

# Strong order intake but temporary delivery disruptions had a negative impact on earnings

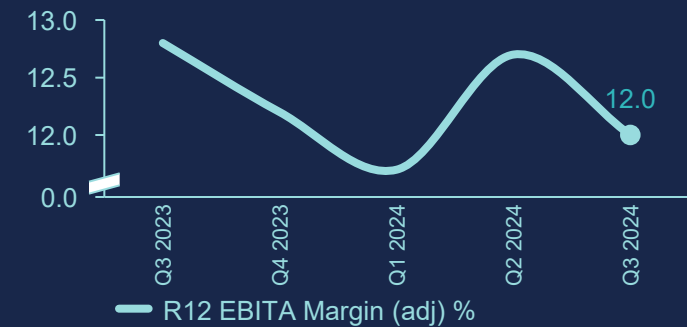
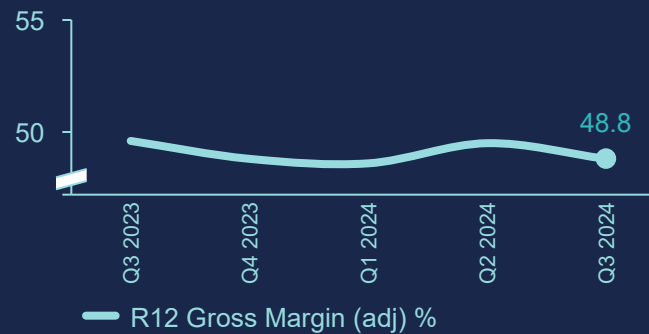
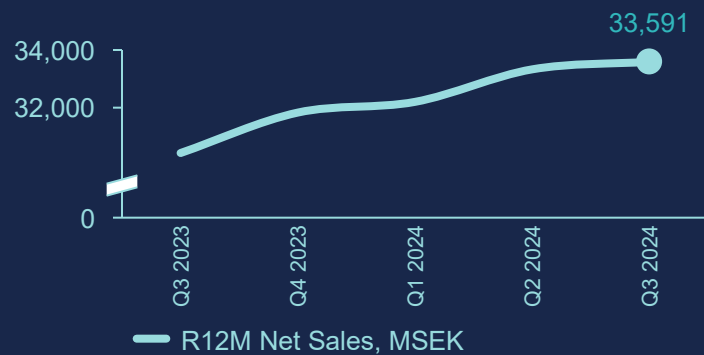
Getinge Q3 2024

Mattias Perjos, CEO  
Agneta Palmér, CFO

# Key takeaways

## Q3 2024

- Order intake grew by 10.0% whereof 7.4% organically and net sales increased by 3.5% whereof 0.2% organically
- Margins negatively impacted by volume, inflation and product mix – partly offset by price realizations
- The financial position remains solid



# Key activities and events

Q3 2024

## Sustainability and Quality

- Reinstated CE certificate for HLS and PLS consumables, used for ECLS therapy
- Temporary suspension of Getinge's CE certificate for Cardiosave Intra-Aortic Balloon Pump, extended until July 1, 2025
- Provision of 482 MSEK made related to the previously announced negotiations with the Brazilian Comptroller General of the Union (CGU)

## Offering and customers

- Servo ventilators received cybersecurity clearance from US Defense Health Agency
- Assets of Intact Solution LLC were acquired, including its technology for more effective and safer aseptic treatment within Bio-Processing
- Getinge acquired Paragonix Technologies Inc., a leading organ transport products and services company

Paragonix advanced organ preservation devices.



