

Strong sales and improved earnings – continued focus on customer value and profitability going forward

Getinge Q1 2025

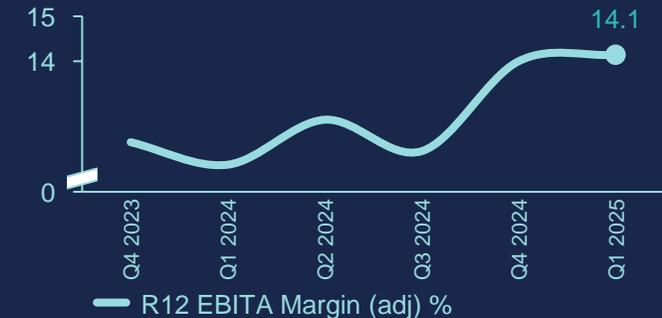
Mattias Perjos, CEO
Agneta Palmér, CFO

GETINGE 

Key takeaways

Q1 2025

- Net sales grew by 10.7 % whereof 6.2% organically and order intake increased by 7.1% whereof 2.9% organically
- Margins positively impacted by volume, acquisitions, price and mix
- The financial position remains solid



Key activities and events

Q1 2025

Sustainability and Quality

- Findings per regulatory audit is down versus last year.
- Field corrections in relation to net sales continues to go down.
- CO2-emissions has a downward trend, mainly due to an increased share of renewable electricity and gas.

Offering and customers

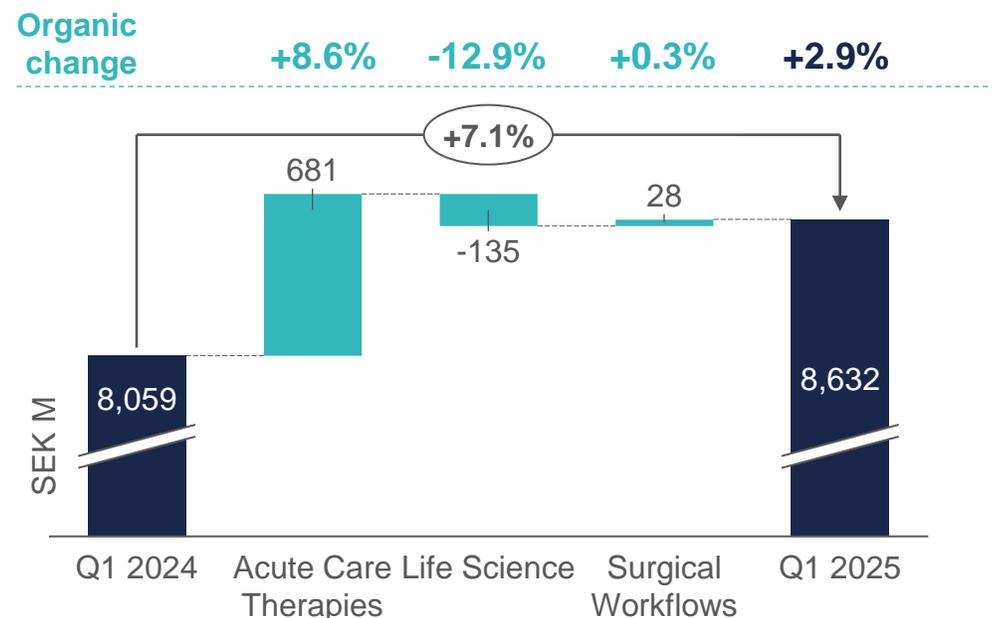
- Paragonix continues its strong performance. Successful introduction of KidneyVault™ and 5 out of 6 of products have received EU MDR approval.
- The intended phase out of Surgical Perfusion continues according to plan – impacting order intake but is expected to have a positive impact on margins already in 2025.
- Launch of DPTE®-FLEX Alpha-Port, strengthening the offering in Sterile Transfer further



