



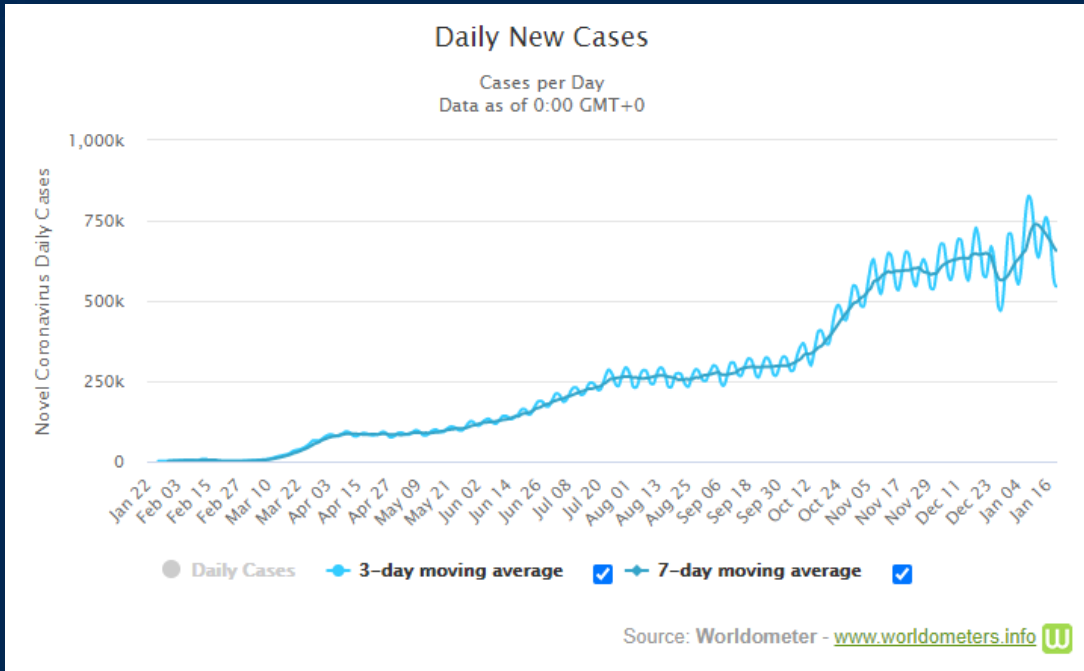
Year End Report 2020

“Intense work to support Health Care and Pharma Companies”

Mattias Perjos, President and CEO
Lars Sandström, CFO

January 28, 2021

GETINGE 



COVID-19 Pandemic

Moderna Plans to Ramp Up COVID-19 Vaccine Production by 20%

Bloomberg

More Than 25 Million Shots Given: Covid-19 Vaccine Tracker

The U.S. has administered 8.02 million doses...

Germany's BioNTech racing to ramp up Covid-19 vaccine production to fill 'gap'

258 Shares

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MEDICAL NEWS TODAY

COVID-19 linked to vascular deaths

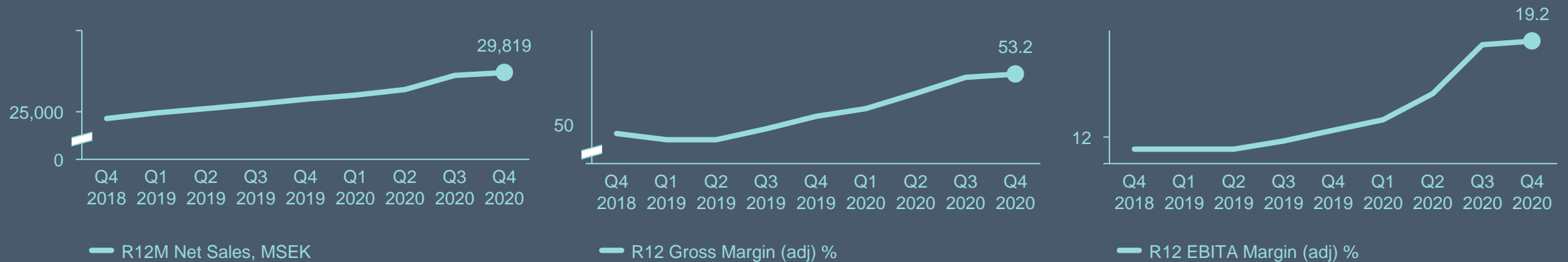
...vascular deaths that were not... surged early in the pandemic. The... avoidance of hospitals may partly explain the... se.



