

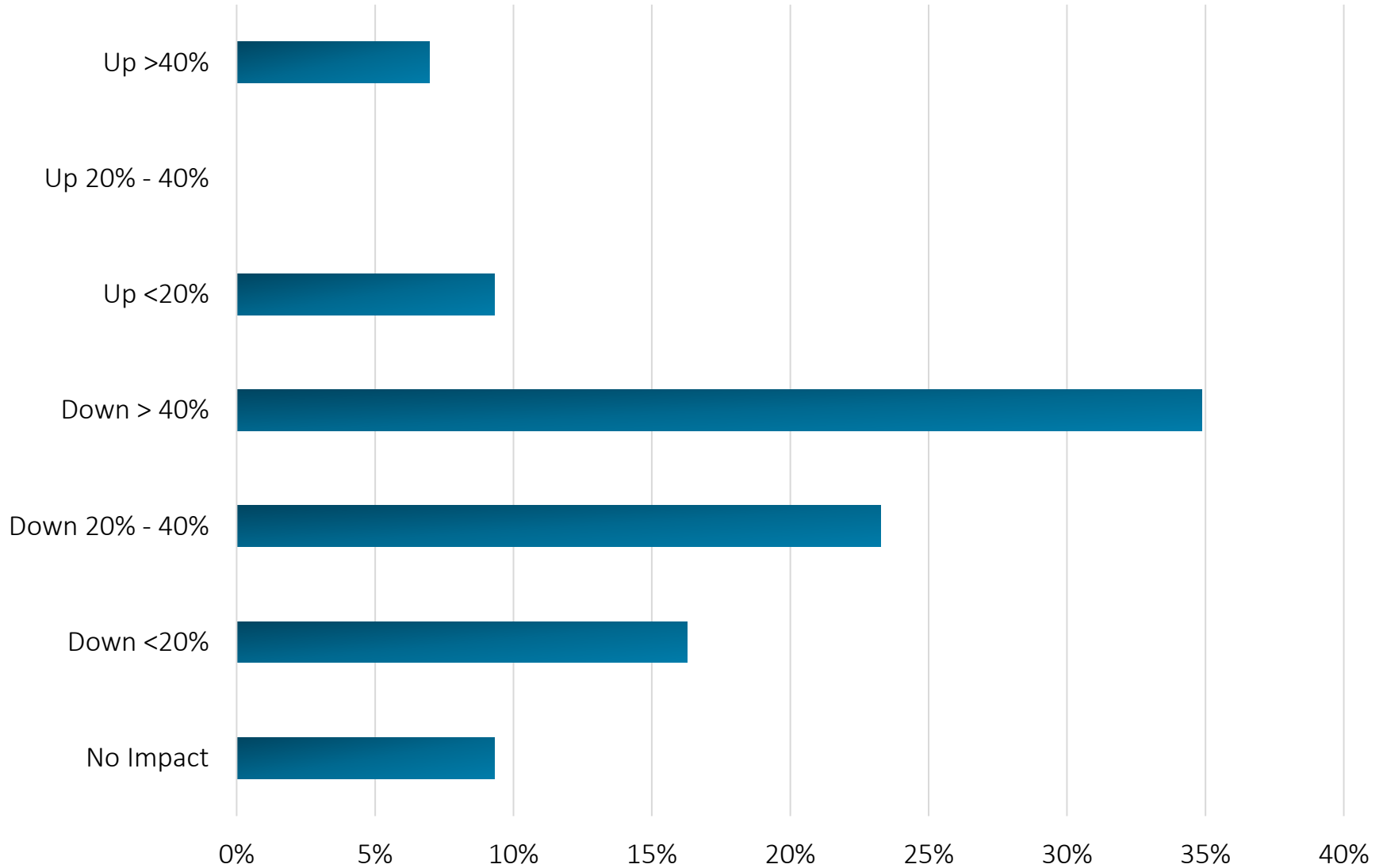


MEDTECH COVID IMPACT SURVEY IMPACT 2020

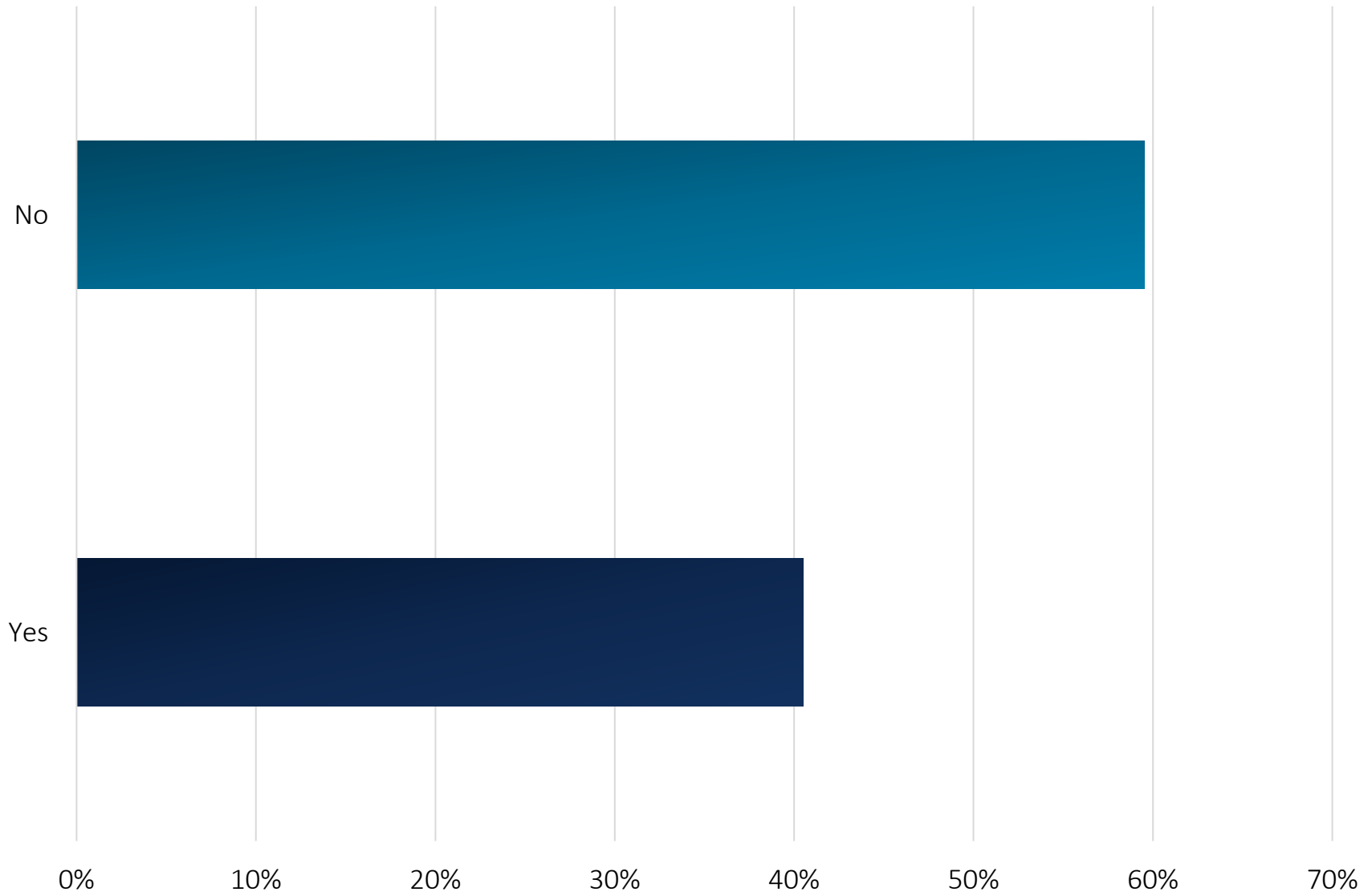
2020 has solidified itself as the year of the challenge. Perhaps nothing is as daunting, though, as the looming uncertainties that come with a global pandemic. To alleviate a bit of the unknown as it relates to the world of Medtech, we went straight to the sources and surveyed our database of Medtech companies to see how they have been impacted by COVID. On a positive note, it appears many companies are experiencing some level of recovery from the shelter-in-place orders and the shut down of elective procedures. There also appears to be a slew of new-found efficiencies that should have lasting positive effects on the industry. A few high-level findings:

