

Sales growth, improved earnings and PMA approval for iCast

Getinge Q1 2023

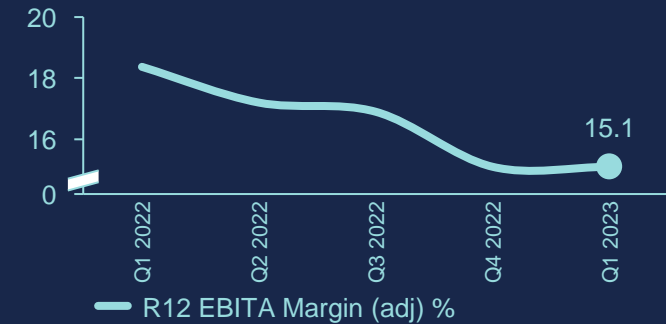
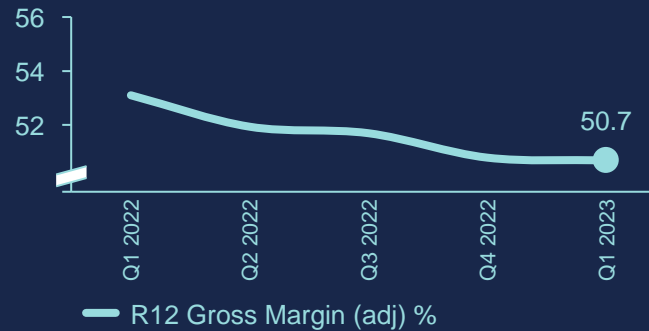
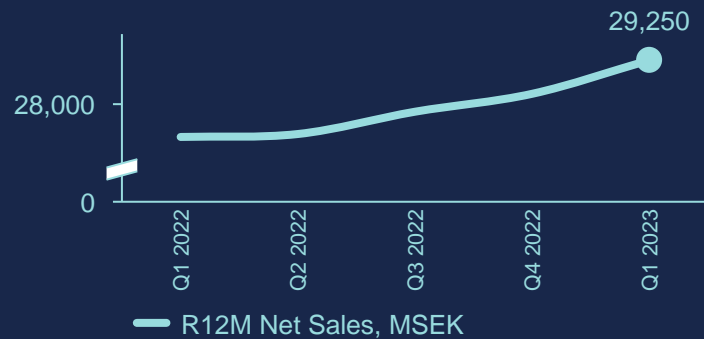
Mattias Perjos, CEO
Lars Sandström, CFO

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Key takeaways

Q1 2023

- Net sales increased by 7.5% and order intake increased by 2.9% organically
- Volume, price increases and positive FX effects contributed to higher adjusted Gross Profit and EBITA
- Underlying Free Cash Flow higher than LY adjusted for surgical mesh settlement payout
- Solid financial position



Key activities and events

Q1 2023

Offering and customers

- PMA for the iCast™ covered stent system in the US
- Acquisition of Ultra Clean Systems in the US
- Launch of a new Servo-c ventilator
- Increased production capacity for DPTE®-AlphaPort

Sustainability and Quality

- Continuous improvements when it comes to CO₂ emissions, energy consumption and the use of renewables
- CE-mark suspended for Cardiosave, HLS- and PLS-sets – corrective actions ongoing



