

Higher sales, strong cash flow and new products creating more customer value

Getinge Q1 2024

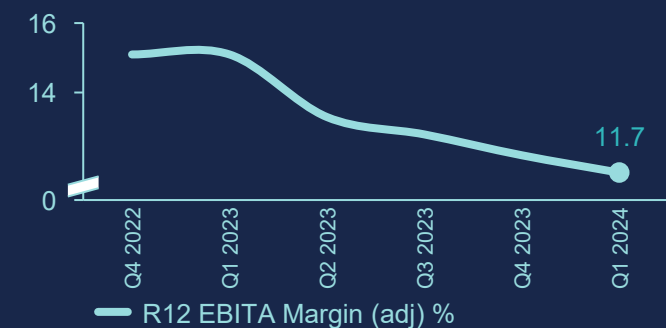
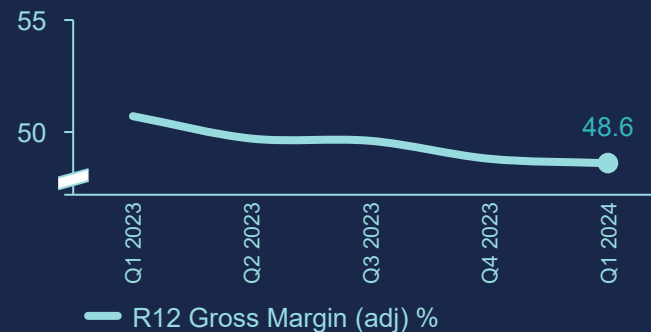
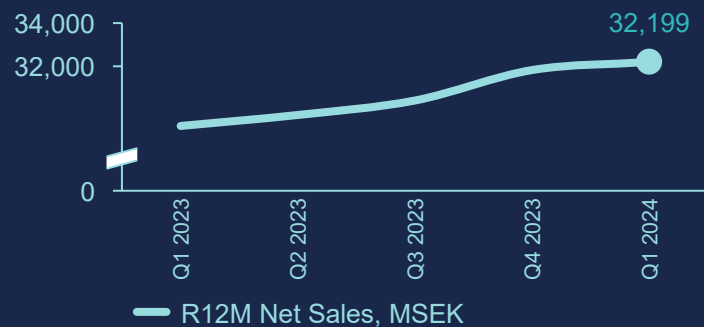
Mattias Perjos, CEO
Agneta Palmér, CFO

GETINGE 

Key takeaways

Q1 2024

- Net sales increased by 5.2% whereof 0.0% organically and order intake grew by 7.8% whereof 2.5% organically
- Margins negatively impacted by quality related costs and higher costs for employees and input materials
- Strengthened Free Cash Flow and solid financial position



Key activities and events

Q1 2024

Offering and customers

- 510(k) for Hemopro 3, a new generation of our world-leading endoscopic vessel harvesting technology
- Servo TwinView, which allows clinical staff to analyze data from ventilators without having to enter the sensitive environment of the ICU
- Aquadis Index, a high-capacity washer-disinfector
- Strengthened our offering within BioProcessing



Sustainability and Quality

- Continued quality improvement efforts in Cardiac Assist and Cardiopulmonary
 - CE mark temporarily suspended for Intra-Aortic Balloon Pumps
 - Submitted for CE mark approval for redesigned packaging of HLS-sets
- Positive development within CO₂ emissions

