

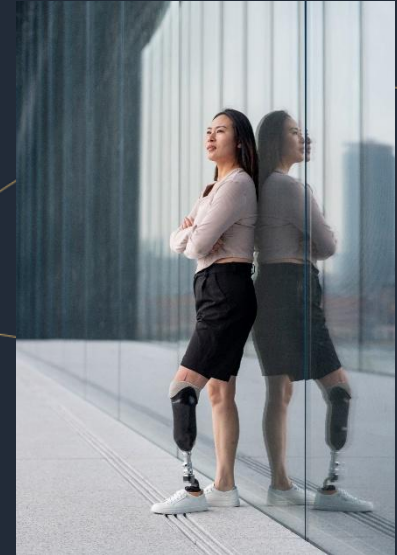
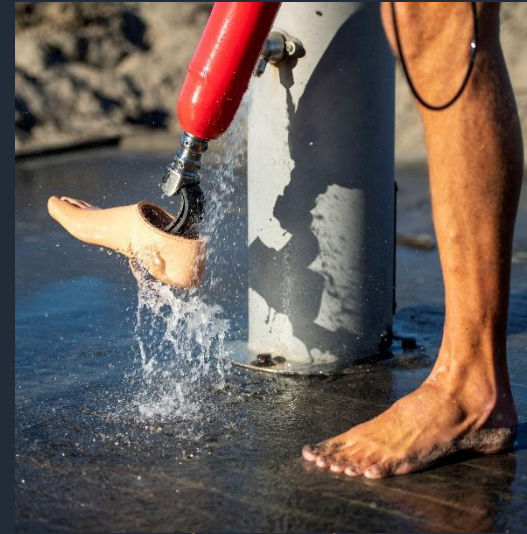


A leading global provider of innovative mobility solutions

Q2 2025 Conference Call

Sveinn Sölvason, President and CEO
G. Arna Sveinsdottir, CFO

July 22, 2025



Key Highlights for Q2 2025

Q2 Performance & Guidance

USD sales growth

+7%

Q2 Sales of USD 232m

Organic sales growth

+5%

EBITDA margin

21% in Q2'25

(down 1pp from Q2 '24)

20% in 1H'25

(up 1pp from 1H '24)

FY'25 Guidance

Organic sales growth 5-6%

(previously 5-8%)

EBITDA margin 20-21%

(unchanged)

New loan

- ✓ EUR 50m loan agreement signed with Nordic Investment Bank (NIB) with 7 years term

Share Buyback program

- ✓ 627,624 shares bought back in Q2'25 (market value of USD +3m)

Strategic initiatives

Streifeneder ortho.production

- ✓ Agreement to invest in a majority share (51% of shares)
- ✓ USD 29m in sales in 2024
- ✓ Closing subject to regulatory approval

Neuro Orthotics (F&G)

- ✓ New L-code awarded in the important US market for the "NEURO HiTRONIC MPKAFO" (bionic knee joint)

Patient Care - ForMotion™

- ✓ Halfway through unifying our Patient Care facilities under the ForMotion brand

External

Forbes' Accessibility

- Embla Medical named to Forbes' Accessibility 100 List



Competitive Bidding

- New round of competitive bidding announced impacting OTS Orthoses in the US
- Potential impact is uncertain

Impact from trade tariffs

- Some US tariffs impact in Q2
- 2025 guidance assumes some absorption from trade tariffs
- Continued uncertainty

Streifeneder ortho.production will enable Embla Medical to reach more patients as a full-range provider to a larger part of the global O&P market

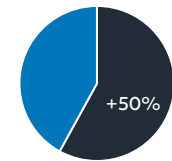


An international developer and supplier of **prosthetic and orthotics** as well as **orthopaedic materials and equipment** for the O&P market

“Streifeneder” today

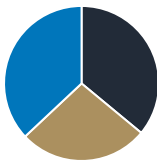
- Family-owned business (Bavaria, GE)
- Sales of EUR 25m in 2024 (~USD 29m)
- Employing around 100 people
- Key player in German O&P market
- Strong in Prosthetics “value segment”
- Solid O&P materials offering

