



Berenberg USA Conference 2018

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GETINGE 

Business overview

Leading positions in well defined segments

Enabling better healthcare to more patients with the same resources

170 BSEK

Addressable market

2-4%

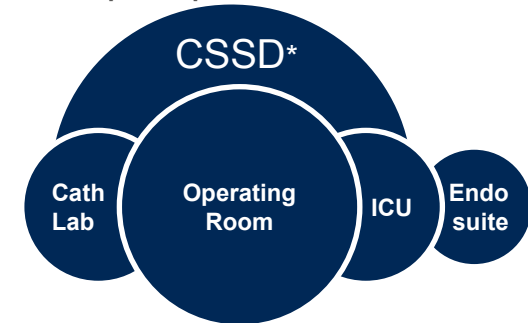
Organic growth in addressable market



90%

Hospitals represent 90 % of sales, 10% goes to Pharma, Lab & Medtech

Hospital products used in



Offering leading therapies, infrastructure and IT-solutions towards hospitals

The value we bring to patients and hospitals

Improving outcomes and reducing length of stay

Improving efficiency and minimizing HAI**



150

Sales in 150 countries



22.5 BSEK

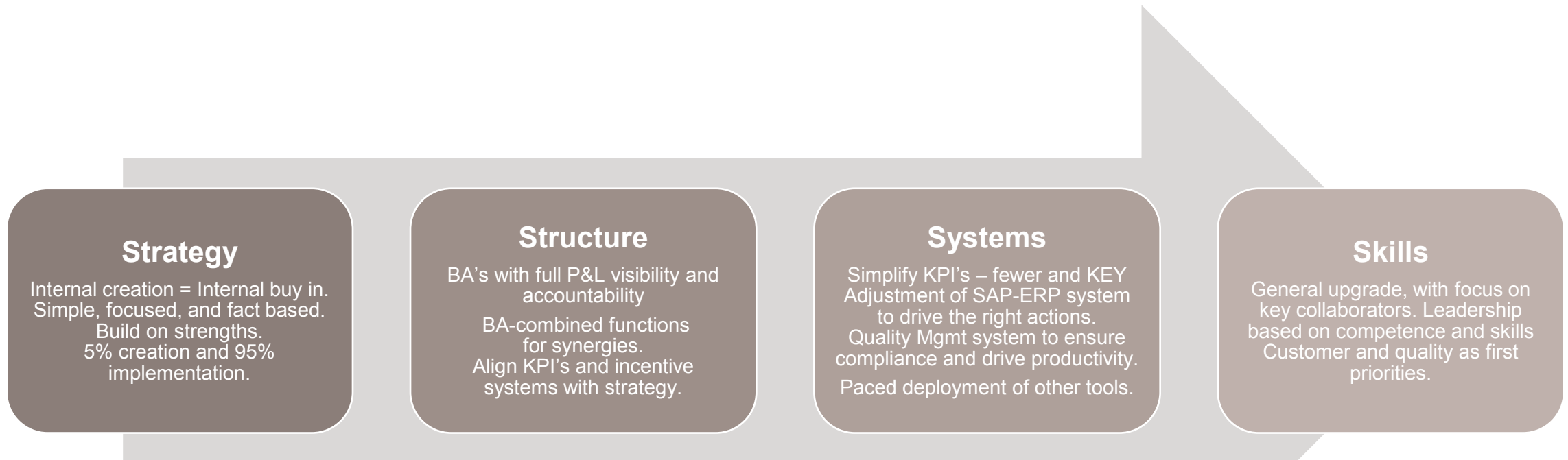
Net sales***

*Central Sterile Supply Department. ** Hospital Acquired Infections *** 2017

Recap of the turnaround

Recap – the building blocks of our turn around

Effective and sustainable change should follow Strategy-Structure-Systems-Skills wave iteration



Strategy

Internal creation = Internal buy in.
Simple, focused, and fact based.
Build on strengths.
5% creation and 95% implementation.

Done



Q2 2017

Structure

BA's with full P&L visibility and accountability
BA-combined functions for synergies.
Align KPI's and incentive systems with strategy.

Done



1st October 2017

Systems

Simplify KPI's – fewer and KEY
Adjustment of SAP-ERP system to drive the right actions.
Quality Mgmt system to ensure compliance and drive productivity.
Paced deployment of other tools.

KPI's: Done



Q4 2017

SAP adjustments: Ongoing



Quality system: Ongoing



Skills

General upgrade, with focus on key collaborators. Leadership based on competence and skills
Customer and quality as first priorities.

