-  Utilizing DocMatter website to sponsor webinars around pediatric orthopedic care

Impact on Financials

-  **Record 3Q 2020 sales of \$22.2M**, up 7% vs prior year, record gross margin and record positive adjusted EBITDA
-  3Q 2020 U.S. sales continued strong acceleration, growing 17% year-over year
-  3Q 2020 international sales performance improved, but continued to lag, and declined year-over-year (34%). EMEA and APAC were strongest while LATAM lagged
-  **Strong growth in trauma during 3Q 2020** continued to drive domestic sales; encouraging signs of recovery seen in elective deformity surgeries
-  **4Q 2020 revenue growth expected to be similar to 3Q 2020, assuming no major COVID shutdowns in the US.** Domestic sales growth expected to accelerate slightly from 3Q; international sales growth expected to be similar



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 **>188,000 patients** since inception
-  **35** surgical systems; **~7,800 SKUs**; strong pipeline
-  **6** additional systems from Orthex and ApiFix acquisitions
-  **109** direct employees; **166** focused sales reps¹
-  **Global** sales organization focused on pediatric orthopedic surgeons in **44** countries¹
-  **82** issued patents; **79** patent applications²
-  **Chief Medical Officer** is a fellow surgeon
-  **Average FDA approval time:** **< ½** industry average
-  **History of** **stable reimbursement**

¹ As of September 30, 2020.

² As of September 30, 2020. Totals apply to patents issued to and/or applied by OrthoPediatrics or one of its wholly-owned subsidiaries.



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

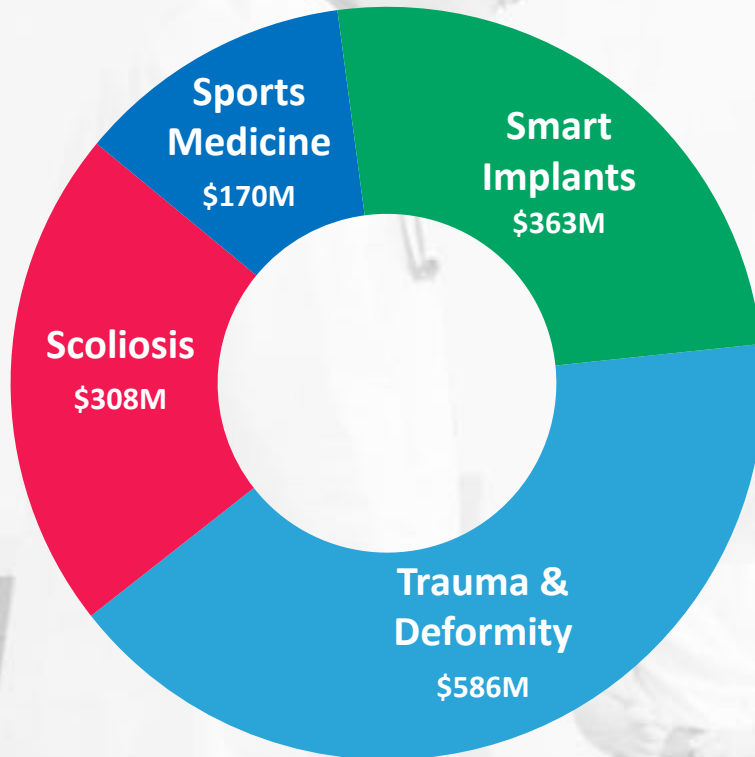
-  **Address orthopedic industry's lack of focus on product development, clinical education, and sales presence**
-  **Implants and instruments avoid complications of re-purposed adult products**
-  **Product development in collaboration with leading pediatric orthopedic surgeons**
-  **Dedicated sales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



