Q2

ARJO Q2 REPORT 2026

Solid growth and important steps for the future

Andréas Elgaard, President and CEO
Christofer Carlsson, CFO

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EMPOWERING MOVEMENT

We exist for the most vulnerable moments in care.

Our solutions empower movement while protecting caregivers and enabling safer, more efficient care.

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Experts in improving mobility in acute care and long-term care settings

Patient handling
Wide range of lifts, slings, lateral transfer and repositioning aids, to enable mobilisation early, often and regularly

Hygiene and wellness
Ergonomic, adaptable bathing and showering systems for all levels of mobility

Medical beds
Hospital and extended care beds, treatment couches, and functional accessories

Pressure injury prevention
Risk assessment, therapeutic support surfaces and mobility solutions for prevention and management

VTE prevention
A system of a pump and garments for the prevention of VTE/DVT

Diagnostics
Patient and fetal monitors, ultrasound equipment and Doppler equipment for obstetric and cardiac diagnostics

Disinfection
Flusher-disinfectors, chemicals and sluice room equipment

1957
Founded in Eslöv by Arne Johansson

11 billion
Turnover 2025 (SEK)

~ 7,000
Number of employees globally

>100
Sales in more than hundred countries

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Q2 2026 summary

Andréas Elgaard
President and CEO

Solid growth and important steps for the future

- 4.7% organic growth with healthy customer demand in patient handling, medical beds and service
- Strong development in Global Sales and continued positive momentum in the US despite strong comps with double digit growth in Q2 last year
- Increasing demand for sustainable solutions - strongest quarter to date for Arjo's ReNu business
- Slight EBIT improvement – US tariffs refund not fully compensating for higher transportation and material costs
- Positive cash flow development and improved cash conversion
- Clear potential to improve value generation – update on strategy and ambition on Capital Markets Day on Sep 24

Net sales organic growth

4.7%

Gross margin

42.1%

Adjusted EBITDA

482 MSEK

Cash conversion

53.3%

1.2%

North America

Continued strong traction in the US

- 7th consecutive quarter with YoY growth
- Healthy service and capital sales, incl. Patient Handling and Medical Beds
- Rental in line with last year

Canada slightly below last year but overall positive momentum

- Somewhat lower capital sales, yet solid rental business development
- Overall healthy demand

7.0%

Global Sales

Western Europe grew 6.0%

- Solid growth in i.e. France, Italy and Austria
- Back to growth in the UK

Rest of the World grew 9.5%

- Strong development in Australia and in the African markets
- Positive traction remains in India

Financial performance Q2 2026

Christofer Carlsson
CFO

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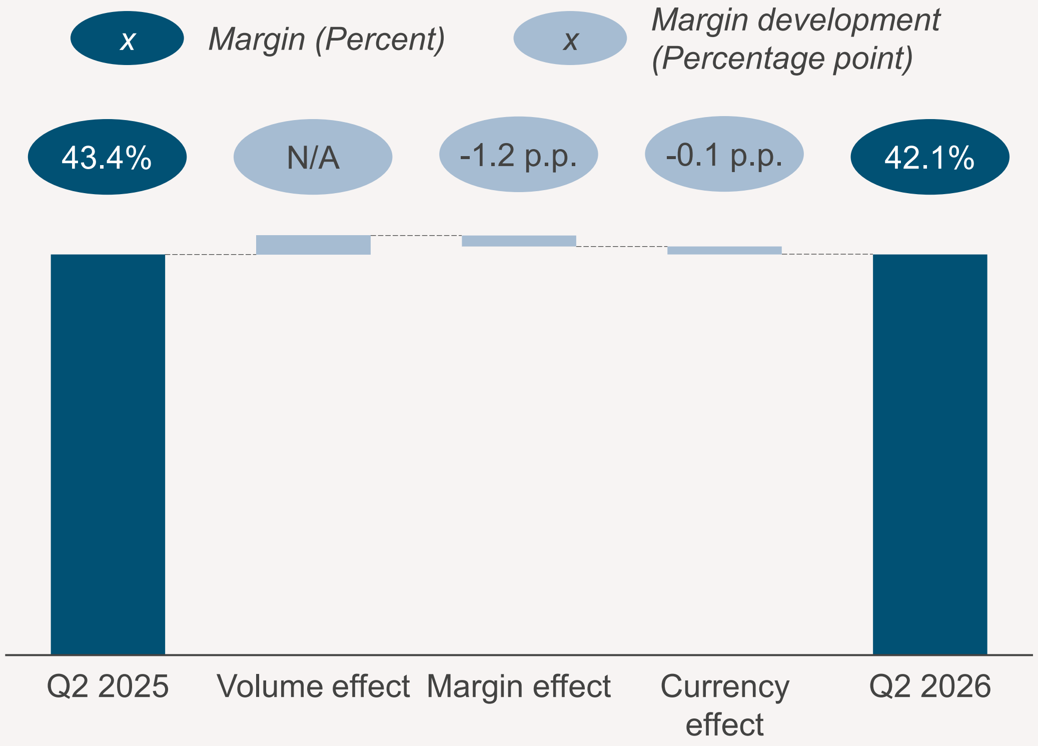
Lower gross margin due to mix effects and higher cost environment

