

# **Sotera Health Company Investor Meetings** Hosted by Credit Suisse

May 24, 2021



## **Forward Looking Statements and Non-GAAP Financial Measures**

This presentation contains forward-looking statements that reflect management's expectations about future events and the Company's operating plans and performance and speak only as of the date hereof. You can identify these forward-looking statements by the use of forward-looking words such as "will," "may," "plan," "estimate," "project," "anticipate," "expect," "intend," "should," "would," "could," "target," "goal," "continue to," "positioned to," "are confident" or the negative version of those words or other comparable words. In addition, any statements that refer to expectations, projections or other characterizations of future events or circumstances, including our 2021 outlook, are forward-looking statements. Any forward-looking statements contained in this presentation are based upon our historical performance and on our current plans, estimates and expectations in light of information currently available to us. The inclusion of this forward-looking information should not be regarded as a representation by us that the future plans, estimates or expectations, prospects, growth strategy and liquidity. These risks and uncertainties include, without limitation, any disruption in the availability or supply of ethylene oxide ("EO") or cobalt-60 ("Co-60"); changes in industry trends, environmental, health and safety regulations or preferences; the impact of current and future elagal proceedings and liability claims, including litigation related to purported exposure to emissions of EO from our facilities in Illinois, Georgia and New Mexico and the possibility that other claims will be made in the future relating to these or other facilities; our ability to pursue strategic transactions or find suitable acquisition targets. For additional discussion of these forward-looking statements, please refer to Company's filings with the SEC, such as its annual and quarterly reports. We do not undertake any obligation to publicly update or revise these forward-looking statements, except as otherwise required by law.

This presentation includes Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio, which are unaudited financial measures not based on any standardized methodology prescribed by GAAP. Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. Adjusted EBITDA, Adjusted Net Income, Adjusted EPS, Net Debt and Net Leverage Ratio should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. See the Appendix for a reconciliation of net income (loss), the most directly comparable financial measure calculated and presented in accordance with GAAP, to Adjusted EBITDA, a reconciliation of GAAP EPS, the most directly comparable financial measure calculated EPS, and a reconciliation of total debt, the most directly comparable financial measure calculated and presented in accordance with GAAP, to Total Net Debt and Net Leverage.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other data about the Company's industry and estimated total addressable market. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. We have not independently verified this market data. While we are not aware of any misstatements regarding any industry or similar data presented herein, such data involve risks and uncertainties and are subject to change based on various factors, including those described under the headings of "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in the Company's Form 10-K for the year ended December 31, 2020, and in the Company's other SEC filings. In addition, projections, assumptions and estimates of the Company's future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk.

The Sotera Health name, our logo and other trademarks mentioned in this presentation are the property of their respective owners. All company data and financial information included in this presentation is as of March 31, 2021, unless otherwise stated.





Michael B. Petras, Jr. Chairman and Chief Executive Officer



**Scott J. Leffler** *Chief Financial Officer* 

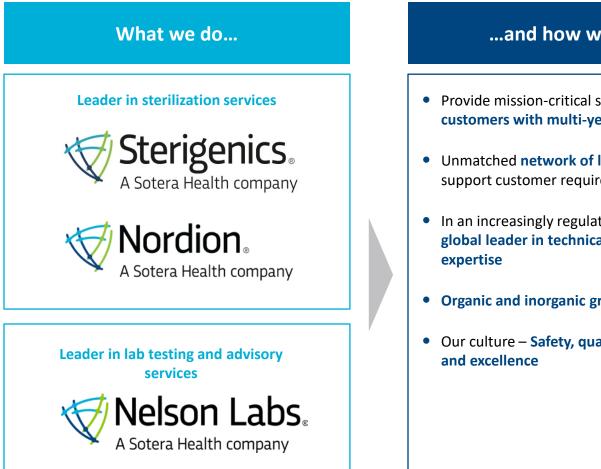


# **Company overview**

We are driven by our mission: Safeguarding Global Health®



## Safeguarding Global Health<sup>®</sup> through our sterilization services, lab testing and advisory services



#### ...and how we do it...

- Provide mission-critical services to blue chip customers with multi-year contracts
- Unmatched network of local facilities to support customer requirements and growth
- In an increasingly regulated industry, we are a global leader in technical and regulatory
- Organic and inorganic growth
- Our culture Safety, guality, accountability

#### ...leads to strong results

- Revenue growth every year since 2005 (including 2008, 2009 and 2020)
- >50% adj. EBITDA margin<sup>1,2</sup>
- ~\$33bn TAM<sup>3</sup> and growing
- Consistent track record of cash flow generation
- Well-positioned for growth in global healthcare market without payor reimbursement risk

Our capabilities, scale and knowhow are not easily replicated.... Our customers depend on our mission-critical services in any economic environment

Full-vear 2020

For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

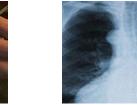
Management estimated total addressable market for terminal sterilization and outsourced medical and pharmaceutical lab testing, 2019.