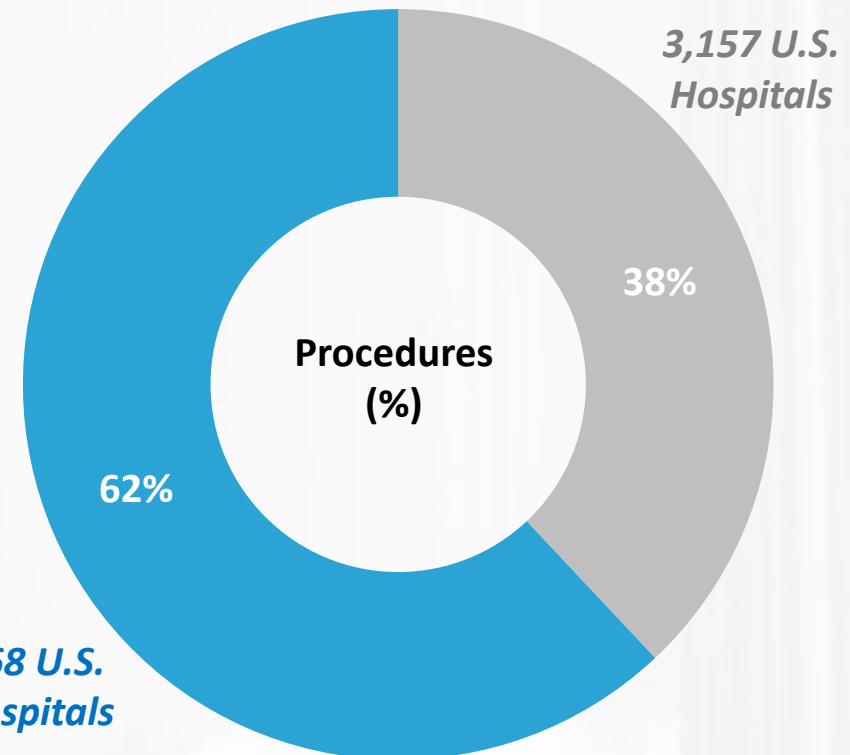
Large and Focused Market

OP'S \$3.2 Billion Current Addressable Global Market¹

\$1.4 Billion U.S. Addressable Market¹



High Concentration of Pediatric Trauma & Deformity and Scoliosis Procedures



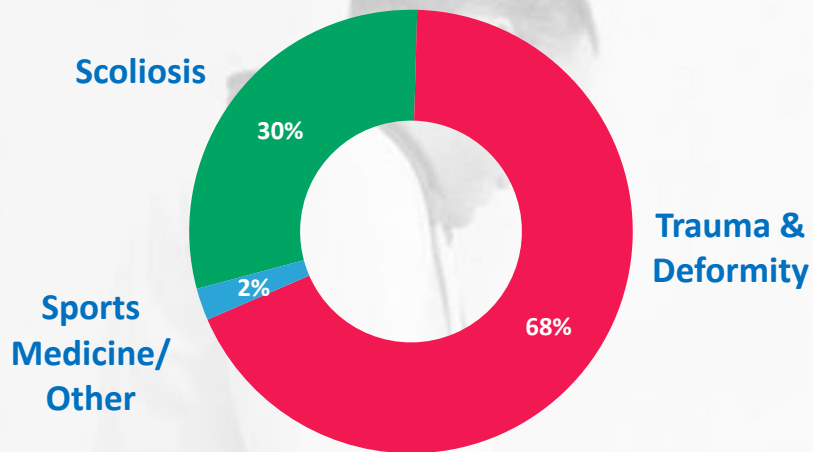
Current products target three of the largest categories in Pediatric Orthopedics
Pipeline products underway to expand addressable market

¹ Management's 2019 updates to IMS data from 2016



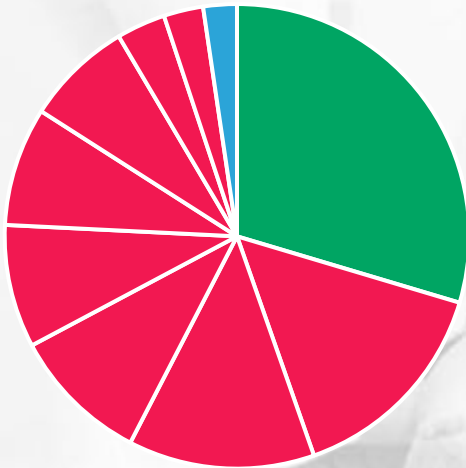
Product Line & Growth Diversification

2019 Revenue by Segment (% Total)

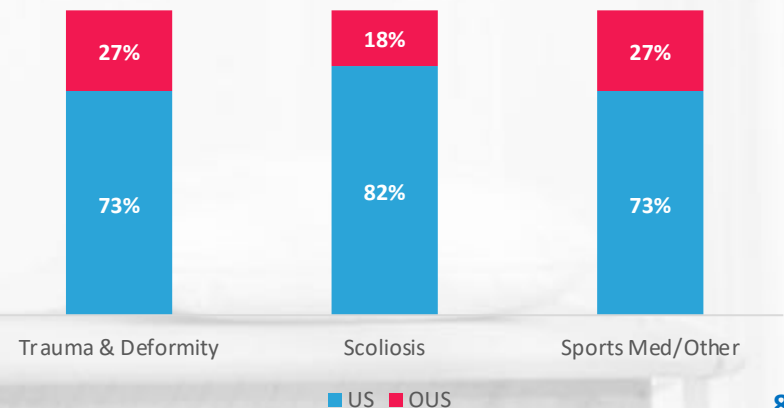


-  \$72.6 million sales in 2019, increasing 26%
-  Well diversified product sales and sources of growth
-  All major product families contributed to revenue growth
-  All products have comparable gross margins

2019 Revenue by Product Family



2019 Revenue by Geography





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 and acquire novel technologies



New Systems & Product Launches (2017-2018)

Trauma & Deformity



Titanium PediPlates® System
(Expands physeal tethering offering)



Clavicle Plate System
(First pediatric specific system)



Wrist Fusion Plate System
(First pediatric specific system)

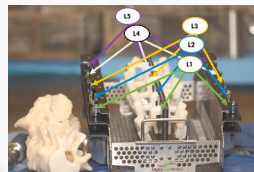
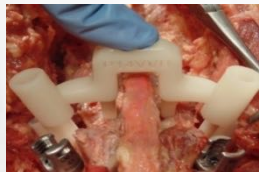


PediFlex Advanced

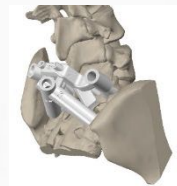


Pediatric Nailing Platform | FEMUR
(Expands into adolescent cases)

Scoliosis



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



FireFly S2/Alar



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

Sports Medicine



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



Internal Developments & 2 Select Acquisitions

Trauma & Deformity

Acquired
June'19



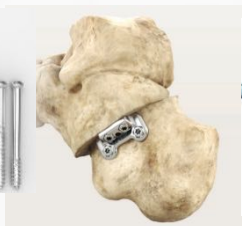
Orthex
(External fixation
hardware / software)

