

Q1

ARJO Q1 REPORT 2025

Solid growth and demand – focus on strengthening our market positions

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Solid growth and order intake

Overall healthy demand, strengthened order book

- Positive development in Service and Rental
- US and Canada growth engines in Q1
- Improving market conditions in some European markets

Profitability improvement in focus

- Improved gross margin
- Profitability development held back by negative currency effects
- Acceleration of cost efficiency initiatives

Strengthening our market positions

– launch of two new products in key categories

Net sales
organic growth

3.4%

Gross
margin

43.7%

Adjusted
EBITDA

486 MSEK

Cash
conversion

41.3%

6.3%

North America

Continued growth in the US

- Solid demand in Rental & Service
- Increasing Patient Handling sales
- Lower DVT volumes

Another strong quarter in Canada

- Service, Rental & Capital perform well
- Healthy mix of acute care vs. long-term care sales continues

1.4%

Global Sales

Western Europe, +3.9%

- Healthy development in Germany, Netherlands
- Continued uncertainty on healthcare budgets in France
- Rental and Service continues to perform well

Rest of the World, -5.7%

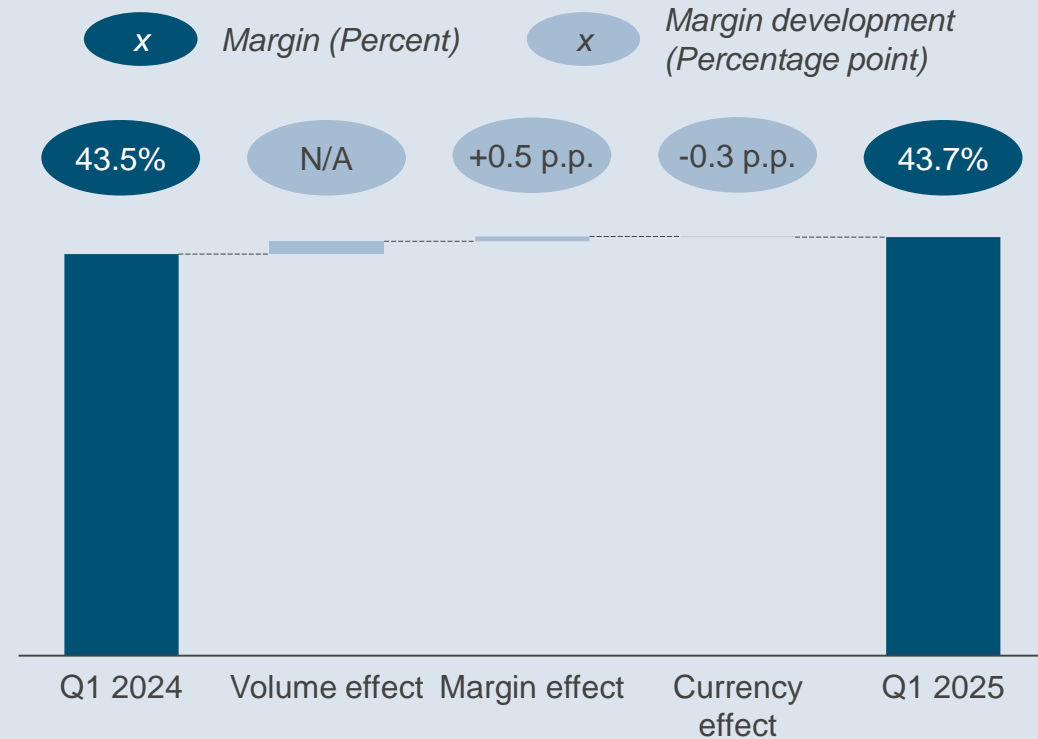
- Challenging comps in many RoW markets

Q1 2025 GROSS PROFIT

Continued gross margin expansion

- Continued gross margin improvement y-o-y
- Positive mix effects from sales increase in North America
- Positive contribution from price increases