## Our breadth of services touches all key medical device and pharmaceutical categories



**Medical device** 



In-vitro diagnostics and analytical tools



Cardiovascular implantables



**Orthopedic and** ophthalmic implants

# Pharmaceutical



Inhalation

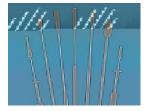


Injectables

**Biologics** 



Endoscopy



Collection **Swabs** 



**Drug delivery** 



**Vascular catheters** 



Personal protective

Surgical kits



**Ophthalmic** 



Suppository



Oral

Pharma packaging



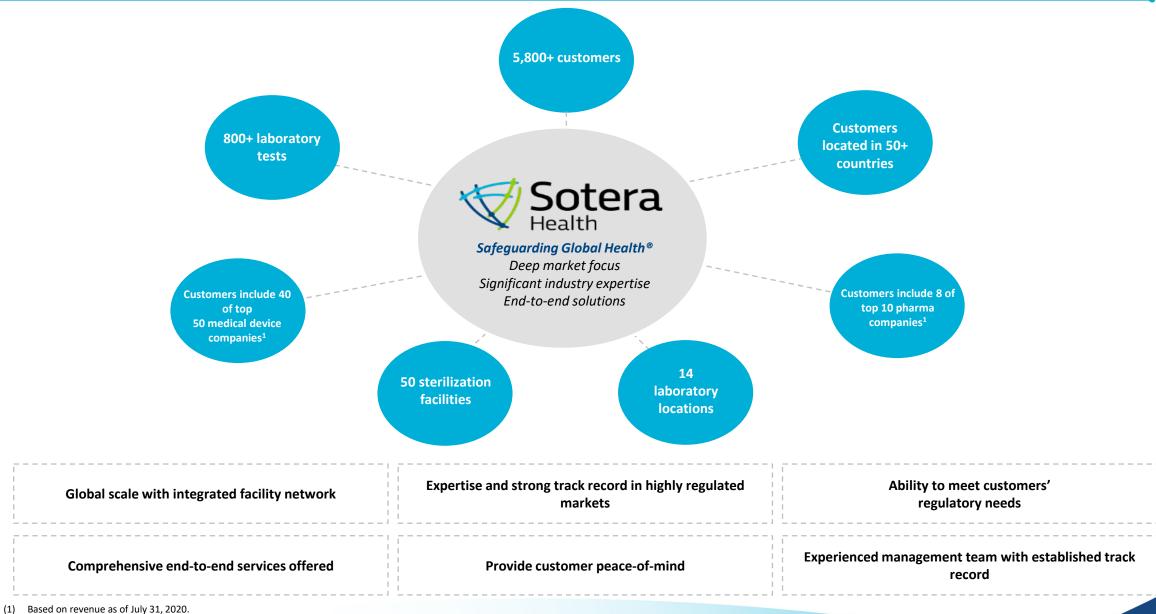


Non-injectable sterile fluids

*Our sterilization services generally represent a small fraction of the total end product costs* 



#### **Our customers trust and value our expertise**



Sotera

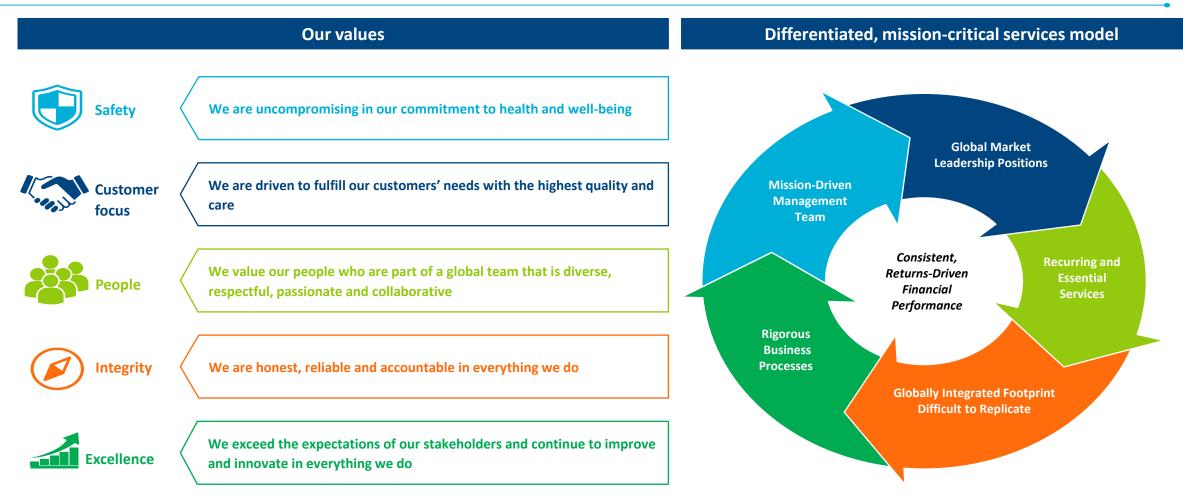
# How we do business

Sotera Health goes to market through three best-in-class businesses

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## How we do business



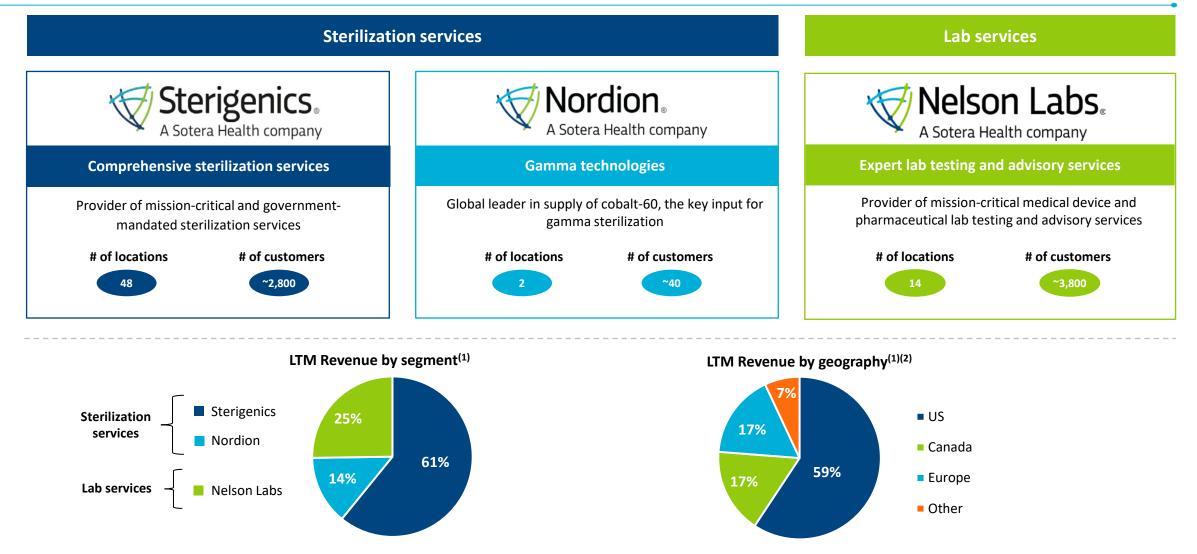
We are driven by our mission: Safeguarding Global Health®



## Our experienced management team has an established record of execution and financial performance



# **Comprehensive suite of sterilization services and lab services**



(1) Reflects LTM net revenues as of 3/31/21 of \$842M.

(2) Net revenues for geographic area are reported by the country's origin of revenues.



## Our integrated offering works across the medical device value chain





- Product R&D, performance evaluation and validation
- Processes designed for scale and adherence to FDA regulations
- Consulting services

Nelson Labs

Sterigenics.