Launched
Sept'19



**Next Generation
Cannulated
Screw Systems**

Launched
Nov'19



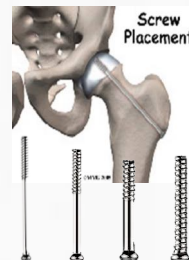
PediFoot
(First pediatric
system)

Launched
Dec'19



**QuickPack™
Bone Void
Filler**

Launched
Mar'20



**Large Fragment
Cannulated Screw
System**

Launching
2020



**PediFoot
Expansion**

Launching
2020 / 2021



**Orthex
AUS / EMEA**

Scoliosis

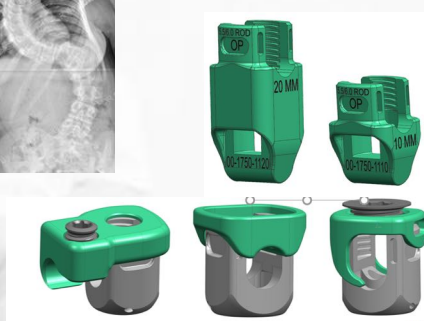
Launched
Feb'19



BandLoc DUO System



Neuromuscular FDA
approval Mar'20



**RESPONSE™
Neuromuscular System**

Acquired
Apr'20



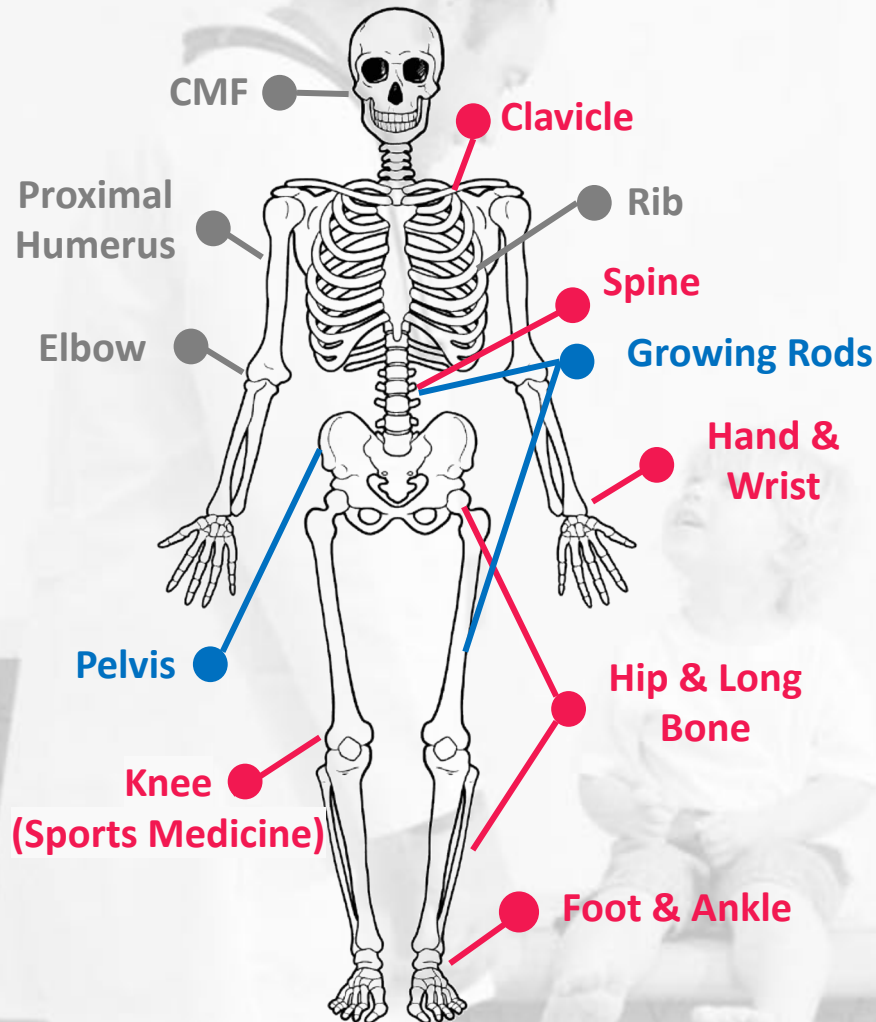
**ApiFix MID-C System
(Non-fusion technology)**



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

-  Proof of concept established in 2018 with substantial development in 2019
-  2 embodiments: (1) scoliosis (2) intramedullary nailing
-  OP will offer **significant improvements** to current technology