# Organic order growth in all regions

Soft net sales in APAC in all Business Areas

## Global

**+7.4%**

Organic Order Growth

**+0.2%**

Organic Net Sales Growth

## Americas

**+12.2%**

**+1.7%**

## EMEA

**+3.5%**

**+1.3%**

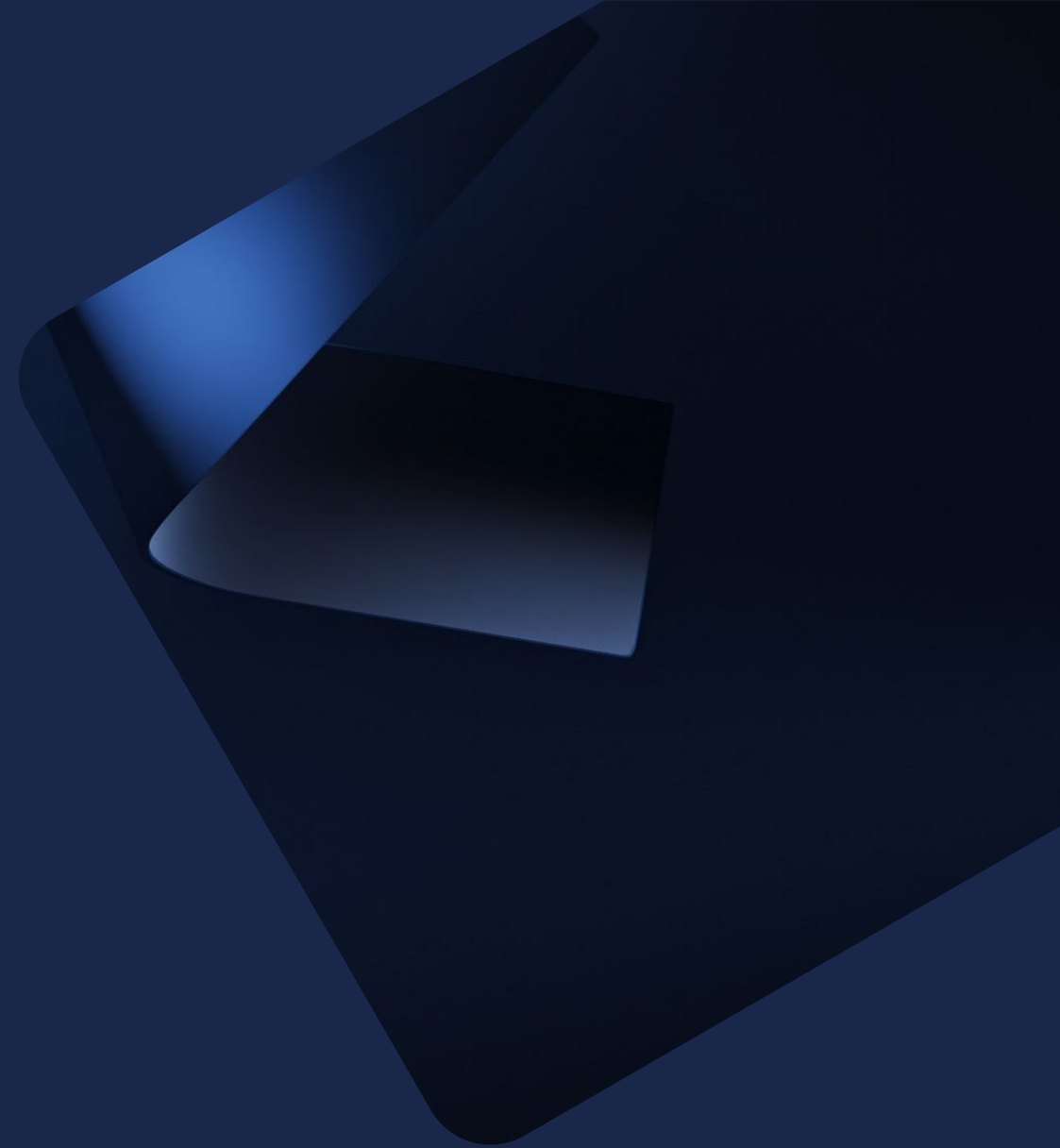
## APAC

**+5.3%**

**-4.4%**

## Outlook 2024

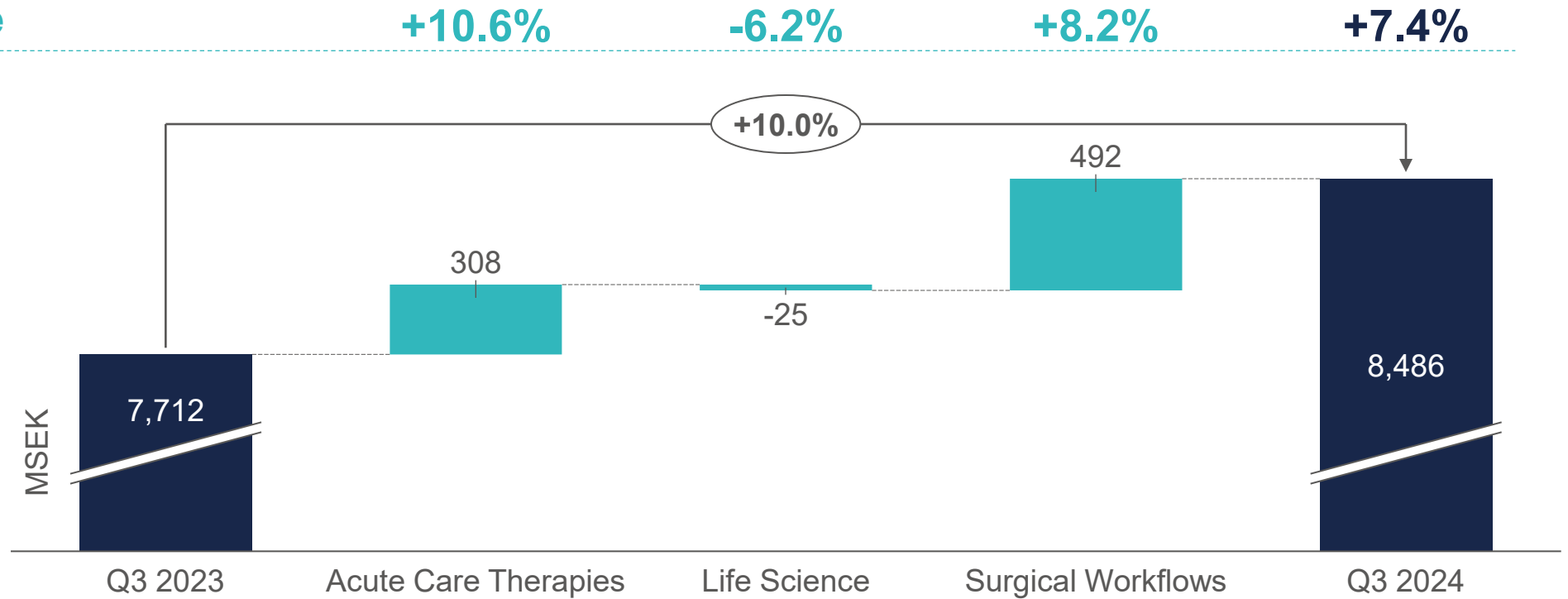
**Net sales for 2024 expected  
to increase by 2-5% organically**  
(unchanged)



