

Ambu® aScope™ 4 Broncho  
Regular 5.0/2.2

# Analyst meeting

July 1, 2020

Ambu\*

# Agenda

## 1 General business

- Upgraded full-year 2019/20 guidance on April 6, 2020
- As communicated in Q2, we have accelerated investments in our commercial infrastructure with additional DKK 115m in 2019/20 to ensure an effective launch of our aScope™ 4 Cysto and aScope™ Duodeno. The full-year impact in 2020/21 will be DKK 375m

## 2 Visualization

- Different guidelines from American (AABIP) and European (ESA) bronchology and pulmonology authorities continue to cause a different use-pattern of single-use bronchoscopes across geographies

## 3 Anesthesia and Patient Monitoring & Diagnostics

- Procedures in both Anesthesia and PMD are connected to elective procedures

## 4 Products

- Two recent product launches of aScope™ Cysto and aView™ 2 Advance are in the market and available for sale
- aScope™ Duodeno has been filed for FDA and is pending approval

## 2019/20 Guidance

**26-30%**

Organic  
growth

**12-14%**

EBIT  
margin

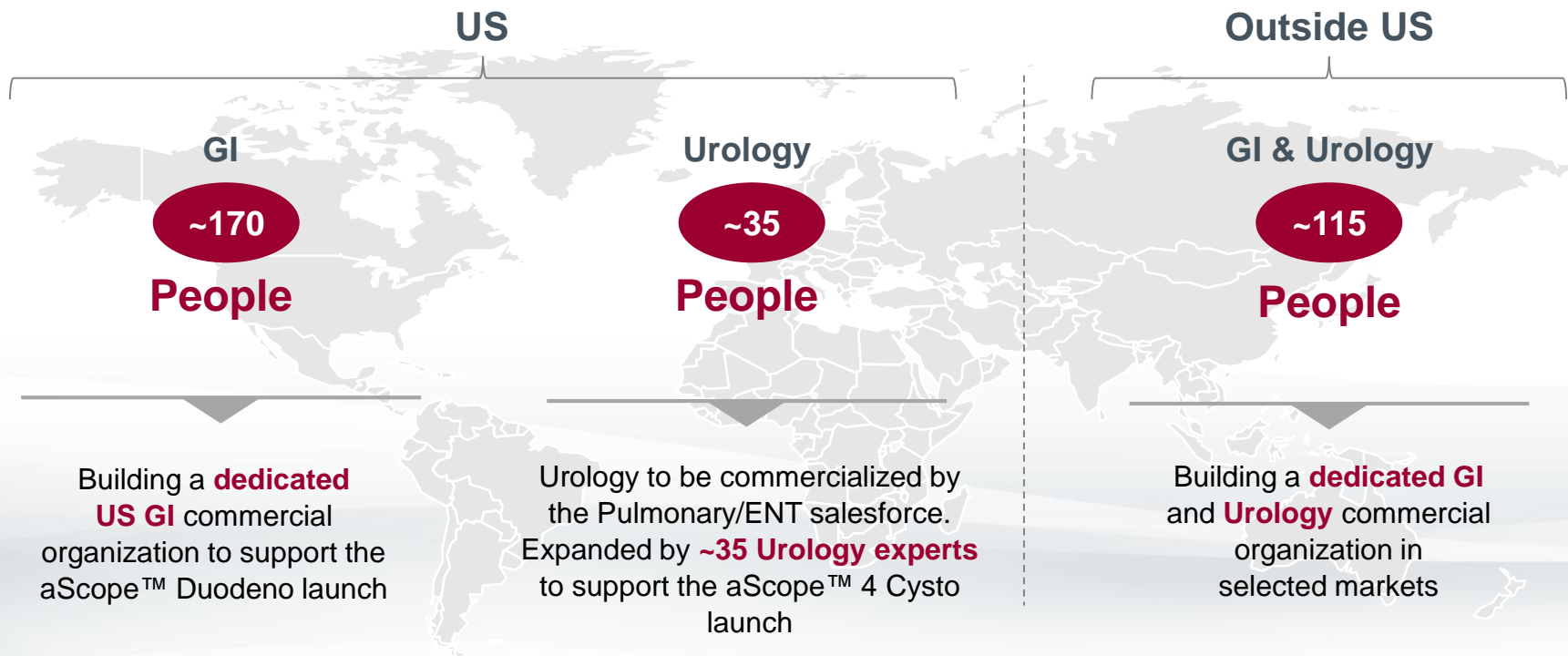
**+ 1,000,000**

Endoscope  
units sold

### 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

## The expansion is expected to be completed by end of Q1 2020/21



We will accelerate investments in our commercial infrastructure with **additional DKK 115m in 2019/20** to ensure an effective launch of our aScope™ 4 Cysto and aScope™ Duodeno. The full-year impact in 2020/21 will be **DKK 375m**

## Visualization

- In Q2 2019/20, COVID-19 contributed with ~20% share of total Visualization revenue of DKK 486m. This was ~80k additional endoscopes (Q2 2020, *Investor Presentation, p. 18*)
