

Getinge – Passion for Life

Investor Relations Deck

October 2025

GETINGE 



We make **life-saving technology** accessible
for more people

Key facts

1904

Founded in Getinge,
Sweden

**34.8
BSEK**

Net sales 2024

85%

85% of sales go to
hospitals, 15% to
pharma & research

Approx. 30,000

Customers
in >135 countries

Gothenburg

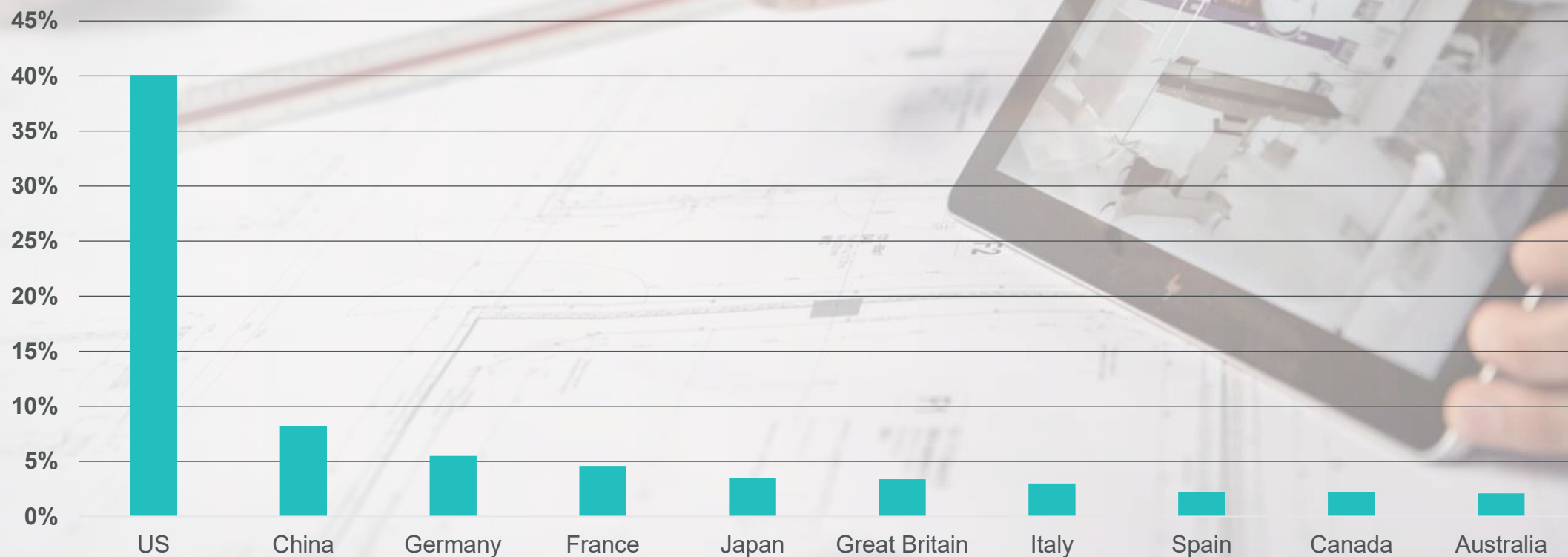
HQ located in
Sweden

Approx. 12,000

Co-workers
worldwide

Top 10 markets

Representing >70% of total sales in 2024



Making a difference

All people and societies need access to best possible care

18 million people die each year from cardiovascular diseases, making it the number 1 cause of death globally.*

Hundreds of millions of people are affected by health care acquired infections (HAI) each year.*

50 million operations were cancelled during the COVID-19 pandemic. **

* www.who.int

** COVID-19 – Global Surgery Research (globalsurgeryunit.org)



Empowering our customers with knowledge, technology and resources

Intensive
Care

Cardiovascular
Procedures

Operating
Rooms

Sterile
Reprocessing

Life
Science

We are working together with our customers within five areas to improve clinical and economic results

Intensive Care

Aiming to improve clinical outcomes and reduce length of stay

Innovative and sustainable life supporting solutions for patients with acute medical conditions, post-operative patients and for neonates.

Offering include:

- ICU & NICU ventilation
- Extracorporeal life support
- Advanced monitoring
- Intra-aortic counterpulsation
- Transplant care
- Pendants
- Device Lifecycle Management



Cardiovascular Procedures

Therapies supporting faster recoveries and less risk of complications

Cardiovascular therapies and solutions that aim to enable more effective interventions, where patients experience better outcomes and faster recovery, today and in the future.

Offering include:

- Covered stents
- Vascular grafts
- Intra-aortic counter pulsation
- Anesthesia machines
- Endoscopic vessel harvesting
- Beating heart surgery
- Thoracic drainage
- Device lifecycle management

Operating Rooms

Bringing the most out of the operating room

Therapies and equipment ensuring that surgical procedures go according to plan for everyone involved, and that operating rooms are consistently used to its full capacity.

Offering include:

- Architectural planning and service solutions
- Operating tables
- Operating lights
- Anesthesia machines
- Digital OR solutions for integration & management
- Ceiling supply units
- Device Lifecycle Management

Sterile Reprocessing

Enabling sterilized surgical instruments on time, for each procedure

Optimizing sterile reprocessing is about timing and control, to prevent infections and keep surgical procedures on time.