# Organic order growth in Surgical Workflows and Acute Care Therapies

Order Intake Bridge Q3 2023 – Q3 2024

Organic change



# Soft organic sales in all Business Areas but Surgical Workflows

Net Sales Bridge Q3 2023 – Q3 2024

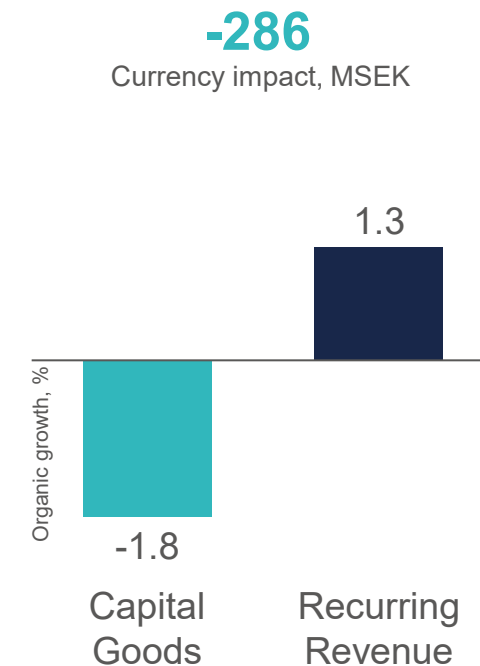
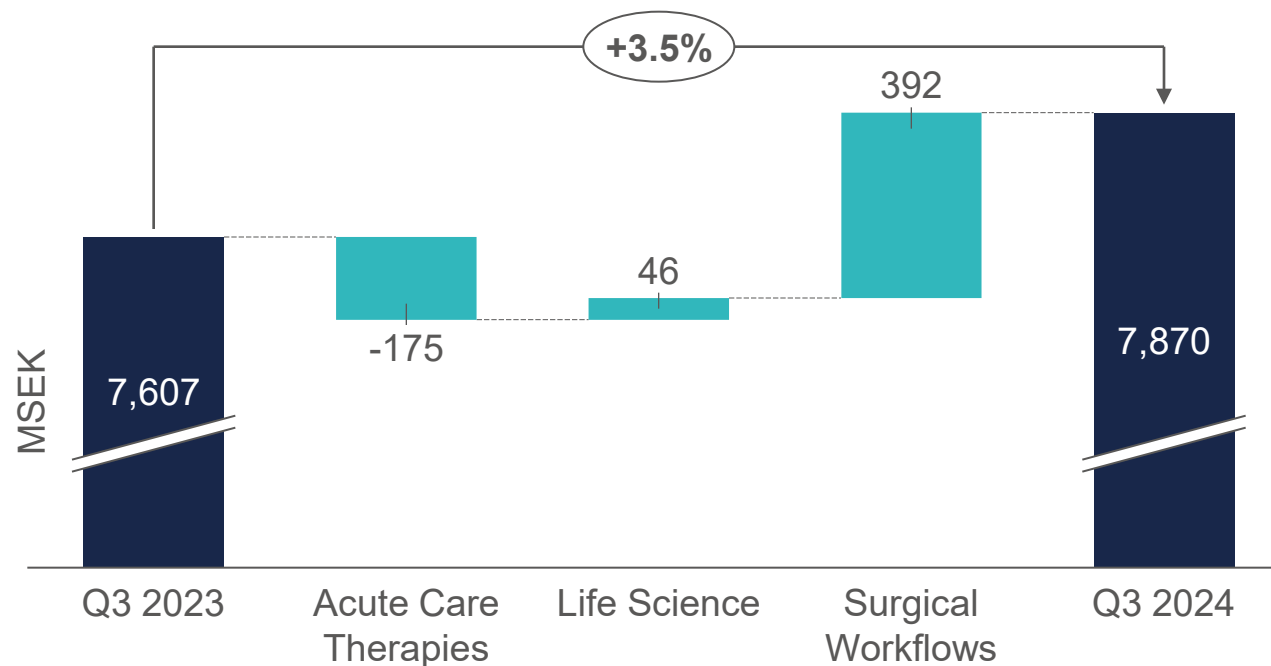
Organic change

