

Strong margins but organic growth outlook lowered to minus 3-6% for 2022 due to external factors

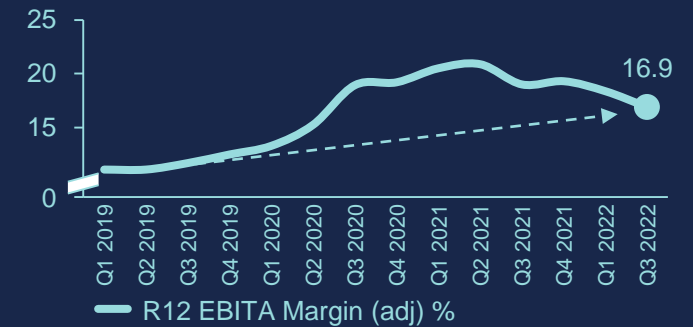
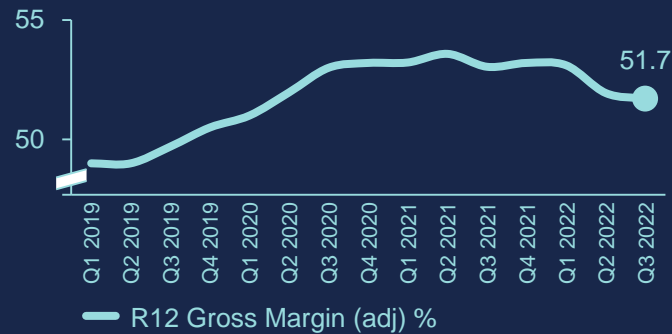
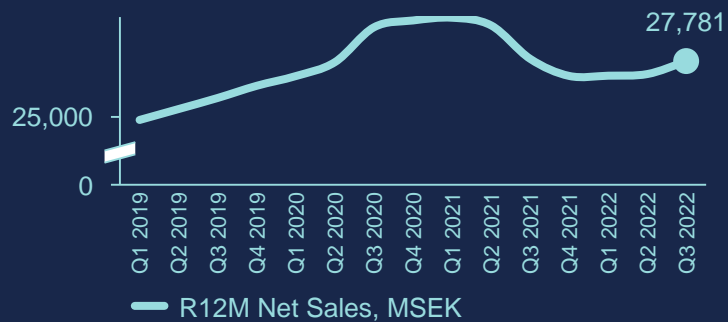
Getinge Q3 2022

Mattias Perjos, CEO
Lars Sandström, CFO

Key takeaways

Q3 2022

- External challenges and demanding comps leading to 5.0% and 2.6% organic decline in orders and net sales
- New outlook for 2022: Net sales are expected to decrease by 3-6% organically
- Strong margins due to positive currency effects and continued productivity improvements
- Free Cash Flow above 1 BSEK – financial position remains strong



Key activities and events

Q3 2022

Offering and customers

- Partnership with Medtronic on covered stents
- Case study in German clinic: 40% reduction in process time for sterile reprocessing – enhancing productivity and reducing water consumption

Sustainability improvements

- Successful efforts to reduce energy consumption in the operations continued

Quality

- Joanna Engelke took office as new Executive Vice President Quality Compliance, Regulatory & Medical Affairs and member of the Getinge Executive Team
- Continue to improve our training efforts for customers, taking us to 35,198 training sessions online YTD

