

# Increased sales and strong cash flow – margins impacted by quality costs and mix

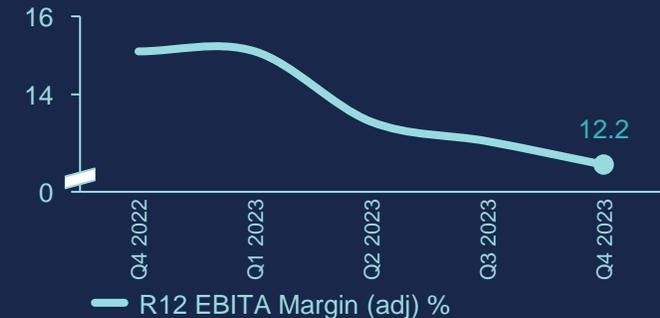
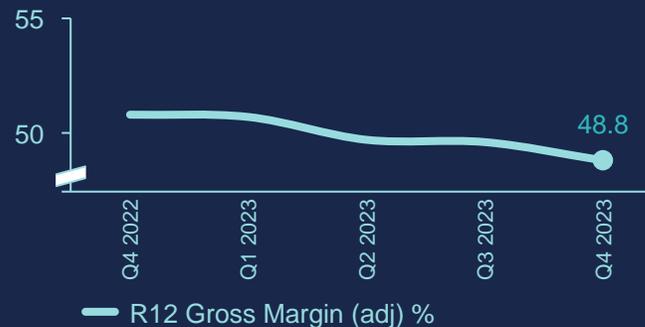
Getinge Q4 2023

Mattias Perjos, CEO  
Lars Sandström, CFO

# Key takeaways

## Q4 2023

- Net sales increased by 10.1% and order intake decreased by 2.4% organically
- Margins negatively impacted by quality related costs, mix and higher costs for employees and input materials
- Strengthened Free Cash Flow and solid financial position
- Proposed dividend: 4.40 SEK/Share (4.25)



# Key activities and events

Q4 2023

## Offering and customers

- Servo Air received sales approval from Chinese authorities
- Maquet Corin was launched – Getinge's first connected and mobile premium table

## Organizational changes

- Agneta Palmér appointed new CFO as Lars Sandström leaves Getinge for a new opportunity outside the company

## Sustainability and Quality

- Continued quality improvement efforts in Cardiac Assist and Cardiopulmonary
- Positive development within emissions, energy consumption and renewables
- Our index for improvements related to customer quality rose in the quarter
- More than 45 000 training sessions held in 2023