Regional split



■ Germany
■ International

Sales split



■ Prosthetics
■ Materials
■ Orthotics/Equipment



Strategic rationale for Embla Medical

- **Sound strategic rationale** in line with Growth’27 strategy enabling us to reach more patients
- **Strengthen Embla Medical's presence in Germany** the 2nd largest O&P market growing 5-7% annually
- **Position us as a full range provider** to a larger part of the global O&P market, including opportunities to expand reach in the Emerging Markets
- **Leveraging Embla/Össur’s global sales footprint**, enabling commercial synergies and operational scale

Prosthetics – Lower Limb



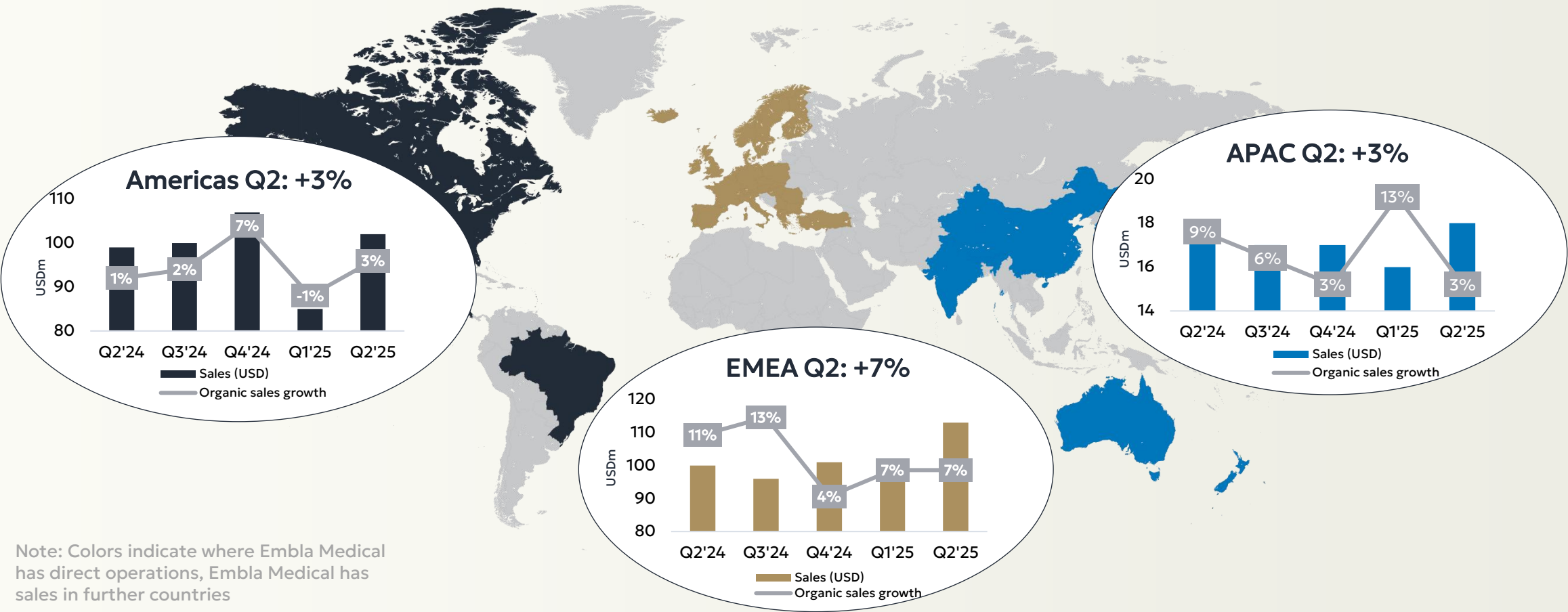
Materials & Equipment



Signed agreement to invest in a majority share (51% of shares)

- Transaction largely to be financed through share issue (EUR 12.5m)
- Closing of the transaction is subject to regulatory approvals
- Pending closing, the transaction is not expected to have any material impact on the financial guidance for 2025

