

Q2

ARJO Q2 REPORT 2025

Continued healthy customer demand

Niclas Sjöswärd, Interim CEO
Christofer Carlsson, Interim CFO

Continued healthy customer demand

- Net sales growth in line with full year target, with strong development in the US
- Further strengthened order book
- Gross profit almost in line with last year, despite tariffs and negative currency impact
- Cost efficiency initiatives showing results – on track to continue in H2
- Adjusted for currency and US tariffs, underlying profitability develops well
- Lower cash flow expected to improve in H2
- Strong net sales development expected in the second half of 2025

Net sales
organic growth

3.0%

Gross
margin

43.4%

Adjusted
EBITDA

475 MSEK

Cash
conversion

46.6%



+10.5%

North America

Double-digit growth in the US

- Solid demand within Rental and Service
- Uptick in Patient Handling with good order book

Another solid quarter in Canada

- Impressive 20+ quarters of consecutive growth
- Healthy mix of acute vs. long-term care sales continues

-1.8%

Global Sales

Western Europe, -2.4%

- Weaker quarter in UK
- Good development in large markets incl. France, Germany and Italy

Rest of the World, +0.5%

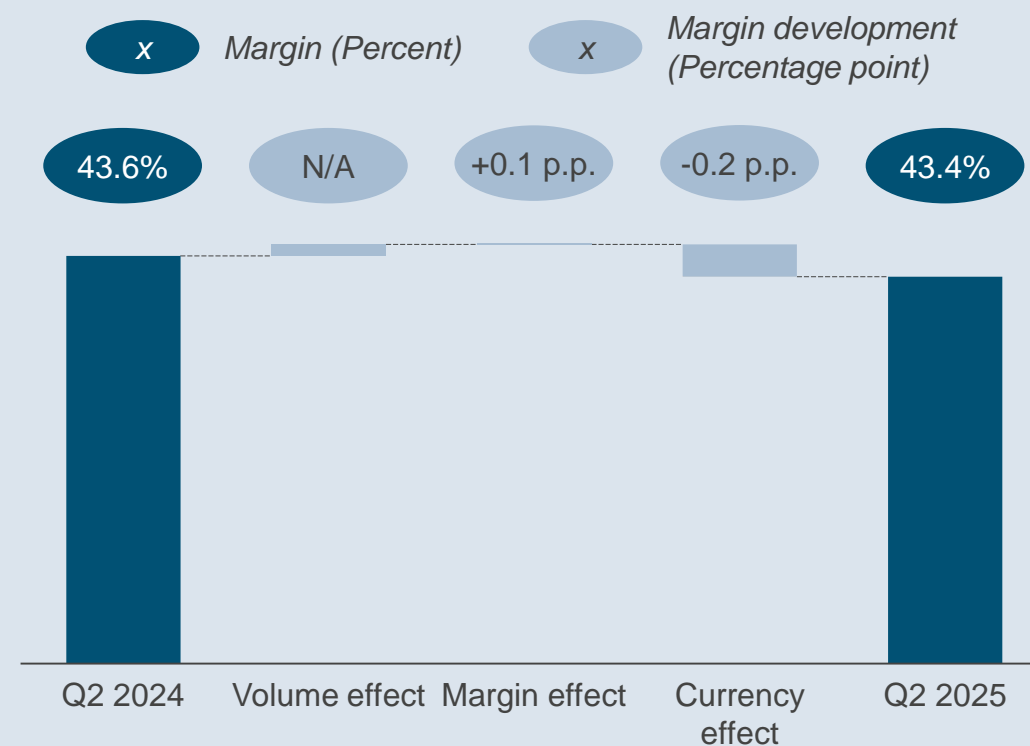
- Healthy growth in markets such as India

Q2 2025 GROSS PROFIT

Gross margin just behind last year's level

- Positive impact from product and geographic mix somewhat offset by US tariffs impact and negative currency effects
- Positive contribution from price increases
- Efforts for continued gross margin improvement y-o-y