# Solid net sales growth in all regions

Weak order intake in APAC mainly due to China

## Global

**-2.4%**

Organic Order Growth

**+10.1%**

Organic Net Sales Growth

## Americas

**+4.3%**

**+8.2%**

## EMEA

**-0.2%**

**+14.1%**

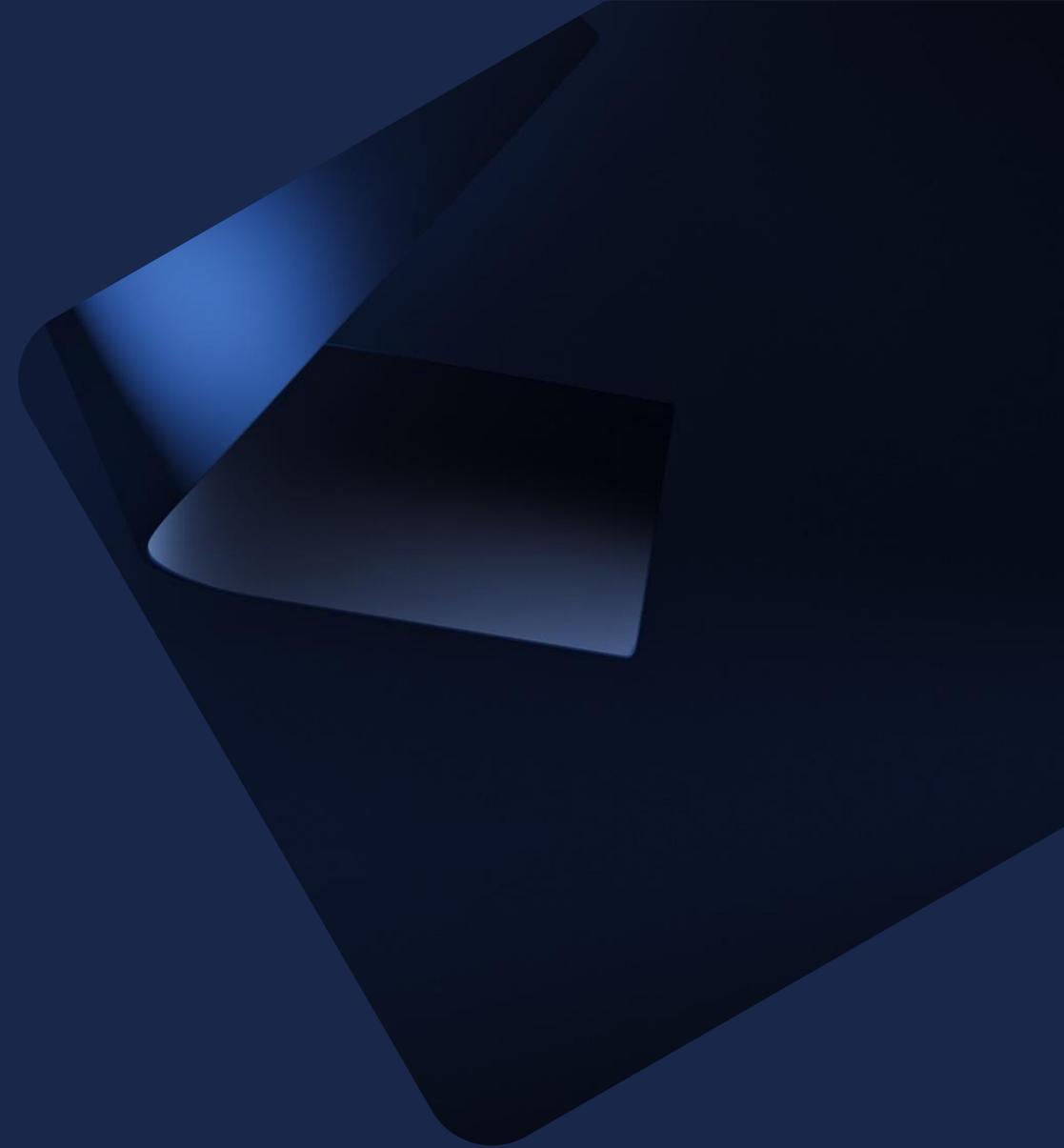
## APAC

**-16.8%**

**+6.6%**

## Outlook 2024

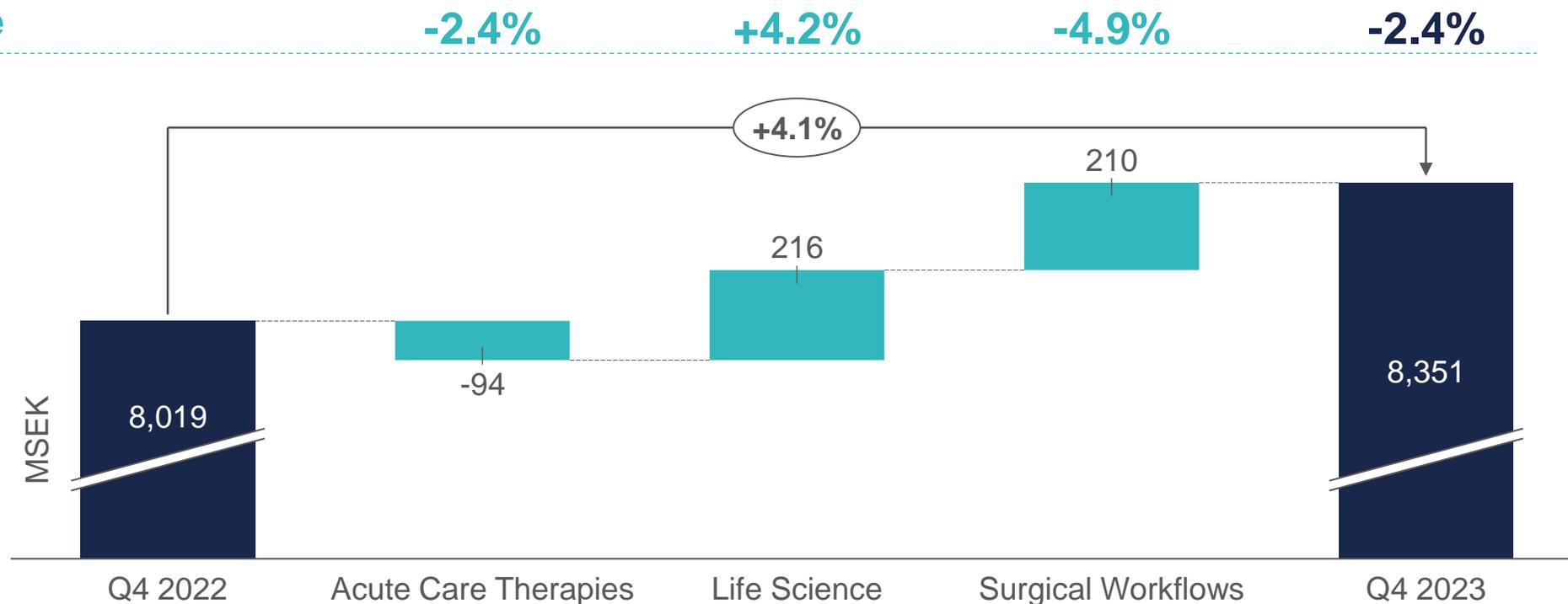
**Net sales for 2024 expected  
to increase by 2-5% organically**



