

# Healthy order growth, improved margins and strong Cash Flow

Getinge Q4 2021

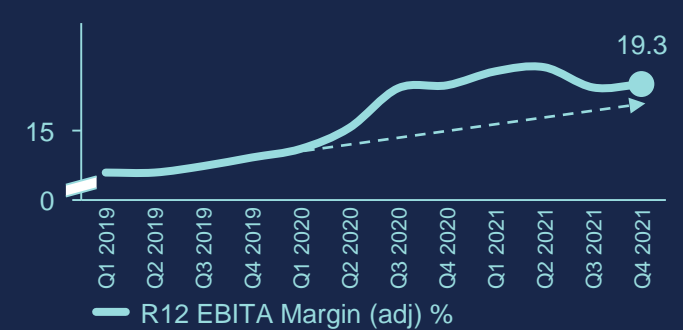
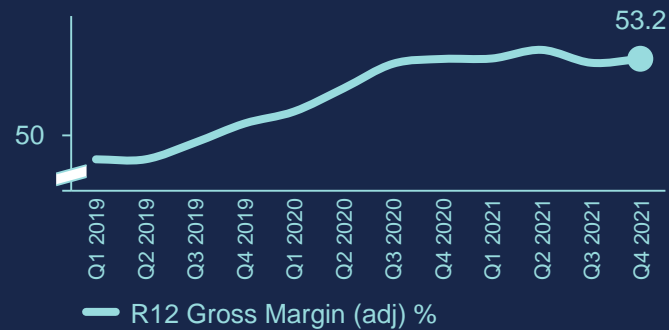
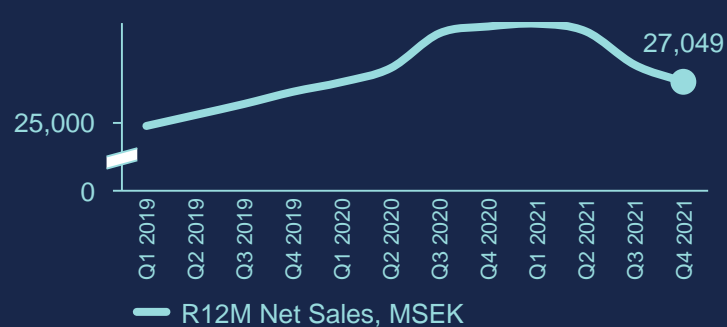
Mattias Perjos, CEO  
Lars Sandström, CFO

GETINGE 

# Key takeaways – a strong quarter from a financial perspective

## Q4 2021

- Healthy organic order growth
- Improved margins
- Strong Free Cash Flow
- Solid financial position
- Proposed dividend/share, SEK: 4.00 (3.00)



# Key activities and events

Q4 2021

## Strengthening the offering further

- Acquisition of Talis Clinical, a US-based leading innovator of High Acuity cloud-based software solutions
- Acquisition of Irasun, a Munich-based company, strengthening Getinge's position in cardiopulmonary perfusion

## New Business Area Presidents

- Elin Frostehav, Acute Care Therapies
- Eric Honroth, Life Science

## BetaBag® capacity increase

- Production of DPTE BetaBag® in Merrimack, US, up and running from December 2021



## MDL mesh litigation settlement

- Concluding provision of SEK 600 M (reported as IAC)
- Payments expected in H1 2022

## Milestone agreement

- Agreement with HealthTrust (HCA), a leading Group Purchasing Organization in the US, for the Surgical Workflows offering

