

Strong order book but facing supply chain challenges

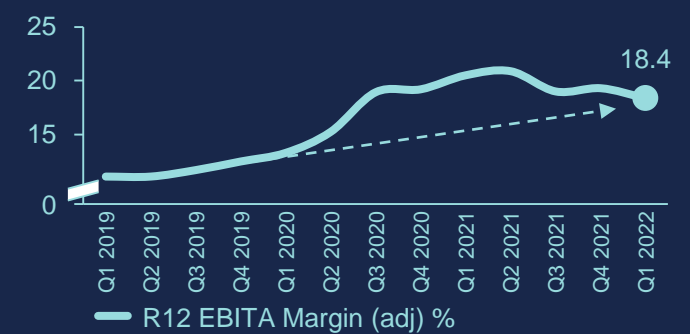
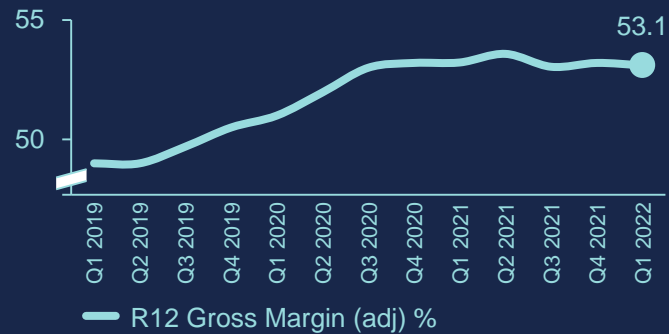
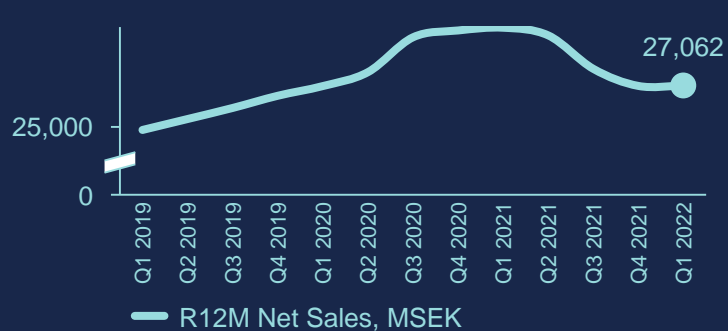
Getinge Q1 2022

Mattias Perjos, CEO
Lars Sandström, CFO

Key takeaways

Q1 2022

- Order intake and net sales impacted by challenging comps in ventilators
- Order book up 21% vs Q1 2021 (adj for FX)
- Net sales impacted by supply chain issues
- Margins impacted by volume, mix and supply chain challenges
- Free Cash Flow strengthened the financial position further



Key activities and events

Q1 2022

Offering and customers

- Aquadis 56 – attractive offering for Ambulatory Care
- IN2 – modular room solutions for OR, ICU and CSSD
- Awarded a contract for anesthesia machines from Premier Inc, a leading US health care company

DPTE®-BetaBag capacity increase

- First deliveries took place from Merrimack, US, in the quarter
- Production volumes expected to increase gradually throughout the year

Russian invasion and supply chain challenges

- Limited exposure to Russia
- Supply challenges impacting negatively

Sustainability improvements

- Life Science production sites are CO₂ neutral since Jan 2022
- Getinge's Anesthesia Automatic Gas Control shows 58% reduction in anesthetic wastage according to Journal of Clinical Monitoring and Computing