Organic order growth in all regions

Soft organic net sales in APAC mainly due to China

Global

+2.5%

Organic Order Growth

0.0%

Organic Net Sales Growth

Americas

+4.2%

+2.6%

EMEA

+1.4%

-0.9%

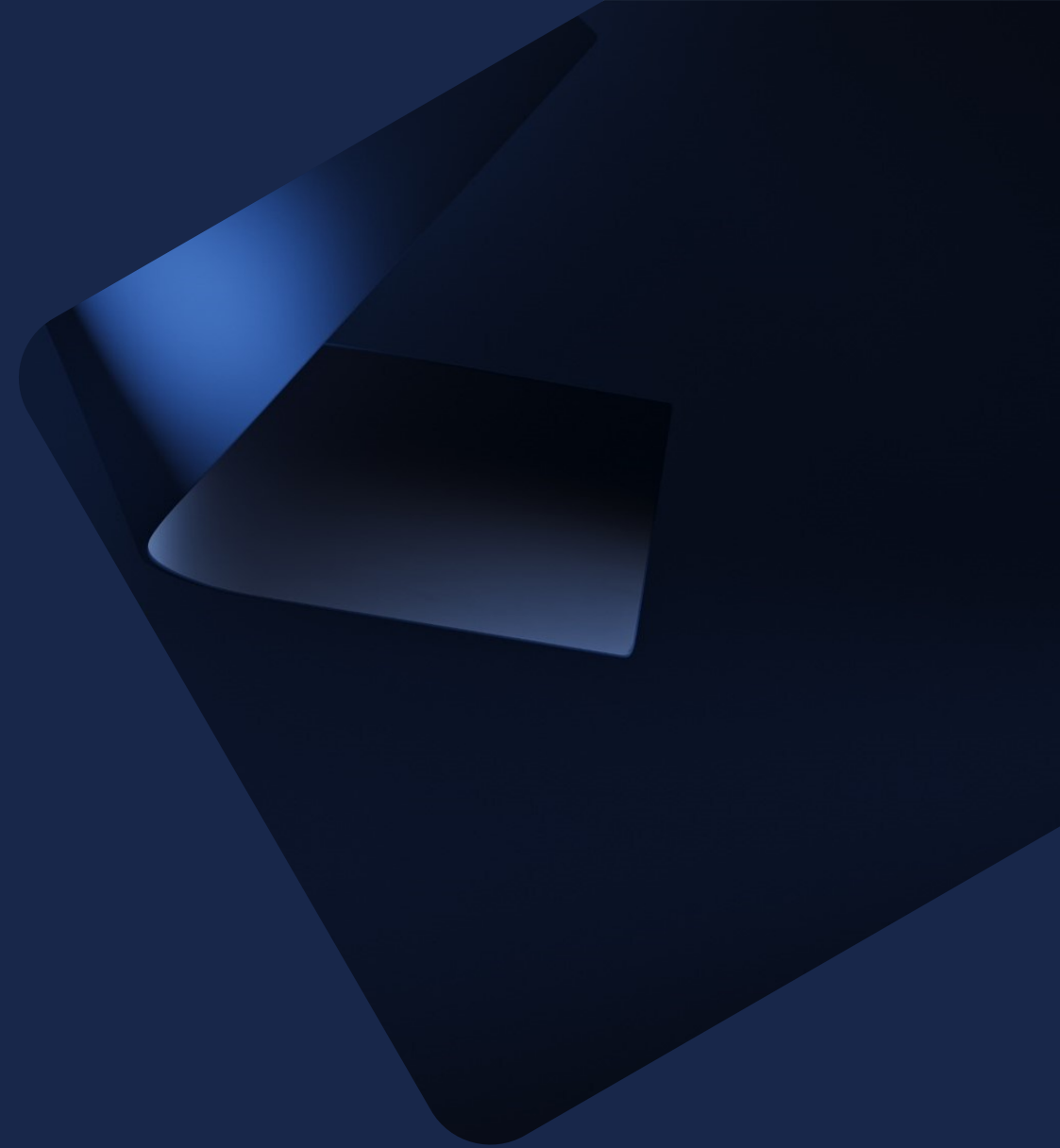