# Organic order growth in Q4

In all Business Areas and regions

## Global

Organic Order Growth  
**+6.4%**

Organic Net Sales Growth  
**-9.6%**

## Americas

+3.3%

-18.4%

## EMEA

+8.8%

-12.5%

## APAC

+7.3%

+10.6%

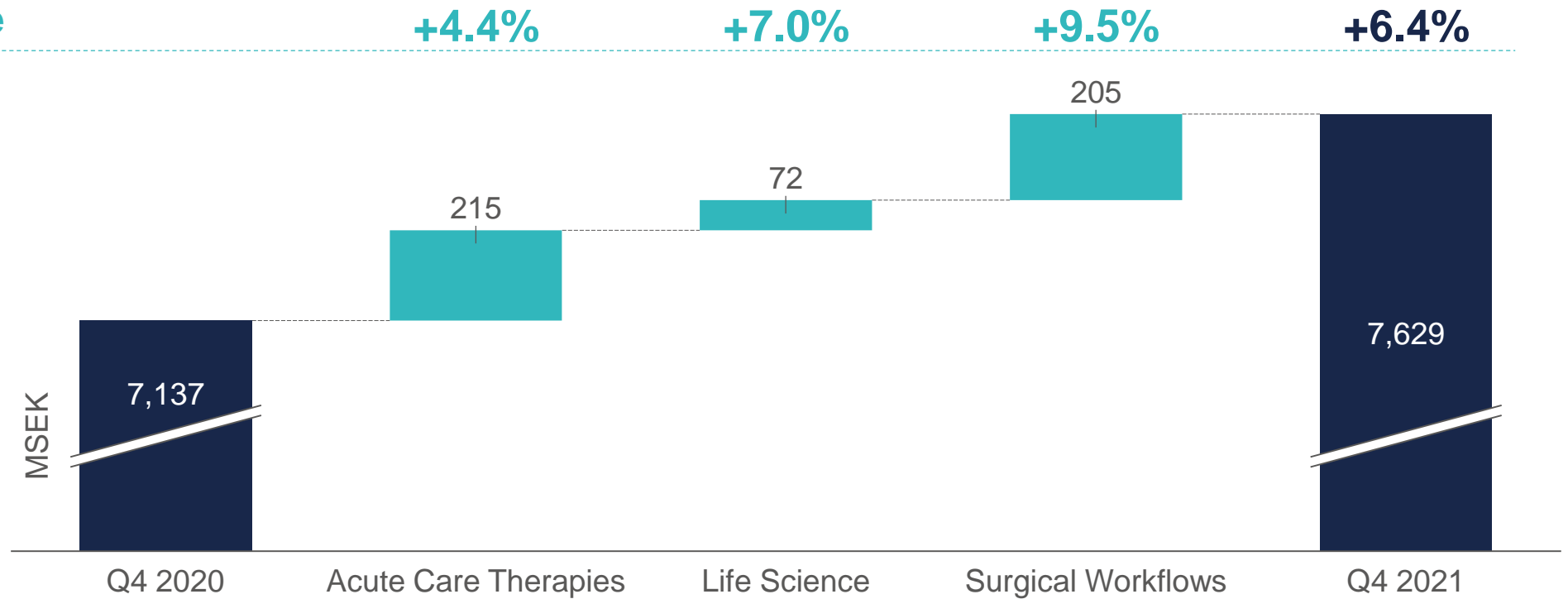
