

Q3 2021/22 RESULTS

Ambu A/S

INVESTOR PRESENTATION



TODAY'S SPEAKERS



BRITT MEELBY JENSEN

CEO



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CFO

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DISCLAIMER

This presentation contains forward-looking statements, which include estimates of financial performance and targets.

These statements are not guarantees of future performance and involve certain risks and uncertainties. Therefore, actual future results and trends may differ materially from what is forecast in this report due to a variety of factors.

REINFORCING THE FOUNDATION FOR SUSTAINABLE AND PROFITABLE GROWTH



The **single-use endoscopy market** is created at a rapid pace across most segments, improving patient care and adding value to health care systems

Ambu is **well-positioned to strengthen its position as the world's**

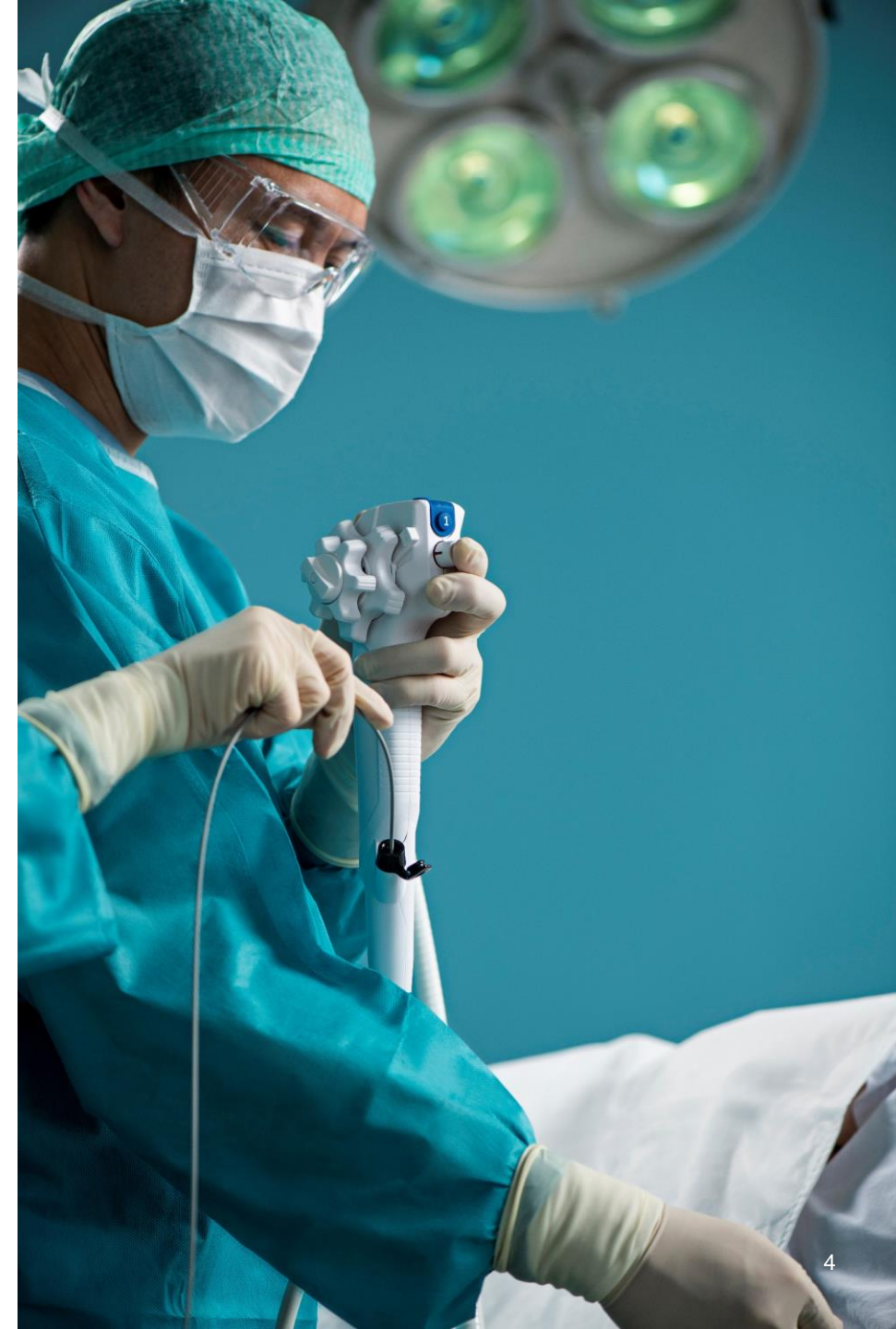


leading single-use endoscopy company, based on:

- High-quality product pipeline across all four major endoscopy segments
- 15 years of success in single-use endoscopy and 85 years of innovation heritage



Prospects for improvements in execution will optimize the foundation for sustainable and profitable growth