APAC

+1.5%

-3.2%

Outlook 2024

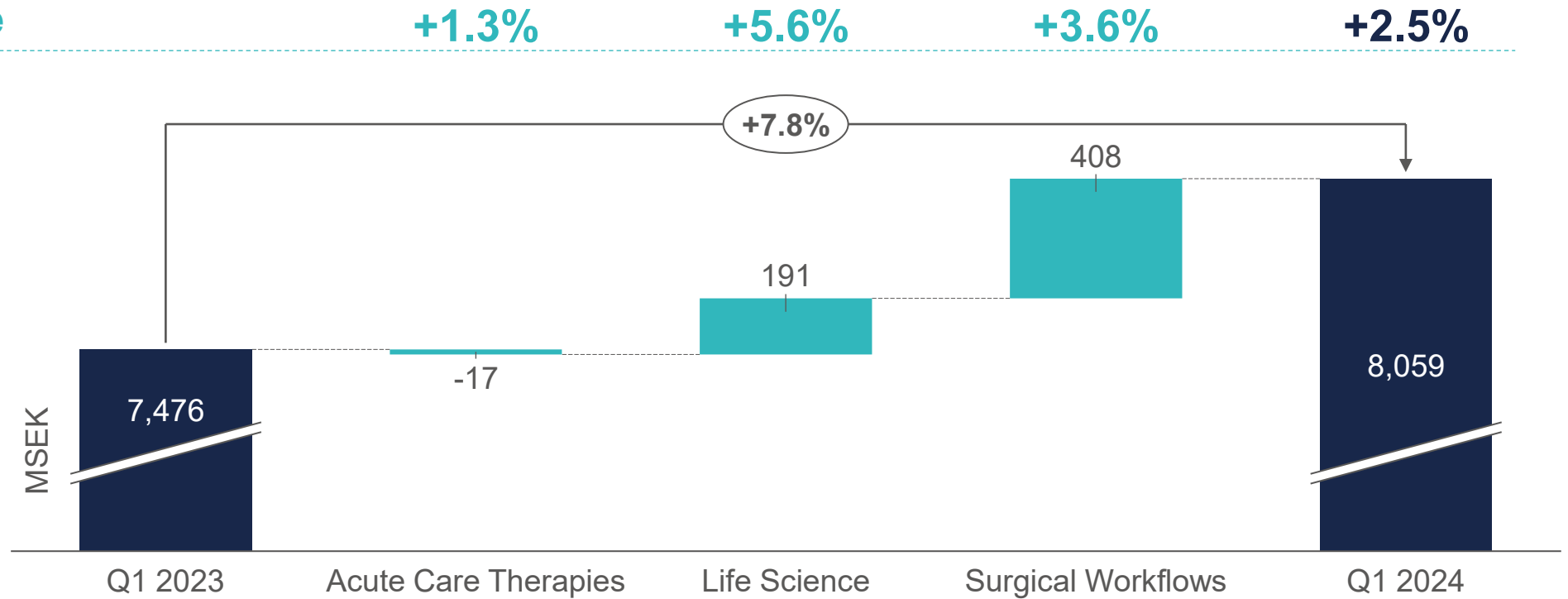
**Net sales for 2024 expected
to increase by 2-5% organically**
(unchanged)



Organic order growth in all business areas

Order Intake Bridge Q1 2023 – Q1 2024

