

# Investor Fact Sheet

## March 2020



### 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	14,000+
Website	<a href="http://edwards.com">edwards.com</a>

### Stock Information (as of April 30, 2020)

Stock Symbol	EW
Stock Exchange	NYSE
Stock Price	\$217.50
Shares Outstanding	206.6 M
Market Capitalization	\$44.9 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** In partnership with physicians worldwide, Edwards continues to lead the development of minimally invasive heart valve technologies enabling a streamlined procedure with excellent outcomes, rapid discharge and improved quality of life for patients with aortic stenosis. Through significant investment in technology advancement and clinical evidence, Edwards strives to further expand the treatment options for patients with aortic stenosis.

**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

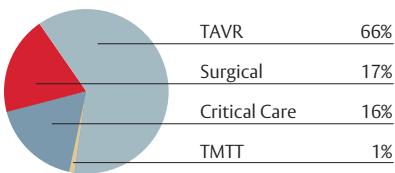
Non-GAAP Diluted Earnings Per Share



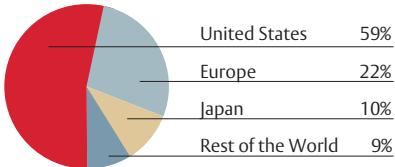
R&D Investment (in millions)



Q1 2020  
Sales by Product Line



Q1 2020  
Sales by Geographic Location

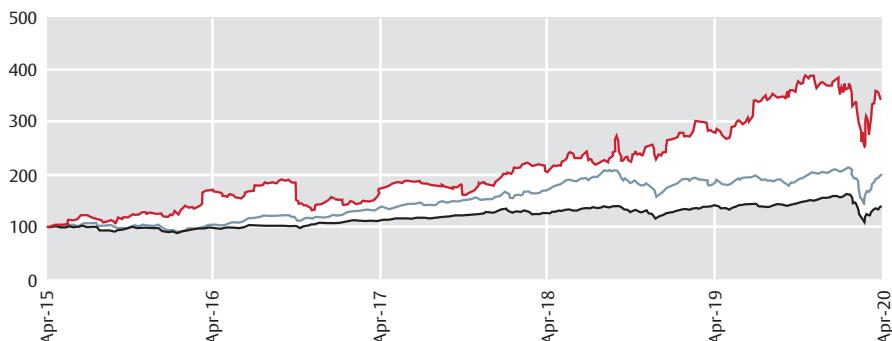


Non-GAAP: Excludes special charges and/or acquisitions and stock option expensing

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## Edwards' 5-Year Stock Performance as of April 30, 2020

■ EW: 243% ■ S&P 500 Healthcare Equipment: 99% ■ S&P 500: 40%



## Product Innovations

**Transcatheter Aortic Heart Valves** The proven SAPIEN 3 System is commercially available in over 75 countries and is now an approved treatment option for patients at low risk to surgery in Europe, the US and other countries around the world based on the superiority of outcomes demonstrated in PARTNER 3. The SAPIEN 3 Ultra system, (CE Mark and FDA approved) features advanced sealing skirt technology designed to reduce paravalvular leak, further elevating the performance of the SAPIEN 3 platform.

The next generation SAPIEN X4 system is in development. Edwards is pursuing innovative technology solutions and indications for patients with pulmonic valve disease, leveraging the proven SAPIEN 3 platform. Studies of SAPIEN 3 TAVR in other patient populations are also continuing to enroll.

**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, in combination with our recently acquired ForeSight Tissue Oximetry System, allows for a comprehensive view of tissue oximetry and advanced hemodynamics. The first-of-its-kind Acumen HPI software indicates the likelihood of a patient trending toward a low blood pressure event.

**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
- EVOQUE<sup>(a)</sup> transcatheter tricuspid replacement system is currently in early feasibility study
- PASCAL<sup>(a)</sup> transcatheter valve repair system for mitral regurgitation received CE Mark in Europe, and is under clinical investigation in the U.S for both mitral and tricuspid regurgitation
- Cardioband<sup>(a)</sup> system is commercially available in Europe for transcatheter repair of the mitral and tricuspid valves

<sup>(a)</sup> CAUTION: The Edwards EVOQUE system and SAPIEN M3 System are investigational devices and not available for commercial sale. The Harpoon System, 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](http://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 X4, Edwards SAPIEN M3, EVOQUE, ForeSight, HARPOON, HemoSphere, HPI, INSPIRIS, INSPIRIS RESILIA, PASCAL, RESILIA, SAPIEN, SAPIEN 3, SAPIEN 3 Ultra, SAPIEN X4, SAPIEN M3 and VFit are trademarks of Edwards Lifesciences Corporation.

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