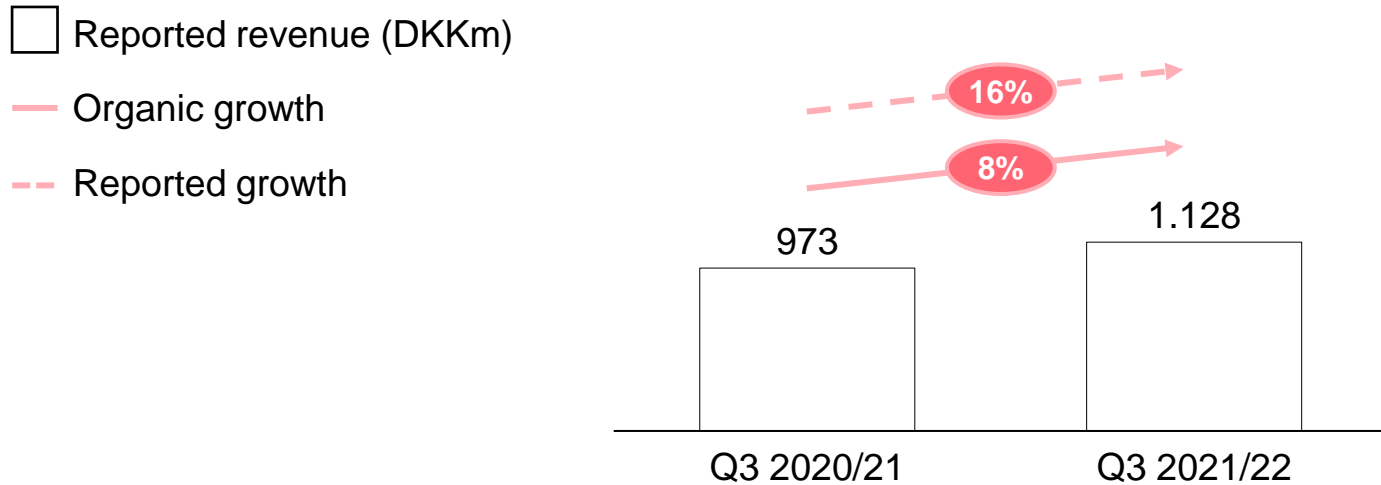


SEVERAL INITIATIVES HAVE BEEN LAUNCHED TO DRIVE SUSTAINABLE AND PROFITABLE GROWTH

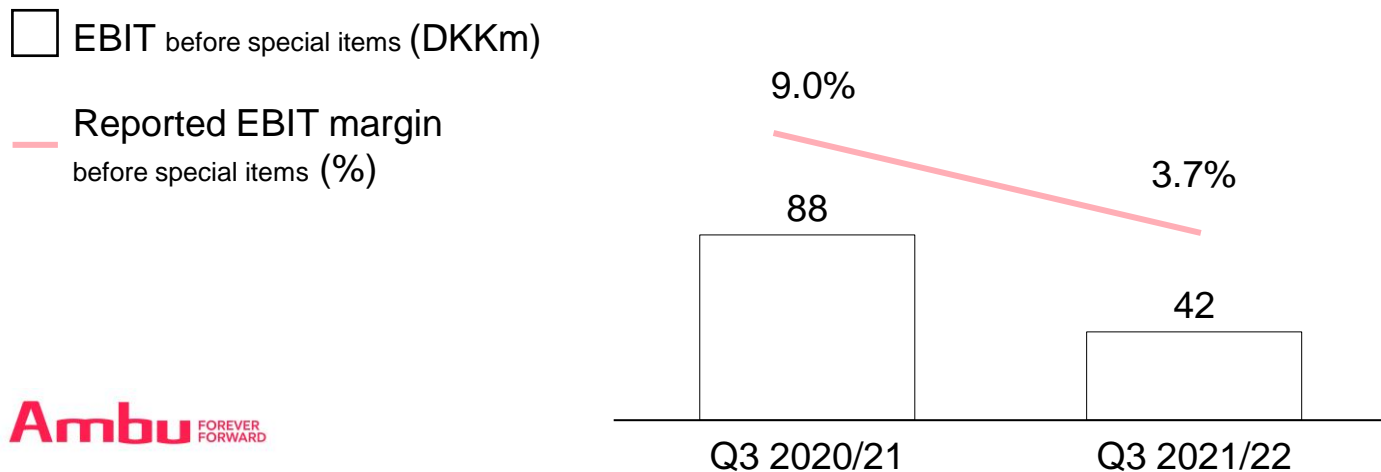
INITIATIVES	STATUS TODAY
✓ Launch cost reduction program to strengthen free cash flow and improved profitability	As of today, August 25, we have completed over 70% of the planned workforce reductions
✓ Adjust pricing practices to reduce the level of discounts and rebates	Implemented in Q4 and will result in a ~1 pts. negative impact on revenue growth in FY 21/22
✓ Improve operational efficiency to drive long-term profitability	A set of efficiency levers has been identified and the work to operationalize these has been initiated