Organic sales growth in all regions

EMEA stands out positively in the quarter

Global

+2.9%

Organic Order Growth

+7.5%

Organic Net Sales Growth

Americas

-0.3%

+4.5%

EMEA

+11.7%

+11.2%

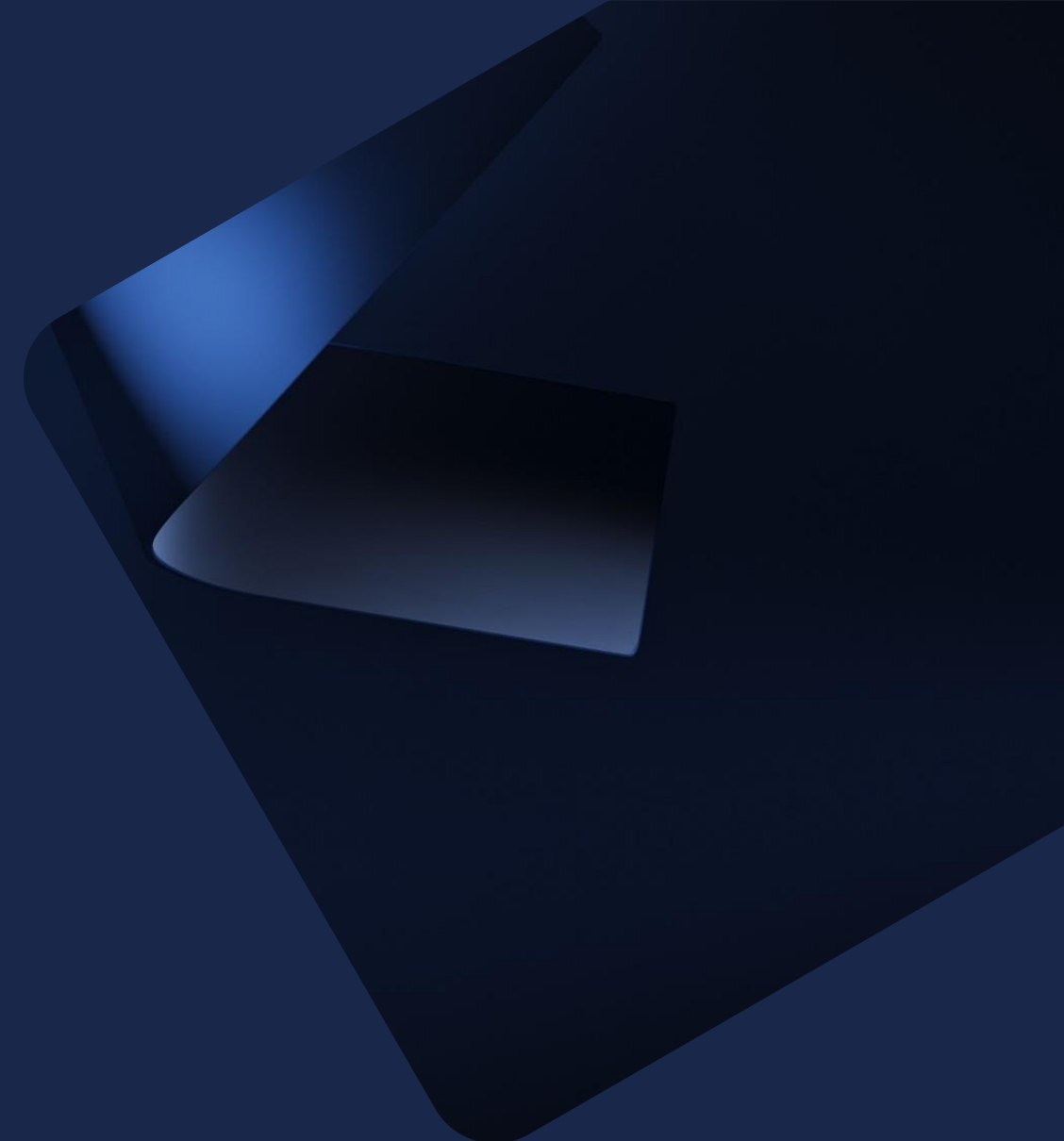
APAC

-3.9%

+7.2%

Outlook 2023

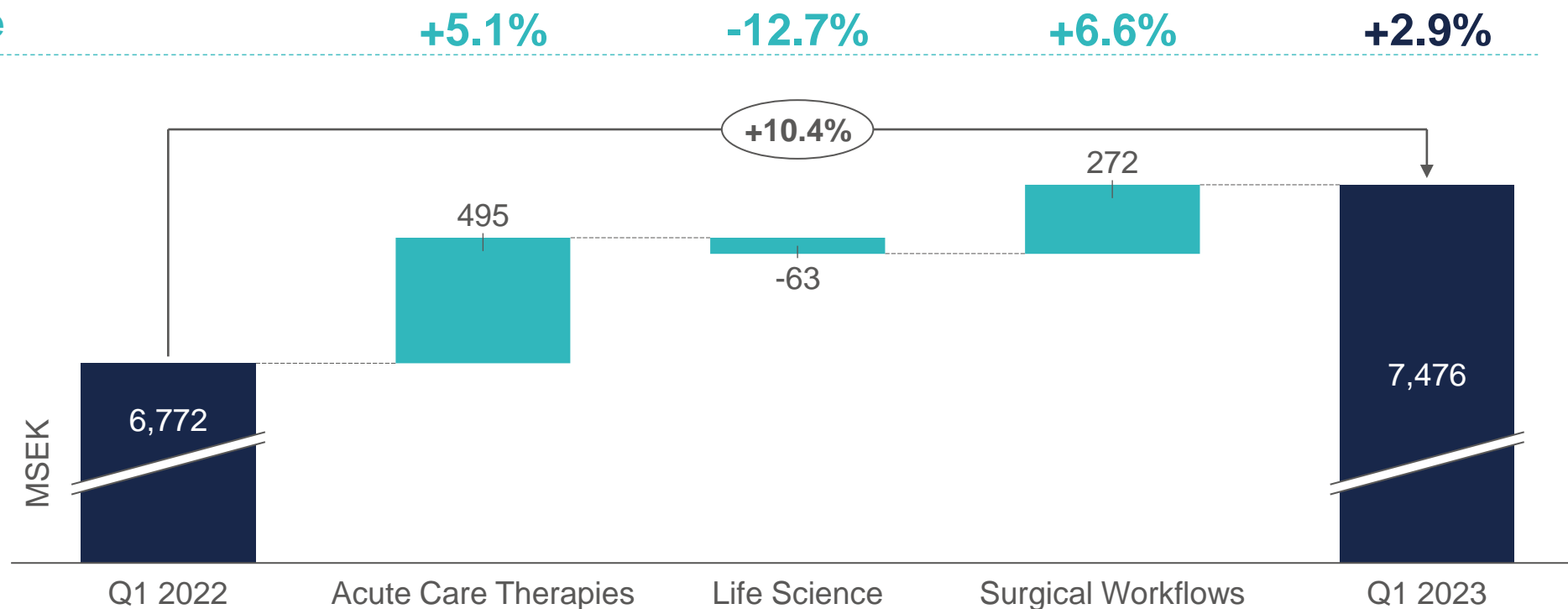
**Net sales expected to grow
2-5% organically in 2023**