## Outlook 2022

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

# Healthy organic order growth in all Business Areas

Order Intake Bridge Q4 2020 – Q4 2021

## Organic change

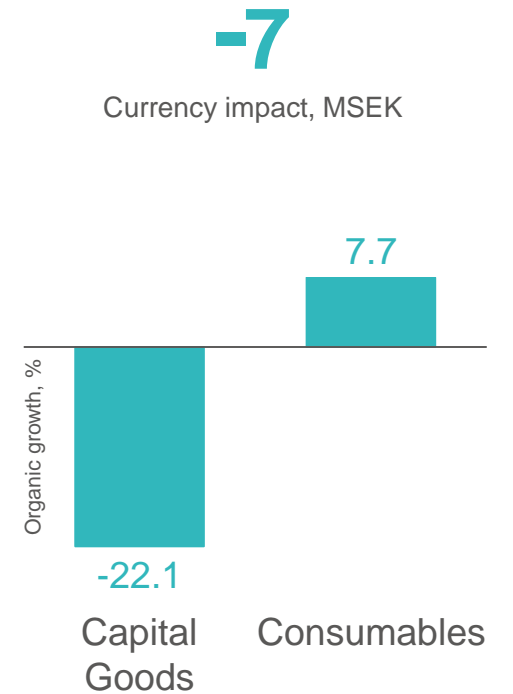
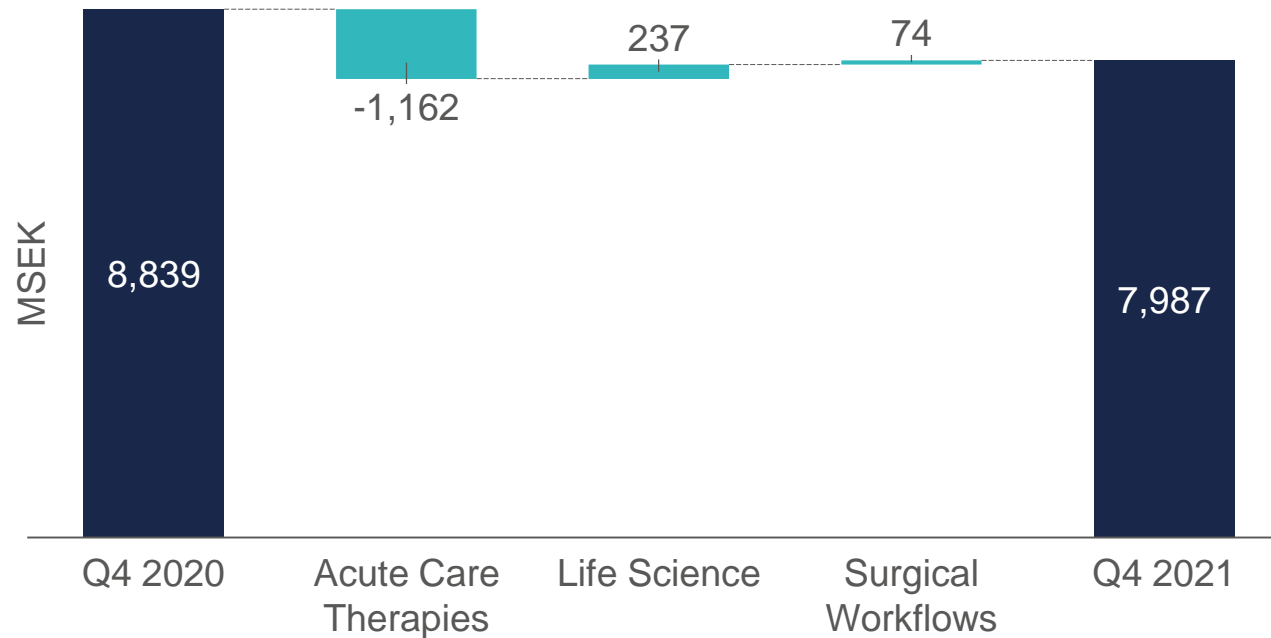