- Biocompatibility
- Sterilization validation
- Product validation
- Packaging validation
- Extractables and leachables

- Nelson Labs
- In-process controls
- Clean room air filtration monitoring
- Bioburden reduction testing





- Sterilizes packaged products using gamma radiation, ethylene oxide gas, or E-beam radiation in facilities
- Global leader in Co-60 supply

Nelson Labs. A Sotera Health company

Sterigenics. A Sotera Health company

- Bioburden
- Sterility
- Particulates
- Bacterial endotoxin
- BI sterility

 Transportation and logistics coordinated by customers



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## We primarily serve the essential and growing medical device, pharma and food safety markets

| Medical devices              | Pharmaceutical   | Food   |
|------------------------------|--|--|
|                              | ease by 2bn people in next 30 years <sup>(1)</sup><br>rom ~18% of GDP in 2018 to ~20% in 2028 <sup>(2)</sup> | Increased focus globally on food<br>quality and safety |
| Aging population with increa | ed prevalence of chronic disease   |  |
| Where and                    |  |  |

#### We serve 40 of the top 50 medical device companies globally<sup>(3)</sup>

- Global medical device R&D spend for top 20 companies is expected to grow at a 4% CAGR and reach ~\$24bn by 2024<sup>(4)</sup>
- More than 20bn devices sold in the United States every year are sterilized with EO, accounting for ~50% of devices that require sterilization<sup>(6)</sup>



#### We serve 8 of the top 10 global pharma companies<sup>(3)</sup>

- Worldwide pharmaceutical R&D spend forecasted to grow steadily at a ~3% CAGR<sup>(5)</sup>, reaching \$233bn by 2026<sup>(4)</sup>
- Increasing regulatory and risk management demands in the pharmaceutical space

We serve several large customers in the food processing industry

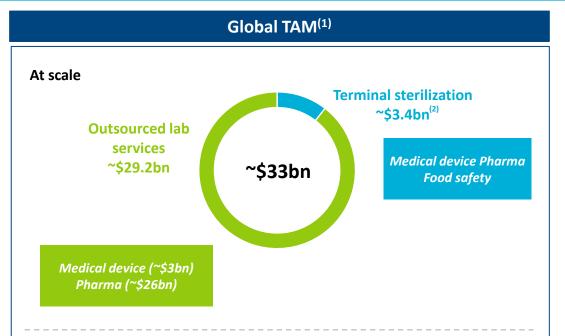
- **1 in 6** Americans get sick from contaminated foods or beverages every year<sup>(7)</sup>
- **3,000** Americans die annually from foodborne illnesses<sup>(7)</sup>
- Foodborne illnesses cost ~\$16bn each year<sup>(8)</sup>

## Our growing end markets facilitate the expansion of our total addressable market

(1) Data published by the United Nations in 2019; (2) Estimates by the Centers for Medicare & Medicaid Services in 2020; (3) Based on revenue as of July 31, 2020; (4) EvaluatePharma® July 2020, Evaluate Ltd; (5) 2019-2026 CAGR; (6) Food and Drug Administration, 2019; (7) Center for Disease Control and Prevention; (8) US Department of Agriculture



### We continue to increase our penetration in a large and growing addressable market



#### Multiple growth drivers

- Favorable demographic trends for healthcare worldwide
- Increased demand for healthcare services in global markets
- Growth in R&D spending and innovation across healthcare
- Continued shift to outsourced sterilization and lab services

#### Near-term focus areas to expand share

#### **Terminal sterilization:**

- Continue focus on core medical device business while building on pharma momentum with targeted strategy
- Gamma: Expand in EMEA market
- Ethylene Oxide ("EO"): Maintain leading North America position and grow EMEA business
- Electron beam ("E-beam"): Expand on current market share through operational excellence and capacity expansion (i.e., lotron acquisition)

#### **Outsourced lab services:**

- Focus on strengthening presence in key core industries medical device and pharma
- Expand lab service offering
- Build regulatory consulting practice
- Enhance presence in North America, Europe and Asia and expand into LATAM and other ROW regions

## Runway in TAM to capture additional share and grow through accretive acquisitions

(1) Management estimated total addressable market for terminal sterilization and outsourced medical and pharmaceutical lab testing, 2019.

2) Terminal sterilization TAM includes both in-house and outsourced sterilization and Co-60 supply



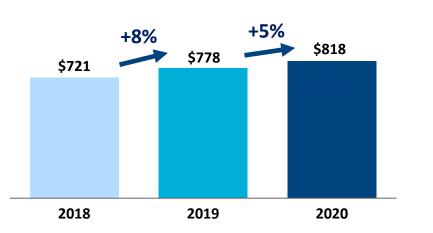
# **Financial Overview**

Growth drivers translate to long-term value creation

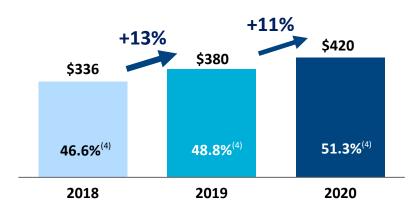


## **Consolidated 2018 – 2020 Fiscal Year Financial Results**

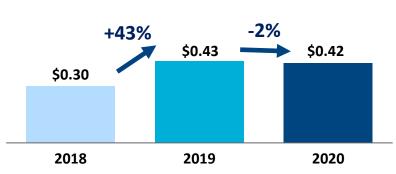
In millions, except Adjusted EPS



### **Adjusted EBITDA**<sup>(1)(2)(3)</sup>



## Adjusted EPS<sup>(1)(2)(5)</sup>



Top line growth driven by capacity expansion projects coming online and increased demand for services related to personal protective equipment

Over 450 bps of Adjusted EBITDA margin expansion since 2018 driven by the combined impact of price, capacity utilization, favorable mix and operational excellence initiatives 2020 YoY Adj EPS decrease impacted by \$58M interest expense increase

(1) 2018 revenue, Adjusted EBITDA, Adjusted EBITDA margin, and Adjusted EPS exclude Medical Isotopes business which was divested in July 2018 (denoted as "Other" in the notes to the Company's financials) - Revenue of \$25.4M in 2018, Adjusted EBITDA of \$4.9M in 2018, and Adjusted EPS of \$0.02 in 2018.

(2) For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

(3) We define Adjusted EBITDA as Adjusted Net Income before interest expense, depreciation (including depreciation of Co-60 used in our operations) and income tax provision applicable to Adjusted Net Income.

