

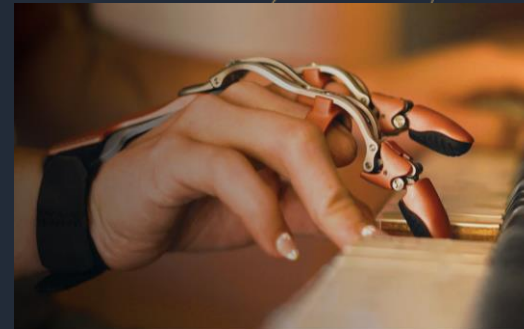
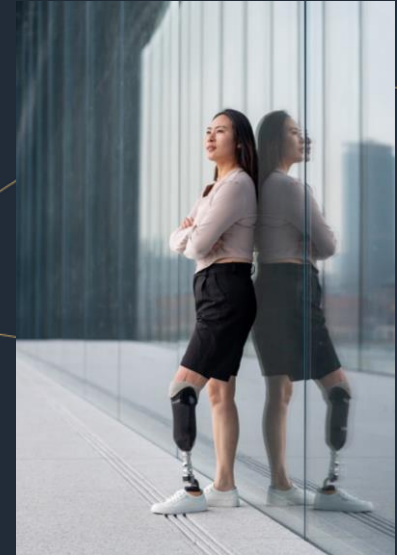


A leading global provider of innovative mobility solutions

Q3 2024 Conference Call

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

October 22, 2024



Key highlights for the third quarter 2024

Strong momentum continues; Full year guidance remains unchanged

Q3 Performance

Organic sales growth

+7%

Local currency growth

+11%

Incl. +3pp from M&A

EBITDA margin increasing 3pp YoY

22%

Operations

R&D progress in Q3

- ✓ NAVii® and Icon® in limited launch progressing as planned
- ✓ Naked Prosthetics next generation technology launched

Fior & Gentz integration

- ✓ Distribution transition underway
- ✓ Neuro Orthotics being rolled out in new markets including UK and Australia during Q3

ForMotion™

- Unifying Patient Care under new ForMotion brand
- Netherlands rebranded in Q3
- US and Denmark set for Q4

External

US Medicare Expands Access to Bionics

- As of September 1st 2024 less-mobile K2 patients have access to Microprocessor controlled knee (MPKs) solutions
- In some cases, patients will be eligible for an advanced feet solution



7 11 4 5 PARALYMPIC RECORDS

The Choice of Champions

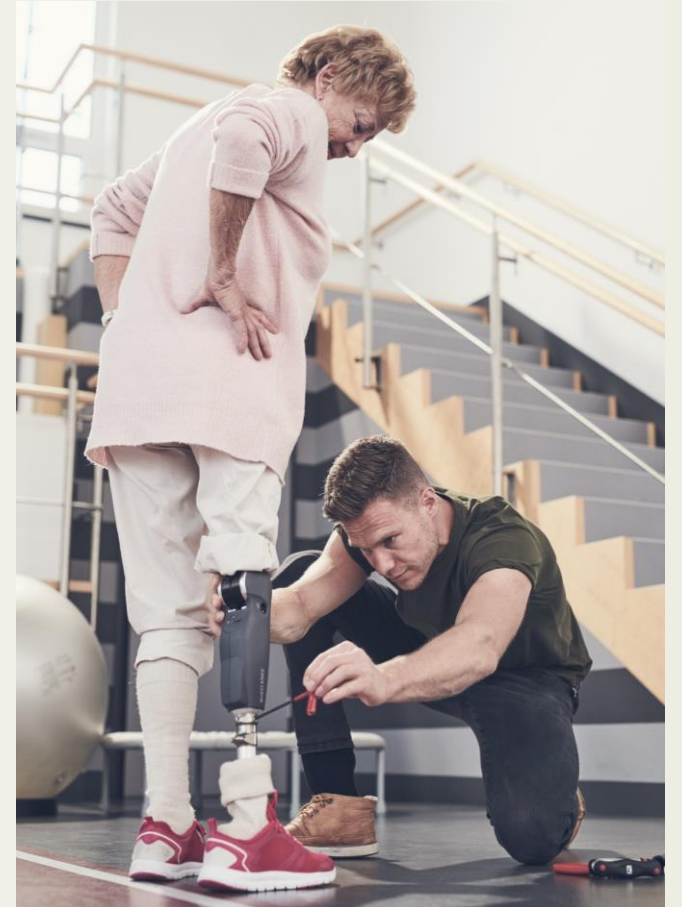
Congratulations to all Team Össur athletes and Össur Ambassadors on their amazing performances in Paris!



