

CooperVision Sees Integration Across Multiple ERPs with AdapLink

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velocity

CONNECT + ACCELERATE + INNOVATE



Agenda

- ▶ Introduction to CooperVision
- ▶ CooperVision's Challenges
- ▶ Logility AdapLink
- ▶ What's Next
- ▶ Q&A



The Cooper Companies



A Global Medical Device Company

- Serving the specialty healthcare market through two business units:

CooperVision (CVI) and CooperSurgical (CSI)

- NYSE: COO
- HQ - Pleasanton, CA
- More than 12,000 employees
- FY18 Revenue: \$2.53 billion



CooperVision®
Live Brightly.®



Healthy women, babies, and families™



CooperVision™

CooperVision - At a Glance



World's 3rd largest manufacturer of soft contact lenses



\$1.9 billion USD in revenue (FY18)



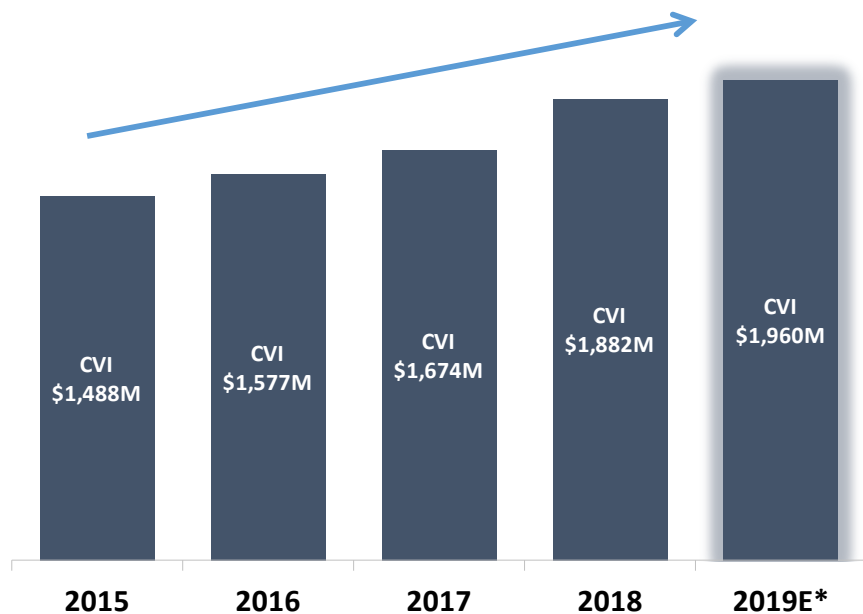
Products sold in more than 100 countries

The industry's most comprehensive contact lens portfolio

More than 10,000 employees worldwide

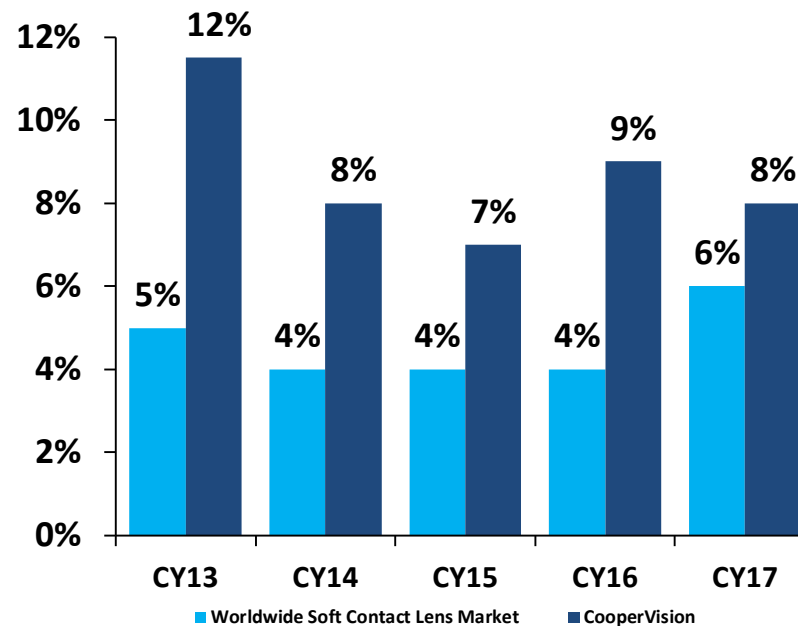


CooperVision - Sales Performance



Year-over-year Sales Growth

2019E represents midpoint of management guidance of \$1,940M – \$1,980M as provided 12/6/18



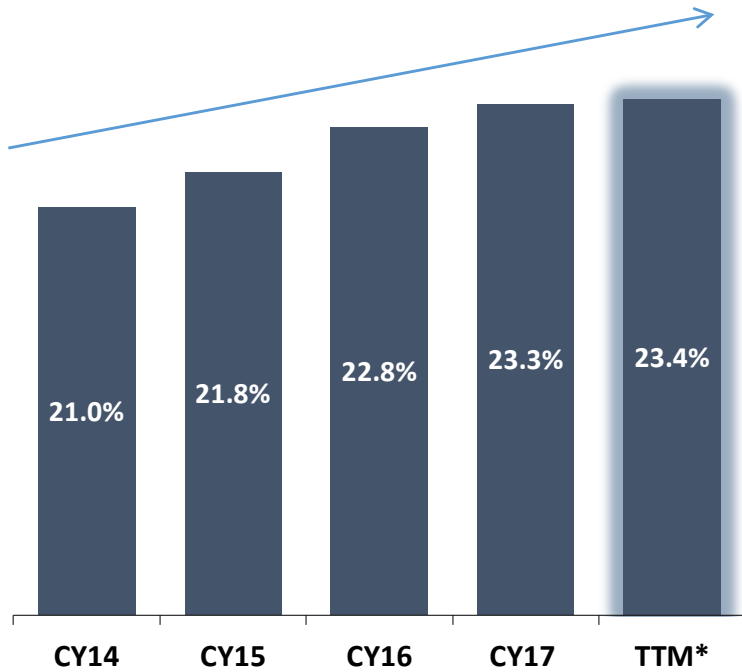
Above Market Sales Growth

Note: Actuals are based on manufacturers' gross product sales

Source: Company reported data, management estimates and independent market research