Ongoing



(continuous improvement)

Recap - Turn around towards sustainable profitable growth

10+1 Key steps in order of priority (and pace dictated by management bandwidth)

| | | |
|--|-------------------|------------------------------|
| <p>1. Culture (and strategy). Culture more important than strategy long term. Needs to start day 1. Aligned with strategy, which was updated in 2017.</p> | <p>Focus 2017</p> | <p>Continues</p> |
| <p>2. Do not compromise on quality/remediation. License to operate. Functional organization in 2016 disturbed the remediation process.</p> | <p>Focus 2017</p> | <p>Continues</p> |
| <p>3. Speed up spin-off to enable proper turnaround activities. Done 2017, ahead of plan.</p> | <p>Focus 2017</p> | |
| <p>4. Rights Issue to strengthen the balance sheet. Room to move and act on opportunities. Done 2017.</p> | <p>Focus 2017</p> | |
| <p>5. Re-ignite organic growth. Other challenges are easier to deal with when growing. Positive momentum helps positive culture shaping.</p> | <p>Focus 2017</p> | <p>Continues</p> |
| <p>6. Build a global Quality Mgmt System in parallel with remediation. Will enhance efficiency and ensure compliance. Build up 2018. Full implementation will take longer.</p> | | <p>Focus 2018</p> |
| <p>7. High ethical standards. Needed swift action in 2017. Finished in 2018.</p> | | <p>Focus 2018</p> |
| <p>8. Innovation and portfolio management. Part of strategy update. Pruning and selective allocation started. High activity 2018 and then continuous improvement.</p> | | <p>Focus 2018</p> |
| <p>9. Simplify the supply chain. Over-complicated setup, which was discontinued in 2017. Still suffering from some of the errors in the setup. Improvement journey starting 2018.</p> | | <p>Focus 2018</p> |
| <p>10. Factory efficiency and foot print structure. Foot print analysis done. Lean program structure decided, implementation 2018 and onwards.</p> | | <p>Focus 2018</p> |
| <p>11 Other activities to strengthen the company and the offering, such as scouting for bolt on M&A's, partnerships etc</p> | | <p>From 2018 and onwards</p> |

Q1 2018 in brief

Strong growth – both in orders and net sales

Takeaways from Q1 2018

- Order intake increased by 3.1% organically
- Net sales increased by 5.4% organically
- Adjusted EBITA amounted to SEK 301 M (485)
- Adjusted EBITA impacted by SEK -125 M in currency effects
- Adjusted earnings per share amounted to SEK 0.46 (1.02)

3.1%

Organic growth in order intake

5.4%

Organic growth in net sales

Key activities

In the 1st quarter 2018

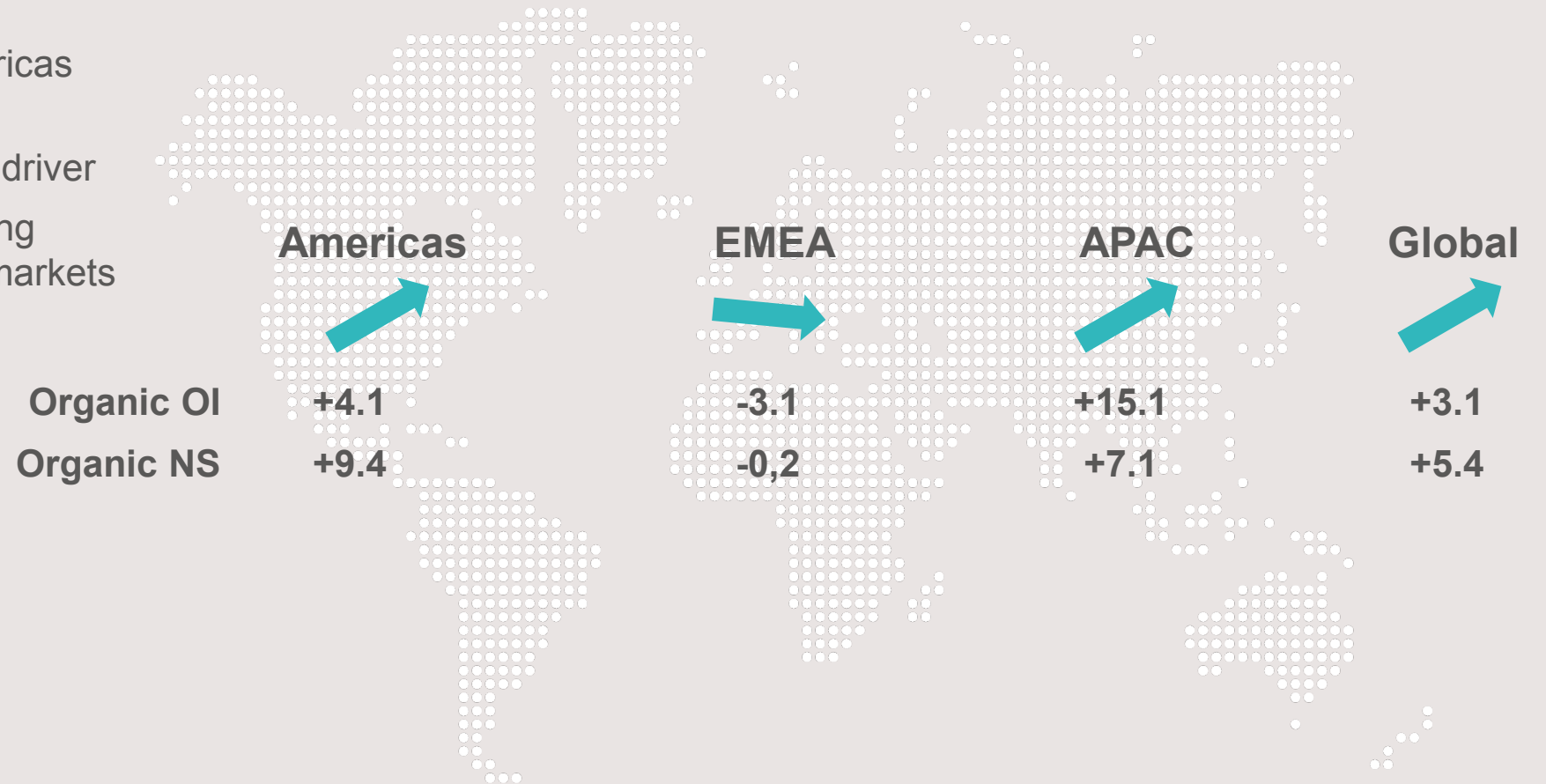
- Sales and customer oriented approach
- FDA-remediation continues
- Provision of SEK 350 M related to ongoing investigations in Brazil
- Updates and launches in products, services and solutions
- Paul Marcun was appointed President of the Surgical Workflows business area and will take office not later than 1 July, 2018
- Life Science is reported as a new business area as of January 1, 2018