US Medicare Expands Access to Advanced Bionics for K2 patients as of September 1, 2024

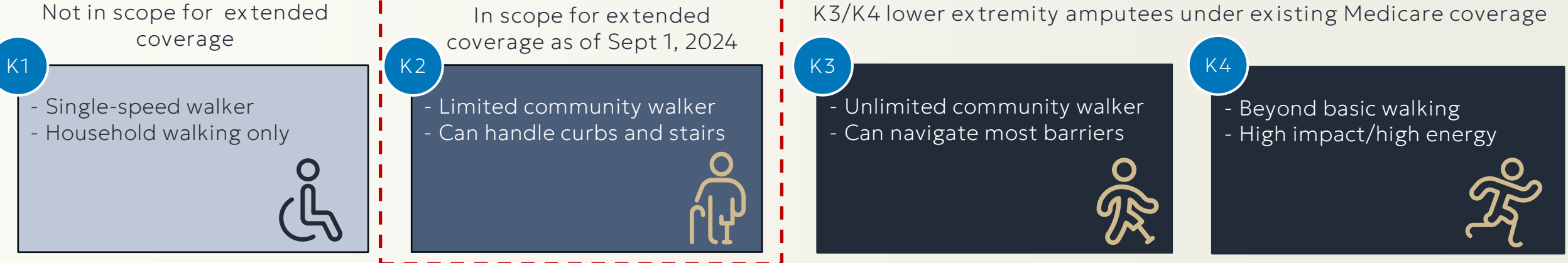
Coverage Expansion Key Facts

- The Big Takeaway: Less-mobile patients get access to microprocessor-controlled knees (MPKs)
- Why? Clinical research shows MPKs provide significant benefits to less-mobile amputees
- Secondary Benefit: Less-mobile amputees now getting an MPK are also eligible to receive more advanced feet
- Unexpected Win: Updated requirements also create opportunities for *all* lower-extremity amputees to get more advanced devices

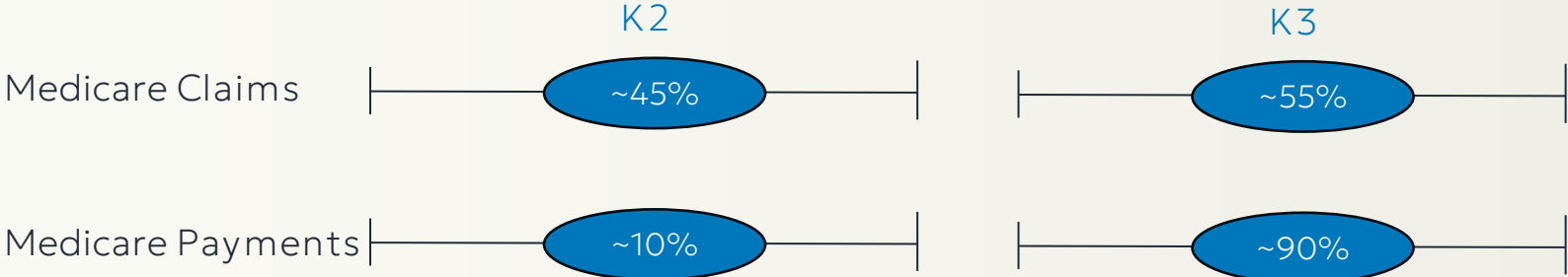


Expanding US Medicare coverage to K2 patients represents a Mid-to-Long-Term Growth Opportunity for Embla Medical