Key takeaways – performance

Q4 2020

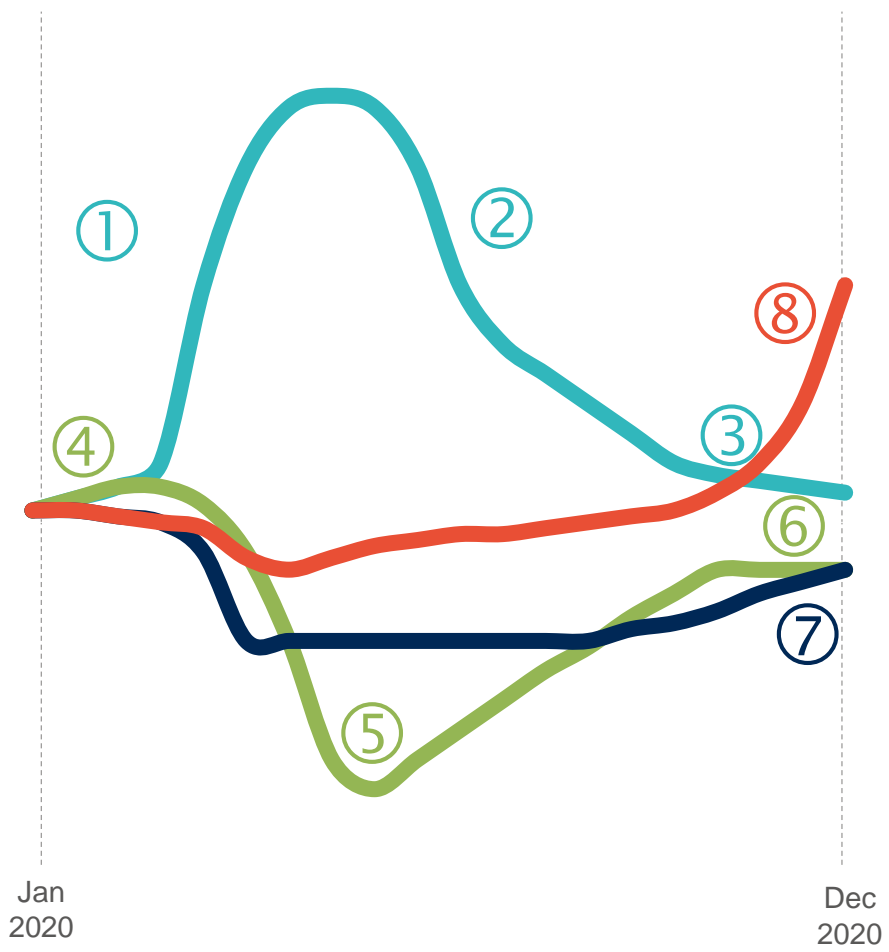
- Strong organic sales and order growth
- Improved margins
- Strengthened Free Cash Flow
- Leverage improved to 1.0x (2.5x)
- Dividend (proposal): 3.00 SEK/Share (1.50)



Leverage defined as net interest-bearing debt in relation to adjusted EBITDA R12M, multiple

Order intake Q1-Q4 2020

Trends are converging (except for Sterile Transfer, where orders grow strongly)



Critical Care and Cardiopulmonary

(~50% of sales in Acute Care Therapies before COVID-19)

- ① Decisions to ramp up capacity in advance ICU-ventilators and ECMO
- ② The 26,000 advanced ICU-ventilator capacity for 2020 was fully booked
- ③ Reached the goal to deliver 26,000 advanced ICU ventilators in 2020

Cardiac & Vascular

(~50% of sales in Acute Care Therapies before COVID-19)

- ④ Steep decline in elective surgeries due to lock down, creating a back-log in hospitals
- ⑤ Sequential growth as elective surgeries regained
- ⑥ Sequential growth halted due to second wave of COVID-19

Surgical Workflows

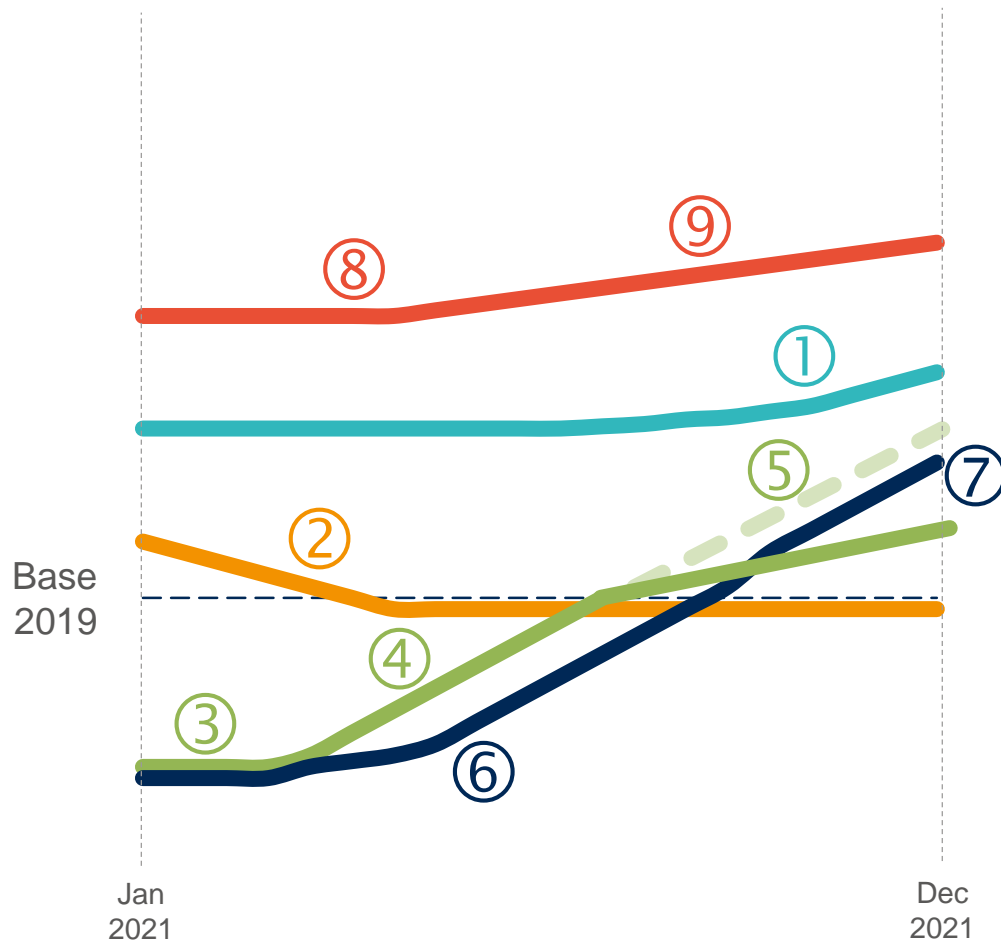
- ⑦ Decline since March halted in Q4 – trend moving towards positive territory