# Weak order intake in Acute Care Therapies mainly linked to CA and CP\*

Order Intake Bridge Q4 2022 – Q4 2023

## Organic change



\*CA: Cardiac Assist, CP: Cardiopulmonary

# Strong organic net sales growth and healthy contribution from acquisitions

## Net Sales Bridge Q4 2022 – Q4 2023

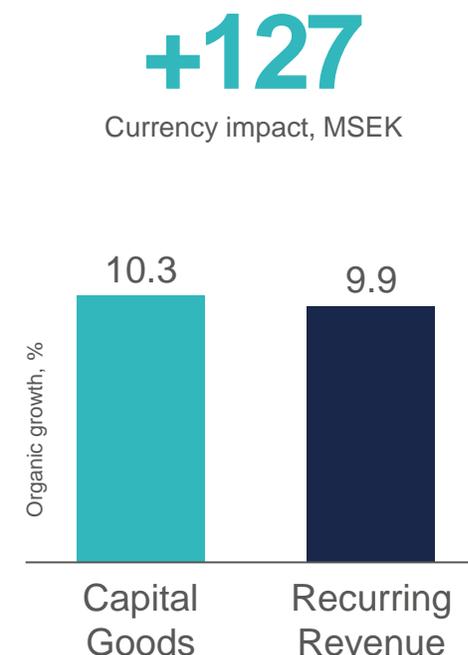
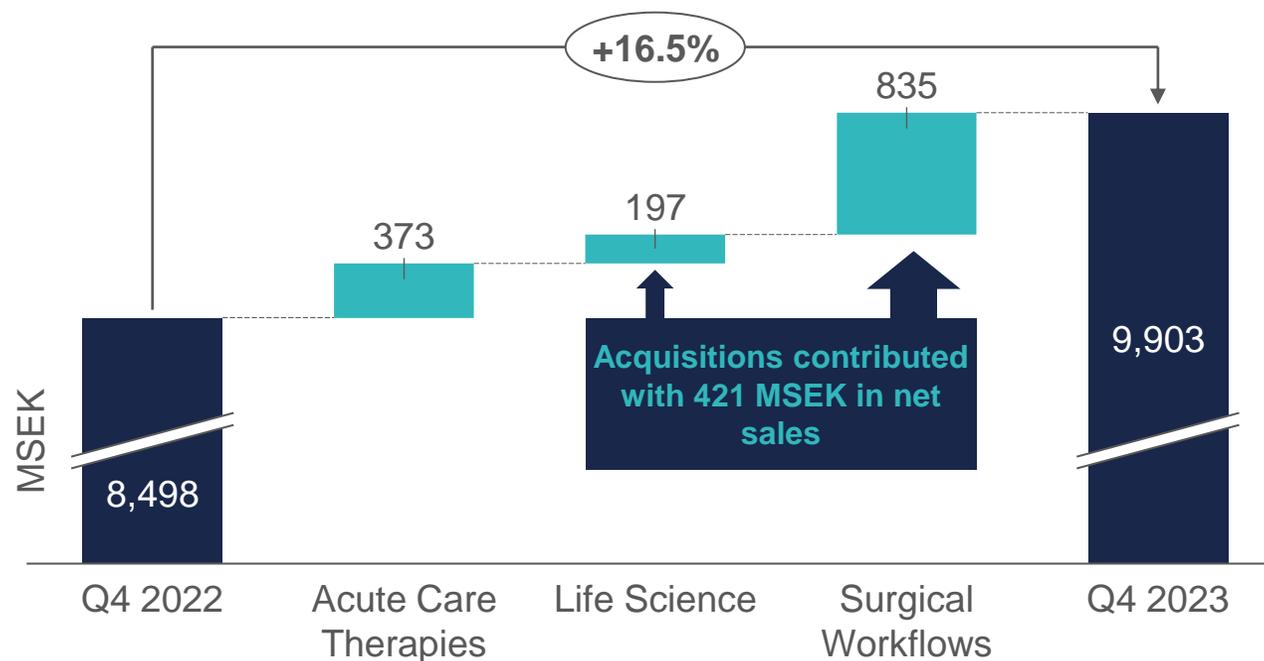
### Organic change