Organic change



*CA: Cardiac Assist, CP: Cardiopulmonary

Healthy net sales contribution from acquisitions

Net Sales Bridge Q1 2023 – Q1 2024

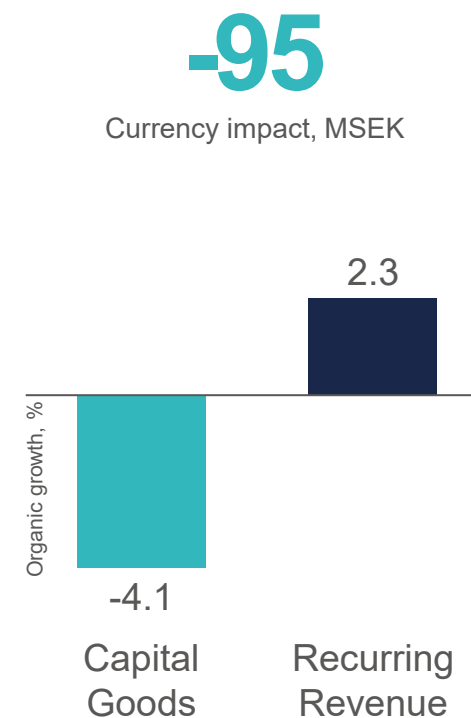
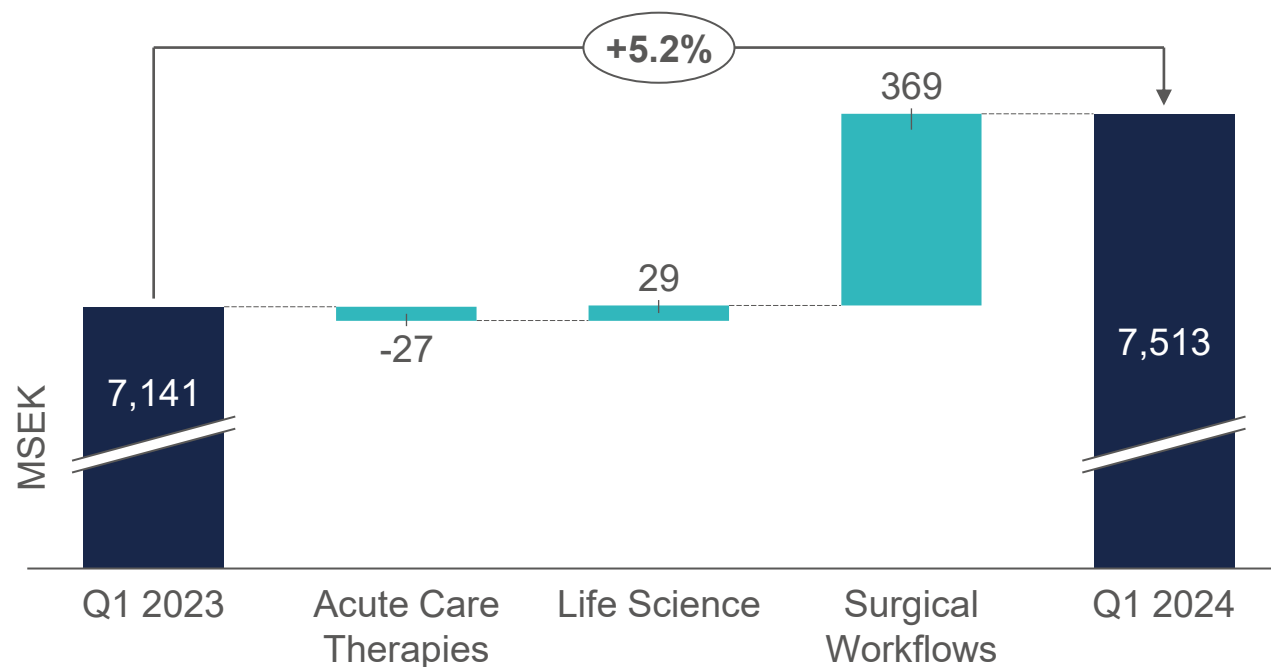
Organic change