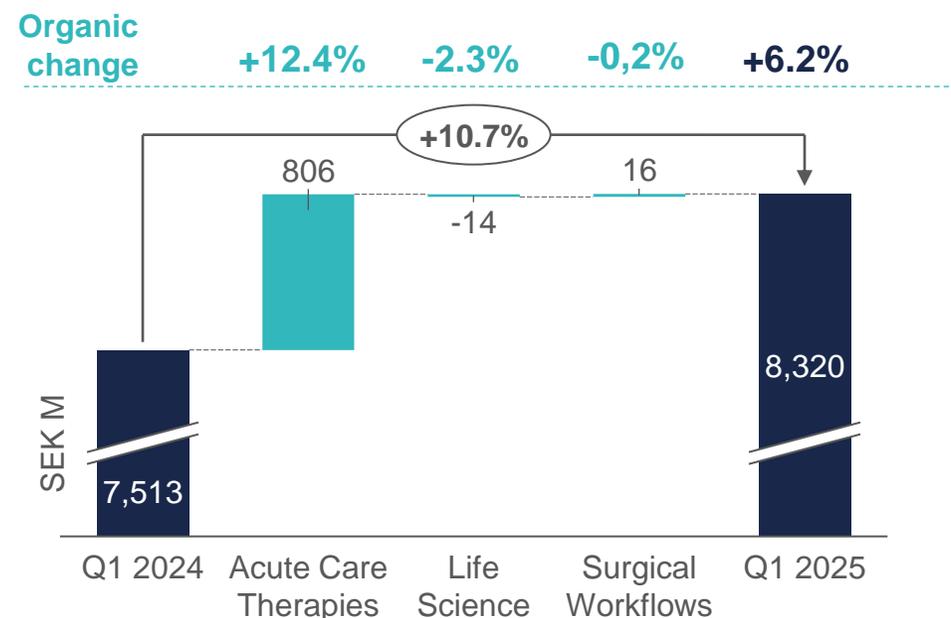
Strong top line performance in Acute Care Therapies in the quarter