EMEA stands out positively on growth

Y-o-Y comparisons negatively impacting performance in Americas and APAC

Global

Organic Order Growth
-5.0%

Organic Net Sales Growth
-2.6%

Americas

-10.9%

-2.6%

EMEA

+4.5%

+4.5%

APAC

-9.0%

-11.9%

Changed outlook 2022

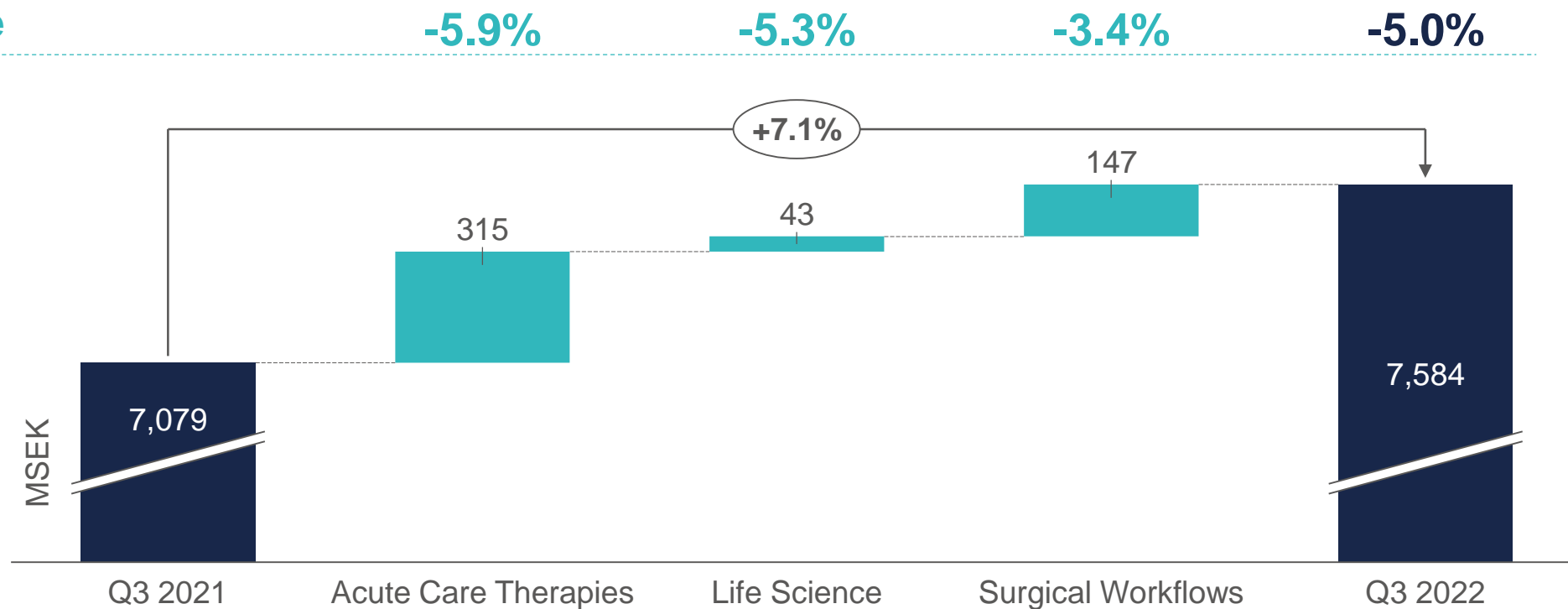
Net sales expected to decrease by 3-6% organically in 2022

(Previous outlook 2022: Organic net sales for 2022 are expected to be in line with reported net sales for 2021)

