

# Higher sales, improved margins and launches with high customer value

Handelsbanken Life Science Innovation Day

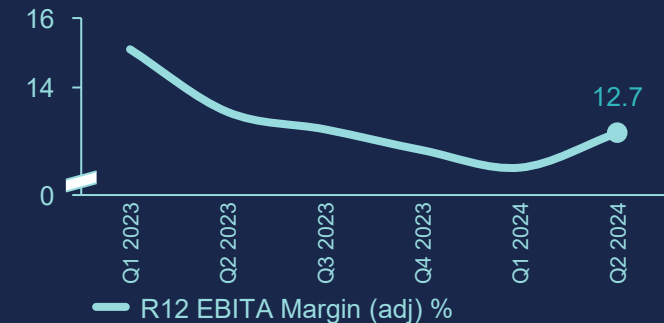
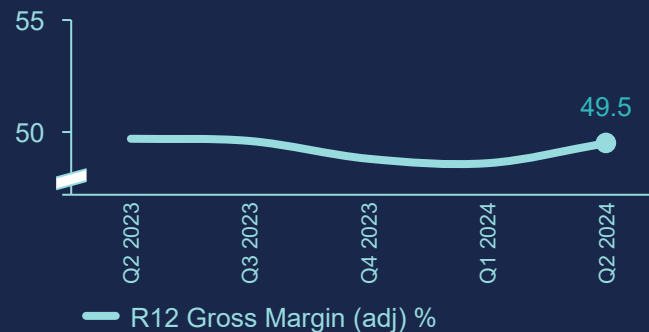
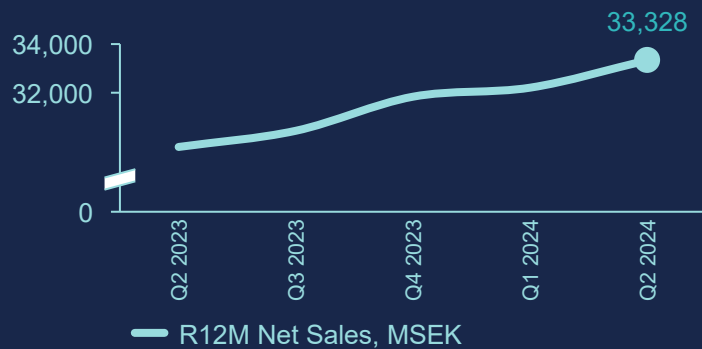
August 2024

GETINGE 

# Key takeaways

## Q2 2024

- Net sales increased by 15.7% whereof 8.9% organically and order intake grew by 14.4% whereof 7.8% organically
- Margins positively impacted by volume, product mix and price realizations
- The financial position remains solid



# Key activities and events

Q2 2024

## Offering and customers

- Launched Poladus 150, an advanced low-temperature sterilizer
- 510(k) clearance for Talis Advanced Clinical Guidance
- Advanta V12 was approved according to EU MDR
- Launched the GEW888 neo washer
- A new version of DPTE-BetaBag®

## Updated financial target

- Average annual growth in adjusted EPS: >12% 2024-2028

## Sustainability and Quality

- Accelerated the remediation efforts and the plan for the next generation of Cardiosave balloon pump and Cardiohelp ECLS system
- Submitted application for CE mark of new packaging for HLS and PLS sets



