



### **Q2 2021 Investor Presentation**

Jon Sigurdsson, President & CEO Sveinn Solvason, CFO

*22 July 2021* 



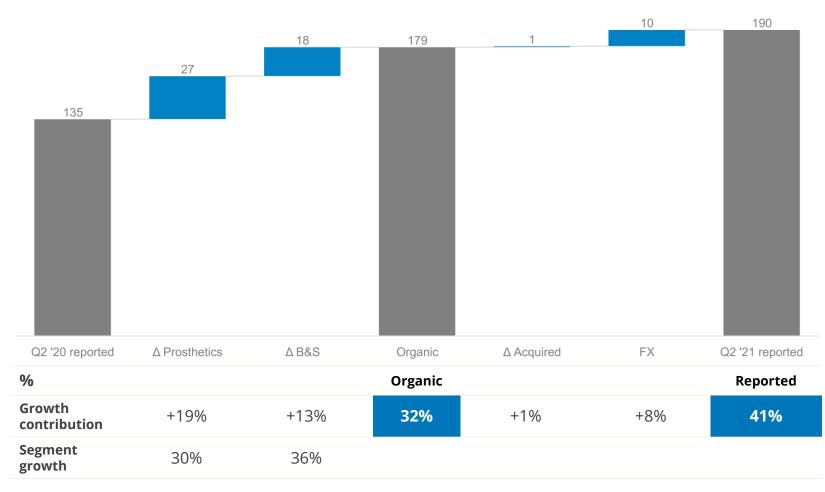
# Highlights in Q2 2021

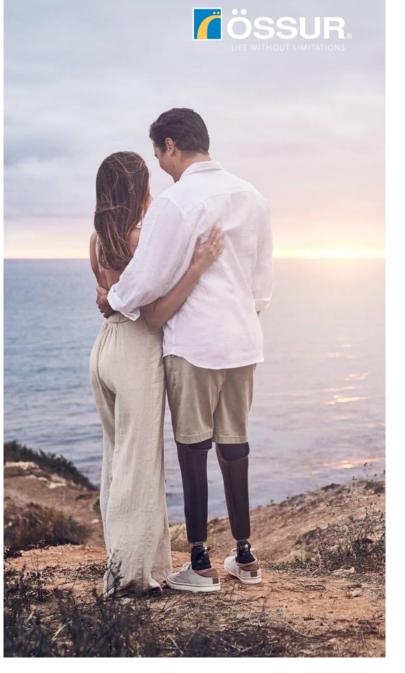


| Sales split and or       | ganic growt           | h                      | EBITDA (MUSD)                    |         |         | Highlights   |
|--------------------------|-----------------------|------------------------|----------------------------------|---------|---------|--|
|                          | 90<br>USD<br>63%      | sthetics<br>+30%       | 42                               | 1       |         | <ul> <li>Sales</li> <li>Sales are normalizing in our key markets</li> <li>High growth in Q2 as the comparison quarter was the most affected by COVID-19 in 2020</li> <li>Impact of COVID-19 diminishing but varies by geography</li> <li>Strong sales growth in both segments, partly due to pent-up demand</li> </ul> |
|                          |                       |                        | Q2 '21                           | Q2      | 20      |  |
|                          |                       |                        |                                  |         | 20      | Profitability  |
| Sales growth             | Q2 2021               | Q2 2020                | EBITDA margin                    | Q2 2021 | Q2 2020 | <ul><li>Profitability</li><li>EBITDA increasing in line with higher sales</li></ul>  |
| Sales growth<br>Reported | <b>Q2 2021</b><br>41% | <b>Q2 2020</b><br>-25% | <b>EBITDA margin</b><br>Reported |         |         |  |
| •                        | -                     |                        |                                  | Q2 2021 | Q2 2020 | • EBITDA increasing in line with higher sales  |
| Reported                 | 41%                   | -25%                   |                                  | Q2 2021 | Q2 2020 | • EBITDA increasing in line with higher sales Other matters  |