- 70%+ of participants reported a negative hit to Q2 revenue as a result of COVID
- About 60% of companies do not plan to grow revenues in 2020 vs 2019
- Half of companies do not plan to issue senior executives' bonuses; another 35% will reduce bonuses to senior management
- Over 60% of companies qualified and accepted PPP loans, while 16% qualified but chose not to accept
- Only 7% of respondents are back to the office full time

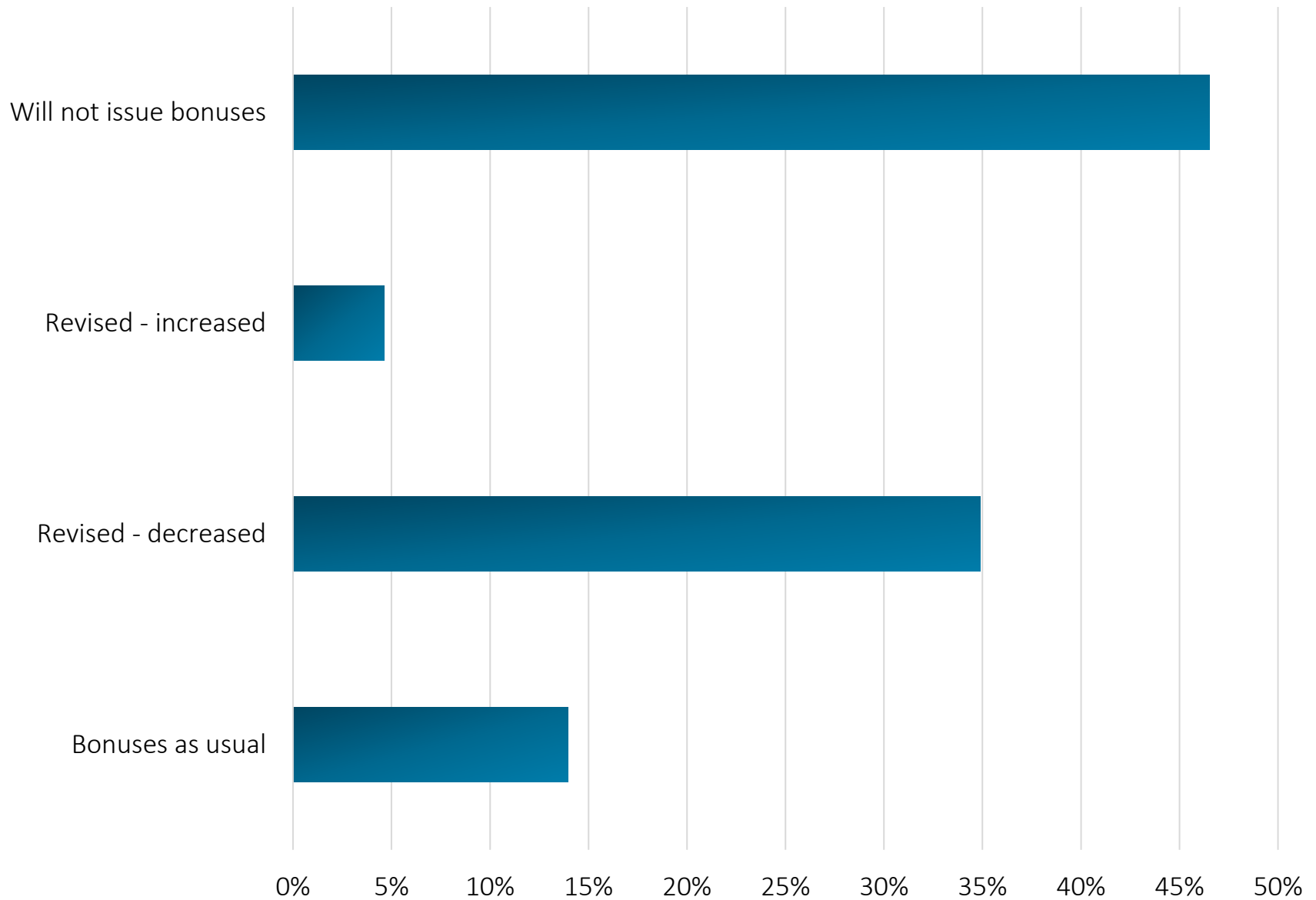
Q1: How much did COVID impact you versus your plan in Q2?