STEADY ORGANIC REVENUE GROWTH OF 8 % IN Q3 2021/22

REVENUE GROWTH



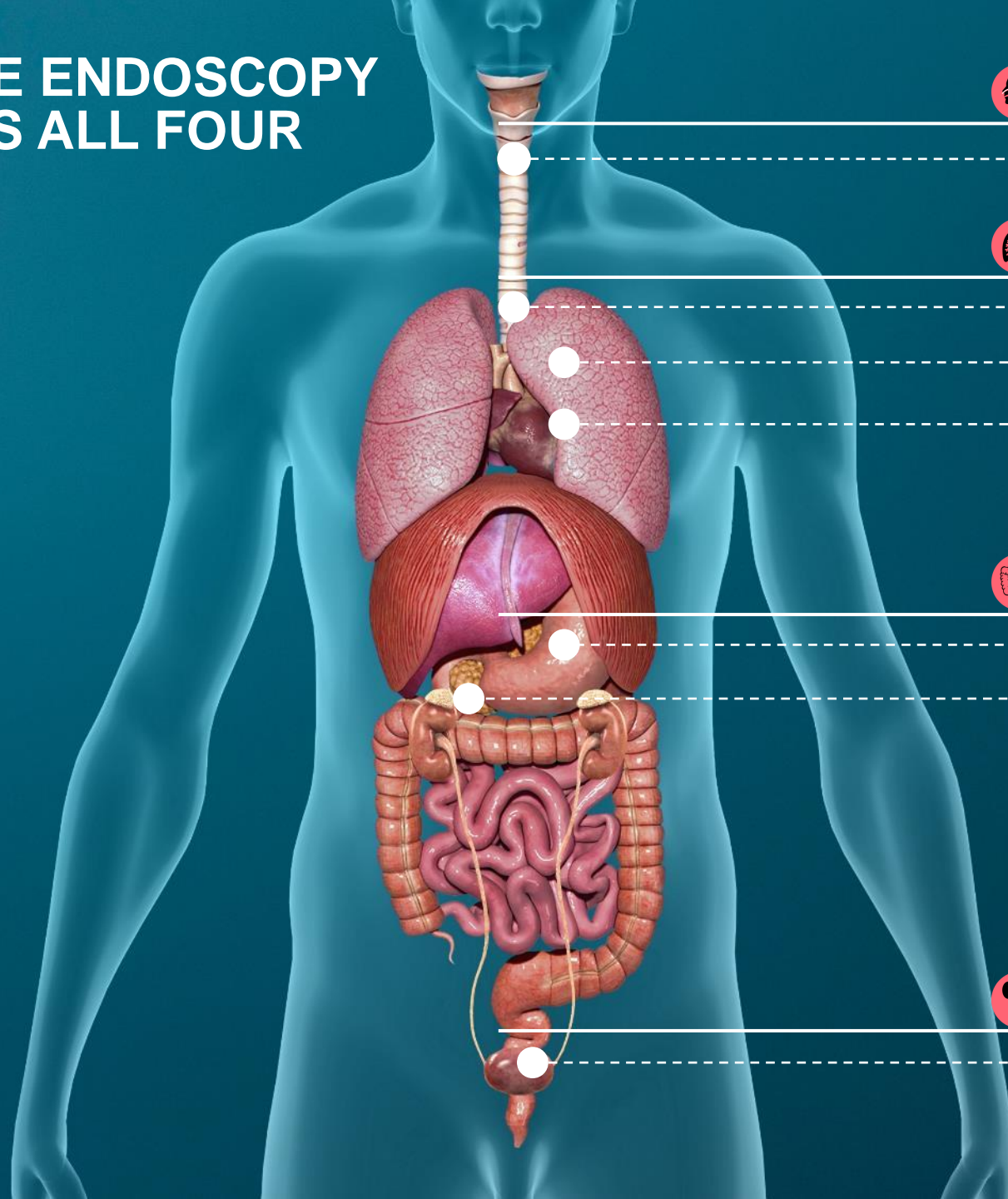
EBIT BEFORE SPECIAL ITEMS



Q3 2021/22 HIGHLIGHTS

- **Organic revenue growth of 8%** and reported growth in DKK of 16%
- **Double-digit growth in Anaesthesia and PMD**, while Visualization was driven by growth within **cystoscopy and ENT**, offset by a declining bronchoscopy business
- **The reported EBIT margin before special items at 3.7%** is mainly driven by higher distribution costs, Mexico and inventory write-down

AMBU'S SINGLE-USE ENDOSCOPY PORTFOLIO COVERS ALL FOUR MAJOR SEGMENTS



ENT portfolio

aScope™ 4 RhinoLaryngo



Pulmonology portfolio

VivaSight™

aScope™ 4 Broncho

aScope™ 5 Broncho



GI portfolio

aScope™ Gastro

aScope™ Duodeno 1.5



Urology portfolio

aScope™ 4 Cysto

STRONG PROGRESS ACROSS ALL MAJOR ENDOSCOPY SEGMENTS

Current update

Innovation pipeline

Pulmonology



Increased single-use penetration vs pre-COVID and expansion of addressable market with our next-gen and highest performing, aScope™ 5 Broncho

Strengthening our market leading position with upcoming launches of additional sizes of aScope™ 5 Broncho and Video Laryngoscope 2.0

ENT



Expanded into the segment in FY 18/19 with the launch of the aScope™ 4 RhinoLaryngo. In April 2022 we expanded our addressable market with the FEES clinical application

