

Clear Course for Profitable Growth

CG 2025 Musculoskeletal Conference
March 10, 2025

ORTHOFIX®

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended, relating to our business and financial outlook, which are based on our current beliefs, assumptions, intentions, plans, expectations, estimates, forecasts and projections. In some cases, you can identify forward-looking statements by terminology such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “believes,” “estimates,” “projects,” “intends,” “predicts,” “potential,” or “continue” or other comparable terminology. Forward-looking statements in this presentation include the Company's expectations regarding net sales, adjusted EBITDA, and free cash flow for the year ended December 31, 2025, and its three-year financial targets for 2025 through 2027. Forward-looking statements are not guarantees of our future performance, are based on our current expectations and assumptions regarding our business, the economy and other future conditions, and are subject to risks, uncertainties and changes in circumstances that are difficult to predict, including the risks described in Part I, Item 1A under the heading Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2024. Factors that could cause future results to differ from those expressed by forward-looking statements include, but are not limited to, (i) our ability to maintain operations to support our customers and patients in the near-term and to capitalize on future growth opportunities, (ii) risks associated with acceptance of surgical products and procedures by surgeons and hospitals, (iii) development and acceptance of new products or product enhancements, (iv) clinical and statistical verification of the benefits achieved via the use of our products, (v) our ability to adequately manage inventory, (vi) our ability to recruit and retain management and key personnel, (vii) our success in defending legal proceedings brought against us, and (viii) the other risks and uncertainties more fully described in our periodic filings with the Securities and Exchange Commission (the “SEC”). As a result of these various risks, our actual outcomes and results may differ materially from those expressed in these forward-looking statements.

Further, any forward-looking statement speaks only as of the date hereof, unless it is specifically otherwise stated to be made as of a different date. We undertake no obligation to update, and expressly disclaim any duty to update, our forward-looking statements, whether as a result of circumstances or events that arise after the date hereof, new information, or otherwise, except as required by law.

The Company is unable to provide expectations of GAAP net income (loss), the closest comparable GAAP measures to adjusted EBITDA (which is a non-GAAP measure), on a forward-looking basis because the Company is unable to predict, without unreasonable efforts, the ultimate outcome of matters (including acquisition-related expenses, accounting fair value adjustments, and other such items) that will determine the quantitative amount of the items excluded in calculating adjusted EBITDA, which items are further described in the reconciliation tables and related descriptions below. These items are uncertain, depend on various factors, and could be material to the Company’s results computed in accordance with GAAP.

Non-GAAP Financial Measures

Management uses certain non-GAAP financial measures in this presentation, most specifically Adjusted EBITDA, Adjusted Gross Margin, Adjusted Net Income and Free Cash Flow, as a supplement to GAAP financial measures to further evaluate the company's operating performance period over period, analyze the underlying business trends, assess performance relative to competitors and establish operational objectives.

Management believes it is important to provide investors with the same non-GAAP metrics it uses to evaluate the performance and underlying trends of the company's business operations to facilitate comparisons to its historical operating results and evaluate the effectiveness of its operating strategies. Disclosure of these non-GAAP financial measures also facilitates comparisons of the Company's underlying operating performance with other companies in the industry that also supplement their GAAP results with non-GAAP financial measures.

Unless noted otherwise, full-year guidance is based on the current foreign currency exchange rates and does not take into account any additional potential exchange rate changes that may occur this year.

These non-GAAP financial measures should not be considered in isolation from, or as replacements for, the most directly comparable GAAP financial measures, as these measures are not prepared in accordance with U.S. GAAP. Reconciliations between GAAP and non-GAAP results are included at the end of this presentation and represent the most comparable GAAP measure(s) to the applicable non-GAAP measure(s) shown in the table. For further information regarding the nature of these exclusions, why the Company believes that these non-GAAP financial measures provide useful information to investors, the specific manner in which management uses these measures, and some of the limitations associated with the use of these measures, please refer to the Company's Current Report on Form 8-K regarding this press release filed today with the SEC available on the SEC's website at www.sec.gov and on the "Investors" page of the Company's website at www.orthofix.com.

Amounts may not add due to rounding.