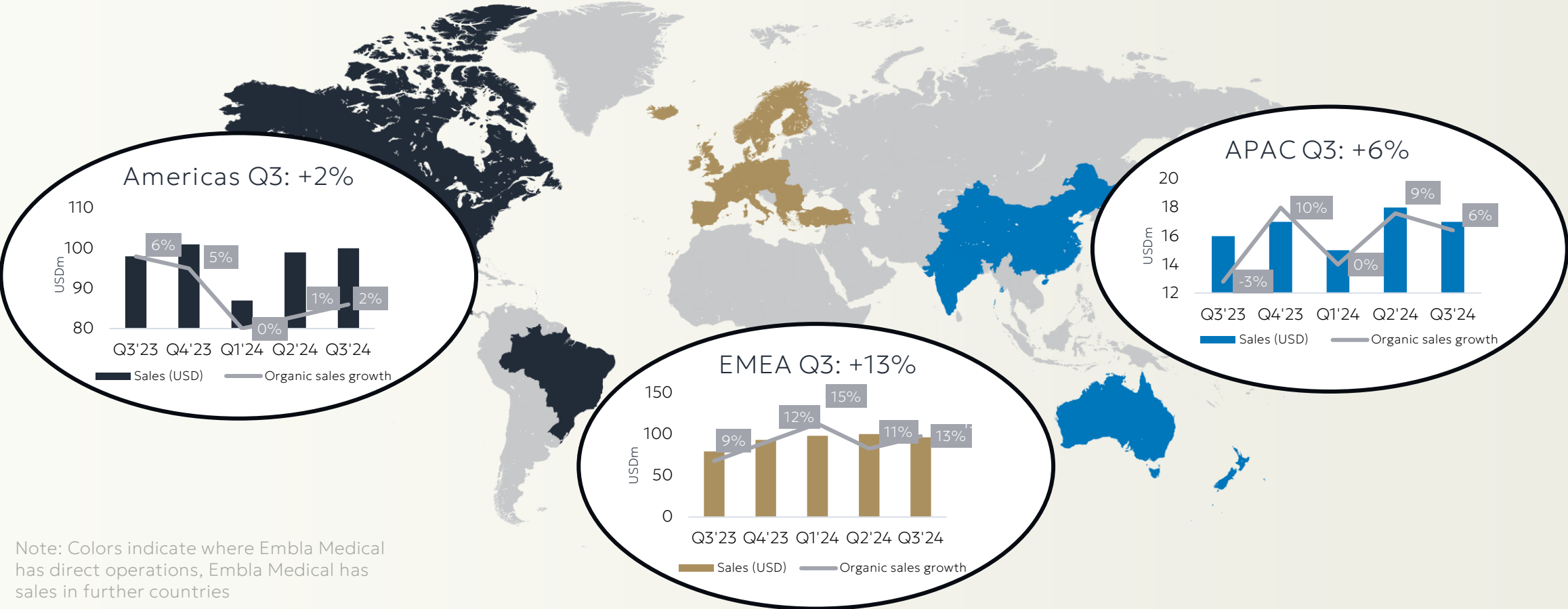
Classification of functional levels for prosthetic users



Today Medicare accounts for ~30% of the revenue of an avg O&P facility in the US
 K2 and K3 patients account for the majority of Medicare's prosthetics claims today



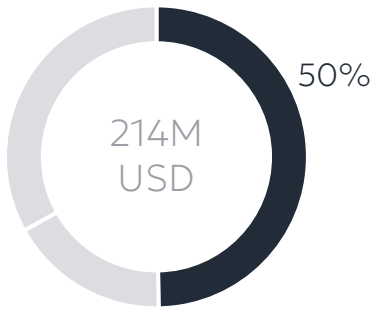
Continued strong momentum in EMEA driven by Prosthetics & Neuro Orthotics and Patient Care; Sales in Americas remained soft



Note: Colors indicate where Embla Medical has direct operations, Embla Medical has sales in further countries

Prosthetics & Neuro Orthotics sales grew +9% organic in Q3 driven by strong volume growth and increased fitting of high-end solutions