Growing single-use potential with preparation of next generation RhinoLaryngo scope

Urology



Expanded into segment in FY 19/20 with aScope™ 4 Cysto, which continues strong growth in key markets

Further expanding our urology footprint with development of the single-use ureteroscope

GI



Ongoing launch of aScope™ Gastro expanding the addressable market. Uptake of aScope™ Duodeno 1.5 continues to be slower than expected

High single-use potential to be captured with further development of aScope™ Duodeno 2.0 and portfolio expansion into colonoscopy and cholangioscopy



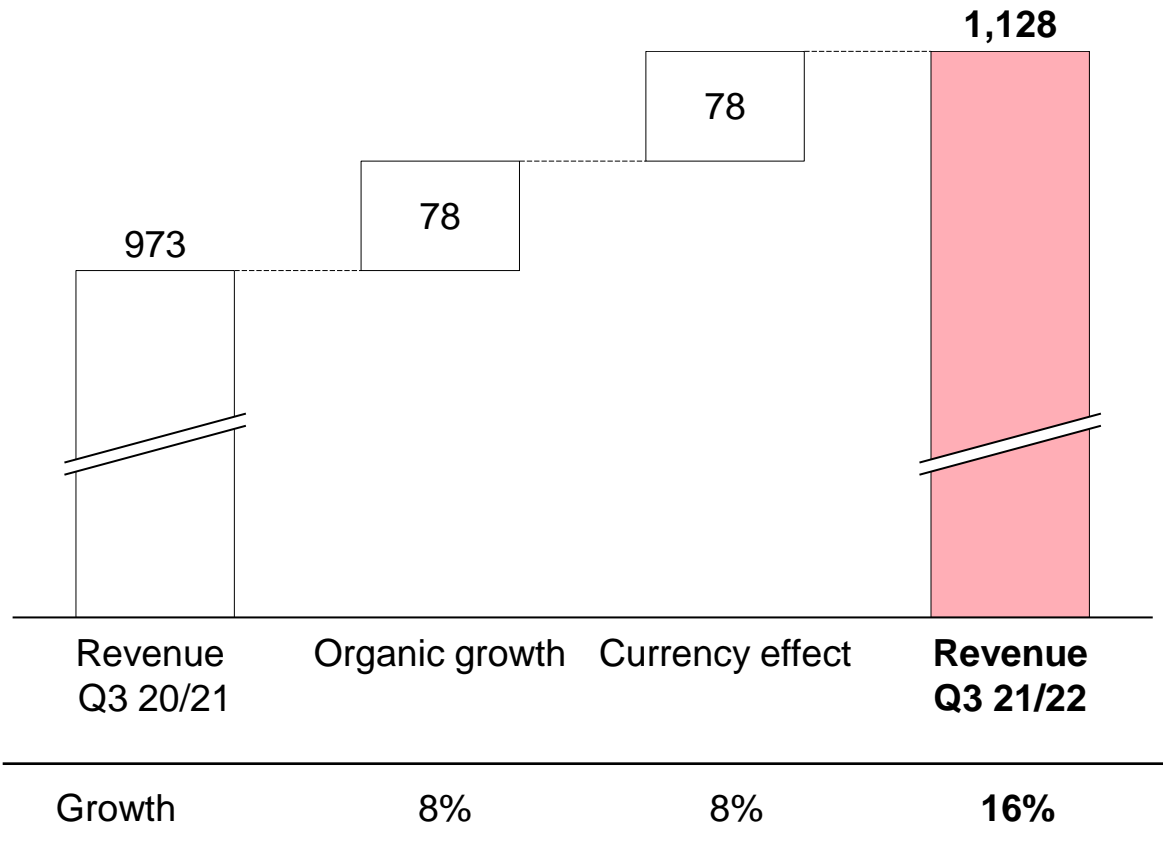
THOMAS FREDERIK SCHMIDT

CFO



REPORTED Q3 GROWTH OF 16% POSITIVELY IMPACTED BY CURRENCY

REPORTED REVENUE DEVELOPMENT (DKKm)