Tough comps in all business areas

Order Intake Bridge Q3 2021 – Q3 2022

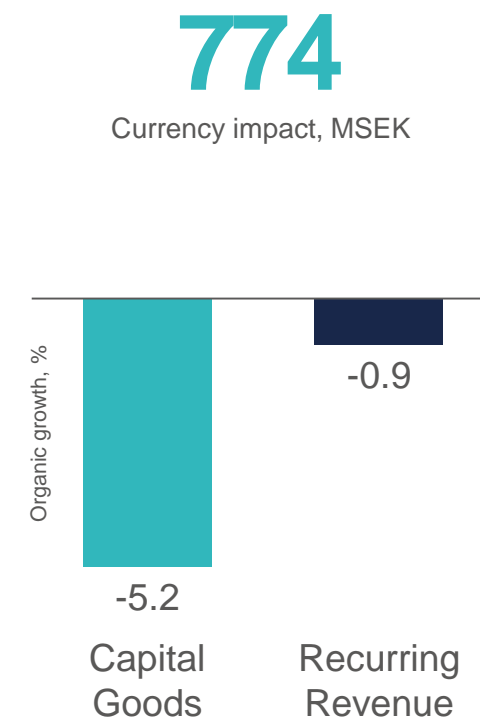
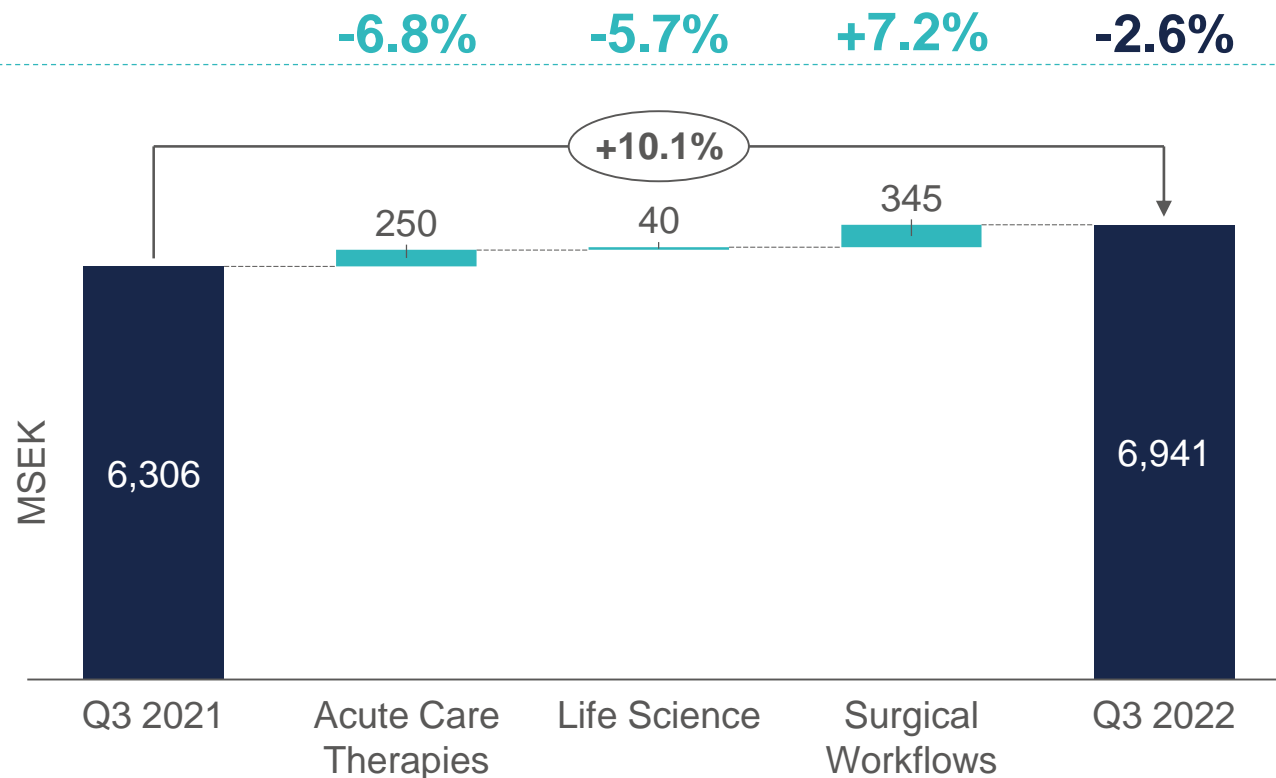
Organic change