Offering include:

- Sterilizers
- Washer-disinfectors
- Low-temp sterilization
- Consumables
- Sterile supply management solutions
- Endoscopy equipment
- Workflow offering
- Architectural planning and service solutions
- Device lifecycle management

Life Science

Preventing contamination in research and production

From research laboratories to pharmaceutical production, we support every step of your journey. With focus on contamination prevention and upstream bioprocessing, we provide tailored solutions to scientists and engineers who are dedicated to preventing, mitigating and curing diseases.

Offering include:

- Bioreactor systems
- Aseptic transfer systems
- CGMP washers and sterilizers
- Lab washers and sterilizers
- Isolators
- Closure processing systems
- Device Lifecycle Management



Digital Health Solutions

Digital Health Solutions

Simplifying life for hospital staff

Contributing to better working conditions while optimizing workflows through advanced technology (e.g., AI, BI, Automation) and connected devices/equipment.



INSIGHT Patient Flow Management
Healthcare. In harmony.

Tegris OR Integration
Crystal-clear vision

Torin OR Management
Your sixth sense

T-DOC Sterile Supply Management
360-degree perception. To the smallest detail.

Sustainability



Sustainability is an integral part of our strategy as we want to shape a future where healthcare is better, efficient and accessible.

‘Quality and Responsible Business’ together with ‘Engaged Employees’ form the backbone of the sustainability approach. ‘Sustainable innovations for better health’ is the driving force and leads the way to spearhead Getinge’s sustainability work.

Committed to net zero emissions by 2050

Science Based Targets initiative (SBTi) approved



(Reduction of emissions excluding offsetting)

* All scope 1 & 2 emissions including leased assets (company vehicles), other greenhouse gases such as anesthesia used in production and energy used in non-production premises such as office buildings

** Reduction vs. baseline 2021

*** Net zero means reducing our (scope 1, 2 & 3) emissions by >90% in 2050 vs baseline 2021 and balance remaining 10% by removals