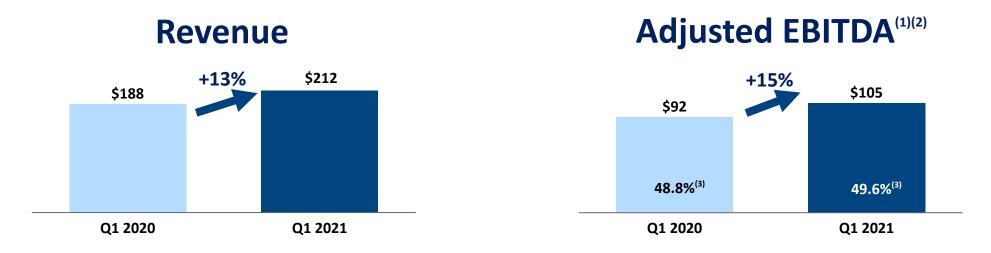
(4) Adjusted EBITDA margin, which is equal to Adjusted EBITDA divided by net revenues.

(5) Adjusted EPS is defined as Adjusted Net Income divided by the weighted average number of diluted shares outstanding.

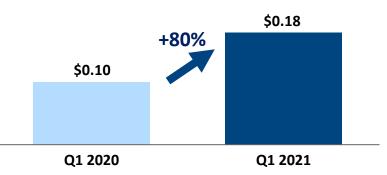


## **Q1 2021 Consolidated Financial Results**

In millions, except Adjusted EPS



# Adjusted EPS<sup>(1)(4)</sup>



(1) For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

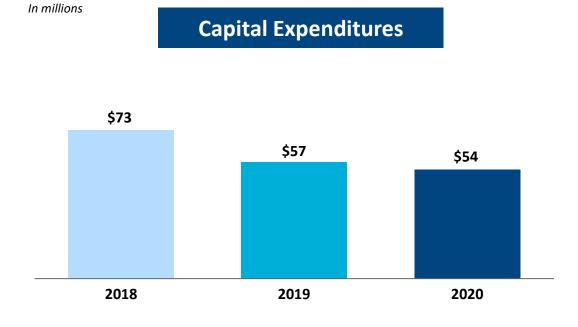
(2) We define Adjusted EBITDA as Adjusted Net Income before interest expense, depreciation (including depreciation of Co-60 used in our operations) and income tax provision applicable to Adjusted Net Income.

(3) Adjusted EBITDA Margin, which is equal to Adjusted EBITDA divided by net revenues.

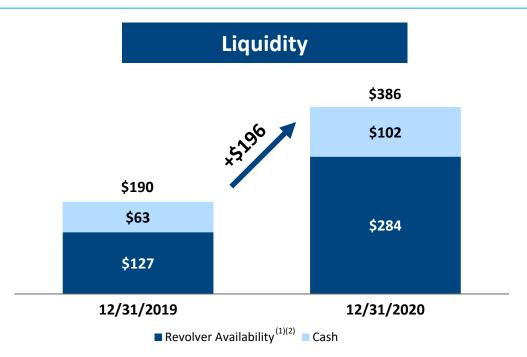
(4) Adjusted EPS is defined as Adjusted Net Income divided by the weighted average number of diluted shares outstanding.



# **Capital Investments and Liquidity**



- Recovered pace of CapEx investment in Q4 2020, but overall levels for full-year 2020 depressed by pandemicrelated challenges
- Continued commitment to EO facility enhancements
- Elevated CapEx investments expected over coming years



- Upsized revolver by more than \$150M
- Finished 2020 in solid cash position
- More than doubled liquidity to \$386M

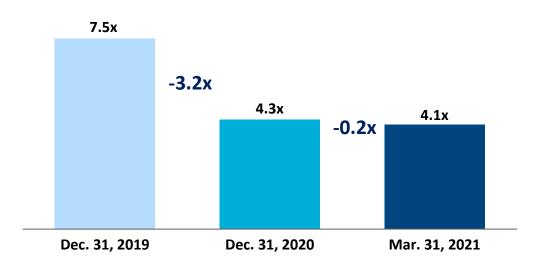
(1) Revolving availability is calculated as maximum facility size less letters of credit.

(2) Maximum facility size was \$190M and \$347.5M as of 12/31/19 and 12/31/20, respectively.



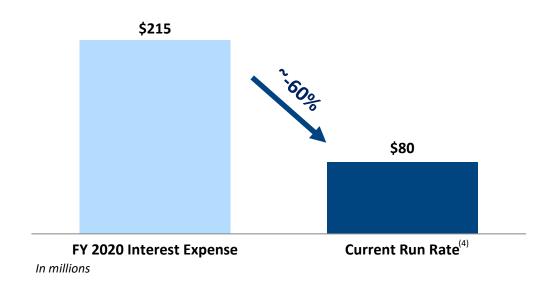
## **Deleveraging and Capital Markets**

## Net Leverage Reduction<sup>(1)</sup>



Continuing to de-leverage towards longterm target range of 2.0x to 4.0x net leverage<sup>(3)</sup>

#### **Expected Annual Interest Expense Reduction**<sup>(2)</sup>



Reduction of approximately \$135M of annual interest expense

(4) At current LIBOR levels. Current run rate includes impact of Q4 2020 debt paydown and Q1 2021 Term Loan repricing.



<sup>(1)</sup> For a reconciliation of GAAP to non-GAAP results, please refer to Non-GAAP Financial Measures provided in the Appendix.

<sup>(2)</sup> Sotera Health incurred \$14M of expense in connection with the repricing of the Term Loan in January 2021, \$11M of which was non-cash

<sup>(3)</sup> Long-term-target is forward-looking and reflects expectations as of May 13, 2021. Sotera Health assumes no obligation to update this statement. Results may be materially different and are affected by many factors detailed in the Company's Form 10-K for the year ended December 31, 2020, and in the Company's other SEC filings.

## Our business has multiple opportunities to drive growth



(1) This long-term growth target is forward-looking, is subject to significant uncertainties and contingencies and is based on assumptions with respect to future decisions and operating results, which are subject to change. Actual results will vary, and those variations may be material. For a discussion of some of the important factors that could cause these variations, please consult "Forward Looking Statements and Non-GAAP Financial Measures" on slide 2, our 10-K for the year ended December 31, 2020, and the Company's other SEC filings.