Getinge Poladus 150,  
low temperature sterilizer

# Organic sales growth in all regions thanks to Acute Care Therapies

Soft organic order intake in Americas due to Surgical Workflows and Life Science

## Global

**+7.8%**

Organic Order Growth

**+8.9%**

Organic Net Sales Growth

## Americas

-4.1%

+10.3%

## EMEA

+18.0%

+8.8%

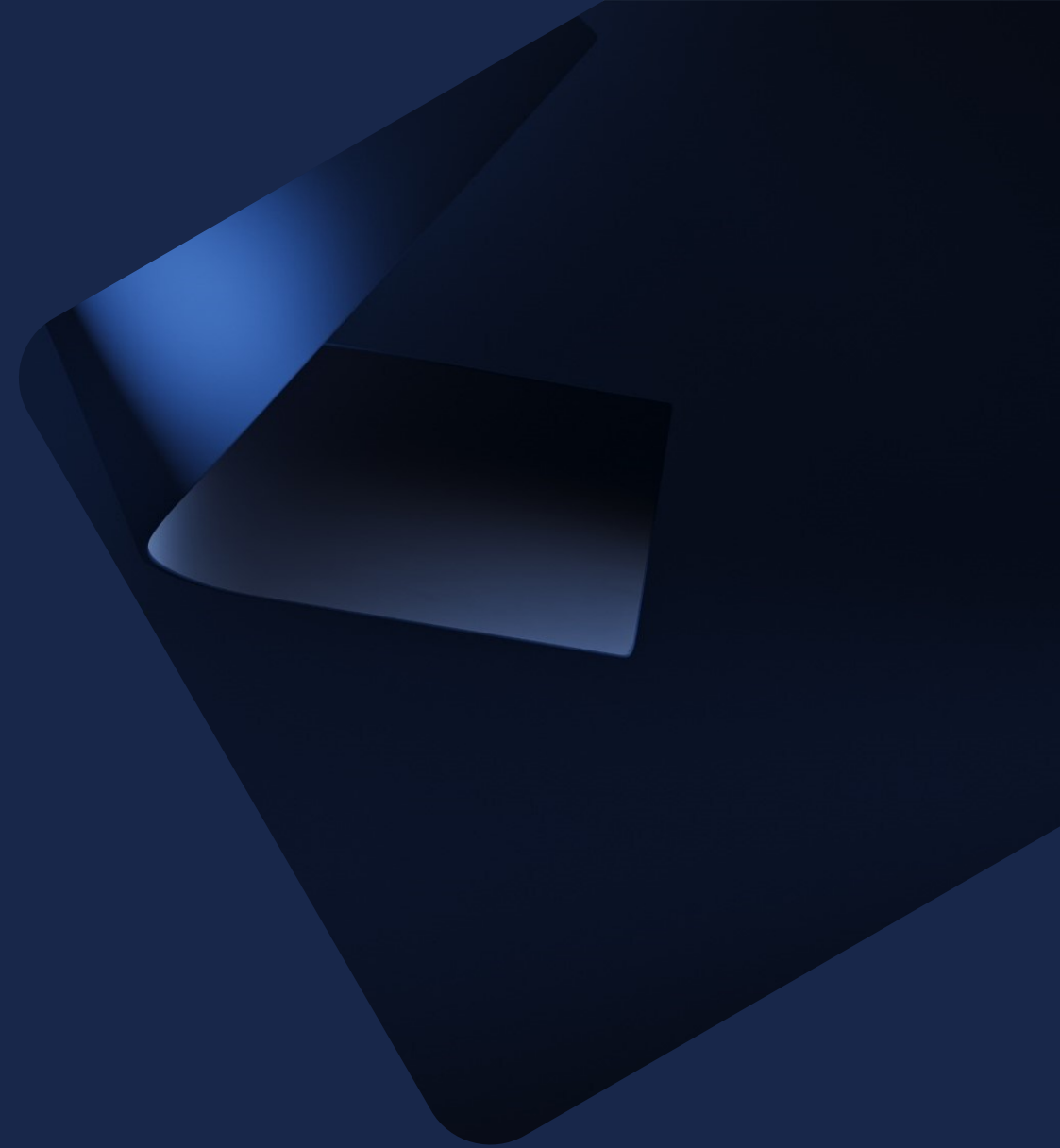
## APAC

+17.1%

+6.2%

## Outlook 2024

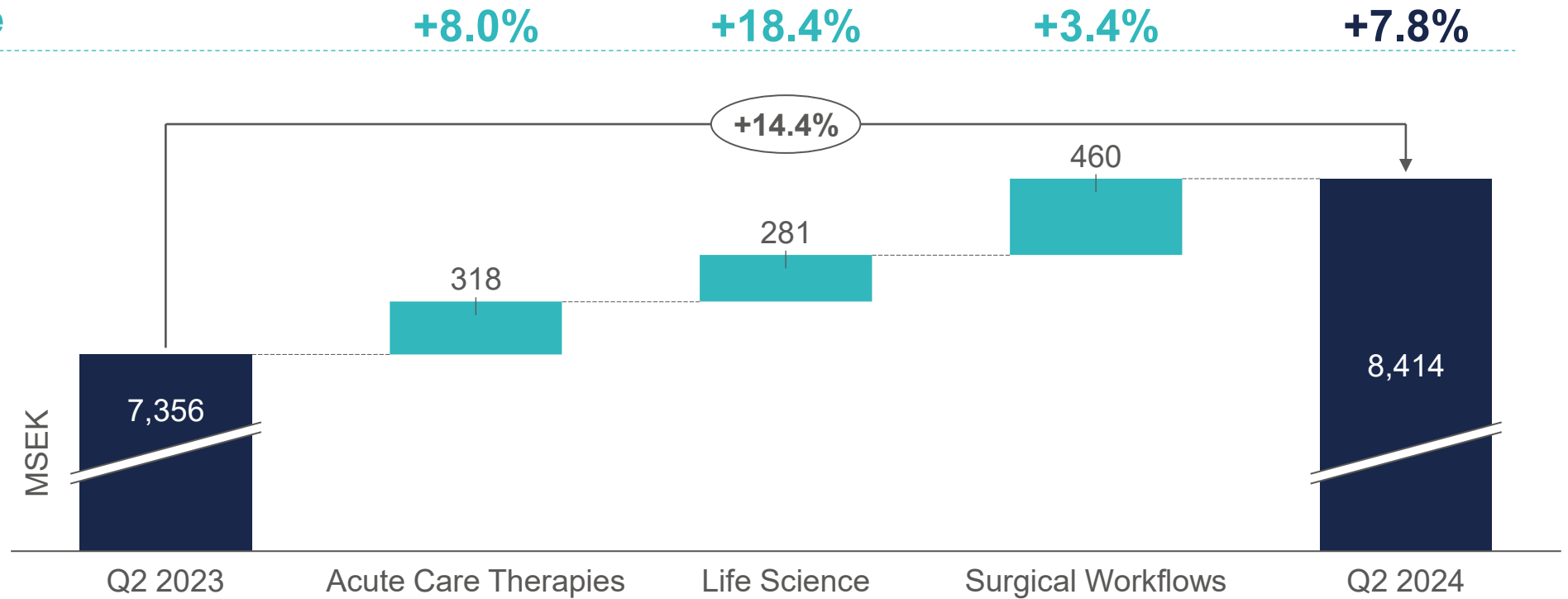
**Net sales for 2024 expected  
to increase by 2-5% organically**  
(unchanged)