Where our solutions come to life

Production sites around the world

23 production sites in 9 countries



United States

Englewood, Mahwah,
Merrimack, Wayne,
Fraser, Smithfield

Germany

Hechingen, Rastatt,
Feldkirchen

France

Ardon, La Ciotat,
Tournepuille, Vendôme,
Grenoble, Bobigny

Sweden

Solna, Växjö, Getinge

Poland

Poznan

Turkey

Antalya

United Kingdom

Derby

The Netherlands

Delft

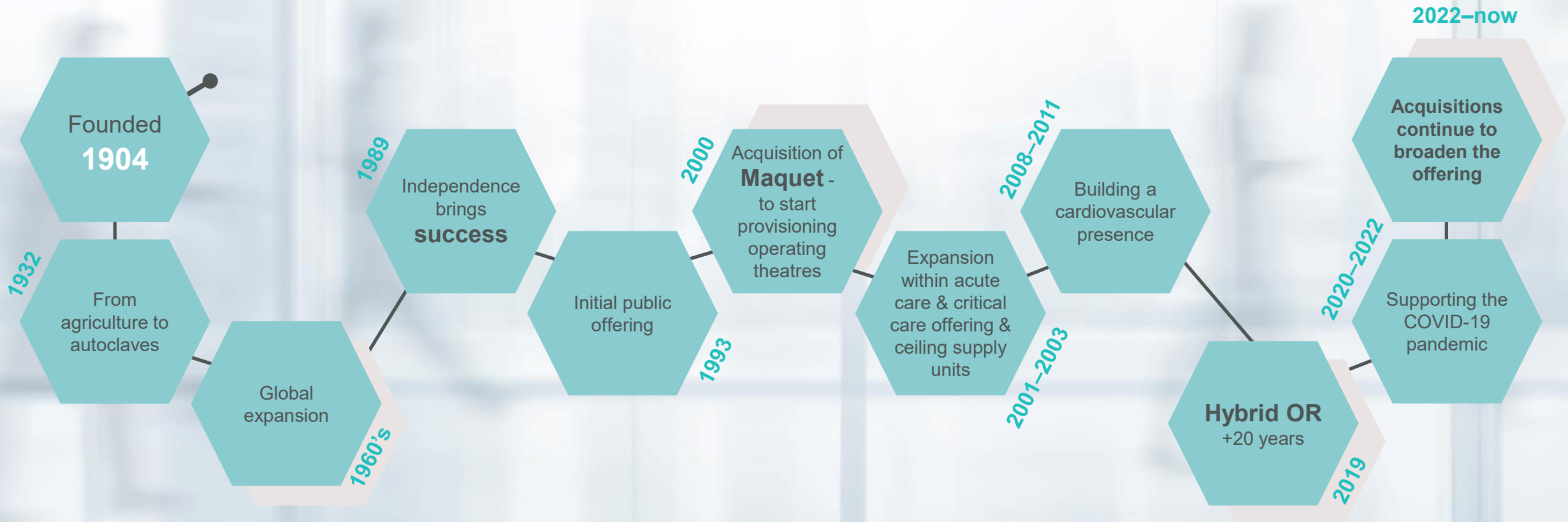
China

Suzhou

Our history

This is Getinge

Making life-saving technology accessible for more people



Our organization

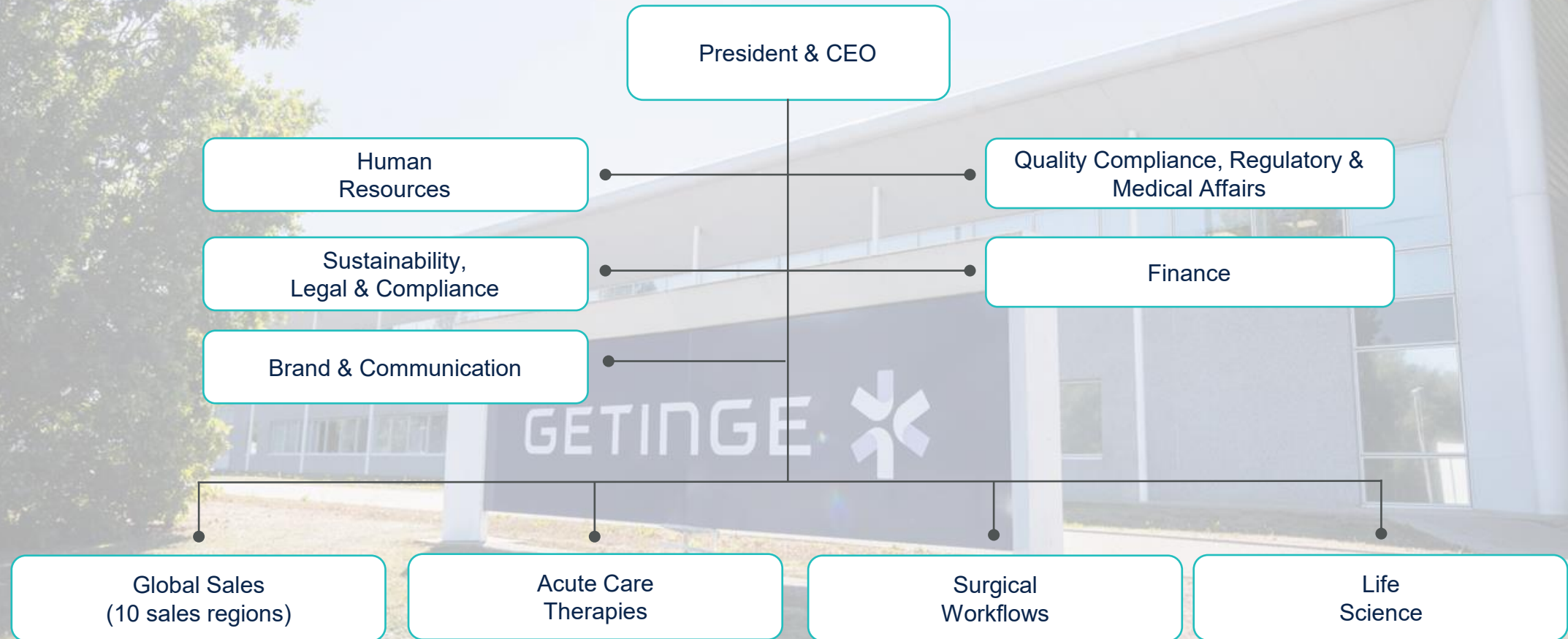
Approx. 12,000 co-workers

of which...

- **1,000** work in Research & Development
- **1,500** work with field sales
- **1,900** work with field service
- **2,800** work in production
- **4,700** work in supporting functions



Our organization



Getinge Executive Team



Extract - Latest Capital Market Update

May 2024

Getinge's expected growth as normalization takes place

2024-2028

Projected organic growth in net sales 2024-2028

- 3-6%

Key factors in projection

- Negative financial impact from Cardiopulmonary and Cardiac Assist
- Normalization in mix towards high margin products in Life Science and Surgical Workflows
- Inflation continuing to normalize
- China's expected growth expected to still be strong, but rather high single digits than mid-teens
- Productivity focus (Quality Value engineering, Portfolio pruning, Consolidation of supplier base etc.)

Additional growth potential from acquisitions

- Selective areas – strategic fit and appropriate risk profile
- Financial restrictions: aim to be below 2.5x Net Debt/EBITDA

