



Presentation Q3 Report 2021

**“Strong order growth and  
our remediation measures  
completed in Germany”**

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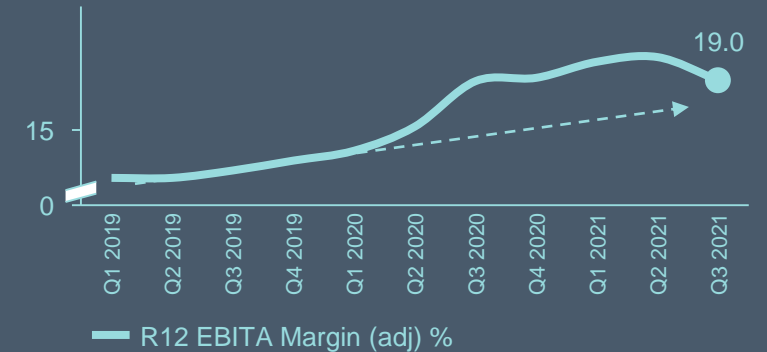
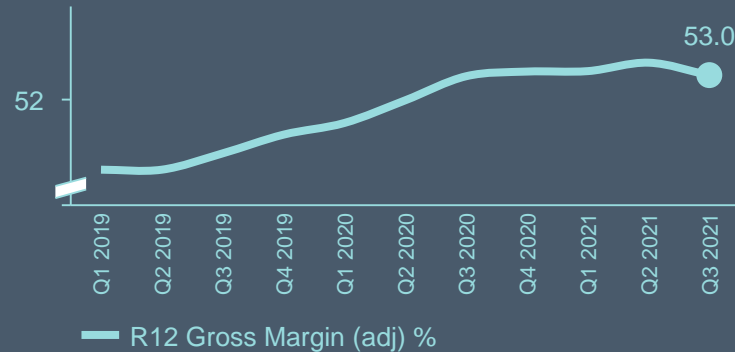
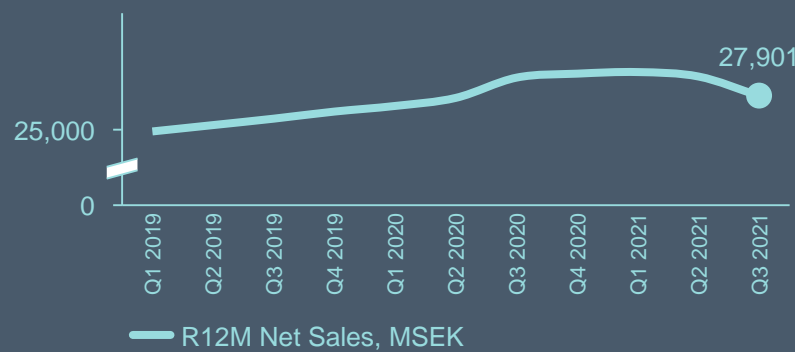
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# Key takeaways – a strong quarter from a financial perspective

Q3 2021

- Strong organic order growth
- Net sales down vs record Q3 2020
- Adj EBITA margin 18.4%
- Strong Free Cash Flow
- Solid financial position



# Key activities and events

Q3 2021

## Strengthening the offering further

- Launch of Rotaflow II for ECMO-therapy
- Launch of the unique Volista VisioNIR-functionality for surgical light
- Acquisition of advanced technology for biological indicators from Verrix

## The improvement journey continues

- Remediation measures completed in Germany
- Capacity increase in Life Science is progressing according to plan