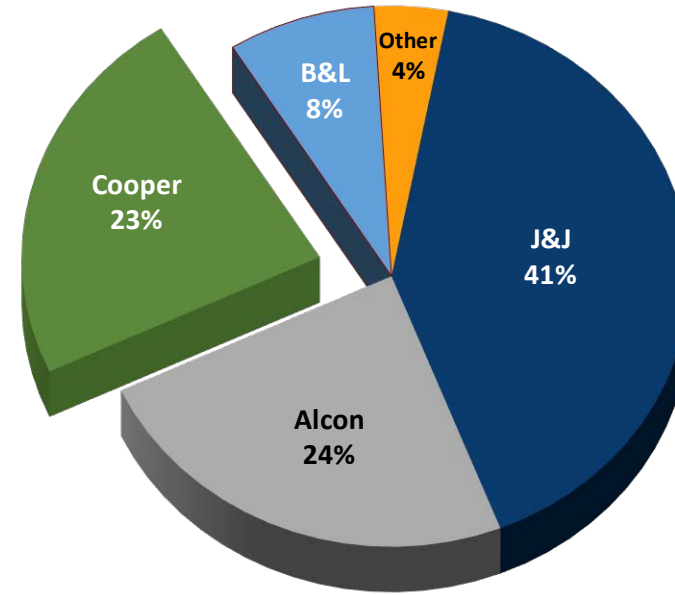


CooperVision – Global Contact Lens Market Share



CooperVision Increased Market Share

** Trailing Twelve Months
Source: Management estimates and independent market research*



Global Soft Contact Lens Market By Competitor*

Mergers and Acquisitions

1993

Coast Vision
Brings toric expertise

1997

Aspect Vision
Adds to global footprint and increases capacity

2002

Biocompatibles Eyewear Inc.
Expands presence in spheres, boosts global sales team

2005

Ocular Sciences Inc.
Pushes CooperVision to #3 lens maker worldwide

2010

Aime Kasei Aime Co. Ltd.
Further strengthens production capability

2014

Sauflon Pharmaceuticals Ltd.
Gives CooperVision the ability to offer the most extensive range of daily disposable contact lens options

2016

Soflex Contact Lenses
Israeli contact lens manufacturer and distributor

2017

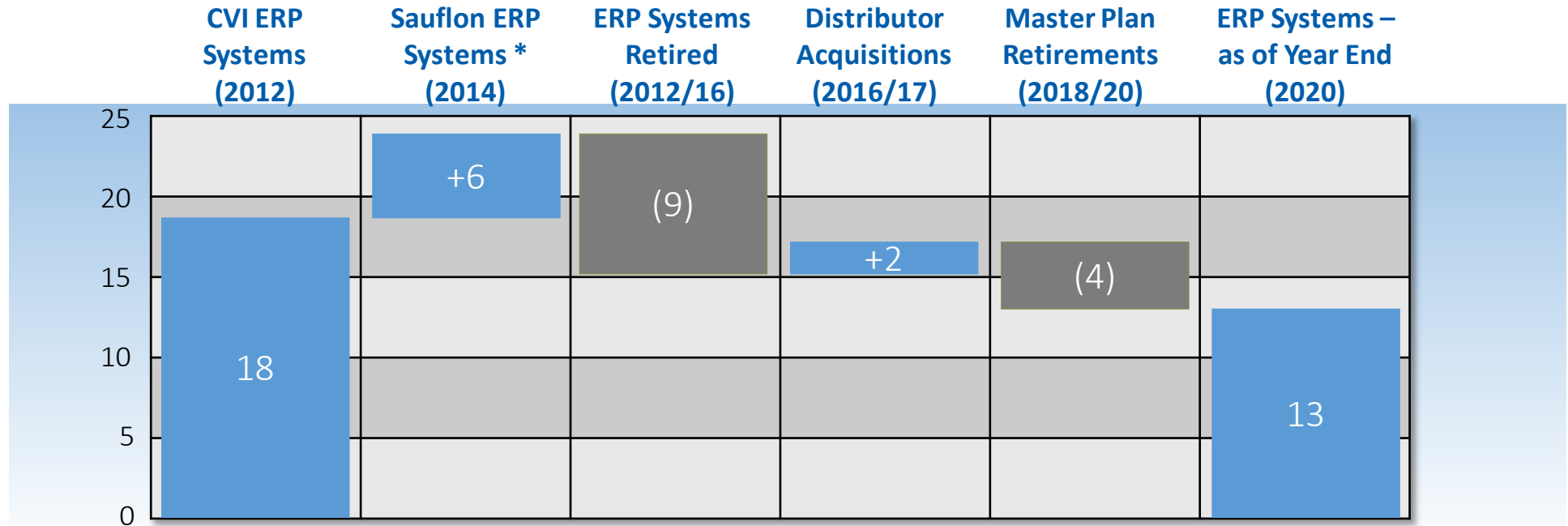
Procornea
Increases access to markets such as China with Ortho-K products and technologies

Paragon
Adds CRT® Contact Lenses for myopia treatment and Chinese market access

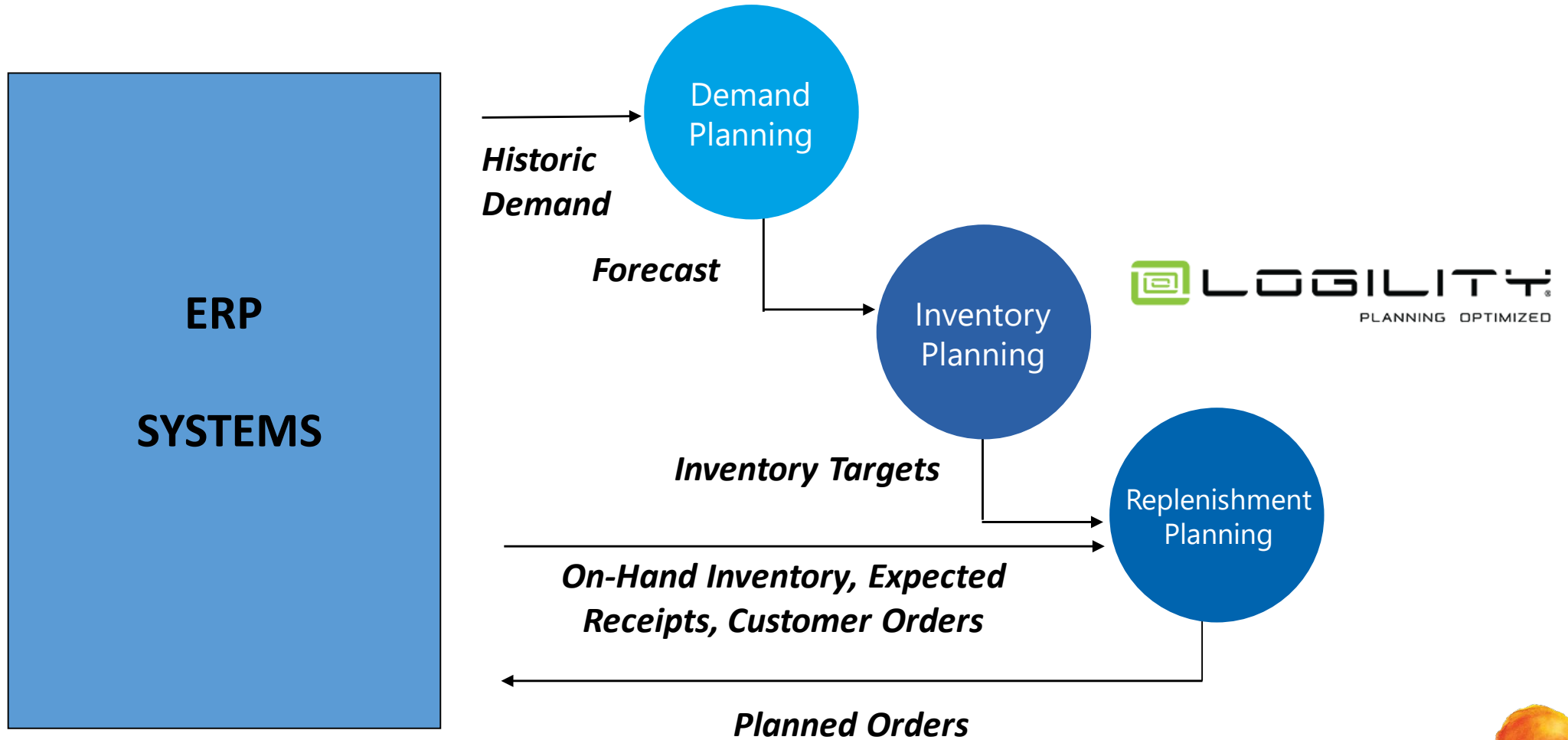
Blueyes
Further expanding and deepening CooperVision's market presence in Israel