+0.9%

-9.2%

+2.4%

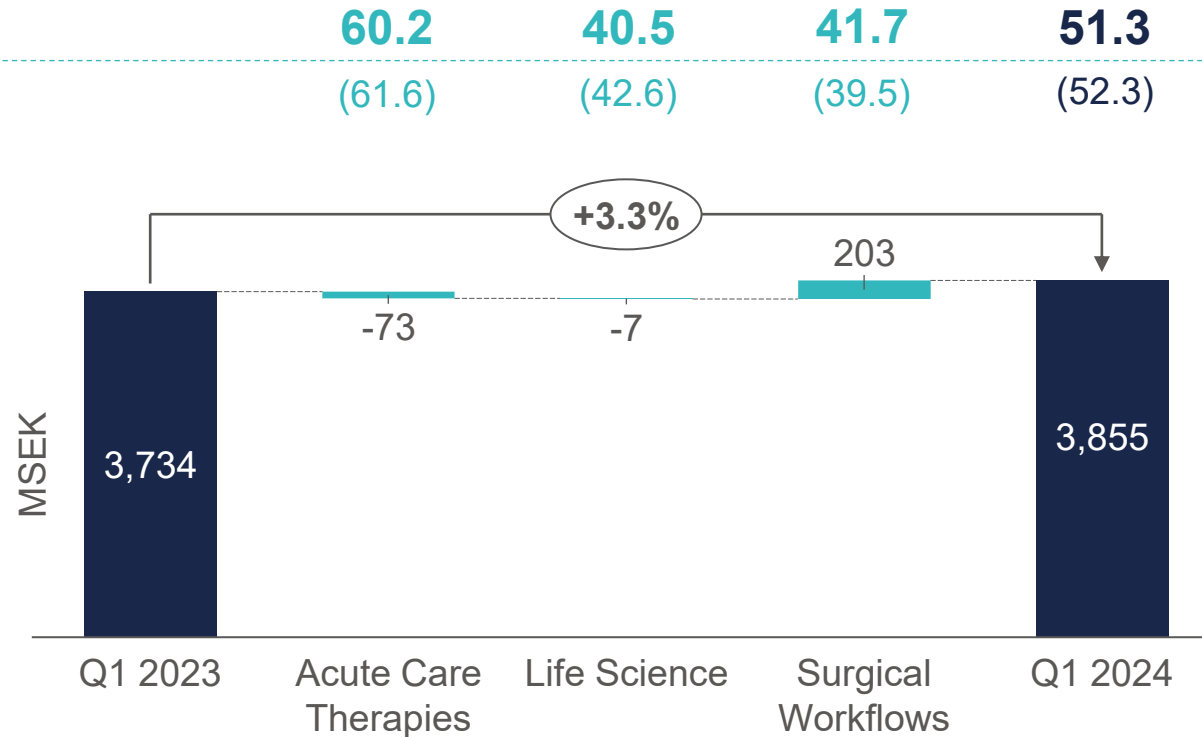
0.0%



Adj Gross Margin impacted by quality costs and inflation

Adjusted Gross Profit Bridge Q1 2023 – Q1 2024

Adj GM, %
Q1 2024
 (Q1 2023)



60.2
(61.6)

40.5
(42.6)

41.7
(39.5)

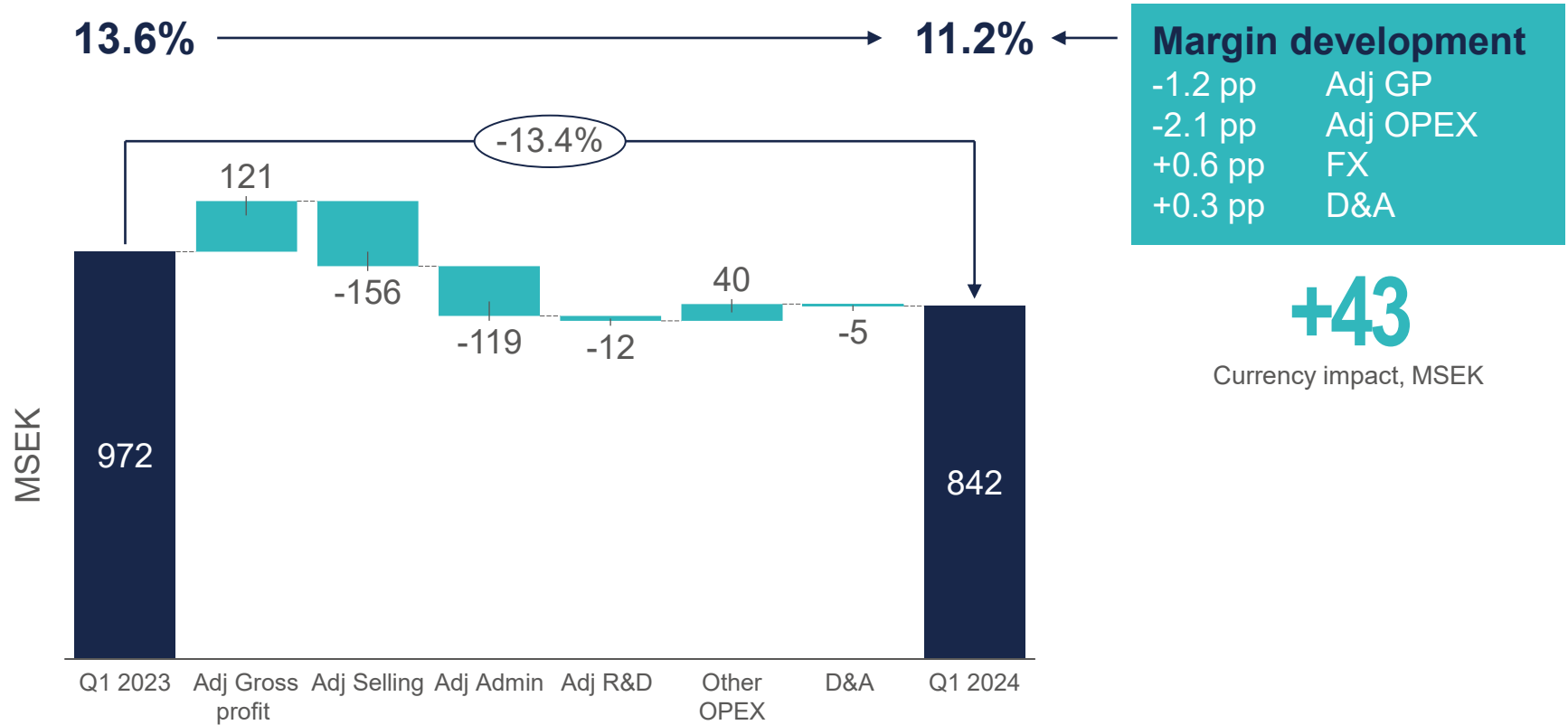
51.3
(52.3)