Order intake and net sales impacted by challenging comps in ventilators

Supply chain challenges delaying net sales of approx. 300 MSEK

Global

Organic Order Growth

-4.4%

Organic Net Sales Growth

-6.4%

Americas

-2.6%

-4.6%

EMEA

-9.5%

-11.6%

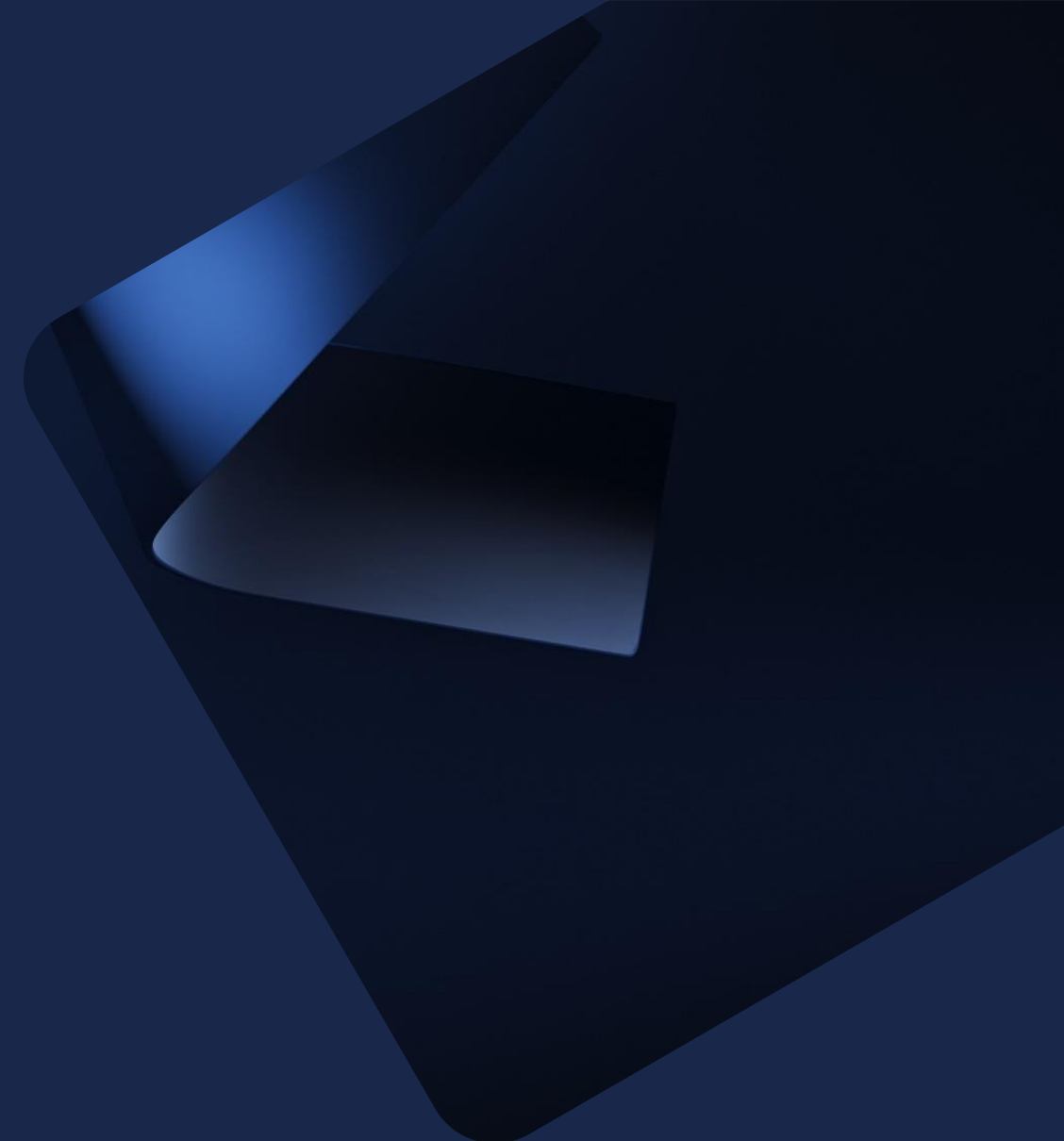
APAC

+1.1%

-0.3%

Outlook 2022

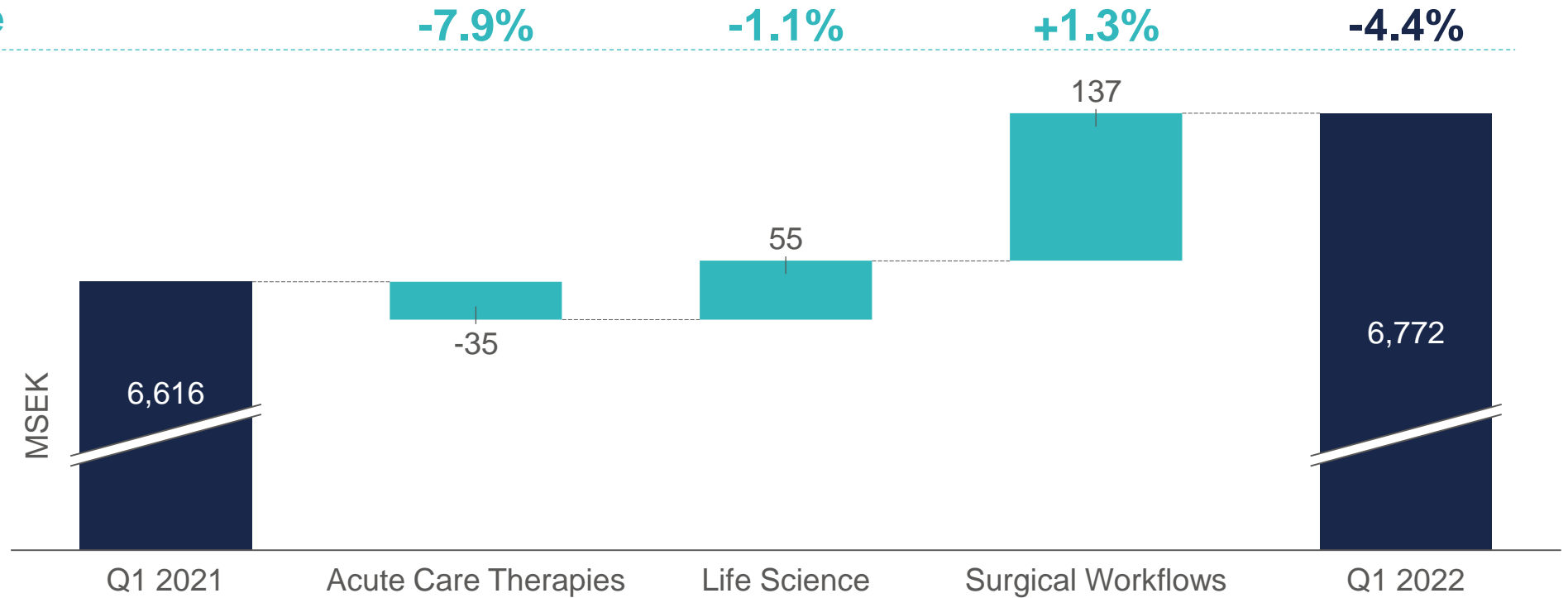
Organic net sales growth is expected to be in the upper end of 4-6% for the full year



Tough comps in ventilators but order book 21% larger Y-o-Y (adj for FX)