### Sales by business segments

Sales contribution in USD million

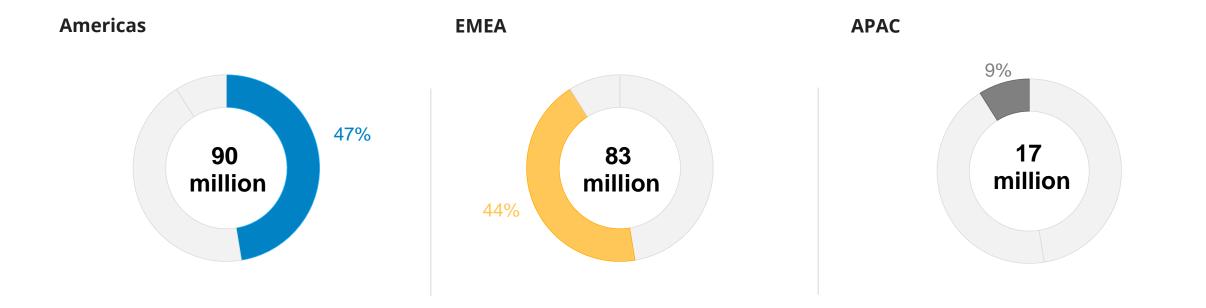




Note: Bridge is an approximation for growth contribution

# Sales growth in Q2 by geography





| Reported       | 43% |
|----------------|-----|
| Local currency | 40% |
| Organic        | 33% |

| Reported       | 41% |
|----------------|-----|
| Local currency | 28% |
| Organic        | 35% |

| Reported       | 33% |
|----------------|-----|
| Local currency | 18% |
| Organic        | 18% |

### **Income statement**



| Financial results (MUSD) | Q2 2021 | Q2 2020 |
|--------------------------|---------|---------|
| Net sales                | 190     | 135     |
| Reported growth          | 41%     | -25%    |
| Organic growth           | 32%     | -26%    |
| Gross profit             | 120     | 78      |
| Gross profit margin      | 63%     | 58%     |
| EBITDA                   | 42      | 12      |
| EBITDA margin            | 22%     | 9%      |
| EBITDA (adj.)*           | 42      | 12      |
| EBITDA margin (adj.)*    | 22%     | 9%      |
| EBIT                     | 30      | -17     |
| EBIT margin              | 16%     | -13%    |
| Income tax               | -6      | 3       |
| Effective tax rate       | 23%     | 13%     |
| Net profit               | 19      | -18     |
| Net profit margin        | 10%     | -13%    |

\* Before special items

#### **Financial performance**

- Organic sales growth of 32%, sales continued to normalize after strong sales towards the end of Q1
- Operations were at normal capacity, but gross profit affected by higher freight and raw material cost in Q2
- Opex growing in line with increased activity. Comparison with Q2 2020 affected by one-off costs associated with the divestment of Gibaud last year
- EBITDA back to the Q2 2019 level
- Effective tax rate of 23% in Q2 2021
- Net profit amounted to 19 MUSD in Q2

### **Financial performance**



#### Sales and organic growth (MUSD)

#### EBITDA and EBITDA margin (MUSD)\*



#### Sales

- Organic growth 32% in Q2 and 16% in 1H over last year
- Realizing some pent-up demand in Prosthetics and B&S

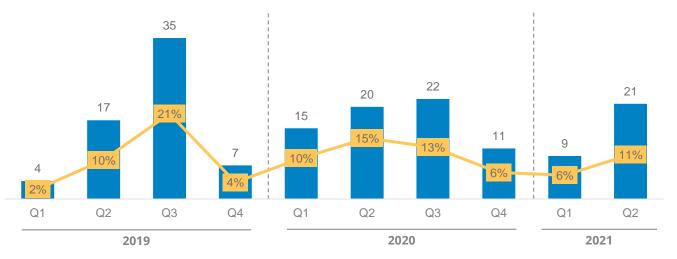
#### Profitability

- EBITDA margin increased to 22% in Q2 driven by sales recovery
- EBITDA margin 20% in 1H
- Higher freight and raw material cost
- Opex growing in line with increased activities and investments in emerging markets

\* Before special items

### **Financial performance**

#### Free cash flow (MUSD)\* and % of sales



#### Net interest-bearing debt (MUSD) and leverage



#### **Free cash flow**

- Continued strong cash flow
- Inventory increasing in line with demand
- Receivables increasing, collections going well in all markets

