

# Ambu

Bernstein Pan European Strategic Decisions Conference  
*September 2020*



# *The world's most innovative single-use endoscopy player*

Business update

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Financial results and outlook

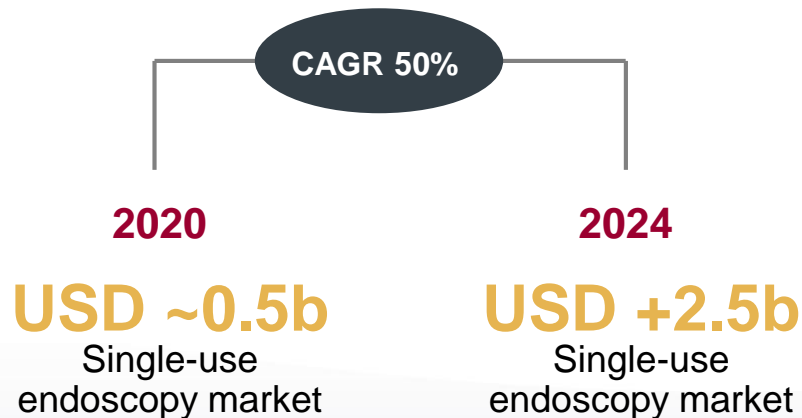
## **Disclaimer**

Forward-looking statements, especially such relating to future sales and operating profit, are subject to risks and uncertainties. Various factors, many of which are outside Ambu's control, may cause the actual development of the company to differ materially from the expectations contained in this presentation. Factors that might affect such expectations include, among others, changes in healthcare, in the world economy and in exchange rates

# 1 Unique market opportunity – rapid growth to USD 2.5bn

## Drivers creating the single-use endoscopy market

- I **Increased focus on contamination and infection control** from medical authorities
- II **Convenience and compelling economic offering** making the transition from reusable to single-use cost-effective
- III **Rapid technology advancements strengthening** single-use clinical performance
- IIII **Government and regulators support market conversion**, especially in the US

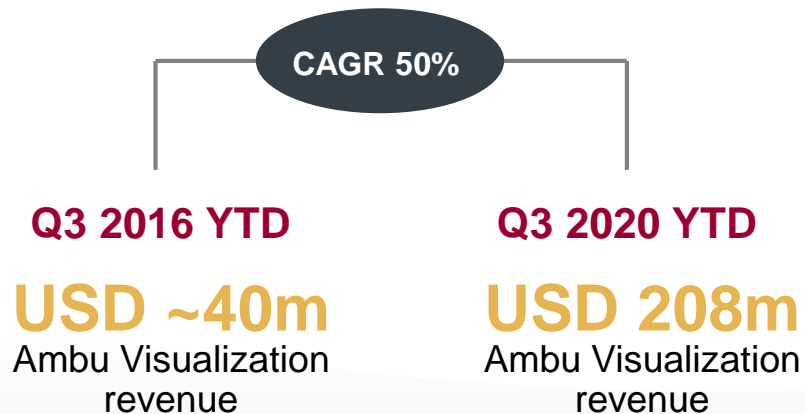


*One the most attractive medical device markets*

# 1 Uniquely positioned for market creation

## Competitive advantages

- I **Global leader in single-use** Visualization with 10 years of experience
- II **Modular innovation engine** and high scale low-cost manufacturing driving **richest pipeline in the market**
- III **Commercial organization with a 100% focus** on market creation and penetration of single-use Visualization products



*The world's most innovative single-use endoscopy player*



## Business update

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## 1 The COVID-19 pandemic has accelerated the development of the single-use endoscopy market

- Healthcare systems have increased their focus on infection control and the medical community is actively evaluating contamination levels and see single-use endoscopy as an attractive solution
- The aScope™ 4 Broncho has been used in COVID-19 patients driving an expansion of our customer base

## 2 21% organic revenue growth in Q3 19/20 driven by Visualization sales of +81%

- Visualization sales in Europe and Asia Pacific has more than doubled over last year
- Postponement of elective procedures drove a -15% decline in our Core business. We see gradual market improvement across geographies throughout Q3 and into July 2020
- Full-year guidance for organic revenue growth is reduced to ~26% with an EBIT% at ~12% to reflect the impact of COVID-19 in our Core business. Visualization volume target of +1m endoscope units sold remains unchanged