- Unfavorable mix effects
- Pressure from cost inflation in transportation and material in the quarter
- Q2 gross profit was impacted by two one-off items:
  - Higher costs related to Transportation Management System implementation challenges, approx. -10 MSEK
  - Initial reimbursement of approximately 22 MSEK received in respect of previously paid tariffs under the IEEPA in the US – additional 30 MSEK in the process

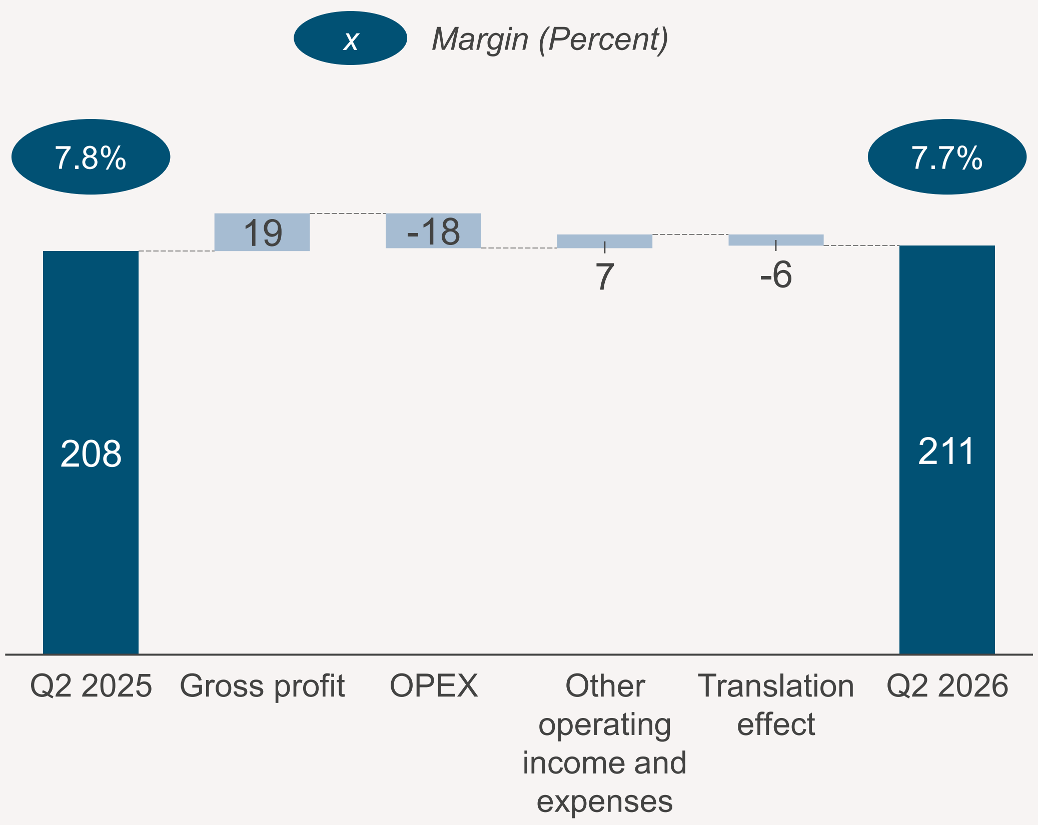
Gross profit bridge – Q2 2026 vs. Q2 2025 (MSEK)



