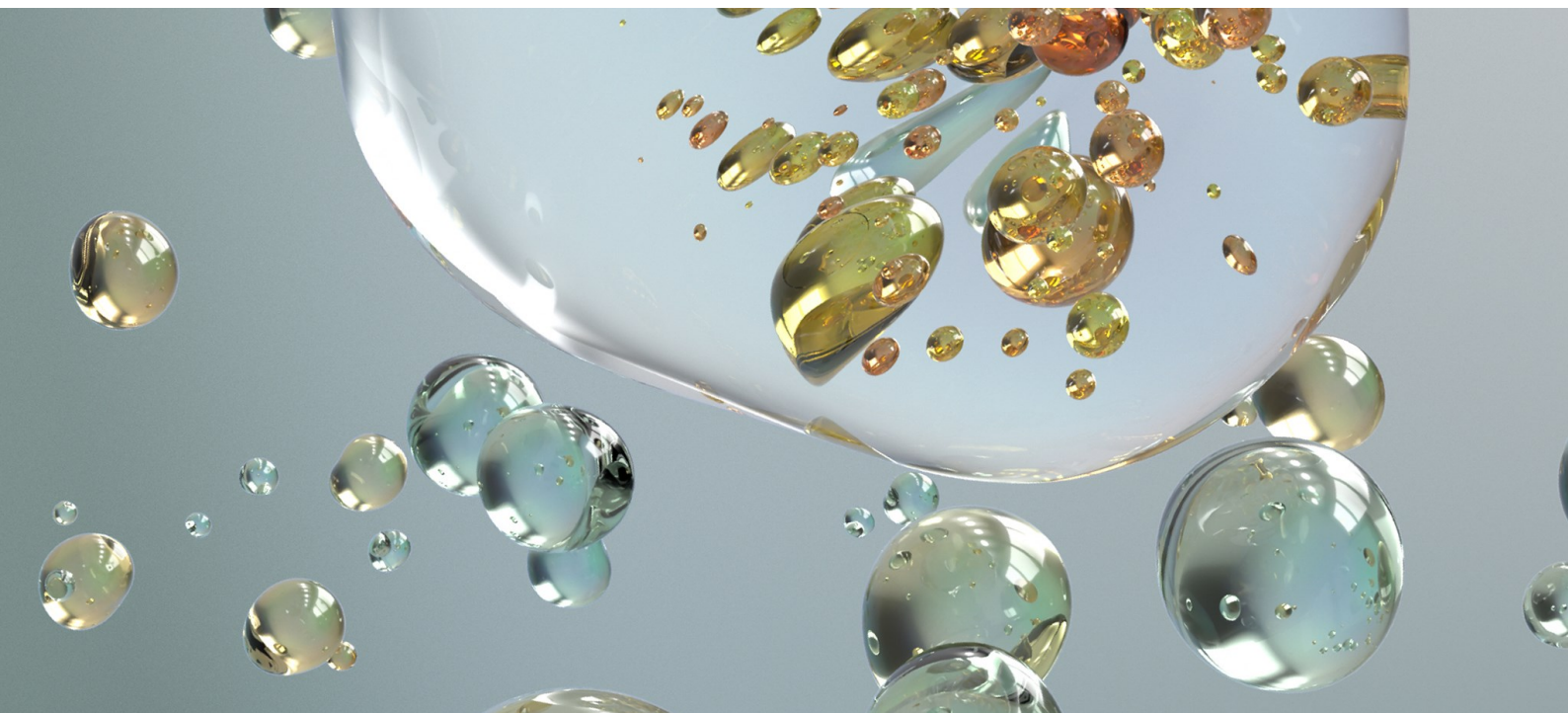


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Financial review

Strong results in 2021

medmix continued its strong recovery despite continuing disruption and lockdowns in 2021. Revenue increased by 30.2% (21.5% organically), back to pre-pandemic 2019 levels and closing the year with a record order backlog. We reached a profitability of 25.0% adjusted EBITDA margin, fully in line with our guidance, compared to 18.8% in 2020. This marks a return to pre-pandemic levels despite raw material and logistics headwinds and costs related to the spin-off as a stand-alone listed company. Solid free cash flow generation of CHF 55.6 million resulting in cash conversion of net income of 126.4%.