Life Science

- ⑧ Strong growth in offering towards Biopharma customers in Q1-Q3 and exceptional order growth in Q4 linked to customers' production of COVID-19 vaccines. Equipment for traditional Pharma production is also starting to show positive signs

Expected net sales trends 2021 in relation to 2019

A muted H1 followed by an intense H2



Cardiopulmonary

- ① High demand on products for ECMO therapies expected to continue and capacity expected to increase incrementally throughout the year

Critical Care

- ② Net sales in Critical Care is expected to be in line with 2019 for the full year despite initial growth

Cardiac & Vascular

- ③ Starting point approximately 10-15 % below 2019 level ...
- ④ ... but gradual improvement as more patients get vaccinated
- ⑤ The underlying patient need (dotted) is high, but uncertainty on how fast and to what extent hospitals can increase capacity

Surgical Workflows

- ⑥ Even if order growth is expected to pick up in Q1-Q2 due to shift in focus in hospitals, there is a lag in net sales due to long lead times ...
- ⑦ ... why deliveries are expected to pick up in the latter part of the year

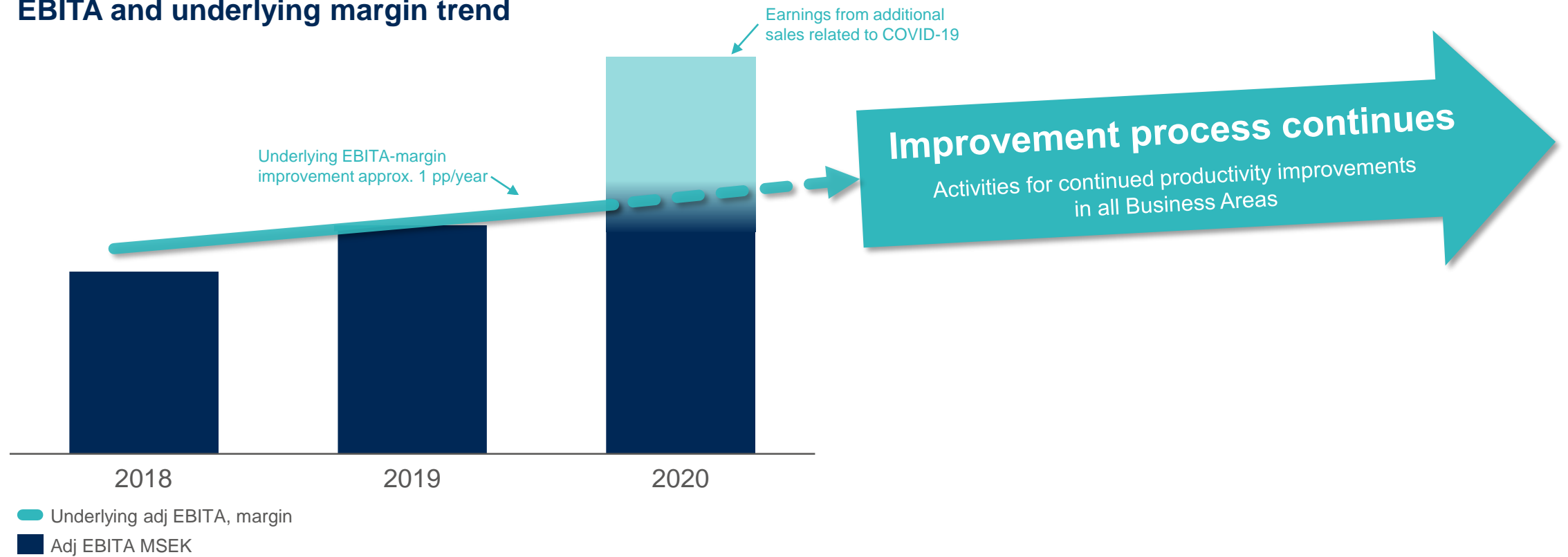
Life Science

- ⑧ Exceptionally strong order book and continued capacity increase in Sterile Transfer points in the direction of a significant increase in net sales 2021 vs 2019 ...
- ⑨ ... capital goods growth (sterilizers and washers) is expected to contribute positively in H2

Underlying EBITA-margin improvement

Approx 1 pp annual improvement

EBITA and underlying margin trend



Net sales

is expected to be at least 27 BSEK

Long term we expect 2-4% organic
annual growth in net sales

Key activities and events

Q4 2020

Product news

- Solsus 66, a versatile and cost efficient sterilizer
- A new Tegris OR platform for safe and effective workflows in the Operating Room
- Acquisition of Quadralene, a specialist in decontamination products, in order to grow into the field of infection control consumables
- NICCI – the latest innovation in advanced hemodynamic monitoring