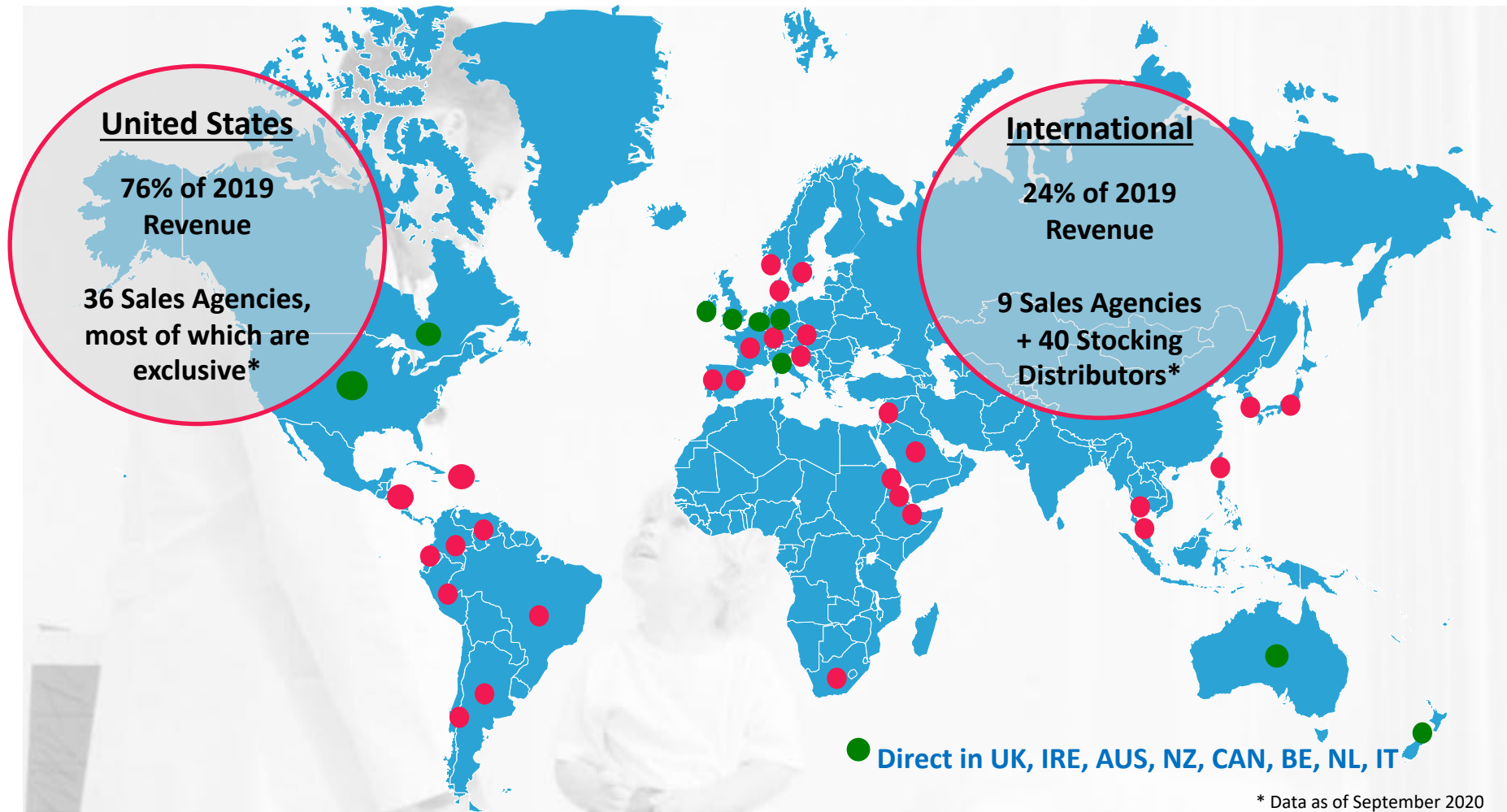
Early Onset Scoliosis

-  Emerging surgical trends not being pursued by major spine companies
-  Intervention in **patients as young as 10**
-  **Reversible, non-fusion procedures**
-  Developing IP portfolio
-  Working with panel of leading surgeons








Global Sales Coverage

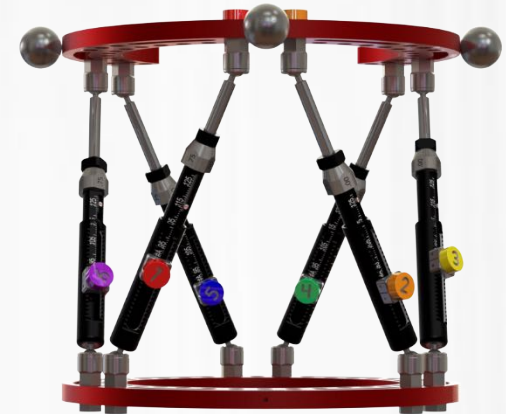


Currently selling to major children's hospitals in the U.S. and 43 additional countries
Converting to agency model in select markets has significantly increased volumes, ASPs, and gross margin
Replicate success of sales agency model in UK, IRE, AUS, NZ, CAN, BE, NL, and IT



Transaction Details

-  **Acquisition:** In June 2019 OP purchased Vilex¹ and its **Orthex Hexapod²** system with proprietary point-and-click planning software, for \$60 million (\$50 million cash + \$10 million shares)
-  **Divestiture:** In December 2019 OP **sold the adult assets and Orthex license for non-pediatrics market** to Squadron Capital for \$25 million cash.
-  **Net:** Orthex Hexapod investment of \$35 million



Benefits

-  **Expands OP's Trauma & Deformity business into new segment valued at \$200 million globally**
-  **Expands Trauma & Deformity's breadth from 60% to 80% of addressable market**
-  **Increases surgeon reach to limb reconstruction specialists who treat pediatric patients beyond children's hospitals, generating pull-through of other products**
-  **Divestiture allows OP to remain committed solely to pediatrics with cross license rights**







¹ Vilex generated \$6.7 million of revenue in 2018 (most of which was adult)

² Hexapod had 50% annual revenue growth since FDA clearance in mid-2016; generated \$5.1 million of revenue in 2018