Acute Care Therapies

Challenges still impacting – expecting continued negative effects

Projected organic growth in net sales 2024-2028

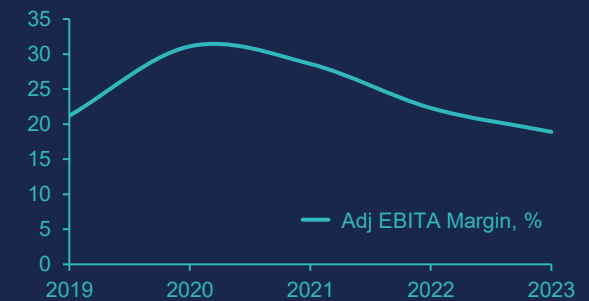
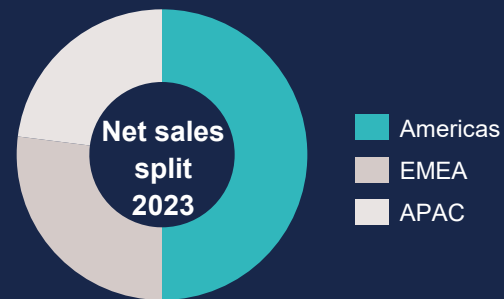
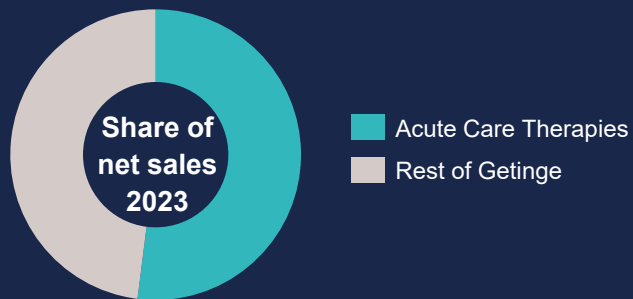
- 3-5%

Key factors in projection

- Product challenges in Cardiac Assist and Cardiopulmonary in US impacting negatively in 2024-2028 (as presented previously)
- Consolidation in ventilator market
- US and China remain our two largest markets
- New product launches from successful innovation and indication/therapy expansions

In addition: potential growth from acquisitions

- Focus on Acute Heart & Lung Support segment



Growth projection assumes current quality challenges are solved according to plan and no new major issues evolve from ongoing remediation and launches of related hardware

Life Science

Biopharma segment expected to bottom out in 2024-2025

Projected organic growth in net sales 2024-2028

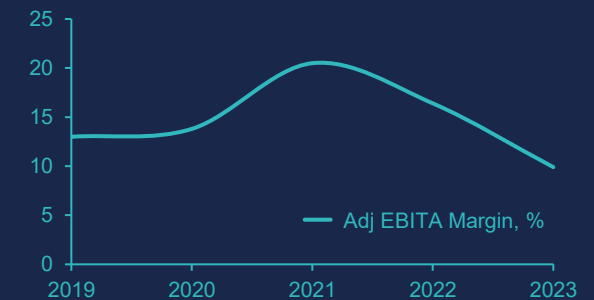
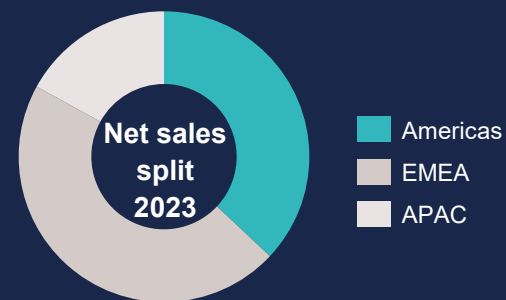
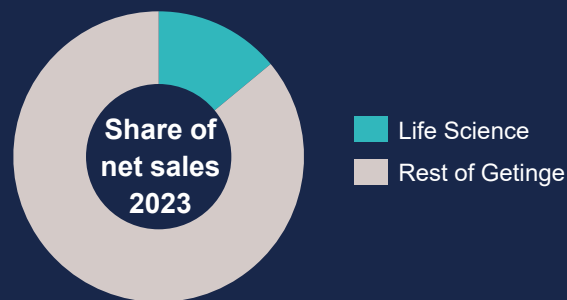
- 6-10%

Key factors in projection

- Low to mid-teen growth in Biopharma
- GLP-1 supporting healthy capital goods business
- Uncertainty when it comes to China
- Continued partnerships with key Biopharma companies and their expansion plans

In addition: potential growth from acquisitions

- Focus on Bioprocessing, mainly US



Surgical Workflows

Main growth opportunities in consumables, new segments and digital solutions

Projected organic growth in net sales 2024-2028

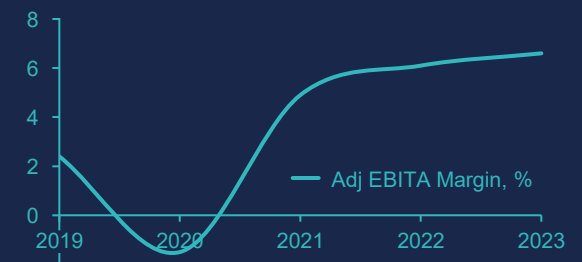
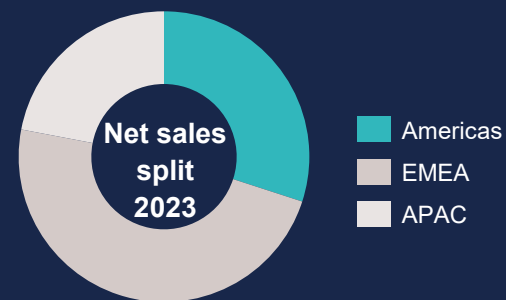
•4-6%

Key factors in projection

- Low single digit growth in core capital equipment and service segments
- Double digit growth expected in digital solutions and IC consumables from acquisitions and increased presence in new segments (low temp sterilization and endoscopy reprocessing)
- Growing exposure to the US market, headwinds expected in China

In addition: potential growth from acquisitions

- Opportunistic tuck-in acquisitions in Consumables & Digital



Financial target and dividend policy for 2024-2028

>12%

Adjusted EPS, CAGR

Base year: 2023. Assumptions: average organic net sales growth of 3-6% and adj. EBITA margin in line with the structurally motivated margin of ~16-19% by 2028.

