

Strong order intake and increased sales contributed to sharp improvement in margins

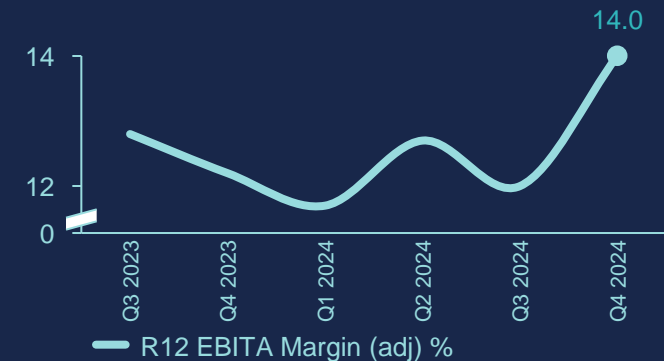
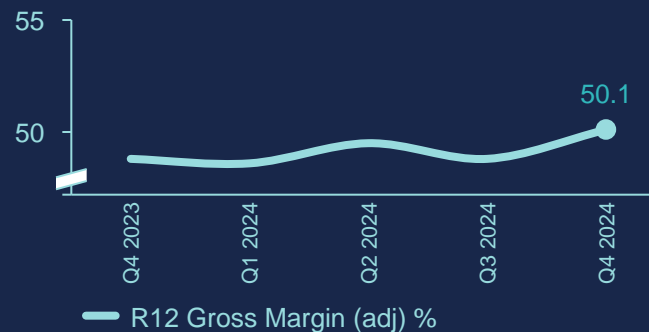
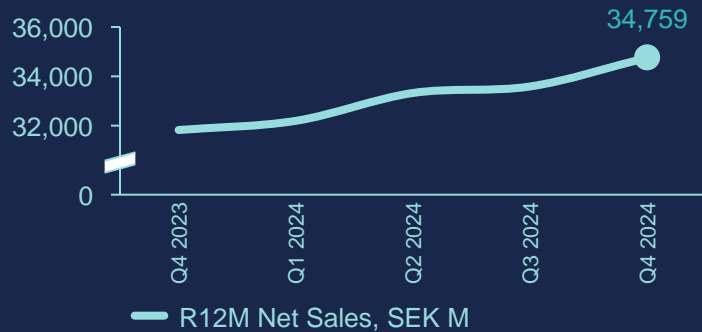
Getinge Q4 2024

Mattias Perjos, CEO
Agneta Palmér, CFO

Key takeaways

Q4 2024

- Order intake grew by 11.0% whereof 7.4% organically and net sales increased by 11.8% whereof 9.2% organically
- Margins positively impacted by price, leverage from volume, product mix and productivity
- The financial position remains solid
- Proposed dividend: 4.60 SEK/Share



Key activities and events

Q4 2024

Sustainability and Quality

- In November, FDA published a letter to Health Care Providers on its website, repeating the information about the voluntary medical device recall and supply concerns related to Getinge's EVH Systems. Actions are being taken as agreed with the FDA.
- Continued progress related to field actions for the Cardiosave balloon pump. Provision of SEK 297 M made in the quarter for the identified activities.

Offering and customers

- Paragonix Technologies received FDA 510(k) clearance for the innovative KidneyVault, designed to protect donor kidneys – the most in-demand organ – during transportation to transplantation.
- After Q4, process initiated with the strategic intention of phasing out the Surgical Perfusion product portfolio during 2025, allowing for more focus on growth in ECLS segment and Transplant Care.



KidneyVault and digital monitoring app

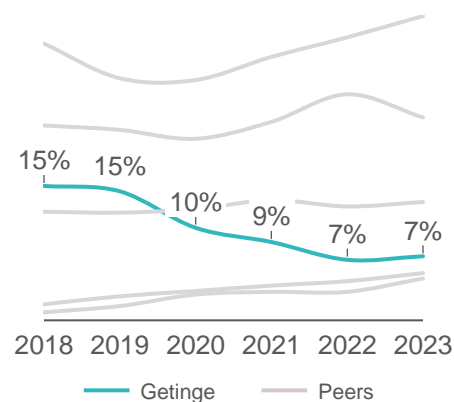
Intention is to phase out the Surgical Perfusion portfolio during 2025

Steadily declining market share*...

...and margins

Exit the Surgical Perfusion category..