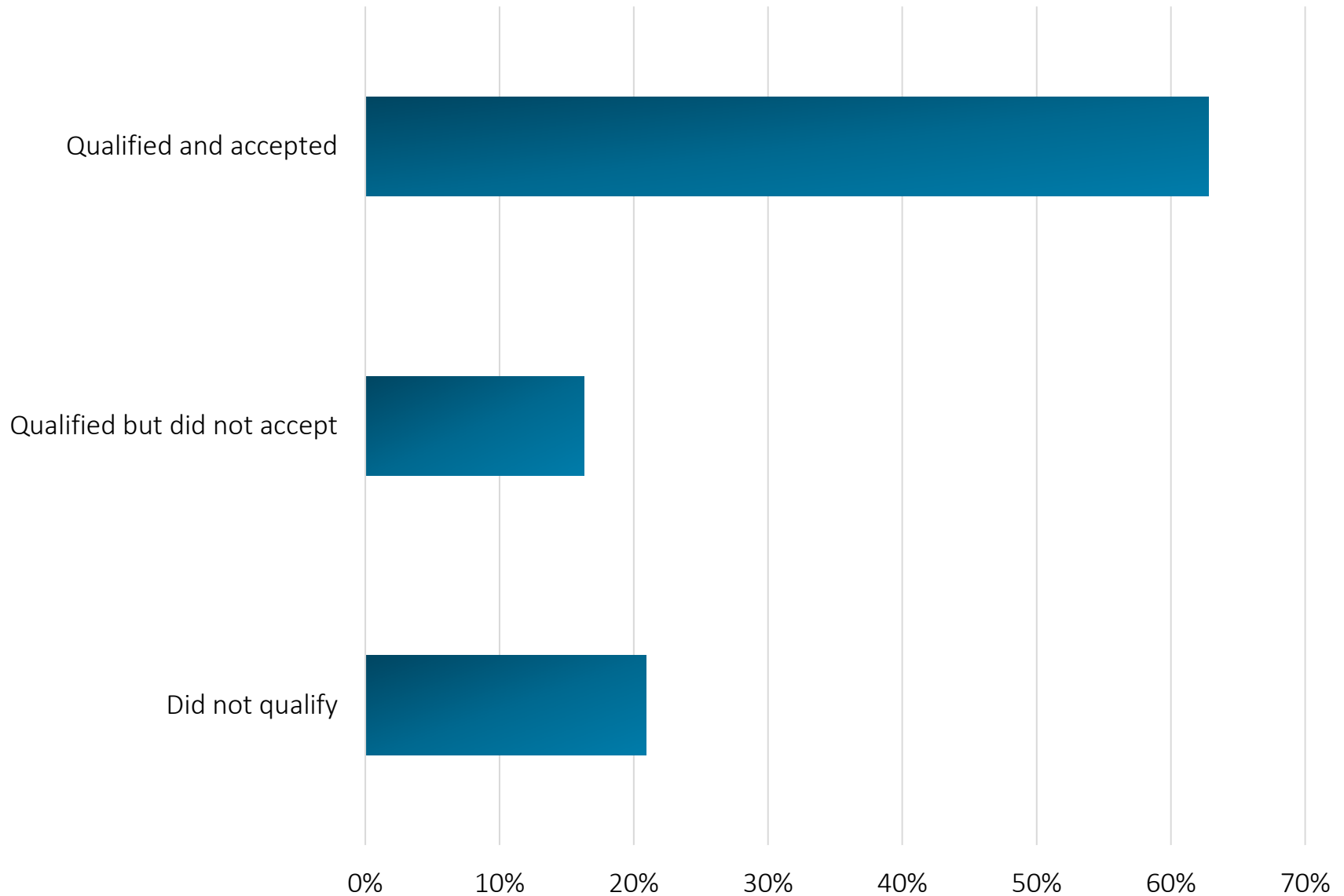
Q2: Do you expect to grow revenues in 2020 vs 2019?