30-50%

Dividend of Net Profit

Updated sustainability targets

Based on a double materiality analysis – relevant priorities integrated in the Corporate Strategy

Social

- Employee engagement: >70%
- Quality regulatory compliance, audit findings per inspection: <1.5 findings

Environment

- Reduce Scope 1 and 2 emissions by 90% by 2030*
- Reduce Scope 3 emissions by 25% by 2030, and by 90% by 2050*

Governance

- Percentage of employees who completed training in business ethics: >90%

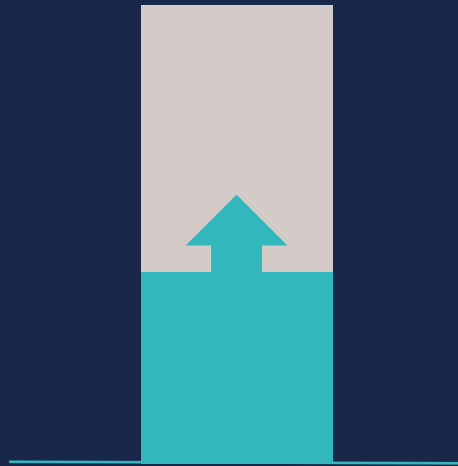
*Base year 2021

Productivity improvements ahead

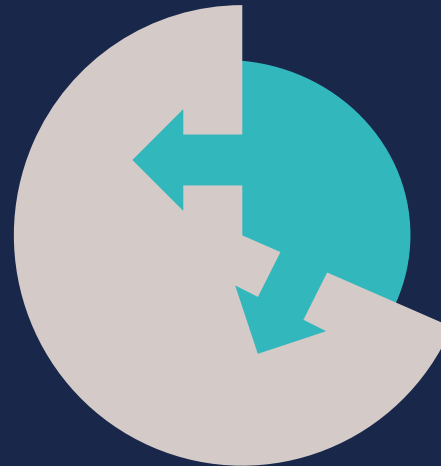
Continuous improvements within the structure – healthy support to margins



Portfolio pruning



Quality Value Engineering



Consolidation of suppliers

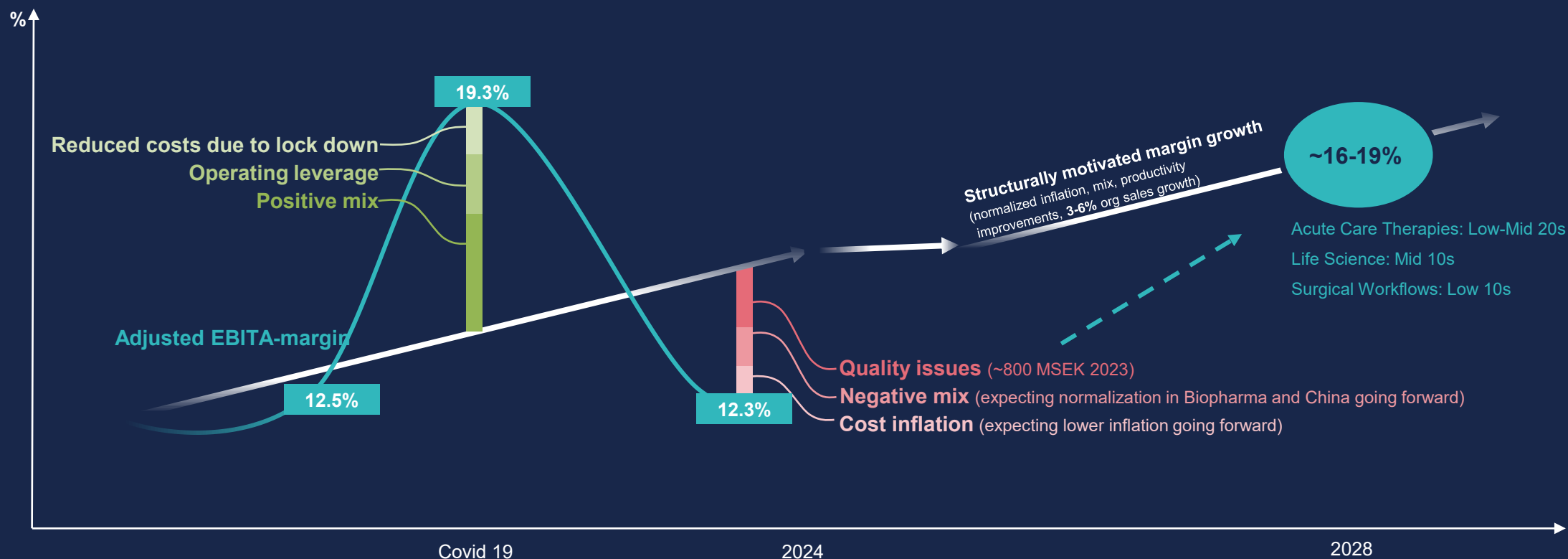


Effective processes in
purchasing, production,
logistics, sales, quality and
service