If not otherwise indicated, changes from the previous year are based on currency-adjusted figures.

“In our first year as a publicly listed company, we fully delivered on our financial guidance, returning to pre-pandemic levels for revenue and profitability, despite the continuing turbulence of the pandemic impacting our markets, raw materials shortages and supply chain challenges.”

Jennifer Dean

Chief Financial Officer



Strong revenue growth at pre-pandemic levels

In 2021 medmix delivered revenue of CHF 457.3 million, up CHF 106.0 million from the prior year. The Healthcare business area grew 63.7% over the previous year (34.4% organically), delivering CHF 169.8 million in revenue. Our Dental market segment grew 42.3%, returning to 2019 (pre-pandemic) levels on currency-adjusted basis. In the first full year after the Haselmeier acquisition, our Drug Delivery market segment recorded CHF 40.8 million revenue, compared to CHF 7.4 million in the previous year. Due to a non-recurring project executed in 2020, Surgery market segment revenue was lower by 12.5% in 2021. The Healthcare business now represents 37.1% of medmix' revenue.

The Consumer & Industrial business area grew 16.1%, with CHF 287.5 million revenue in 2021. Our Industry market segment made a strong recovery and achieved record revenues at 27.6% versus previous year. Our Beauty market segment faced the prolonged impact of the pandemic and continuing restrictions in retail and travel, increasing 4.2% versus previous year.

Significant uplift in business area gross profit

The business area gross profit margin was 48.2% in 2021, up 2.0 percentage points versus previous year. The margin improvement was driven largely by an increased share from the higher-margin Healthcare revenue. Furthermore, strong customer partnerships enabled medmix to mitigate increases in raw material, energy and logistics costs.

The Healthcare business area gross profit margin was down 2.9 percentage points to 60.8%, reflecting the first full year of our Drug Delivery market segment, with increased product development and customization projects.

The Consumer & Industrial business area gross profit margin was 40.7%, up 1.9 percentage points, driven by a better mix and improved margins in the Beauty market segment.

Improved profitability

medmix delivered profitability of 25.0% adjusted EBITDA margin, fully in line with our guidance. This is a significant increase of 6.2 percentage points compared to previous year. This was led by an improvement in the business area gross profit margin, better utilization in our production facilities and adapting our customer collaboration with a tighter control on discretionary spending.

Bridge from operating income (EBIT) to adjusted EBITDA

millions of CHF	2021	2020
Operating income (EBIT)	59.9	18.1
Depreciation	28.7	23.4
Amortization	22.2	19.2
Impairments on tangible and intangible assets	0.9	0.5
EBITDA	111.7	61.2
Restructuring expenses	0.3	3.2
Non-operational items ¹⁾	2.5	1.6
Adjusted EBITDA	114.5	66.0

1) Non-operational items include significant acquisition-related expenses, gains and losses from the sale of businesses or real estate (including release of provisions), and certain non-operational items that are non-recurring or do not regularly occur in similar magnitude.

Adjusted EBITDA margin

millions of CHF	2021	2020
Adjusted EBITDA	114.5	66.0
Revenue	457.3	351.3
Adjusted EBITDA margin	25.0%	18.8%

Financial income and expenses

Interest expenses on borrowings and lease liabilities were CHF 8.1 million, up from CHF 7.7 million in 2020. Other financial expenses amounted to CHF 0.5 million in 2021, compared to CHF 0.1 million in 2020.

Income tax expenses

The effective tax rate is 14.3% in 2021, compared to 8.1% in 2020. Income tax expense increased to CHF 7.3 million in 2021, from CHF 0.8 million in 2020, as a result of a higher pre-tax income.

Key balance sheet positions

Total assets as of December 31, 2021 amounted to CHF 974.4 million, an increase of CHF 182.4 million.