Sotera

## Why we are a global leader in our markets

|        | Strong financial profile                    | Revenue growth since 2005<br>>50% Adjusted EBITDA margin <sup>(1)(2)</sup><br>Excellent visibility |
|--------|---|--|
|        | Barriers to entry drive attractive returns  | Track record<br>Expertise<br>Scale   |
|        | Large and growing total addressable market  | ~\$33bn TAM <sup>(3)</sup>   |
| LL SET | Strong industry dynamics                    | Essential and regulated markets  |
|        | Trusted partner at scale                    | 50 sterilization and 14 labs global<br>facilities<br>800+ lab tests                                |
|        | Operational excellence                      | Consistent revenue growth since 2005   |
|        | Platform geared for continued M&A           | 2 transformational and<br>8 bolt-on acquisitions <sup>(4)</sup>                                    |
| Alora  | Established and experienced management team | M&A execution<br>Capital deployment  |

(1) Full-year 2020; (2) Please refer to Non-GAAP Financial Measures provided in the Appendix; (3) Management estimates for 2019; (4) Since 2013



# Appendix



## **Non-GAAP Financial Measures**<sup>(1)</sup>

| (unaudited)  | Year Ended December 31, |          |    |          | Twelve Months<br>Ended March 31, |          |    |          |  |
|--|-------------------------|----------|----|----------|----------------------------------|----------|----|----------|--|
| (\$'s in thousands, except per share amounts)                                |                         | 2018     |    | 2019     |                                  | 2020     |    | 2021     |  |
| Net loss   | \$                      | (5,876)  | \$ | (20,425) | \$                               | (37,491) | \$ | (24,440) |  |
| Amortization of intangible assets  |                         | 79,906   |    | 80,048   |                                  | 80,255   |    | 82,624   |  |
| Impairment of long-lived assets and intangible assets (a)                    |                         | 85,067   |    | 5,792    |                                  | _        |    | _        |  |
| Gain on sale of Medical Isotopes business <sup>(b)</sup>                     |                         | (95,910) |    | _        |                                  | _        |    |          |  |
| Share-based compensation <sup>(c)</sup>                                      |                         | 6,943    |    | 16,882   |                                  | 10,987   |    | 12,711   |  |
| Capital restructuring bonuses <sup>(d)</sup>                                 |                         | _        |    | 2,040    |                                  | 2,702    |    | 2,702    |  |
| (Gain) loss on foreign currency and embedded derivatives <sup>(e)</sup>      |                         | 14,095   |    | 2,662    |                                  | (8,454)  |    | (13,057) |  |
| Acquisition and divestiture related charges, net <sup>(f)</sup>              |                         | 1,168    |    | (318)    |                                  | 3,932    |    | 2,753    |  |
| Business optimization project expenses <sup>(g)</sup>                        |                         | 8,805    |    | 4,195    |                                  | 2,524    |    | 1,736    |  |
| Plant closure expenses <sup>(h)</sup>  |                         | _        |    | 1,712    |                                  | 2,649    |    | 2,420    |  |
| Loss on extinguishment of debt <sup>(i)</sup>                                |                         | _        |    | 30,168   |                                  | 44,262   |    | 58,574   |  |
| Professional services relating to EO sterilization facilities <sup>(j)</sup> |                         | 4,739    |    | 11,216   |                                  | 36,671   |    | 45,924   |  |
| Accretion of asset retirement obligation <sup>(k)</sup>                      |                         | 1,366    |    | 2,051    |                                  | 1,946    |    | 2,007    |  |
| COVID-19 expenses <sup>(1)</sup>   |                         | _        |    | _        |                                  | 2,677    |    | 2,900    |  |
| Income tax benefit associated with pre-tax adjustments <sup>(m)</sup>        |                         | (24,988) |    | (35,637) |                                  | (43,536) |    | (49,962) |  |
| Adjusted Net Income  |                         | 75,315   |    | 100,386  |                                  | 99,124   |    | 126,892  |  |
| Interest expense, net  |                         | 143,326  |    | 157,729  |                                  | 215,259  |    | 179,979  |  |
| Depreciation <sup>(n)</sup>  |                         | 66,910   |    | 66,671   |                                  | 63,309   |    | 62,578   |  |
| Income tax provision applicable to Adjusted Net Income <sup>(o)</sup>        |                         | 55,086   |    | 55,146   |                                  | 42,167   |    | 63,845   |  |
| Adjusted EBITDA  | \$                      | 340,637  | \$ | 379,932  | \$                               | 419,859  | \$ | 433,294  |  |
|  |                         |          |    |          |                                  |          |    |          |  |
| Net Revenues   | \$                      | 746,149  | \$ | 778,327  | \$                               | 818,158  | \$ | 842,106  |  |
| Adjusted EBITDA Margin   |                         | 45.7 %   |    | 48.8 %   |                                  | 51.3 %   |    | 51.5 %   |  |
| Weighted average number of shares outstanding                                |                         | 232,400  |    | 232,400  |                                  | 237,696  |    |          |  |
| Basic and diluted EPS  |                         | (0.03)   | \$ | (0.09)   |                                  | (0.16)   |    |          |  |
| Adjusted EPS   |                         | 0.32     |    | 0.43     |                                  | 0.42     |    |          |  |