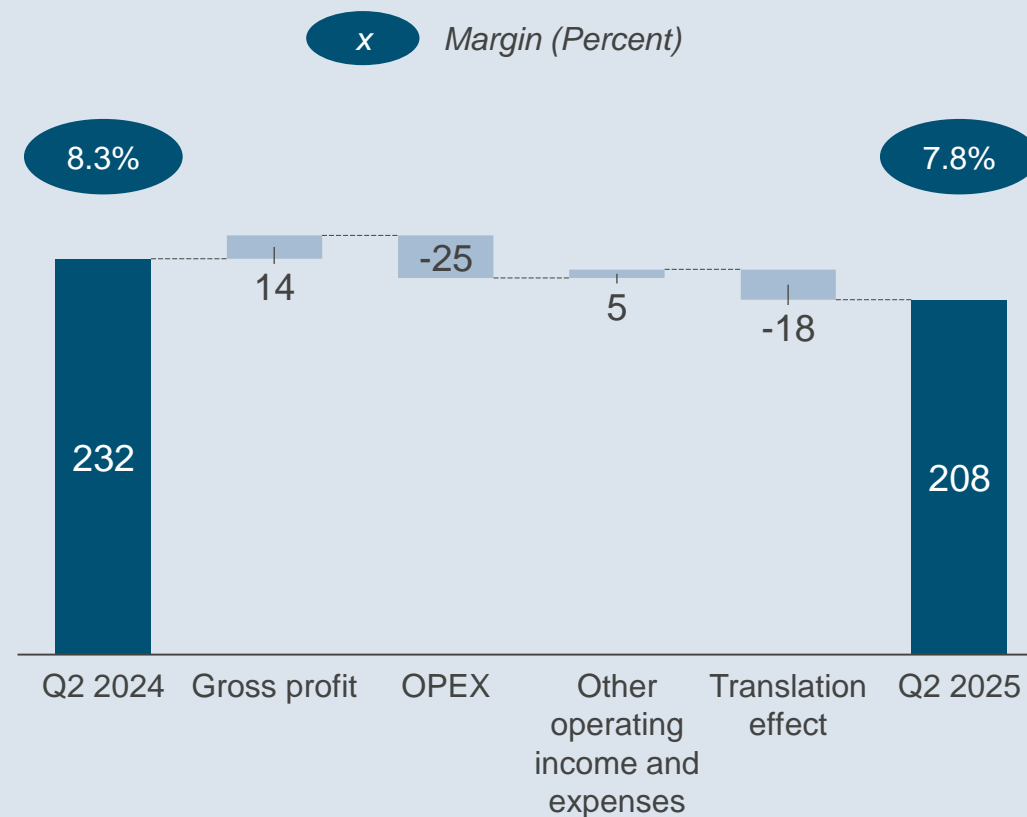
Gross profit bridge – Q2 2025 vs. Q2 2024 (MSEK)



Improved cost control

- Adj. EBIT decreasing vs. Q2 2024, mainly due to FX and tariffs
- Stable underlying business – positive trend when adjusting for currency and tariffs
- Visible effects from accelerated cost efficiency measures

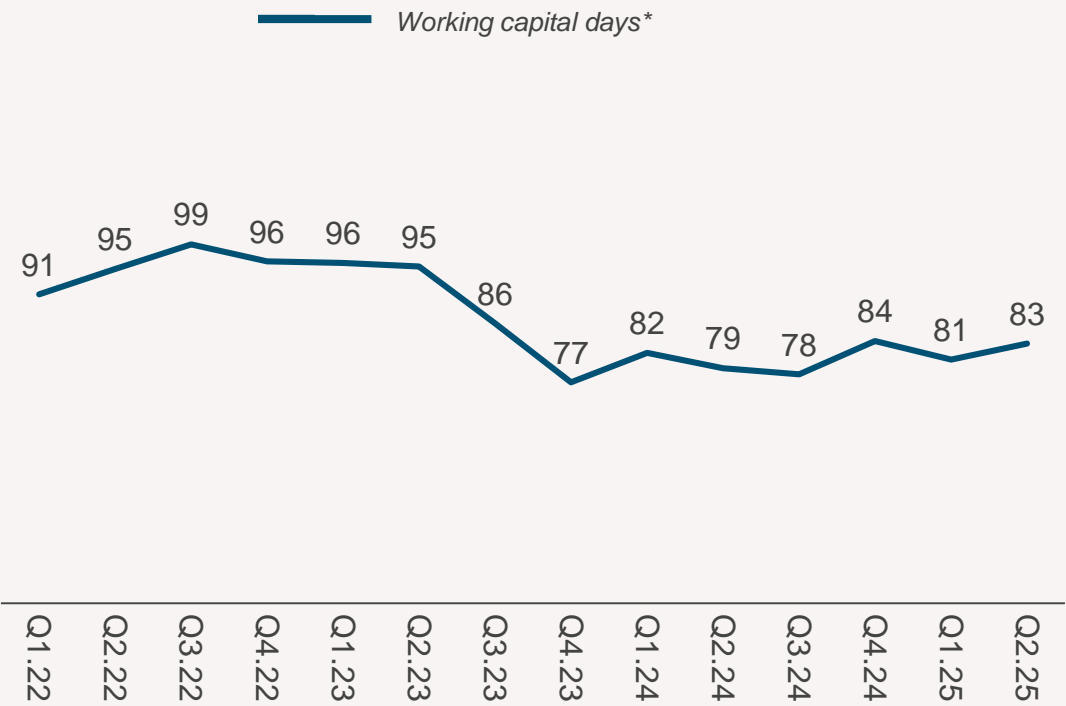
Adj. EBIT bridge – Q2 2025 vs. Q2 2024 (MSEK)