Non-current assets decreased from CHF 637.5 million in 2020 to CHF 634.7 million in 2021. Purchases of property, plant and equipment of CHF 29.8 million and higher lease assets of CHF 20.1 million were more than offset by depreciation (CHF 28.7 million) and amortization (CHF 22.2 million). Negative currency translation effects on non-current assets amounted to CHF 15.4 million.

Current assets increased by CHF 185.2 million to CHF 339.7 million, mainly due to higher cash and cash equivalents (CHF 195.0 million). Cash and cash equivalents also increased because of the capital increase by CHF 294.7 million, partly offset by the debt split from the Sulzer group. Current financial assets decreased by CHF 31.2 million after dissolving the Sulzer cash pool. Inventories increased by CHF 16.2 million as medmix rebuilt its stock levels to cover higher demand.

Equity amounted to CHF 533.9 million in 2021, compared to CHF 333.4 million in 2020. This was driven by the capital increase of CHF 294.7 million, partly offset by contributions to the Sulzer group of CHF 104.1 million and dividend payments to shareholders prior to the spin-off of CHF 41.3 million.

Non-current liabilities increased by CHF 1.1 million to CHF 323.1 million, mostly driven by a CHF 17.9 million increase in non-current lease liabilities linked to the medmix factory expansion in Germany.

Current liabilities were reduced by CHF 19.2 million, to CHF 117.4 million. The decrease mostly resulted from the repayment of current borrowings to Sulzer, as a consequence of the spin-off.

Net debt significantly decreased by CHF 175.1 million to CHF 110.9 million. In line with our presentations during the capital markets day and prior to the capital increase, net debt to adjusted EBITDA ratio was 0.97 in 2021, compared to 4.33 in 2020.

Solid free cash flow generation

Cash flow from operating activities was CHF 87.3 million, up from CHF 50.6 million in 2020. This is the result of the volume rebound following the lockdowns and market stall of 2020.

Cash out from investing activities was CHF 3.3 million. The sale of other financial assets related to the Sulzer cash pool of CHF 31.4 million was offset by the purchase of property, plant and equipment (CHF 29.8 million).

Cash flow from financing activities was CHF 111.6 million, as medmix modified its financing structure and replaced borrowings from Sulzer with equity and loans from third parties. The net proceeds of the capital increase of medmix were CHF 294.7 million. Loans of CHF 369.0 million (net) were repaid to Sulzer and term loans were established with our core banks for CHF 250.0 million. Dividends paid to shareholders prior to the spin-off were CHF 41.3 million.

Free cash flow in 2021 was CHF 55.6 million, an increase of CHF 46.2 million from 2020.

Bridge from cash flow from operating activities to free cash flow

millions of CHF	2021	2020
Cash flow from operating activities	87.3	50.6
Purchase of intangible assets	-2.1	-1.0
Sale of intangible assets	-	0.0
Purchase of property, plant and equipment	-29.8	-42.1
Sale of property, plant and equipment	0.2	1.9
Free cash flow (FCF)	55.6	9.4

Outlook

In 2022, we are aiming for a 8 to 10% growth in revenue. Growing revenue in the more profitable Healthcare business area faster than in Consumer & Industrial will drive our adjusted EBITDA margin to 26%.

In the medium term, medmix aims to achieve a CAGR of 8% in revenue and an increase in adjusted EBITDA margin to 30% through continued faster growth in the Healthcare business area. To reach these goals, medmix plans to increase the production capacities in 2022. In addition, medmix will pursue strategic acquisitions in Healthcare and in targeted geographies.