% of total sales Q3



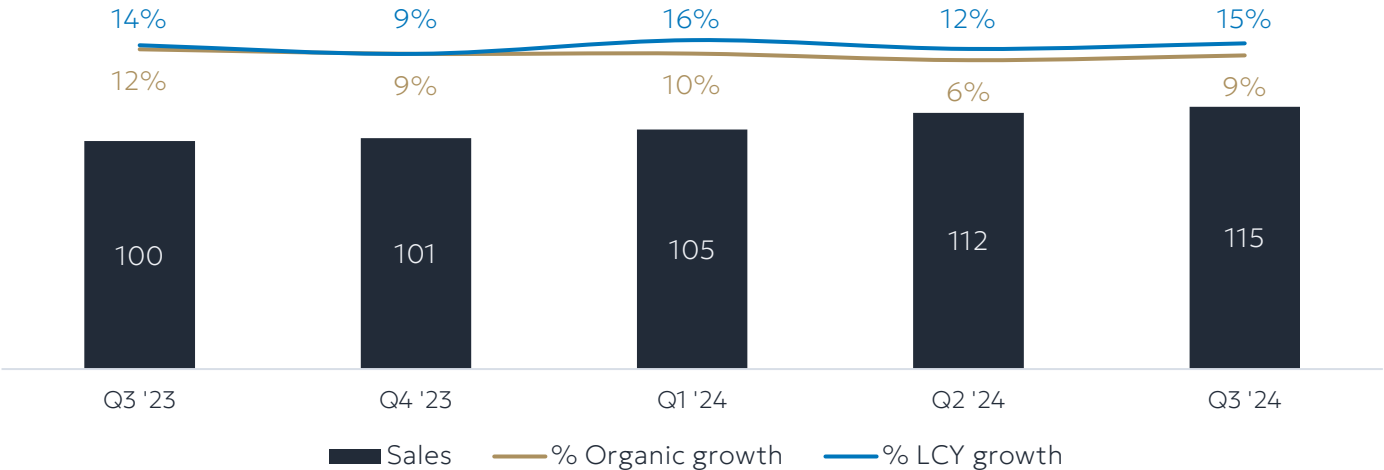
Year-to-date sales

332
USD million

Year-to-date growth

8%
organic growth

Sales
USD million

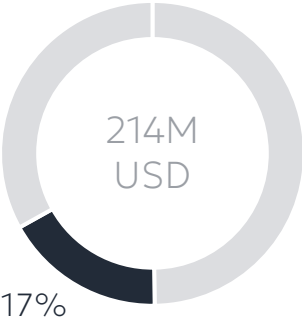


Q3 Highlights

- EMEA: Continued strong momentum in EMEA driven by volume growth across most European markets; especially in Bionics
- Americas: Sales remained soft with good performance in some locations and product categories, offset by softness in others
- APAC: Strong sales in Australia as the backlog from reimbursement has gradually improved, performance was however offset by weaker performance in selected markets in APAC
- Neuro Orthotics (Fior & Gentz): Continued solid performance; during the quarter we expanded our Neuro Orthotic offerings into new markets such as UK and Australia
- High-end solutions: Bionics continued to contribute strongly for the quarter

Bracing & Supports grew moderately for the quarter; strong performance in APAC but softer in other markets