Disruptive Technology

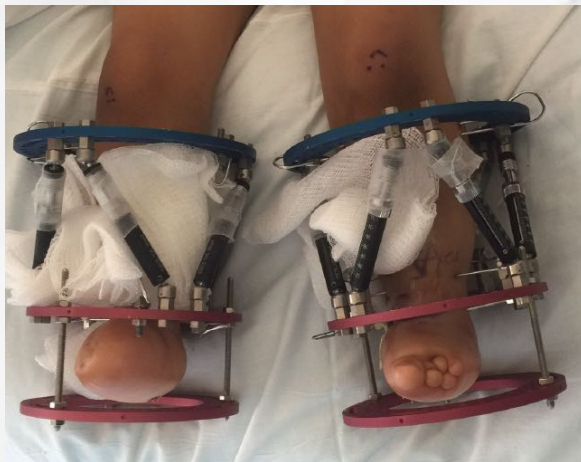
-  Construct allows 90° angulation
-  Unique calibrated struts and HA-coated pins
-  Patented point and click software
-  Significantly simplifies surgery planning and subsequent alignments

Dror Paley, MD – Pediatric orthopedic KOL

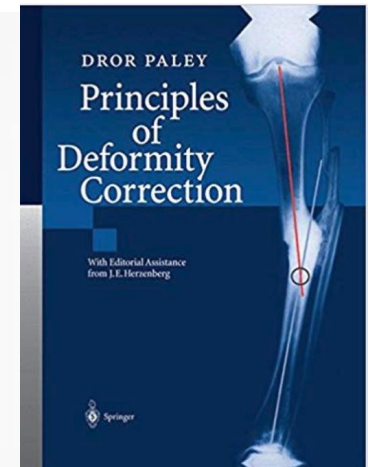
-  Introduced Ilizarov method in U.S.

Defend competitive position and risk

-  Defend other potential acquirers from entering the pediatric space



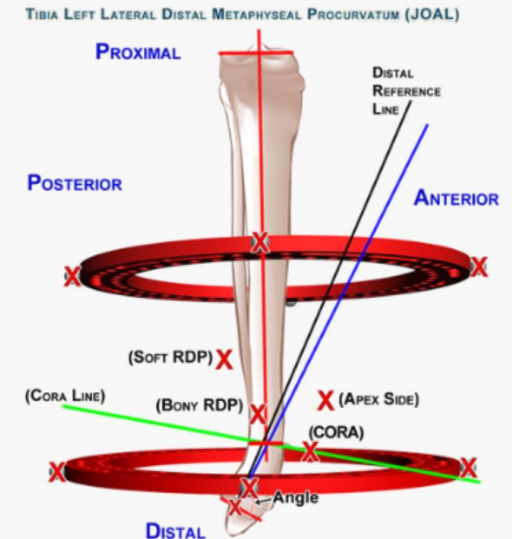
ORTHeX



ML X-Ray

ML STEP 11 of 11: Verify, and click the AP View button to proceed

- 1 Proximal Ring
- 2 Distal Ring
- 3 Proximal Bone Segment Line
- 4 Distal Joint Line
- 5 Distal Centerpoint
- 6 Osteotomy
- 7 Proximal Bone Ends
- 8 Proposed Pivot Point
- 9 RDP Bony
- 10 RDP Soft
- 11 Review





Transaction Details

- 👤 **Acquisition:** In April 2020, OP purchased ApiFix¹ and its **MID-C minimally invasive deformity correction system**, for 934,768 shares of common stock and \$2 million in cash paid at closing, plus milestone payments and an earnout over a period of four years

Benefits

- 👤 Expands OP's Scoliosis business into **non-fusion market**, the holy grail of pediatric scoliosis surgery
- 👤 **One of only two** non-fusion technologies approved by the U.S. FDA and granted pediatric HDE
- 👤 **Least invasive, removable system** that acts as an **internal brace** with **motion-preserving capabilities** to avoid permanently limiting range of motion
- 👤 **Measurable reductions** in surgery time, blood loss, hospitalization, recovery time, and complication rates
- 👤 Extremely **high sales/dollar** of set inventory
- 👤 **Strong IP protection:** 46 granted patents and 26 patent applications²



¹ ApiFix generated \$0.5 million of revenue in 2019

² As of June 30, 2020



A Novel Surgical Option

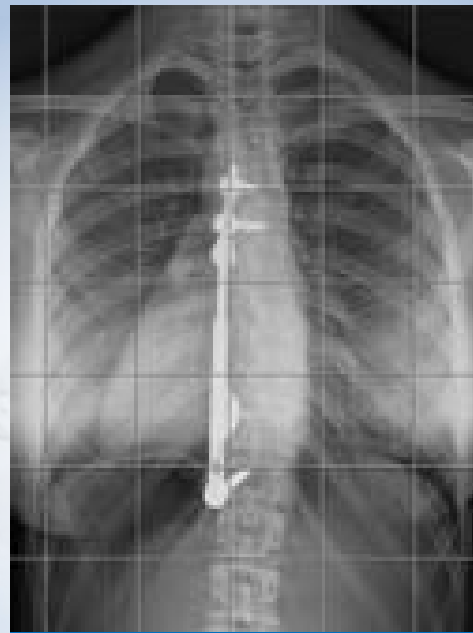
ApiFix is a Viable Alternative to Failed Bracing and Spinal Fusion for the Treatment of Progressive Scoliosis