# Organic order growth in all business areas

Order Intake Bridge Q2 2023 – Q2 2024

Organic change



# Strong sales growth in Acute Care Therapies vs last year's low comps

Net Sales Bridge Q2 2023 – Q2 2024

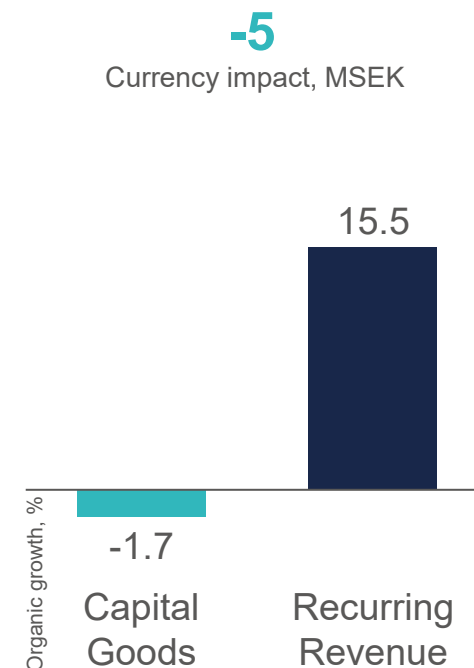
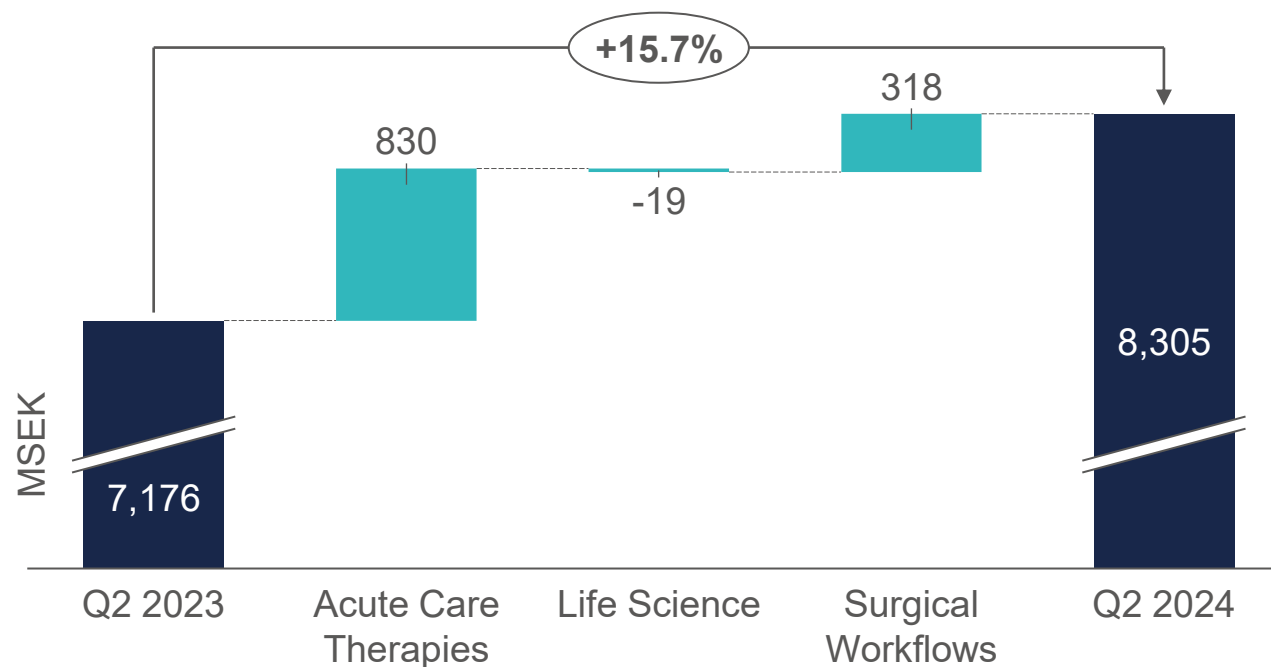
Organic change