## 3 Ambu emerges from COVID-19 pandemic as a stronger company

- Today, Ambu is one of the fastest growing medical device companies. We are strengthening our organization across key capabilities from innovation to commercial infrastructure
- Positive market feedback on aView™ 2 Advance and aScope™ 4 Cysto
- aScope™ Duodeno was granted designation as a breakthrough device and has received FDA clearance

# 1 The case for single-use endoscopy continues to strengthen



## INCREASED FOCUS ON INFECTION CONTROL

Most recent peer-reviewed meta-analysis  
shows a **+15% contamination rate**  
in duodenoscopes

**Highest yearly number (#16) of published  
peer-reviewed studies** in 2020 concerning  
contamination in GI endoscopes



## UPDATED GUIDELINES FROM FDA AND NATIONAL ASSOCIATIONS

2<sup>nd</sup> FDA safety communication recommending  
transition to duodenoscopes with innovative  
designs, highlighting **aScope™ Duodeno**  
as part of the solution

National bronchoscopy associations  
recommending **single-use bronchoscopes**  
**in COVID-19** environment

## 2 Strong Visualization traction with 60% organic revenue growth Q3 YTD 2019/20

### Visualization

- aScope™ 4 Broncho is an important part of COVID-19 treatment in Europe and RoW with Q3 2019/20 sales increasing +195% and +105%
- In the U.S., Visualization sales is gradually improving over Q3 (-2%) and is back to strong growth in July

#### North America

**21%**  
Organic  
growth  
YTD 2020

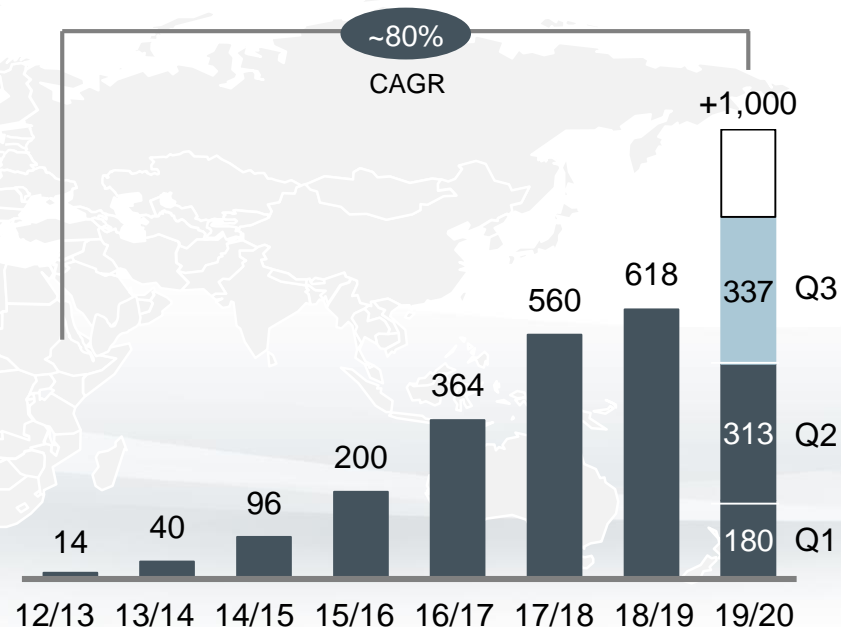
#### Europe

**111%**  
Organic  
growth  
YTD 2020

#### Rest of World

**77%**  
Organic  
growth  
YTD 2020

### Endoscope units sold ('000)





### 3 Advancing our innovation agenda in a COVID-19 environment

		Product	Launch
aView™ 2 Advance	Monitors	aView™ 2 Advance	✓
		aBox™ Console	2H, 2020/21
	Pulmonary	aScope™ 4 Broncho	✓
		aScope BronchoSampler™	✓
		VivaSight™	✓
		aScope™ 5 HD	Q4, 2020/21
		aScope™ 5 for smaller patients	2021/22
		aScope™ 5 for selected procedures	2021/22
	ENT	Video laryngoscope 2.0	2021/22
		aScope™ 4 RL Intervention	✓
		aScope™ 4 RL Slim	✓
	Urology	ENT High-Resolution	2021/22
		aScope™ 4 Cysto	✓
		Ureteroscope	2021/22
	Duodenoscopy (GI)	Cystoscope HD	2021/22
		aScope™ Duodeno	✓
		aScope™ Duodeno 2	2021/22
aBox™ Console	Colonoscopy (GI)	Cholangioscope	2021/22
		aScope™ Colon	2H, 2020/21
		aScope™ Gastro	2H, 2020/21