Improvement journey continues

- Enabling productivity gains in production, logistics and OPEX
 - Decision to establish production of BetaBags in the US – production starting late 2021
 - Investment in capacity increase in La Ciotat, where grafts are being produced
 - Finalizing the transfer of low temp sterilization operations from Ankara (Turkey) to Poznan (Poland)
 - Consolidation of factories in New Jersey (US) progressing according to plan



Growth in net sales and orders in Q4

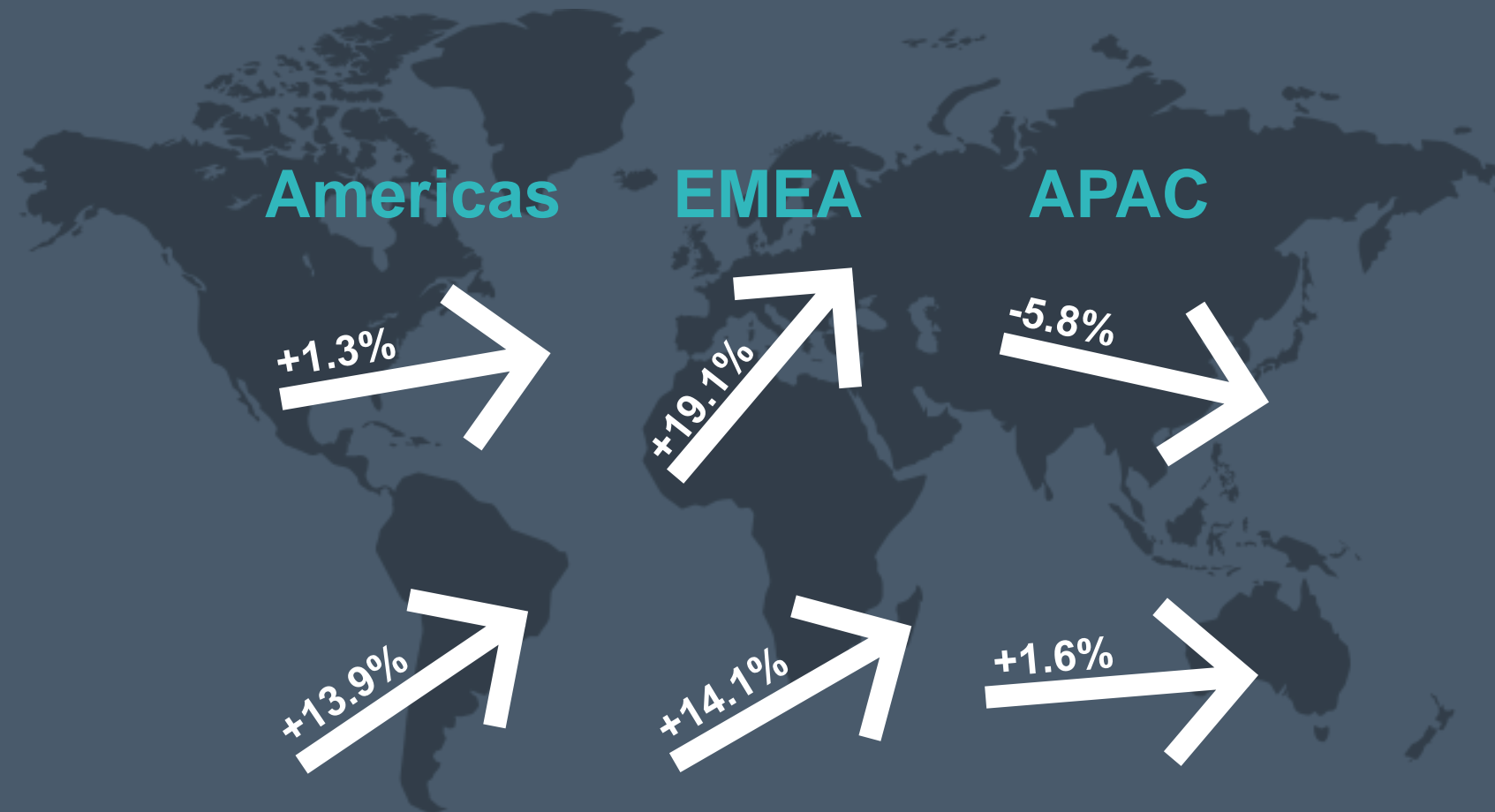
Products for vaccine production and ECMO therapies key drivers behind order growth

Global

Order Growth
+6.1%

Net Sales Growth
+11.1%

(Organic)