+23.2%

-13.1%

-2.2%

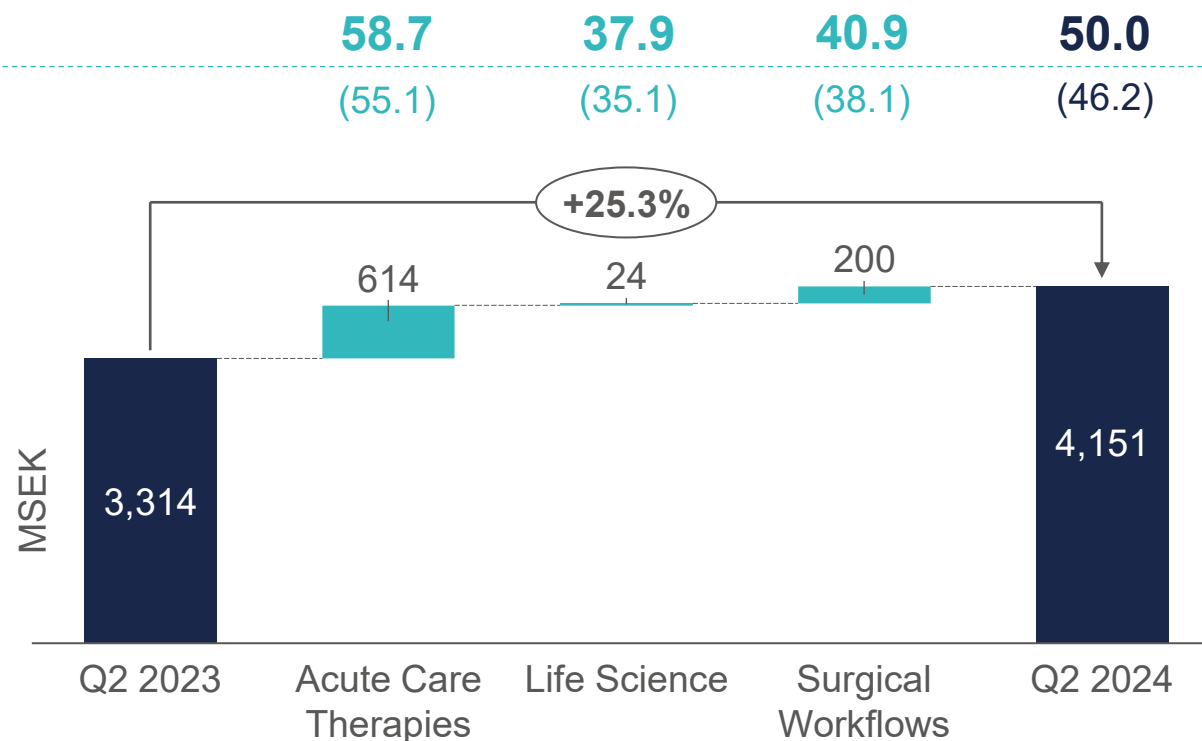
+8.9%



# Adj Gross Margin increased in all business areas versus last year

## Adjusted Gross Profit Bridge Q2 2023 – Q2 2024

Adj GM, %  
Q2 2024  
(Q2 2023)