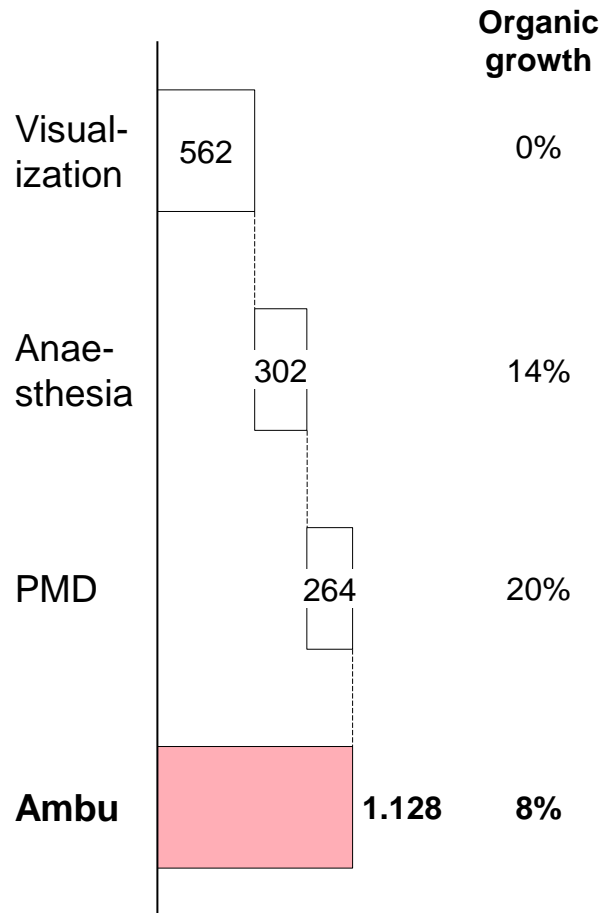
Q3 2021/22 HIGHLIGHTS

- **Reported revenue increased** by DKK 155 million, or 16% compared to Q3 20/21 while Q3 organic growth was 8% or DKK 78 million
- **Foreign exchange rates had a positive impact** of DKK 78 million or 8%-points on reported revenue primarily driven by the appreciation of the US dollar against the Danish krone
- **Approx. 55% of Ambu's total revenue is invoiced in USD.** The average USD/DKK exchange rate was in Q3 up by 13%

DOUBLE-DIGIT GROWTH IN ENT AND CYSTOSCOPY ACROSS ALL REGIONS

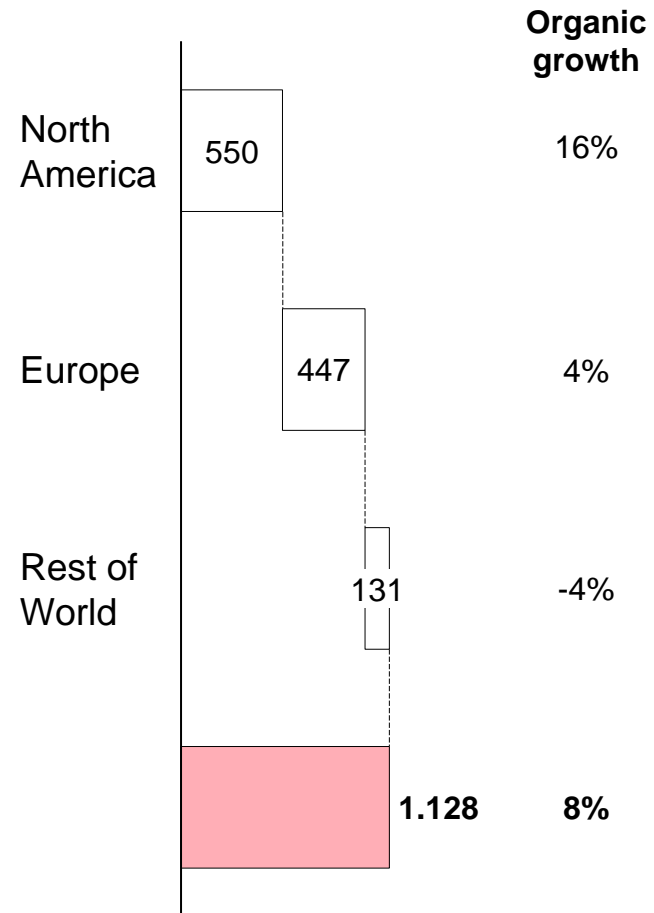
REVENUE BY BUSINESS AREA

Q3 2021/22 reported revenue and organic growth (DKKm)



REVENUE BY GEOGRAPHY

Q3 2021/22 reported revenue and organic growth (DKKm)