Potential structural cost adjustments paced with progress in Cardiopulmonary and Cardiac Assist

Getinge's structurally motivated EBITA margin

2024-2028



Extract – Latest Quarterly Report

Q3 2025

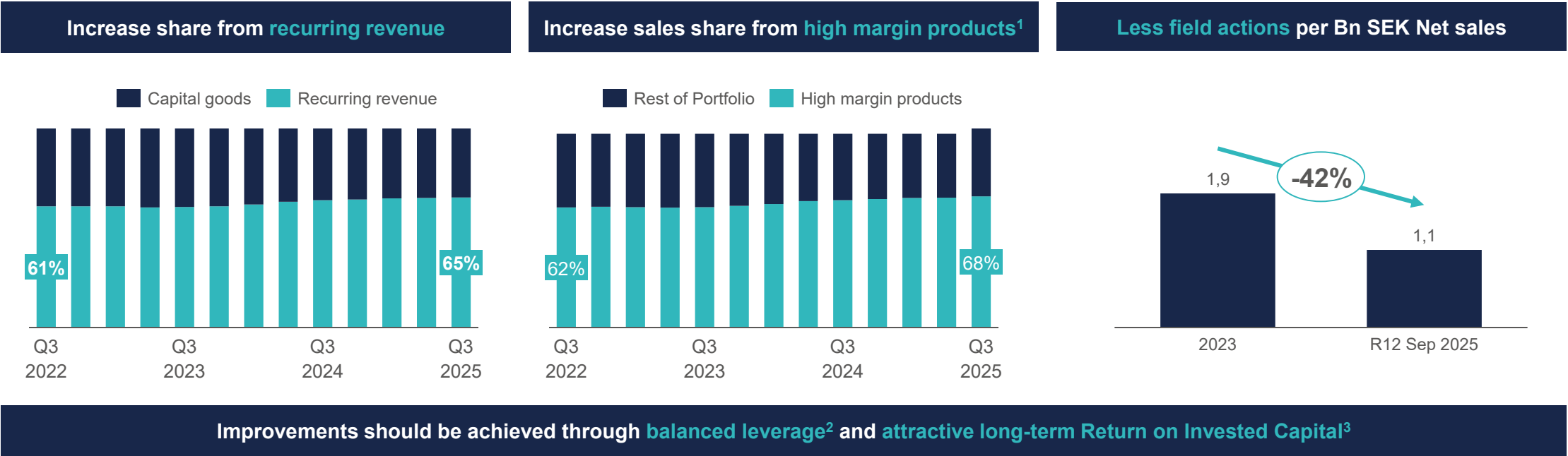
High organic sales growth and stronger margins despite geopolitical headwinds

Getinge Q3 2025

Mattias Perjos, CEO
Agneta Palmér, CFO

Key pillars for Getinge's profitable growth journey

Development for strategic KPIs

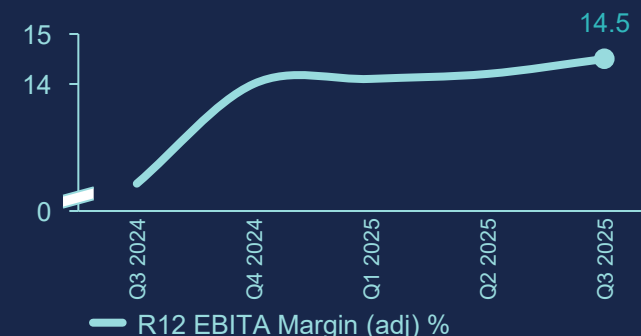
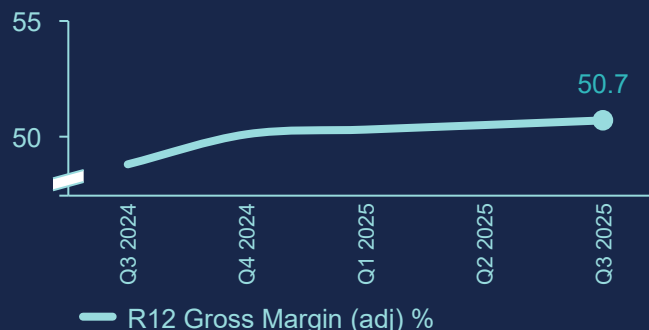
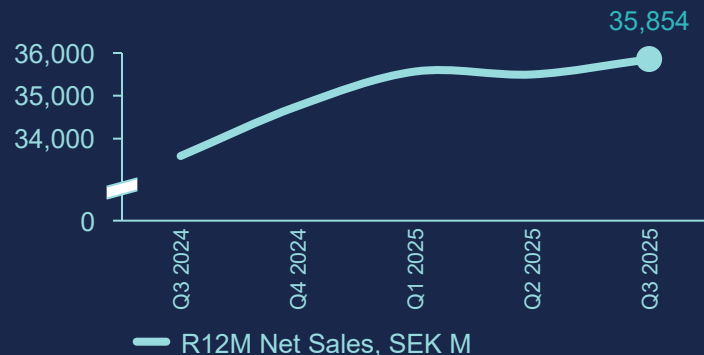