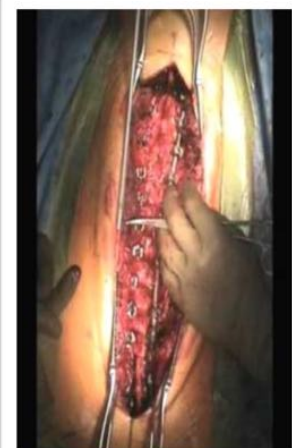
Exercise
Curves < 25°



Brace
Curves 25°- 40°



ApiFix System
Curves 35° - 60°



Fusion Surgery
Curves > 50°



Minimally Invasive Deformity Correction (MID-C) System for Scoliosis

- Viable alternative to failed bracing and spinal fusion with **motion-preserving** technique
 - Self-adjusting rod and novel polyaxial joints
- **Least invasive** surgical solution
 - Placed posteriorly and unilaterally on the concave aspect of the curvature
 - No thoracic surgeon; no need to collapse the lung
- **Removable** (burns no bridges)
- Surgery time **1-2 hours**; Incision size **10-15cm**; Blood loss **50cc**
- Post-surgery hospital stays of **1-2 days**
 - Patient recovery measured in days, not months
- **Low complication and revision** rates
- FDA and CE Mark approved procedure backed by clinical data on 370+ patients and long-term (8 year) data












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**



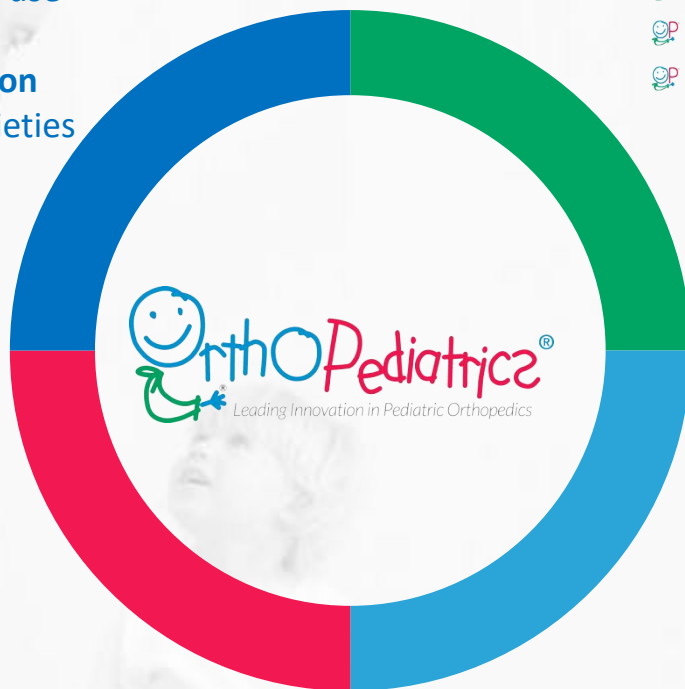
What Does Category Leadership Mean?

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



Robust organic growth opportunities

- OP \$3.2 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 75% gross margin in FY 2019
- OP History of efficient capital utilization