..for more profitable growth in ECLS and Transplant Care



Marginally positive

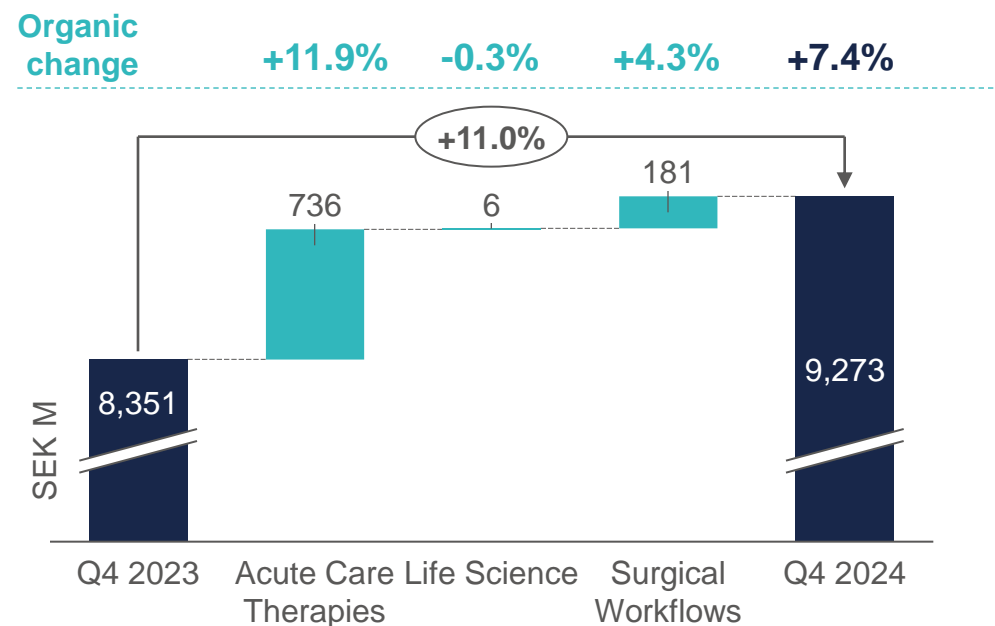
EBITA adj. contribution from 2025

* Market share within Surgical Perfusion, outside of US. Getinge has no market share in US, which is the biggest market for Surgical Perfusion.

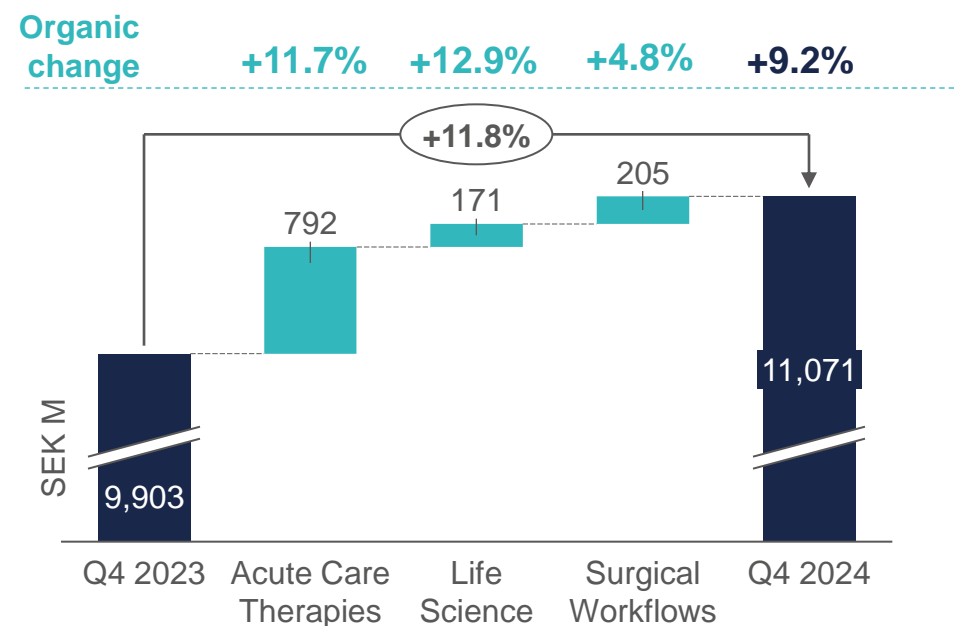
Strong top-line performance in the quarter