M&A Activity has Created a Heterogeneous ERP Landscape

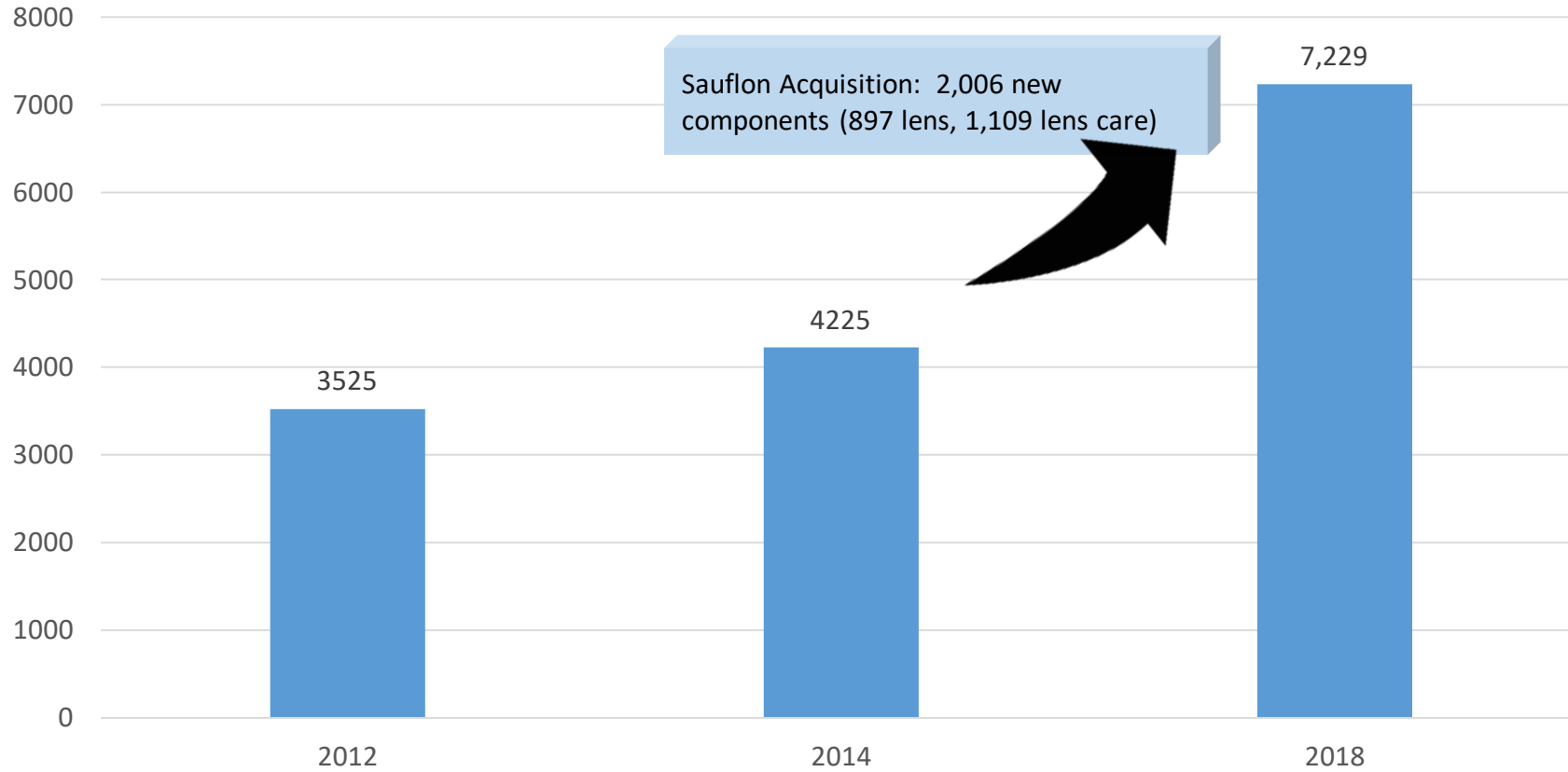


CooperVision's Supply Chain has Relied on Logility Voyager Since 2009