Order Intake and Net Sales Bridge Q1 2024 – Q1 2025

Order Intake



Net Sales

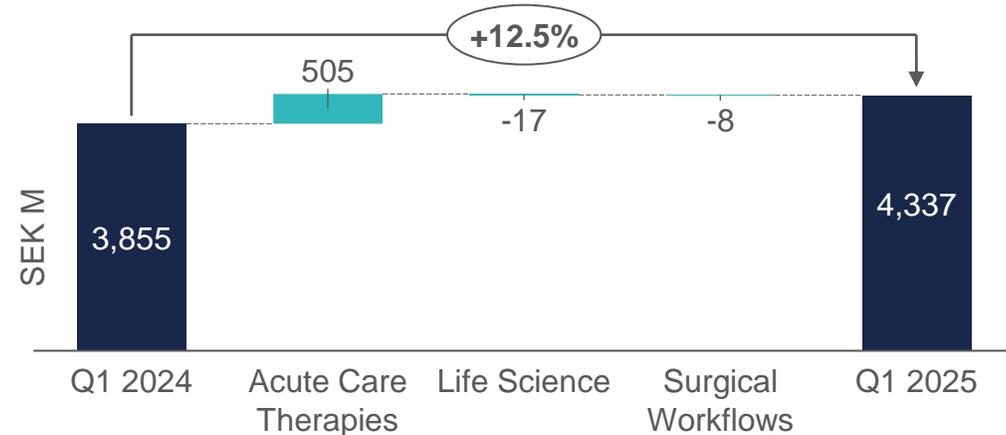


Margins positively impacted by net sales growth and mix

Adjusted Gross Profit and EBITA Bridge Q1 2024 – Q1 2025

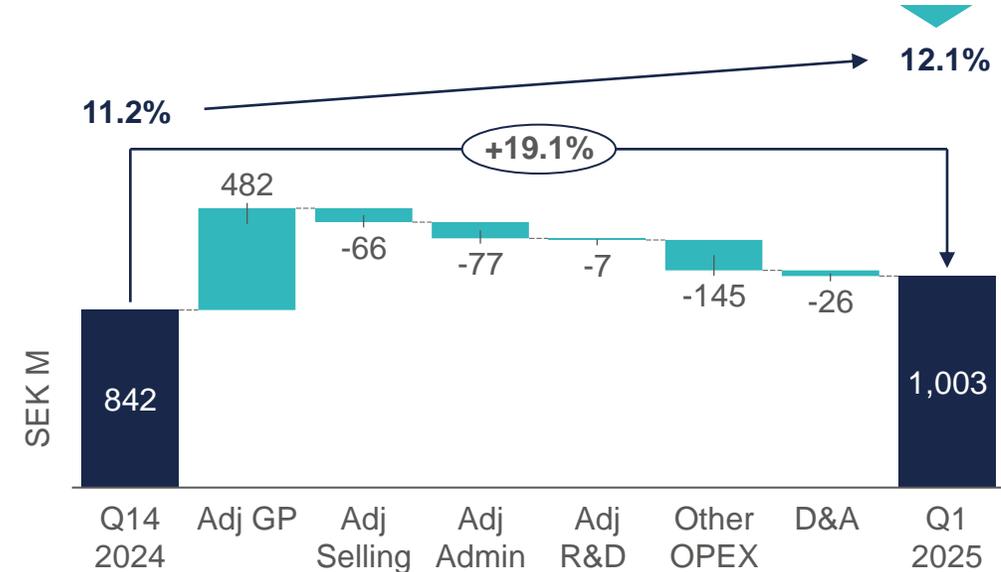
Adjusted Gross Profit

Adj GM,%	60.6	39.4	41.2	52.1
Q1 2025	(60.2)	(40.5)	(41.7)	(51.3)



Adjusted EBITA

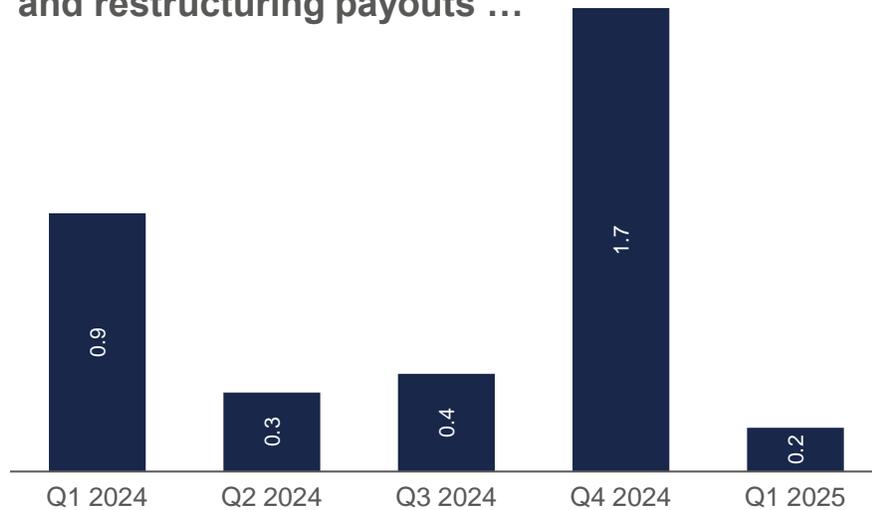
Margin development	
+0.3 pp	Adj GP
+1.5 pp	Adj OPEX
+0.2 pp	D&A
-1.1 pp	FX



Leverage continues to move down

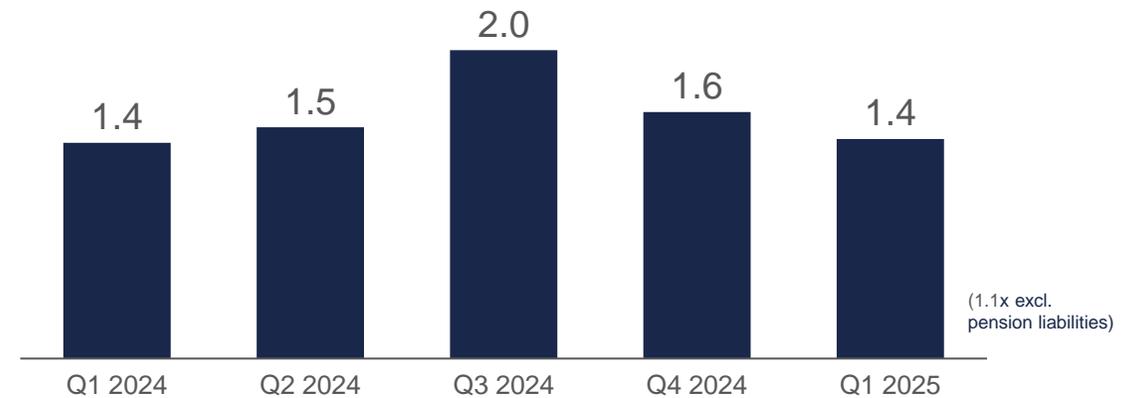
Capital efficiency and financial position

FCF impacted by inventory build up, reduced liabilities and restructuring payouts ...