Order Intake per business area

Bridge Q4 2019 - Q4 2020

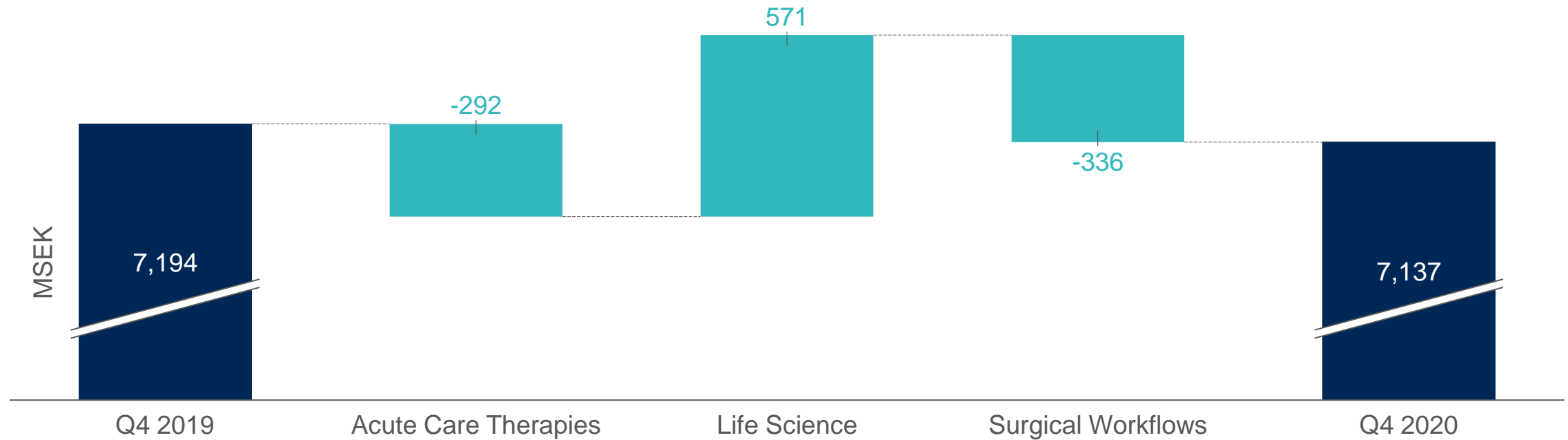
Organic change

+3.7%

+70.5%

-7.1%

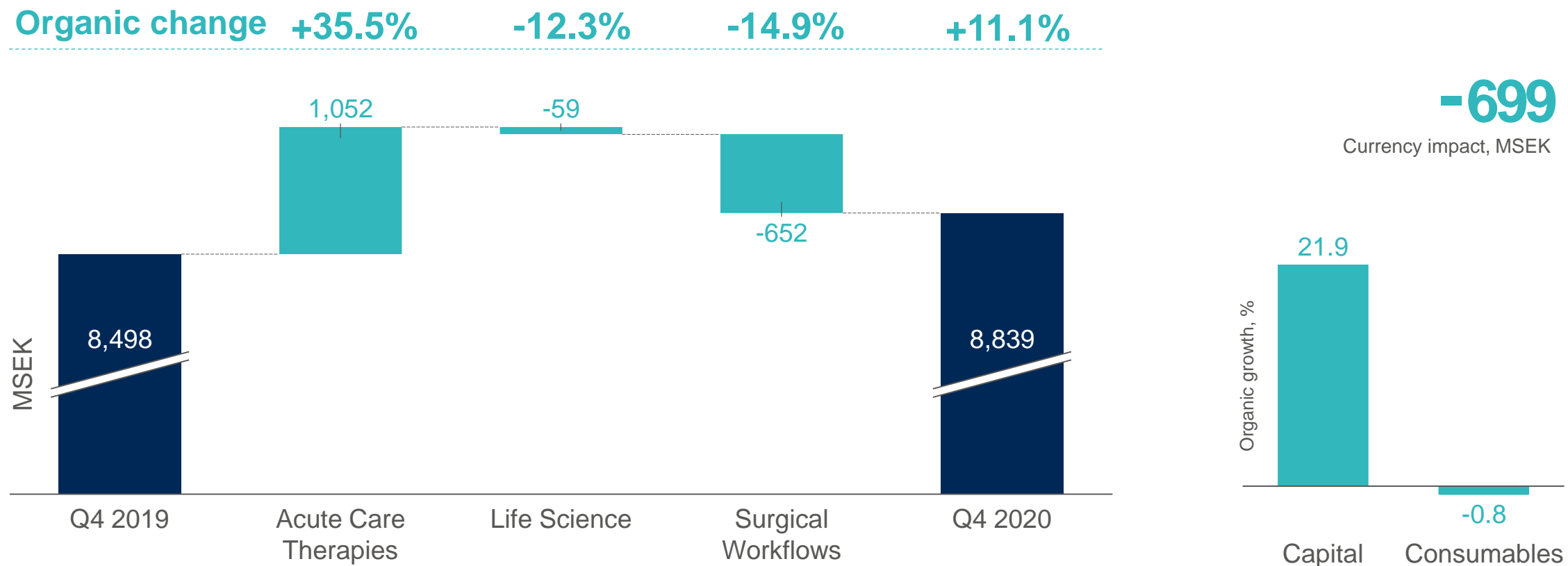
+6.1%



The figures in tables and charts in Getinge's financial statements are no longer rounded (as was done in the past for tables and charts to sum up correctly). The change is made for practical reasons and has no material impact.