# Strong organic order growth in Q3

In all Business Areas and regions

## Global

Organic Order Growth  
**+21.8%**

Organic Net Sales Growth  
**-20.1%**

## Americas

+25.7%

-10.9%

## EMEA

+5.0%

-36.3%

## APAC

+46.7%

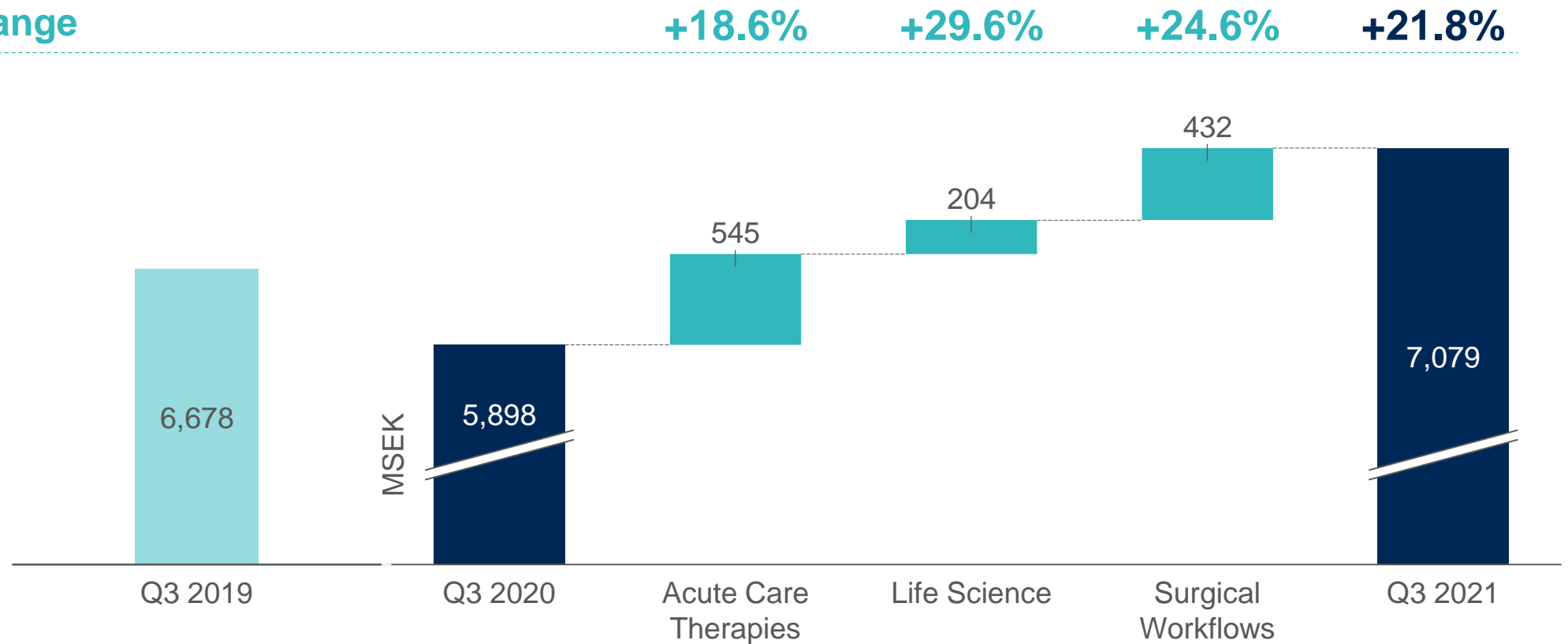
-3.7%

**Net sales**  
is expected to be at least 27 BSEK

# Strong organic order growth in all Business Areas

Order Intake – Bridge Q3 2020 – Q3 2021

