

Capital Market Update

Getinge 2024-2028

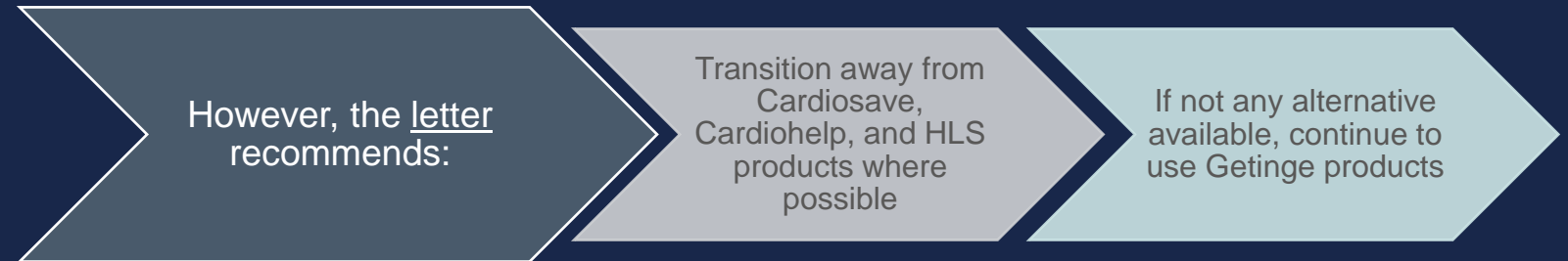
Mattias Perjos, CEO
Agneta Palmér, CFO

GETINGE 

FDA Letter, May 8 – what has happened?

FDA sent a letter to US healthcare providers, with regards to Cardiohelp, Cardiosave and HLS

**No new field actions
were referred to in
the letter**



What do we do about it – short term?

In alignment with FDA recommendations

For the US market

- Suspend Cardiohelp and Cardiosave promotional activities until regulatory and safety concerns are addressed and improvements receive approval
- Sales restricted to when customers have no available alternatives
- Inform all customers about the regulatory requirements regarding indications for use of Cardiohelp
- Continue supplying the installed base with IAB and HLS
- Continue servicing the installed hardware base

For the OUS market

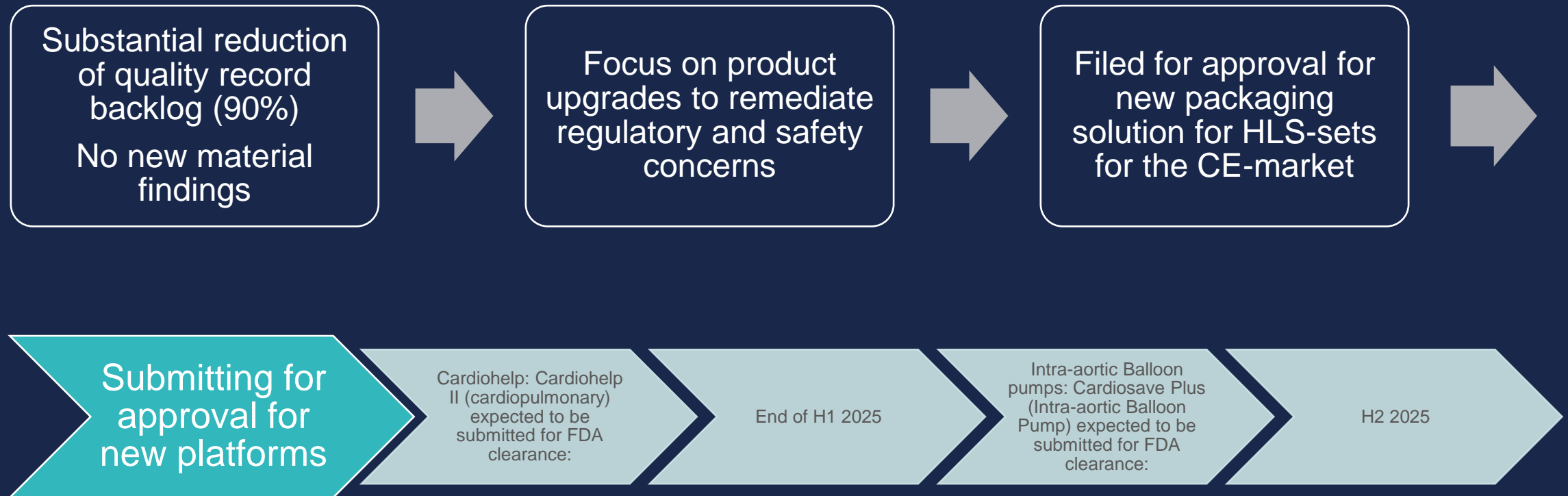
- Continue to sell Cardiosave & Cardiohelp where allowed in various markets
- Continue to provide IAB Balloons & HLS in various markets where approved