Healthy order growth in Acute Care Therapies and Surgical Workflows

Order Intake Bridge Q1 2022 – Q1 2023

Organic change

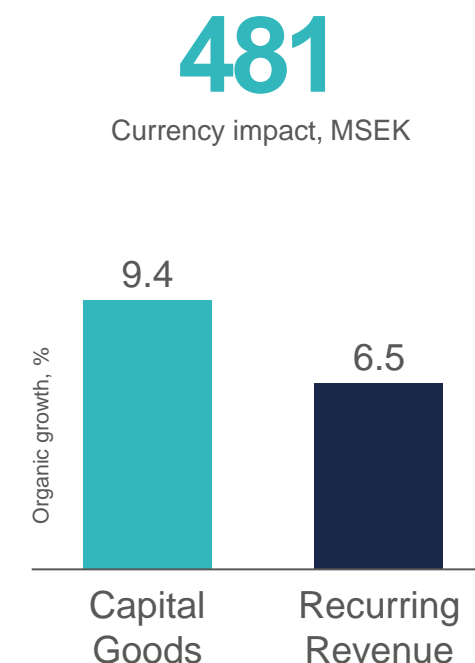
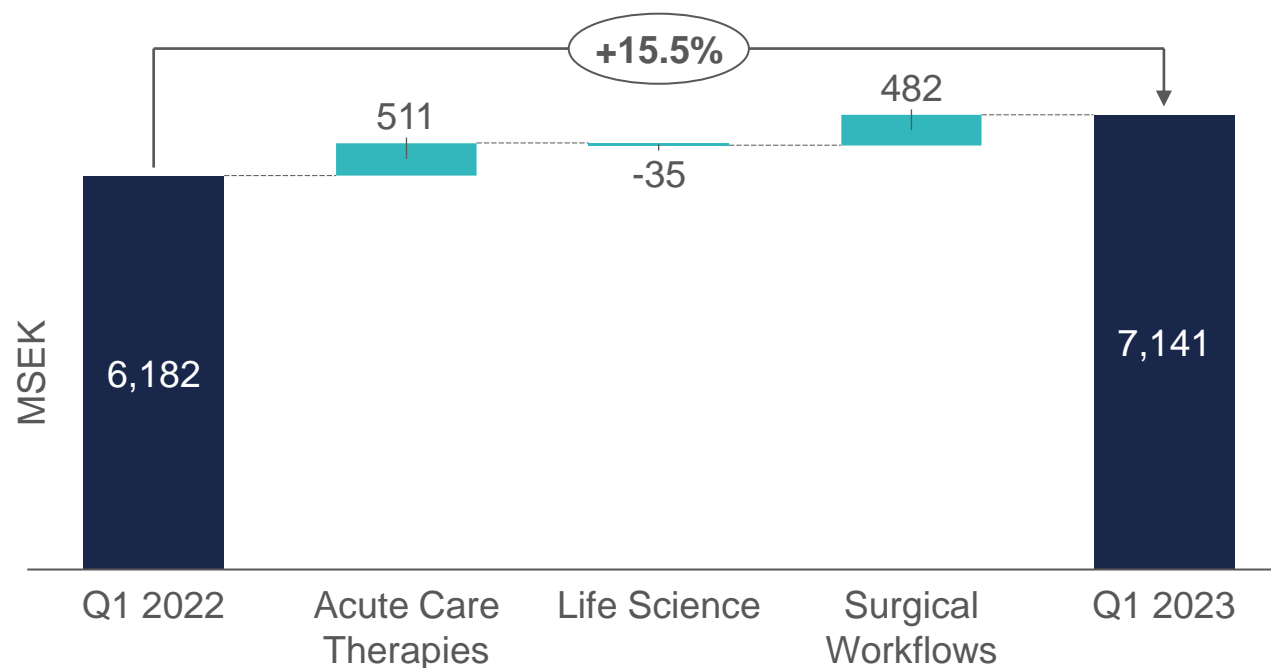