Free Cash Flow, SEK B

... and leverage continues to be way below 2.5x

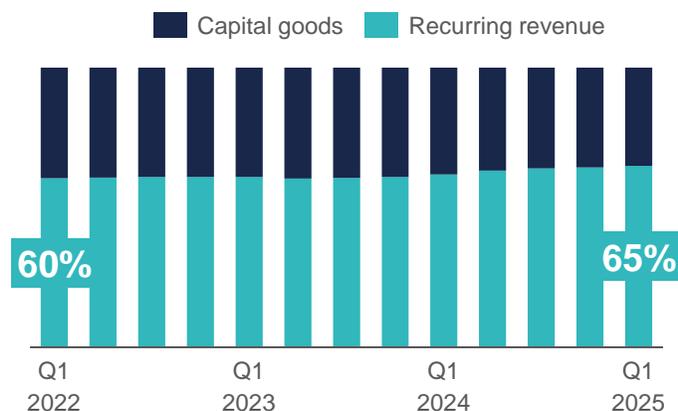


Net debt/Adj EBITDA R12

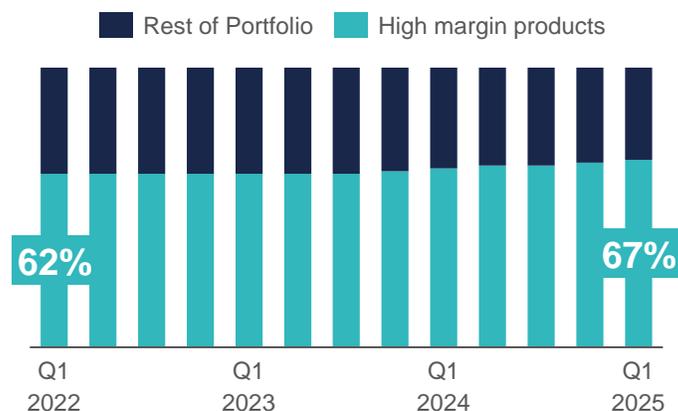
Key pillars for Getinge's profitable growth journey

Development for strategic KPIs

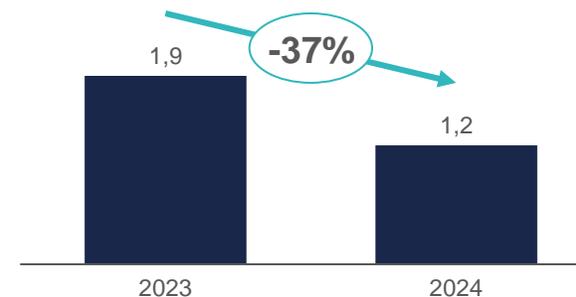
Increase share from recurring revenue



Increase sales share from high margin products¹



Less field actions per Bn SEK Net sales



Improvements should be achieved through balanced leverage² and attractive long-term Return on Invested Capital³