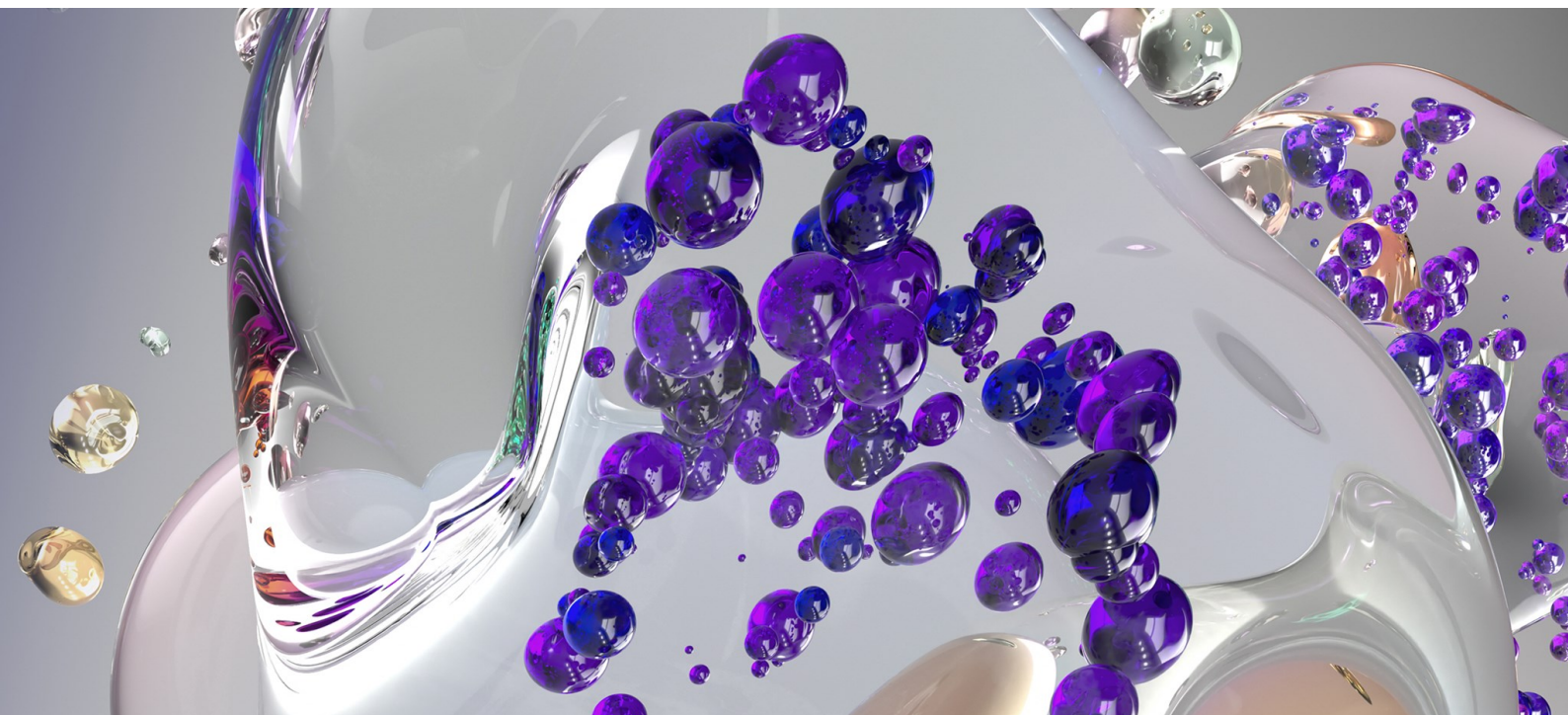
Abbreviations and definition of alternative performance measures (APMs):

CAGR: Compound annual growth rate

EBIT: Earnings before interest and taxes

EBITDA: Earnings before interest, taxes, depreciation and amortization

For the definition of the alternative performance measures, please refer to chapter [alternative performance measures](#).



Healthcare review

First full year for the Drug Delivery market segment

Our Healthcare business area comprises the Dental, Drug Delivery and Surgery market segments, which produce and market a broad range of products, such as dispensers, cartridges, syringes, needles, mixers and tips for dental applications, syringes, and pen injectors for subcutaneous delivery of biomaterials and delivery devices for bone repair and tissue treatment.