### Gross Margin impact

Product and Geo mix

Cost inflation

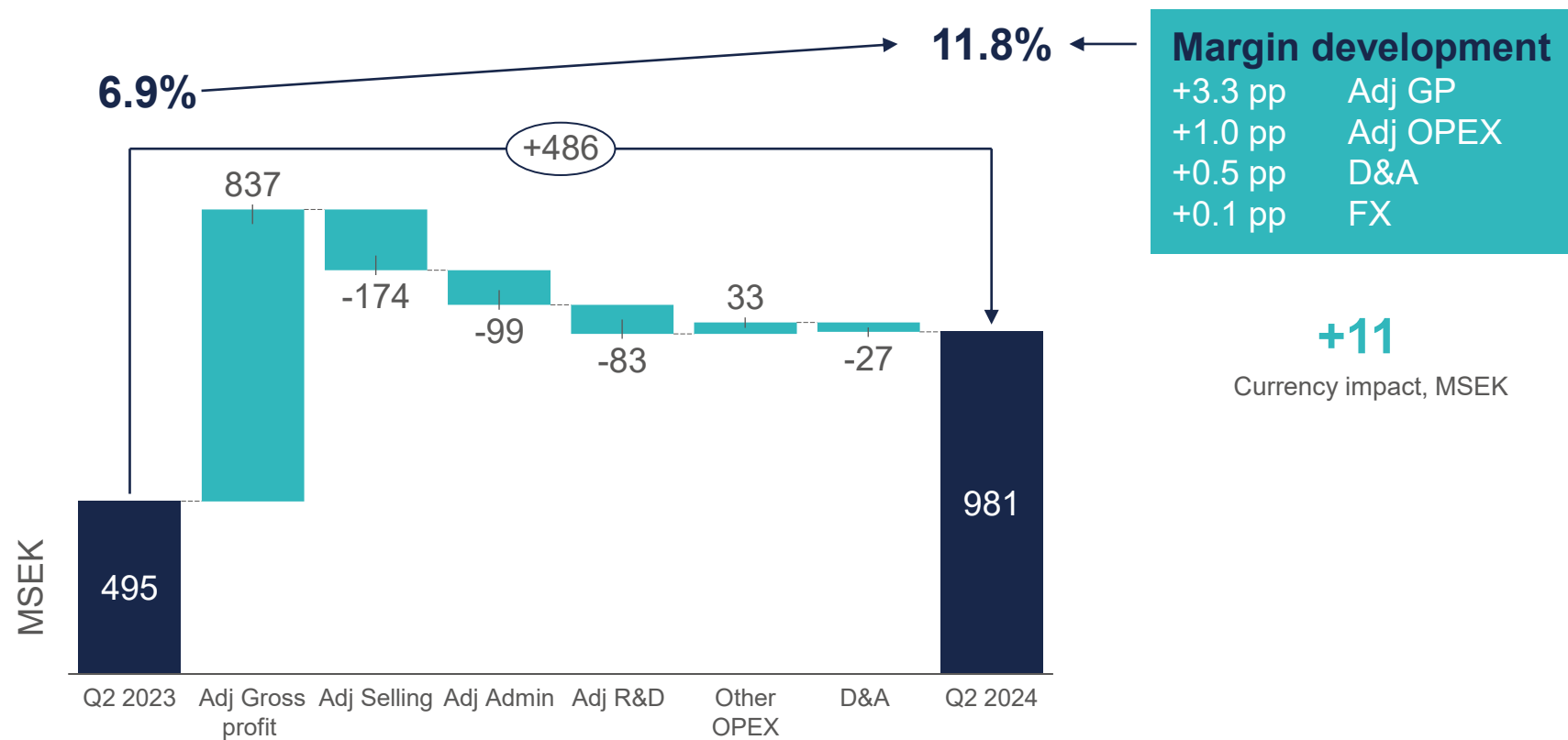
Price

Currency



# Adj EBITA margin increased versus last year's low comp

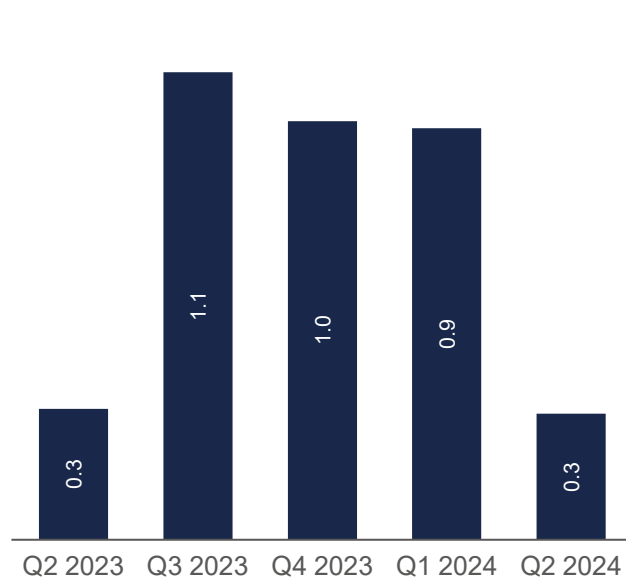
## Adjusted EBITA Bridge Q2 2023 – Q2 2024