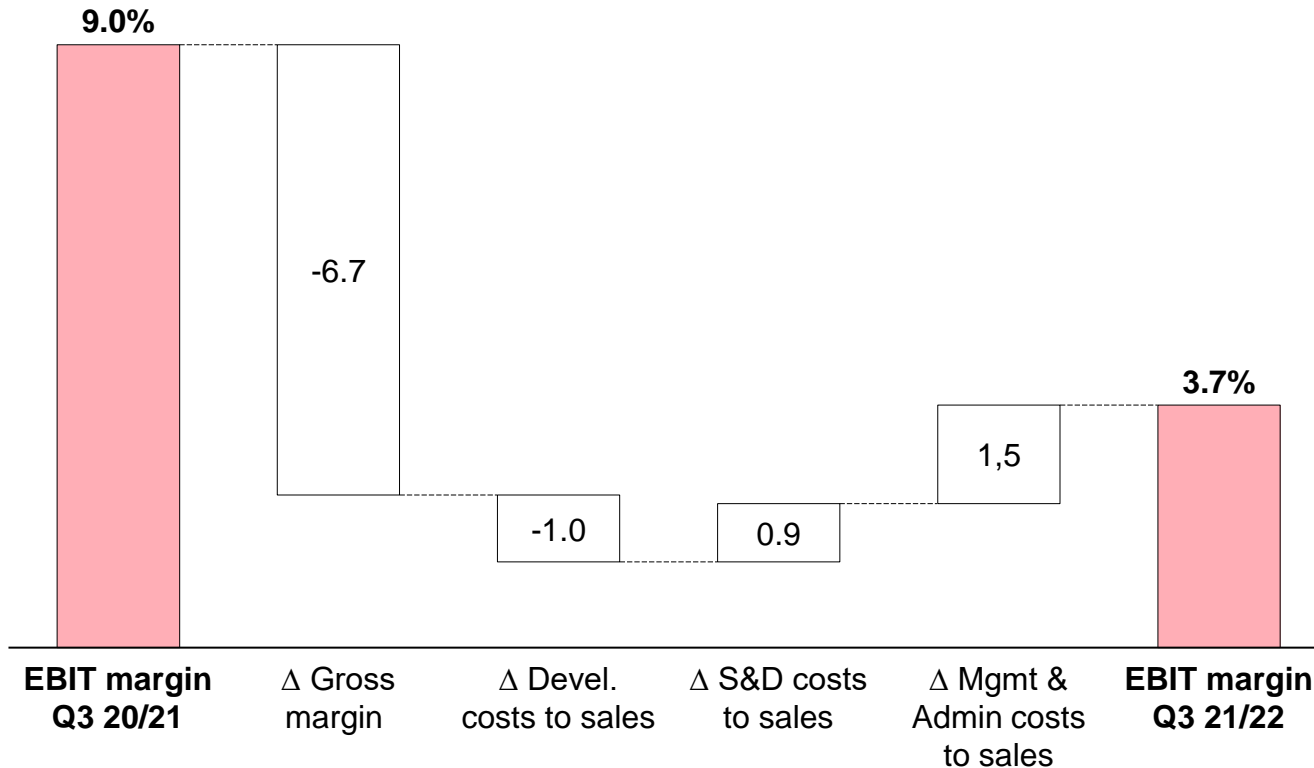


Q3 2021/22 HIGHLIGHTS

- **Double-digit regional growth in ENT and cystoscopy** while bronchoscopy declined due to lower ICU admissions, COVID-19 inventory and high baseline
- **High growth within Anaesthesia and PMD** was positively impacted by pent-up demand and clearing of back-log
- **Double-digit growth** in North America across all business areas. Europe and Rest of World saw growth in Anaesthesia and PMD while Visualization declined

EBIT MARGIN CONTRACTION IN Q3 COMPARED TO LAST YEAR DRIVEN BY DISTRIBUTION COSTS, MEXICO AND INVENTORY WRITE-DOWN

EBIT MARGIN BEFORE SPECIAL ITEMS DEVELOPMENT (%)

