

COMPANY ANNOUNCEMENT NO. 10 2024/25

9 January 2025

Ambu

AMBU RAISES FINANCIAL OUTLOOK FOR 2024/25

Today, Ambu announces preliminary Q1 2024/25 results and raises expectations for the full 2024/25 financial year. The outlook for organic revenue growth is set to 11-14% (previously 10-13%) and for EBIT margin before special items to 13-15% (previously 12-14%).

The raised organic growth outlook is mainly driven by better-than-expected revenue growth in Anaesthesia & Patient Monitoring, driven by price increases and solid volume growth. In addition, the raised outlook is supported by continued strong organic growth in Endoscopy Solutions, driven by solid pulmonology momentum and continued strong growth across urology, ear-nose-throat (ENT) and gastroenterology (GI).

Furthermore, the raised EBIT margin outlook is driven by continued strengthened operational leverage in OPEX from organic revenue growth and is also positively affected by the strengthening of the USD/DKK currency, relative to the previous outlook from 5 November 2024. Finally, the updated EBIT guidance reflects the increased expectations for organic revenue growth and also includes an expectation of continued investments to support growth for the remainder of the financial year.

PRELIMINARY AND UNAUDITED FINANCIAL HIGHLIGHTS FOR Q1 2024/25

Last year's comparative figures are stated in brackets.

- **Revenue** was DKK 1,510m (DKK 1,254m), with **organic revenue growth** of 19.5% (14.2%), mainly driven by continued strong growth in both pulmonology and urology, ENT and GI within Endoscopy Solutions, delivering a combined total growth of 20.6% (25.1%), supplemented by strong growth of 17.8% (1.2%) in Anaesthesia & Patient Monitoring, driven by price increases and solid volume growth, combined with a weaker comparison quarter. Total reported growth for the quarter was 20.4% (10.9%).
- **EBIT before special items** was DKK 243m (DKK 126m), with an **EBIT margin before special items** of 16.1% (10.0%). The strengthened EBIT margin was primarily driven by operational leverage on OPEX from organic growth, as well as the continued strengthening of the USD/DKK currency, although partially offset by increased investments aimed at driving organic growth.

REVISED OUTLOOK FOR THE FISCAL YEAR 2024/25

Driven by the development in the first quarter of the 2024/25 financial year, Ambu's 2024/25 financial outlook is set as per below:

OUTLOOK FY 2024/25	9 JAN 2025	5 NOV 2024
Organic revenue growth	11-14%	10-13%
EBIT margin before special items	13-15%	12-14%

In addition, Ambu now expects the **organic revenue growth for Anaesthesia & Patient Monitoring** to reach mid-to-high single digits (previously mid-single digits).

Ambu's expectations for the **Endoscopy Solutions organic revenue growth** are unchanged at +15%. Similarly, Ambu's **free cash flow** expectations are maintained at DKK +500m.

Ambu will publish its full Q1 2024/25 interim results, as previously announced, on 30 January 2025.



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ABOUT AMBU

Since 1937, Ambu has been rethinking solutions, together with healthcare professionals, to save lives and improve patient care. Today, millions of patients and healthcare professionals worldwide depend on the efficiency, safety and performance of our single-use endoscopy, anaesthesia and patient monitoring solutions. Headquartered near Copenhagen in Denmark, Ambu employs around 5,000 people in Europe, North America, Latin America and Asia Pacific. For more information, please visit Ambu.com.