Order Intake and Net Sales Bridge Q4 2023 – Q4 2024

Order Intake



Net Sales

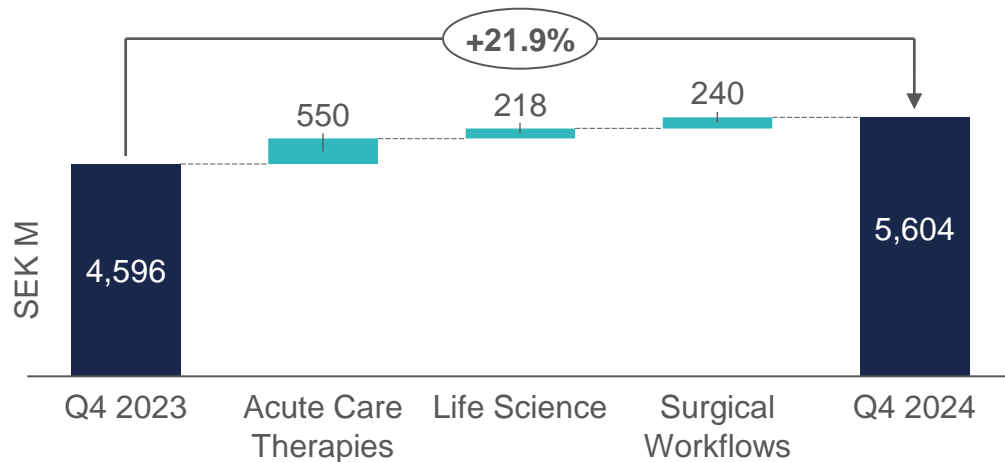


Margins positively impacted by growth

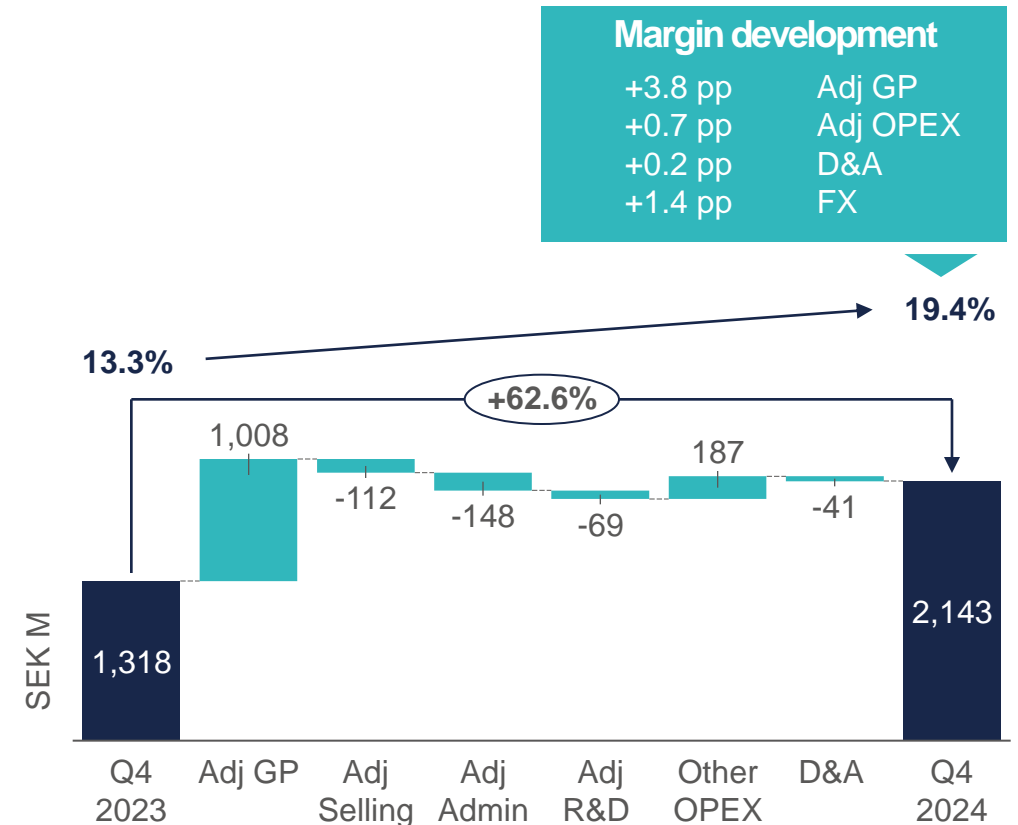
Adjusted Gross Profit and EBITA Bridge Q4 2023 – Q4 2024

Adjusted Gross Profit

Adj GM,% Q4 2024 (Q4 2023)	58.3 (56.5)	41.3 (30.2)	43.5 (39.6)	50.6 (46.4)
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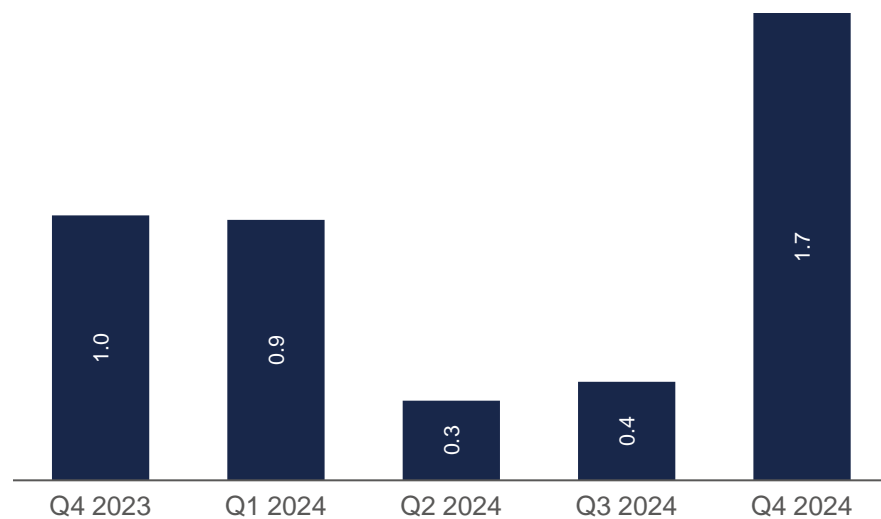
Adjusted EBITA