Order Intake Bridge Q1 2021 – Q1 2022

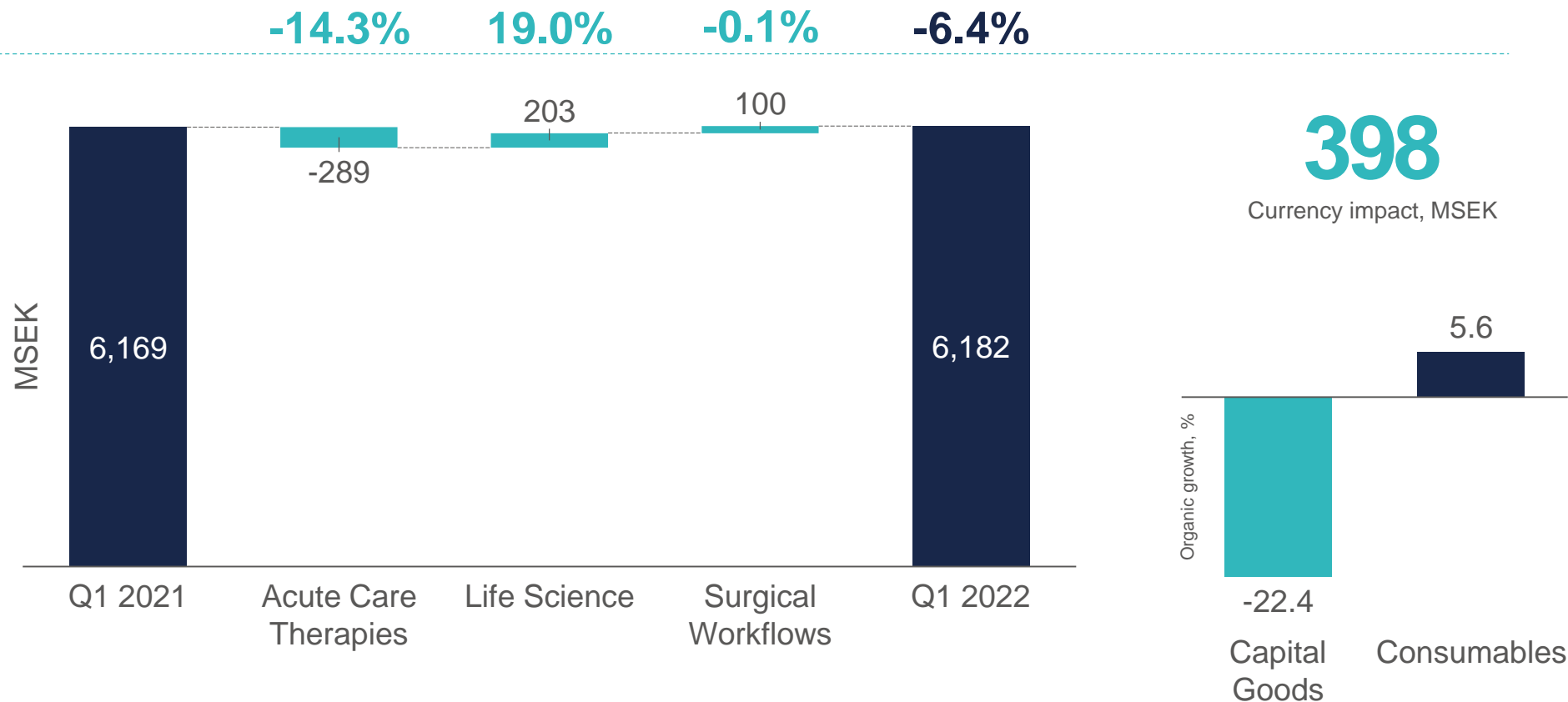
Organic change



Challenging comps in Acute Care Therapies and delays due to supply

Net Sales Bridge Q1 2021 – Q1 2022

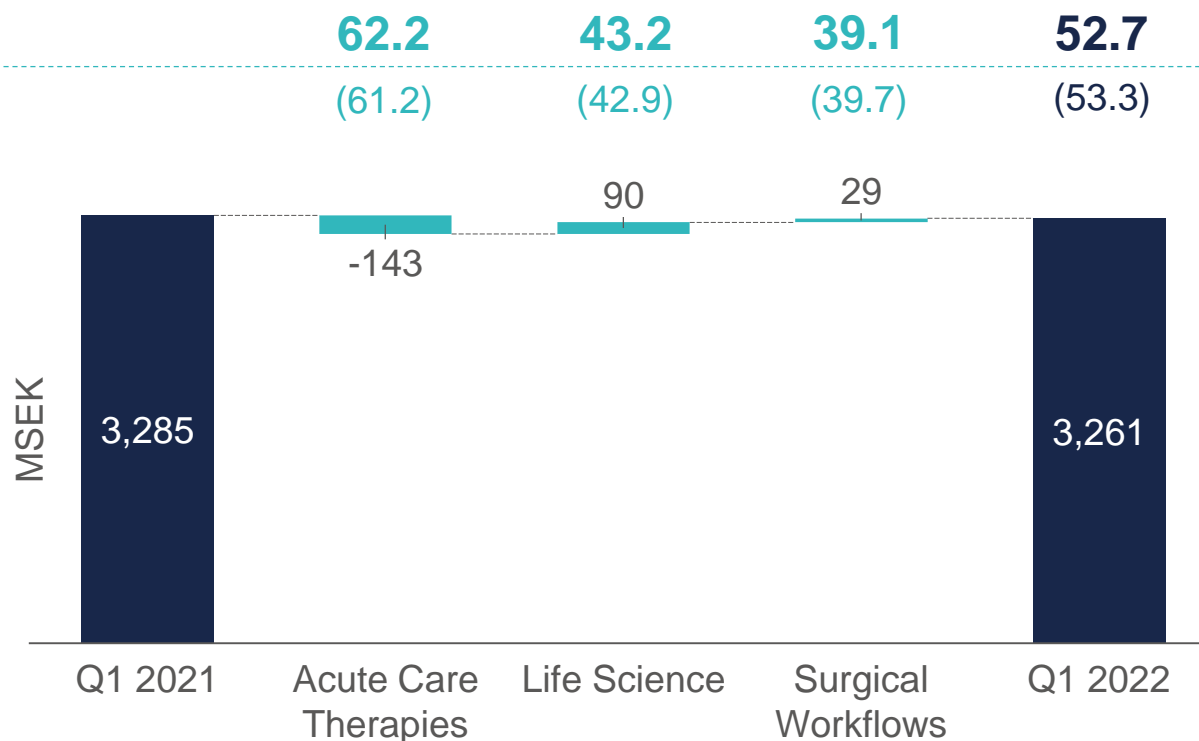
Organic change



Volume and mix effects impacting gross margin in the quarter

Adjusted Gross Profit Bridge Q1 2021 – Q1 2022

Adj GM,%
Q1 2022
(Q1 2021)