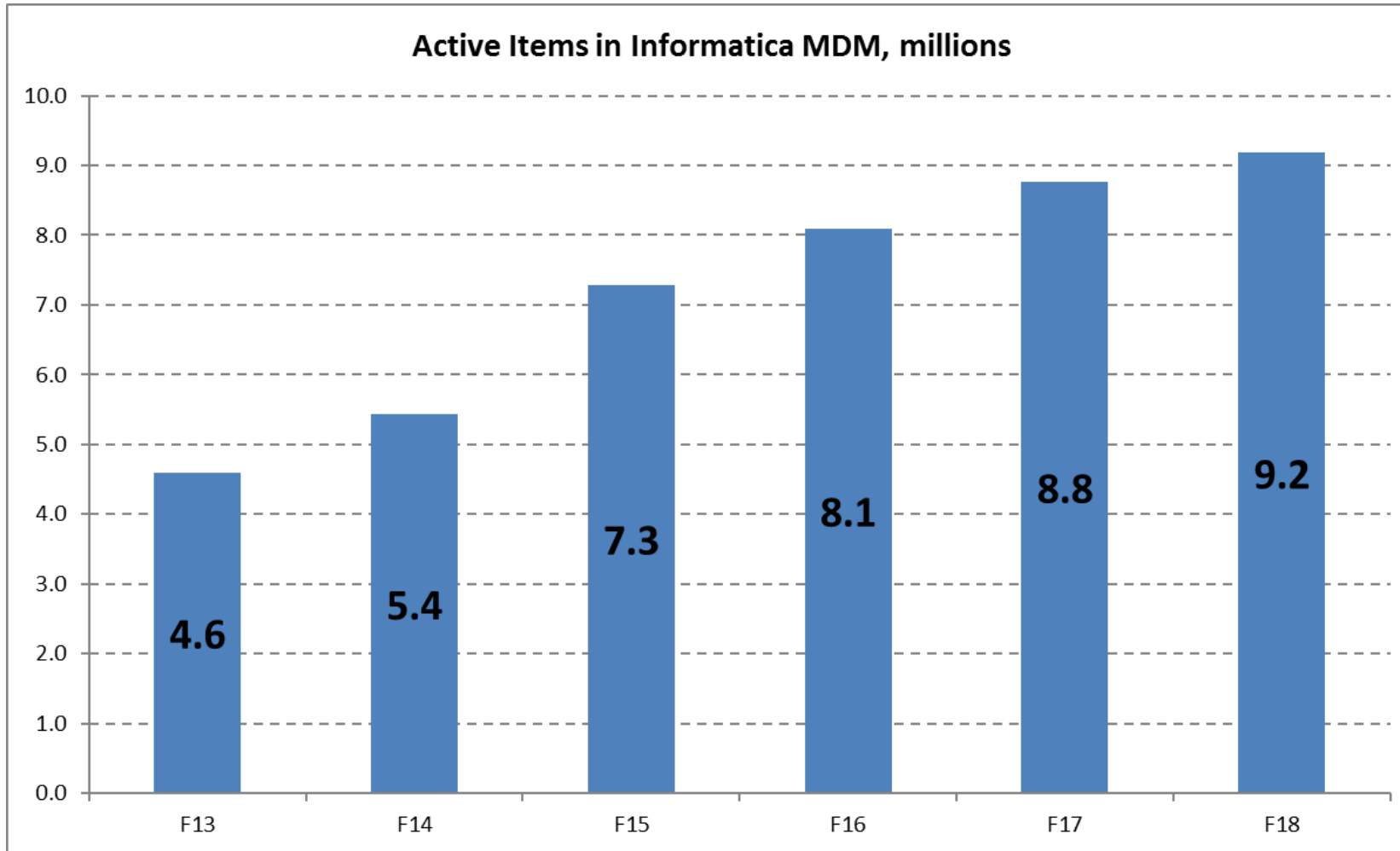


New Packaging Component Growth: 2.0X in Six Years

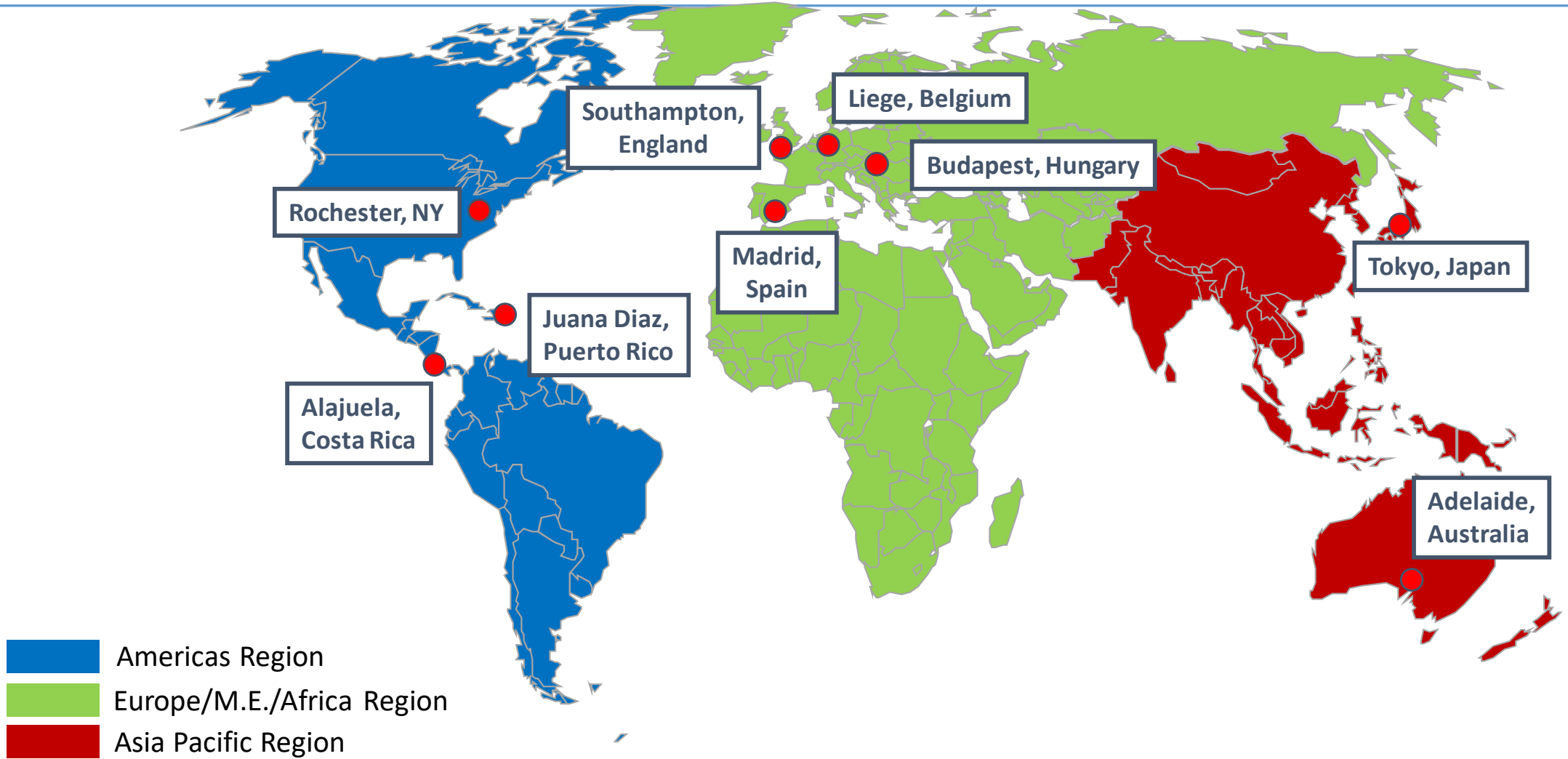
Packaging Change Orders






Number of Items Mastered has Doubled in Six Years