Sales growth supported by improvements in the supply chain and FX

Net Sales Bridge Q1 2022 – Q1 2023

Organic change

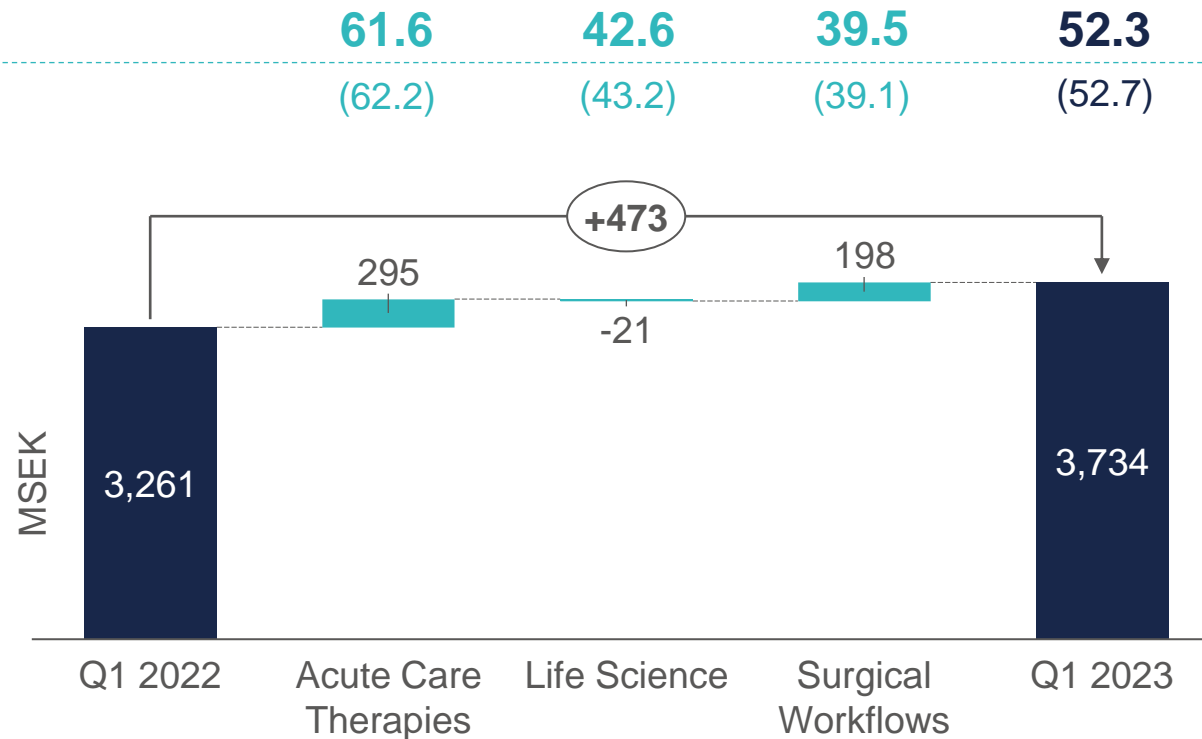
+6.5% -10.3% +19.6% +7.5%



Adj Gross profit positively impacted by volume and FX

Adjusted Gross Profit Bridge Q1 2022 – Q1 2023

Adj GM,%
Q1 2023
(Q1 2022)