Will most likely have a negative impact, but too early to have a firm view on the magnitude, as it depends on multiple factors such as:

Remediation & product development
Regulatory process
Customers' behaviour
Competitors' activities


What do we do about it – long term?

Progress in ongoing remediation activities and activities in plan




Examples of recent progress across key markets


Regulatory accomplishments


Hemopro 3 – 510k
Clearance 27-February 2024




Advanta VXT Vascular Graft, Flixene Vascular Graft – 510k
Clearance 28-March-2024




iCast Covered Stent System –
Original PMA Approval
22-March-2023




Auto Transfusion (ATS) Chest Drains – 510k Clearance
03-September-2021




Servo-Air Lite Ventilator System
510k Clearance 06-July-2023




Talis EMR with Talis+ACG –
510k Clearance 01-April-2024



Successful transition of Notified Body from DEKRA to TÜV SÜD
for Maquet Cardiopulmonary GmbH




EU MDR Approval for HLS Set Advanced – 16 Feb 2024




32% of product groups in ACT Portfolio MDR Certified


7/8 QMSs MDR certified



100% of the Stents, Chest Drains, and Vascular Grafts portfolio is MDR approved



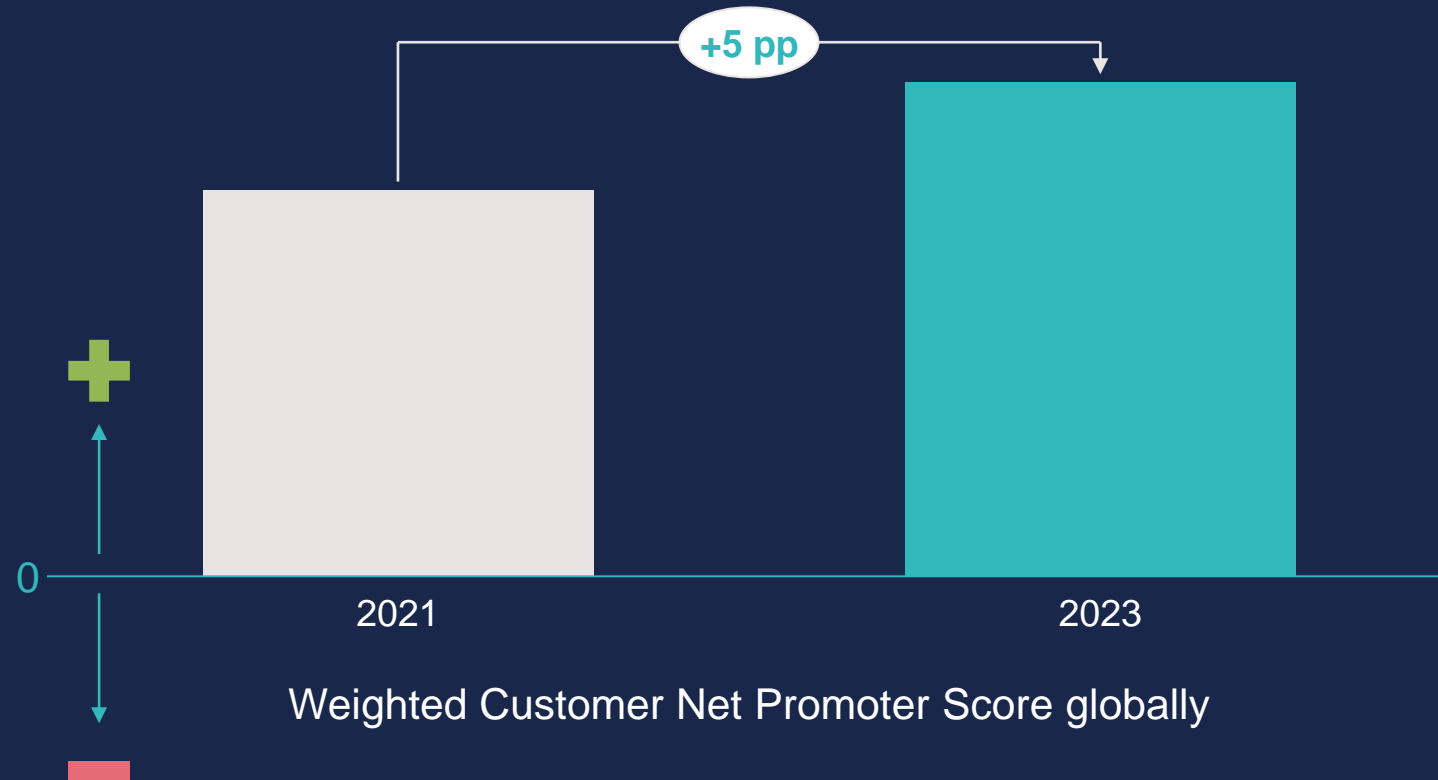
EVH System – Renewal approved
27 June 2022