Sales share in R12 figures. ¹⁾ Defined as products with adjusted gross margin higher than its Business Area in 2024; ²⁾ Net debt/adj. EBITDA < 2.5; ³⁾ ROIC at least > Weighted Average Cost of Capital

Key takeaways

Q3 2025

- Net sales grew by 9.5% organically and order intake increased by 4.7% organically
- Margins positively impacted by acquisitions, price, mix and productivity
- The financial position remains solid

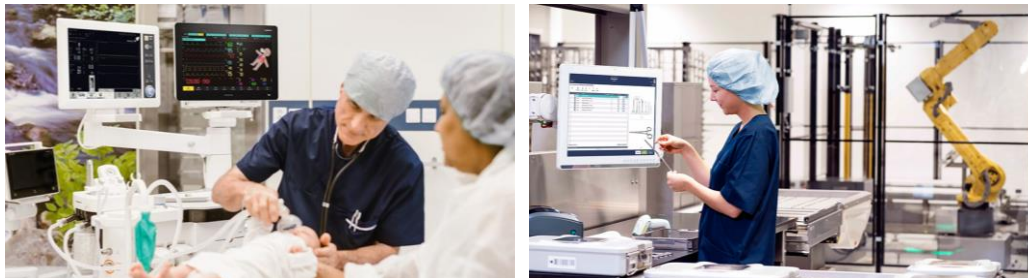


Key activities and events

Q3 2025

Offering and customers

- Getinge's T-DOC provides the software intelligence in Sweden's first fully automated Central Sterile Supply Department at Malmö University Hospital.
- Getinge Manufacturing Excellence has realized lead time reduction in Life Science for some products in category WIS by more than 20% and COGS by about 10%.
- Partnership with Philips to offer hospitals in CE markets an integrated anesthesia workstation for the operating room.



Sustainability and Quality

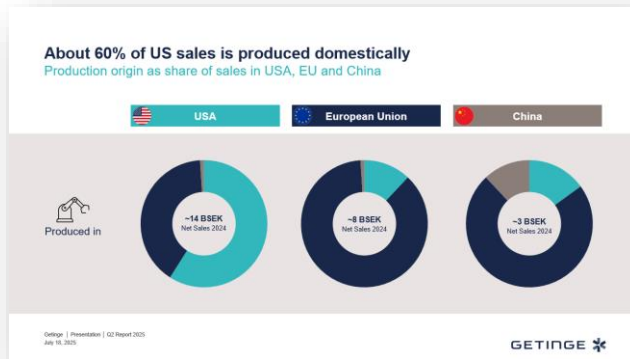
- CE Mark reinstated for Getinge's Cardiosave Intra-Aortic Balloon Pump. The reinstatement is subject to certain conditions, which Getinge is committed to fulfilling.
- EU MDR approval of further indications for our V12 balloon expandable covered stents. The approval of three different indicators (BEVAR, FEVAR and IBD) represents a key enabler for growth in the European endovascular market.
- CO2 emissions continue to decrease.



