

# Investor Fact Sheet September 2019



## Company Overview

Edwards Lifesciences is the global leader in patient-focused medical innovations for structural heart disease and critical care monitoring. Driven by a passion to help patients, the company collaborates with the world's leading clinicians and researchers to address unmet healthcare needs, working to improve patient outcomes and enhance lives. Headquartered in Irvine, Calif., Edwards' life saving innovations treat advanced cardiovascular disease and are sold in approximately 100 countries. Many of the company's products are considered industry standards and over 95 percent of its sales are from products in leading positions. Edwards has extensive manufacturing operations in North America, Europe, Singapore and the Caribbean.

## Patient-Focused Innovation Strategy

**Focus** Singular focus on large unmet needs of structural heart and critically ill patients

**Innovation** Pioneer breakthrough technologies with superior evidence

**Leadership** Lead groundbreaking standards of care through trusted relationships

## Quick Facts

Global Headquarters	Irvine, CA, USA
Worldwide Employees	13,000+
Website	edwards.com

## Stock Information (as of October 31, 2019)

Stock Symbol	EW
Stock Exchange	NYSE
Stock Price	\$238.38
Shares Outstanding	208.6 M
Market Capitalization	\$49.7 B
Senior Management Ownership	Approximately 2%
Total Employee Ownership	Approximately 4%

## Poised for Long-Term Success

- Unwavering patient-focused culture motivates and guides our global team
- Differentiated strategy based on focus, innovation and leadership
- Credibility and trust with clinicians, regulators, payors and patients
- Transforming patient care drives growth and secures bright future

## Major Product Lines

**Transcatheter Aortic Valve Replacement** Designed to treat heart valve disease using catheter-based approaches, Edwards' transcatheter aortic heart valve replacement technologies are used with certain patients for whom traditional open-heart surgery is not optimal.

**Transcatheter Mitral and Tricuspid Therapies** Edwards is making significant investments in the development of therapy options designed to treat mitral and tricuspid valve diseases.

**Surgical Structural Heart** Edwards is committed to being the partner of choice for cardiac surgeons and helping transform patients' lives by advancing surgical structural heart innovations. It is the world's leading manufacturer of tissue heart valves and surgical heart valve repair therapies, which are used to treat a patient's diseased heart valve.

**Critical Care** Edwards is a world leader in hemodynamic monitoring systems used to measure a patient's heart function and fluid status across care settings. Its complete hemodynamic portfolio helps clinicians make proactive clinical decisions and plays an important role in enhancing patient recovery.



**FINANCIAL PERFORMANCE**

Non-GAAP Diluted Earnings Per Share

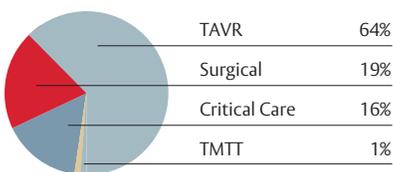


R&D Investment (in millions)



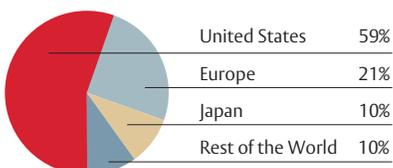
Q3 2019

Sales by Product Line



Q3 2019

Sales by Geographic Location



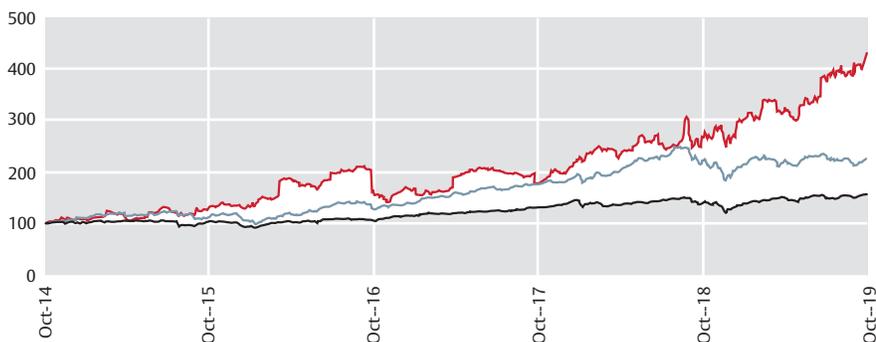
Non-GAAP: Excludes special charges and/or acquisitions and stock option expensing

**INVESTOR RELATIONS CONTACT**

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Edwards' 5-Year Stock Performance as of October 31, 2019

EW: 294% S&P 500 Healthcare Equipment: 110% S&P 500: 51%



**Product Innovations**

**Transcatheter Aortic Heart Valves** Edwards leads the world in the development of new therapies designed for the nonsurgical replacement of heart valves. The SAPIEN 3 Ultra system features an on-balloon delivery system and expandable sheath and is commercially available worldwide.

**Minimally Invasive Surgical Therapies** The Edwards INSPIRIS RESILIA aortic valve is the first of a new class of heart valves that incorporates resilient tissue technology. This valve also features proprietary VFit technology, which is designed for potential future valve-in-valve procedures. The HARPOON<sup>(a)</sup> system enables beating-heart mitral valve repair for patients with degenerative mitral regurgitation.

**Advanced Monitoring** Edwards' decision support solutions for clinicians include monitoring tools and noninvasive sensors. HemoSphere advanced monitoring platform provides greater clarity on a patient's hemodynamic status. The first-of-its-kind Acumen HPI software indicates the likelihood of a patient trending toward a low blood pressure event.

- ForeSight, the noninvasive tissue oximetry system, received FDA approval to be used on HemoSphere advanced monitoring platform.

**Structural Heart Disease** Edwards' focused investment in structural heart initiatives has resulted in the development of multiple breakthrough therapies for patients suffering from mitral and tricuspid diseases:

- EVOQUE<sup>(a)</sup> and SAPIEN M3<sup>(a)</sup> transseptal transcatheter mitral replacement systems are currently in early feasibility studies
- Cardioband<sup>(a)</sup> system is commercially available in Europe for transcatheter repair of the mitral and tricuspid valves
- PASCAL<sup>(a)</sup> transcatheter valve repair system for mitral regurgitation received CE Mark in Europe and is in early clinical study in the U.S.

<sup>(a)</sup> CAUTION: The Edwards EVOQUE system, HARPOON system, and SAPIEN M3 System are investigational devices and not available for commercial sale. The Cardioband system, and PASCAL system have CE Mark, but are investigational and not approved for commercial sale in the U.S.

This document contains forward-looking statements that are based on estimates, assumptions and projections. Important factors that could cause results to differ materially from those expected by management may be found in documents filed by the company with the Securities and Exchange Commission. Some figures are not prepared in accordance with Generally Accepted Accounting Principles (GAAP). Visit edwards.com for a reconciliation of the differences between the GAAP and non-GAAP figures.

Edwards, Edwards Lifesciences, the stylized E logo, 1-800-4-A-HEART, Acumen, Acumen HPI, Cardioband, Edwards EVOQUE, Edwards SAPIEN, Edwards SAPIEN 3, Edwards SAPIEN 3 Ultra, Edwards SAPIEN M3, EVOQUE, ForeSight, HARPOON, HemoSphere, HPI, INSPIRIS, INSPIRIS RESILIA, PASCAL, RESILIA, SAPIEN, SAPIEN 3, SAPIEN 3 Ultra, SAPIEN M3 and VFit are trademarks of Edwards Lifesciences Corporation.

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