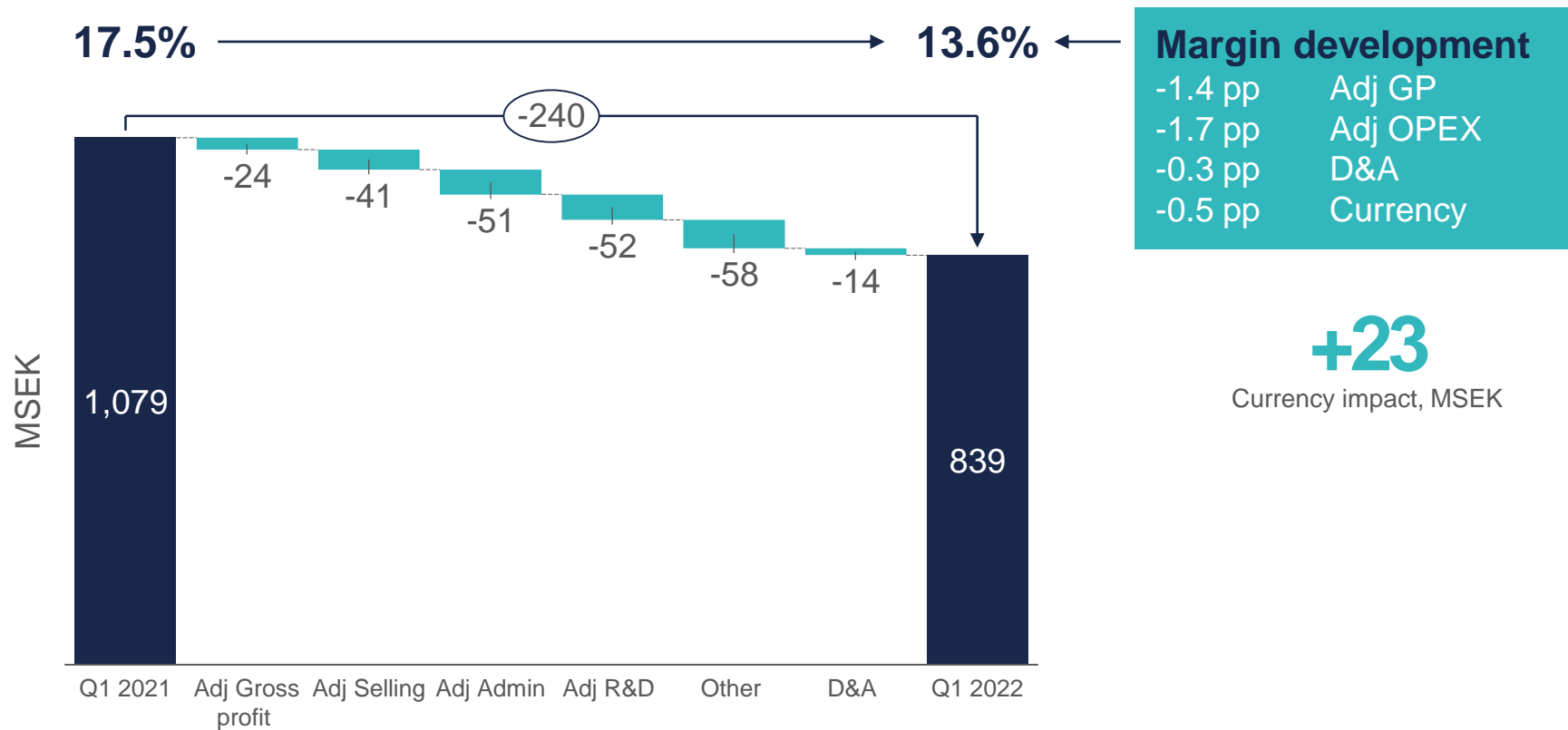
Gross Margin impact

- Volume →
- Business Area mix →
- Factory absorption →
- Supply chain issues →
- Currency →

Financial development

Adj EBITA margin impacted by volume and mix