-1.4%

-2.4%

+4.0%

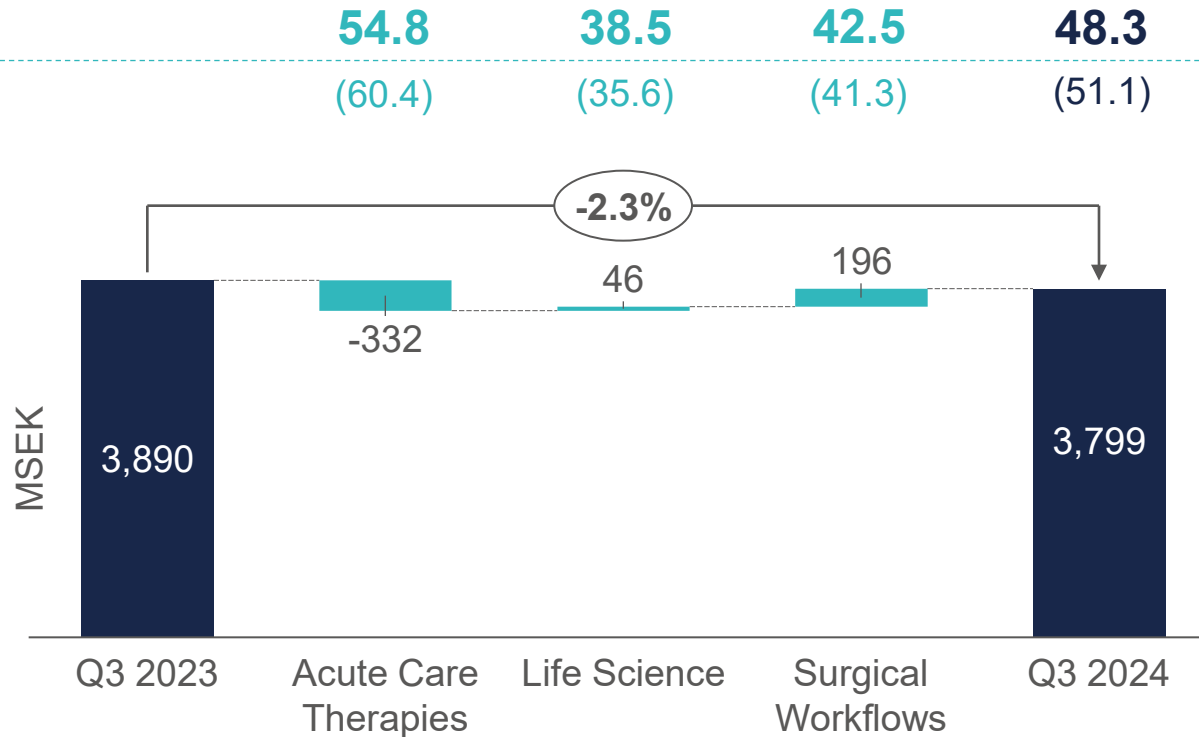
+0.2%



# Adj Gross Margin declined in Acute Care Therapies versus last year

## Adjusted Gross Profit Bridge Q3 2023 – Q3 2024

Adj GM, %  
**Q3 2024**  
 (Q3 2023)