- In Q2, we saw regional differences between Europe and US where “*the main part of the increased number of endoscopes sold came from Europe. This is driven by the fact that surgeons in Europe are using single-use bronchoscopy to be able to determine what is the condition of a potential COVID-19 patient, and thus driving significant demand across all the key markets. In US, we also see single-use bronchoscopy being used, but they are being used mainly when the patient is in a more critical state.*” (Q2 2020, *conference call*)



## Guidelines from American Association for Bronchology and Interventional Pulmonology (AABIP)\*

- *“Because it is an aerosol generating procedure that poses substantial risk to patients and staff, bronchoscopy should have an extremely limited role in diagnosis of COVID-19”*
- *“In order to reduce community spread of COVID-19 infections and preserve healthcare work force and hospital resources, the AABIP is recommending postponing non-urgent bronchoscopy procedures”*
- *“The medical necessity of any bronchoscopy procedure should be judiciously evaluated by the bronchoscopist with careful assessment of the risk of delaying the procedure”*

*AABIP, Statement on the Use of Bronchoscopy and Respiratory Specimen Collection in Patients with Suspected or Confirmed COVID-19 Infection, p. 1-4, March 19, 2020*

## Guidelines from European Society of Anesthesiology (ESA)\*

### PPE DONNING

- ▶ **Second level PPE** (*airway management*)  
FFP3, facial shield, long sleeve fluid-resistant scrubs, double gloves, overshoes
- ▶ **Third level PPE** (*aerosol generating procedures - bronchoscopy, awake endotracheal intubation, etc.*) helmet in place of FFP3, facial shield, long sleeve fluid-resistant scrubs, double gloves, overshoes

DONNING/DOFFING OBSERVER EXTERNALLY CHECKING,  
INDIVIDUAL DONNING

### AWAKE INTUBATION INDICATED (*only if really mandatory*):

- ▶ AIRWAY TOPICALIZATION: no aerosol/vaporization
- ▶ TITRATED SEDATION (INFUSION PUMP) - sedation depth monitoring
- ▶ FLEXIBLE ENDOSCOPE WITH **SEPARATE SCREEN**  
(PREFER DISPOSABLE)
- ▶ RESCUE: INTUBATION THROUGH SUPRAGLOTTIC AIRWAY DEVICES  
(see above)
- ▶ **EARLY CRICOTHYROTOMY** if CI-CO