Market development

Positive momentum in emerging markets

- Growth momentum in Americas and APAC
- Emerging markets is a key driver
- Customers' budget tightening affects demand in mature markets



Financial development

Underlying development

Negative impact from currency and higher OPEX

- Currency impact SEK -200 M on Net sales and SEK -178 M on Gross profit
- Gross margin in line with Q1 2017 when adjusting for currency
- Higher OPEX compared to previous year, mainly related to R&D, Selling, Quality and currency
- SEK -125 M currency impact on EBITA adj.

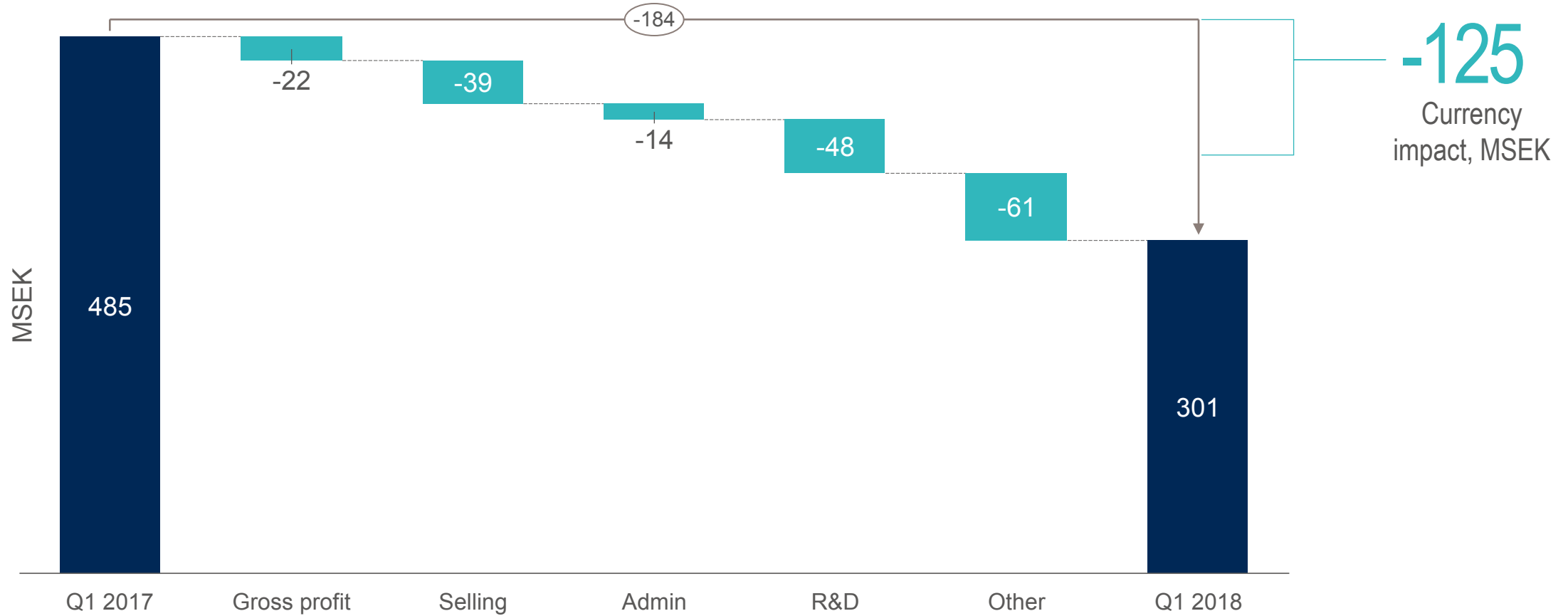
(You can find this table on page 3 in the Interim Report)