Strong performance shining through in free cash flow and leverage

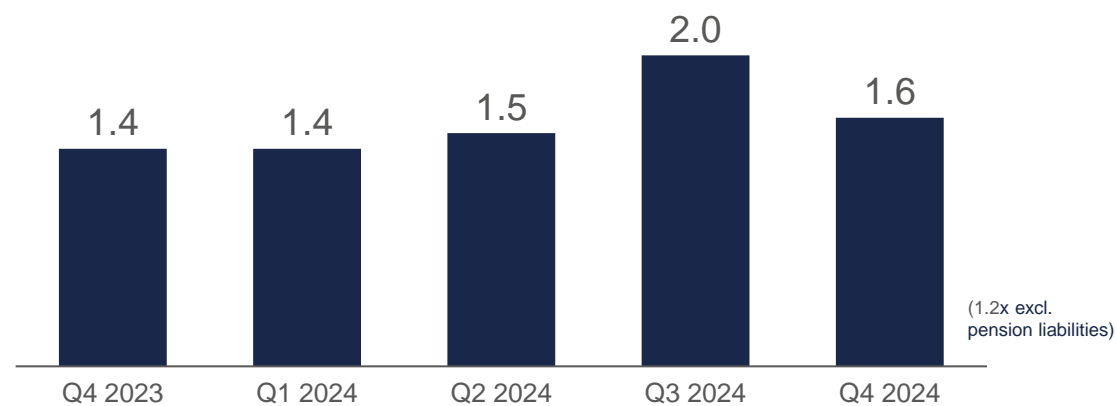
Capital efficiency and financial position