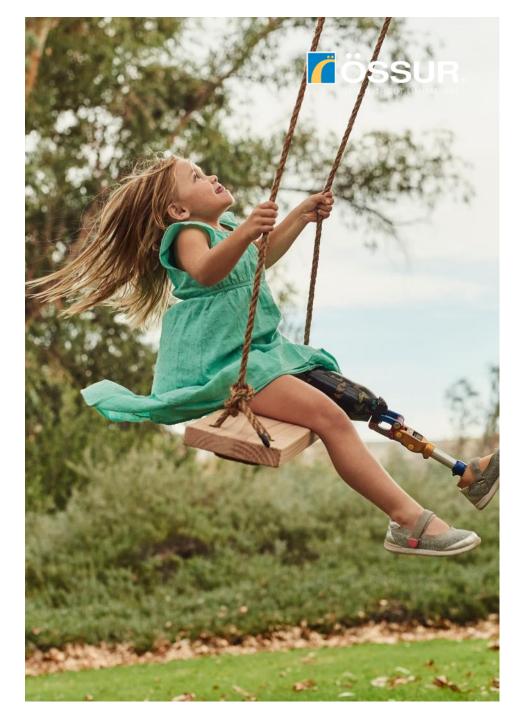
#### Net interest-bearing debt

- Updated target range of 2.0-3.0x in the Capital Structure and Dividend Policy
- Share buybacks and dividends temporarily on hold

\* Before special items, acquisitions, and changes in financial assets

### **Guidance considerations for 2021**

|  | Actual Q2 2021 | Guidance FY 2021 |
|--|----------------|------------------|
| <b>Sales growth</b><br>Organic               | 32%            | 10-15%           |
| <b>EBITDA margin</b><br>Before special items | 22%            | 21-23%           |
| <b>CAPEX</b><br>% of sales                   | 3%             | 3-4%             |
| <b>Tax</b><br>Effective tax rate             | 23%            | 23-24%           |



# Q&A

### Sales

- Sales are normalizing in our key markets
- High growth in Q2 as the comparison quarter was the most affected by COVID-19 in 2020
- Impact of COVID-19 diminishing but varies by geography
- Strong sales growth in both segments, partly due to pent-up demand

### Profitability

• EBITDA increasing in line with higher sales

### **Other matters**

• Acquisitions in Q2 with FY sales of 11 MUSD

#### Guidance

• Organic growth 10-15%, EBITDA margin before special items 21-23%, CAPEX 3-4% of sales and effective tax rate of 23-24%



### **Financial calendar and upcoming investor conferences**

#### Conferences

| Pareto Securities' Healthcare Conference (virtual) | 1 September 2021     |
|--|----------------------|
| Goldman European Medtech Conference (UK)           | 8 - 9 September 2021 |
| ABGSC Small & Mid Cap Seminar (DK)                 | 22 September 2021    |
| Danske Bank Winter Seminar (DK)                    | 1- 2 December 2021   |

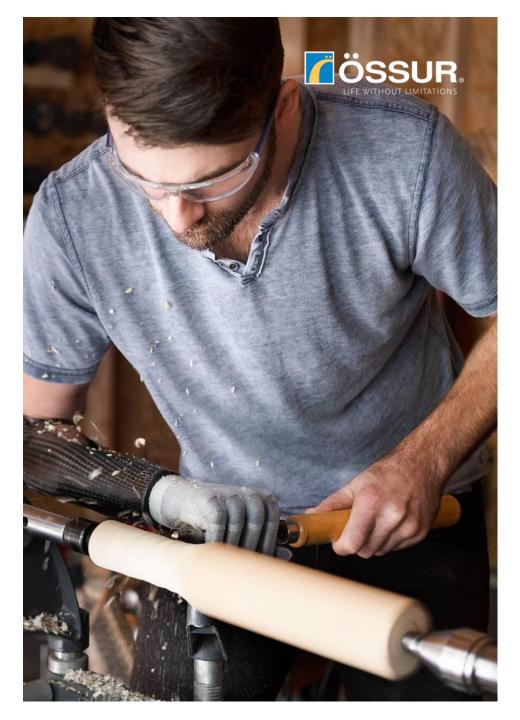
#### **Financial calendar**

| Interim report Q3 2021                        | 26 October 2021 |
|---|-----------------|
| Interim report Q4 2021 and Annual Report 2021 | 1 February 2022 |
| Annual General Meeting                        | 8 March 2022    |

#### **Further information**

Edda Lára Lúðvígsdóttir Investor Relations Director E-mail: eludvigsdottir@ossur.com Tel: +354 844 4759

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#### **Forward-looking statement**

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Statements containing the financial outlook for 2021 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.

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