# 29.1% organic Net Sales Growth in Life Science

Net Sales Bridge Q4 2020 – Q4 2021

Organic change

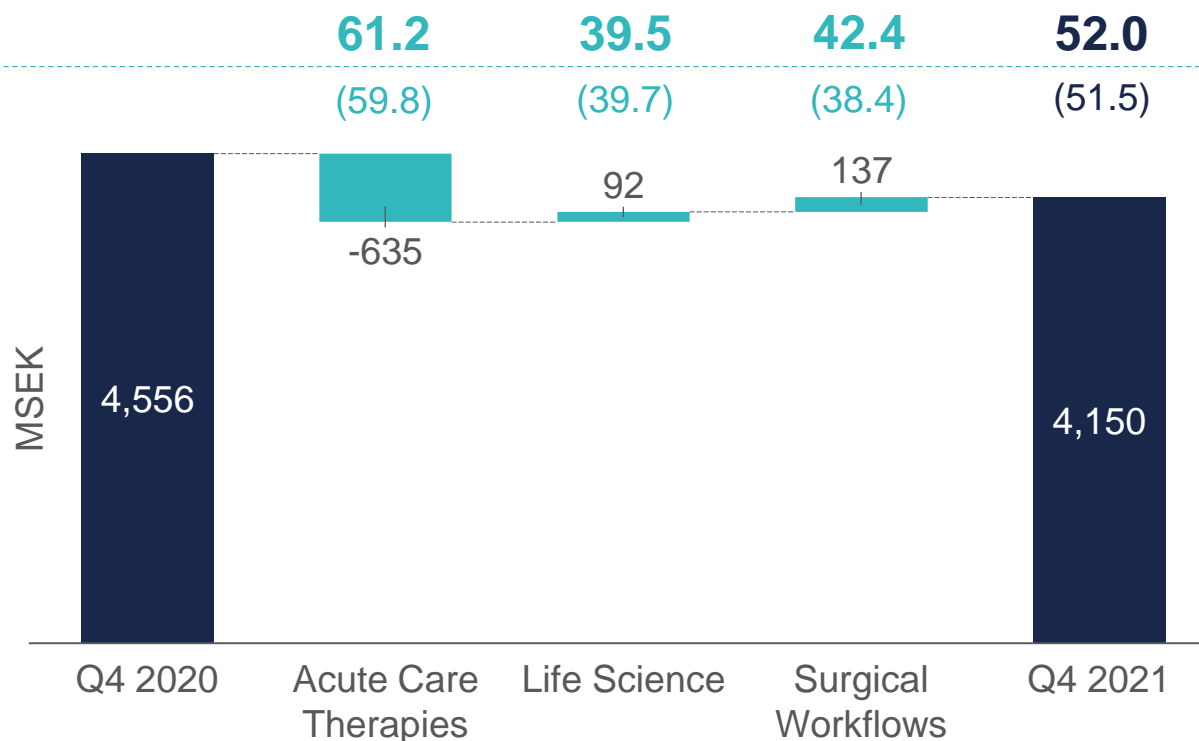
-22.1% +29.1% +4.0% -9.6%



# Margin improvement in Acute Care Therapies and Surgical Workflows

## Adjusted Gross Profit Bridge Q4 2020 – Q4 2021

Adj GM, %  
Q4 2021  
(Q4 2020)



**Gross Margin impact**

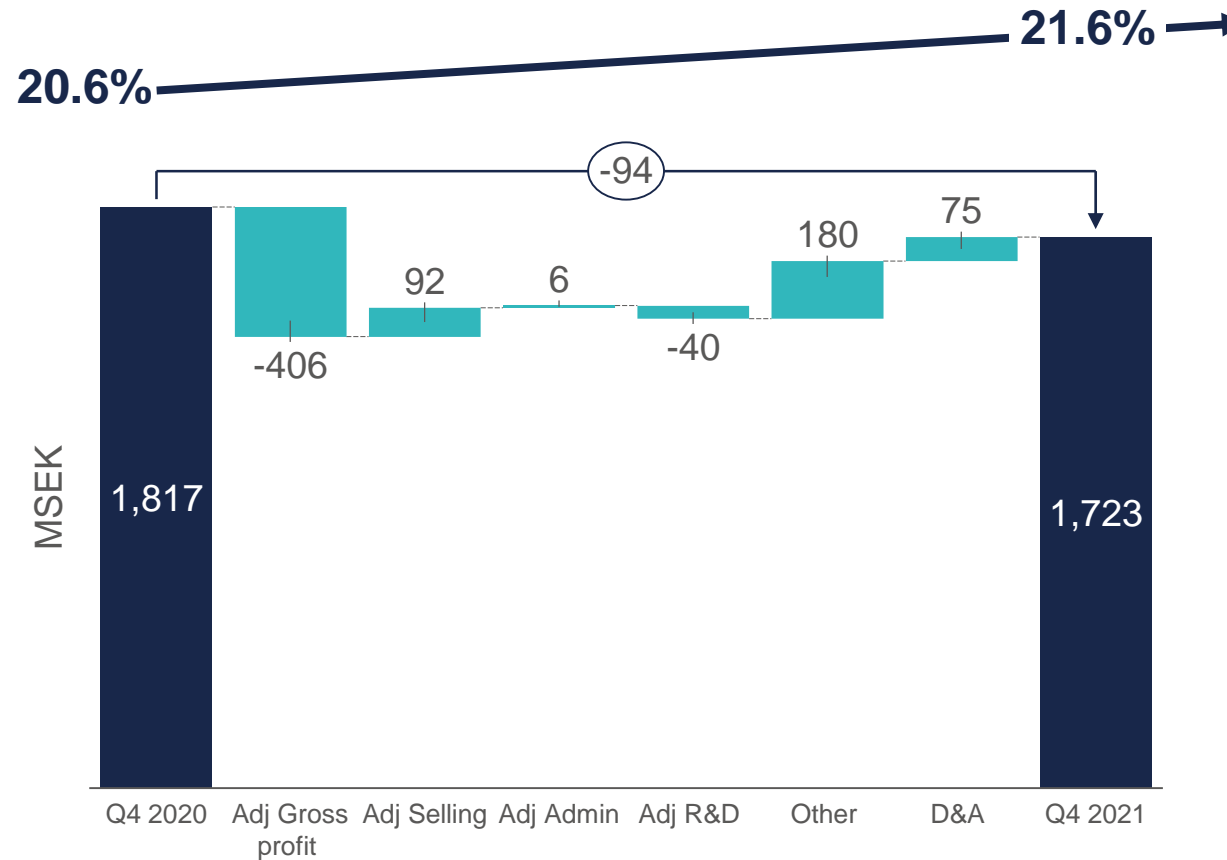
- Volume →
- Business Area mix →
- Factory absorption →
- Currency →