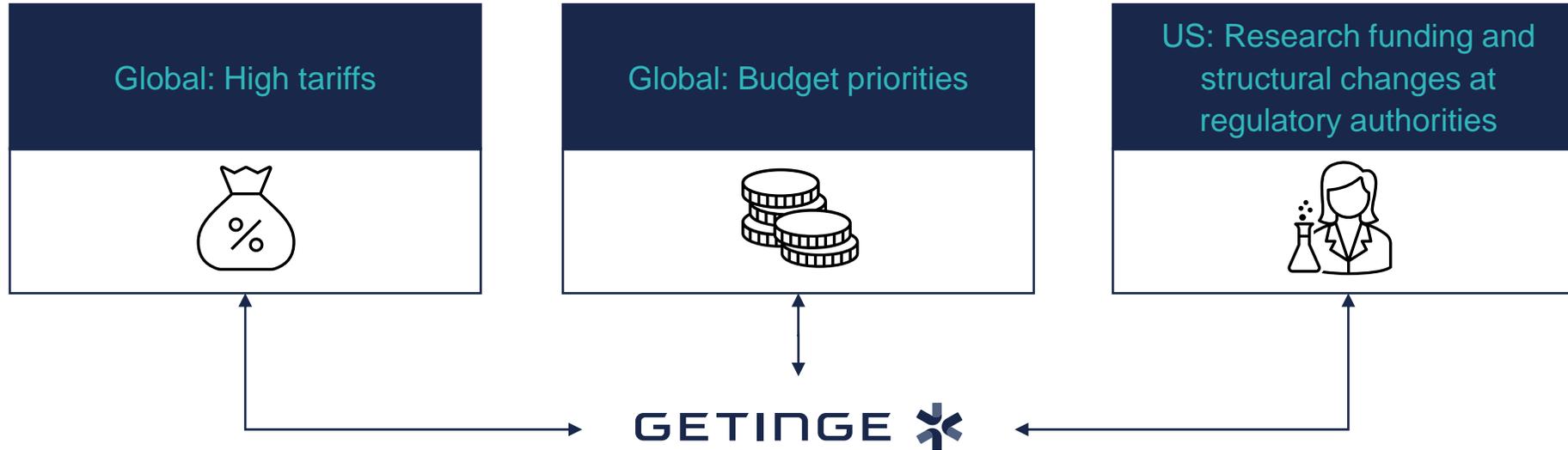
Sales share in R12 figures. ¹ Defined as products with adjusted gross margin higher than its Business Area in 2024; ² Net debt/adj. EBITDA < 2.5; ³ ROIC at least > Weighted Average Cost of Capital

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April 22, 2025

Navigating dynamic market characteristics and geopolitical uncertainty

Examples of major influences being monitored and addressed



Main methods of addressing

- Close dialogue with customers and authorities
- Ensure availability and cost efficiency through supply chain optimization
- Price adjustments
- Agile allocation of volumes

Getinge has a geographically diversified production footprint

Main products produced per region

 USA	 European Union	 China
Acute Care Therapies <ul style="list-style-type: none">• Cardiovascular Surgery• Cardiac Assist• Endovascular solutions• Transplant Care (Paragonix)	Acute Care Therapies <ul style="list-style-type: none">• Cardiopulmonary• Critical Care• Cardiovascular Surgery	Acute Care Therapies <ul style="list-style-type: none">• Critical Care• Cardiovascular Surgery
Surgical Workflows <ul style="list-style-type: none">• Infection Control (Healthmark)	Surgical Workflows <ul style="list-style-type: none">• Surgical Workplaces• Infection Control	Surgical Workflows <ul style="list-style-type: none">• Surgical Workplaces
Life Science <ul style="list-style-type: none">• Bio-Processing (HPNE)• Sterile Transfer	Life Science <ul style="list-style-type: none">• Sterile Transfer• WIS• Bio-Processing	