Tariffs having a material impact on adjusted EBITA

Impact from tariffs

Reminder from the Q1 presentation



Impact on adj EBITA in Q3 2025

Approx
-108
MSEK

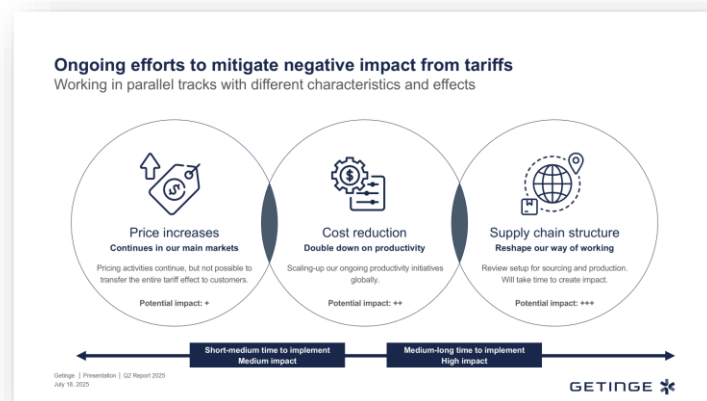
Impact on adj EBITA YTD 2025

Approx
-218
MSEK

But efforts to mitigate negative impact from tariffs are clearly working

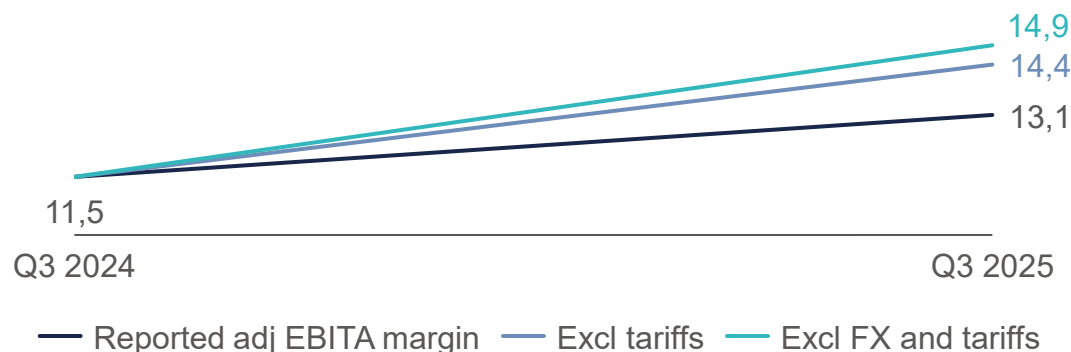
Impact on margin from tariffs and FX

Reminder from the Q2 presentation



Illustrative view on adj EBITA margin excl tariffs and FX in

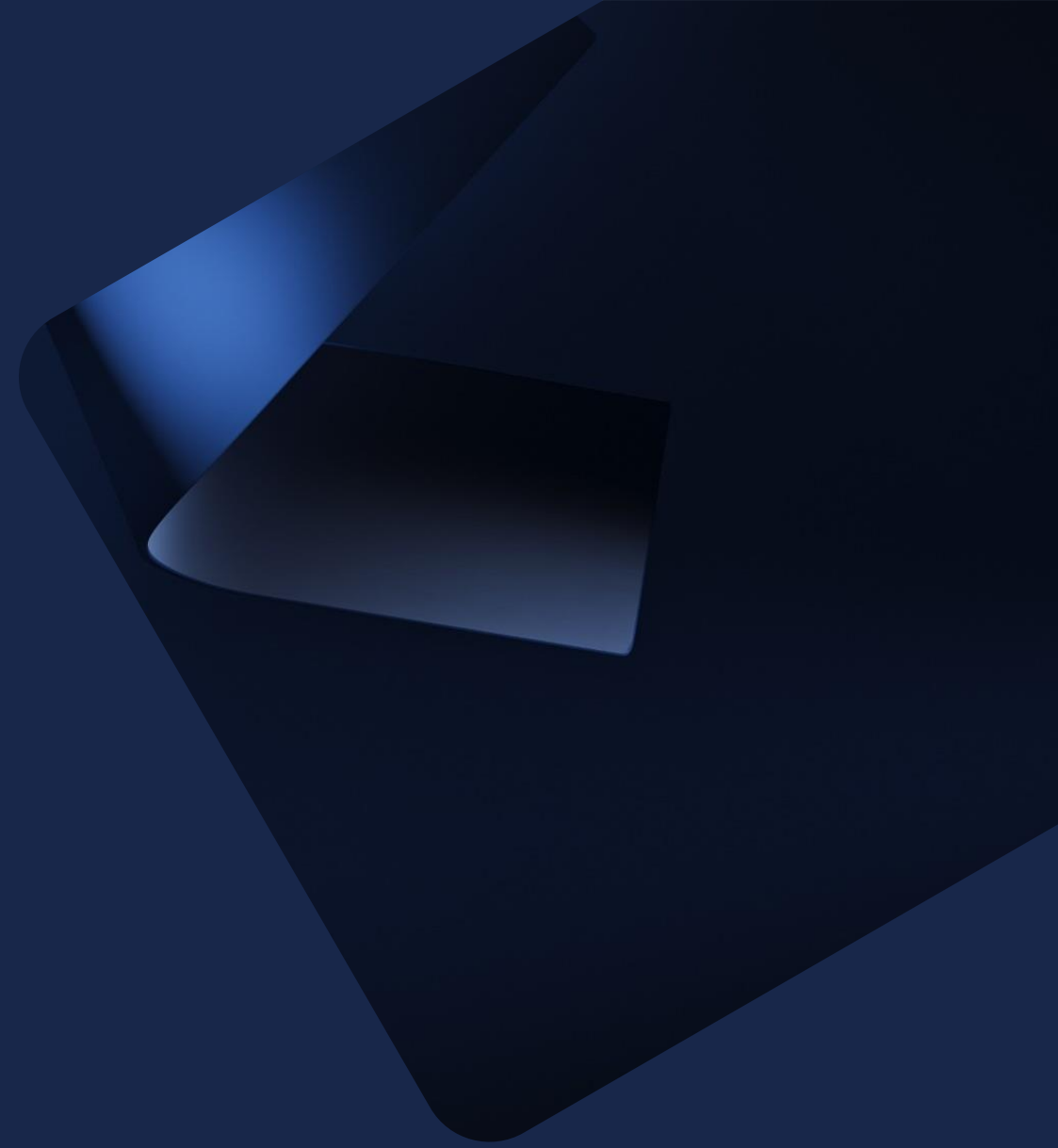
Q3 2024 vs Q3 2025



Restatement: With current tariff levels, Getinge expects to reach the target of >12% average annual growth in adjusted EPS 2024-2028

Outlook 2025

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





GETINGE

PASSION FOR LIFE