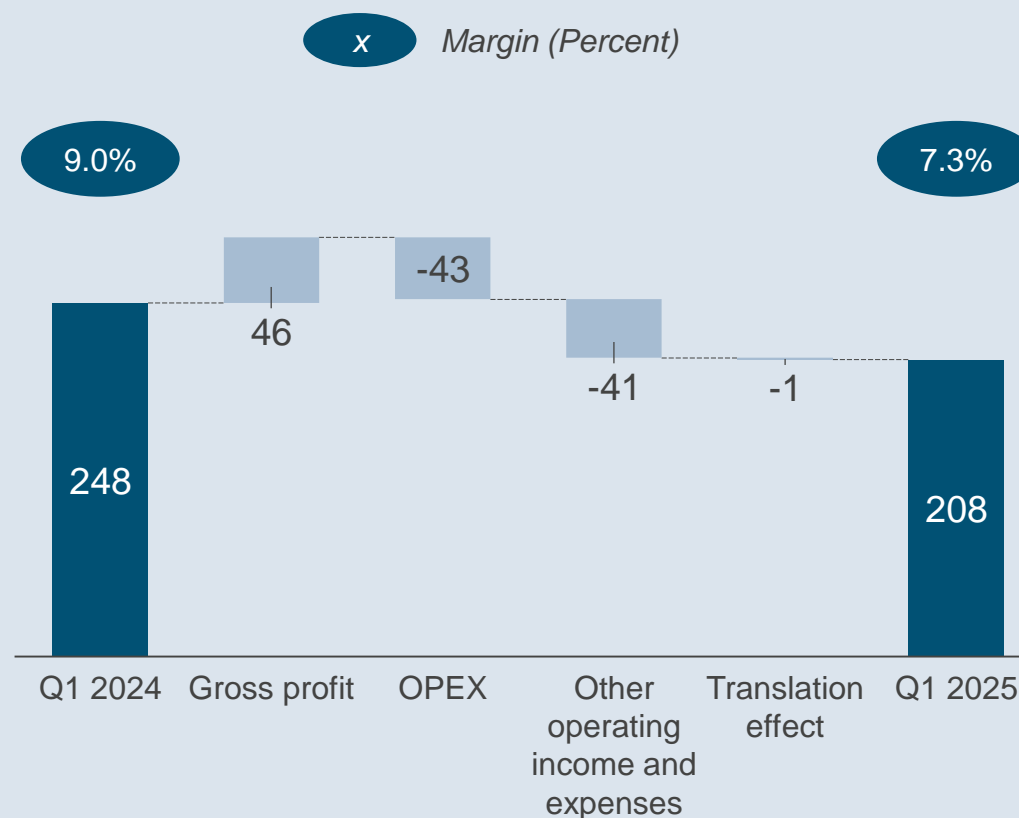
Gross profit bridge – Q1 2025 vs. Q1 2024 (MSEK)



Solid underlying profitability offset by negative FX effect

- Adj. EBIT decreasing vs. Q1 2024, mainly due to FX
- OPEX year over year increase – acceleration of cost efficiency measures
- Adjusted for negative currency effects, adjusted EBIT grew 4 %

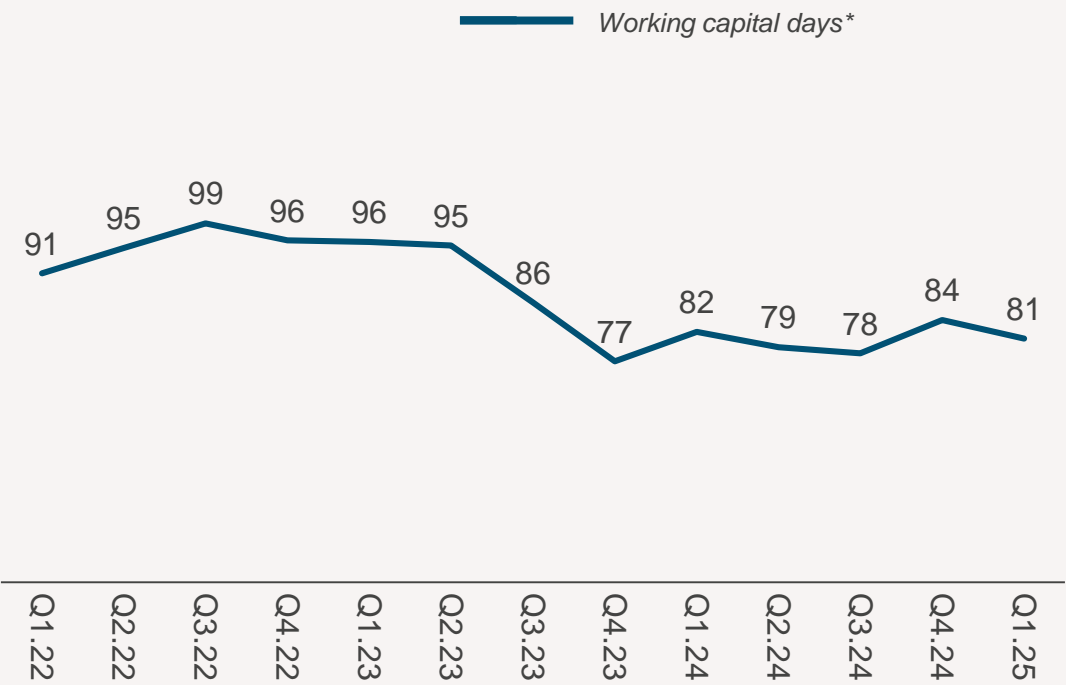
Adj. EBIT bridge – Q1 2025 vs. Q1 2024 (MSEK)