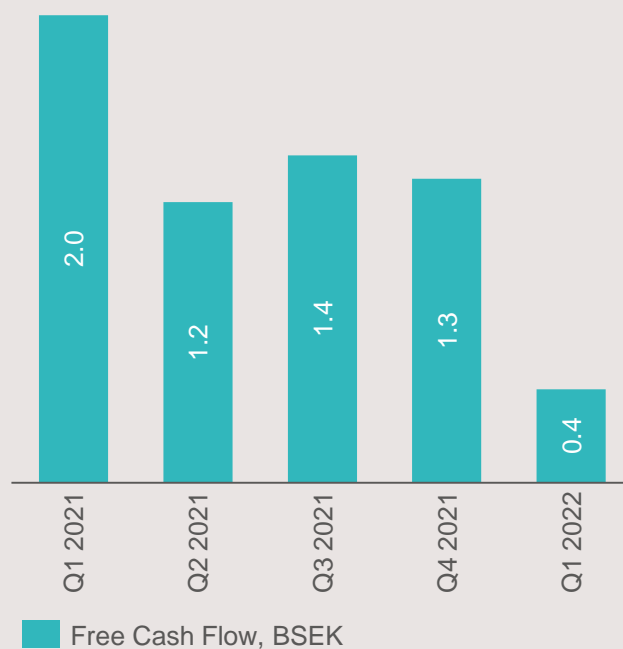
Adjusted EBITA Bridge Q1 2021 – Q1 2022



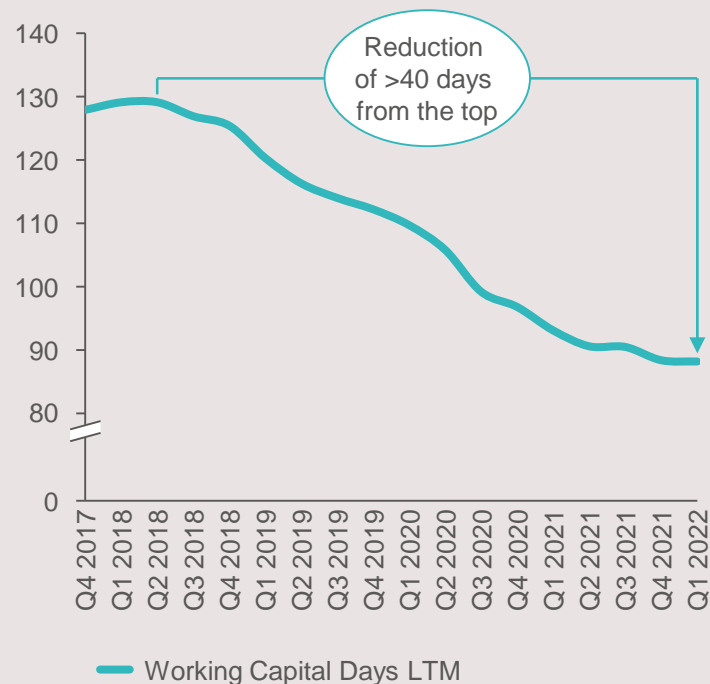
Positive free cash flow and continued working capital efficiency