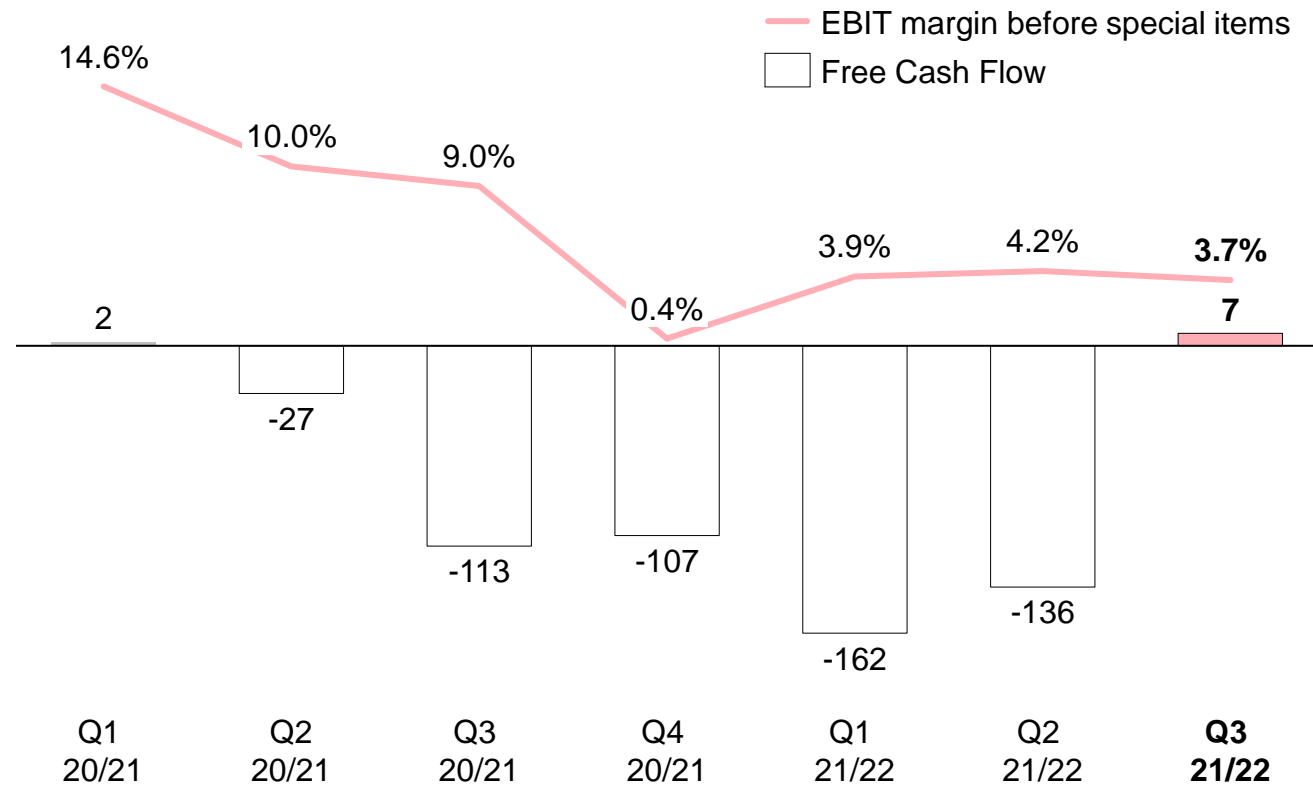


Q3 2021/22 HIGHLIGHTS

- Q3 gross margin was 55.8% compared to 62.5% Q3 last year corresponding to a decline of 6.7 ppts.
- Selling and distribution costs have seen a positive scale effect in our marketing and sales activities, however with negative impact from distribution costs
- Management and admin. costs have seen a positive scale effect relative to our revenue mainly driven by tighter cost controlling

AMBITION TO INCREASE PROFITABILITY AND BECOME A CASH FLOW POSITIVE COMPANY

Q3 2021/22 HIGHLIGHTS



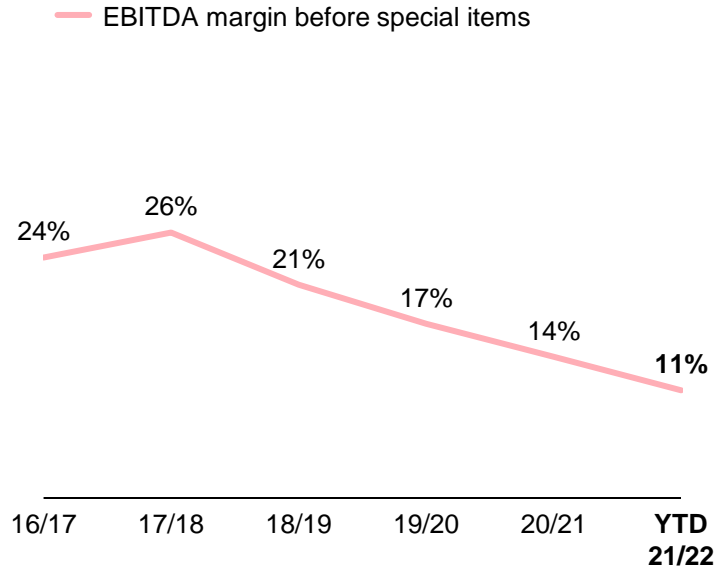
	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	Q1 21/22	Q2 21/22	Q3 21/22
NIBD/EBITDA	2.5x	0.7x	1.1x	1.4x	2.7x	3.3x	3.5x

Before special items

- Free cash flow totalled DKK 7m for Q3 21/22. Year to date, the free cash flow was DKK -291m
- NIBD totalled DKK 1,423m, corresponding to 3.5x of EBITDA before special items
- Cost reduction initiatives and incremental earnings from revenue will reduce gearing to a lower level