# Stable Free Cash Flow and Working Capital days trending down

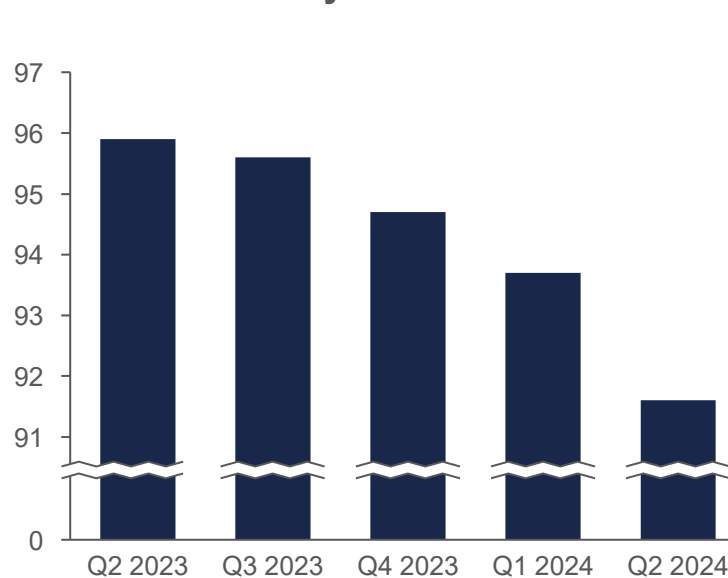
Capital efficiency a priority

### Positive Free Cash Flow



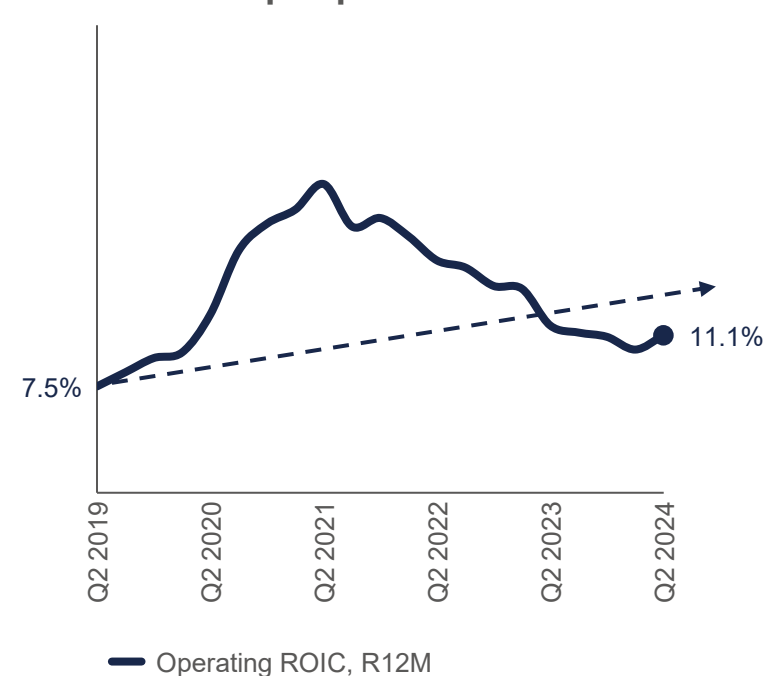
Free Cash Flow, BSEK

### WC days below 100



Working Capital Days, R12M

### ROIC below trend, but still well above pre-pandemic levels



Operating ROIC, R12M

Free Cash Flow: Cash flow from operating activities and investing activities, excluding acquisitions and divestment of operations