Continued efficiency enhancements

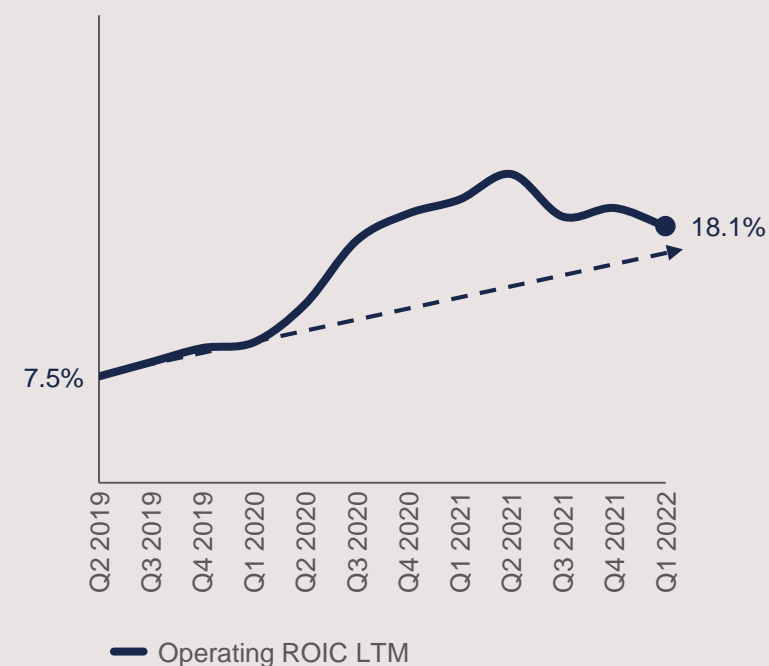
Free CF impacted by inventory build up for strong H2 in sales



WC days well below 100



High Return on Invested Capital



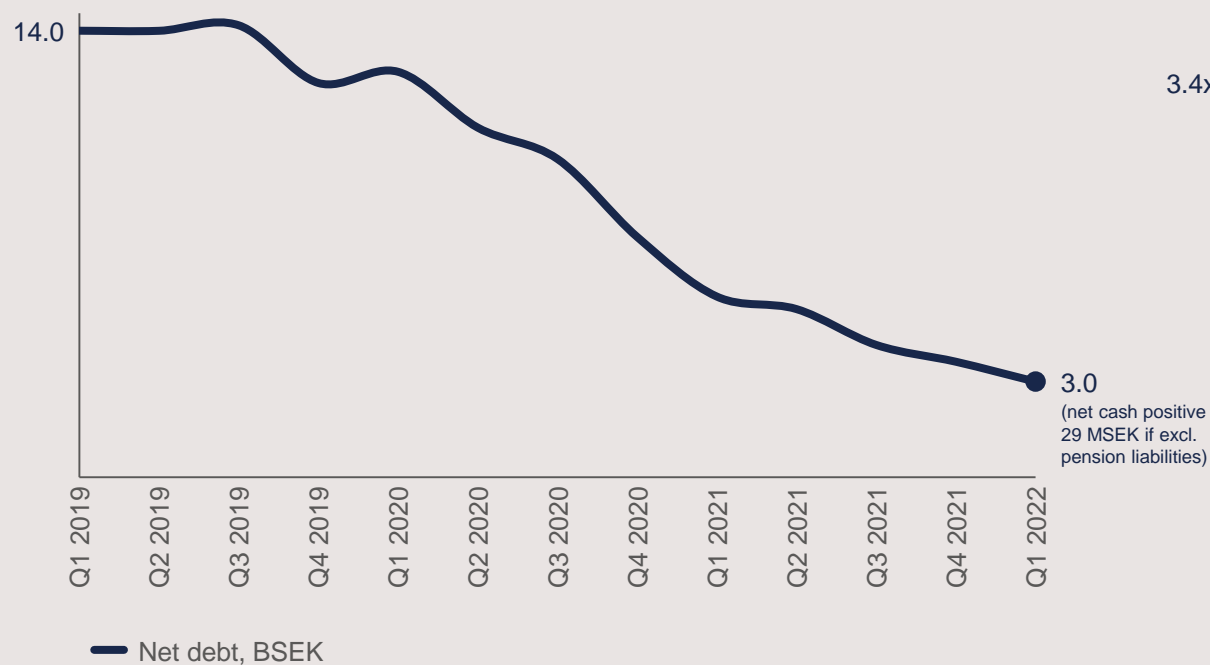
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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