| SEK M | Jan-Mar 2018 | Jan-Mar 2017 | Jan-Dec 2017 |
|--|-----------------|-----------------|-----------------|
| Net sales | 4,868 | 4,811 | 22,495 |
| Adjusted gross profit | 2,588 | 2,610 | 11,652 |
| Margin, % | 53.2 | 54.3 | 51.8 |
| Adjusted operating expenses | -1,997 | -1,835 | -7,367 |
| Adjusted EBITDA | 591 | 775 | 4,285 |
| Margin, % | 12.1 | 16.1 | 19.0 |
| Depreciation, amortization and write-downs of tangible and intangible assets ¹⁾ | -290 | -290 | -1,177 |
| Adjusted EBITA | 301 | 485 | 3,108 |
| Margin, % | 6.2 | 10.1 | 13.8 |
| A Amortization and write-downs of acquired intangible assets ¹⁾ | -111 | -155 | -586 |
| Adjusted EBIT | 190 | 330 | 2,522 |
| Margin, % | 3.9 | 6.9 | 11.2 |
| B Acquisition and restructuring costs | -1 | -28 | -763 |
| C Other items affecting comparability ²⁾ | -350 | - | -266 |
| Operating profit/loss (EBIT) | -161 | 302 | 1,493 |
| Net financial items | -121 | -143 | -560 |
| Profit/loss before tax | -282 | 159 | 933 |
| Adjusted profit before tax (adjusted for A, B and C) | 180 | 342 | 2,548 |
| Margin, % | 3.7 | 7.1 | 11.3 |
| Taxes | -19 | -42 | 184 |
| D Adjustment of tax ²⁾ | -30 | -50 | -738 |
| Adjusted net profit for the period (adjusted for A, B, C and D) | 131 | 250 | 1,994 |
| Margin, % | 2.7 | 5.2 | 8.9 |
| Of which attributable to the parent company's shareholders | 125 | 246 | 1,973 |
| Number of shares, thousands | 272,370 | 241,780 | 250,720 |
| Adjusted earnings per share, SEK (adjusted for A, B, C and D) | 0.46 | 1.02 | 7.87 |

1) Excluding items affecting comparability (see Note 3 for depreciation, amortization and write-downs). 2) See Note 5.