Key figures

millions of CHF	2021	2020	Change in +/-%	+/-% adjusted ²⁾	+/-% organic ³⁾
Revenue Dental	116.3	82.4	41.2	42.3	42.3
Revenue Drug Delivery	40.8	7.4	452.6	450.6	38.5
Revenue Surgery	12.6	14.5	-12.5	-12.5	-12.5
Total revenue Healthcare ¹⁾	169.8	104.3	62.9	63.7	34.4
Business area cost of goods sold	-66.6	-37.8	-76.0		
Business area gross profit	103.2	66.4	55.4		
Business area gross profit margin	60.8%	63.7%			

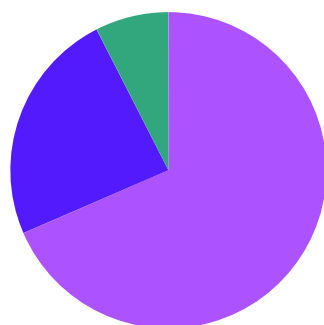
1) Revenue from external customers.

2) Adjusted for currency effects.

3) Adjusted for acquisition and currency effects.

Revenue by market segment

2021



● 68.5% Dental

● 24.0% Drug Delivery

● 7.5% Surgery

Strengthening our commercial presence and product portfolio in Dental

Revenue in our Dental market segment grew 42.3%, as we saw a strong resurgence in our markets after a highly depressed 2020. Despite continuing impacts from the pandemic, by the end of 2021 all markets except the US were close to pre-pandemic levels. The order backlog at the end of 2021 was at a historic high, indicating a strong year again in 2022.

Our Dental market segment offers innovative dental delivery solutions and value-added services with a view to providing an ideal user experience. Key to our growth ambition in Dental is our focus on product expansion, the development of new products for adjacent applications and the entry into new markets. Despite the continuing challenging context of COVID-19 restrictions, we made significant progress in 2021 in each of these areas.

We conducted numerous collaborative development and ideation meetings together with our customers. Encouraging results out of these projects are two signed and exciting co-creation projects, one in our core expertise of mixing. One other project, as part of our full solution provider initiative, is to offer a complete service solution including filling services.

Our product development pipeline has grown substantially, with the first impactful launches planned for Q4 2022. We strengthened our global commercial team significantly by establishing a new distribution channel in the BRIC countries. We expanded our local presence in North America and Japan.

In 2021, we laid the foundations to support our ambitious growth targets. We expanded our global commercial presence and developed high-quality product pipelines supporting commercial opportunities that will be the platform for future growth.

Drug Delivery registers strong growth in first full year

Revenue in our Drug Delivery market segment was CHF 40.8 million, growing organically by 38.5% and outpacing the market by far. We continued to deliver key milestones on our ambitious growth path, such as winning our first customers for our D-Flex™ pen injector platform.

Our Drug Delivery market segment specializes in the design and production of injection devices for subcutaneous application of drugs under the trademark Haselmeier. Our pharmaceutical customers use our products in various therapeutic areas, including fertility, diabetes, growth hormones, osteoporosis, metabolic disorders and rare diseases.

In 2021, we signed agreements with four customers for our new and award-winning product platform (D-Flex™). Two contracts included pharmaceutical manufacturing in line with our extended services offering. We continued completing our product portfolio by filing patents for our autoinjector. The integration of Haselmeier into medmix was completed at the beginning of 2021, only six months after closing the acquisition. We continued to broaden our product portfolio by filing patents for our new autoinjector and started marketing it to our customers.