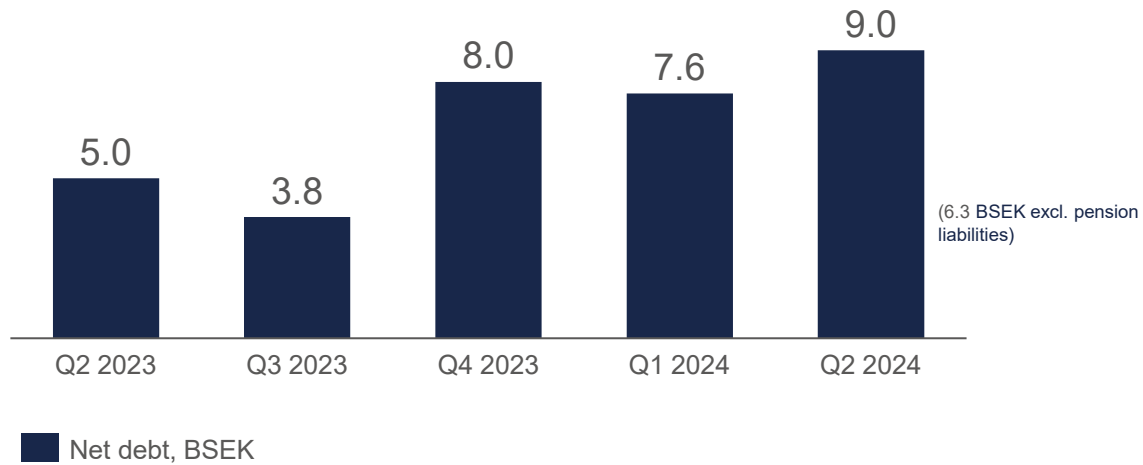
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

Operating ROIC: Trailing 12 month adjusted EBIT/Invested Capital. Invested capital is defined as Equity + Net debt (excl. pension liabilities) and calculated as (Opening balance + Closing balance of Invested Capital)/2

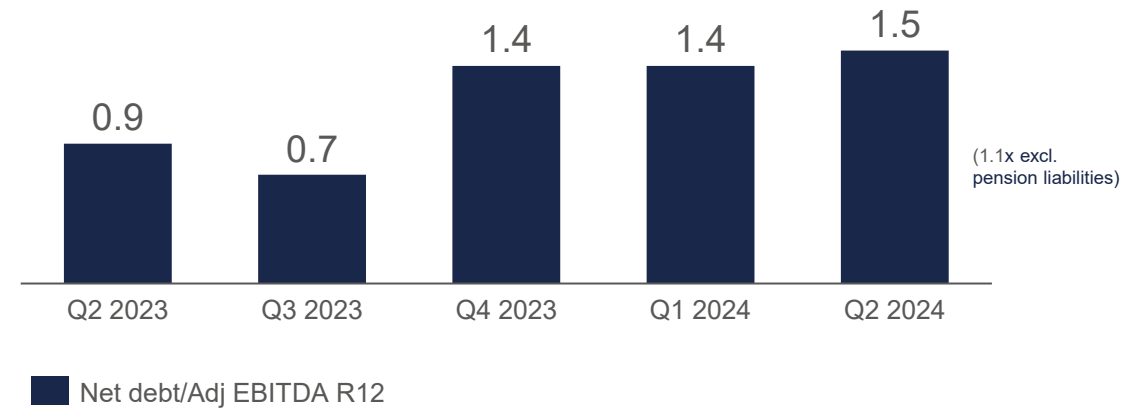
# Solid financial position

Recent acquisitions impacting net debt, but financial position is strong

Net debt increased due to acquisitions ...



... but leverage is way below 2.5x



# Summary

# Key takeaways

## Summary Q2 2024

- Strong growth in net sales and orders
- Improved margins
- Solid financial position

# Thank you

# Forward looking information

This document contains forward-looking information based on the current expectations of the Getinge's management. Although management deems that the expectations presented by such forward-looking information are reasonable, no guarantee can be given that these expectations will prove correct. Accordingly, the actual future outcome could vary considerably compared with what is stated in the forward-looking information, due to such factors as changed conditions regarding business cycles, market and competition, changes in legal requirements and other political measures, and fluctuations in exchange rates.



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