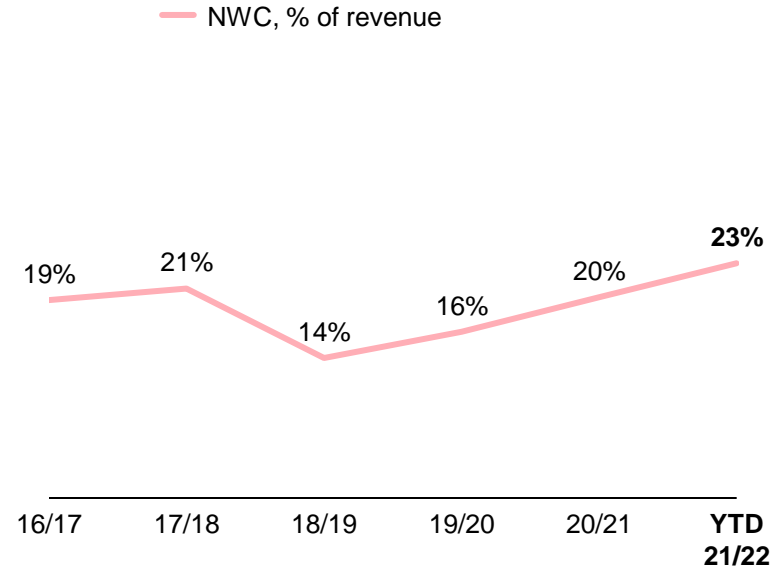
FOCUS ON KEY DRIVERS THAT HAVE NEGATIVELY IMPACTED OUR FREE CASH FLOW

EBITDA margin



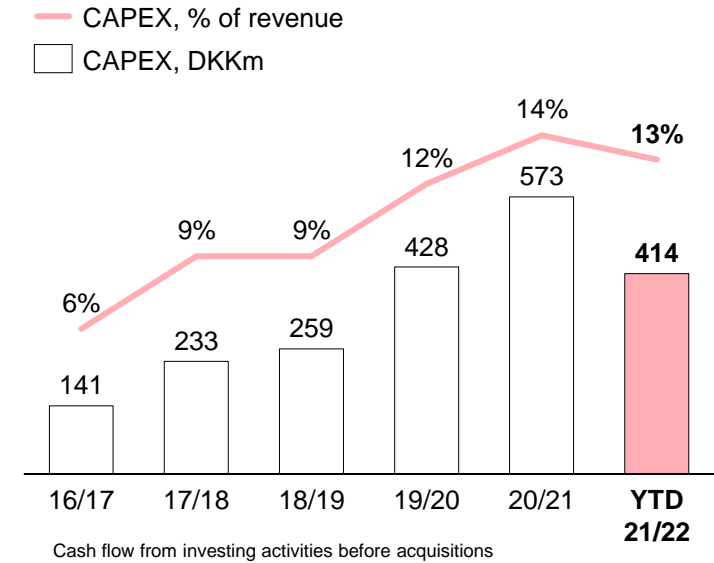
EBITDA margin negatively impacted by increased investments in our commercial infrastructure

Net working capital



NWC impacted by high inventory levels partly driven by prolonged planning cycle due to disruption of the global supply chain

CAPEX



Increasing CAPEX spend with DKK 573m in 20/21, corresponding to 14% of revenue. YTD the spend is DKK 414m or 13% of revenue

2021/22 FINANCIAL GUIDANCE IS MAINTAINED

4%
no less than

Organic revenue growth

2%
no less than

EBIT margin *before special items*

COMMENTS

- **For the full-year 2021/22, we expect** high single-digit organic revenue growth in the combined Anaesthesia and PMD businesses
- **For ENT and cystoscopy combined,** we expect to sell above 700,000 endoscopes for the financial year 2021/22
- **Special items in Q3** and year to date was DKK -13m and was related to severance costs associated with the change in CEO in May 2022
- **Ambu expects to incur** additional special items in Q4 2021/22 of up to DKK 150m

KEY TAKEAWAYS



Ambu is well-positioned to strengthen its position as the world's **leading single-use endoscopy company**



Strong product pipeline and commercial footprint with significant growth opportunities across all **four major endoscopy segments**



Prospects for improvements in execution and to optimize the foundation for **sustainable and profitable growth**





THANK YOU FOR YOUR ATTENTION

25 AUGUST: Q3 2021/22 EARNINGS ANNOUNCEMENT, COPENHAGEN

25 AUGUST: ROADSHOW IN COPENHAGEN

31 AUGUST – 1 SEPTEMBER: ROADSHOW IN FRANKFURT AND PARIS

21 SEPTEMBER: ROADSHOW IN LONDON

29 – 30 SEPTEMBER: ROADSHOW IN ZURICH AND GENEVA

5 OCTOBER: J.P. MORGAN CEO CALL SERIES

15 NOVEMBER: Q4 AND FY 2021/22 EARNINGS

INVESTOR RELATIONS CONTACT

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P&L DETAILS

DKKm <i>reported figures</i>	FY 18/19	FY 19/20	Q1 20/21	Q2 20/21	Q3 20/21	Q4 20/21	FY 20/21	Q1 21/22	Q2 21/22	Q3 21/22
Revenue	2,820	3,567	1,013	1,001	973	1,026	4,013	1,031	1,122	1,128
Gross profit	1,637	2,212	662	623	608	610	2,503	634	647	629
<i>Gross margin</i>	<i>58.0%</i>	<i>62.0%</i>	<i>65.4%</i>	<i>62.2%</i>	<i>62.5%</i>	<i>59.5%</i>	<i>62.4%</i>	<i>61.5%</i>	<i>57.7%</i>	<i>55.8%</i>
Selling and distribution	762	1,228	348	361	344	415	1,468	406	407	389
Development	103	157	47	52	53	73	225	64	65	72
Mgmt. and administrative	292	399	119	110	123	118	470	124	128	126
EBIT before special items	480	428	148	100	88	4	340	40	47	42
<i>EBIT margin before special items</i>	<i>17.0%</i>	<i>12.0%</i>	<i>14.6%</i>	<i>10.0%</i>	<i>9.0%</i>	<i>0.4%</i>	<i>8.5%</i>	<i>3.9%</i>	<i>4.2%</i>	<i>3.7%</i>
Special items	174	0	0	0	0	0	0	0	0	13
EBIT	306	428	148	100	88	4	340	40	47	29
<i>EBIT margin</i>	<i>10.9%</i>	<i>12.0%</i>	<i>14.6%</i>	<i>10.0%</i>	<i>9.0%</i>	<i>0.4%</i>	<i>8.5%</i>	<i>3.9%</i>	<i>4.2%</i>	<i>2.6%</i>
% of revenue										
Sales and distribution	27%	34%	34%	36%	35%	40%	37%	39%	36%	34%
Development	4%	4%	5%	5%	5%	7%	6%	6%	6%	6%
Mgmt. and Administrative	10%	11%	12%	11%	13%	12%	12%	12%	11%	11%