Surgical Workflows growing organically thanks to a strong order book

Net Sales Bridge Q3 2021 – Q3 2022

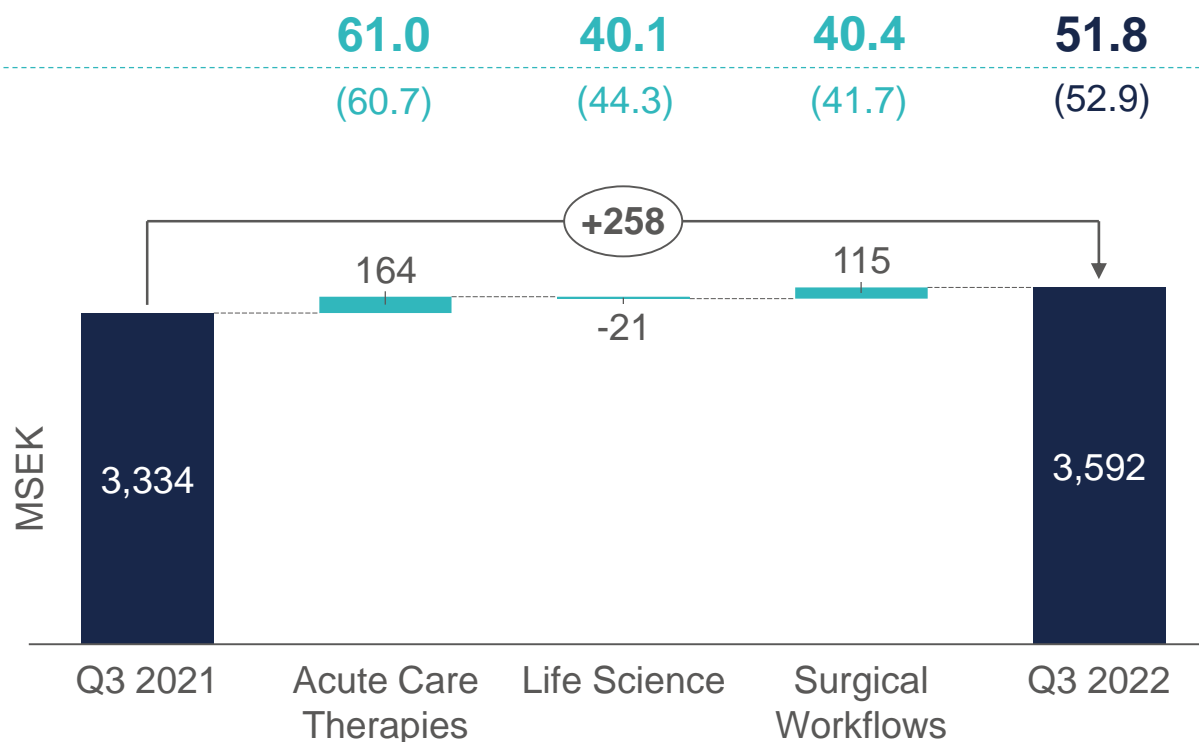
Organic change



Lower volumes, unfavorable mix effects and higher costs impacting GM

Adjusted Gross Profit Bridge Q3 2021 – Q3 2022

Adj GM,%
Q3 2022
(Q3 2021)