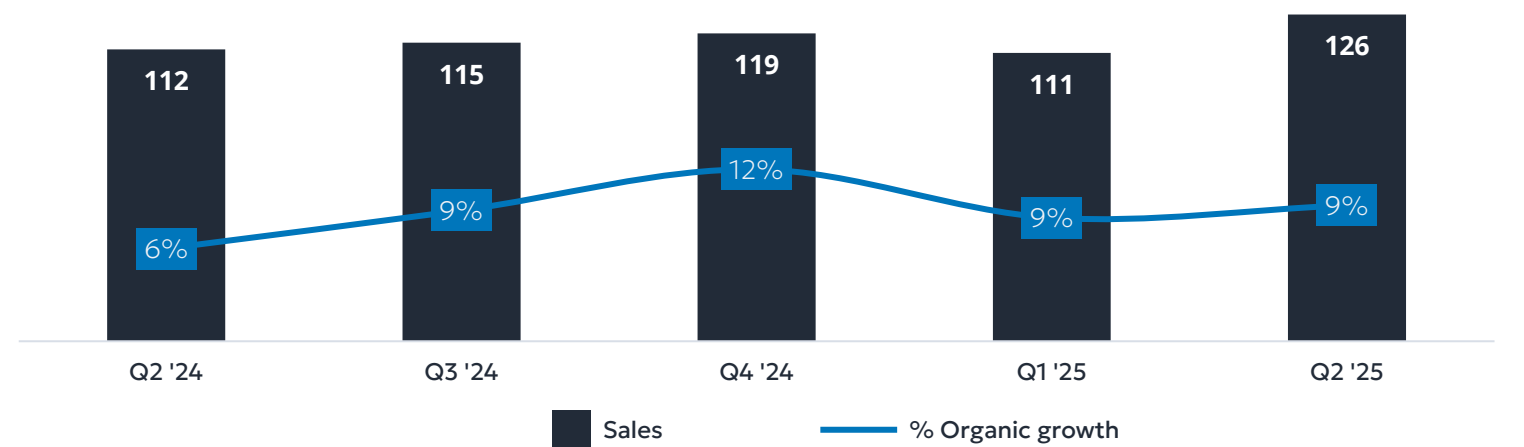
Growth across all regions in Q2 2025 with stronger sales growth in EMEA driven by continued momentum in Prosthetics & Neuro Orthotics