## Organic change

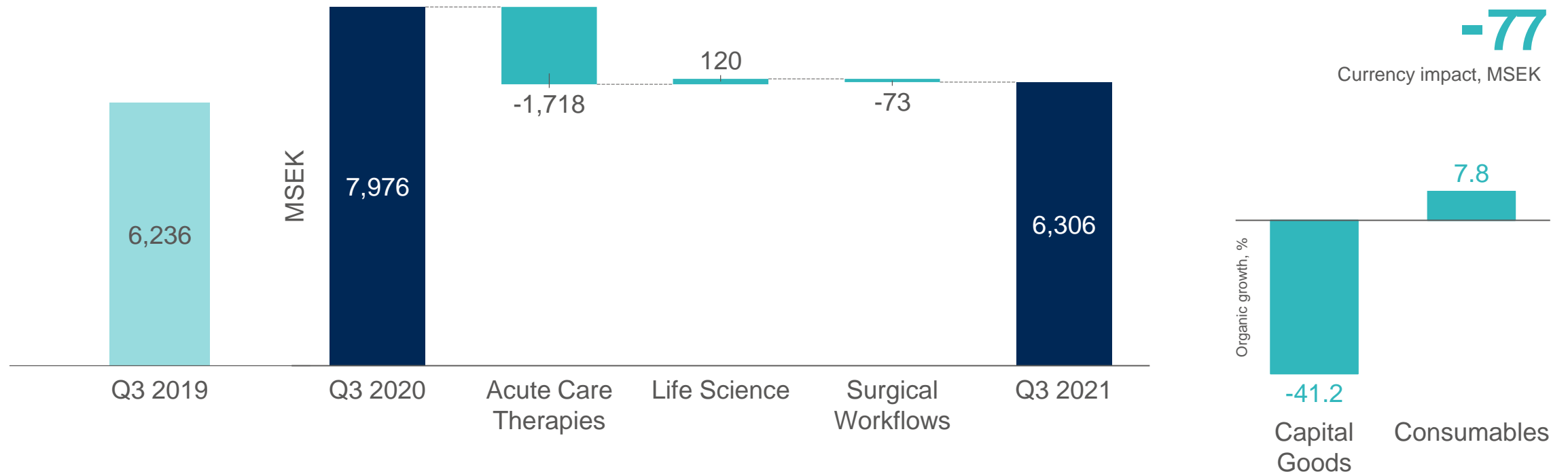


# Life Science grows net sales by 17.5% organically

Net Sales – Bridge Q3 2020 – Q3 2021

## Organic change

**-31.6%**   **+17.5%**   **-2.9%**   **-20.1%**



# Margin improvement in Life Science and Surgical Workflows

Adjusted Gross Profit – Bridge Q3 2020 – Q3 2021

Adj GM, %

Q3 2021

(Q3 2020)

(Q3 2019)

60.7

(62.4)

(57.4)

44.3

(42.6)

(40.4)

41.7

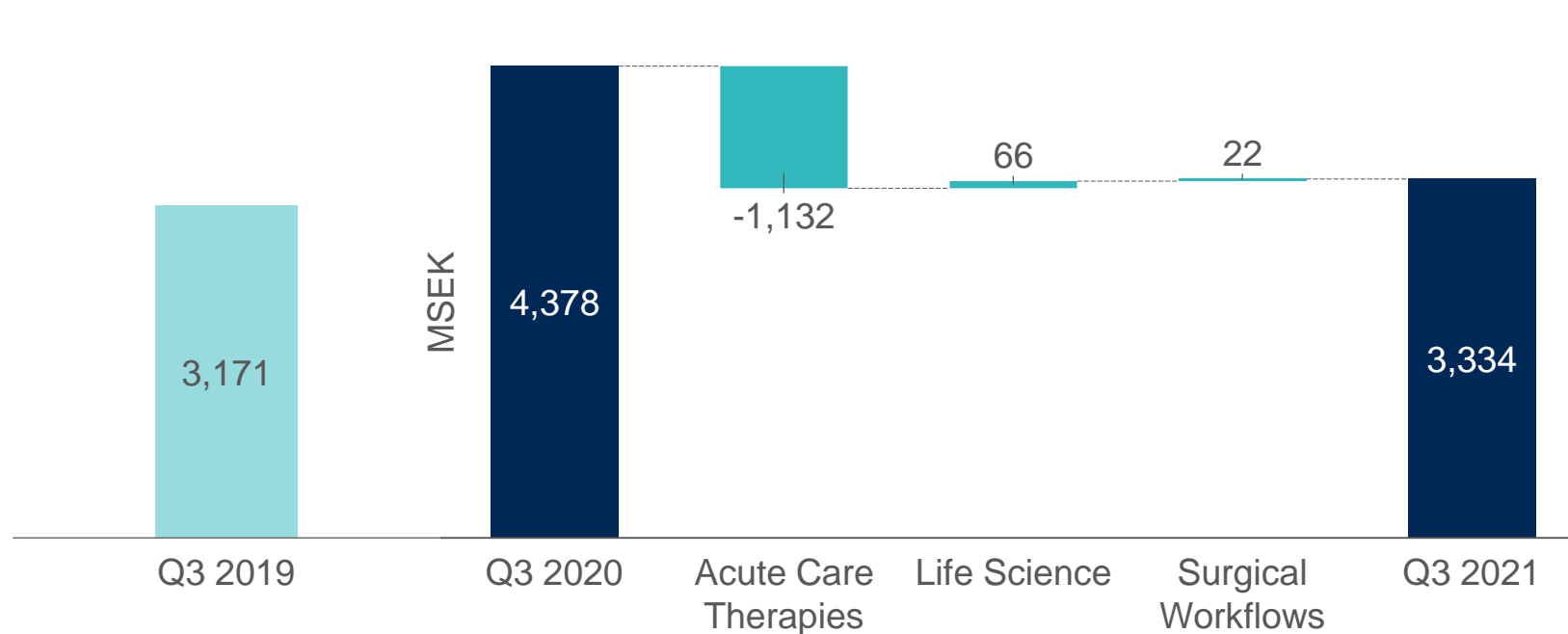
(39.0)