✓ Commercially available

Launches in 2019/20

Successfully introduced  
aView™ 2 Advance and  
aScope™ Cysto

aScope™ Duodeno was  
granted designation as  
a breakthrough device

Experiencing delays on  
aScope™ Colon and  
aScope™ Gastro due to  
COVID-19. Now  
expected in 2H 2020/21

### 3 Entering urology with the U.S. launch of aScope™ 4 Cysto

#### Rapid uptake in the largest Urology segment w. 6m procedures

Main highlight around overall scope performance and superior image resolution driven by advanced sensor, software and newest display technology platform, aView™ 2 Advance

~500

Product  
demonstrations  
and 213 ongoing trials

21

out of top 100 hospitals  
have converted or are  
in trial phase

**Offers opportunity to clear COVID-19 patient backlogs** with significant improvement on workflow and efficiency allowing doctors to perform more procedures with existing infrastructure



### 3 Entering into GI with the launch of aScope™ Duodeno

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- I aScope™ Duodeno was granted breakthrough designation and secured FDA clearance. Expect rapid market conversion on the back of FDA safety communications and new TPT reimbursement payment from CMS
- II Our controlled market release has started on selected hospitals in the U.S. Positive feedback from physicians after product demonstrations in the U.S.
- III We are on track to build our 170 people GI commercial organization in the U.S to support our aScope™ Duodeno launch. We expected it to be fully deployed by end of Q1 20/21
- IV The planned start of our clinical study has been delayed due the COVID-19 pandemic



A photograph of a modern office cafeteria. Large windows on the right side of the frame offer a view of a parking lot with several cars and a multi-story office building in the background. Inside, several people are seated at long, dark-colored tables. In the foreground, a man in a dark sweater is seen from the side, resting his head on his hand. Further back, a woman in a dark blazer and another woman in a light-colored top are seated at a table. A man in a light blue shirt is standing near a table in the background. The floor is highly reflective, showing the silhouettes of the tables and chairs. A dark, semi-transparent rounded rectangle is overlaid on the right side of the image, containing the text 'Financial results and outlook' in white. A thin white horizontal line is positioned below the text.