% of total sales Q3



Year-to-date sales

112
USD million

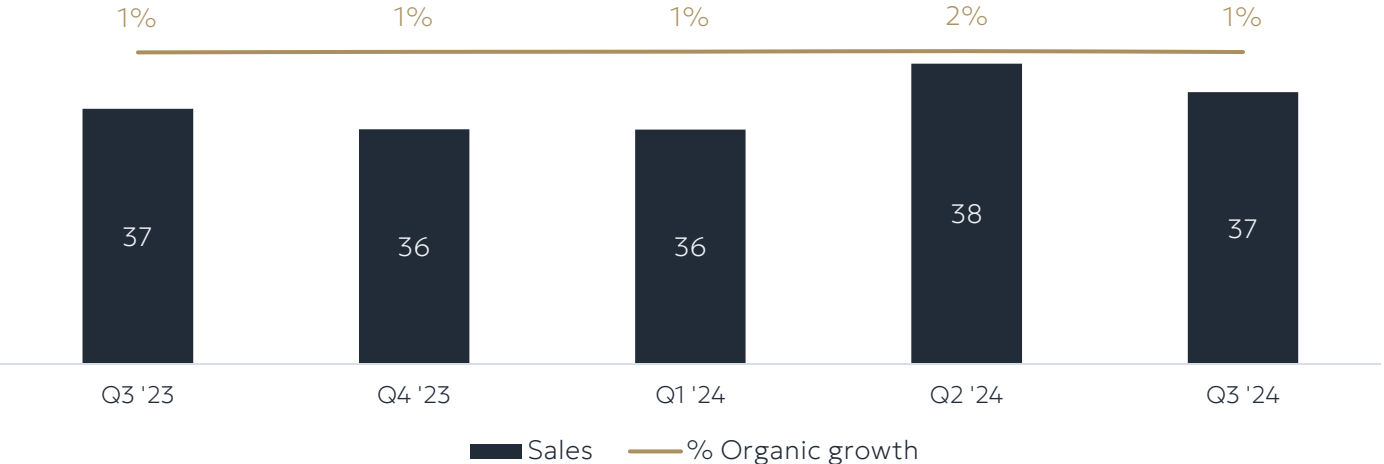
Year-to-date growth

1%
organic growth

Q3 Highlights

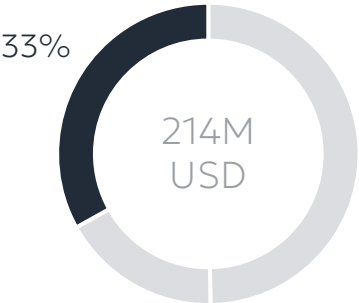
- EMEA/Americas: Soft performance in both EMEA and Americas due to challenging market dynamics in selected product categories and markets
- APAC: Strong performance in the region mainly driven by China as well as Australia and New Zealand delivered good growth

Sales
USD million



Patient Care business delivered +9% organically in Q3 driven by strong volume growth and positive mix effect, especially in EMEA and Australia