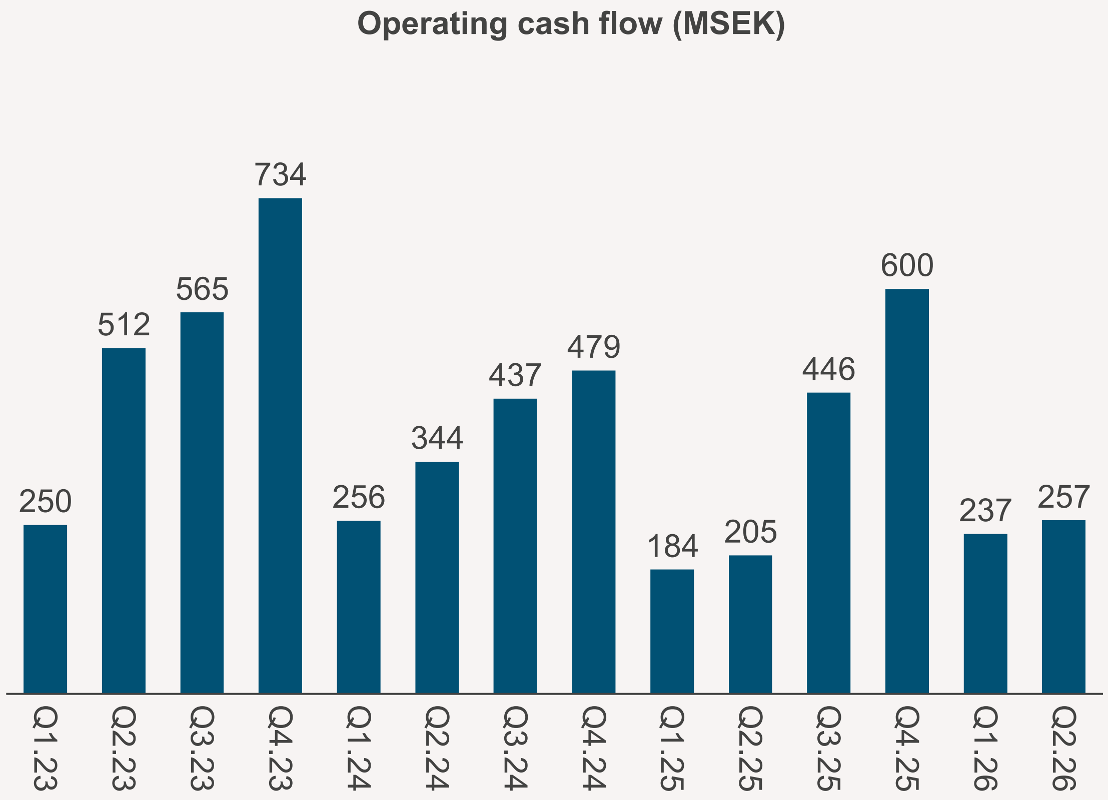
Adjusted EBIT in line with last year despite headwinds

- When adjusted for one-offs, adjusted EBIT was in line with last year despite headwinds related to inflation effects on transportation and material costs
- Positive development of OPEX to net sales ratio
- Total FX impact on adjusted EBIT of -12 MSEK