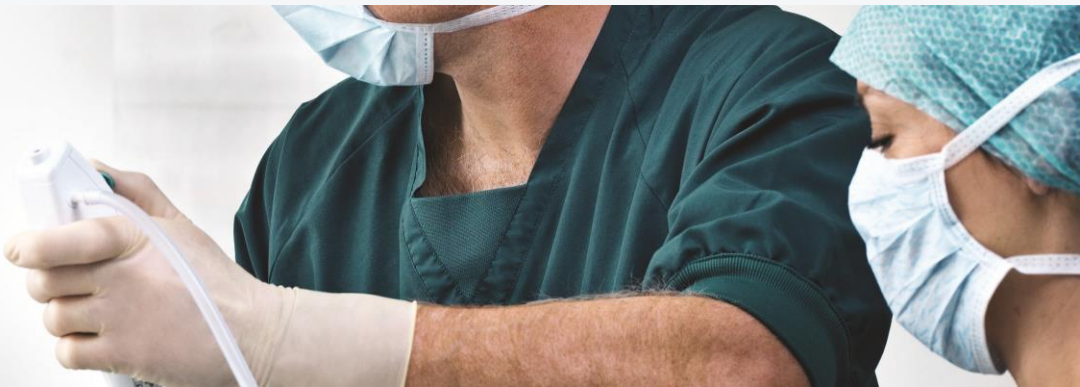
## Anesthesia and Patient Monitoring and Diagnostics

- *“It is very likely that our Core portfolio will be negative affected in Q3” (Q2 2020, conference call)*
- *“Core can be impacted negatively in our Q3 due to COVID-19” (Q2 2020, Investor Presentation)*
- Overall, procedures in both Anesthesia and PMD are connected to elective procedures



## Products

- **aScope™ Cysto** was approved by FDA on April 2, 2020 and **aView™ 2 Advance** was FDA listed and received CE mark May 1, 2020. Both products have been launched in the market
- **aScope™ Duodeno:** *“We will as soon as we secure our FDA approval, launch a clinical study. We are talking 500 patients. After the FDA clearance, we are going to show some interim results after we have the first 60 patients to support our US launch” (Q2 2020, conference call)*
- *“The cost of this clinical study is not material. It's about DKK 5 million.” (Q2 2020, conference call)*

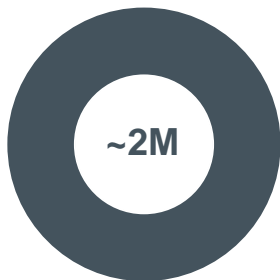




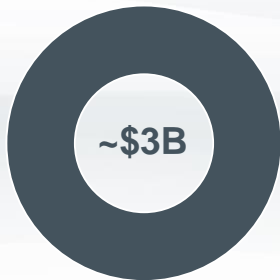
# Products

## Global duodenoscopy market

Global market  
volume



Global market  
revenue



*Based on full single-use penetration*

## Comments

1

Establish dedicated, 100% direct sales force to cover the US duodenoscope market

2

We are building a dedicated US GI commercial organization of ~170 people to support the aScope™ Duodeno launch. All people is hired by end of Q1 2020/21

3

On target to a commercial launch early Q4 2019/20 with a list price of USD 1,400 - 1,600

# Q&A

## Appendix

- **American Association for Bronchology and Interventional Pulmonology (AABIP)**  
Statement on the Use of Bronchoscopy and Respiratory Specimen Collection in Patients with Suspected or Confirmed COVID-19 Infection:  
[https://aabronchology.org/wp-content/uploads/2020/03/AABIP-Statement-on-Bronchoscopy-COVID\\_3-12-2020-Statement-plus-3-19-2020-updates-V3.pdf](https://aabronchology.org/wp-content/uploads/2020/03/AABIP-Statement-on-Bronchoscopy-COVID_3-12-2020-Statement-plus-3-19-2020-updates-V3.pdf)
- **European Society of Anesthesiology (ESA)**, Airway Management in patients suffering from COVID-19  
<https://www.esahq.org/esa-news/covid-19-airway-management/>
- **The Italian coronavirus disease 2019 outbreak: recommendations from clinical practice**  
<https://onlinelibrary.wiley.com/doi/full/10.1111/anae.15049>

# 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



### Michael Højgaard

Executive Vice President, CFO

Tel.: +45 4030 4349

Email: [miho@ambu.com](mailto:miho@ambu.com)

### Nicolai Thomsen

Investor Relations Manager

Tel.: +45 2620 8047

Email: [nith@ambu.com](mailto:nith@ambu.com)

## Financial calendar



### 2020

26 August	Q3 2019/20
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**