% of total sales Q3



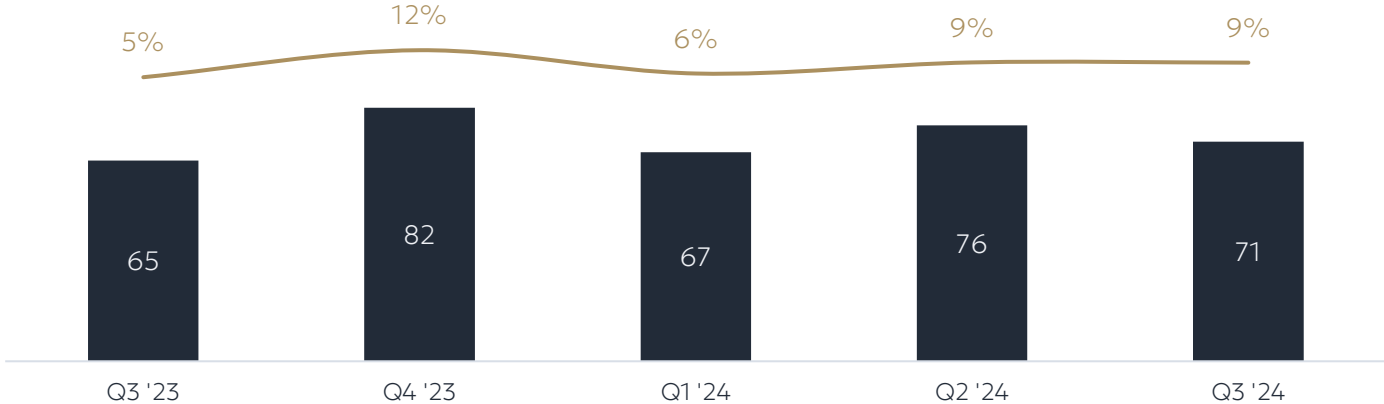
Year-to-date sales

214
USD million

Year-to-date growth

8%
organic growth

Sales
USD million



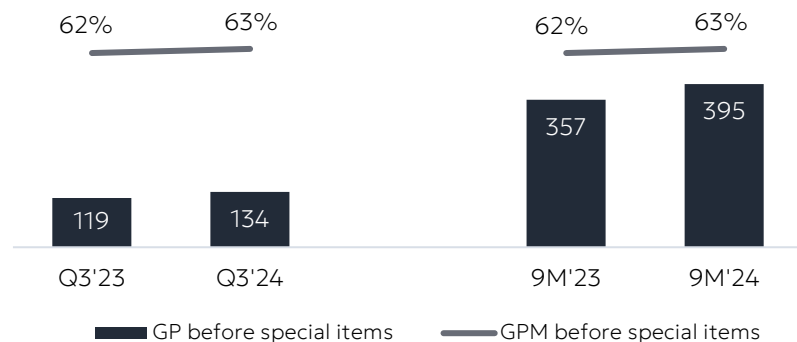
■ Sales — % Organic growth

Q3 Highlights

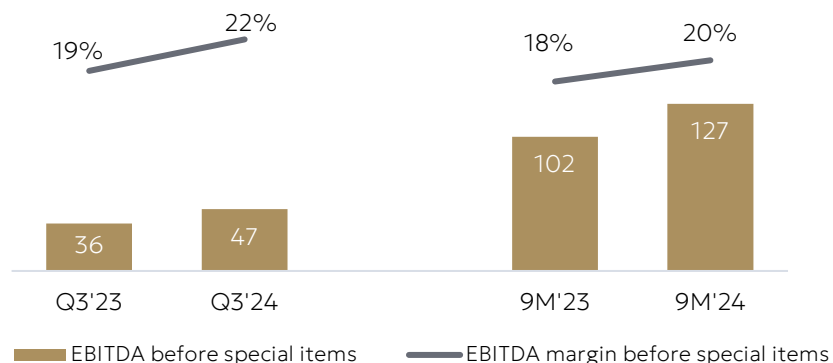
- EMEA: Strong performance in EMEA driven by strong contribution across key market and increased efficiency at the clinics
- Americas: Modest performance in Americas with solid contribution from most locations offset by weaker performance in other areas
- APAC: Sales in Australia delivered strongly as the impact from the reimbursement delay earlier this year is seeing a gradual recovery

EBITDA margin expanding by 3%-points to 22% for the quarter vs. Q3'23; Expansion driven by higher Gross Profit margin and modest OPEX growth

Gross Profit and Gross Profit margin
USD million



EBITDA and EBITDA margin
USD million

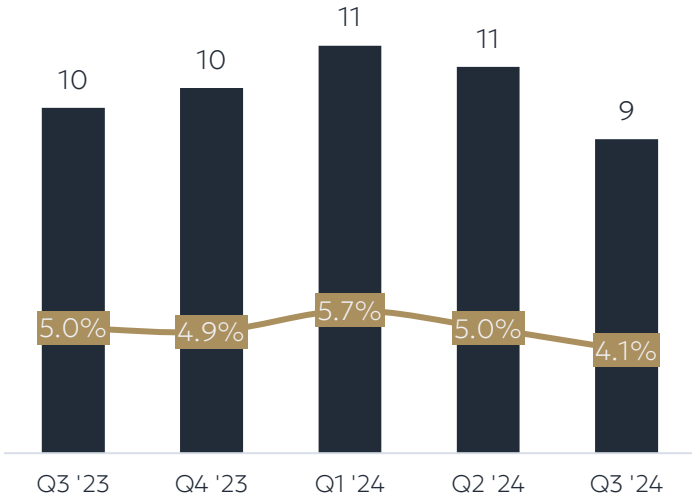


Highlights

- Gross Profit: Gross profit margin was 63% in the quarter compared to 62% in Q3 2023, partly resulting from cost reduction initiatives executed during Q1 2024 as well as positive product mix and manufacturing efficiency had a positive impact
 - OPEX: Growing +4% (organic) vs organic sales growth of +7%, the lower OPEX growth is attributed to effective cost control
 - EBITDA: EBITDA margin before special items expanded to 22% compared to 19% in Q3 2023; effects from currencies was positive by 40 basis points in Q3 but neutral in 9M
- Net Profit: Net profit was USD 22m for the quarter or 10% of sales vs. 7% of sales in Q3 2023
- Effective Tax: The Q3 tax rate was 22%

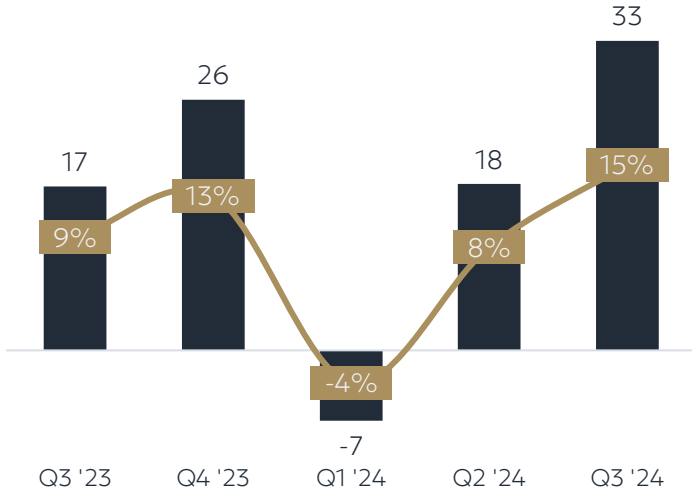
Strong free cash flow during the quarter; Mainly benefitting from increased cash from operations