Q2 working capital and operating cash flow

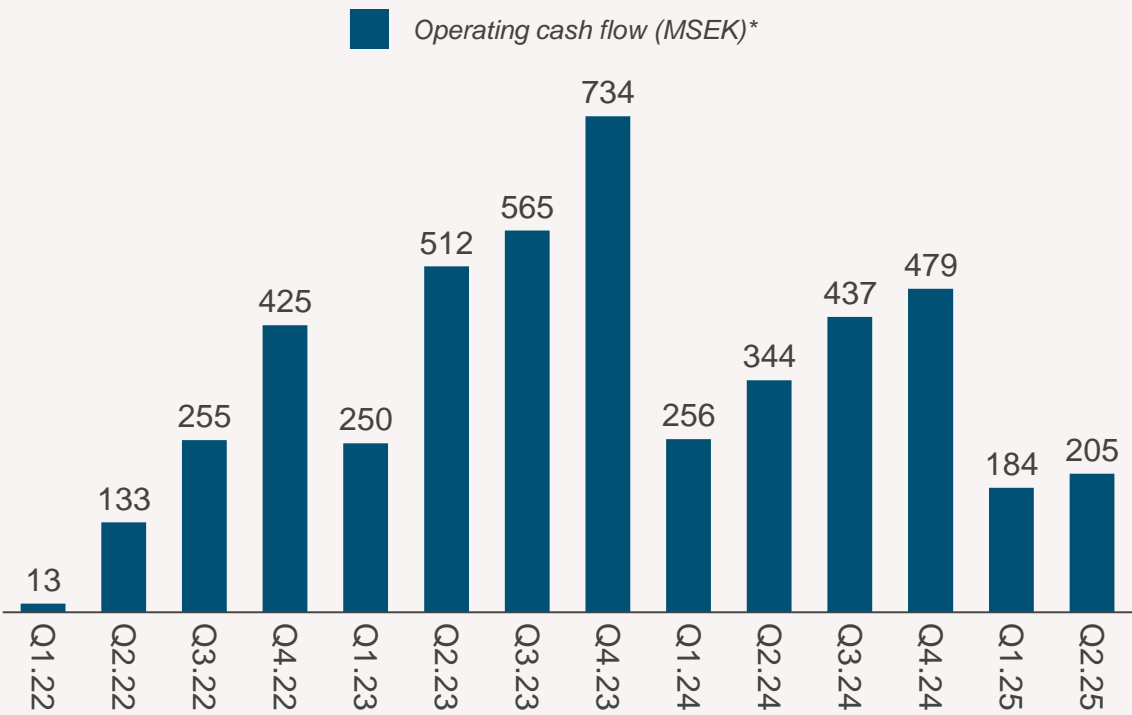
Slight increase in working capital days

Working capital days – Q1.22-Q2.25



Operating cash flow impacted by higher inventory and temporary VAT effect

Operating cash flow – Q1.22-Q2.25

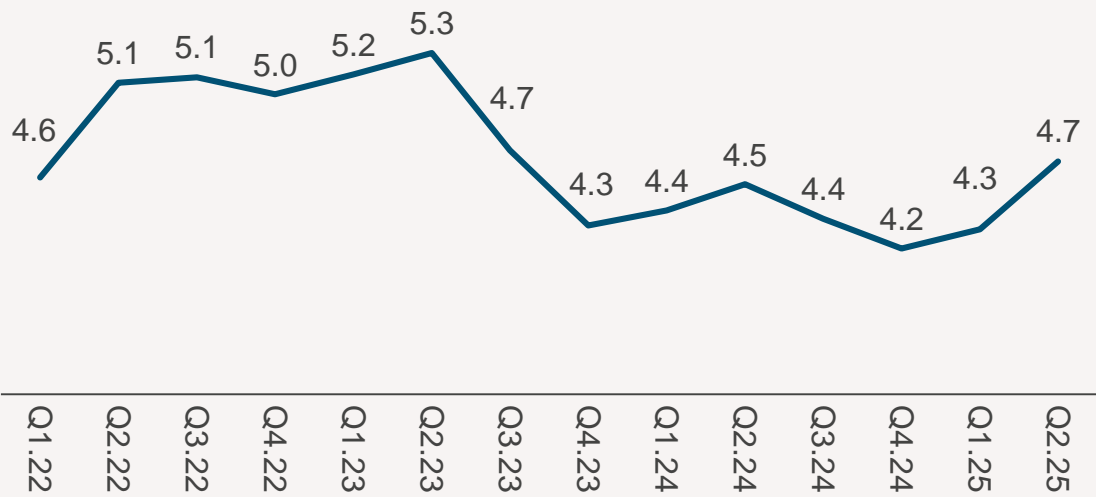


Q2 net debt and leverage

Seasonal variance further enhanced by higher investments

Net debt – Q1.22-Q2.25

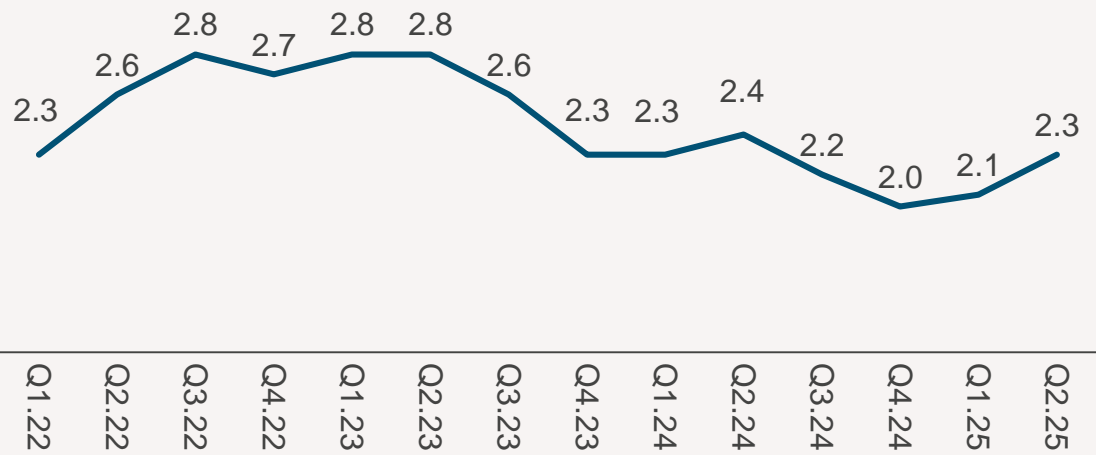
Net debt, incl. IFRS16 (BSEK)



Increase in leverage due to strategic investments and FX headwind

Leverage – Q1.22-Q2.25

Net debt / Adj EBITDA, multiple (R12)*



Outlook 2025

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



Q2 key takeaways

- Continued healthy demand – growth in line with target and further strengthened order book
- US and Patient Handling standing out positively in Q2
- Cost efficiency measures paying off – focus to continue
- When adjusted for currency and tariffs, underlying profitability develops well
- With the healthy order book, we remain confident as we enter the second half of the year

Q&A



Financial calendar

Interim Report Jan-Sep 2025	October 22, 2025
Year-end Report 2025	January 30, 2026
Annual and Sustainability Report 2025	March-April 2026
Interim Report Jan-Mar 2026	April 29, 2026
Annual General Meeting 2026	April 29, 2026

Further questions

Maria Nilsson

EVP, Communication & Public Relations
+46 734 244 515
maria.nilsson@arjo.com

Erik Roslund

Investor Relations & Corporate Communications
+46 768 996 303
erik.roslund@arjo.com

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.

The logo for arjo, featuring the letters 'a', 'r', 'j', and 'o' in a stylized, rounded, blue font. The 'a' and 'r' are connected, as are the 'j' and 'o'.

arjo

EMPOWERING MOVEMENT