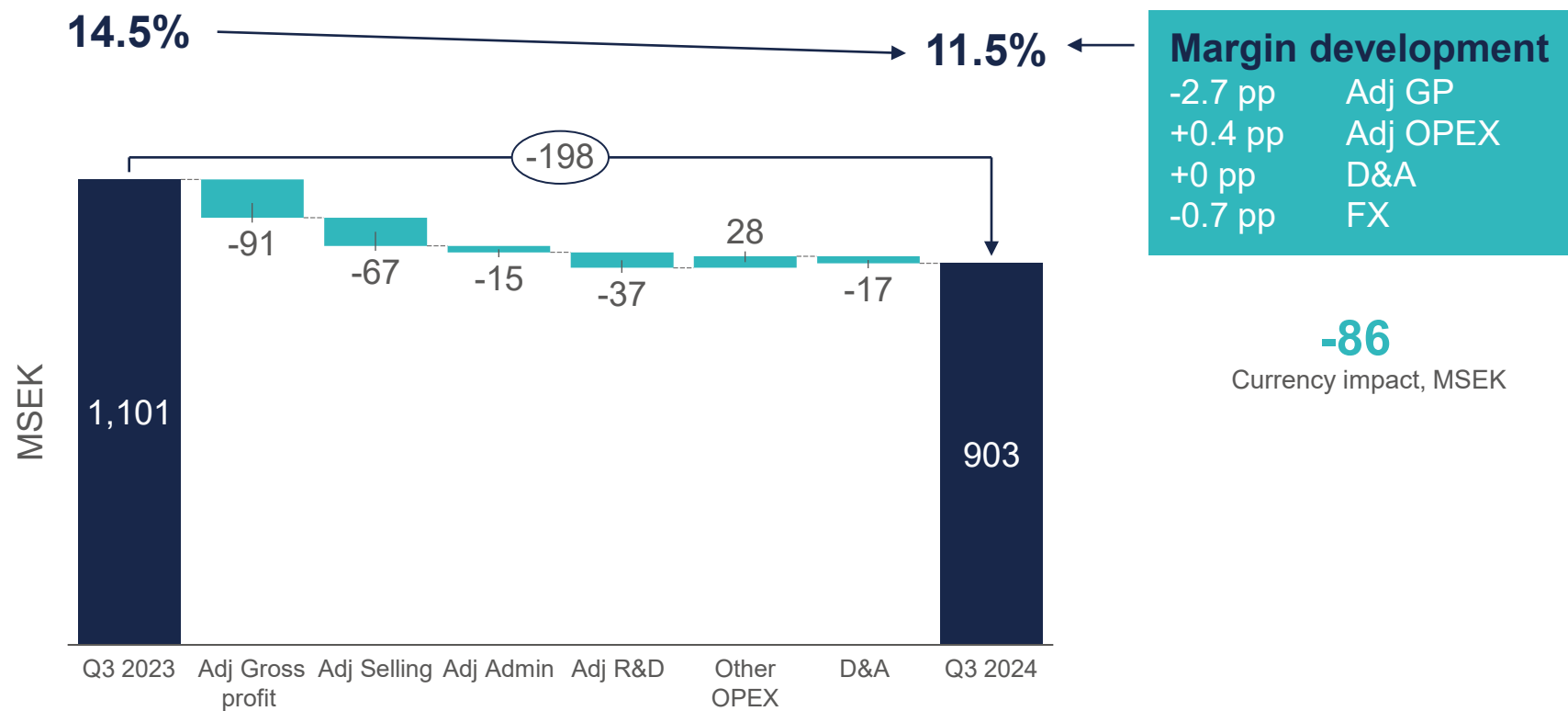
### Gross Margin impact

- Product and Geo mix →
- Cost inflation →
- Price →
- Currency →



# Adj EBITA margin declined versus last year

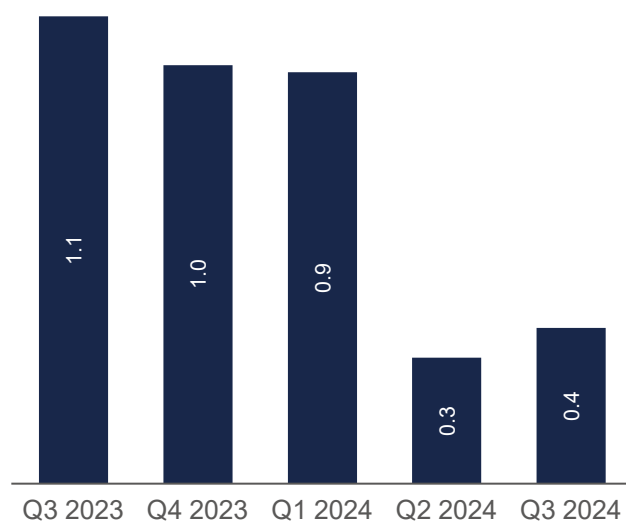
## Adjusted EBITA Bridge Q3 2023 – Q3 2024