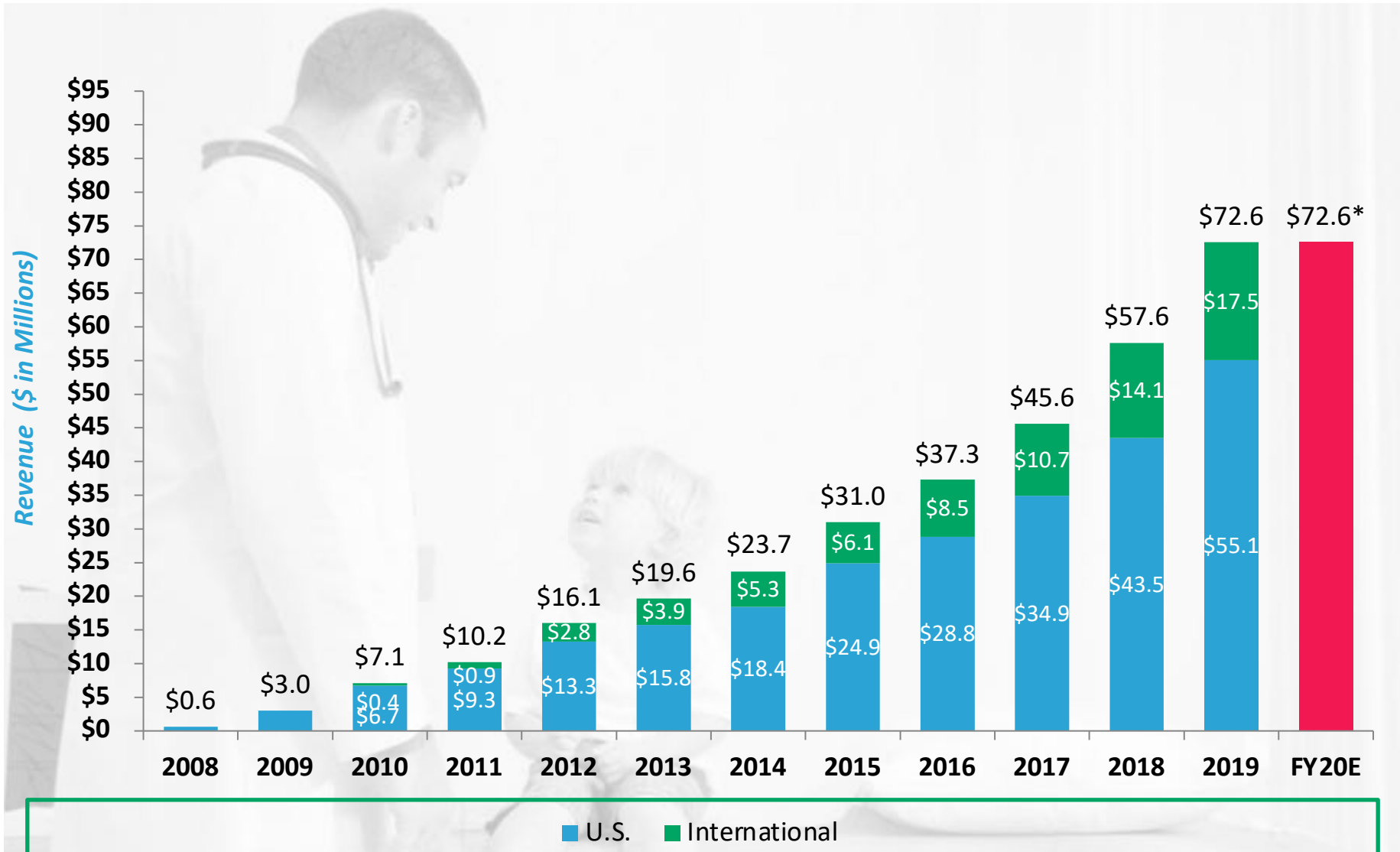


Financial Review





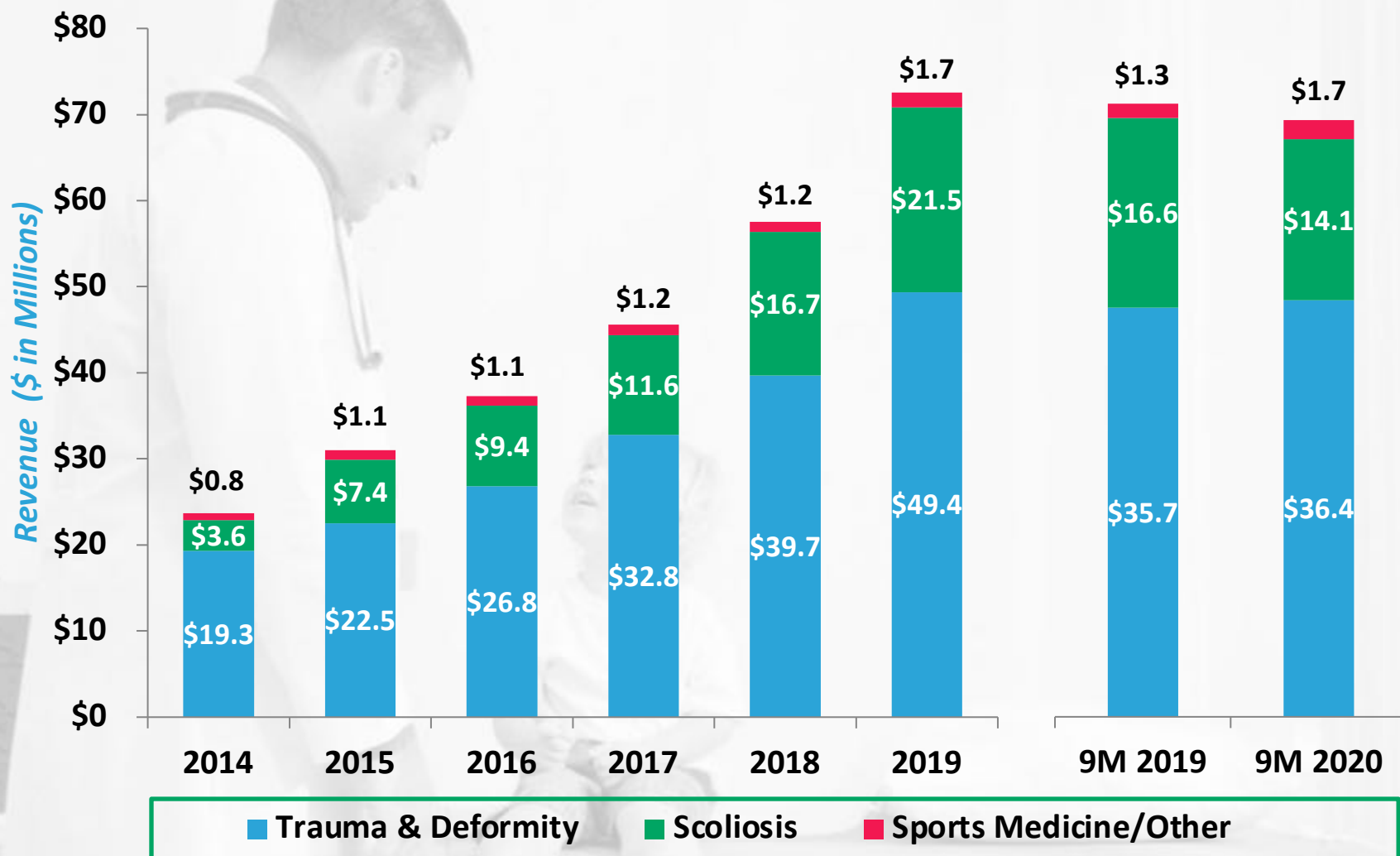
Consistent 20+% Revenue Growth Since Inception