Rotaflow II New Registration
Approved 01-Aug-2023 (Expiry Date 31-July-2028)

We have improved customer satisfaction during this critical period

Global Customer Net Promoter Score* 2021 vs 2023



*The Net Promoter Score is determined by subtracting the percentage of customers who are not likely to recommend the company and its products from the percentage who are extremely likely to recommend (promoters). The result in 2023 is significantly better than the one in 2021, which was already net positive with high margin.

Getinge's expected growth as normalization takes place

2024-2028

Projected organic growth in net sales 2024-2028

- 3-6%

Key factors in projection

- Negative financial impact from Cardiopulmonary and Cardiac Assist
- Normalization in mix towards high margin products in Life Science and Surgical Workflows
- Inflation continuing to normalize
- China's expected growth expected to still be strong, but rather high single digits than mid-teens
- Productivity focus (Quality Value engineering, Portfolio pruning, Consolidation of supplier base etc.)

Additional growth potential from acquisitions

- Selective areas – strategic fit and appropriate risk profile
- Financial restrictions: aim to be below 2.5x Net Debt/EBITDA

Acute Care Therapies

Challenges still impacting – expecting continued negative effects

Projected organic growth in net sales 2024-2028

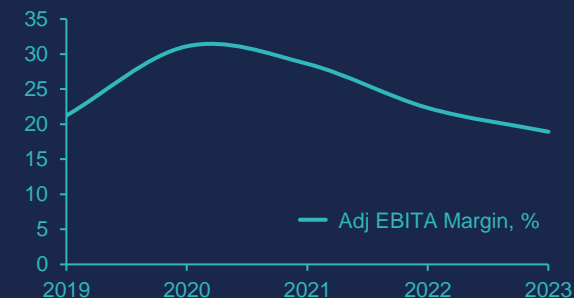
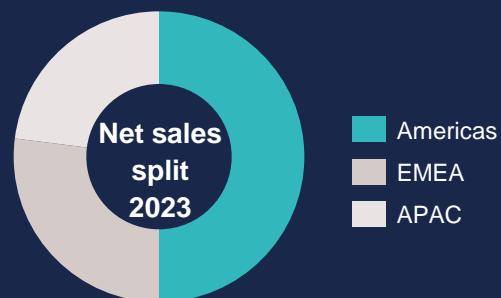
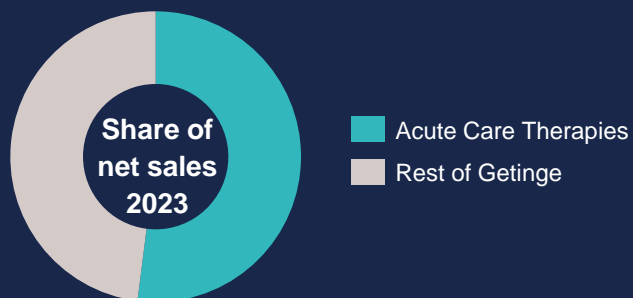
- 3-5%

Key factors in projection

- Product challenges in Cardiac Assist and Cardiopulmonary in US impacting negatively in 2024-2028 (as presented previously)
- Consolidation in ventilator market
- US and China remain our two largest markets
- New product launches from successful innovation and indication/therapy expansions

In addition: potential growth from acquisitions

- Focus on Acute Heart & Lung Support segment



Growth projection assumes current quality challenges are solved according to plan and no new major issues evolve from ongoing remediation and launches of related hardware