(1) See accompanying footnote for this table on next slide



## **Non-GAAP Financial Measures**

- (a) Represents impairment charges related to the decision to not reopen the Willowbrook, Illinois facility in September 2019. For 2018, represents impairment charges associated with the withdrawal of the GA-MURR project.
- (b) Represents the gain on the divestiture of the Medical Isotopes business in July 2018.
- (c) Includes non-cash share-based compensation expense. 2019 also includes \$10.0 million of one-time cash share-based compensation expense related to the pre-IPO Class C Units, which vested in the third quarter of 2019.
- (d) Represents cash bonuses for members of management primarily relating to the November 2020 IPO and the December 2019 refinancing.
- (e) Represents the effects of (i) fluctuations in foreign currency exchange rates, primarily related to remeasurement of intercompany loans denominated in currencies other than subsidiaries' functional currencies, and (ii) non-cash mark-to-fair value of embedded derivatives relating to certain customer and supply contracts at Nordion.
- (f) Represents (i) certain direct and incremental costs related to the acquisitions of BioScience Laboratories in 2021, Iotron Industries in July 2020, Gibraltar Laboratories, Inc. ("Nelson Labs Fairfield") in 2018 (including the first quarter 2021 gain on the mandatorily redeemable noncontrolling interest), Toxikon Europe, NV ("Nelson Europe") in 2017, and certain related integration efforts as a result of those acquisitions, (ii) the earnings impact of fair value adjustments (excluding those recognized within amortization expense) resulting from the businesses acquired, and (iii) transition services income and non-cash deferred lease income associated with the terms of the divestiture of the Medical Isotopes business in 2018.
- (g) Represents professional fees, contract termination and exit costs, severance and other payroll costs, and other costs associated with business optimization and cost savings projects relating to the integrations of Nordion and Nelson Labs, including the divestiture of Medical Isotopes, the withdrawal from the GA-MURR project, the Sotera Health rebranding, operating structure realignment and other process enhancement projects.
- (h) Represents professional fees, severance and other payroll costs, and other costs including ongoing lease and utility expenses associated with the closure of the Willowbrook, Illinois facility.
- (i) Represents expenses incurred in connection with the refinancing of our debt capital structure in December 2019, the January 2021 Term Loan repricing, and paydown of debt following the November 2020 IPO, including accelerated amortization of prior debt issuance and discount costs, and premiums paid in connection with early extinguishment.
- (j) Represents professional fees related to litigation associated with our EO sterilization facilities and other related professional fees.
- (k) Represents non-cash accretion of asset retirement obligations related to Co-60 and gamma processing facilities, which are based on estimated site remediation costs for any future decommissioning of these facilities (without regard for whether the decommissioning services would be performed by employees of Nordion, instead of by a third party) and are accreted over the life of the asset.
- (1) Represents non-recurring costs associated with the COVID-19 pandemic, including donations to related charitable causes, special bonuses for front-line personnel working on-site during lockdown periods, and incremental costs to implement workplace health and safety measures.
- (m) Represents the tax benefit or provision associated with the reconciling items between net loss and Adjusted Net Income. To determine the aggregate tax effect of the reconciling items, we utilized statutory income tax rates ranging from 0% to 35%, depending upon the applicable jurisdictions of each adjustment.
- (n) Includes depreciation of Co-60 held at gamma irradiation sites.
- (0) Represents the difference between income tax expense or benefit as determined under U.S. GAAP and the income tax benefit associated with pre-tax adjustments described in footnote (1).