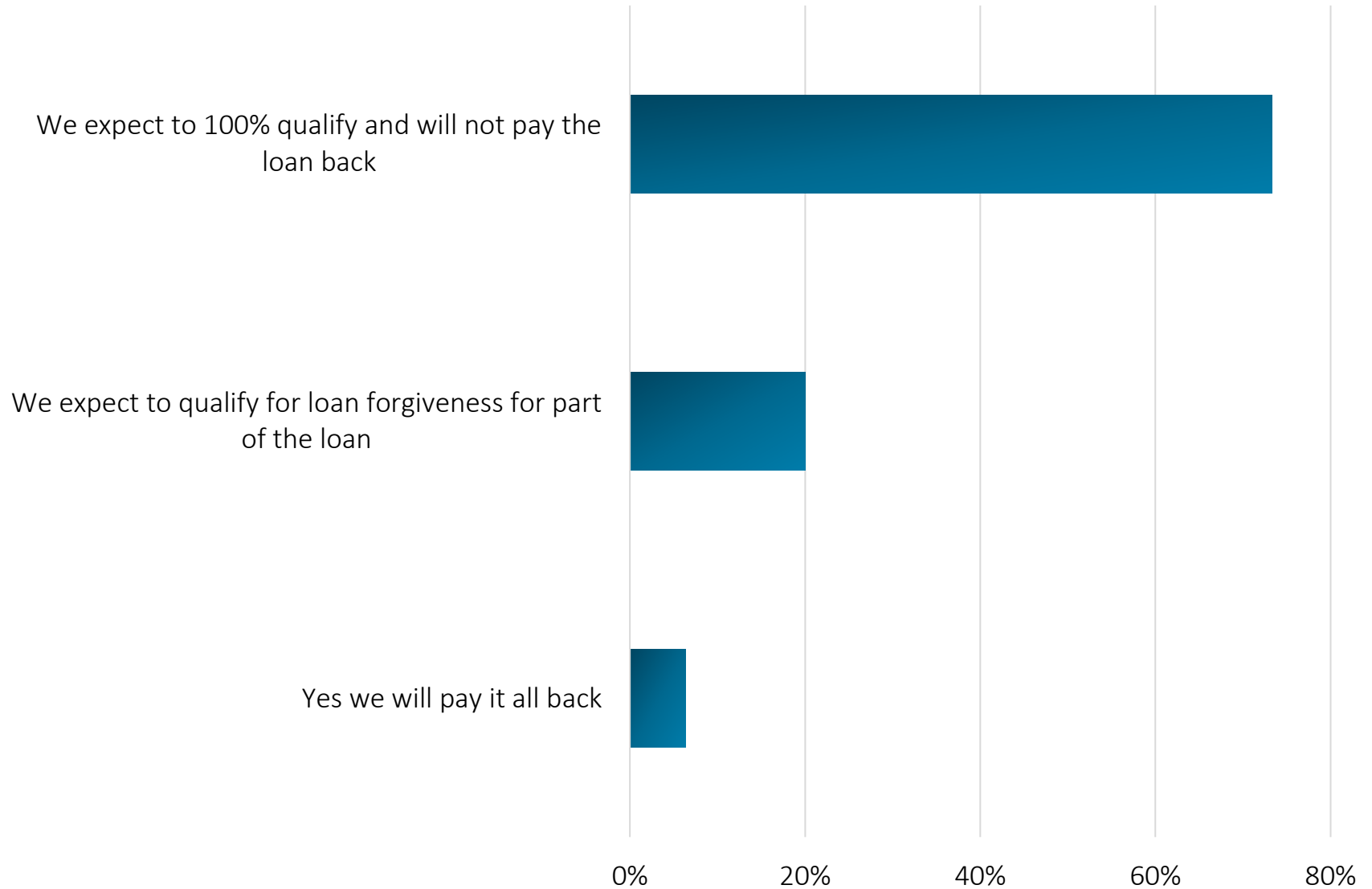
Q3: How do you plan to handle bonuses for senior executives this year (at this point in time)?