Prosthetics & Neuro Orthotics sales



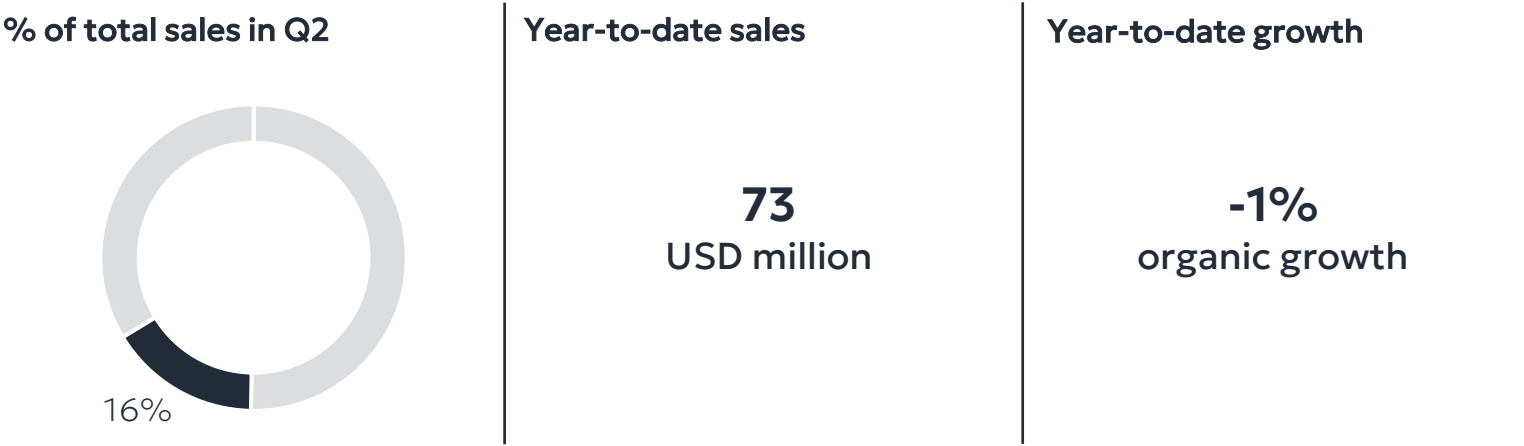
Sales
USD million



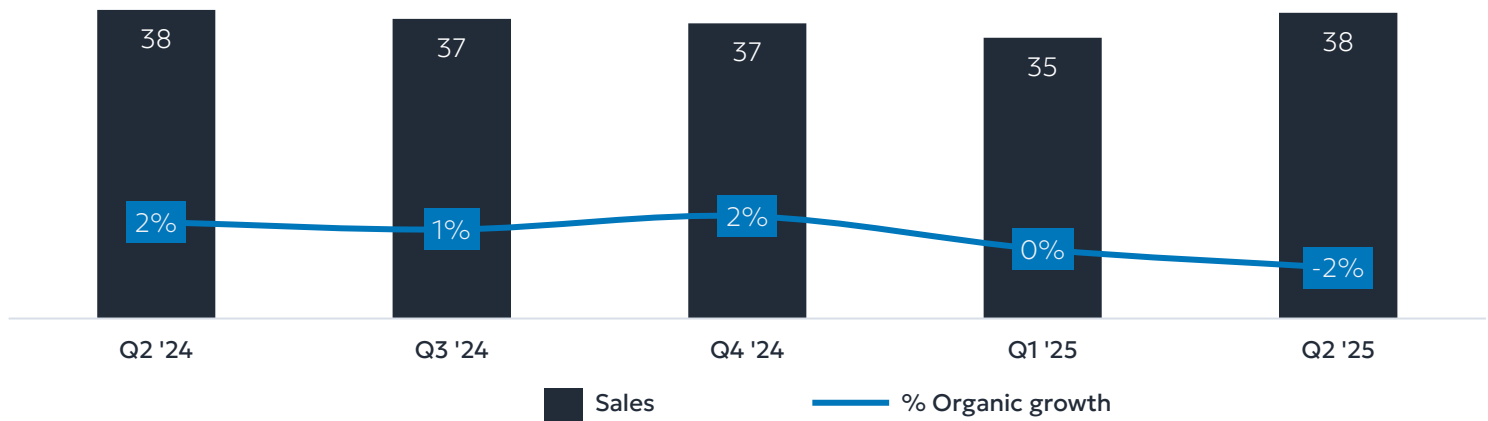
Highlights

- **EMEA:** Continued strong performance in EMEA across key markets driven by volume growth and good uptake from our recently launched innovation such as Navii (Bionic knee) and Pro-Flex Terra (mechanical feet solution).
- **Americas:** Good growth in Americas following a soft first quarter. Signs of improvement in the region as growth is supported by high-end solutions with positive impact from newly launched innovation.
- **APAC:** Continued strong performance in Australia and NZ. Growth is partly offset by softer sales in Asia.
- **Neuro Orthotics:** New L-code approved in the US for “NEURO HiTRONIC MPKAFO” (smallest and lightest microhydraulic knee joint in the market). Continued focus on ramping up in new markets.

Bracing & Supports sales



Sales
USD million



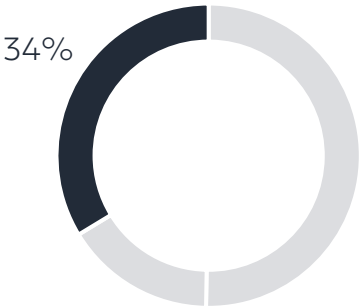
Highlights

- **EMEA:** Good performance in selected regions but overall performance was soft.
- **Americas:** Sales in B&S continued to be soft, partly ascribed to lower patient volumes for elective procedures and moderate price pressure.
- **APAC:** APAC experiencing some recovery from previous quarters with good growth in markets such as Australia and New Zealand.
- **Tariffs:** Some impact from US tariffs in Q2.
- **Competitive Bidding:** New round announced to reduce US Medicare’s spending in certain off-the-shelf Orthoses categories. As several factors remain uncertain, we deem it too premature to discuss potential impact at this stage.