ORTHOFIX TODAY

A Compelling Path to Drive Meaningful Multiple Expansion

Key Stats

Founded	1980
Employees	1,600+
NASDAQ	OFIX

71.0%
Adjusted Gross Margin[2]

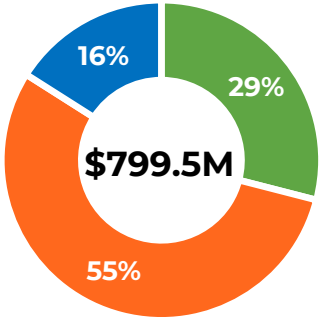
$67.4M
Adjusted EBITDA[2]

$675M
Market-Cap[1]

$85.7M
Cash, Cash Equivalents, and Restricted Cash[2]

2024 Net Sales[2] by Business

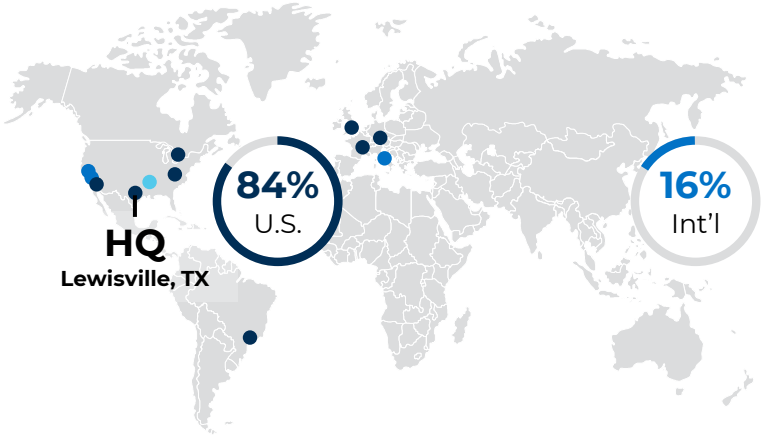
- Bone Growth Therapies
- Spinal Implants, Biologics, and Enabling Technologies
- Orthopedics



Global Presence

Net Sales[2] by Geography

- Office
- Manufacturing / Distribution
- 3rd-Party Logistics



Unrivaled Partner in Med Tech Delivering Exceptional Experiences and Life-Changing Solutions

[1] 3/5/2025. [2] As of December 31, 2024.

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Q4 2024 Financial Highlights

$215.7M

Net Sales
8% Growth YoY as reported and constant currency[1]

$23.9M

Non-GAAP Adjusted EBITDA[2]
$4.3M YoY increase and ~130 bps margin expansion

$15.2M

Free Cash Flow[2]
Significant improvement in cash usage compared to previous quarters

12%

U.S. Spine Fixation[3] YoY Net Sales Growth
Driven by distribution expansion and penetration in existing accounts

9%

Bone Growth Therapies YoY Net Sales Growth
10% Growth in BGT Fracture

21%

U.S. Orthopedics YoY Net Sales Growth
U.S. Orthopedics delivered a record quarter, benefiting from strong execution

71.1%

Non-GAAP Adjusted Gross Margin[2]
Compared to 72.2% for Q4 2023



Record Q4 net sales results reflect strong execution across all three major product lines



Solid operational execution – achieved profitability objectives, including positive free cash flow in Q3 and Q4 of 2024



Record number of 7D FLASH™ Navigation System placements for FY 2024



Prudently deploying capital and prioritizing investment in profitable growth opportunities and areas where we can win



Executing toward three-year financial targets and building on positive momentum

[1] Constant Currency is calculated by applying foreign currency rates applicable to comparable, prior-year period to present current period net sales at comparable rates. Constant currency can be presented for numerous GAAP measures, but is commonly used by management to analyze net sales excluding the impact of changes in foreign currency rates. [2] The reasons for and nature of non-GAAP disclosures by the Company, descriptions of the adjustments used to calculate those non-GAAP financial measures, and reconciliations of those non-GAAP financial measures to the most comparable GAAP financial measure, are provided in the Company's press release issued and Annual Report on Form 10-K filed on February 25, 2025. [3] Spine fixation is comprised of the Company's Spinal Implants product category, excluding motion preservation product offerings.