# **Non-GAAP Financial Measures**<sup>(1)</sup>

| Amortization of intangibles    22,282    19,913      Share-based compensation <sup>69</sup> 3,449    1,725      (Gain) loss on foreign currency and embedded derivatives <sup>(b)</sup> (336)    4,267      Acquisition and divestiture related charges, net <sup>(c)</sup> (185)    994      Business optimization project expenses <sup>(d)</sup> 261    1,049      Plant closure expenses <sup>(d)</sup> 542    771      Loss on extinguishment of debt <sup>(f)</sup> 14,312       Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399    4,146      Accretion of asset retirement obligation <sup>(h)</sup> 551    490      COVID-19 expenses <sup>(f)</sup> 299    76      Income tax benefit associated with pre-tax adjustments <sup>(f)</sup> (14,133)    (7,07)      Adjusted Net Income    51,506    23,738      Interest expense, net    21,282    56,562      Depreciation <sup>(h)</sup> 17,150    (4,527)      Adjusted EBITDA    \$ 105,317    \$ 91,883      Net Revenues    \$ 212,148    \$ 188,200      Adjusted EBITDA Margin    49,6%    48,8 %      Weighted average number of sh                                  | (unaudited)  | lited) Three Months En                |              |          |
|---|--|---------------------------------------|--------------|----------|
| Amorization of intangibles  22,282  (19,913)    Share-based compensation <sup>(2)</sup> 3,449  1,725    (Gain) loss on foreign currency and embedded derivatives <sup>(b)</sup> (336)  4,267    Acquisition and divestiture related charges, net <sup>(c)</sup> (185)  994    Business optimization project expenses <sup>(d)</sup> 261  1,049    Plant closure expenses <sup>(e)</sup> 542  771    Loss on extinguishment of debt <sup>(f)</sup> 14,312     Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(b)</sup> 551  490    COVID-19 expenses <sup>(d)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(f)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of share:  278,968  232,400    Eara  | (\$'s in thousands, except per share amounts)                                | 2021                                  |              | 2020     |
| Share-based compensation <sup>(a)</sup> 3,449  1,725    (Gain) loss on foreign currency and embedded derivatives <sup>(b)</sup> (336)  4,267    Acquisition and divestiture related charges, net <sup>(c)</sup> (185)  994    Business optimization project expenses <sup>(d)</sup> 261  1,049    Plant closure expenses <sup>(e)</sup> 542  771    Loss on extinguishment of debt <sup>(f)</sup> 14,312     Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 21,282  56,562    Interest expense, net  21,282  56,562    Depreciation <sup>(h)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(l)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883  91,883    Net Revenues  49.6 %  48.8 %  Weighted average number of shares outstanding    Basic  278,968  232,400  21,882  232,400    Diluted  278,968  232,400  278,968  232,400   | Net income (loss)  | \$ 11,0                               | <b>55</b> \$ | (1,986)  |
| (Gain) loss on foreign currency and embedded derivatives <sup>(b)</sup> (336)  4,267    Acquisition and divestiture related charges, net <sup>(c)</sup> (185)  994    Business optimization project expenses <sup>(d)</sup> 261  1,049    Plant closure expenses <sup>(c)</sup> 542  771    Loss on extinguishment of debt <sup>(f)</sup> 14,312     Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(h)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(h)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(h)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 188,200  Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400  218,483  188,200    Diluted  278,827  232,400  232,400  218,483  10,011  10,014  (0,   | Amortization of intangibles  | 22,2                                  | 32           | 19,913   |
| Acquisition and divestiture related charges, net <sup>(c)</sup> (185)  994    Business optimization project expenses <sup>(d)</sup> 261  1,049    Plant closure expenses <sup>(d)</sup> 542  771    Loss on extinguishment of debt <sup>(f)</sup> 14,312  —    Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(j)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(h)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 91,883  91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49,6 %  488.8 %    Weighted average number of shares outstanding  23,2400  23,2400    Diluted  20,89  232,400  232,400    Diluted  8,004  \$ 0,011  0,014    Basic  0,04  \$ 0,010  0,014    Diluted  0,04   | Share-based compensation <sup>(a)</sup>                                      | 3,4                                   | 19           | 1,725    |
| Business optimization project expenses <sup>(d)</sup> 261  1,049    Plant closure expenses <sup>(d)</sup> 542  771    Loss on extinguishment of debt <sup>(f)</sup> 14,312     Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(h)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(h)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(h)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Diluted  278,968  232,400  278,968  232,400    Diluted  278,968  232,400  278,968  232,400  278,968  232,400    Basic <td< td=""><td>(Gain) loss on foreign currency and embedded derivatives<sup>(b)</sup></td><td>(33</td><td>6)</td><td>4,267</td></td<> | (Gain) loss on foreign currency and embedded derivatives <sup>(b)</sup>      | (33                                   | 6)           | 4,267    |
| Plant closure expenses <sup>(a)</sup> 542  771    Loss on extinguishment of debt <sup>(b)</sup> 14,312  —    Professional services relating to EO sterilization facilities <sup>(a)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(b)</sup> 551  490    COVID-19 expenses <sup>(b)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(b)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,622    Depreciation <sup>(b)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(f)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Diluted  278,968  232,400  278,968  232,400    Diluted  20,04  \$ 0,011  0,04  (0,01)    Diluted  0.04  \$ 0,011  0,014  (0,01)    Diluted  0.04  \$ 0,010  <   | Acquisition and divestiture related charges, net <sup>(c)</sup>              | (18                                   | 5)           | 994      |
| Loss on extinguishment of debt <sup>(f)</sup> 14,312  —    Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(f)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(f)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,552    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(f)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Diluted  278,968  232,400  232,400    Earnings (loss) per share:  | Business optimization project expenses <sup>(d)</sup>                        | 24                                    | 51           | 1,049    |
| Professional services relating to EO sterilization facilities <sup>(g)</sup> 13,399  4,146    Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(i)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(i)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(f)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  32,24,00  32,400    Basic  278,827  232,400  232,400    Earnings (loss) per share:  3  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)  0.04  (0.01)    Adjusted earnings per share:  3  30.4  \$ 0.10  0.01   | Plant closure expenses <sup>(e)</sup>  | 5                                     | 12           | 771      |
| Accretion of asset retirement obligation <sup>(h)</sup> 551  490    COVID-19 expenses <sup>(h)</sup> 299  76    Income tax benefit associated with pre-tax adjustments <sup>(h)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(h)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Verghted average number of shares outstanding  5  5    Basic  278,867  232,400    Diluted  278,968  232,400    Diluted  0.04  \$ 0.01)  | Loss on extinguishment of debt <sup>(f)</sup>                                | 14,3                                  | 12           |          |
| COVID-19 expenses <sup>(i)</sup> 299    76      Income tax benefit associated with pre-tax adjustments <sup>(i)</sup> (14,133)    (7,707)      Adjusted Net Income    51,506    23,738      Interest expense, net    21,282    56,562      Depreciation <sup>(k)</sup> 15,379    16,110      Income tax provision applicable to Adjusted Net Income <sup>(l)</sup> 17,150    (4,527)      Adjusted EBITDA    \$ 105,317    \$ 91,883      Net Revenues    \$ 212,148    \$ 188,200      Adjusted EBITDA Margin    49.6 %    48.8 %      Weighted average number of shares outstanding   | Professional services relating to EO sterilization facilities <sup>(g)</sup> | 13,3                                  | )9           | 4,146    |
| Income tax benefit associated with pre-tax adjustments <sup>(i)</sup> (14,133)  (7,707)    Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(l)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  \$ 0.04  \$ (0.01)    Diluted  0.04  (0.01)    Adjusted earnings per share:  \$ 0.18  \$ 0.10   | Accretion of asset retirement obligation <sup>(h)</sup>                      | 5                                     | 51           | 490      |
| Adjusted Net Income  51,506  23,738    Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(l)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Basic  278,968  232,400    Earnings (loss) per share:  8  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)  0.04  \$ (0.01)    Adjusted earnings per share:  8  \$ 0.18  \$ 0.10  \$ 0.18  \$ 0.10   | COVID-19 expenses <sup>(i)</sup>   | 2                                     | 19           | 76       |
| Interest expense, net  21,282  56,562    Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(I)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  5  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  5  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Basic  \$ 0.18  \$ 0.10   | Income tax benefit associated with pre-tax adjustments <sup>(j)</sup>        | (14,13                                | 3)           | (7,707)  |
| Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(f)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Diluted  278,968  232,400    Diluted  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Diluted  \$ 0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)    Diluted  \$ 0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)   | Adjusted Net Income  | 51,5                                  | )6           | 23,738   |
| Depreciation <sup>(k)</sup> 15,379  16,110    Income tax provision applicable to Adjusted Net Income <sup>(I)</sup> 17,150  (4,527)    Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  5  278,827  232,400    Diluted  278,968  232,400  201    Diluted  0.04  \$ (0.01)  0.04  (0.01)    Diluted  0.04  \$ (0.01)  0.04  (0.01)    Diluted  0.04  \$ (0.01)  0.04  (0.01)    Basic  \$ 0.04  \$ (0.01)  0.04  (0.01)    Diluted  0.04  \$ (0.01)  0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)  \$ (0.01)  \$ (0.01)    Diluted  \$ 0.04  \$ (0.01)  \$ (0.01)  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)  \$ (0.01)   | Interest expense, net  | 21,2                                  | 32           | 56,562   |
| Adjusted EBITDA  \$ 105,317  \$ 91,883    Net Revenues  \$ 212,148  \$ 188,200    Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Basic  278,968  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  8  0.04  \$ (0.01)    Diluted  0.04  (0.01)    Diluted  0.04  \$ (0.01)    Basic  \$ 0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Basic  \$ 0.10  \$ 0.18  \$ 0.10   |  | 15,3                                  | 79           | 16,110   |
| Net Revenues    \$    212,148    \$    188,200      Adjusted EBITDA Margin    49.6 %    48.8 %      Weighted average number of shares outstanding    278,827    232,400      Basic    278,968    232,400      Diluted    278,968    232,400      Earnings (loss) per share:    8    0.04    \$    (0.01)      Diluted    0.04    (0.01)    0.04    (0.01)      Basic    \$    0.18    \$    0.10  | Income tax provision applicable to Adjusted Net Income <sup>(1)</sup>        | 17,1                                  | 50           | (4,527)  |
| Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Basic  278,968  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  3  0.04  \$    Basic  \$  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Diluted  0.04  \$  0.01)    Basic  \$  0.18  \$  0.10   | Adjusted EBITDA  | \$ 105,3                              | 17 \$        | 91,883   |
| Adjusted EBITDA Margin  49.6 %  48.8 %    Weighted average number of shares outstanding  278,827  232,400    Basic  278,968  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  3  0.04  \$    Basic  \$  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Diluted  0.04  \$  0.01)    Basic  \$  0.18  \$  0.10   | Net Revenues   | \$ 212.1                              | <b>18</b> \$ | 188.200  |
| Weighted average number of shares outstanding    278,827    232,400      Basic    278,968    232,400      Diluted    278,968    232,400      Earnings (loss) per share:    5    0.04    \$    (0.01)      Diluted    0.04    \$    (0.01)      Diluted    0.04    \$    0.01)      Basic    \$    0.04    \$    0.01)      Diluted    \$    0.04    \$    0.01)      Diluted    \$    0.04    \$    0.01)   |  | , , ,                                 |              | ,        |
| Basic  278,827  232,400    Diluted  278,968  232,400    Earnings (loss) per share:  3  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Diluted  0.04  \$  0.01)    Basic  \$  0.18  \$  0.10  | •  |                                       | , , ,        | 1010 / 0 |
| Diluted  278,968  232,400    Earnings (loss) per share:  3  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Adjusted earnings per share:  3  0.18  \$  0.10  |  | 278.8                                 | 27           | 232,400  |
| Earnings (loss) per share:  \$  0.04  \$  (0.01)    Diluted  0.04  \$  (0.01)    Adjusted earnings per share:  5  0.18  \$  0.10  | Diluted  | · · · · · · · · · · · · · · · · · · · |              | ,        |
| Basic  \$ 0.04  \$ (0.01)    Diluted  0.04  \$ (0.01)    Adjusted earnings per share:  5  0.18  \$ 0.10   | Earnings (loss) per share:   | - 7                                   |              | - ,      |
| Diluted  0.04  (0.01)    Adjusted earnings per share:  8  0.18  \$  0.10  |  | \$ 0.                                 | )4 \$        | (0.01)   |
| Adjusted earnings per share:Basic\$ 0.18 \$ 0.10  | Diluted  |                                       |              |          |
| Basic \$ 0.18 \$ 0.10   | Adjusted earnings per share:   |                                       |              |          |
|   |  | \$ 0.                                 | 18 \$        | 0.10     |
|   | Diluted  |                                       | 18           | 0.10     |