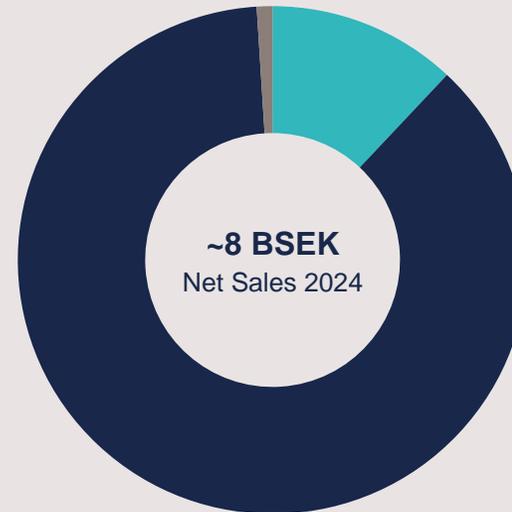
Produced in

About 60% of US sales is produced domestically

Production origin as share of sales in USA, EU and China

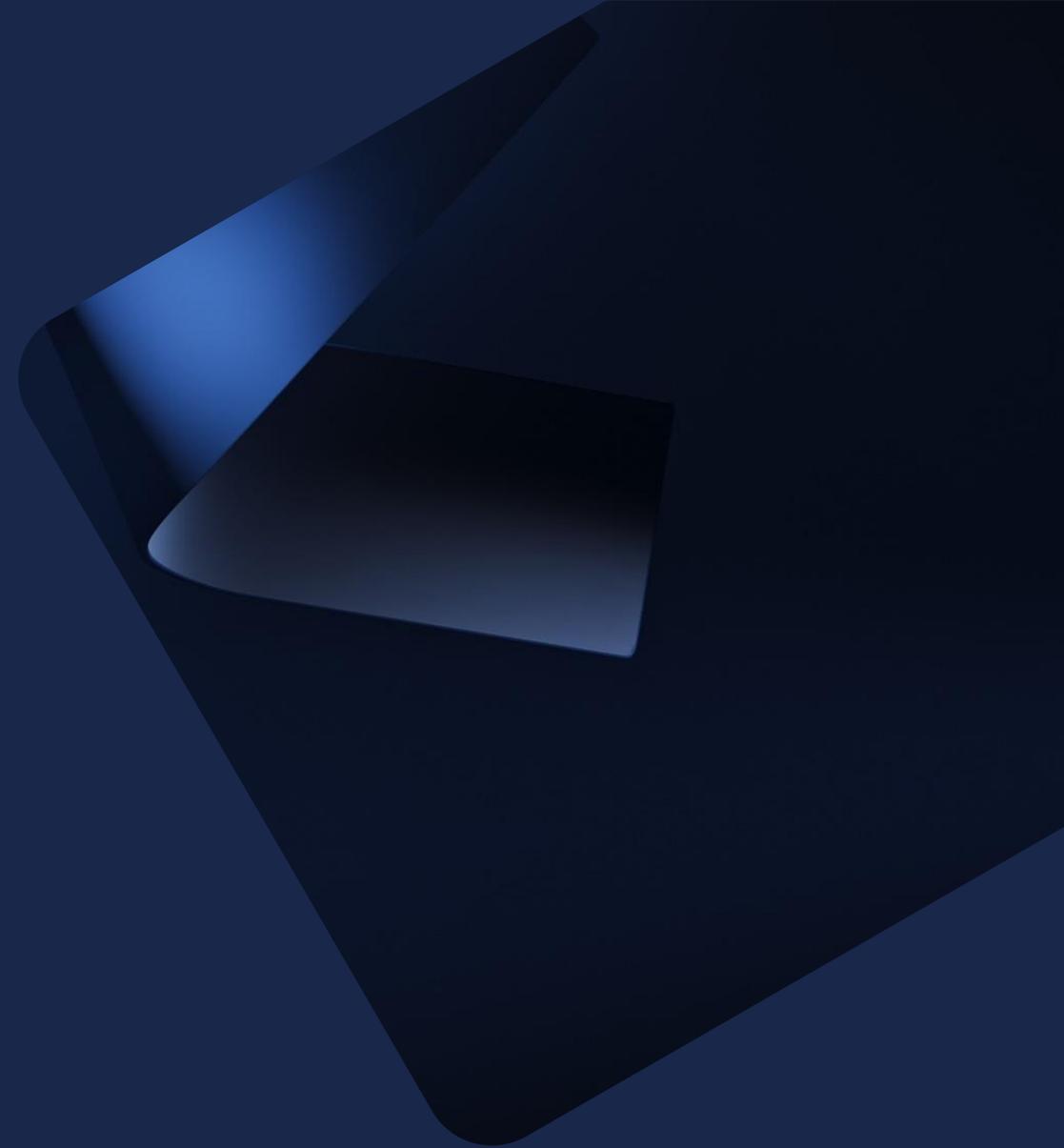



Produced in



Outlook 2025

**Net sales for 2025 expected
to increase by 2-5% organically**



Summary

Key takeaways

Summary Q1 2025

- Strong sales performance and improved margins in Q1
- Reduced leverage and solid financial position remains
- Kept outlook for 2025: organic net sales growth of 2-5%

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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