+7.6%

+4.9%

+15.6%

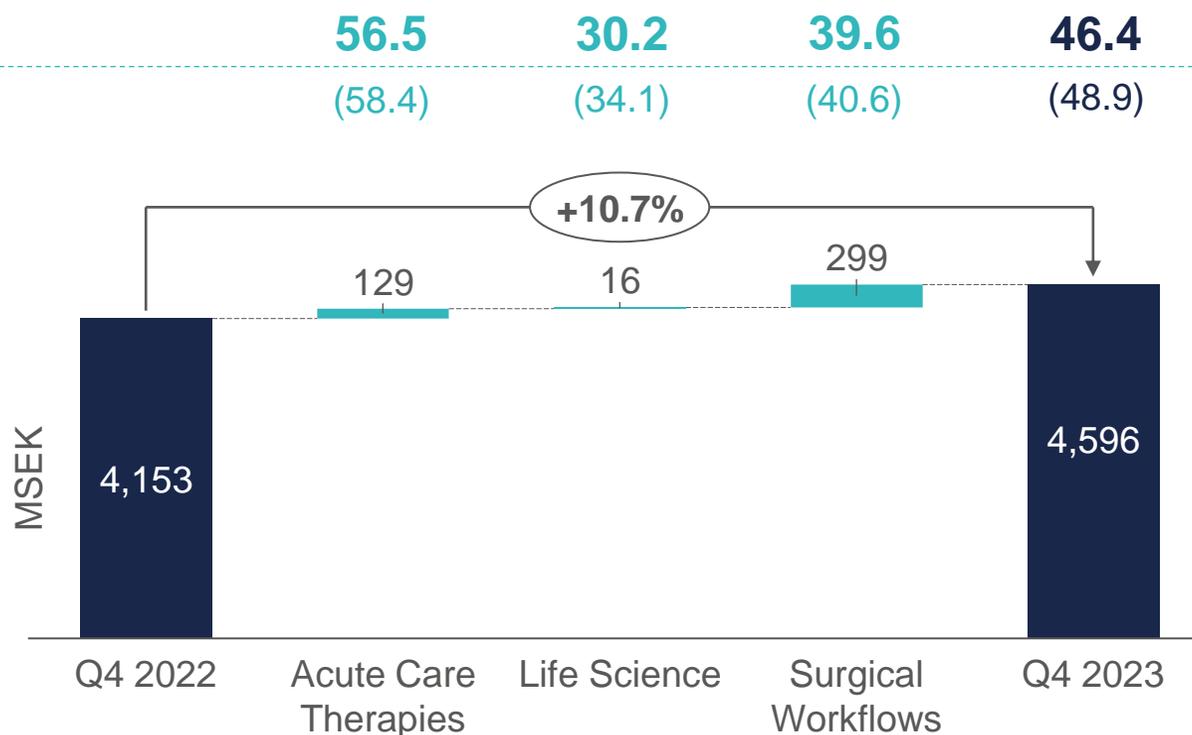
+10.1%



# Adj Gross Margin impacted by quality costs, mix effects and inflation

## Adjusted Gross Profit Bridge Q4 2022 – Q4 2023

Adj GM,%  
Q4 2023  
(Q4 2022)