Strong Free Cash Flow



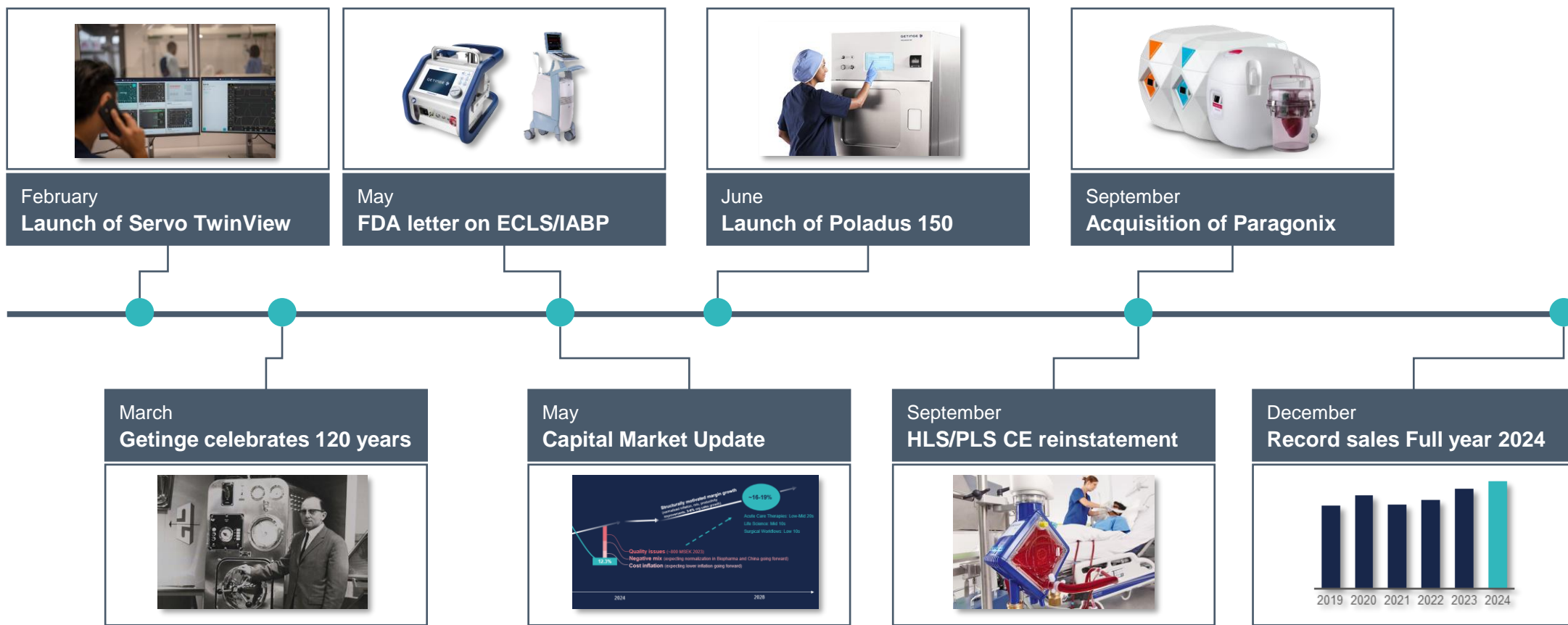
Free Cash Flow, SEK B

... and leverage is still below 2.5x

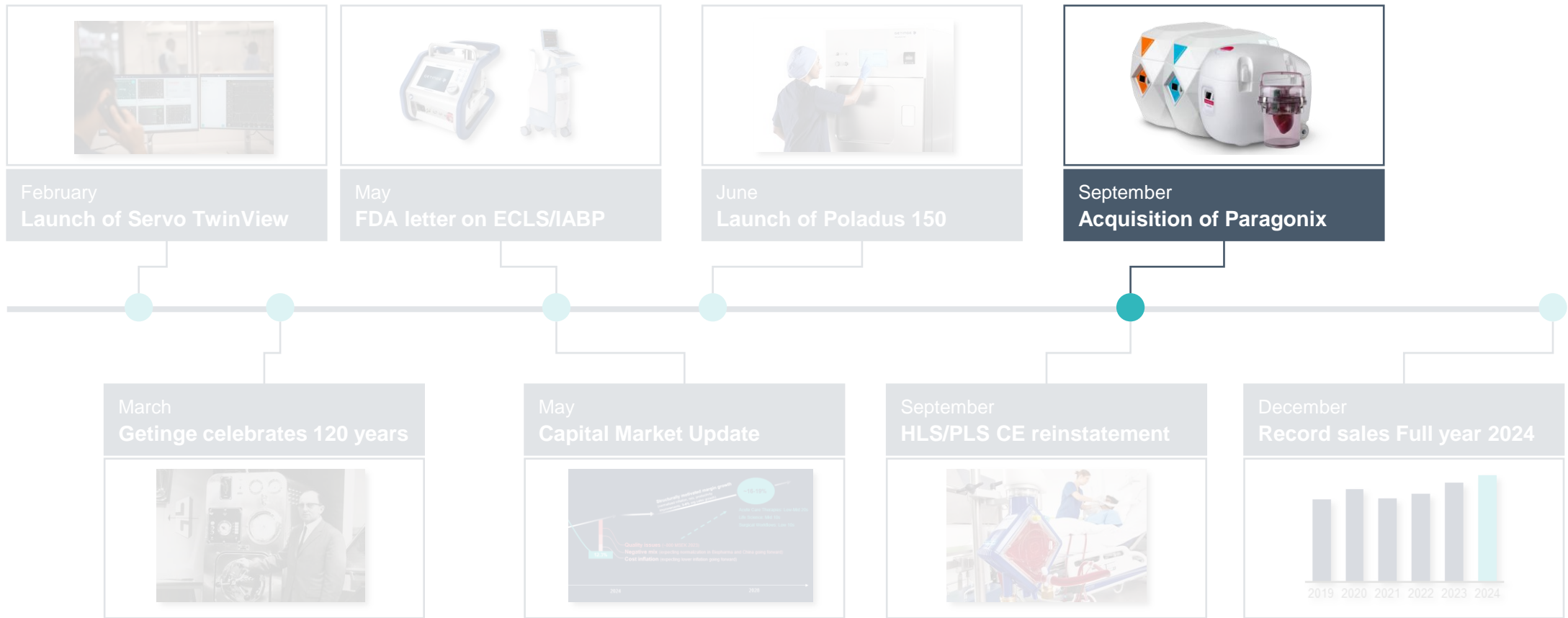


Net debt/Adj EBITDA R12

Some selected key activities during an eventful 2024



Let's delve a bit into Paragonix Technologies...