Net Sales per business area

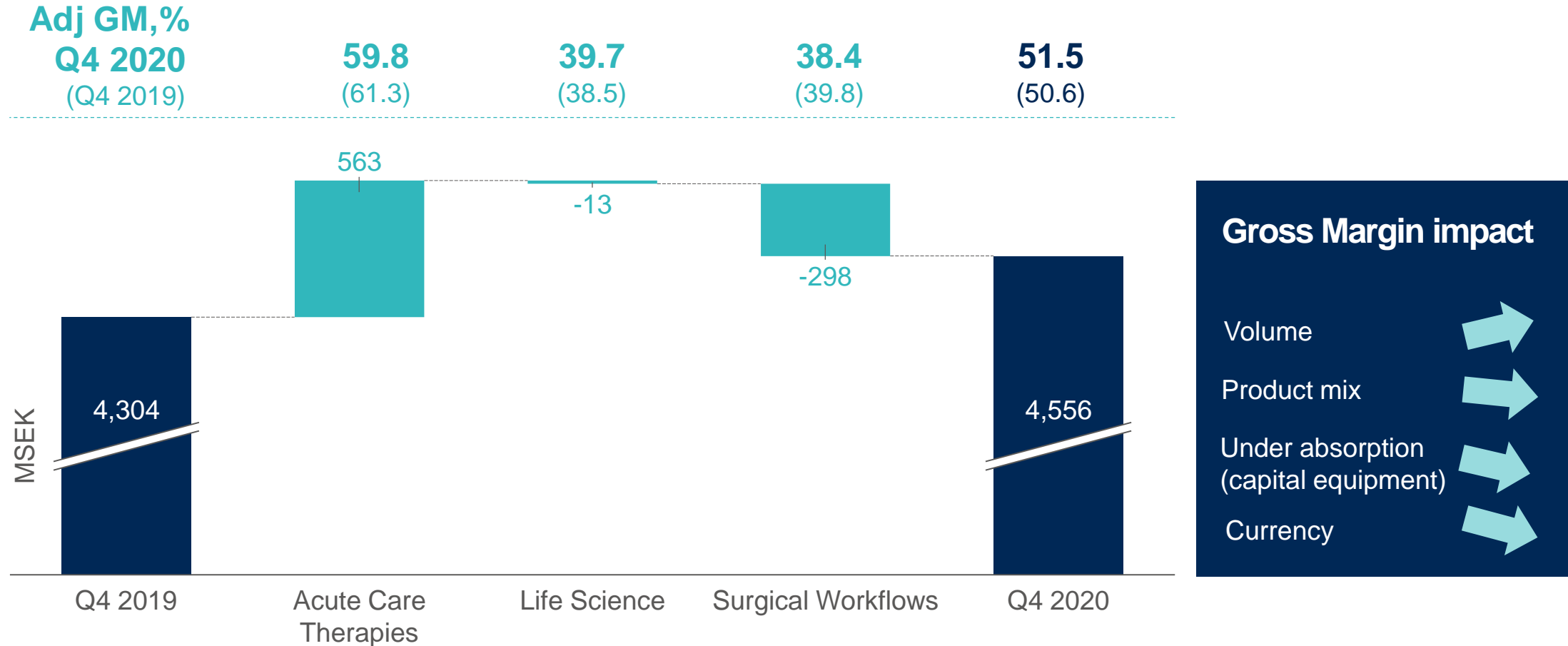
Bridge Q4 2019 - Q4 2020



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Adjusted Gross Profit and Margin development Q4 2020

Bridge Q4 2019 - Q4 2020



Gross Margin impact

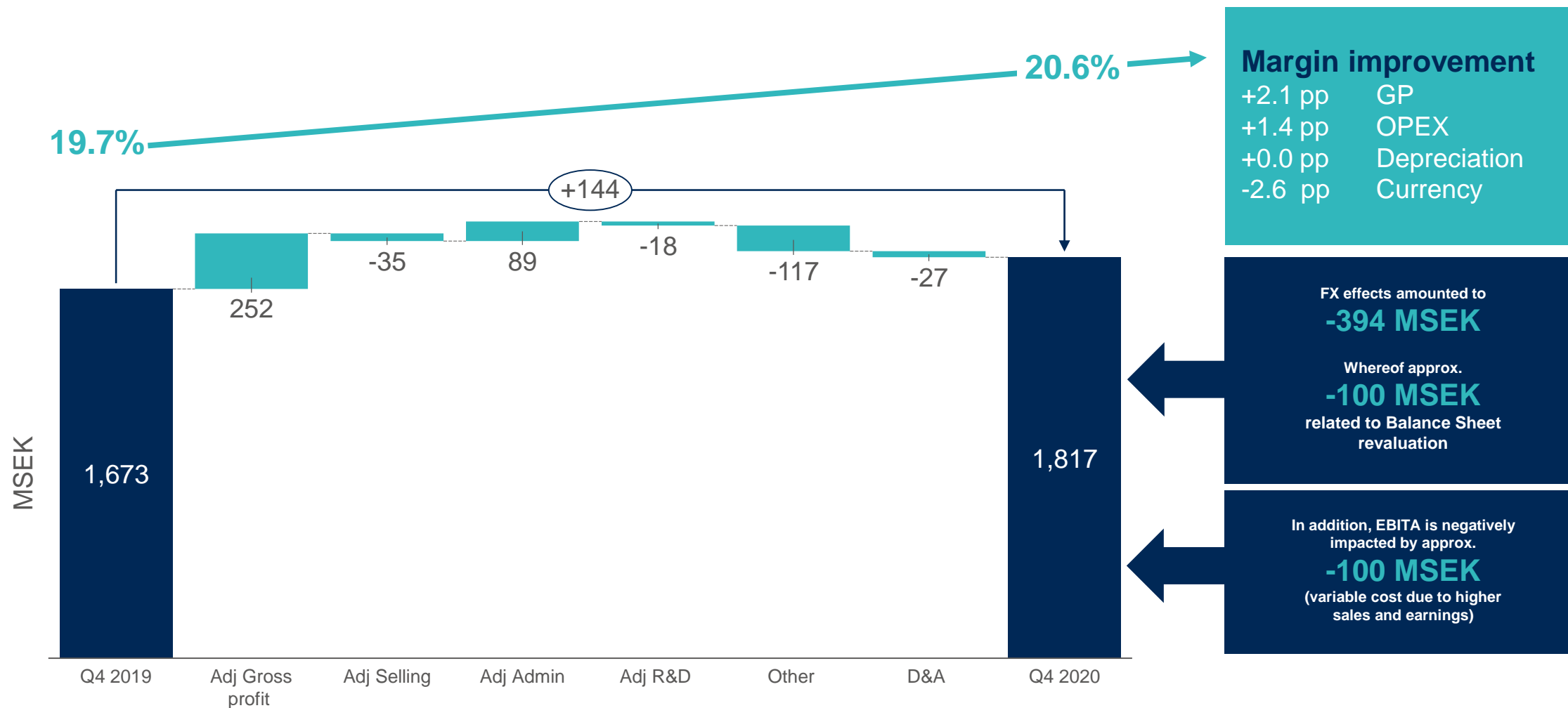
- Volume →
- Product mix →
- Under absorption (capital equipment) →
- Currency →