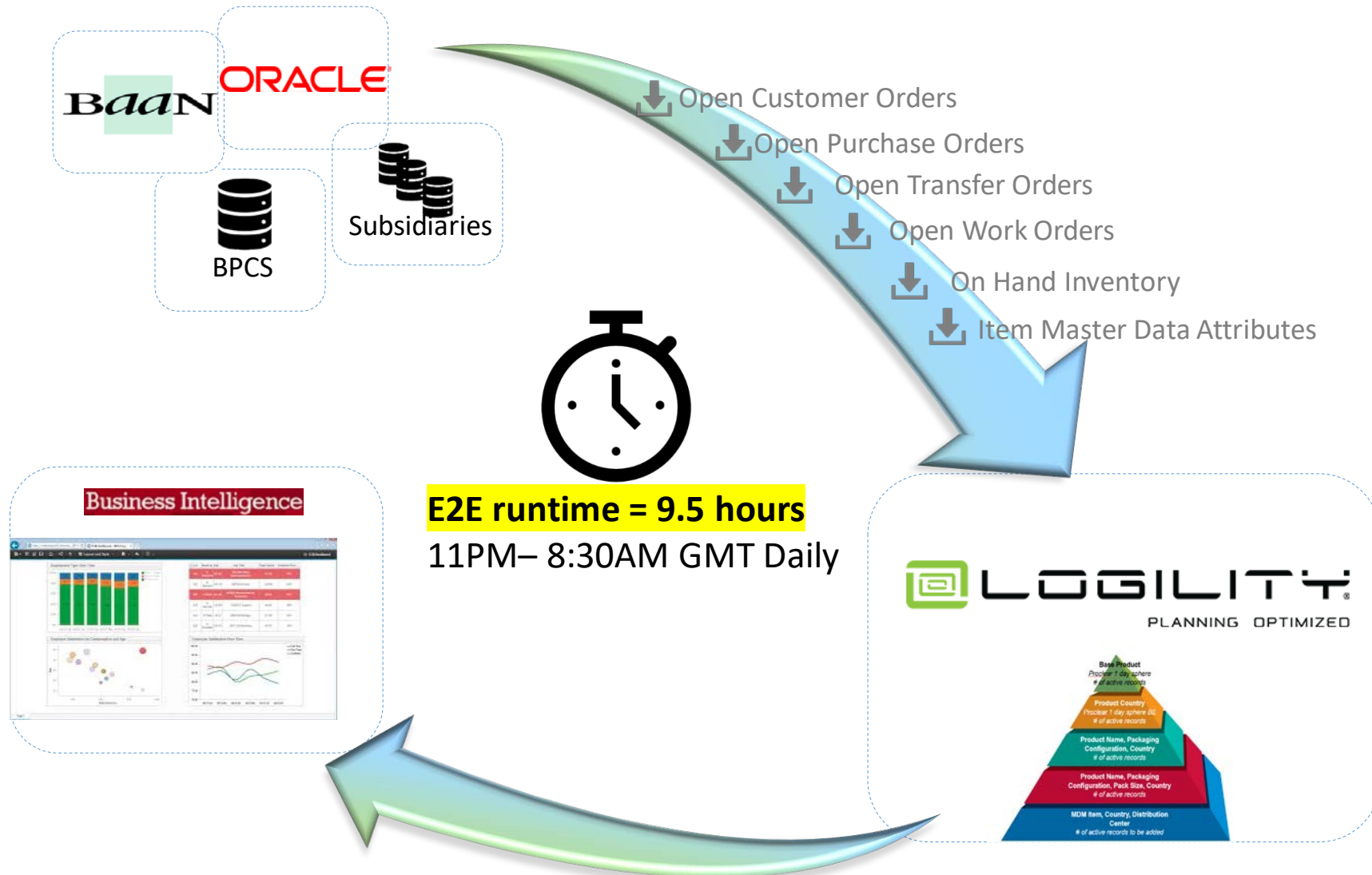


Global Operations and Global Logility User Base

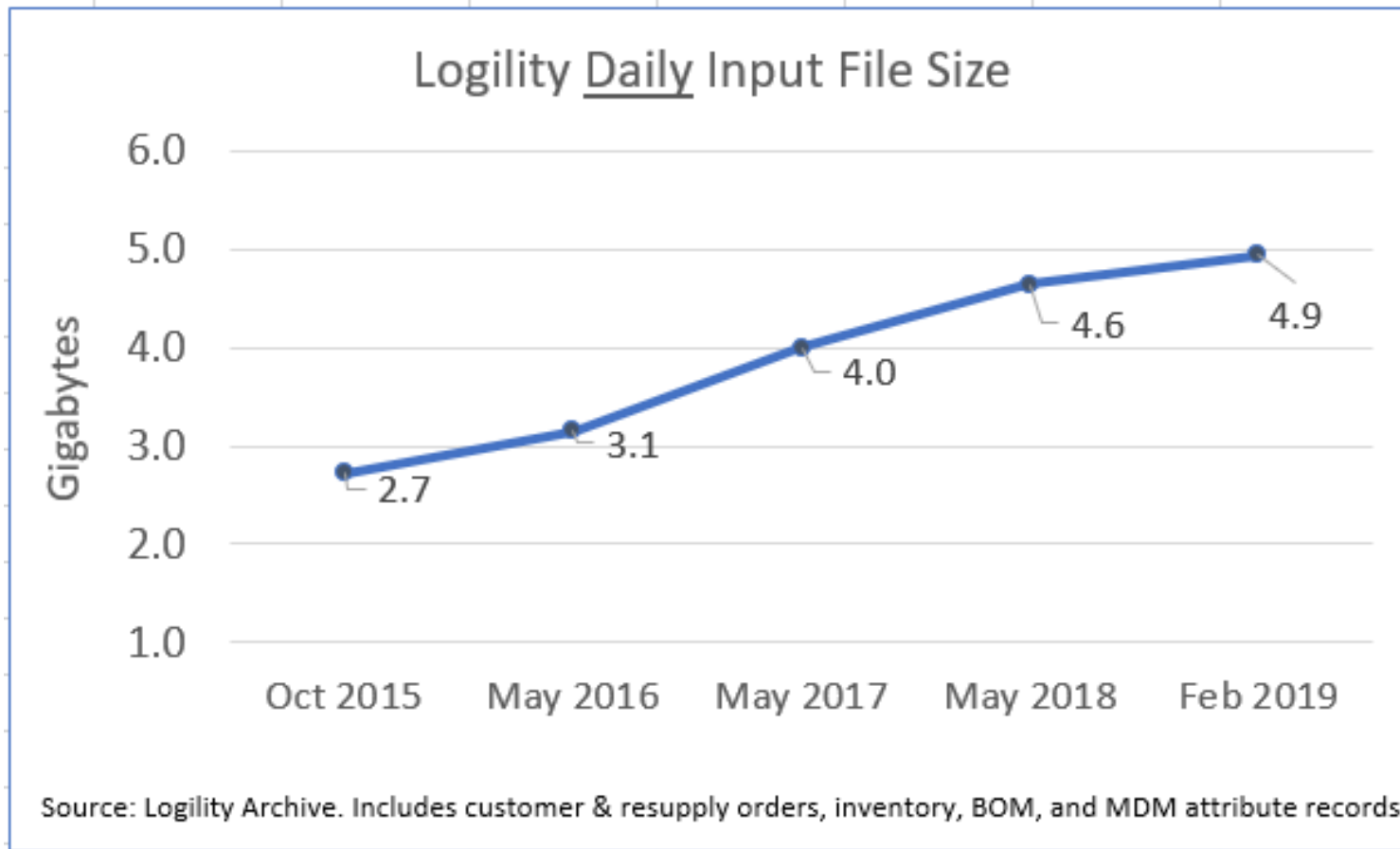


-  Americas Region
-  Europe/M.E./Africa Region