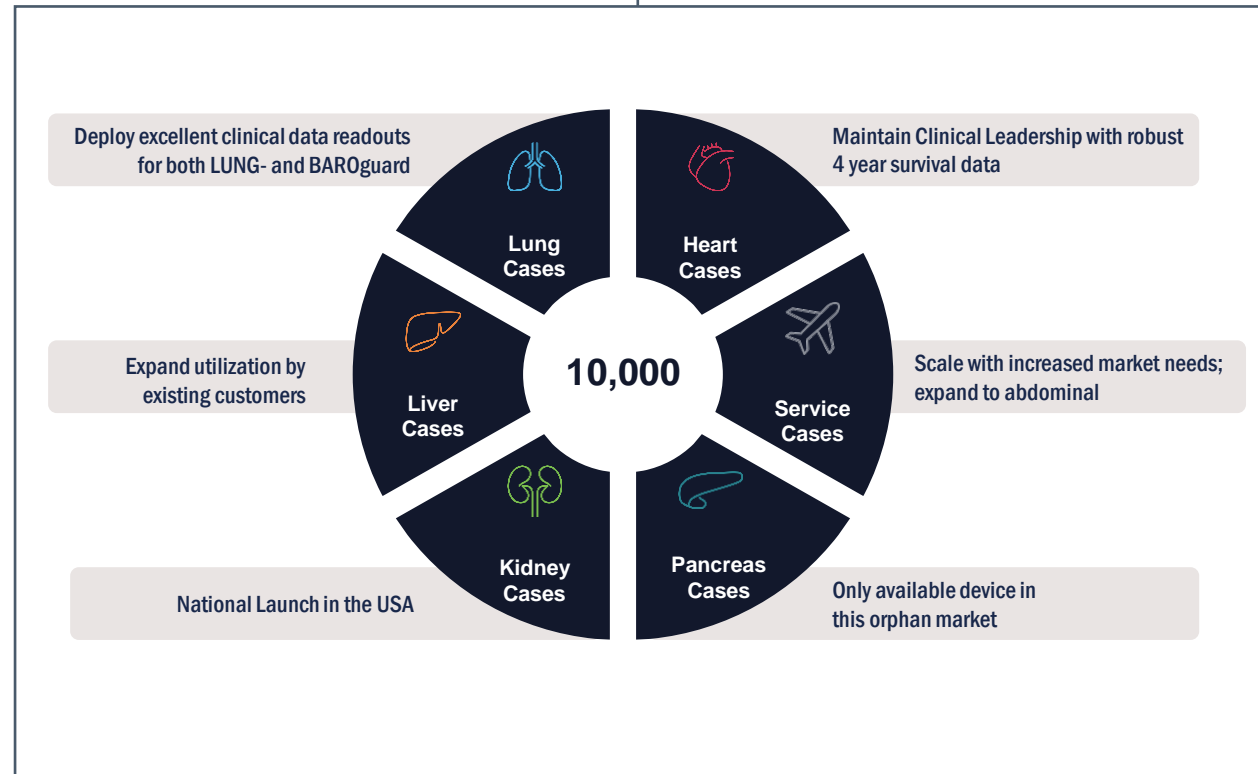
Paragonix is the clear market leader within transplant care

Ambition is to support more than 10 000 transplant patients in 2025

2024



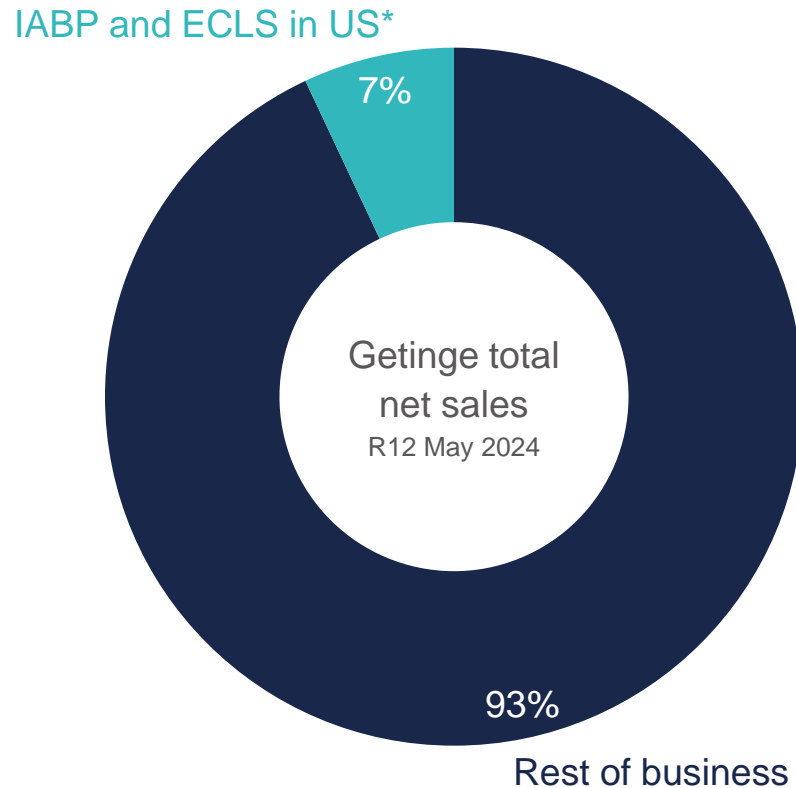
2025



Some reflection and follow-up on the FDA letter in May...