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Financial development

Adjusted EBITA

Bridge Q4 2019 – Q4 2020

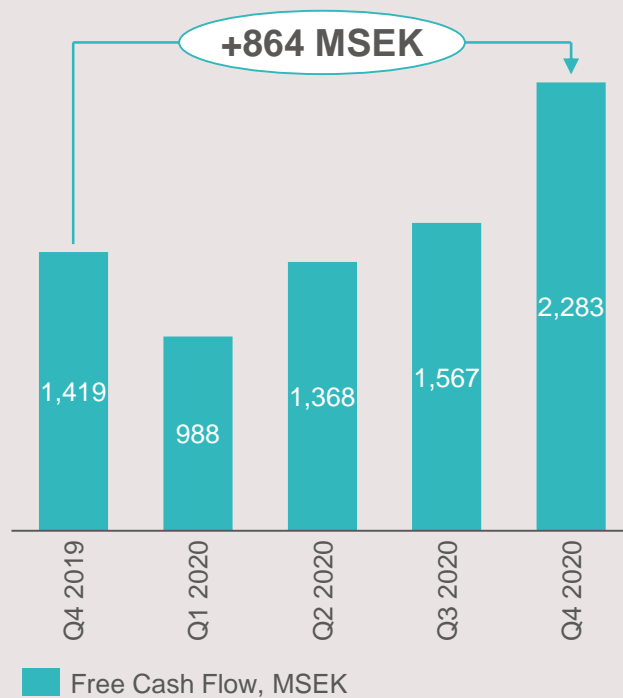


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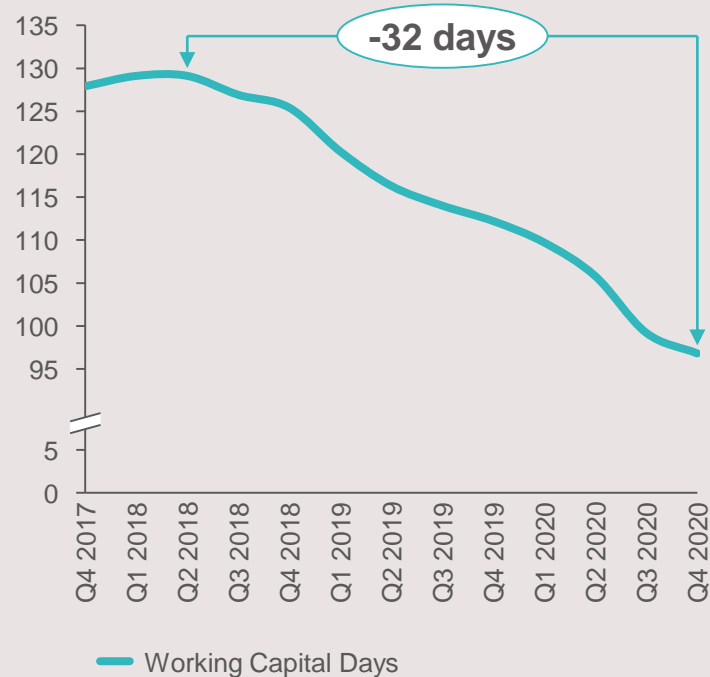
Improved free cash flow, working capital and increasing ROIC