Patient Care sales



% of total sales in Q2



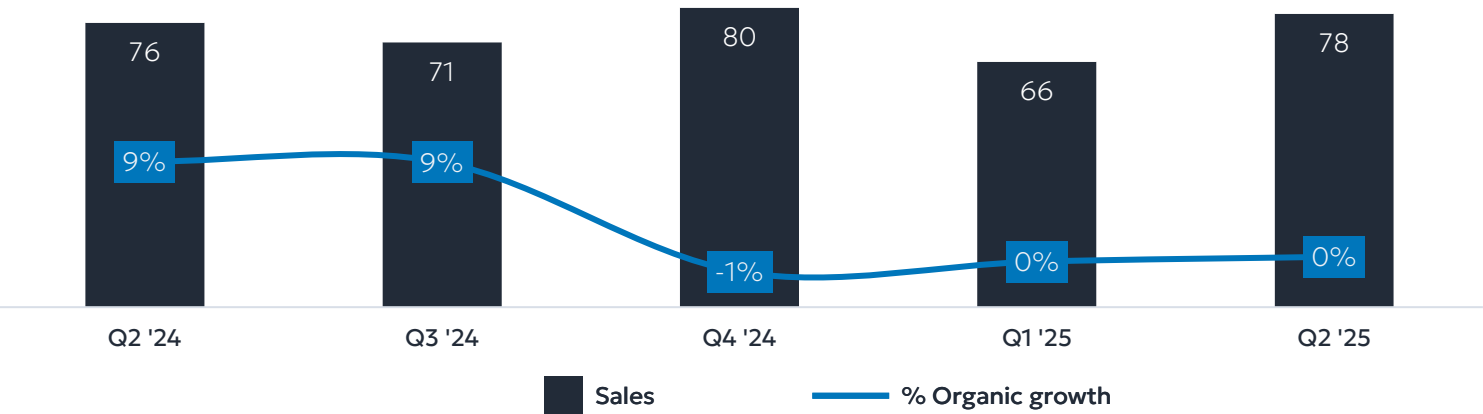
Year-to-date sales

144
USD million

Year-to-date growth

0%
organic growth

Sales
USD million



Highlights

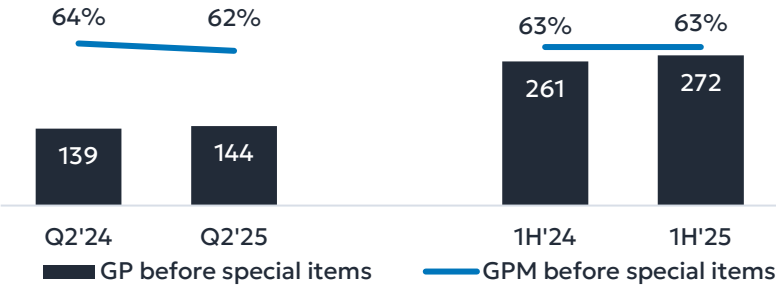
- **EMEA:** Good performance in several European markets but partly offset by softer sales in selected markets, partly impacted by Easter holidays shifting between current and comparable quarters.
- **Americas:** Patient Care business showed increased momentum following a soft first quarter.
- **APAC:** Sales impacted by temporary shifts between quarters. Strong performance YTD.

EBITDA margin expanding by 1%-points in 1H'25 to 20% (vs 19% in 1H 2024)

