

Edwards Lifesciences

Patient-Focused Innovations
for Structural Heart Disease
and Critical Care Monitoring

60
Years of
Discovery



Edwards

Cautionary Statement

Presentations and comments made today by the management of Edwards Lifesciences Corporation will include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. These forward-looking statements can sometimes be identified by the use of words such as “may,” “will,” “should,” “anticipate,” “believe,” “plan,” “project,” “estimate,” “expect,” “intend,” “guidance,” “outlook,” “optimistic,” “aspire,” “confident” or other forms of these words or similar expressions. These may include, but are not limited to, the company’s financial goals or expectations for 2018 and beyond (including sales, earnings per share and R&D); expectations for our products and pipeline; and industry growth projections.

Forward-looking statements are based on estimates and assumptions made by management of the company and are believed to be reasonable, though they are inherently uncertain and difficult to predict. Our forward-looking statements speak only as of the date on which they are made and we do not undertake any obligation to update any forward-looking statement to reflect events or circumstances after the date of the statement. If the Company does update or correct one or more of these statements, investors and others should not conclude that the company will make additional updates or corrections.

Forward-looking statements involve risks and uncertainties that could cause actual results or experience to differ materially from that expressed or implied by the forward-looking statements. Factors that could cause actual results or experience to differ materially from that expressed or implied by the forward looking statements are detailed in the company's filings with the Securities and Exchange Commission including its Annual Report on Form 10-K for the year ended December 31, 2017.

Use of Non-GAAP Financial Measures

- Unless otherwise indicated, all figures are GAAP financial measures
- “Underlying” growth rates are non-GAAP items and exclude foreign exchange fluctuations, sales return reserves associated with THVT product upgrades, the conversion to a consignment inventory system for surgical heart valves (“SHV”), and the positive impact of THVT stocking sales in Germany and the negative impact of de-stocking. The term “adjusted” also excludes intellectual property litigation income and expenses, amortization of intellectual property, fair value adjustments to contingent consideration liabilities arising from acquisitions, gains and losses from significant investments, impairments, litigation, the positive impact of THVT stocking sales in Germany and the negative impact of de-stocking, realignment expenses, sales return reserves and related costs associated with THVT product upgrades, the conversion to a consignment inventory system for SHV, charitable contributions to the Edwards Lifesciences Foundation, business development transactions, pension curtailment or settlement gains and losses, and the impact from implementation of tax law changes. Other non-GAAP guidance may exclude special items on a similar basis.
- A reconciliation of non-GAAP historical financial measures to the most comparable GAAP measure is available at www.edwards.com
- The Company is not able to provide a reconciliation of future projections that exclude special items to expected reported results due to the unknown effect, timing and potential significance of special charges or gains, and management’s inability to forecast charges associated with future transactions and initiatives

Edwards' Patient-Focused Innovation Strategy

Focus

Singular focus on the 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



Create meaningful value by transforming patient care

2018 Expected to be a Year of Continued Growth and Investment in Our Future

Guidance

Underlying sales growth of **10-11%**

R&D **16-17%** of sales to drive value creation

Adjusted EPS of **\$4.60 - \$4.75**

Continued growth in the treatment of AS through TAVR

Momentum in **multiple breakthrough** structural heart valve therapies

Innovation in our **core leadership franchises** of SHVT and CC

Continued investments:

- Expansion of TAVR
- Transcatheter mitral and tricuspid therapies
- Capacity and infrastructure

Guidance as of 7/26/18; not an update

Edwards is Poised for Success

- **TAVR business is healthy**; expect mid-teens growth to \$5+ billion market by 2021
- Confident in our **comprehensive TMTT portfolio**; mid- to longer-term growth opportunity
- Structural heart disease is **largely undertreated and underdiagnosed**
- **10-11% underlying sales growth** expected in 2018 aided by new product introductions in 2H
- **2018 adjusted EPS growth expected above 20%** with heavy pipeline investment

*Guidance as of 7/26/18;
not an update*

Addressing significant patient needs creates exceptional shareholder value

60

Years of
Discovery



Edwards

Helping Patients is Our Life's Work, and

life is now