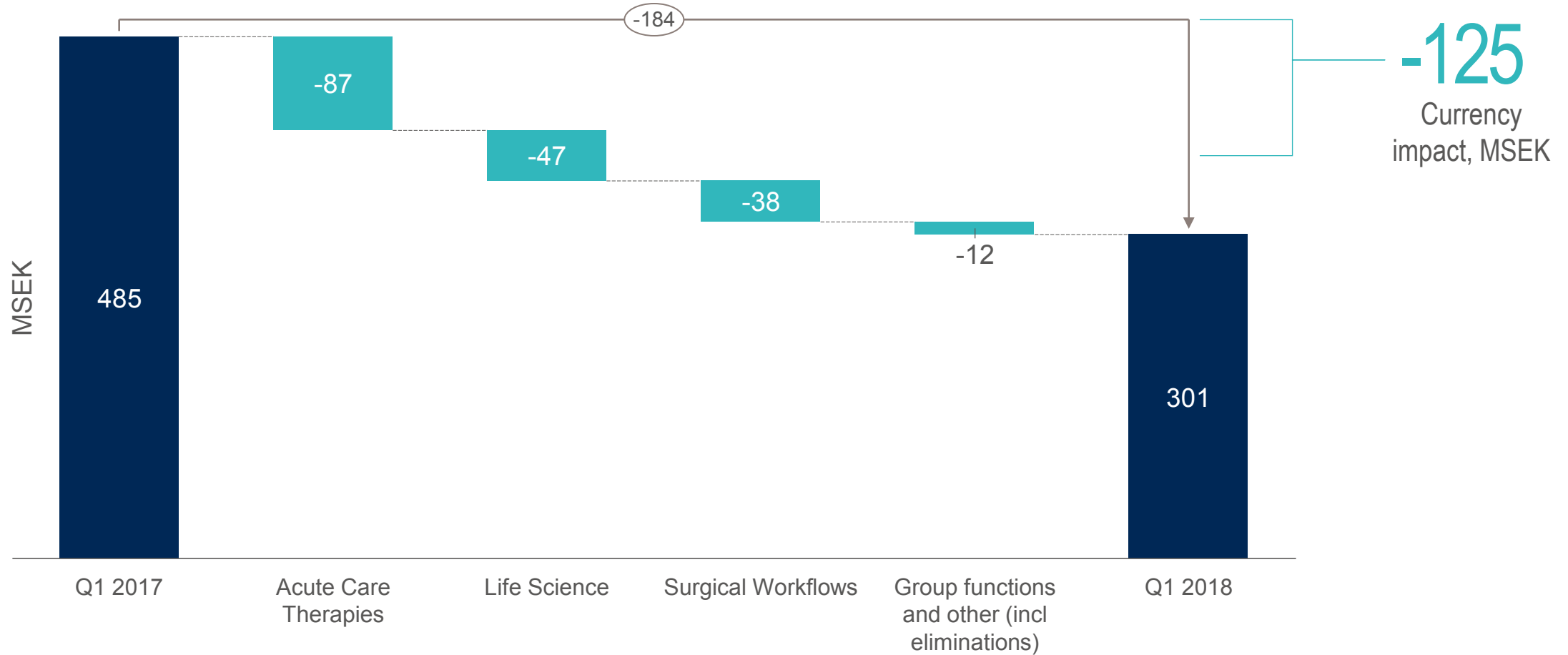
Adjusted EBITA

Bridge Q1 2017 – Q1 2018



Adjusted EBITA

Bridge Q1 2017 – Q1 2018



Summary

Q&A

Thank you

Appendix – Business Information

Acute Care Therapies

Business Area

Product segments

- Critical Care
- Cardiopulmonary
- Cardiac Systems
- Vascular Interventions

Net Sales 2017

- SEK 12.2 billion
- 54 % of Getinge sales

Our position

- Leading global position.
- Top 3 within Cardiac Assist, Cardiac Surgery and Vascular interventions.

Main competitors

- Medtronic
- Hamilton
- Gore
- Terumo



Surgical Workflows

Business Area

Product segments

- Surgical Workplaces
- Infection Control
- Integrated Workflow solutions

Our position

- Among the global leaders in all product segments

Net Sales 2017

- SEK 8.3 billion
- 37 % of Getinge sales

Main competitors

- Steris
- Stryker
- HillRom/Trumpf



Life Science

Business Area

Product segments

- Research
(Biomedical & Lab)
- Production
(BioPharma & Medical Device)