(1) See accompanying footnote for this table on next slide



- (a) Represents non-cash share-based compensation expense.
- (b) Represents the effects of (i) fluctuations in foreign currency exchange rates, primarily related to remeasurement of intercompany loans denominated in currencies other than subsidiaries' functional currencies, and (ii) non-cash mark-to-fair value of embedded derivatives relating to certain customer and supply contracts at Nordion.
- (c) Represents (i) certain direct and incremental costs related to the acquisitions of BioScience Laboratories in 2021, Iotron Industries in July 2020 and Nelson Labs Fairfield in 2018 (including the first quarter 2021 gain on the mandatorily redeemable noncontrolling interest), and certain related integration efforts as a result of those acquisitions, (ii) the earnings impact of fair value adjustments (excluding those recognized within amortization expense) resulting from the businesses acquired, and (iii) transition services income and non-cash deferred lease income associated with the terms of the divestiture of the Medical Isotopes business in 2018.
- (d) Represents professional fees, contract termination and exit costs, severance and other payroll costs, and other costs associated with business optimization and cost savings projects relating to the integration of Nelson Labs, the Sotera Health rebranding, operating structure realignment and other process enhancement projects.
- (e) Represents professional fees, severance and other payroll costs, and other costs including ongoing lease and utility expenses associated with the closure of the Willowbrook, Illinois facility.
- (f) Represents expenses incurred in connection with the repricing of our Term Loan in January 2021 including accelerated amortization of prior debt issuance and discount costs.
- (g) Represents professional fees related to litigation associated with our EO sterilization facilities and other related professional fees.
- (h) Represents non-cash accretion of asset retirement obligations related to Co-60 and gamma processing facilities, which are based on estimated site remediation costs for any future decommissioning of these facilities (without regard for whether the decommissioning services would be performed by employees of Nordion, instead of by a third party) and are accreted over the life of the asset.
- (i) Represents non-recurring costs associated with the COVID-19 pandemic, including incremental costs to implement workplace health and safety measures.
- (j) Represents the tax benefit or provision associated with the reconciling items between net income (loss) and Adjusted Net Income. To determine the aggregate tax effect of the reconciling items, we utilized statutory income tax rates ranging from 0% to 35%, depending upon the applicable jurisdictions of each adjustment.
- (k) Includes depreciation of Co-60 held at gamma irradiation sites.
- (1) Represents the difference between income tax expense or benefit as determined under U.S. GAAP and the income tax benefit associated with pre-tax adjustments described in footnote (j).



## **Non-GAAP Financial Measures**

| (unaudited)   | Twelve Months<br>Ended |               |    | Year Ended December 31, |    |           |  |  |  |
|---|------------------------|---------------|----|-------------------------|----|-----------|--|--|--|
| (\$'s in thousands)                                     | Μ                      | arch 31, 2021 |    | 2020                    |    | 2019      |  |  |  |
| Current portion of long-term debt                       | \$                     | _             | \$ | _                       | \$ | 16,331    |  |  |  |
| Long-term debt less current portion                     |                        | 1,837,580     |    | 1,824,789               |    | 2,800,873 |  |  |  |
| Current portion of finance leases                       |                        | 1,108         |    | 1,173                   |    | 1,288     |  |  |  |
| Finance leases less current portion                     |                        | 33,432        |    | 34,939                  |    | 29,883    |  |  |  |
| Total Debt  | \$                     | 1,872,120     | \$ | 1,860,901               | \$ | 2,848,375 |  |  |  |
| Add: unamortized debt issuance costs and debt discounts |                        | 26,579        |    | 38,761                  |    | 73,677    |  |  |  |
| Less: cash and cash equivalents                         |                        | (108,016)     |    | (102,454)               |    | (63,025)  |  |  |  |
| Total Net Debt  | \$                     | 1,790,683     | \$ | 1,797,208               | \$ | 2,859,027 |  |  |  |
| Adjusted EBITDA   | \$                     | 433,294       | \$ | 419,859                 | \$ | 379,932   |  |  |  |
| Net Leverage  |                        | 4.1x          |    | 4.3x                    |    | 7.5x      |  |  |  |