-  Asia Pacific Region

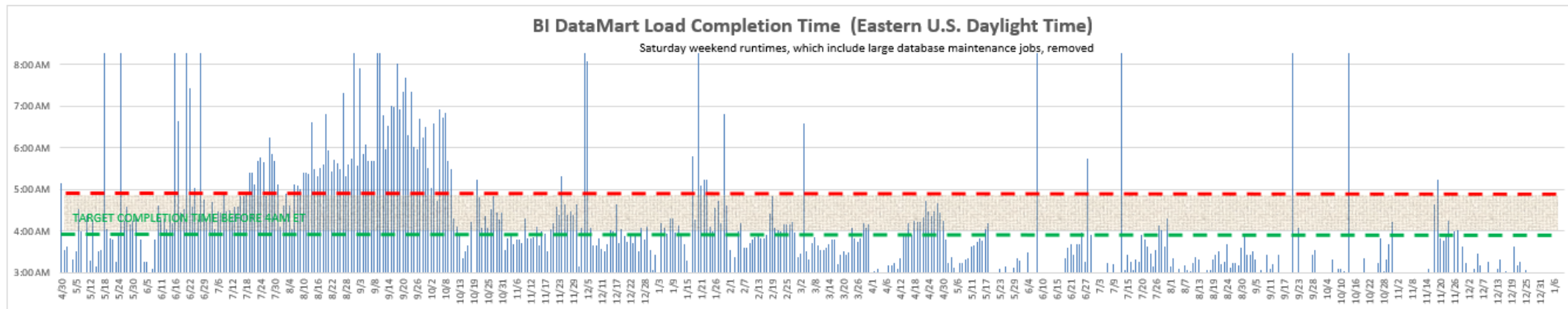
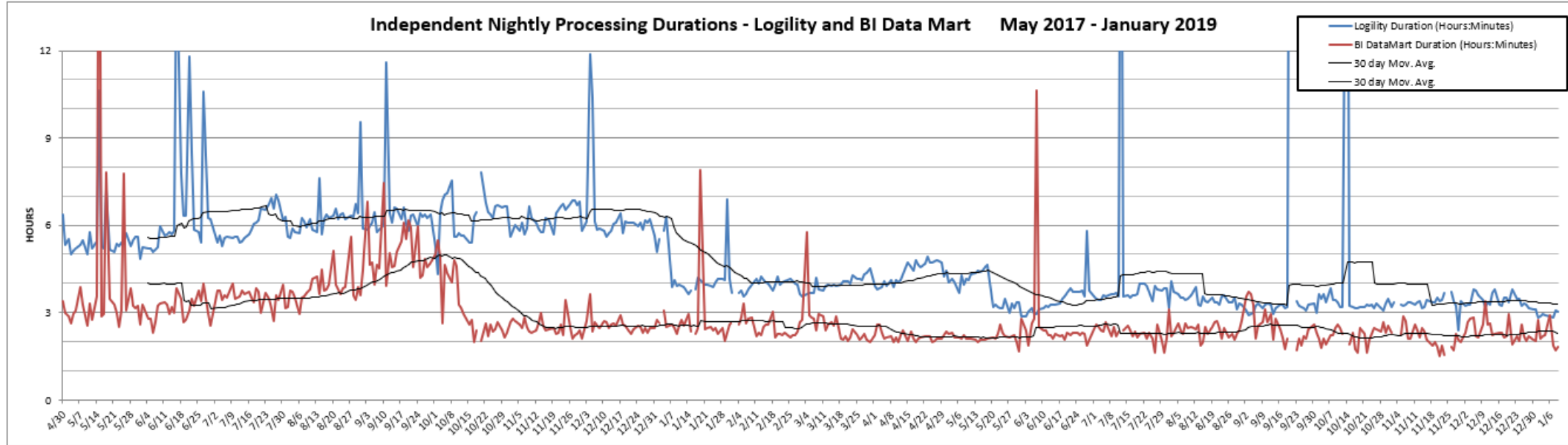
Daily ERP → Logility → Business Intelligence Datamart Integration