## Financial results and outlook



# Financial results Q3 2019/20

**Q3**

2019/20

**21%**

organic revenue  
growth

**16.5%**

EBIT margin  
*before special items*

**337**

Endoscopes sold  
*('000 units)*

**Guidance**

Full year 2019/20

**~26%**

organic revenue  
growth

*Previously 26-30%*

**~12%**

EBIT margin  
*before special items*

*Previously 12-14%*

**+1,000**

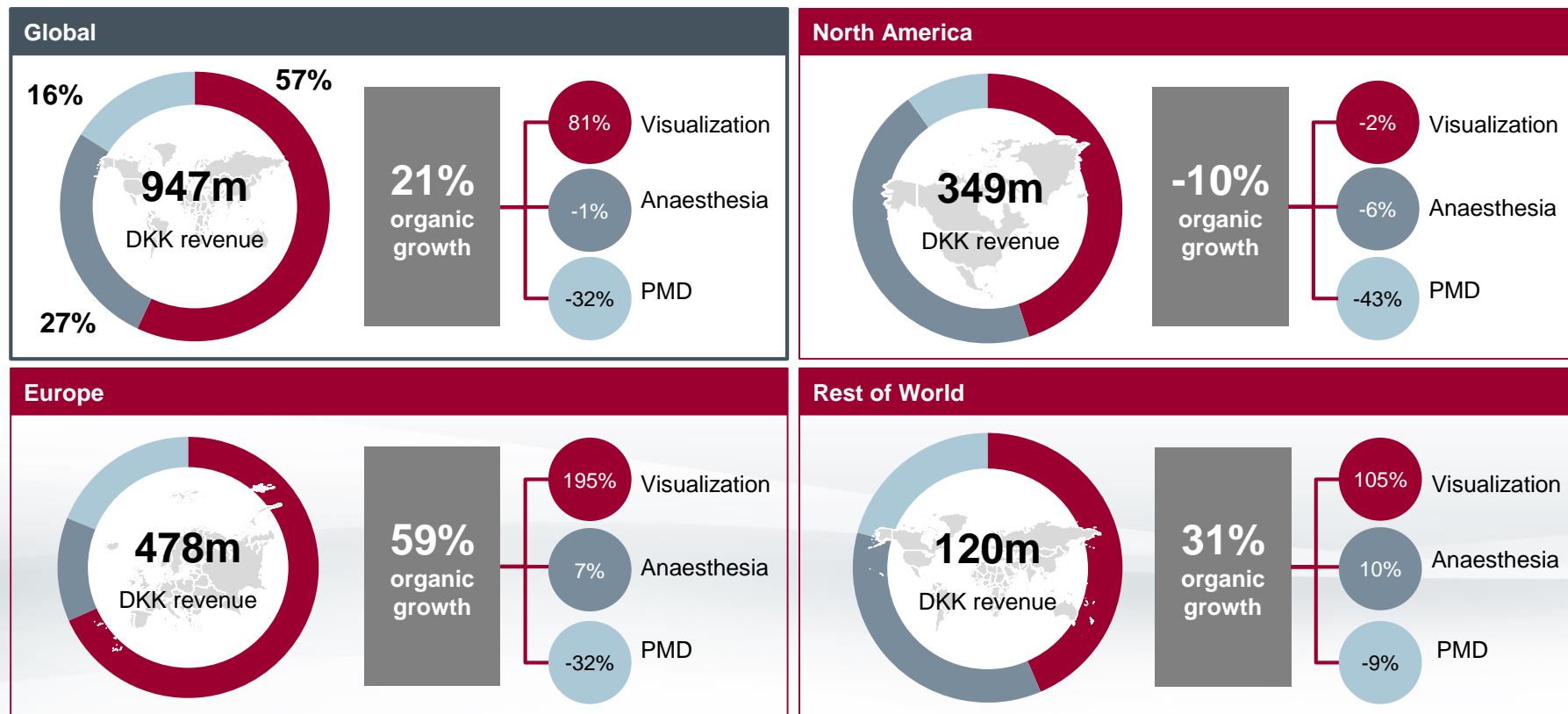
Endoscopes sold  
*('000 units)*

*Unchanged*

- **Increased demand for single-use scopes** in Europe and APAC while U.S. is back to strong growth in July
- Majority of the **Core portfolio was negatively affected** by postponed elective procedures
- Full-year guidance is reduced to approx. **26% organic growth with an EBIT margin at approx. 12%**

# Organic sales growth by geography

Q3 2019/20 revenue and growth across regions



# Uniquely positioned for value creation

## Our competitive advantages

- 
- I Global leader in single-use Visualization with 10 years of experience
  - II Highly scalable innovation engine due to modular approach combined with highest scale low-cost manufacturing
  - III Commercial organization with a 100% focus on market creation and penetration of single-use Visualization products

## Our aspiration

- ✓ *Broadest and most innovative portfolio in single-use Visualization*
- ✓ *Industry leading growth profile*
- ✓ *Top-tier shareholder returns with ongoing margin expansion*

# Investor contact information

## Share Information



Ambu A/S is listed on the stock exchange in Copenhagen under the symbol AMBU B

For further company information, please visit:  
[www.ambu.com](http://www.ambu.com)

## Investor Relations contacts



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## Financial calendar



### 2020

11 November

Q4 2019/20

09 December

Annual General Meeting 2019/20

For full list of Investor Relations events, please visit:

[www.ambu.com/about/corporate-info/investors/calendar](http://www.ambu.com/about/corporate-info/investors/calendar)





**Ambu – The single-use company**