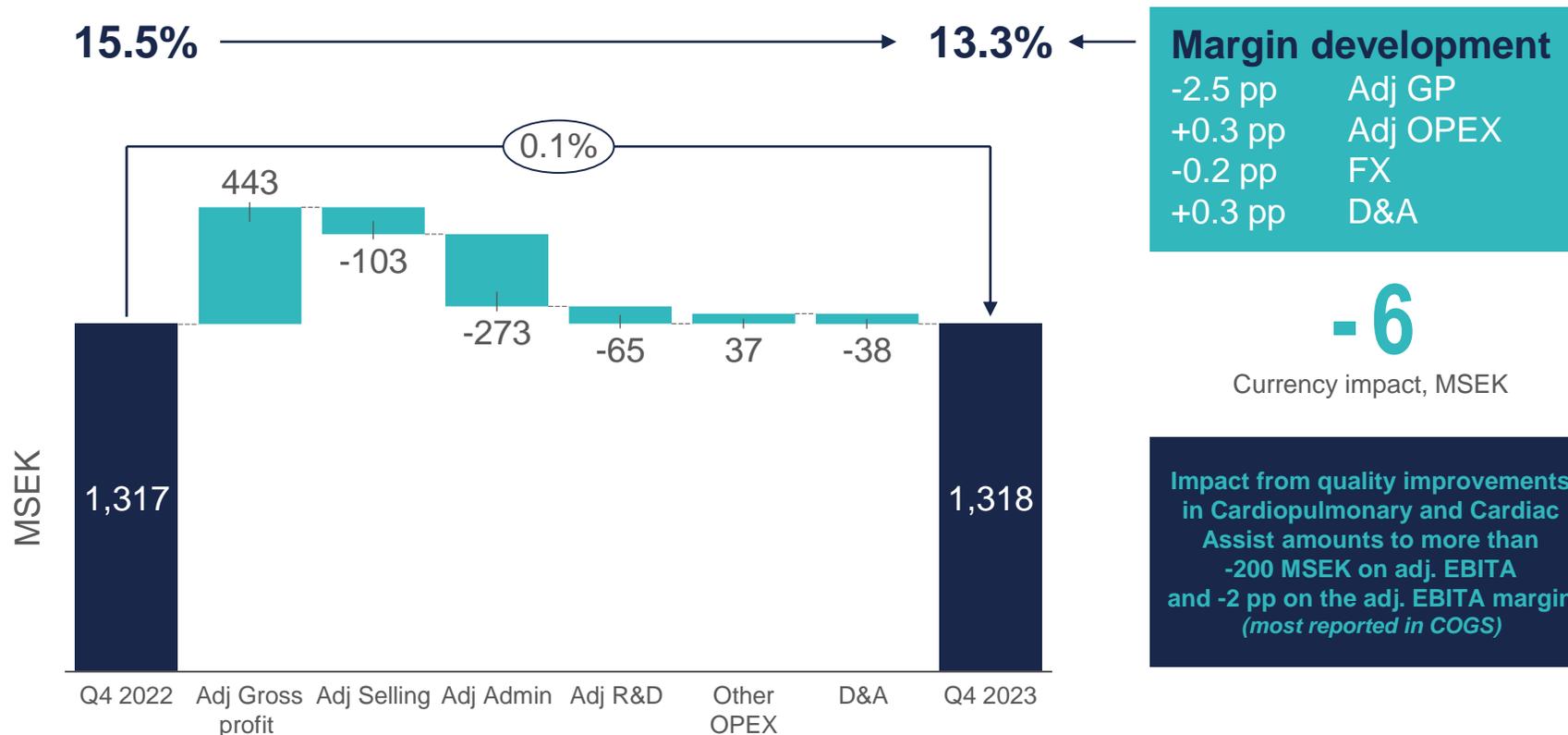


**Gross Margin impact**

- Product and Geo mix
- Supply, Absorption & Cost inflation
- Price
- Currency

# Adj EBITA margin mainly impacted by Gross Profit development

## Adjusted EBITA Bridge Q4 2022 – Q4 2023



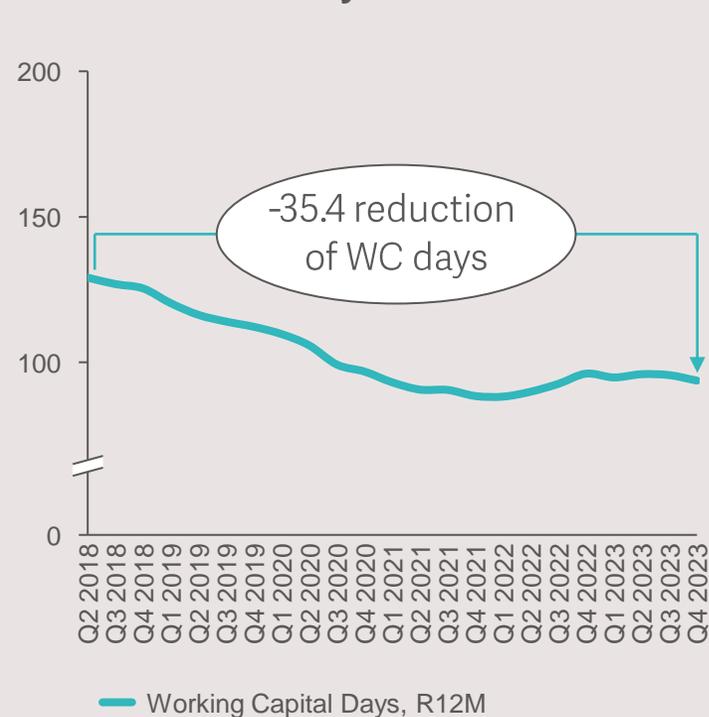
# Stable Free Cash Flow and Working Capital days below 100