(43.3)

52.9

(54.9)

(50.8)



### Gross Margin impact

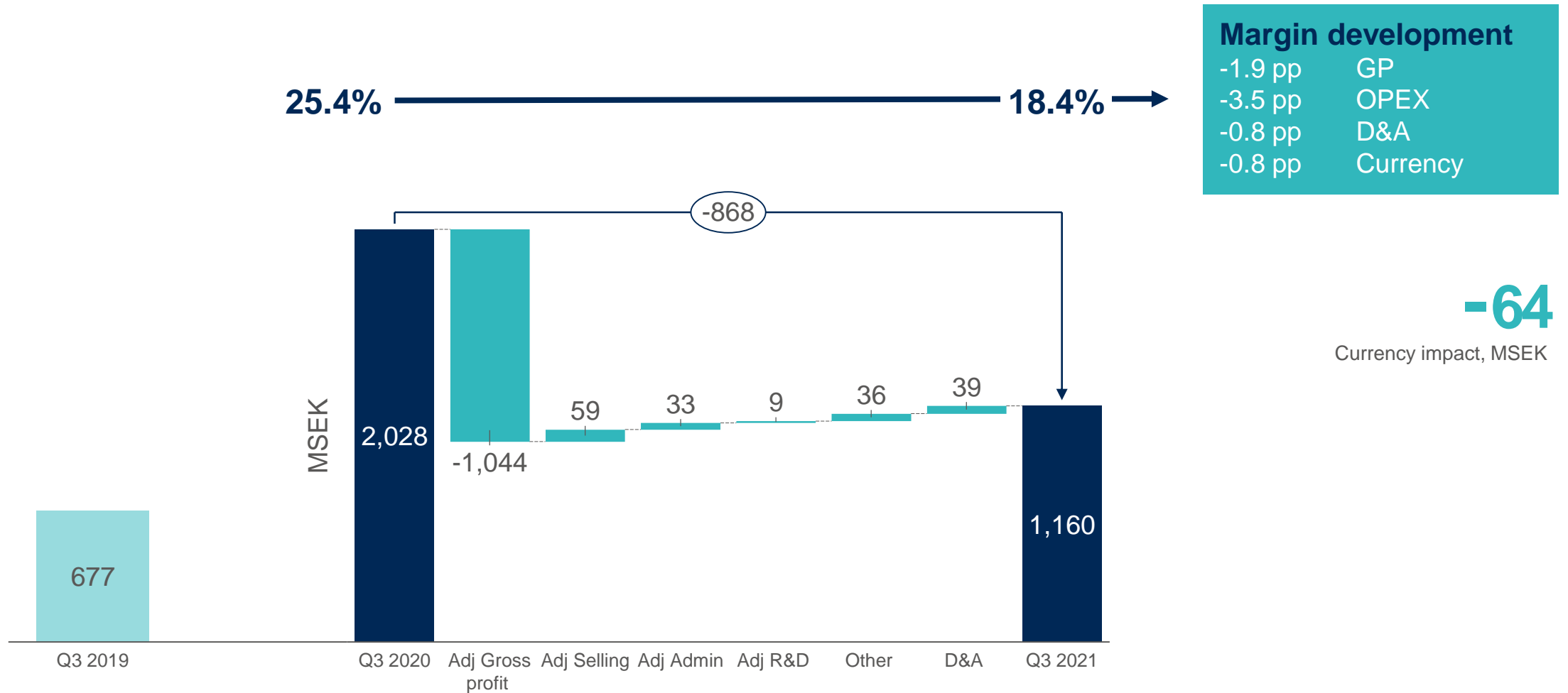
- Volume →
- Product mix →
- Factory absorption →
- Currency →