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Looking Forward – Accelerating Our Profitable Growth Engine

Invest in **Differentiated Technologies** in Areas Where We Can Win and Lead Innovation

Capitalize on **Multiple Access Points** to Grow Business at Sustained, Above-Market Rates

Operate with Discipline for **Margin Expansion**

Improve Financial Strength and Drive **Strong, Positive Cash Flow**

Advancing Toward Our Goals for Consistent Above-Market Growth, Improved Profitability, and Positive Free Cash Flow

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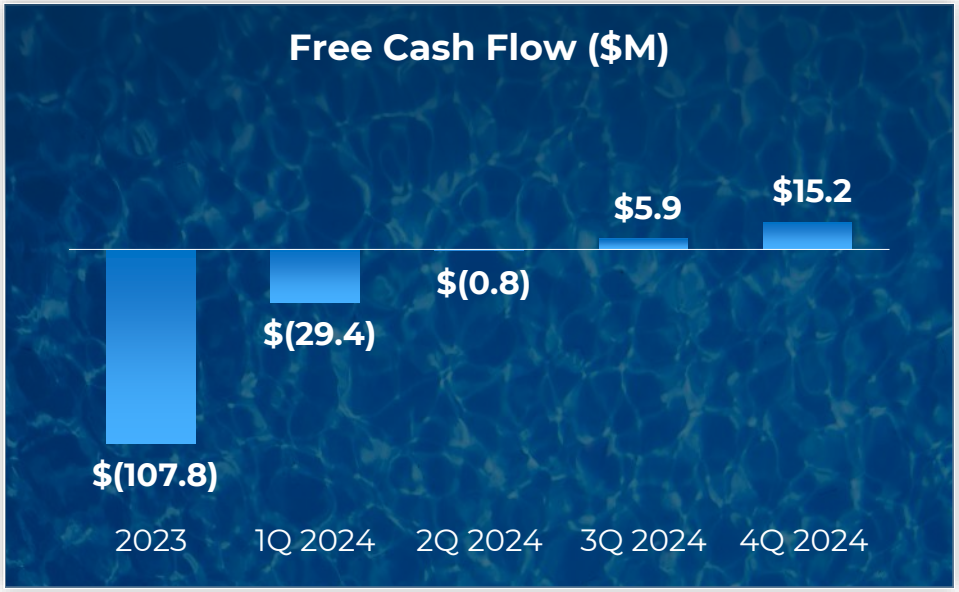
Improving Financial Strength and Driving Strong, Positive Free Cash Flow

Driving Positive Free Cash Flow

- Expect to be **free cash flow positive for full-year 2025**[1]
  - Drop-through to EBITDA of incremental revenue
  - Working Capital improvements

Efficient Working Capital Management

- Reduction in Inventory Days on Hand (DOH) and Instrument Efficiency
- Continued improvement in Days Sales Outstanding (DSO)



Strong Execution and Positive Momentum Towards Free Cash Flow

[1] Excluding impact of restructuring charges related to the discontinuation of the M6-C artificial cervical and M6-L artificial lumbar disc product lines, which we expect to be a headwind to 2025 free cash flow

Strategy is Driving Long-Term Profitable Growth – Increased Net Sales CAGR in 2027 Financial Goals

2027 Financial Targets	****6.5% – 7.5%**** Net Sales CAGR (2025 – 2027)	**Mid-Teens** Adj. EBITDA (Full-year 2027)	**Positive** Free Cash Flow Generation[1] (2025 – 2027)
Growth Engine Pillars	Differentiated Technologies; Multiple Access Points	Margin Expansion	Strong Cash Flow
Assumptions	• Sustained market demand: weighted average market growth of ~4% – 5% • Includes negative pricing impact of 1% to 2% • No material change in reimbursement or regulatory environment	• ~300 bps of Gross Margin expansion over period • Capture remaining merger synergies • Fixed cost leverage, moderating expense growth	• Driven by continued Adj. EBITDA improvement • Reduction in inventory DOH • Improved instrument utilization

Increased from 6% - 7%

[1] Excluding impact of restructuring charges related to the discontinuation of the M6-C artificial cervical and M6-L artificial lumbar disc product lines, which we expect to be a headwind to 2025 free cash flow

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WHY INVEST IN ORTHOFIX?