Gross Margin impact

Product and Geo mix

Supply, Absorption &
Cost inflation

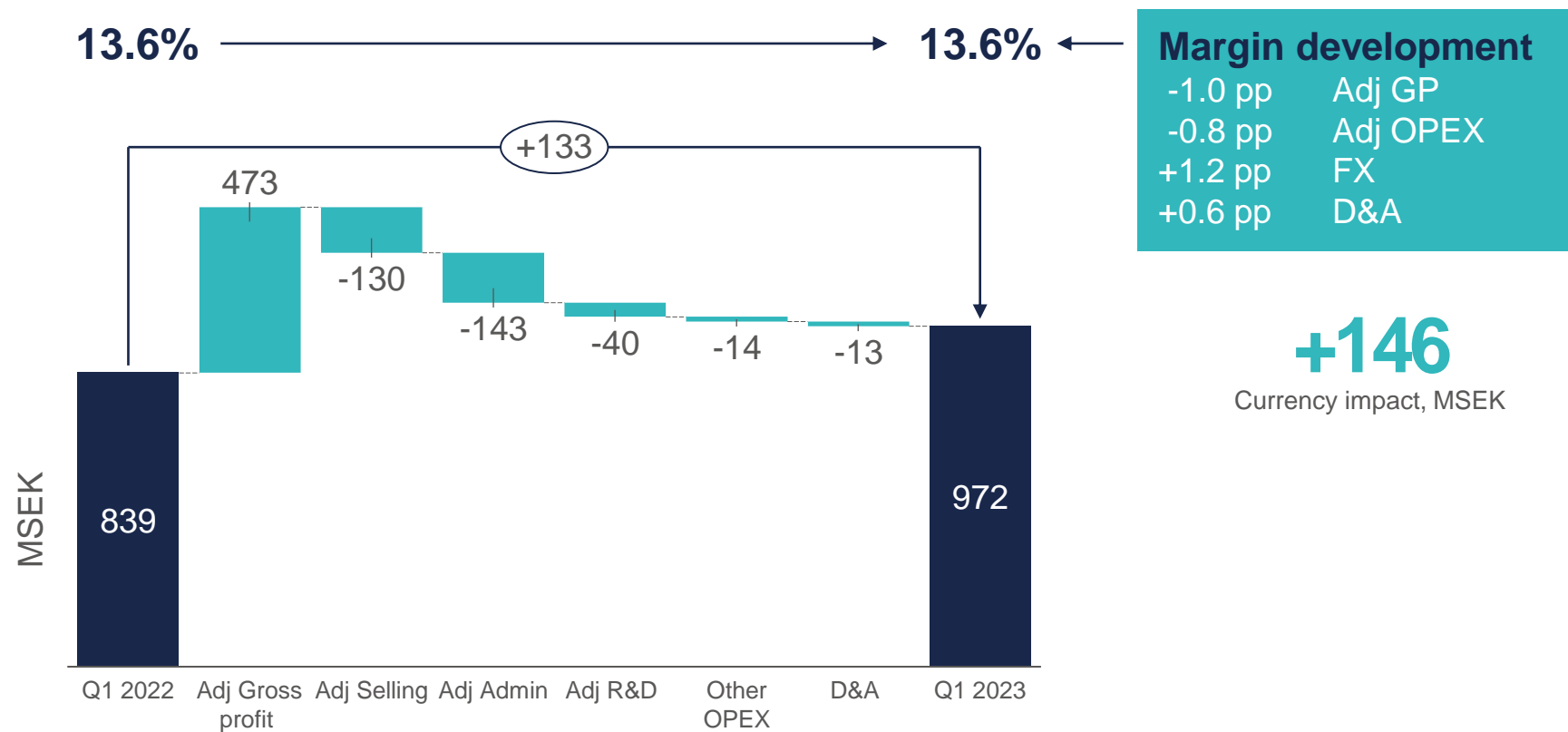
Price

Currency

Financial development

EBITA positively impacted by volume and FX

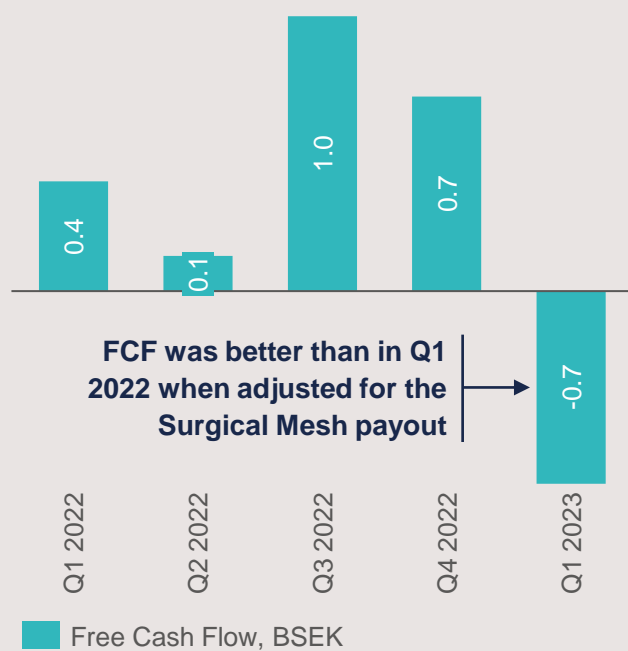
Adjusted EBITA Bridge Q1 2022 – Q1 2023



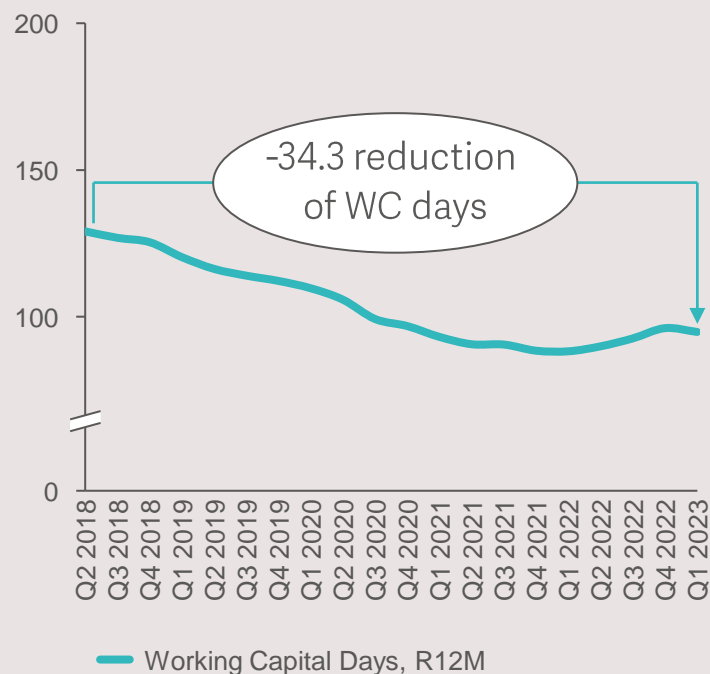
Generating healthy underlying FCF, WC days <100 and ROIC back on trend