* 2020 post-COVID consensus



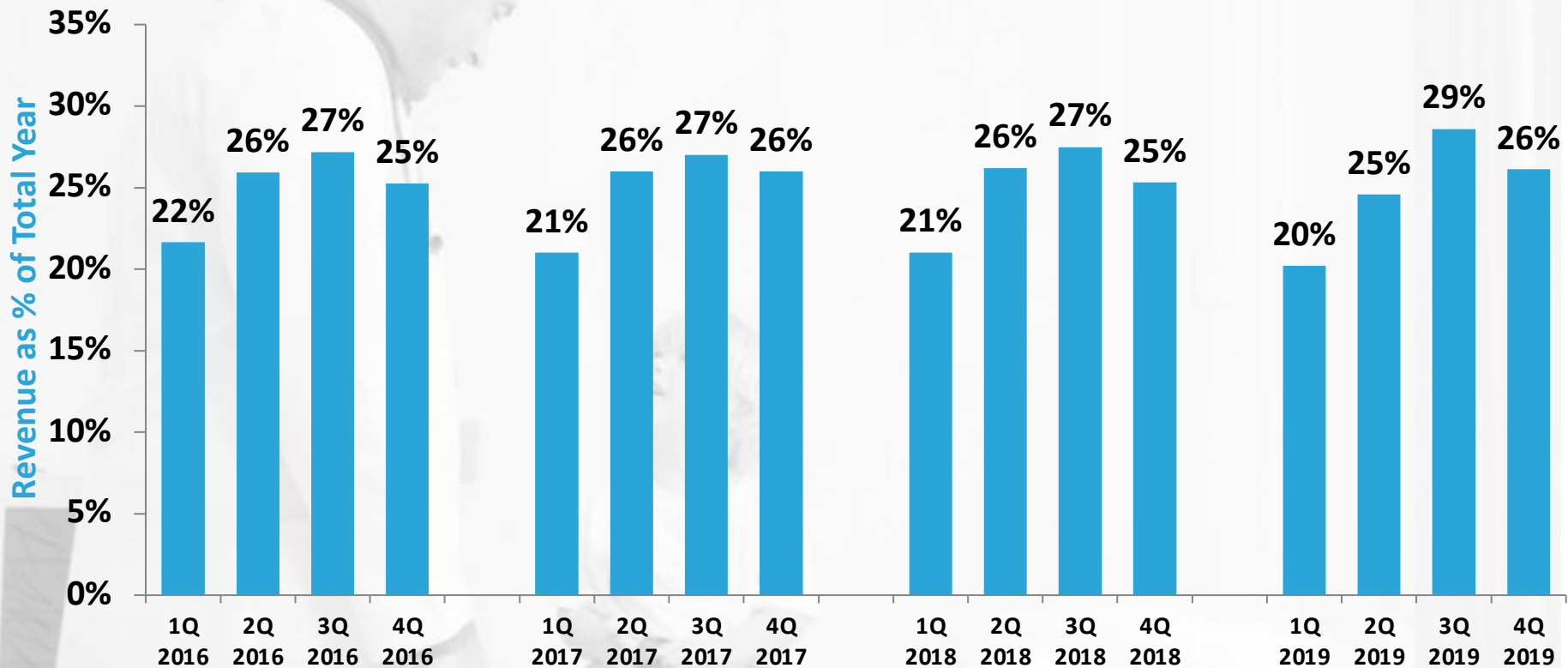
Category Revenue Summary





Revenue Seasonality

Seasonality Drives Stronger Performance in Summer Months and Holiday Periods





Income Statement Summary

(\$ in Millions)

	FY 2016	FY 2017	FY 2018	FY 2019	9M 2019	9M 2020
Revenue	\$37.3	\$45.6	\$57.6	\$72.6	\$53.6	\$52.2
Growth %	20%	22%	26%	26%	25%	(3%)
Gross Profit	\$26.4	\$34.5	\$42.7	\$54.6	\$40.2	\$39.9
Margin %	71%	76%	74%	75%	75%	76%
Operating Expenses	\$32.5	\$40.9	\$52.2	\$63.7	\$46.2	\$53.9
Operating Loss	(\$6.1)	(\$6.5)	(\$9.6)	(\$9.1)	(\$6.0)	(\$14.0)
Net Loss	(\$6.6)	(\$8.9)	(\$12.0)	(\$13.7)	(\$8.3)	(\$18.9)
Net Loss per Share ¹	(\$7.14)	(\$5.86)	(\$0.96)	(\$0.94)	(\$0.57)	(\$1.07)

¹ Net loss per share attributable to common stockholders – basic and diluted



Adjusted EBITDA Reconciliation

(\$ in Millions)

	Nine Months Ended September 30,	
	2019	2020
Net loss	(\$8.3)	(\$18.9)
Interest expense, net	2.2	2.8
Other expense	0.1	0.3
Depreciation and amortization	3.2	5.7
Stock-based compensation	1.9	4.7
Fair value adjustment of contingent consideration	-	1.8
Acquisition related costs	0.7	0.3
Adjusted EBITDA	(\$0.2)	(\$3.3)

Some numbers may not add up to due rounding



Balance Sheet

(\$ in Millions)
As of September 30, 2020

Assets

Cash & Restricted Cash	\$89.7
Accounts receivable	17.1
Inventory (net)	52.0
Other current assets	2.5
PP&E (net)	24.3
Intangibles	122.4
Total Assets	\$308.0

Liabilities

Accounts payable	\$6.9
Debt	1.2
Accrued expenses	4.8
All other liabilities	55.7
Paid-in capital	387.1
Accumulated deficit (net)	(147.8)
Total Liabilities / Equity	\$308.0



**Surgeon relationships and
clinical education**

**Broadest, most innovative
product offering**

**Robust organic growth
opportunities**

**Attractive growth and
margin profile**