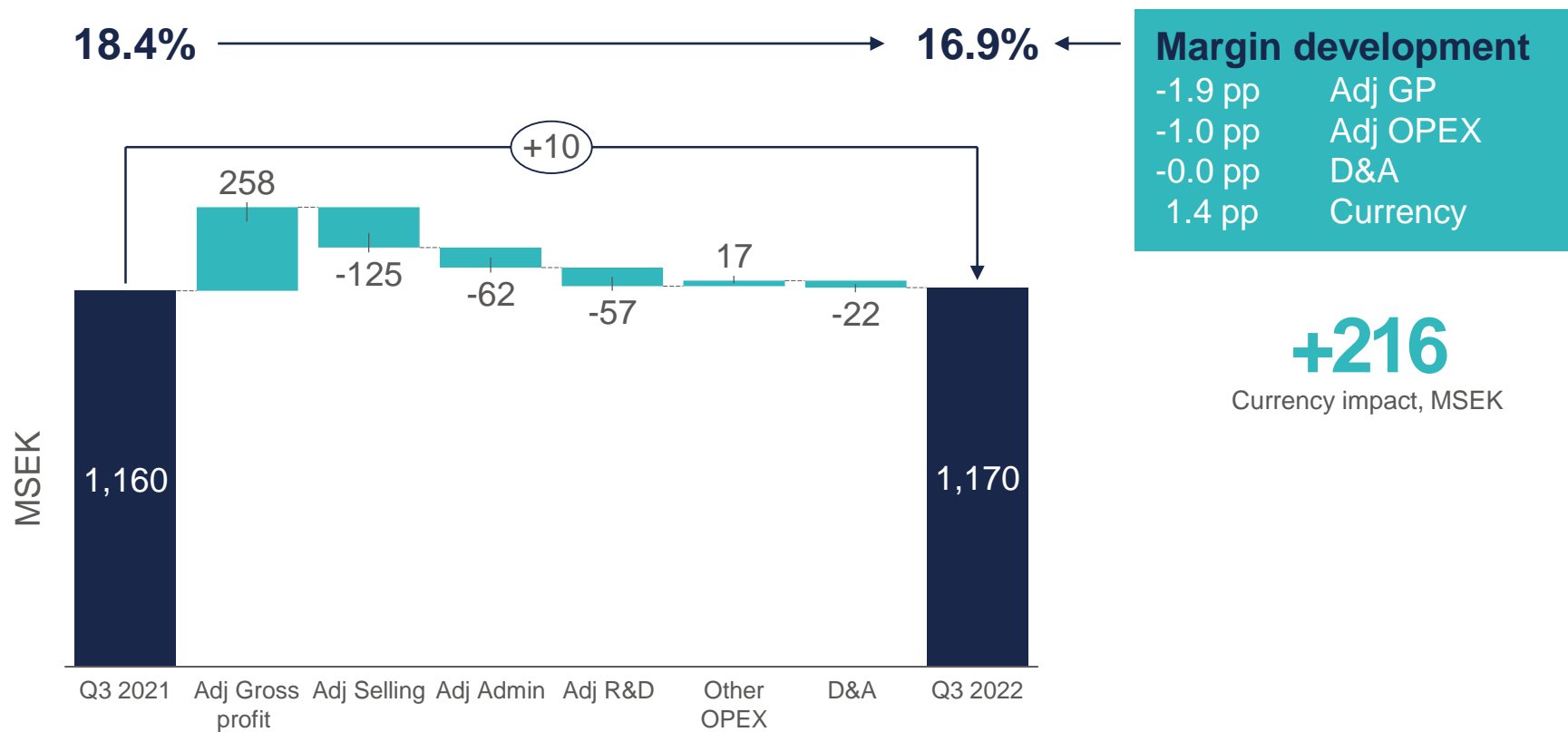
Gross Margin impact

- Volume →
- Business Area mix →
- Supply, Absorption & Cost inflation →
- Price →
- Currency →

Financial development

Adj EBITA margin negatively impacted by lower adj Gross Profit margin

Adjusted EBITA Bridge Q3 2021 – Q3 2022



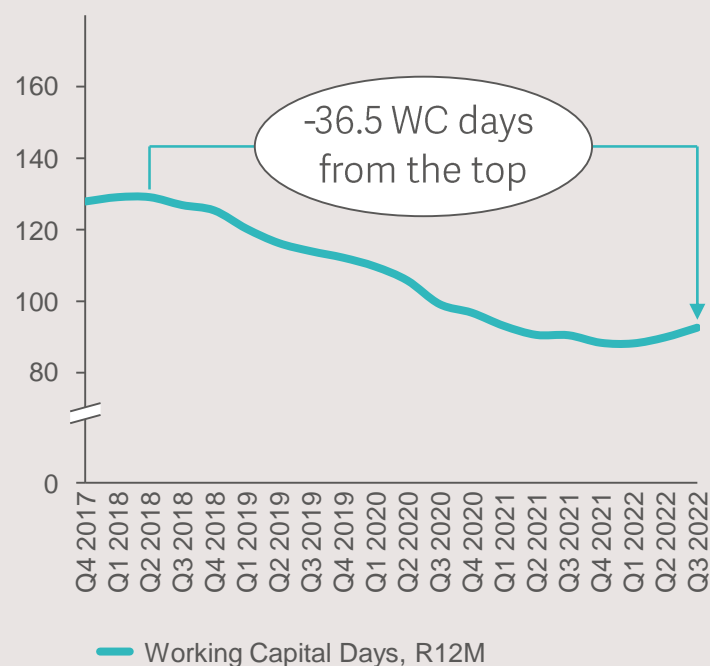
Positive free cash flow and still well below 100 WC days