Expansion driven by higher Gross Profit margin and cost discipline in SG&A

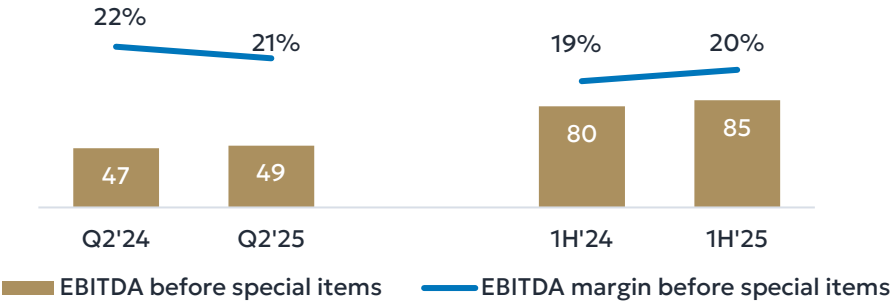
Gross Profit and Gross Profit margin

USD million



EBITDA and EBITDA margin

USD million



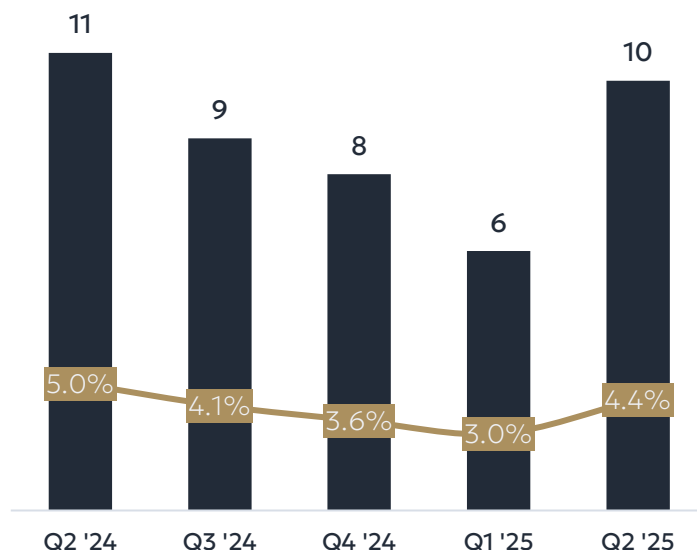
Highlights

- Gross Profit:** Gross profit margin (before special items) in 1H'25 was 63% compared to 62% in 1H'25 2024 (63% before special items). For Q2'25 the Gross profit margin was 62% vs 64% in Q2'24. Positive impact from strong sales in P&NO and manufacturing efficiency but adversely impacted by softer sales in B&S and Patient Care and some impact from US tariffs.
- OPEX:** OPEX amounted to USD 111 million or 48% of sales in Q2 2025, compared to USD 105 million or 49% of sales in Q2 2024. OPEX growth was 2% organic in Q2'25 (vs. 5% organic sales growth) in line with the solid cost discipline in SG&A.
- EBITDA:** EBITDA margin increased to 20% in the first half vs. 19% before special items in 1H '24. The margin was 21% in the quarter vs. 22% in Q2 2024. The EBITDA margin was positively impacted by solid discipline in SG&A but adversely impacted by softer gross profit margin in the quarter.
- Net Profit:** Net profit grew by 17% in the 1H'25 and 5% in Q2'25. Growth in net profit was positively impacted by strong operating results but negatively impacted by an increase in net financial expenses in the quarter, largely due to non-cash currency fluctuations.

Cash flow and leverage

Capital expenditures and % of sales

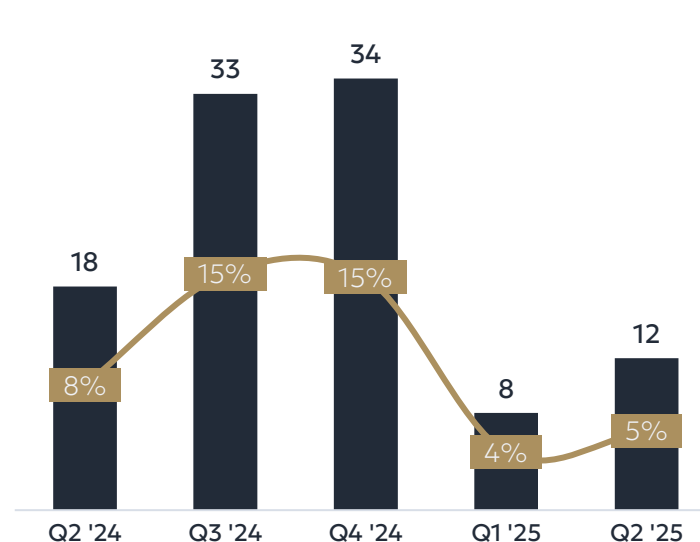
USD million on actual rate



- CAPEX in Q2 is at 4.4% of sales and YTD at 3.8% within the guidance range of 3-4% of sales.
- CAPEX in the quarter is elevated mainly due to timing of investments in manufacturing equipment.