Working capital and operating cash flow

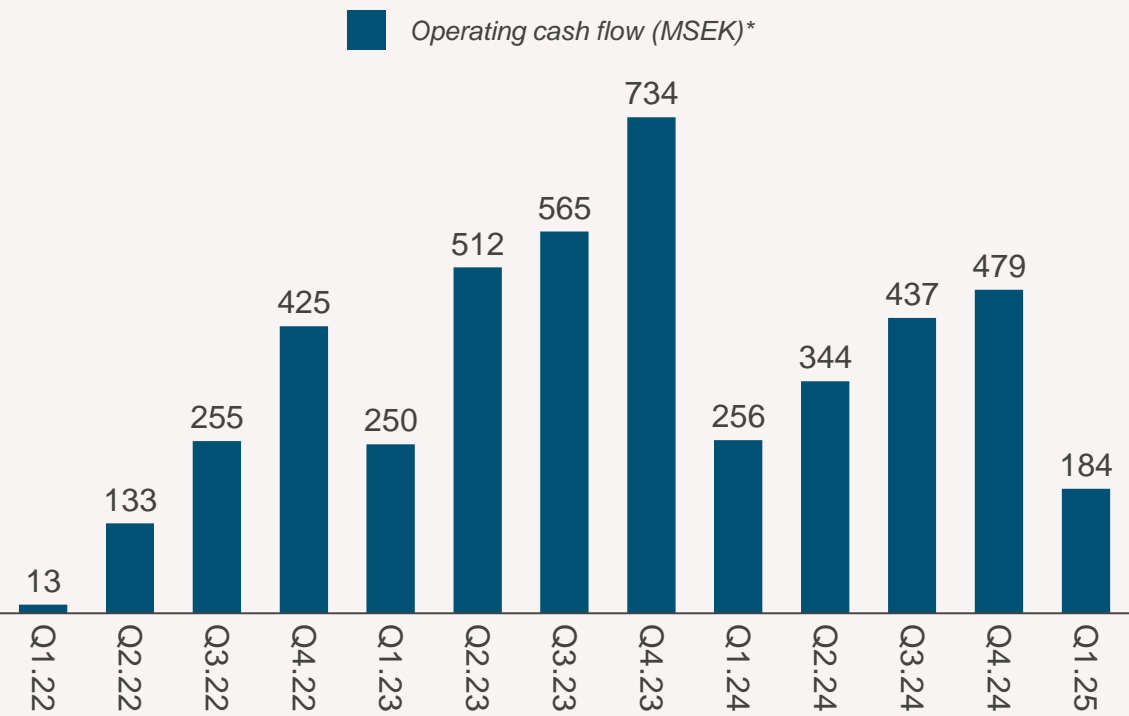
Decrease in working capital days

Working capital days – Q1.22-Q1.25



Operating cash flow slightly lower than last year

Operating cash flow – Q1.22-Q1.25