Gross Margin impact

- Product and Geo mix →
- Supply, Absorption & Cost inflation ↘
- Price →
- Currency →

Adj EBITA margin negatively impacted by higher Adj OPEX

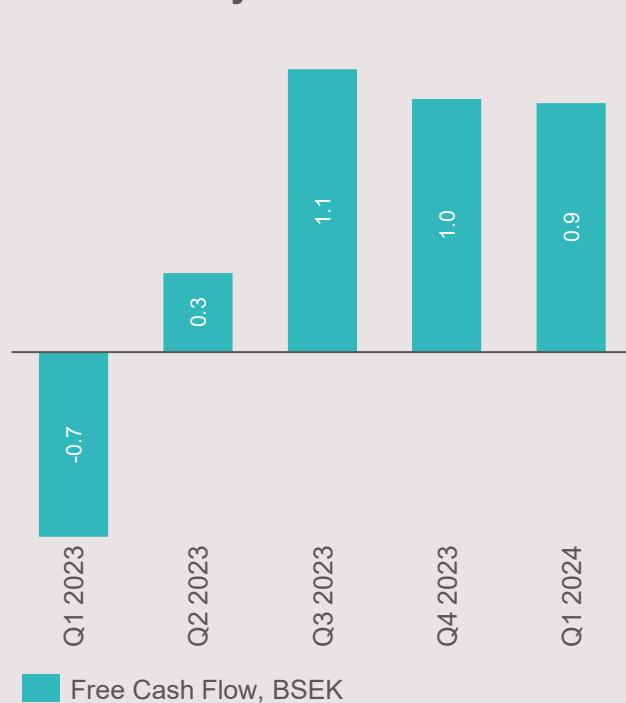
Adjusted EBITA Bridge Q1 2023 – Q1 2024



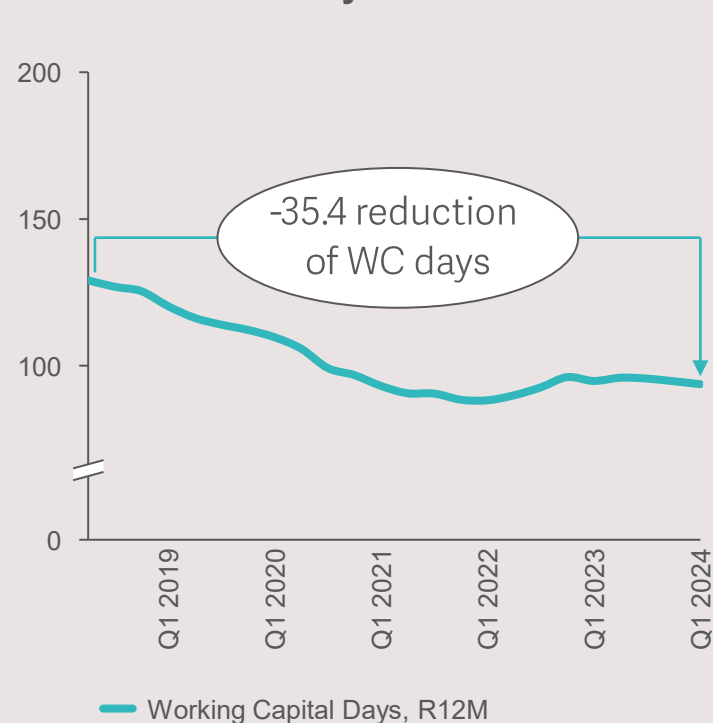
Stable Free Cash Flow and Working Capital days below 100