Capital expenditures and % of sales
USD million on actual rate



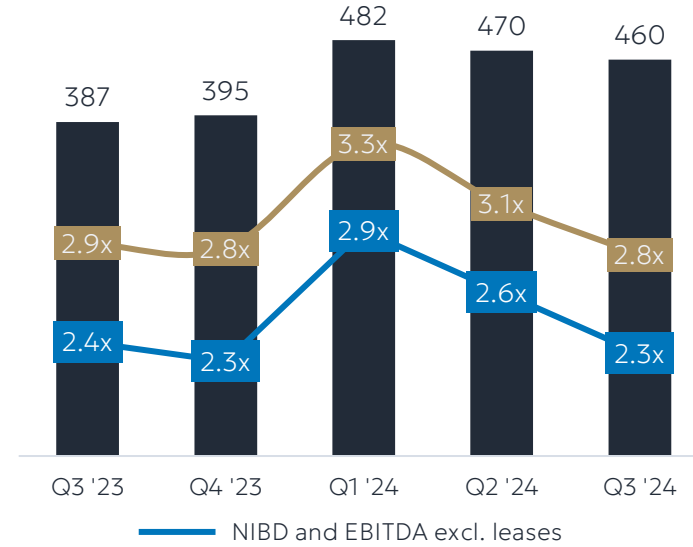
- CAPEX have come down to 4% of sales for the quarter as facility expansion programs have been concluded
- CAPEX is expected to return to normalized levels of 3-4% in the periods to come, all things equal

Free cash flow and % of sales
USD million on actual rate



- Strong free cash flow during the quarter; mainly benefitting from increased cash from operations, positive effect from working capital, and less CAPEX
- Inventories remain elevated following the build-up of new Bionics solutions in preparation for launch

Net Interest-Bearing Debt and Leverage
USD million on actual rate



- Leverage was 2.8x end of Q3 2024 (2.3x excl. leases)
- Share buybacks continue to be paused

Outlook for 2024 unchanged

	Guidance as of Sept 2024	9M 2024	Guidance as of July 2024
Sales growth Organic	6-8%	+7%	6-8%
EBITDA margin Before special items	~20%	20.1%	~20%
For modeling purposes:			
Special items In USD million	4	4	4
CAPEX % of sales	4-5%	5%	~4%
Tax Effective tax rate	~24%	23%	~24%



Q&A

Key message from Q3 2024

1. Our Growth '27 strategy is well on track with strong financial performance. Our FY 2024 Guidance remains unchanged
2. Continued good progress on our strategic initiatives with our Neuro Orthotics business (F&G) tracking according to plan and ForMotion brand being rolled out
3. US Medicare has expanded coverage for less mobile “K2” patients to access bionic solutions



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Embla Medical press releases by e-mail

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Financial calendar and events

October 22 2024	Interim report Q3 2024
October 23 2024	Q3 Road Show Copenhagen (Nordea)
October 23 2024	Q3 presentation and Q&A virtual (HCA Capital)
October 24 2024	Q3 Road Show Paris (SEB)
October 25 2024	Q3 Road Show Frankfurt (SEB)
October 28+30 2024	Q3 Road Show UK/US virtual (Carnegie)
November 19-20 2024	Jefferies Global Healthcare Conference, London
November 26 2024	DNB Nordic Healthcare Conference, Oslo
November 27 2024	Danske Bank Winter Seminar, Copenhagen
December 3 2024	Nordea Expert Call: Neuro Orthotics (Fior & Gentz)
December 3 2024	Redeye Life Science Conference, Stockholm
December 4 2024	ABG Investor Days, Stockholm
February 5 2025	Interim report Q4 2024 and Annual Report 2024
February 6 2025	Q4/FY Road Show Copenhagen (ABG)
February 7 2025	Q4/FY Road Show Stockholm (ABG)
March 12 2025	Annual General Meeting 2025
March 26-27 2025	DNB Nordic-American Healthcare Conference, New York City



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 2024 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.