Categories concerned by the FDA letter in May was about 7% of total sales

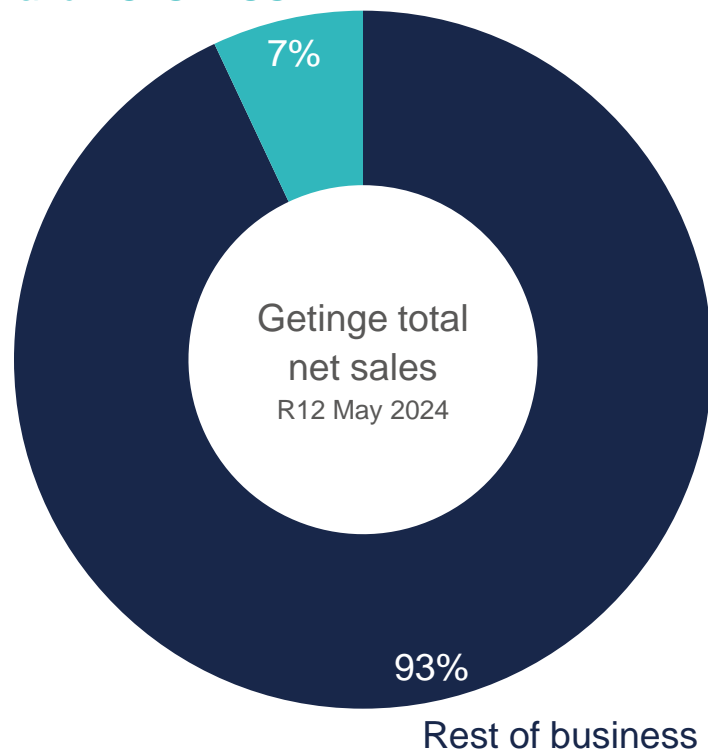


“What has been the impact on sales?”

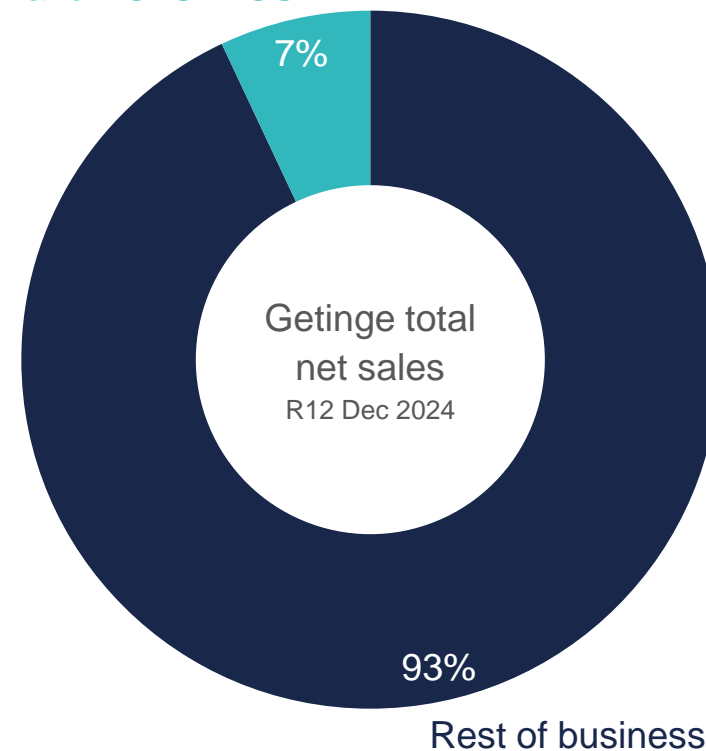
* Hardware and consumables, excluding service

Since May, share of sales have remained on a similar level

IABP and ECLS in US*



IABP and ECLS in US*

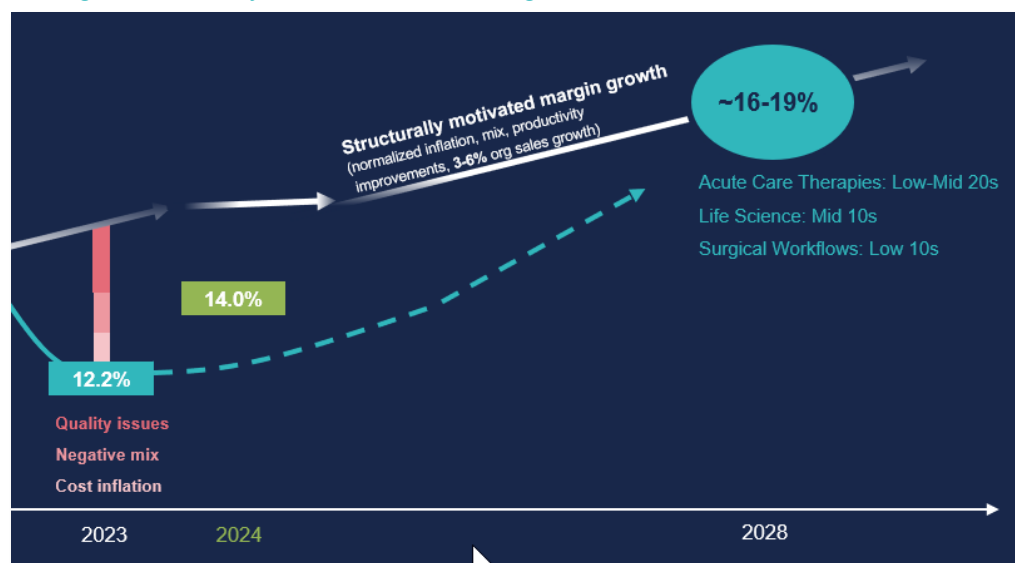


* Hardware and consumables, excluding service

We track well according to plan towards our financial target in 2028

What we shared in Capital Market Update in May 2024...