# Financial development

# Adj EBITA down vs Q3 2020 but up more than 70% vs Q3 2019

Adjusted EBITA – Bridge Q3 2020 – Q3 2021



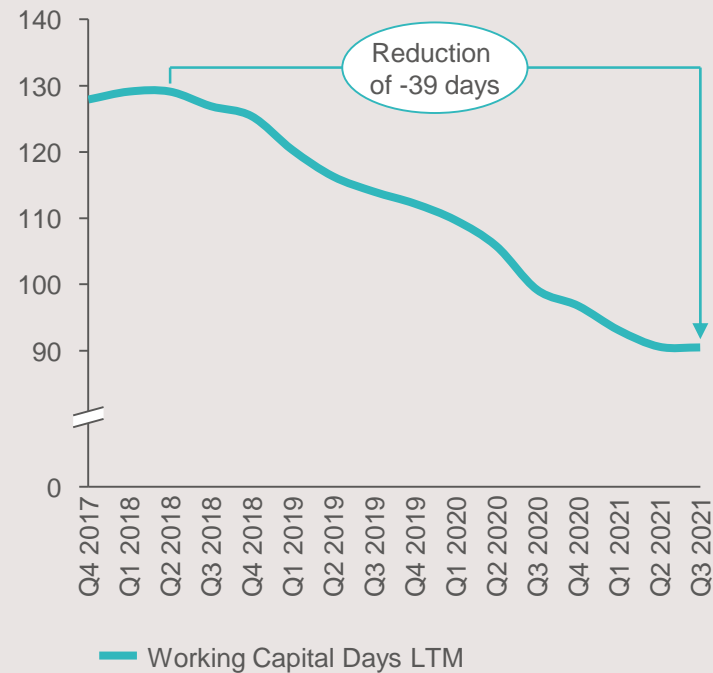
# Strong free cash flow and good control of working capital