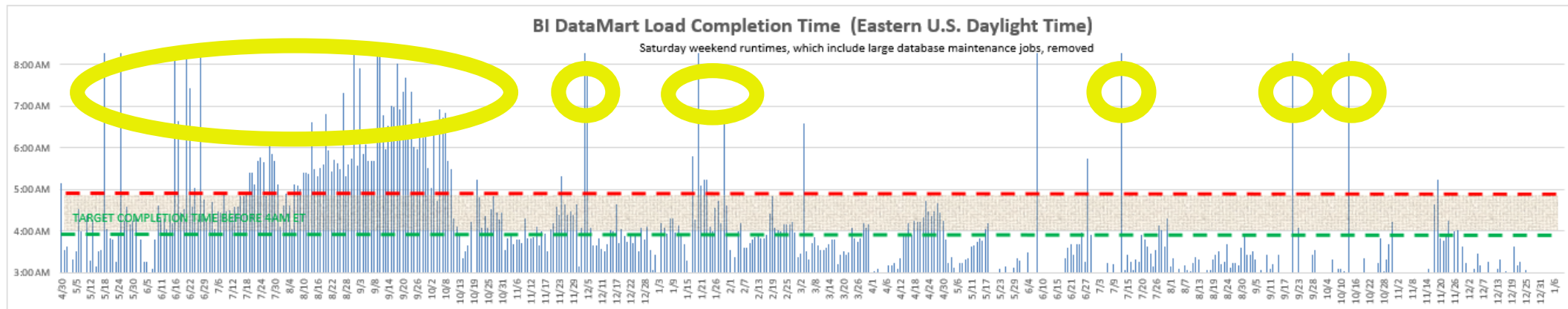
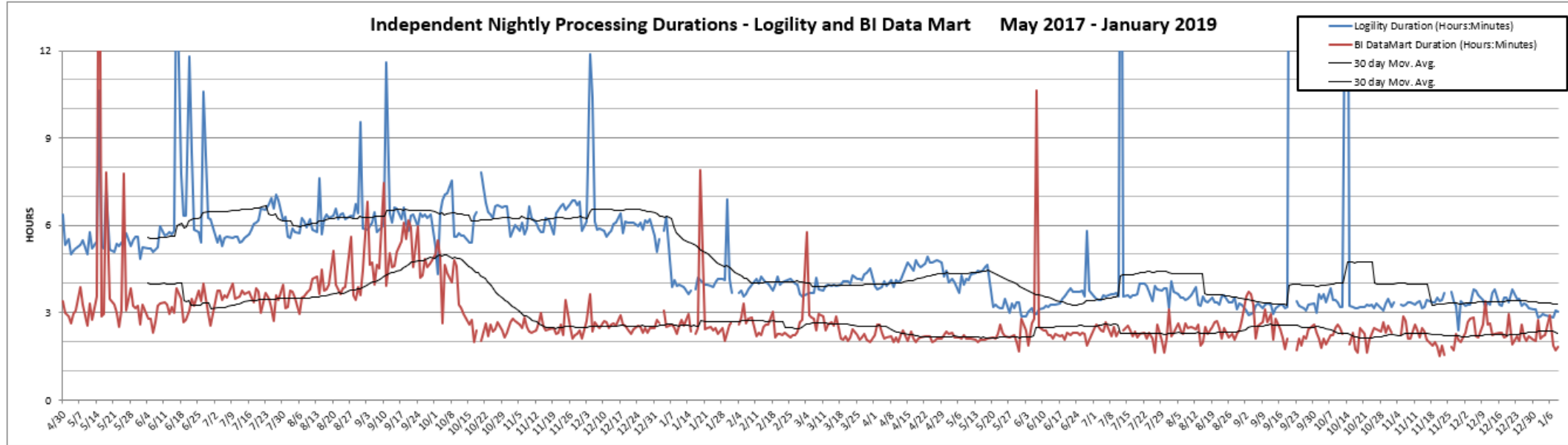
Data Volume has Grown Consistently