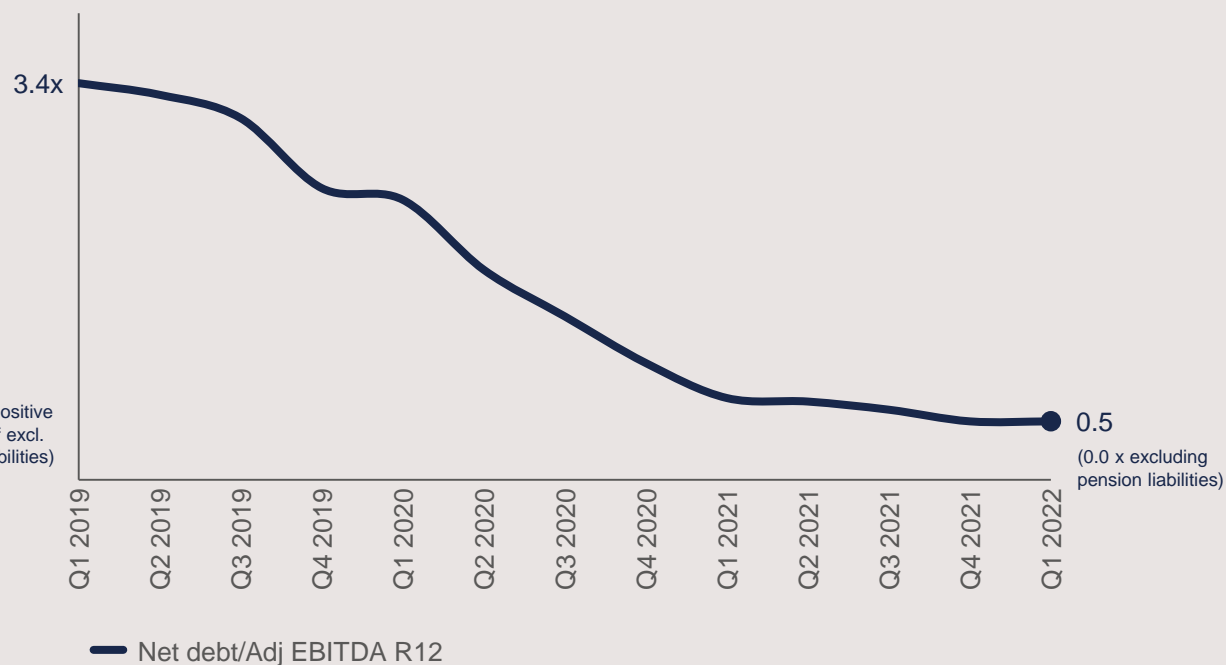
Solid financial position

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

Improved net debt ...



... and leverage signaling financial strength



Summary

Key takeaways

Summary Q1 2022

- Good activity level and progress on strategy implementation
- Healthy order book and strong pipeline
- Organic net sales growth expected to be in the upper end of the range 4-6% for FY 2022
- Margins expected to strengthen as volume increases
- 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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