Continued efficiency enhancements

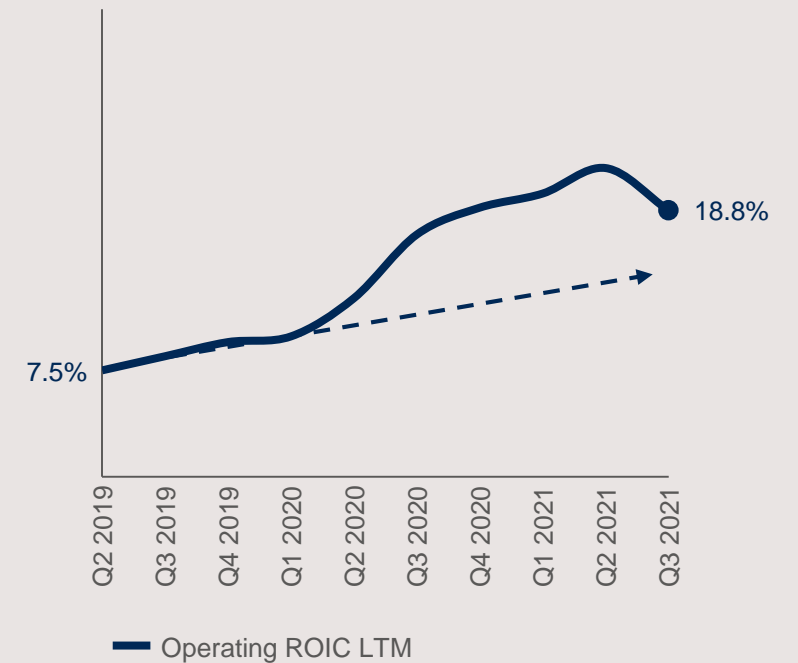
## Strong Free Cash Flow



## WC days well below 100



## High Return on Invested Capital



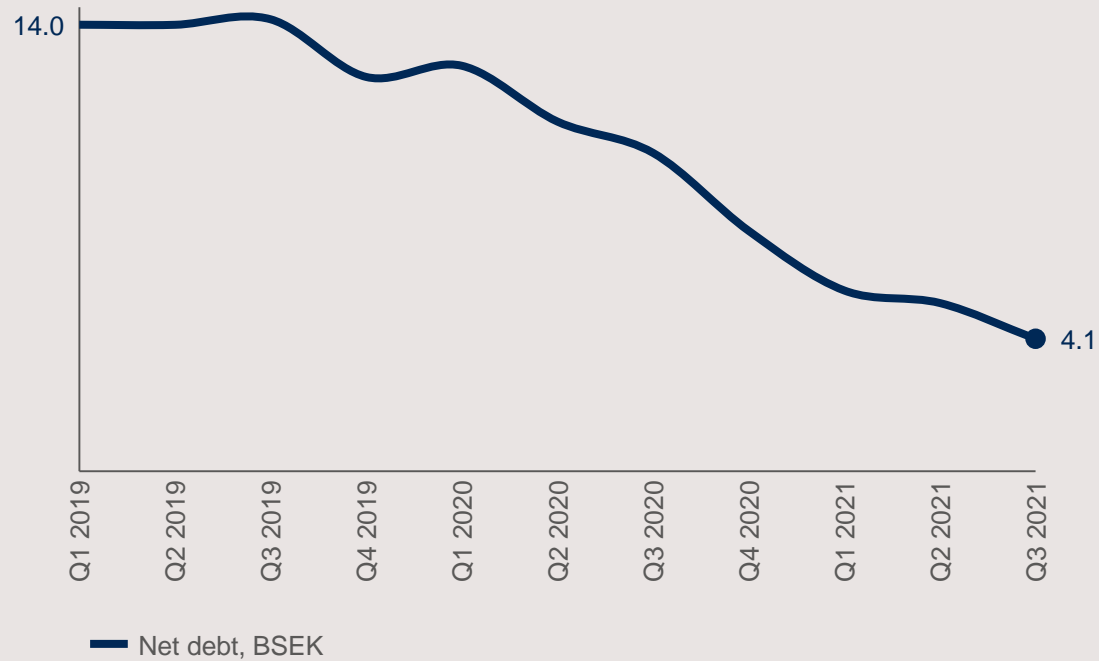
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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.

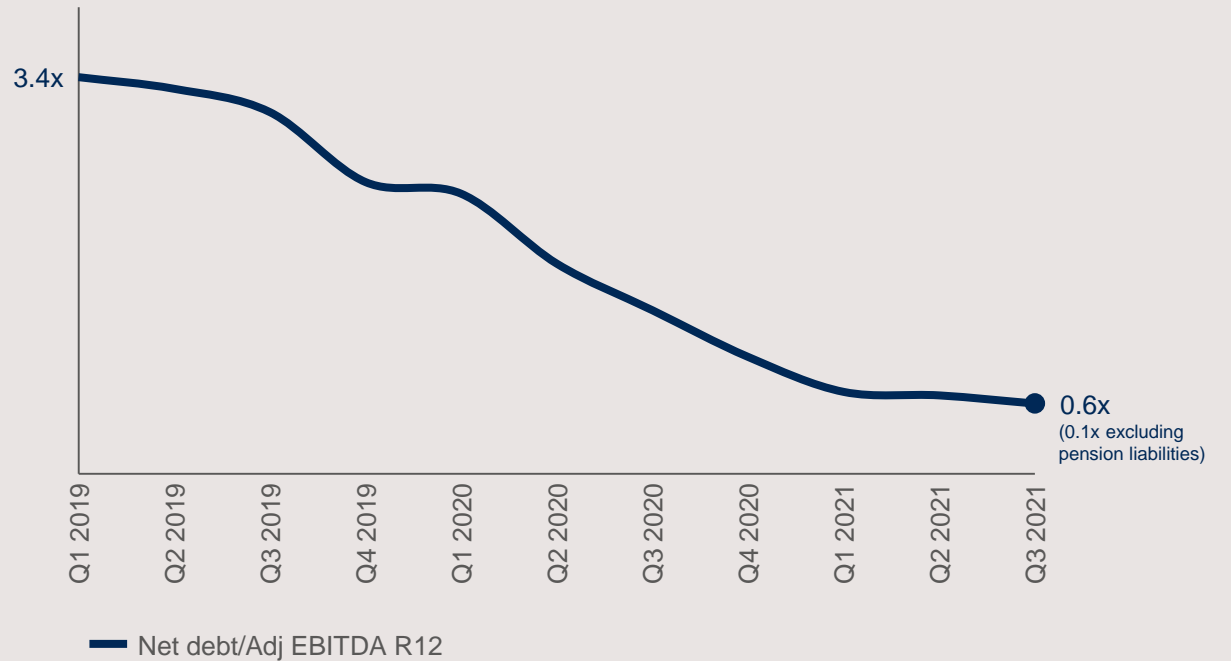
# Solid financial position

## Strengthened even further

Improved net debt ...



... and leverage



# Summary

# Key takeaways

## Summary Q3 2021

- Strong organic order growth
- Good activity level and progress on strategy implementation
- EBITA margin adjusted for Covid-19 continues to improve
- 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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