# Stable Free Cash Flow and Working Capital days trending down

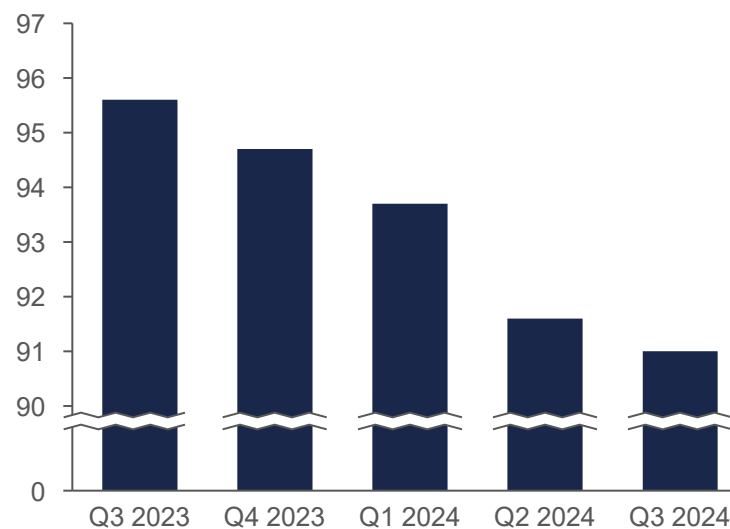
Capital efficiency a priority

Positive Free Cash Flow



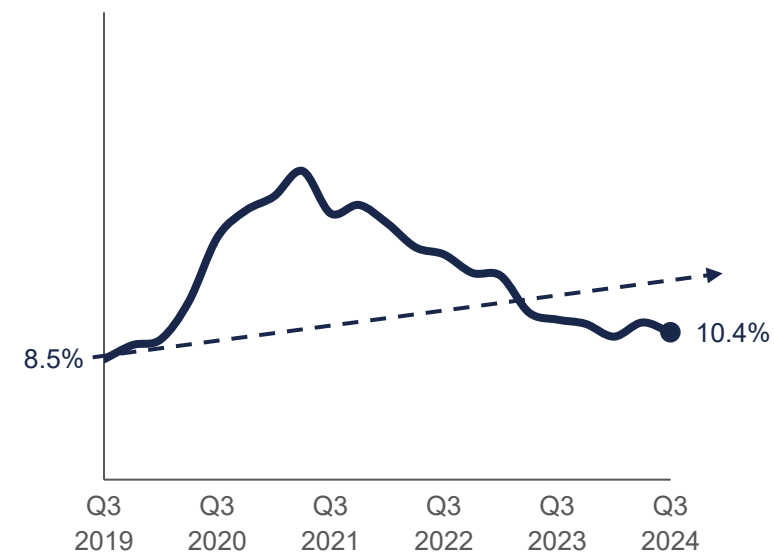
Free Cash Flow, BSEK

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

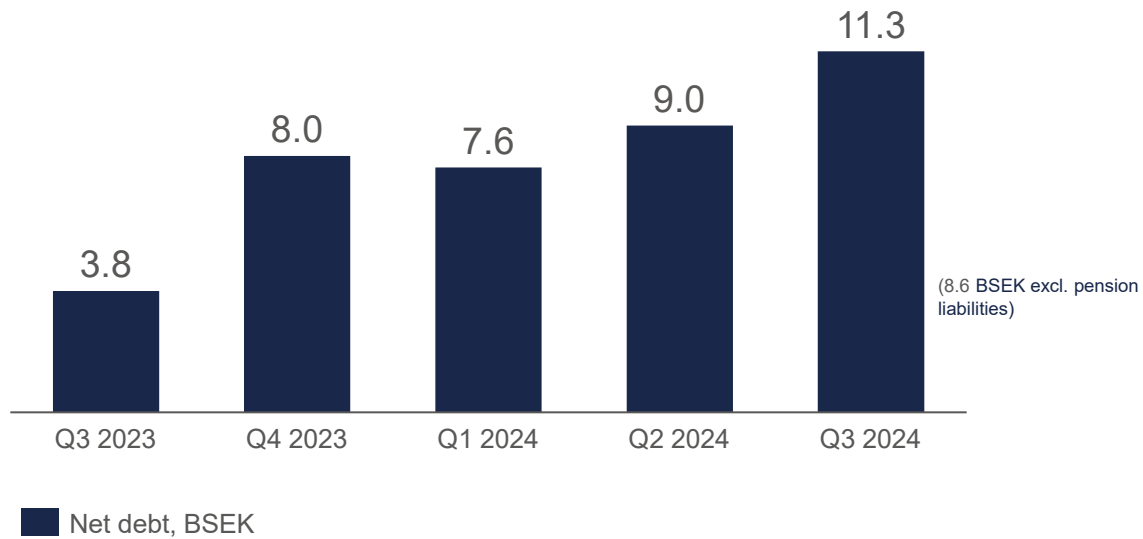
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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

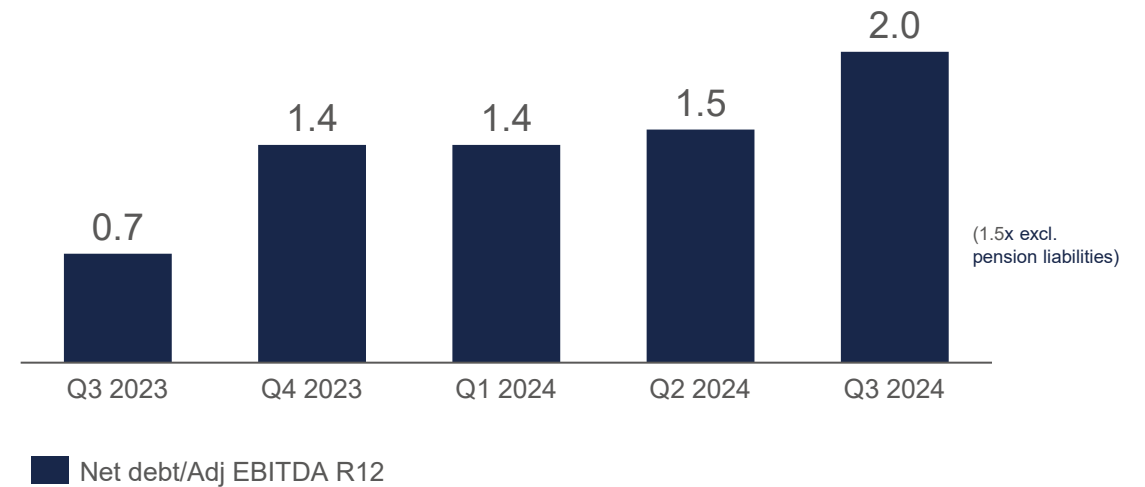
# Solid financial position

Recent acquisitions impacting net debt, but financial position is still strong

Net debt increased due to acquisitions ...



... but leverage is still below 2.5x



# Summary

# Key takeaways

## Summary Q3 2024

- Strong order intake growth and slightly positive net sales growth
- Temporary supply challenges impacting margins
- 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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