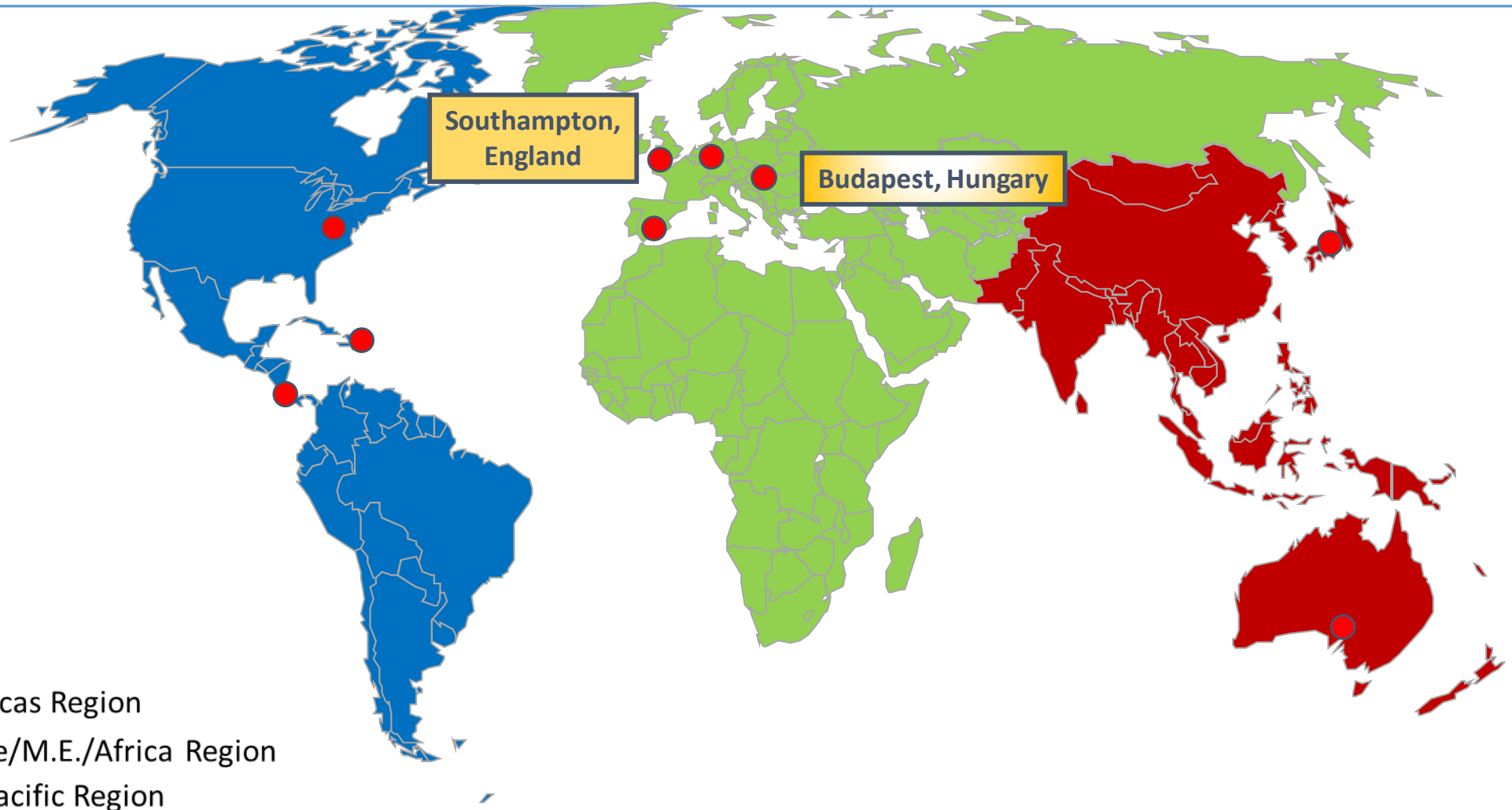
BI DataMart – Nightly Update Runtime






BI DataMart – Nightly Update Runtime

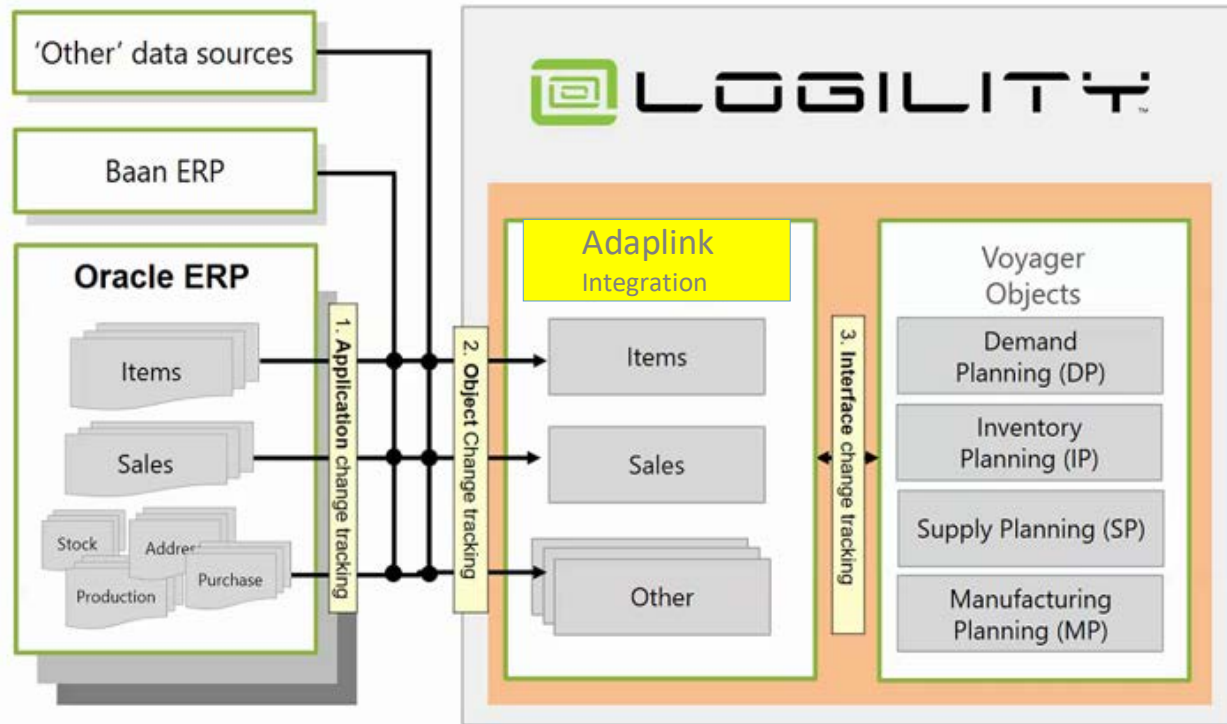


Goal: Logility & BI Datamart Refreshed by 8AM Local Time



-  Americas Region
-  Europe/M.E./Africa Region
-  Asia Pacific Region

Logility AdapLink Will Better Manage Our Daily Integration

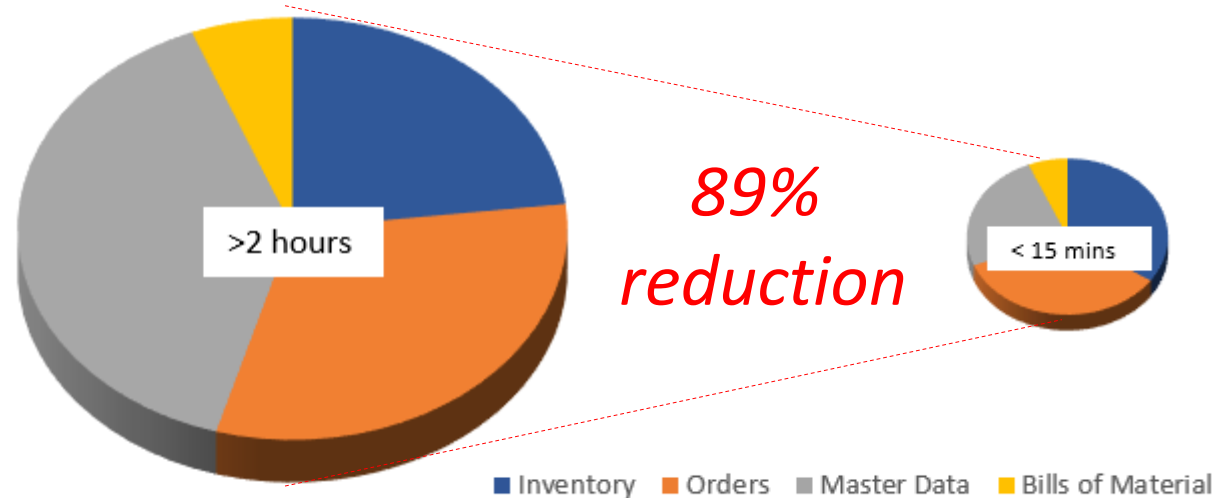


- ▶ Capture 'net change' from source systems, for data volume scalability
- ▶ Design scalability: integration with Oracle EBS data tables
- ▶ Data integrity: improved reporting & diversion of 'bad' data records



Logility AdapLink Significantly Reduces Daily Data Refresh Processing Times

<u>Process</u>	<u>Before AdapLink*</u>	<u>With AdapLink*</u>
▶ Inventory	26 minutes	< 5 minutes
▶ Orders	35 minutes	< 5 minutes
▶ Master data (item attributes)	45 minutes	< 5 minutes
▶ Bills of material	8 minutes	< 1 minute



*Average processing times: 'Before AdapLink' in Production; 'With AdapLink' from Integrated & User Acceptance Test environments

CooperVision's eyes on the prize:

- ▶ 'Net change' for processing speed & data volume scalability
- ▶ Integration with ERP for process standardization
- ▶ Poised for growth in Voyager user base across the globe





QUESTIONS?

THANK YOU

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