Life Science

Biopharma segment expected to bottom out in 2024-2025

Projected organic growth in net sales 2024-2028

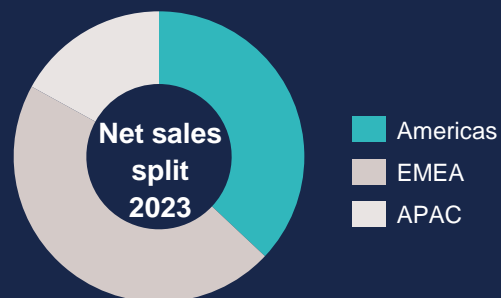
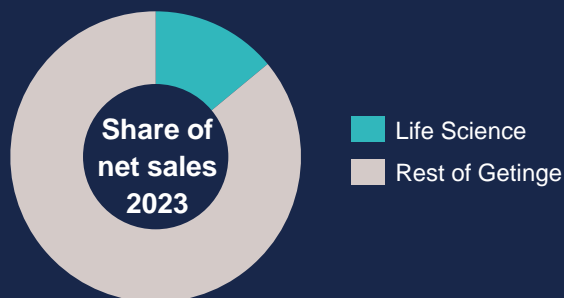
- 6-10%

Key factors in projection

- Low to mid-teen growth in Biopharma
- GLP-1 supporting healthy capital goods business
- Uncertainty when it comes to China
- Continued partnerships with key Biopharma companies and their expansion plans

In addition: potential growth from acquisitions

- Focus on Bioprocessing, mainly US



Surgical Workflows

Main growth opportunities in consumables, new segments and digital solutions

Projected organic growth in net sales 2024-2028

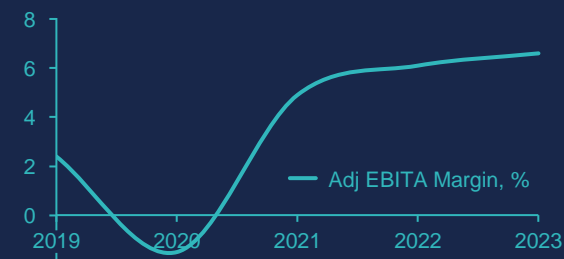
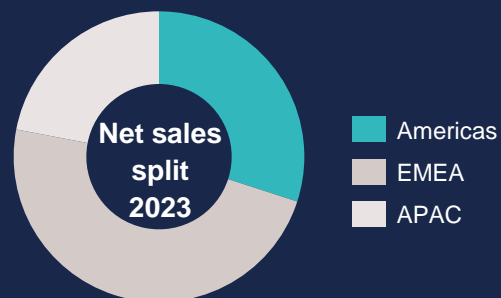
•4-6%

Key factors in projection

- Low single digit growth in core capital equipment and service segments
- Double digit growth expected in digital solutions and IC consumables from acquisitions and increased presence in new segments (low temp sterilization and endoscopy reprocessing)
- Growing exposure to the US market, headwinds expected in China

In addition: potential growth from acquisitions

- Opportunistic tuck-in acquisitions in Consumables & Digital



Financial target and dividend policy for 2024-2028

>12%

Adjusted EPS, CAGR

Base year: 2023. Assumptions: average organic net sales growth of 3-6% and adj. EBITA margin in line with the structurally motivated margin of ~16-19% by 2028.

30-50%

Dividend of Net Profit

Updated sustainability targets

Based on a double materiality analysis – relevant priorities integrated in the Corporate Strategy

Social

- Employee engagement: >70%
- Quality regulatory compliance, audit findings per inspection: <1.5 findings

Environment

- Reduce Scope 1 and 2 emissions by 90% by 2030*
- Reduce Scope 3 emissions by 25% by 2030, and by 90% by 2050*