Getinge's structurally motivated EBITA margin 2024-2028



...and how we are progressing towards normalization

Quality management

According to plan

Mix management

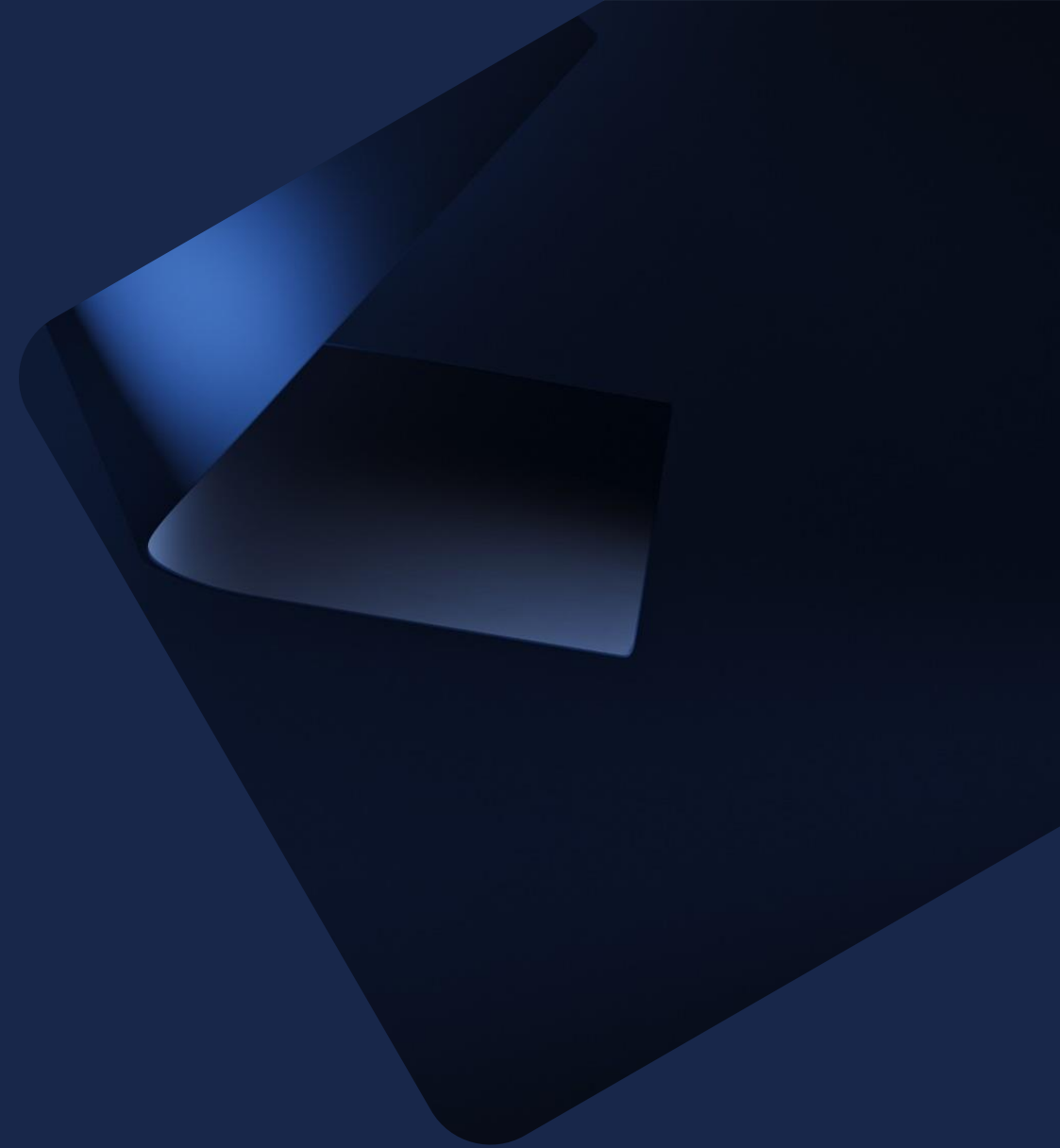
Better than plan

Cost management

According to plan

Outlook 2025

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



Summary

Key takeaways

Summary Q4 and Full year 2024

- Consistently strong performance on both topline and margins in Q4
- Record net sales for full year 2024
- Strengthened Free Cash Flow and solid financial position
- 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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