Capital efficiency a priority

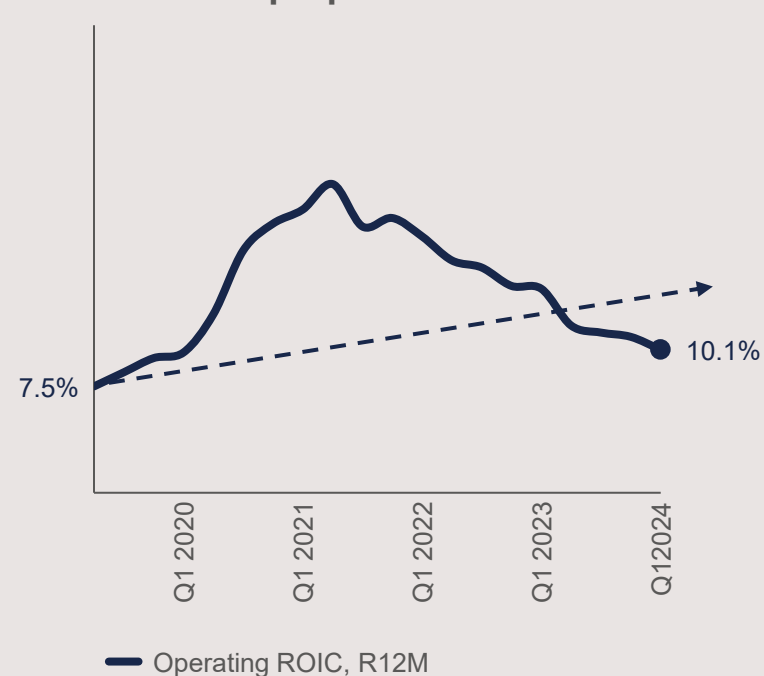
Healthy Free Cash Flow



WC days below 100



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



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
 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

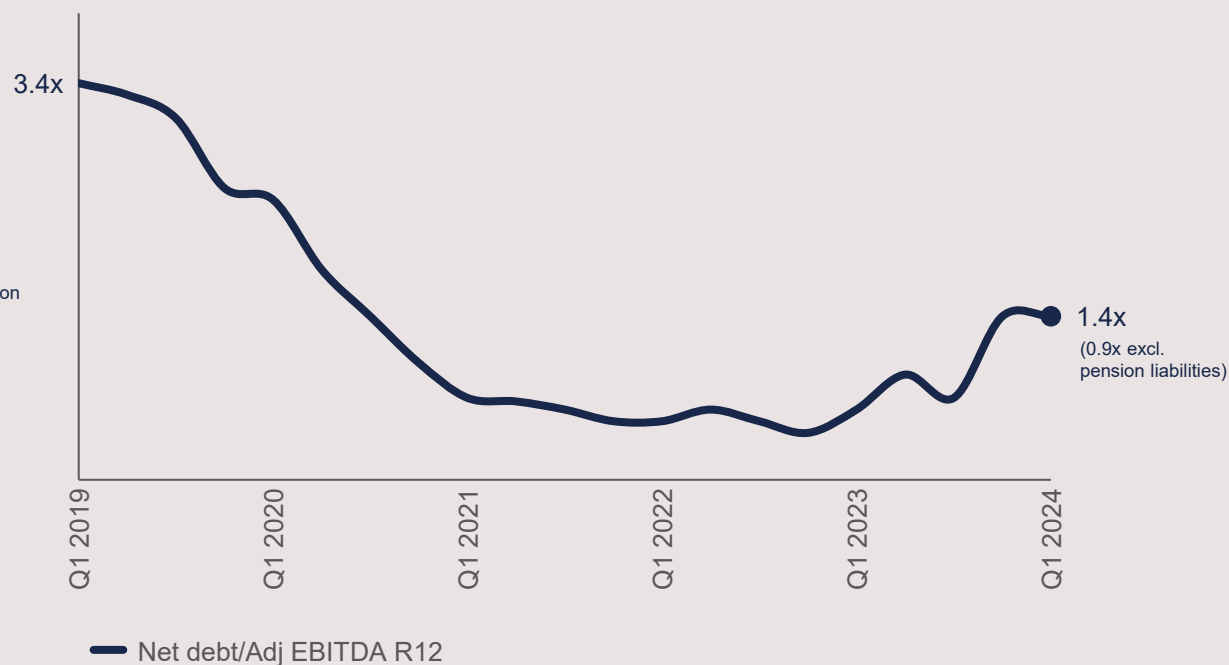
Solid financial position

Margin of safety when it comes to net debt and leverage

Net debt impacted by finalized acquisitions ...



... but leverage still signalling financial strength



Summary

Key takeaways

Summary Q1 2024

- Net sales increased by 5.2% whereof 0.0% organically and order intake grew by 7.8% whereof 2.5% organically
- Reiterating our Outlook for 2024: net sales growth of 2-5%
- Margins negatively impacted by quality related costs and higher costs for employees and input materials
- Strengthened Free Cash Flow and solid financial position

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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