A Compelling Path to Drive Meaningful Multiple Expansion



01 **Strong fundamentals with profitable growth opportunity** and compelling value proposition across diverse portfolio

02 **More focused commercial strategy** with robust innovation pipeline complemented by successful cross-selling

03 **New leadership team** well-positioned to implement strategic vision and achieve sustainable, profitable growth across portfolio

04 **Consistent operational execution and prudently deploying capital** in areas where we can win

05 **Executing toward 2027 financial targets and building on positive momentum** reflects confidence in sustainable growth trends, commercial strategy and execution

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Appendix

Financial and Non-GAAP Reconciliation Tables

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Net Sales by Major Product Category by Reporting Segment

(Unaudited, U.S. Dollars, in millions)	Three Months Ended December 31, 2024	2023	Change	Constant Currency Change
Bone Growth Therapies	$ 63.9	$ 58.8	8.6%	8.6%
Spinal Implants, Biologics, and Enabling Technologies	116.0	111.0	4.5%	4.5%
Global Spine	179.9	169.8	5.9%	6.0%
Global Orthopedics	35.8	30.6	16.8%	18.1%
Net sales	$ 215.7	$ 200.4	7.6%	7.8%

(Unaudited, U.S. Dollars, in millions)	Year Ended December 31, 2024	2023	Change	Constant Currency Change
Bone Growth Therapies	$ 233.4	$ 212.5	9.8%	9.8%
Spinal Implants, Biologics, and Enabling Technologies	441.9	418.8	5.5%	5.5%
Global Spine	675.3	631.3	7.0%	7.0%
Global Orthopedics	124.2	115.3	7.7%	7.9%
Net sales	$ 799.5	$ 746.6	7.1%	7.1%

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Condensed Consolidated Balance Sheets

(U.S. Dollars, in thousands, except par value data)	December 31, 2024	December 31, 2023
Assets		
Current assets		
Cash and cash equivalents	$ 83,238	$ 33,107
Restricted cash	2,500	4,650
Accounts receivable, net of allowances of $7,418 and $7,130, respectively	134,713	128,098
Inventories	189,452	222,166
Prepaid expenses and other current assets	23,382	32,422
Total current assets	433,285	420,443
Property, plant, and equipment, net	139,804	159,060
Intangible assets, net	98,803	117,490
Goodwill	194,934	194,934
Other long-term assets	26,468	33,388
Total assets	**$ 893,294**	**$ 925,315**
Liabilities and shareholders' equity		
Current liabilities		
Accounts payable	$ 48,803	$ 58,357
Current portion of long-term debt	—	1,250
Current portion of finance lease liability	755	708
Other current liabilities	119,070	104,908
Total current liabilities	168,628	165,223
Long-term debt	157,015	93,107
Long-term portion of finance lease liability	17,835	18,532
Other long-term liabilities	46,692	49,723
Total liabilities	390,170	326,585
Contingencies		
Shareholders' equity		
Common shares $0.10 par value; 100,000 shares authorized; 38,486 and 37,165 issued and outstanding as of December 31, 2024 and 2023, respectively	3,849	3,717
Additional paid-in capital	779,718	746,450
Accumulated deficit	(276,141)	(150,144)
Accumulated other comprehensive loss	(4,302)	(1,293)
Total shareholders' equity	503,124	598,730
Total liabilities and shareholders' equity	**$ 893,294**	**$ 925,315**

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Condensed Consolidated Statements of Operations

(U.S. Dollars, in thousands, except share and per share data)	Three Months Ended December 31, 2024	Three Months Ended December 31, 2023	Year Ended December 31, 2024	Year Ended December 31, 2023
	(Unaudited)			
Net sales	$ 215,657	$ 200,415	$ 799,491	$ 746,641
Cost of sales	66,816	63,785	253,606	260,368
Gross profit	148,841	136,630	545,885	486,273
Sales, general, and administrative	136,479	132,284	532,525	530,395
Research and development	18,807	18,941	73,643	80,231
Acquisition-related amortization and remeasurement	5,031	3,720	24,336	14,757
Operating loss	(11,476)	(18,315)	(84,619)	(139,110)
Interest expense, net	(14,920)	(4,500)	(29,631)	(8,631)
Other income (expense), net	(3,315)	766	(9,625)	(938)
Loss before income taxes	(29,711)	(22,049)	(123,875)	(148,679)
Income tax benefit (expense)	564	(125)	(2,122)	(2,716)
Net loss	**$ (29,147)**	**$ (22,174)**	**$ (125,997)**	**$ (151,395)**
Net loss per common share:				
Basic	$ (0.75)	$ (0.59)	$ (3.30)	$ (4.12)
Diluted	(0.75)	(0.59)	(3.30)	(4.12)
Weighted average number of common shares (in millions):				
Basic	38.7	37.3	38.1	36.7
Diluted	38.7	37.3	38.1	36.7