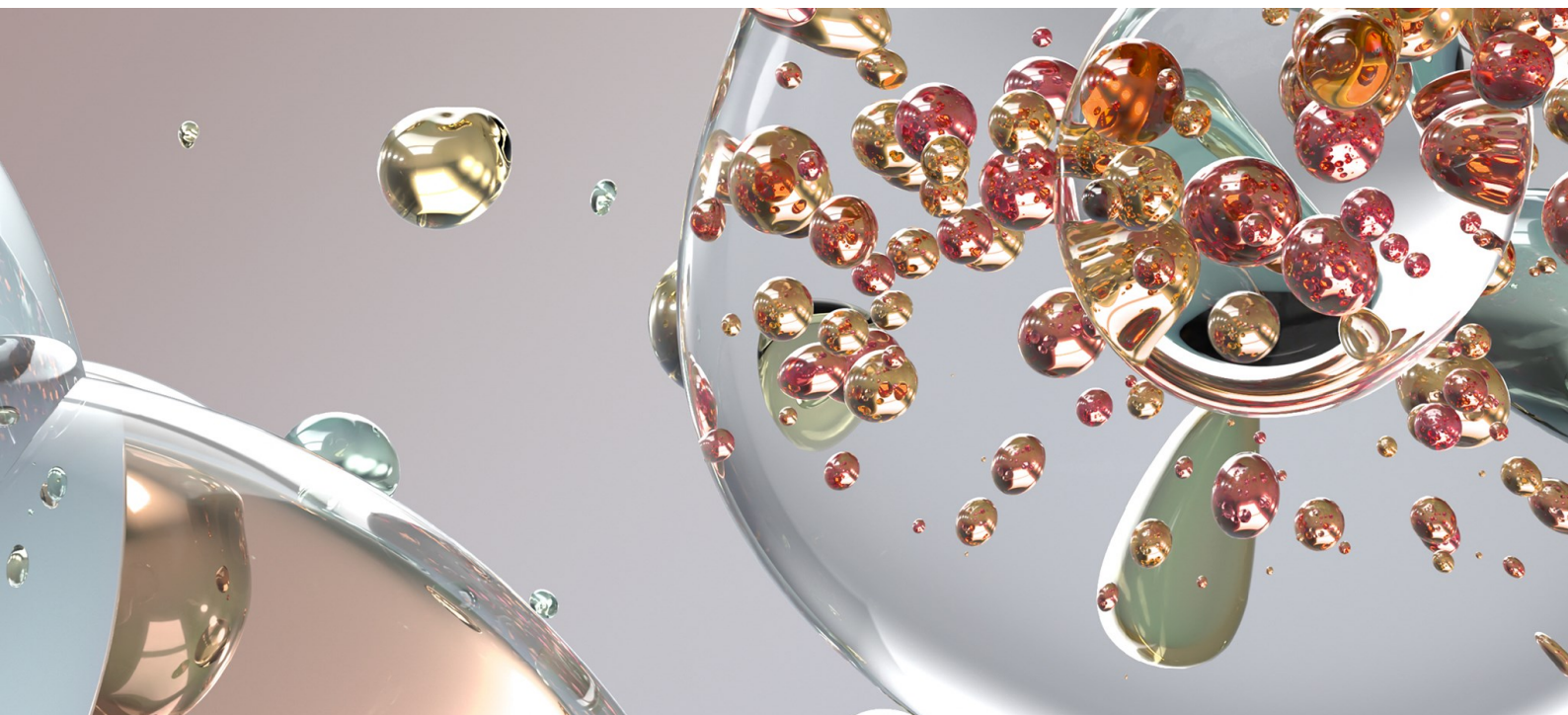
Impressive gains with tissue banks in Surgery

In 2021, our Surgery market segment delivered revenue of CHF 12.6 million despite a reduction in elective surgeries due to the pandemic. Overall revenue decreased due to a non-repeat project in 2020. Strong growth came from tissue bank customers, where revenue more than doubled from new customers and an increased share of wallet.

Our Surgery market segment is specialized in the design and production of surgical delivery devices of biomaterials for trauma, bone repair and tissue regeneration. In 2021, we extended our portfolio with our successful launch of the new Ergosyringe for dental and maxillofacial surgeries. We continued to focus on growing our business by collaborating with large original equipment manufacturer (OEM) customers on designing and developing tailor-made solutions for managing their biomaterials.

Definition of alternative performance measures (APMs):

For the definition of the alternative performance measures, please refer to chapter [alternative performance measures](#).