Capital efficiency a priority

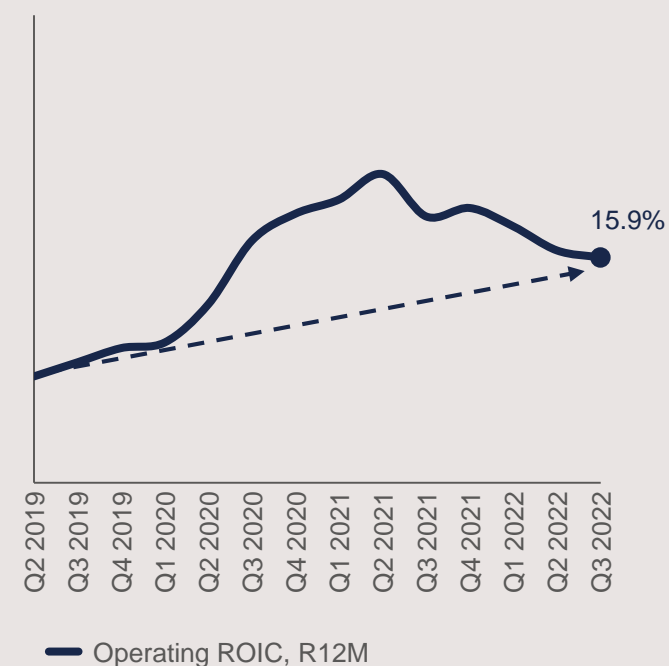
Free CF back at 1 BSEK in Q3



WC days well below 100



High Return on Invested Capital



Free Cash Flow: Cash flow from operating activities and investing activities, excluding acquisitions and divestment of operations.

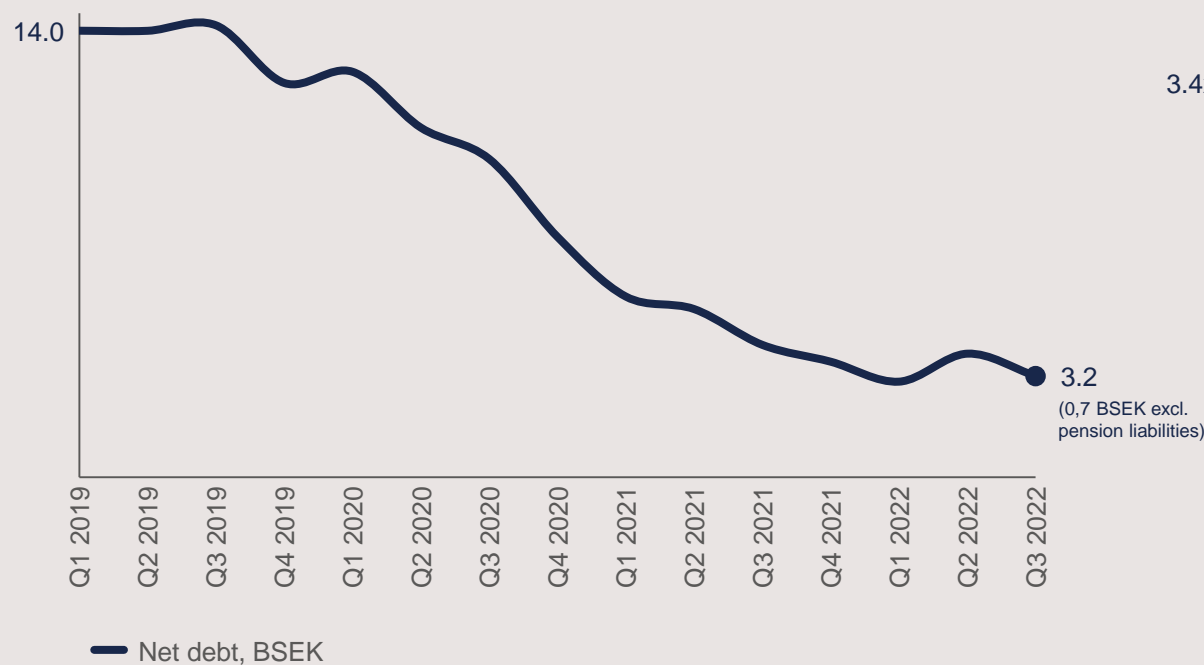
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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