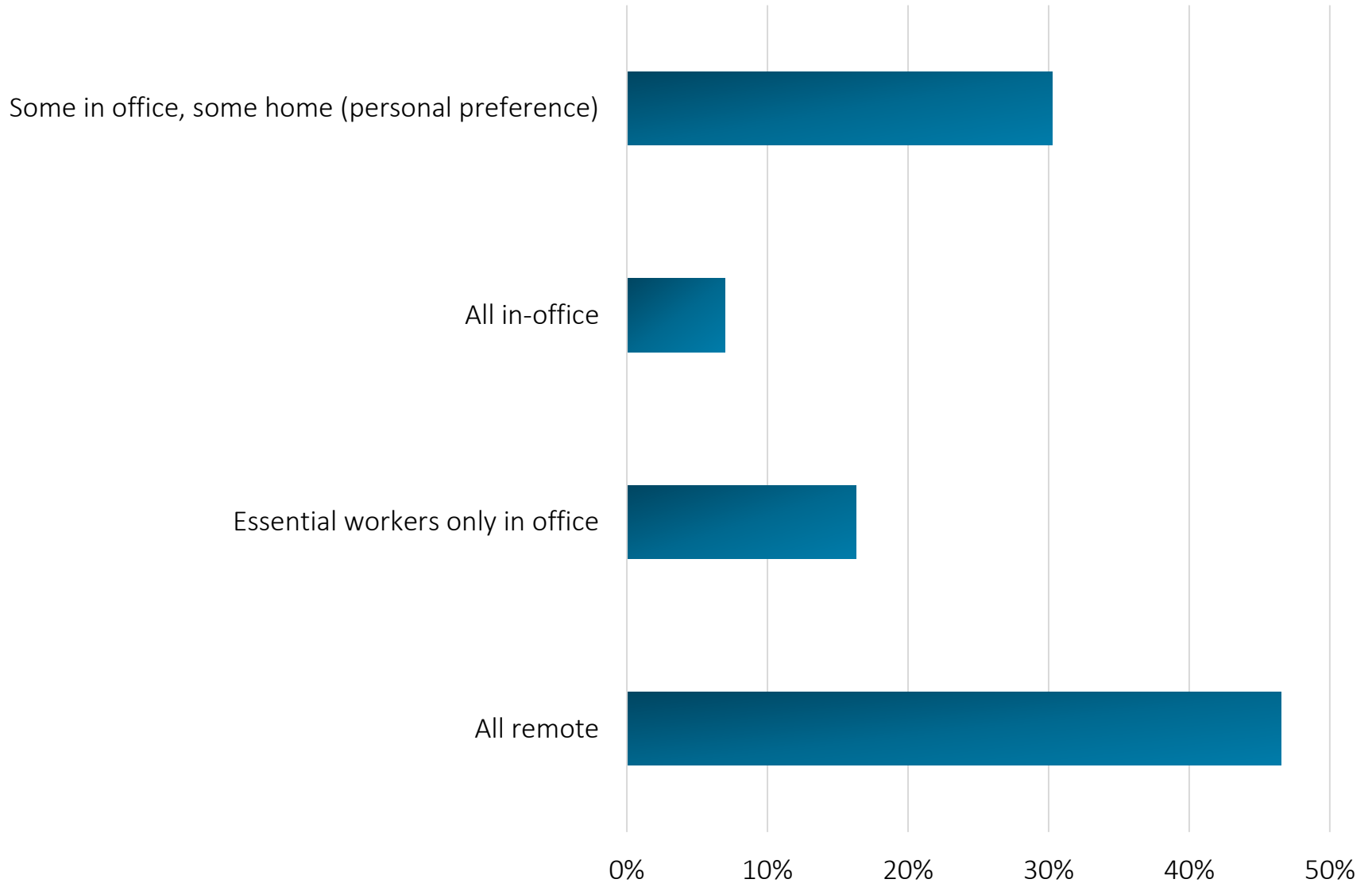
Q4: Did your company decide to pursue the PPP loan?



Q5: Do you expect you will pay back the loan?



Q6: What percentage of your workforce is working from home?



Q7: Do you plan to return your full workforce back to the office within the next 6 months?