Capital efficiency a priority

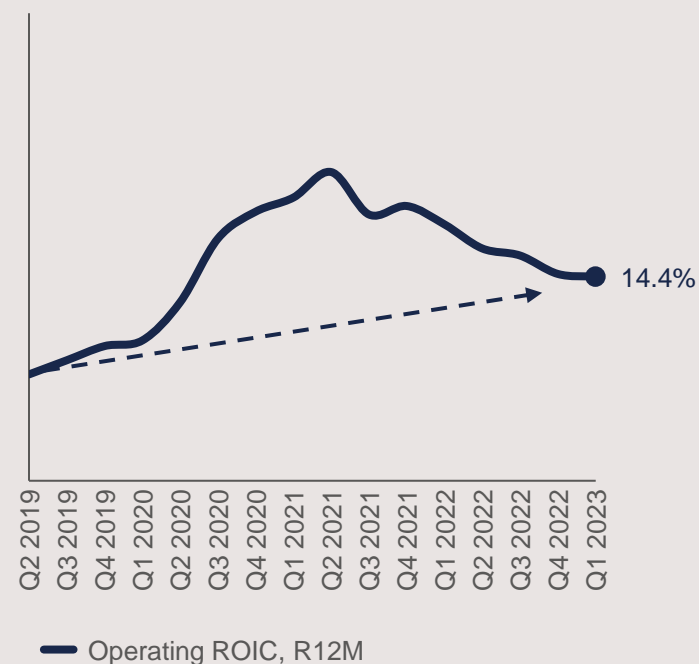
Healthy underlying Free Cash Flow



WC days below 100



Return on Invested Capital back on trend



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

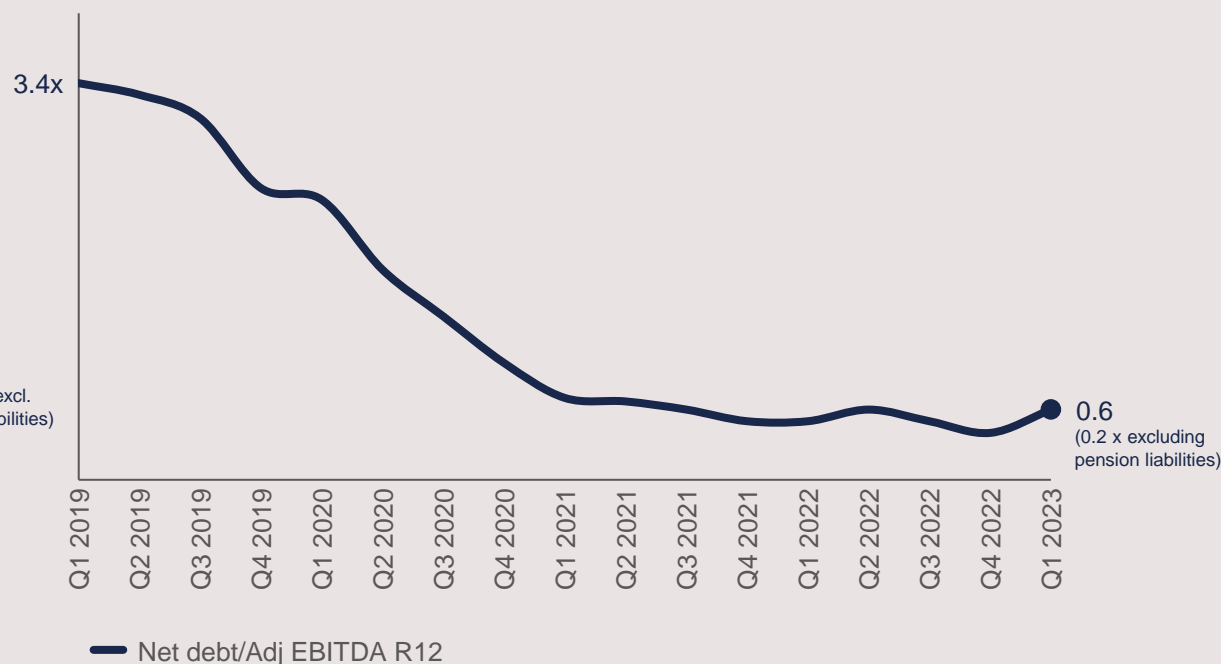
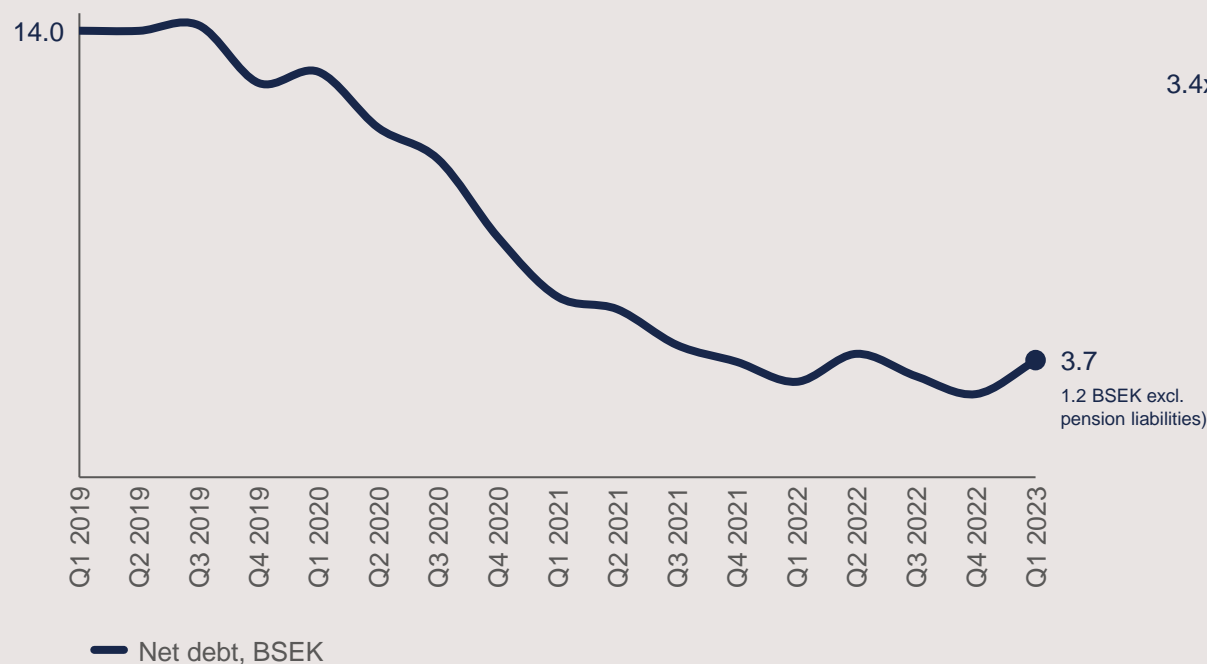
ROIC: Trailing 12 month adjusted EBIT/Invested Capital. Invested capital is defined as Equity + Net debt (excl. pension liabilities) and calculated as (Opening balance + Closing balance of Invested Capital)/2.

Solid financial position even after the payout for Surgical Mesh

Low net debt and high margin of safety when it comes to leverage

Net debt is down significantly in recent years ...

... and leverage is signaling financial strength



Summary

Key takeaways

Summary Q1 2023

- Strong sales growth and healthy order book – outlook for 2023 reiterated
- Growth in adj Gross Profit and adj EBITA
- Healthy underlying Free Cash Flow
- 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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