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Adjusted Gross Profit and Adjusted Gross Margin

(Unaudited, U.S. Dollars, in thousands)	Three Months Ended December 31, 2024	Three Months Ended December 31, 2023	Year Ended December 31, 2024	Year Ended December 31, 2023
Gross profit	$ 148,841	$ 136,630	$ 545,885	$ 486,273
Share-based compensation expense	477	462	2,068	1,878
SeaSpine merger-related costs	660	214	6,239	6,861
Strategic investments	32	125	192	389
Acquisition-related fair value adjustments	3,047	7,037	12,188	36,044
Amortization/depreciation of acquired long-lived assets	313	372	1,153	1,196
Medical device regulation	—	(72)	—	604
Adjusted gross profit	**$ 153,370**	**$ 144,768**	**$ 567,725**	**$ 533,245**
Adjusted gross margin	71.1%	72.2%	71.0%	71.4%

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Adjusted EBITDA

(Unaudited, U.S. Dollars, in thousands)	Three Months Ended December 31, 2024	Three Months Ended December 31, 2023	Year Ended December 31, 2024	Year Ended December 31, 2023
Net loss	$ (29,147)	$ (22,174)	$ (125,997)	$ (151,395)
Income tax expense (benefit)	(564)	125	2,122	2,716
Interest expense, net	14,920	4,500	29,631	8,631
Depreciation and amortization	15,994	13,969	60,061	53,063
Share-based compensation expense	7,165	3,167	32,455	35,707
Foreign exchange impact	3,133	(2,638)	4,395	(1,581)
SeaSpine merger-related costs	1,493	2,261	14,485	36,577
Strategic investments	440	389	910	2,272
Acquisition-related fair value adjustments	3,737	6,486	19,088	33,393
(Gain) loss on investments	—	1,781	5,120	1,781
Litigation and investigation costs	5,452	8,842	15,770	14,453
Succession charges	1,315	1,006	9,376	1,176
Medical device regulation	—	1,927	—	9,492
Adjusted EBITDA	$ 23,938	$ 19,641	$ 67,416	$ 46,285
Adjusted EBITDA as % of net sales	*11.1%*	*9.8%*	*8.4%*	*6.2%*

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Adjusted Net Income

(Unaudited, U.S. Dollars, in thousands)	Three Months Ended December 31, 2024	Three Months Ended December 31, 2023	Year Ended December 31, 2024	Year Ended December 31, 2023
Net loss	$ (29,147)	$ (22,174)	$ (125,997)	$ (151,395)
Share-based compensation expense	7,165	3,167	32,455	35,707
Foreign exchange impact	3,132	(2,637)	4,395	(1,581)
SeaSpine merger-related costs	4,430	2,029	17,864	37,609
Strategic investments	470	405	1,036	2,037
Acquisition-related fair value adjustments	3,737	6,486	19,088	33,393
Amortization/depreciation of acquired long-lived assets	4,837	5,023	19,323	19,994
Litigation and investigation costs	5,452	8,842	15,770	14,453
Succession charges	1,315	1,007	9,376	1,176
Medical device regulation	—	1,954	—	9,493
Interest and loss on investments	—	1,759	5,070	2,098
Long-term income tax rate adjustment	(796)	(1,551)	1,981	1,120
Adjusted net income	**$ 595**	**$ 4,310**	**$ 361**	**$ 4,104**

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Cash Flow and Free Cash Flow

(U.S. Dollars, in thousands)	Year Ended December 31, 2024	2023
Net cash provided by (used in) operating activities	$ 25,790	$ (45,753)
Net cash used in investing activities	(27,580)	(33,131)
Net cash provided by financing activities	50,709	65,322
Effect of exchange rate changes on cash	(938)	619
Net change in cash, cash equivalents, and restricted cash	$ 47,981	$ (12,943)

(Unaudited, U.S. Dollars, in thousands)	Year Ended December 31, 2024	2023
Net cash from operating activities	$ 25,790	$ (45,753)
Capital expenditures	(34,876)	(62,050)
Free cash flow	**$ (9,086)**	**$ (107,803)**

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