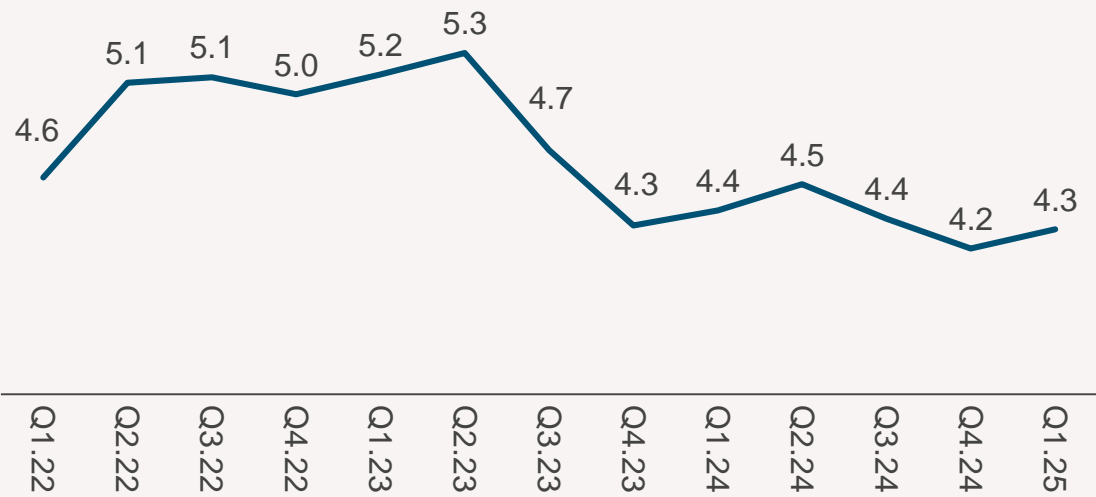


Net debt and leverage

Net debt slightly increased due to lower operating cash flow and higher investments

Net debt – Q1.22-Q1.25

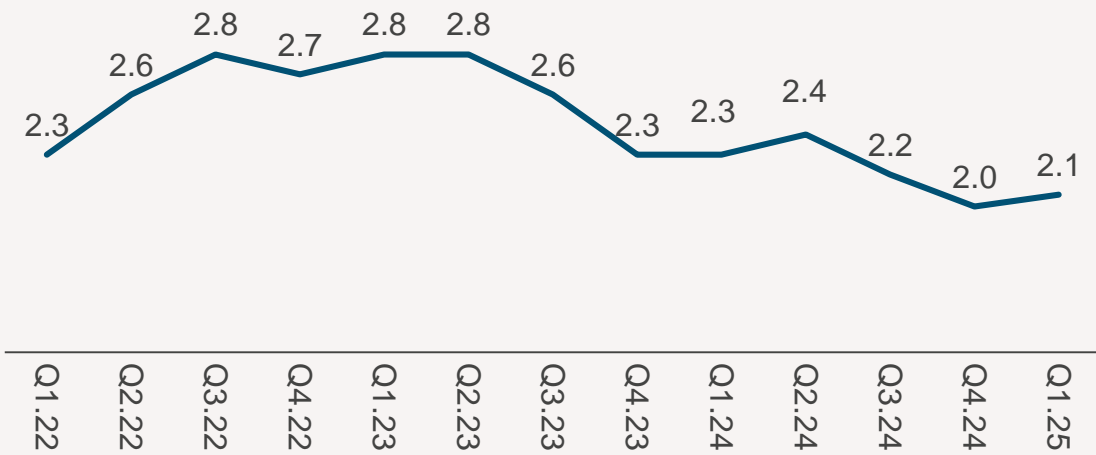
Net debt, incl. IFRS16 (BSEK)