Free cash flow and % of sales

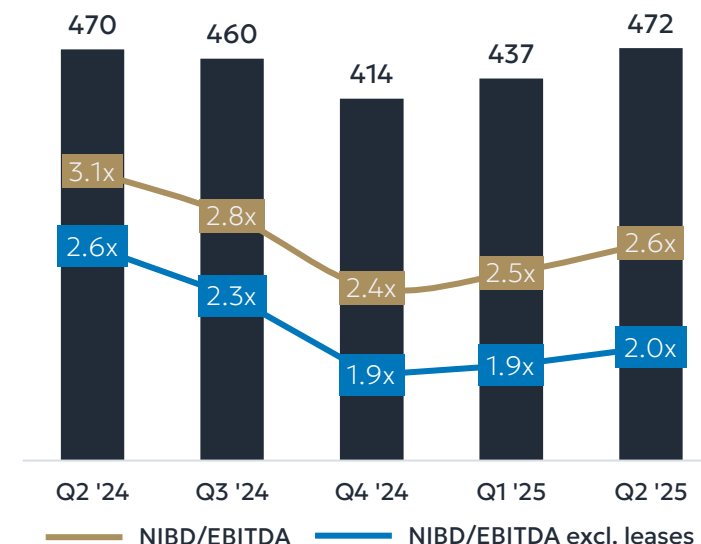
USD million on actual rate



- First six months are seasonally lower than the second half in terms of sales and cash flow generation.
- Free cash flow benefitted from strong operating results but was partly offset by net working capital, mainly a temporary increase in AR due to strong sales in the latter half of the quarter, and elevated CAPEX in the quarter.

Net Interest-Bearing Debt and Leverage

USD million on actual rate



- Leverage was 2.6x end of Q2 2025 (2.0x excl. leases).
- Net increase in NIBD mainly due to FX effects as part of loan portfolio is in EUR.
- The leverage ratio is within the target range of 2.0-3.0x; +600k shares bought back in Q2'25 (USD +3m)
- NEUR 50m loan agreement signed with Nordic Investment Bank (NIB) with 7 years term

2025 Guidance

	Guidance as of July 22 2025	1H 2025	Guidance as of April 29 2025
Sales growth Organic	5-6%	4%	5-8%
EBITDA margin Before special items	20-21%	20%	20-21%
For modeling purposes:			
Special items In USD million	None	None	None
CAPEX % of sales	3-4%	4%	3-4%
Tax Effective tax rate	23-24%	24%	23-24%



Q&A

Key messages from Q2 2025

1. Well on track with our strategic initiatives:
 - ✓ Agreement to invest 51% in Streifeneder ortho.production
 - ✓ Fior & Gentz awarded new reimbursement code in the US
 - ✓ Halfway through with our ForMotion rebranding
2. Continued strong performance in Prosthetics and Neuro Orthotics with particular strong performance in EMEA, while Americas show signs of improvement supported by innovation
3. FY Guidance: Organic sales growth is narrowed to 5-6% (from 5-8%), while outlook for EBITDA margin is maintained at 20-21%



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Embla Medical press releases by e-mail

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www.emblamedical.com/investors

Financial calendar and events

July 22, 2025	Interim report Q2 2025
July 22, 2025	Q2 2025 HCA Capital virtual presentation and Q&A
July 22, 2025	Q2 2025 US Virtual Road Show (SEB)
Aug 19, 2025	Q2 2025 Road Show Copenhagen (SEB)
Aug 20, 2025	Nordea Small & Midcap Days Stockholm
Aug 27, 2025	Økonomisk Ugebrev Life Science Conference, Copenhagen
Sept 4, 2025	Goldman Sachs MedTech conference, London
Sept 9, 2025	Aktiespararna investor event (Retail), Falkenberg Sweden
Sept 16, 2025	Pareto Securities Annual Healthcare Conference, Stockholm
Sept 18, 2025	HC Andersen Investor Seminar, Copenhagen
Oct 21, 2025	Interim report Q3 2025
Nov 17, 2025	InvestorDagen Dansk Aktionærforening, Copenhagen
Nov 18-20, 2025	Jefferies Healthcare Conference, London
Nov 24-25, 2025	AktiInfo Investor Event (Retail), Aalborg & Kolding
Nov 26, 2025	Danske Bank Winter Seminar, Copenhagen
Dec 2, 2025	Nordea Focus Seminar, Paris



Forward-looking statement

This presentation contains forward-looking statements, which reflect the Management's current views with respect to certain future events and financial performance. Although the statements are based upon estimates the Management believes to be reasonable, there is no assurance that these statements will be achieved.

Statements containing the financial outlook for 2025 and the following years naturally involve risks and uncertainties, and consequently actual results will differ, and may differ materially, from those projected or implied in the forward-looking statements.

The risks and uncertainties may include unexpected developments in the international currency exchange and securities markets, financing, market driven price decreases for Embla Medical's products, delay or failure of development products, production problems and unexpected cost increases, development of new technologies by competitors, the introduction of competing products within Embla Medical's core areas, exposure to product liability and other lawsuits, changes in reimbursement rules and governmental laws.