Consumer & Industrial review

Strong revenue growth as we exit COVID-19 low of 2020

In our Consumer & Industrial business area, we provide our customers with high-quality products and outstanding services, adapted to our customers' needs. The Industry market segment produces and markets a broad range of products such as dispensers, cartridges and mixers for two-component adhesives and sealants for use in the construction, transportation, electronics, infrastructure and general industrial sectors, as well as and the DIY market. Microbrushes and applicators for eyes, eyelashes, lips and facial make-up are the most important products of our Beauty market segment, which are sold to a broad customer base, which ranges from the most iconic names in the beauty industry to independent ("Indie") labels and regional brands.

Key figures

millions of CHF	2021	2020	Change in +/-%	+/-% adjusted ²⁾	+/-% organic ³⁾
Revenue Industry	160.5	125.3	28.2	27.6	27.6
Revenue Beauty	126.9	121.7	4.3	4.2	4.2
Total revenue Consumer & Industrial ¹⁾	287.5	247.0	16.4	16.1	16.1
Business area cost of goods sold	-170.3	-151.1	-12.8		
Business area gross profit	117.1	95.9	22.1		
Business area gross profit margin	40.7%	38.8%			

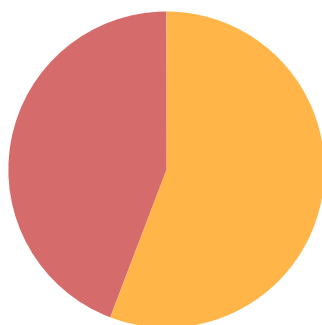
1) Revenue from external customers.

2) Adjusted for currency effects.

3) Adjusted for acquisition and currency effects.

Revenue by market segment

2021



● 55.8% Industry

● 44.2% Beauty

Continuing strong recovery and growth in all geographies and markets in Industry

We achieved a record high of CHF 160.5 million revenue (27.6% above 2020). The segment recovered strongly from the pandemic, especially the construction and electronics markets. We saw the impact of the increasing trend towards electric vehicles, with its high reliance on adhesives in production. We benefited also from higher demand for housing and refurbishments and a rebound in the aerospace industry.

In 2021, we achieved our first commercial revenues with our award-winning sustainable foil-based cartridge system, ecopaCC™. Other new product developments included the launch of Mixpeel and Blueline.

The Industry market segment specializes in the design and production of hand-held mixing and dispensing equipment as well as primary packaging. Our product offering includes cartridges, mixing tips and hand-held dispensers used in various applications, especially for adhesives delivery, in the construction, transportation, electronics and infrastructure sectors. Brand names include Mixpac™ as well as MK™ and Cox™ for dispensers.

2021 was a challenging year in end-consumer markets, with high volatility and varying speeds of recovery. We successfully navigated raw material, supply chain and transportation disruptions while adapting our capacity to ensure service continuity for our customers as demand returned.

Strong signs of recovery in Beauty

Our Beauty market segment delivered revenue of CHF 126.9 million, outpacing the market and growing 4.2% compared to 2020, despite facing a longer impact from the pandemic than other market segments due to continuing restrictions.

In parallel, our project to expand the factory in Germany and increase our decoration capabilities and level of automation was completed in mid-2021. We were awarded new projects in both our core lip and eyes business and in new markets such as skin care, demonstrating the confidence our customers have in our new facility. Our award-winning microbristle applicator (MBA) performed successfully, with new projects outside our traditional mascara portfolio. The Beauty segment plays a leading role in the company regarding sustainable production. Products can contain between 20% and 92% of PCR and bio-based material.

Our Beauty market segment is specialized in the design and production of high-precision make-up applicators, in particular for mascara. Our products include microbrushes, applicators, bottles and caps and full-service offers for the liquid color cosmetics market, sold as part of either customized or ready-to-go solutions. The Beauty market segment sells its products under the GEKA brand.

Definition of alternative performance measures (APMs):

For the definition of the alternative performance measures, please refer to chapter [alternative performance measures](#).