Leverage slightly increased due to lower EBITDA

Leverage – Q1.22-Q1.25

Net debt / Adj EBITDA, multiple (R12)*

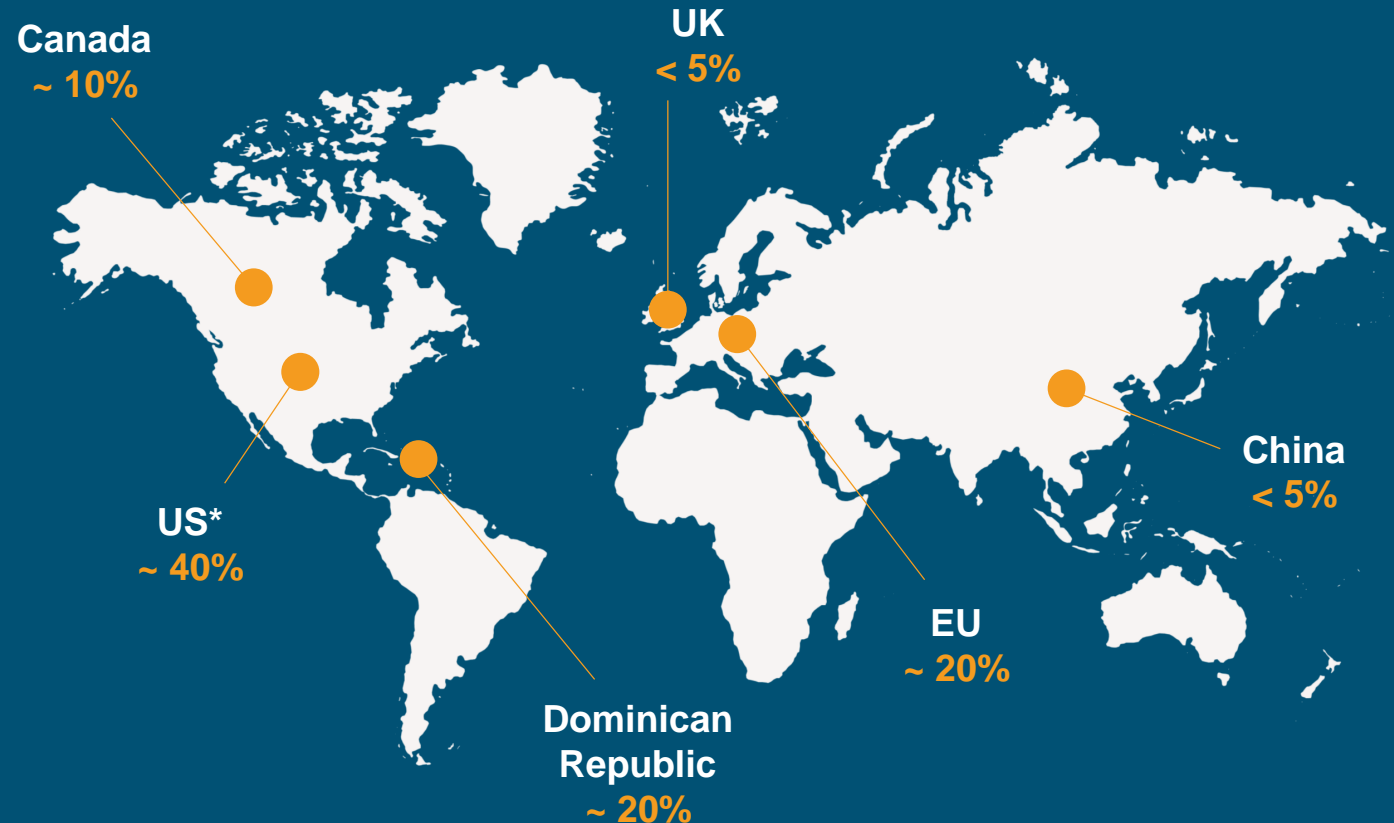


Mitigating potential impact in a volatile macro environment with high level of uncertainty

Actions to mitigate the impact from US tariffs

- Detailed scenario planning
- Price increases to compensate for higher costs
- Review of short-term and long-term operational setup

Origin of products and solutions sold in the US 2024



*Mainly rental and service

Strengthening our market positions with the global launch of Maxi Move 5

- New generation of one of Arjo's best-selling products, enabling safe and efficient patient transfers
- Features include the new Arjo Motion Assist®; operated via touch sensors reacting to the carer's push, pull and pivoting motions and enabling efficient, controlled and intuitive transfers, with minimal effort from the caregiver
- Maxi Move 5 reduces the accumulated forces required to complete a patient transfer by up to 68%, compared with competitor devices, according to independent clinical study
- Launching in approx. 40 countries in 2025



Outlook 2025

Organic net sales growth for 2025 is expected to be within the Group's target interval of 3-5%

Q1 key takeaways

- Continued healthy growth, with strengthened order book and gross margin expansion
- Profitability impacted by negative currency effects
- Strengthened market positions with launch of new products
- Monitoring the geopolitical situation closely
- Organic net sales growth outlook for 2025 expected within the target interval of 3-5%



Q&A



Financial calendar

Annual General Meeting 2025

April 29, 2025

Interim Report Jan-Jun 2025

July 11, 2025

Interim Report Jan-Sep 2025

October 22, 2025

Further questions

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Forward looking information

This document contains forward-looking information based on the current expectations of Arjo'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.



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