Governance

- Percentage of employees who completed training in business ethics: >90%

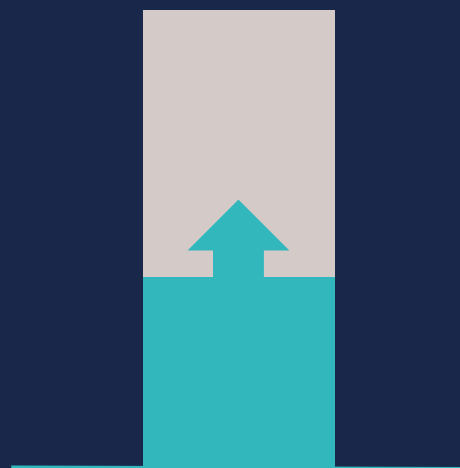
*Base year 2021

Productivity improvements ahead

Continuous improvements within the structure – healthy support to margins



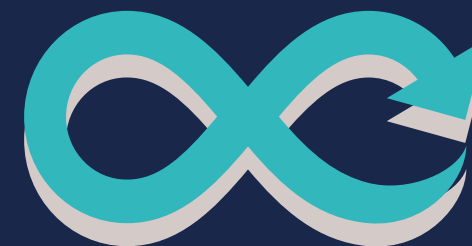
Portfolio pruning



Quality Value Engineering



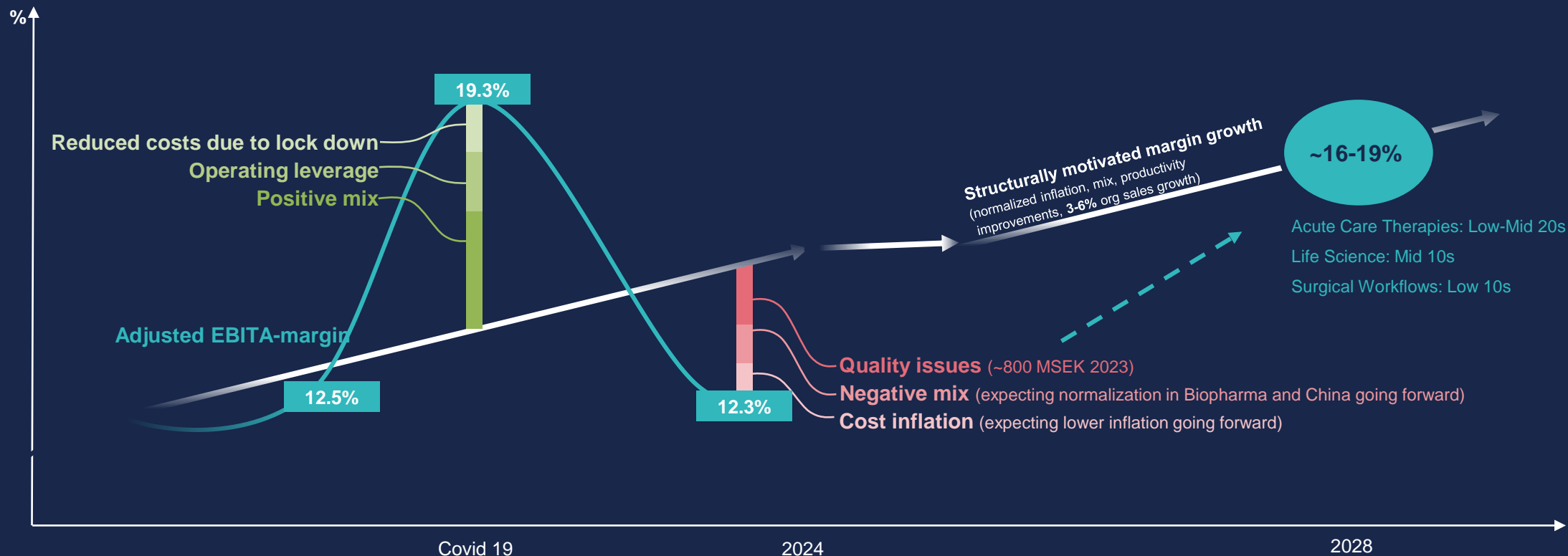
Consolidation of suppliers



Effective processes in purchasing, production, logistics, sales, quality and service

Potential structural cost adjustments paced with progress in Cardiopulmonary and Cardiac Assist

Getinge's structurally motivated EBITA margin 2024-2028



Key take-aways

2024-2028

Cardiohelp and Cardiosave in the US

- As a consequence of US FDA's new recommendations, Getinge has decided to
 - suspend Cardiohelp and Cardiosave promotional activities in the US until safety concerns are addressed and improvements receive approval and inform all customers about the indications for use of Cardiohelp
 - continue supplying the installed base with IAB and HLS consumables as well as servicing hardware

Financial target

- Financial target: adj EPS growth >12% CAGR 2024-2028

Dividend Policy

- Dividend of 30-50% of Net Profit

Q&A

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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