

# Investor Fact Sheet

## June 2018



### Company Overview

Edwards Lifesciences is the global leader in patient-focused medical innovations for structural heart disease, as well as critical care and surgical 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 treats advanced cardiovascular disease with its life saving innovations, which are sold in approximately 100 countries. Many of the company's products are considered industry "gold standards" and over 95 percent of its sales are from products in leading market positions. Edwards has extensive manufacturing operations in North America, Europe, Singapore and the Caribbean.

### Business Strategy

- Create value with therapies that transform patient care, focusing on the large unmet needs of structural heart and critically ill patients
- Innovation focused on breakthrough technologies with superior clinical and economic evidence
- Active product portfolio management

### Quick Facts

Global Headquarters	Irvine, CA, USA
Worldwide Employees	12,000+
Website	edwards.com

### Stock Information (as of July 31, 2018)

Stock Symbol	EW
Stock Exchange	NYSE
Stock Price	\$142.45
Shares Outstanding	209.1 M
Market Capitalization	\$26.6 B
Senior Management Ownership	Approximately 3%
Total Employee Ownership	Approximately 5%

### Poised for Long-Term Success

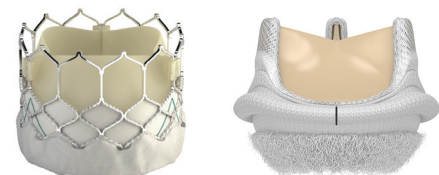
- Unwavering patient-focused culture
- Differentiated strategy based on focus, innovations and leadership
- Innovative R&D to produce breakthrough strategies
- Credibility and trust with clinicians, regulators, payors and patients
- Strong geographic diversification
- Nimble, adaptive business model

### Major Product Lines

**Transcatheter Heart Valve Therapy** 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. Delivered while the heart is beating, these valves can enable patients to experience a better quality of life sooner than patients receiving traditional surgical therapies.

**Surgical Heart Valve Therapy** Edwards is the world's leading manufacturer of pericardial tissue heart valves and surgical heart valve repair therapies, which are used to treat a patient's diseased or defective heart valve. Edwards also offers minimally invasive aortic heart valve systems designed to enable faster procedures, shorter patient times on cardiopulmonary bypass, and smaller incisions.

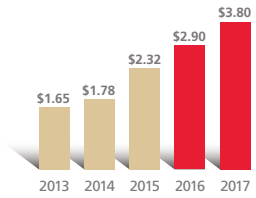
**Critical Care** Edwards is a world leader in hemodynamic monitoring systems used to measure a patient's heart function and fluid status in surgical and intensive care settings. Its complete hemodynamic portfolio helps clinicians make proactive clinical decisions for their patients and plays an important role in enhancing surgical recovery, ultimately enabling the improvement of patient outcomes and survival.



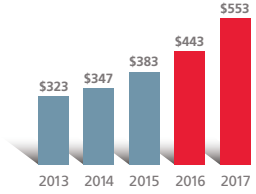
Edwards

**FINANCIAL PERFORMANCE**

Non-GAAP Diluted Earnings Per Share

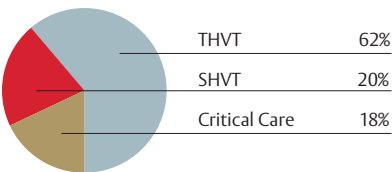


R&D Investment (in millions)



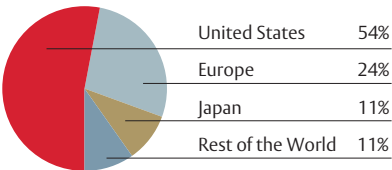
Q2 2018

Sales by Product Line



Q2 2018

Sales by Geographic Location



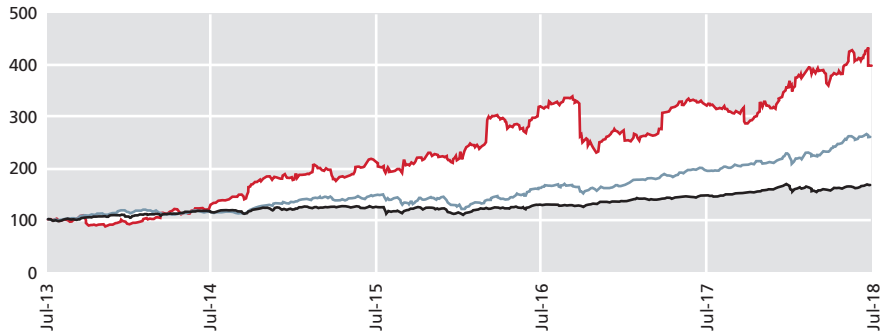
Non-GAAP: Excludes special charges and/or acquisitions and stock option expensing

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Edwards' 5-Year Stock Performance as of July 31, 2018

EW: 300% S&P 500 Healthcare Equipment: 162% S&P 500: 67%



**Product Innovations**

**Transcatheter Heart Valves** Edwards leads the world in the development of new therapies designed for the nonsurgical replacement of heart valves. Edwards is developing the CENTERA<sup>(a)</sup> valve, a repositionable, self-expanding transcatheter heart valve system, which is commercially available in Europe. The new SAPIEN 3 Ultra system<sup>(a)</sup> features an on-balloon delivery system and the Axela expandable sheath.

**Minimally Invasive Surgical Valve** The Edwards INSPIRIS RESILIA aortic valve is the first of a newly created class of resilient heart valves that incorporates the advanced RESILIA tissue. This valve leverages features of the trusted PERIMOUNT family and includes the proprietary VFit technology, which is designed for potential future valve-in-valve procedures.

**Noninvasive Monitoring** Edwards' next generation, advanced monitoring platform, HemoSphere, is an all-in-one system providing greater clarity on a patient's hemodynamic status to enable clinicians to make timely, potentially life-saving decisions. Edwards' Acumen HPI software suite with FloTrac IQ smart sensor disposable is the first of its kind hypotension, or low blood pressure, probability indicator during monitoring.

**Structural Heart Disease** Many patients suffer from mitral and tricuspid regurgitation, which is a significantly undertreated and deadly disease. Transcatheter technologies have the ability to transform the care of these patients. Edwards' focused investment in structural heart initiatives has resulted in the development of multiple early clinical stage therapies including:

- Edwards-CardiaQ<sup>(a)</sup> transcatheter mitral valve platform is currently in clinical study in the U.S. and Europe
- Cardioband<sup>(a)</sup> system is commercially available in Europe for transcatheter repair of the mitral and tricuspid valves
- PASCAL<sup>(a)</sup> transcatheter mitral repair system in early clinical study in Europe and the U.S.
- Edwards FORMA<sup>(a)</sup> spacer for treatment of tricuspid regurgitation in early clinical study in the U.S., Europe and Canada

<sup>(a)</sup> CAUTION: The Edwards-CardiaQ valve, FORMA system, PASCAL, and SAPIEN 3 Ultra system products are investigational devices and not available for commercial sale. The Cardioband system and the CENTERA valve are 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.

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