Our position

- Among the global leaders in all product segments

Net Sales 2017

- SEK 1,9 billion
- 9 % of Getinge sales

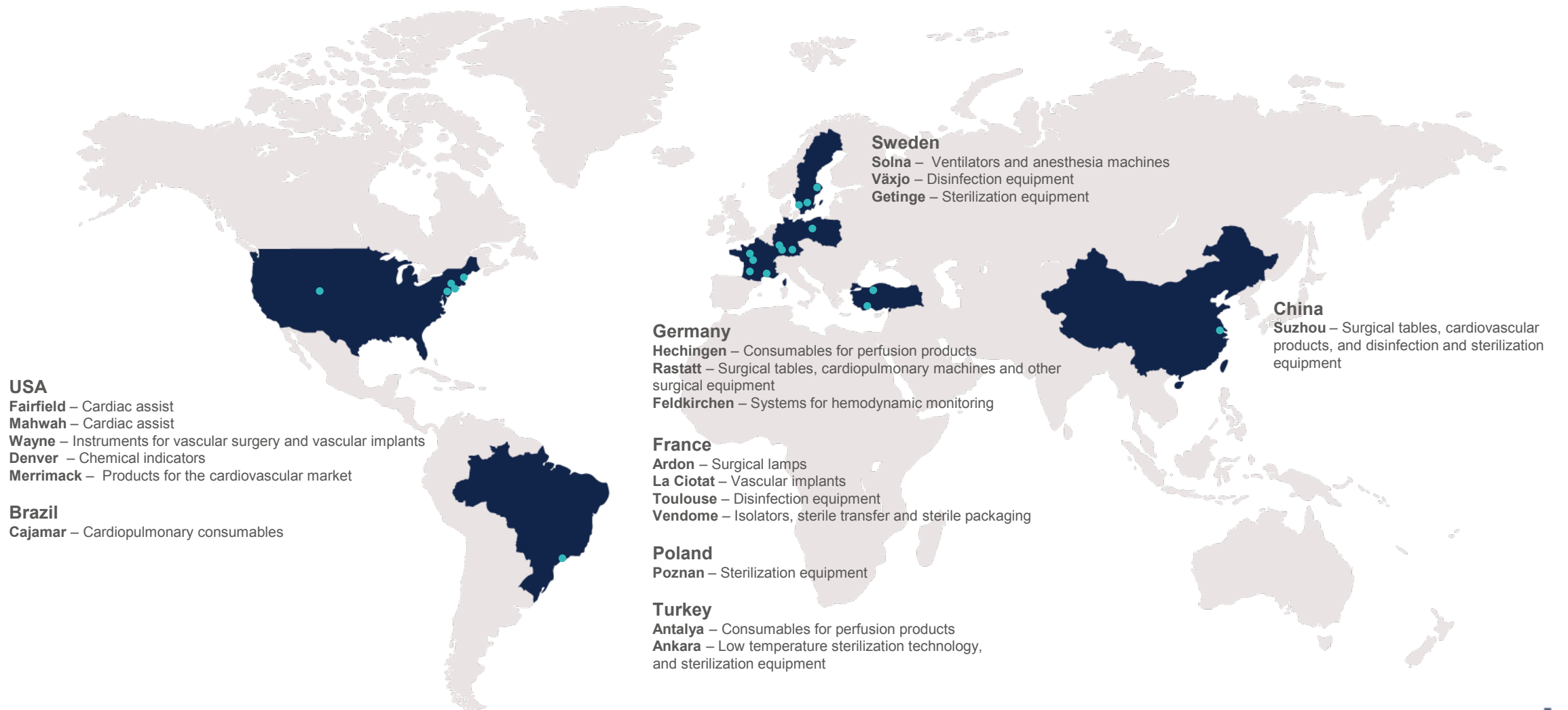
Main competitors

- Steris
- Belimed
- Miele/Steelco

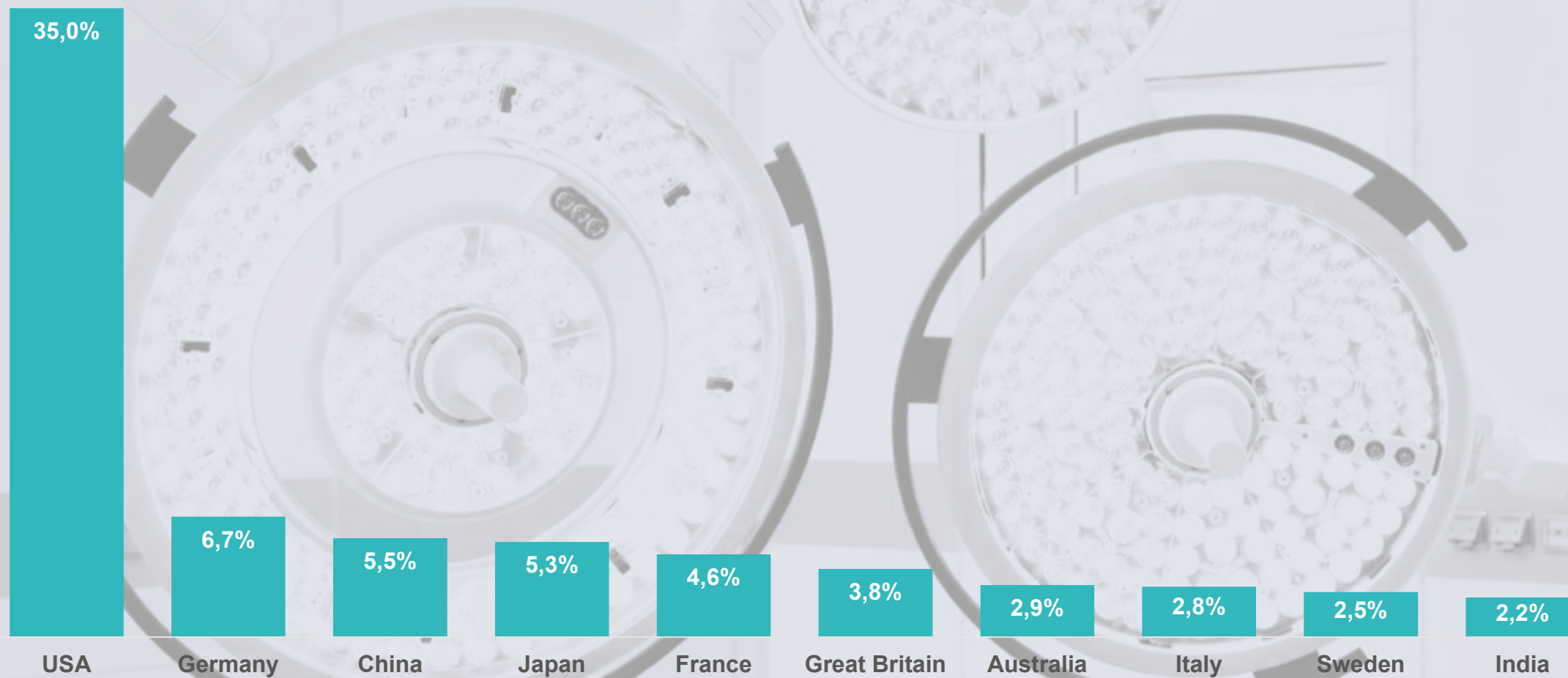


Production

20 production units in 8 countries



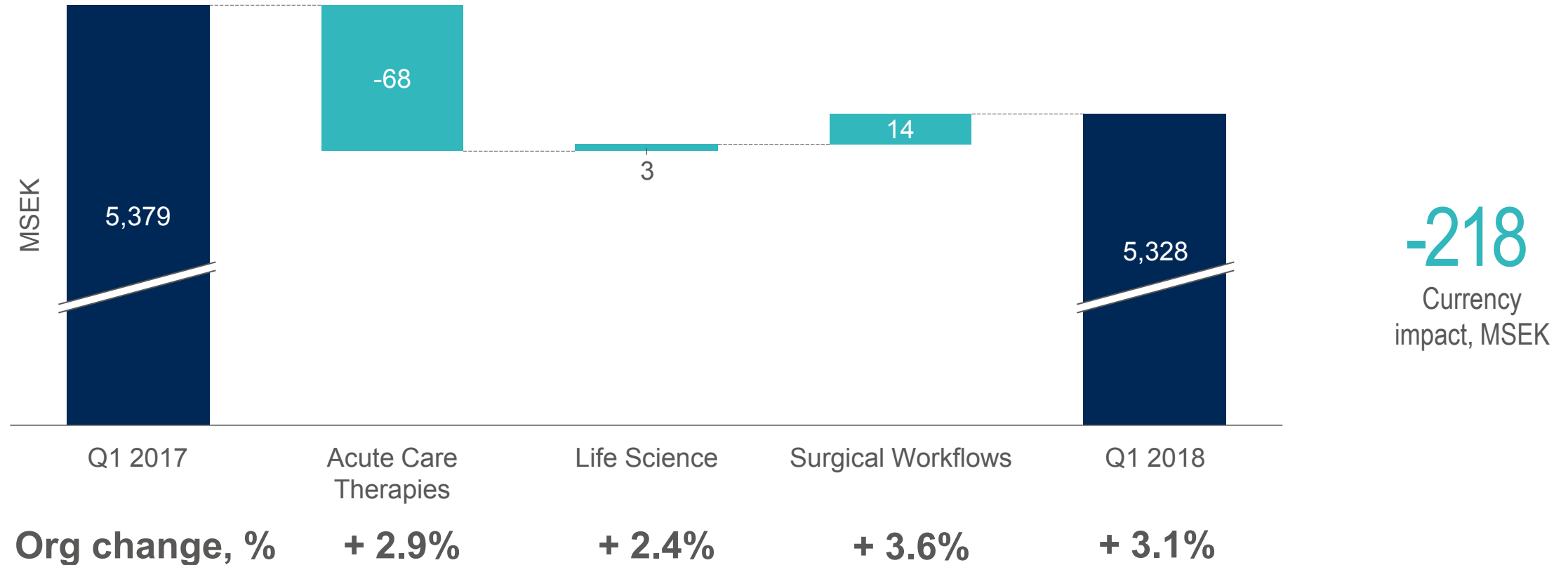
Our ten largest markets



Appendix – Financial Information Q1

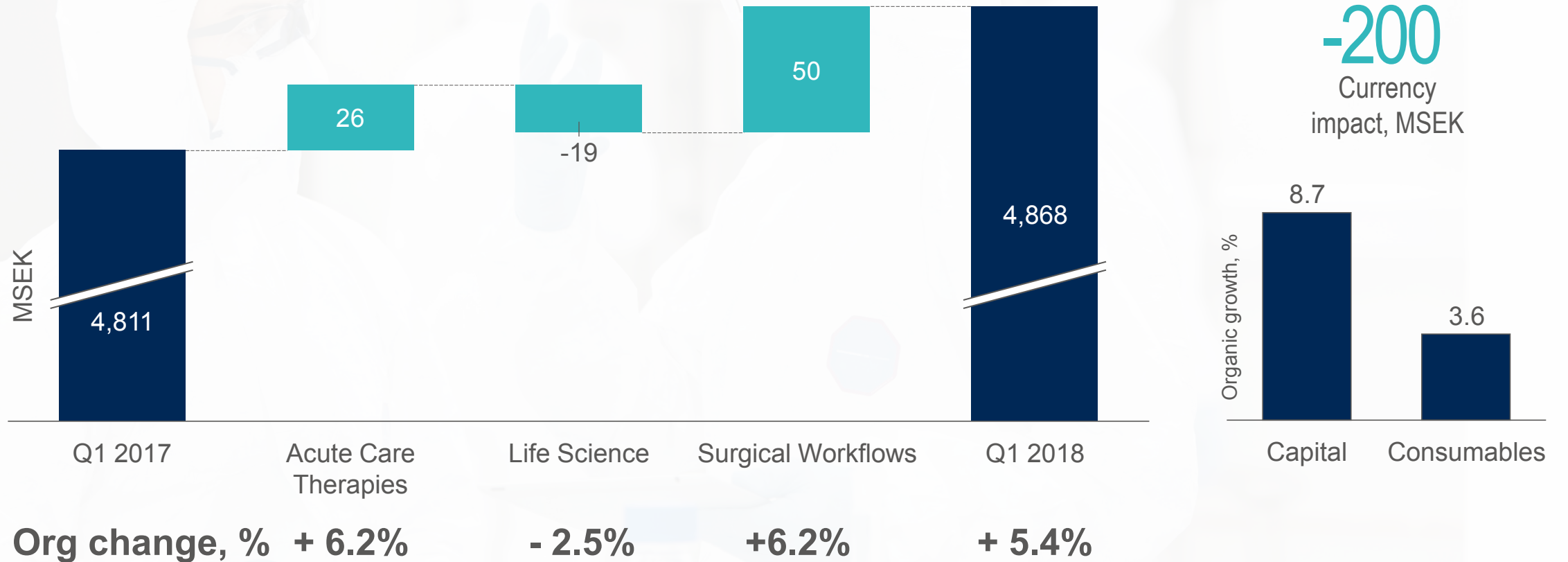
Contribution in order intake Q1 2018

Organic growth in all Business Areas



Contribution in net sales Q1 2018

Strong organic growth in both Acute Care Therapies and Surgical Workflows



Margin development in Business areas

Decreasing margins mainly due to higher OPEX and currency effects

- **Acute Care Therapies**
Negative impact from currency and higher R&D and Quality expenses
- **Life Science**
Higher selling and administrative expenses and currency effects