Continued efficiency enhancements

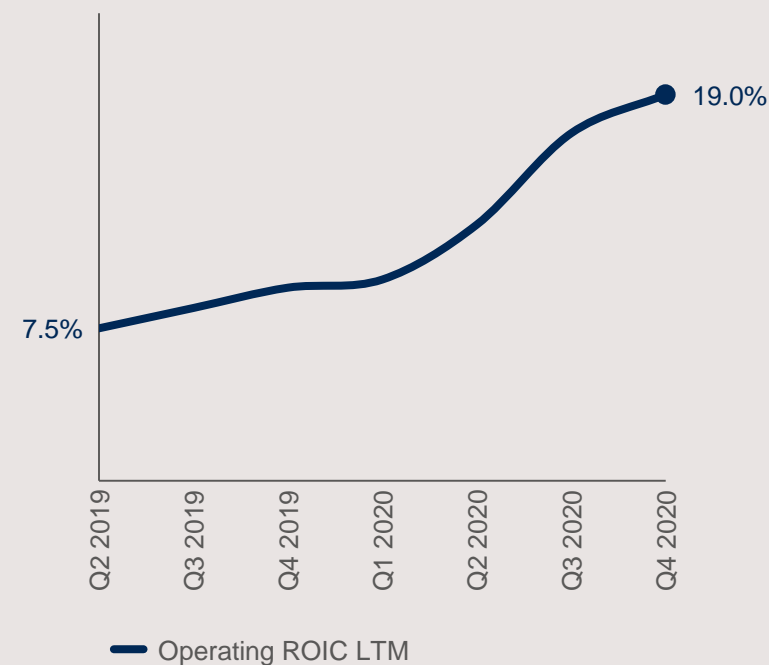
Improved Free Cash Flow



Improvement of WC days



Improved Return on Invested Capital



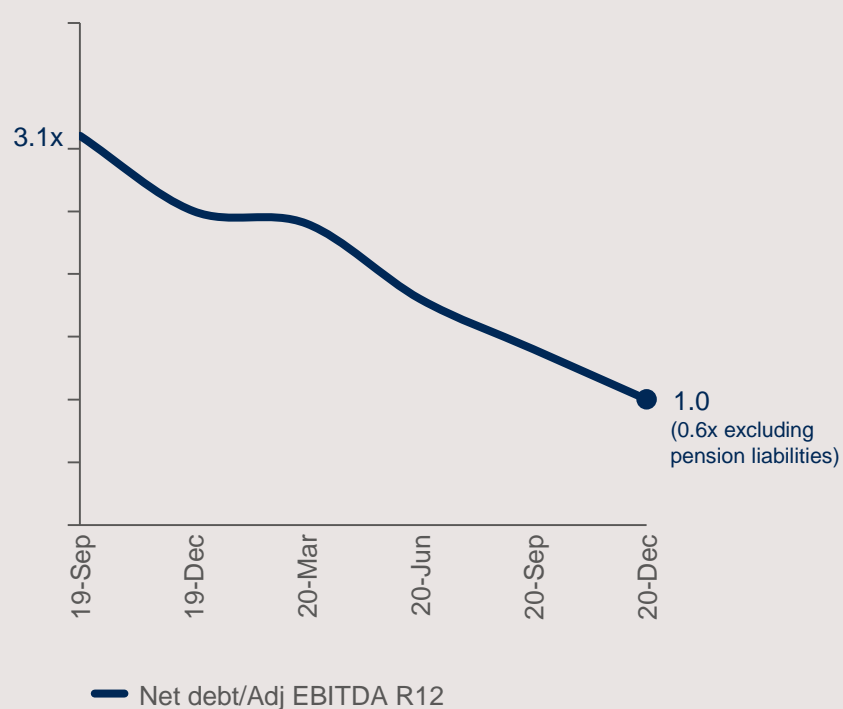
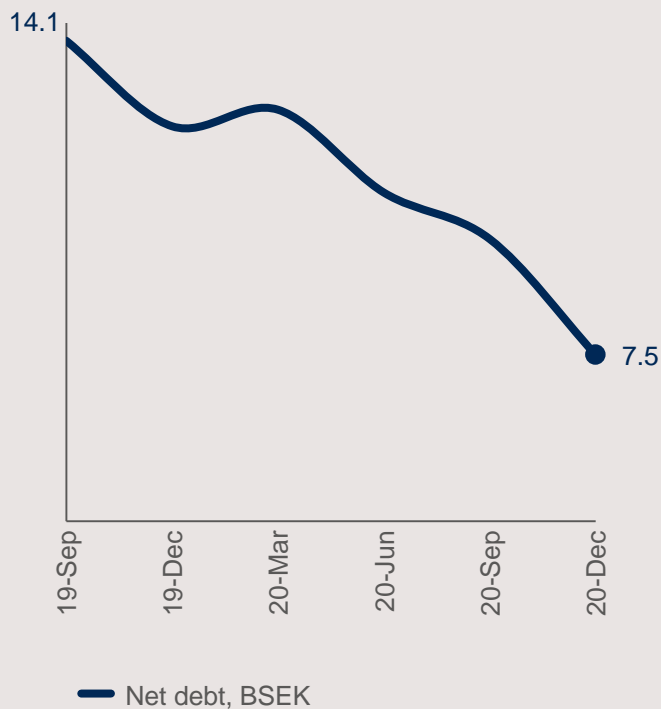
Working Capital, as defined on this page, is including accounts receivables, accounts payables and inventory - adjusted for currency

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.

Strong funding and cash position

Improved net debt ...

... and leverage



6.1 BSEK
in cash (Dec 31)

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Summary

Key takeaways

Summary Q4 2020

- Growth in organic net sales and order intake
- Improved margins
- Strengthened Free Cash Flow
- Leverage improved to 1.0x (2.5x)
- The intense cooperation with hospitals continues

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.



GETINGE

PASSION FOR LIFE