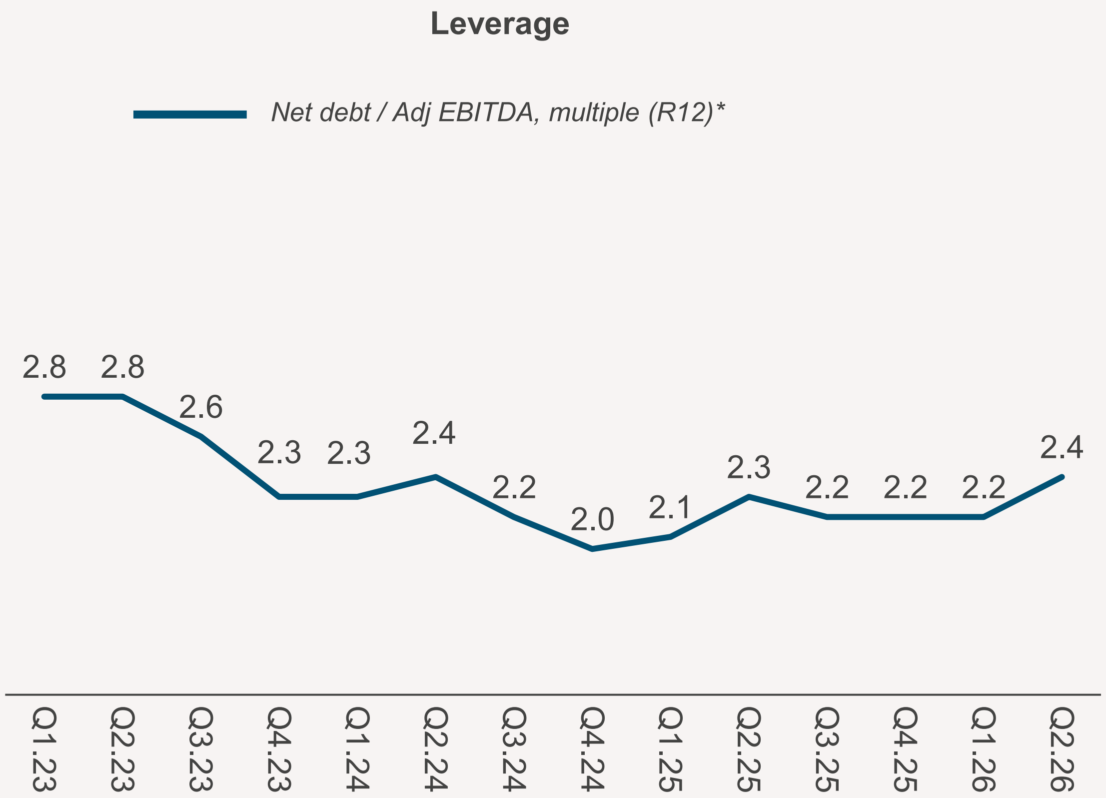
Adj. EBIT bridge – Q2 2026 vs. Q2 2025 (MSEK)



Slight uptick in working capital days impacted by increased receivables, with improvement in operating cash flow



Net debt decreased and leverage impacted by dividend in the quarter



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Five regional leaders join Arjo Management Team to accelerate commercial focus and execution

- Strengthens regional market insight and commercial focus in strategic decision-making
- Accelerates execution of strategic priorities across key markets
- Aims to enhance growth, profitability and customer value through greater regional accountability

Chris Dorsey
US

Chris Gooderham
Canada

Alain Monneau
South and West Europe

Andreas Aerni
North and Central Europe

Michael Luxton
International and Distributor markets

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Capital Markets Day 2026

September 24, Stockholm

More details to follow in August

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Q&A

Financial calendar

Capital Markets Day 2026	September 24, 2026
Interim Report Jan-Sep 2026	October 22, 2026
Year-End Report 2026	January 28, 2027
Annual Report 2026	March-April, 2027
Interim Report Jan-Mar 2027	April 16, 2027
Annual General Meeting 2027	April, 19, 2027

Further questions

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

Erik Roslund
Investor Relations & Corporate Communications Manager
+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.

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