Capital efficiency a priority

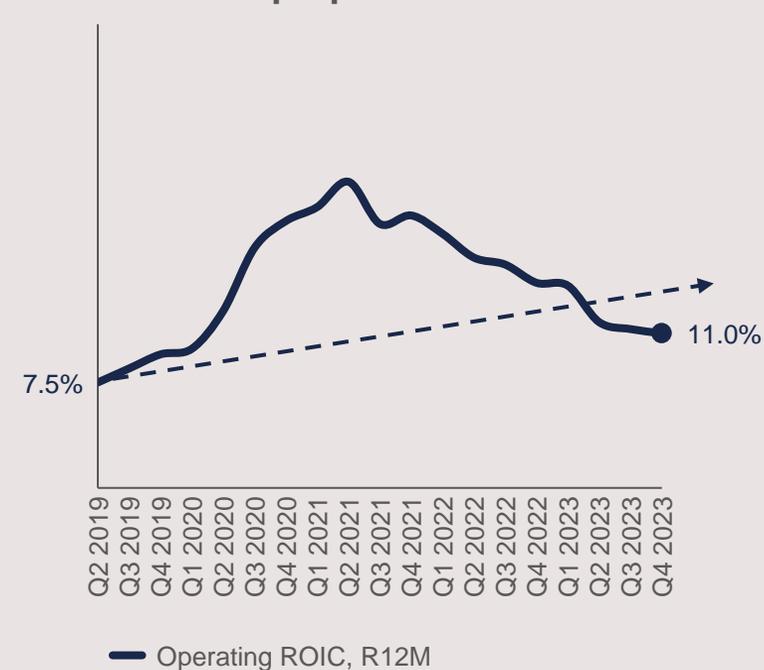
### Healthy Free Cash Flow



### WC days below 100



### ROIC below trend, but still well above pre-pandemic levels



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

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.

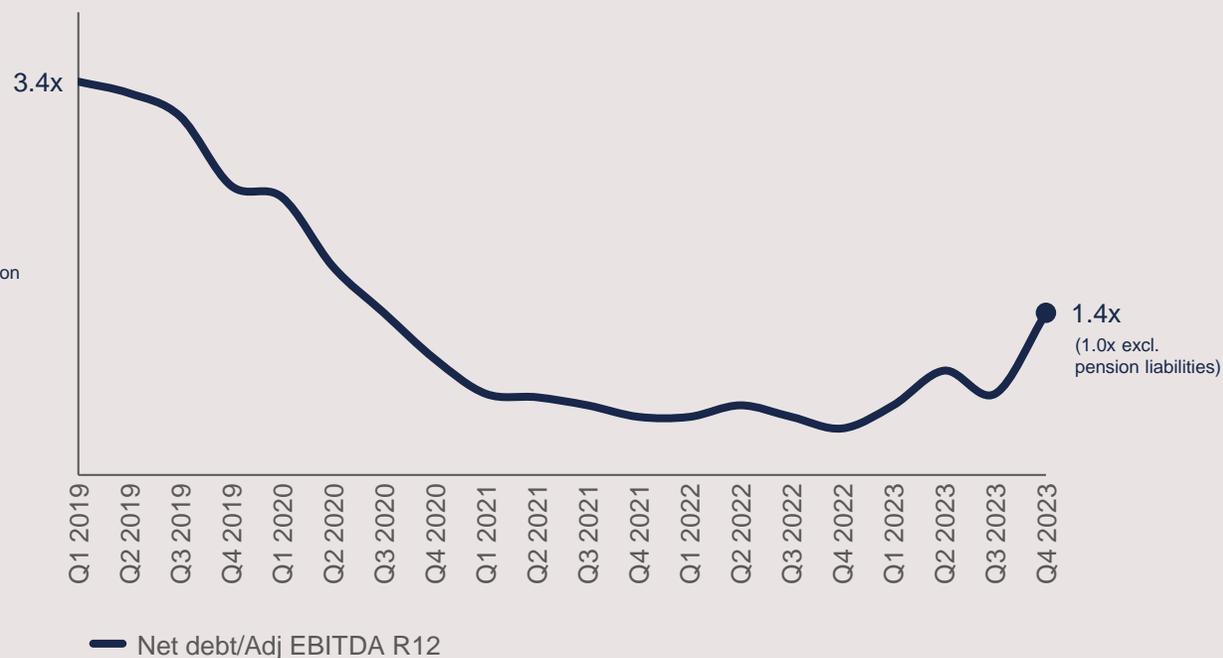
# Solid financial position

Margin of safety when it comes to net debt and leverage

### Net debt impacted by finalized acquisitions in Q4 ...



### ... but leverage still signalling financial strength



# Summary

# Key takeaways

## Summary Q4 2023

- Strong net sales growth
- Outlook 2024: net sales growth of 2-5%
- Margins negatively impacted by quality related costs, mix and higher costs for employees and input materials
- Strengthened Free Cash Flow and 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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