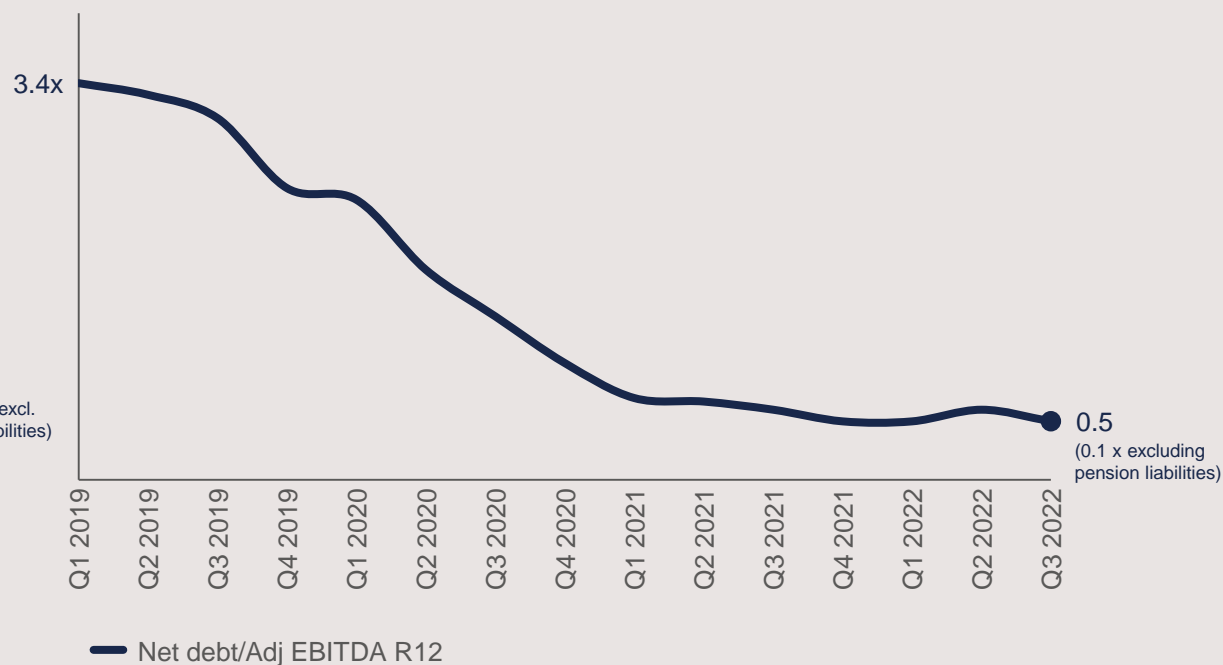
Solid financial position

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

Net debt is down significantly in recent years ...



... and leverage is signaling financial strength



Summary

Key takeaways

Summary Q3 2022

- External challenges and demanding comps impacting topline in the quarter
- New outlook for 2022: Net sales are expected to decrease by 3-6% organically
- Strong margins due to continued productivity improvements and positive currency effects
- Free Cash Flow above 1 BSEK – financial position remains strong

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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