- **Surgical Workflows**
Lower gross margin, higher cost within the sales organization and currency effects

Adjusted EBITA

| SEK M | Jan-Mar 2018 | Jan-Mar 2017 | Jan-Dec 2017 |
|--|--------------|--------------|--------------|
| Acute Care Therapies | 470 | 557 | 2,500 |
| <i>Margin, %</i> | 16.5 | 19.7 | 20.5 |
| Life Science | 57 | 104 | 369 |
| <i>Margin, %</i> | 12.9 | 22.6 | 19.0 |
| Surgical Workflows | -165 | -127 | 445 |
| <i>Margin, %</i> | -10.5 | -8.3 | 5.3 |
| Group functions and other (incl. eliminations) | -61 | -49 | -206 |
| Total | 301 | 485 | 3,108 |
| <i>Margin, %</i> | 6.2 | 10.1 | 13.8 |

Financial Position

Solid position but impacted by lower earnings in Q1

- Impacted by lower earnings
- Working Capital decreased due to lower accounts receivables
- Currency effects explains the change in net debt during the quarter

| SEK M | Jan-Mar 2018 | Jan-Mar 2017 | Jan-Dec 2017 |
|--|-----------------|-----------------|-----------------|
| Cash flow before changes in working capital | 272 | 794 | 3,653 |
| Changes in working capital | 26 | 74 | -890 |
| Net investments in non-current assets | -299 | -366 | -1,633 |
| Cash flow after Net investments | -1 | 502 | 1,130 |
| Net interest-bearing debt at end of the period | 13,079 | 22,743 | 12,792 |
| <i>In relation to adjusted EBITDA R12M, multiple</i> | 3.2 | N/A | 3.0 |

Outlook 2018

Earlier outlook within brackets

- Organic sales growth is expected to be slightly positive in 2018
- Currency transaction effects FY 2018 are expected to have a negative impact of approximately SEK -150 M (-100) on EBIT



Forward looking information

This document contains forward-looking information based on the current expectations of the Getinge Group'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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PASSION FOR LIFE