# Financial development

# Adj EBITA margin improvement

Adjusted EBITA Bridge Q4 2020 – Q4 2021



**Margin development**

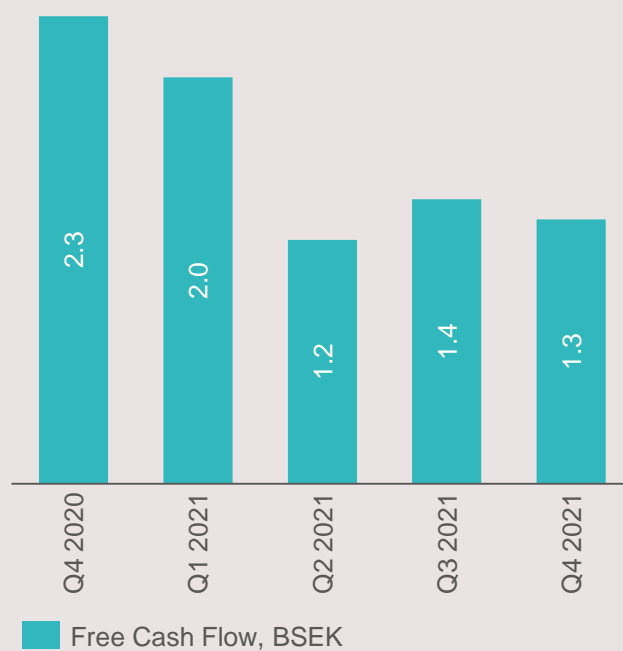
- 0.1 pp Adj GP
- 1.3 pp Adj OPEX
- +0.3 pp D&A
- +2.1 pp Currency

**+163**  
Currency impact, MSEK

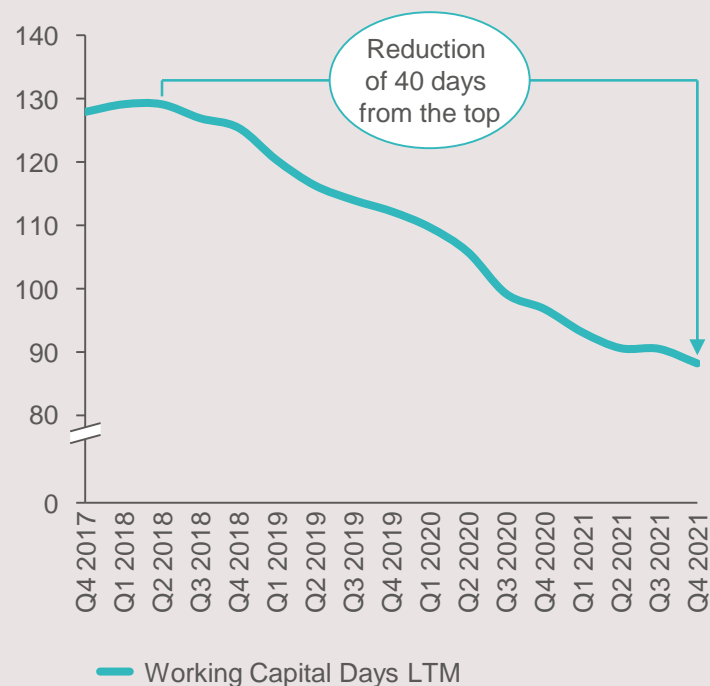
# Strong free cash flow and good control of working capital

Continued efficiency enhancements

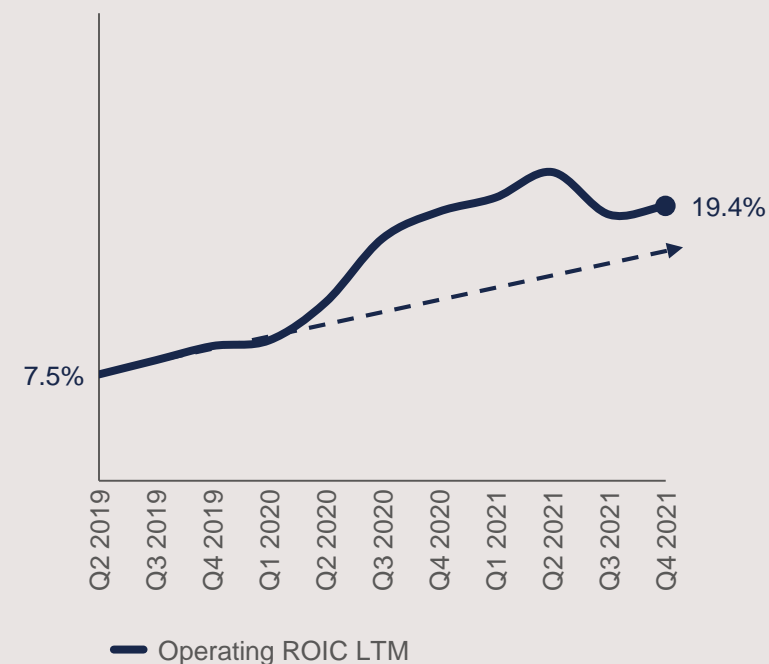
### Strong Free Cash Flow



### WC days well below 100



### High Return on Invested Capital



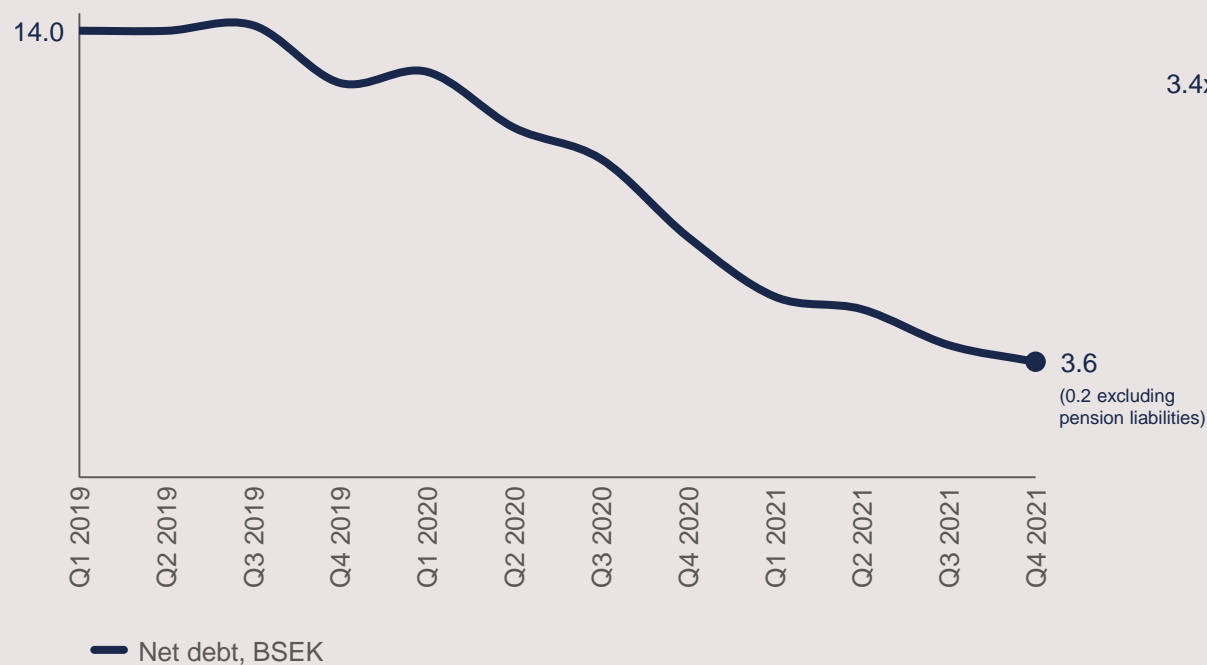
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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.

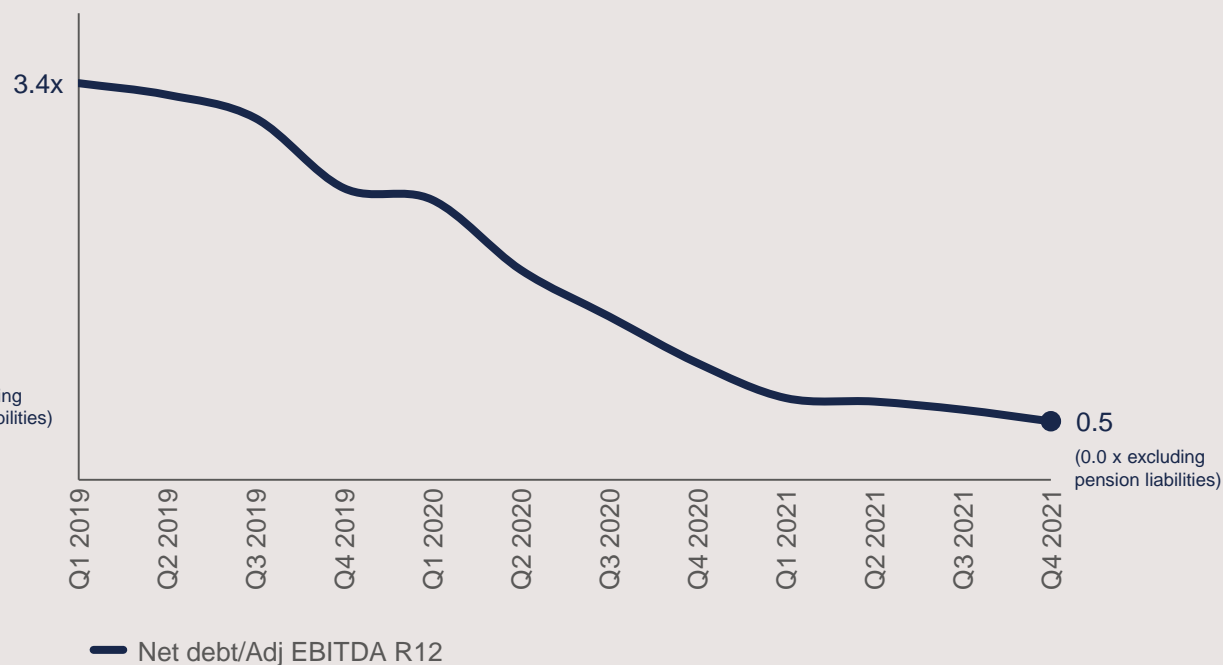
# Solid financial position

Strengthened even further

### Improved net debt ...



### ... and leverage



# Summary

# Key takeaways

## Summary Q4 2021

- Good activity level and progress on strategy implementation
- Healthy organic order growth
- Improved margins
- Strong Free Cash Flow
- 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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