

INTERIM REPORT FOR Q3 2023/24



Ambu

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INTERIM REPORT FOR Q3 2023/24

In the third quarter of the 2023/24 financial year, Ambu delivered 15.0% organic revenue growth and a 12.9% EBIT margin before special items. This was driven by Endoscopy Solutions growing 18.0% and Anaesthesia & Patient Monitoring growing 10.9%.

On July 10, 2024, Ambu raised its financial guidance by upgrading its full-year organic revenue growth to 12-14%, from 10-12%, and EBIT margin before special items to 11-13%, from 10-12%. In addition, the company raised its free cash flow expectations to DKK +450m, from DKK +370m. The better-than-expected performance was driven by continued strong growth in Endoscopy Solutions, solid growth in Anaesthesia & Patient Monitoring and improved operational leverage, in line with Ambu's ZOOM IN strategy and transformation plan.

"I am proud to see that in Q3, our global teams continued our strong growth momentum, achieving double-digit growth in both Endoscopy Solutions and Anaesthesia & Patient Monitoring, while also securing an improved profitability level of 12.9%, versus 7.6% last year.

Also, we obtained North American regulatory clearance (FDA) for our new ureteroscope, along with our two endoscopy systems, aView™ 2 Advance and aBox™ 2. This milestone means that urology professionals in the USA will now be able to use our aScope™ 5 Uretero on the same ecosystem platform as for our aScope™ 4 Cysto, thereby benefitting from a strong interconnected solutions set-up."

BRITT MEELBY JENSEN

Chief Executive Officer

Q3 2023/24 conference call

A conference call is broadcast live today, Friday 30 Aug 2024, at 11:00 (CEST), via ambu.com/webcastQ32024. To **ask questions** during the Q&A session, please register prior to the call via ambu.com/conferencecallQ32024register. Upon registration, you will receive an e-mail with information to access the call. The presentation can be downloaded at Ambu.com/presentations.

HIGHLIGHTS FOR THE QUARTER

Last year's comparative figures are presented in brackets.

Financial highlights

- **Revenue** for Q3 increased organically by 15.0% (8.1%) to DKK 1,383m (DKK 1,195m), with reported growth of 15.7% (5.9%). Organic growth year-to-date was 14.9% (5.4%), with reported growth of 13.9% (7.2%).
- **Endoscopy Solutions** revenue increased organically by 18.0% (23.3%) in Q3 and by 21.6% (12.0%) year-to-date. **Pulmonology** posted 9.9% (16.0%) organic growth, and **Endoscopy Solutions excluding pulmonology** posted 27.6% (33.2%) organic growth, driven by high double-digit growth in urology and ENT.
- **Anaesthesia & Patient Monitoring** increased organically by 10.9% (-7.2%) in Q3 and by 6.4% (-2.0%) year-to-date.
- **EBIT** before special items for the quarter was DKK 178m (DKK 91m), with an **EBIT margin** before special items of 12.9% (7.6%). EBIT year-to-date ended at DKK 498m (DKK 205m), with an EBIT margin of 12.4% (5.8%). The increase in EBIT margin was primarily due to organic revenue growth and targeted efforts within Ambu's transformation agenda, aligned with the company's ZOOM IN strategy.
- **Free cash flow** before acquisitions totalled DKK 163m (DKK 157m) for Q3 and DKK 426m (DKK 4m) year-to-date.
- The adjusted **FY 2023/24 financial guidance** stated on 10 July 2024 is maintained:
 - **Organic revenue growth:** 12-14% (10-12%)
 - **EBIT margin before special items:** 11-13% (10-12%)
 - **Free cash flow:** DKK +450m (DKK +370m)

Business highlights

- Strengthened solutions offering in:
 - Gastroenterology (GI): European clearance (CE) of **aScope™ Duodeno 2** with **aBox™ 2**.
 - Urology: North American clearance (FDA) of **aScope™ Uretero** with **aBox™ 2** and **aView™ 2 Advance**.
- On June 10, 2024, **Graziela Malucelli** was appointed as Ambu's new Chief Operating Officer (COO) and member of the Executive Leadership Team.
- Introduction of **100% bioplastic material in the cuff protectors of Ambu's disposable laryngeal mask offering**, ensuring a lower carbon footprint than purely fossil-based plastics.

FINANCIAL HIGHLIGHTS

DKK ^m	Q3 2023/24	Q3 2022/23	YTD 2023/24	YTD 2022/23	FY 2022/23
Income statement					
Revenue	1,383	1,195	4,004	3,516	4,775
Gross profit	832	672	2,384	1,998	2,713
EBITDA before special items	267	173	765	443	632
Depreciation, amortisation and impairment	-89	-82	-267	-238	-330
EBIT before special items	178	91	498	205	302
Special items	0	-2	0	-2	-8
EBIT	178	89	498	203	294
EBITDA	267	173	765	443	642
Net financials	-4	-26	-17	-93	-84
Profit before tax	174	63	481	110	210
Net profit for the period	134	51	370	88	168
Cash flow					
Cash flow from operating activities (CFFO)	235	244	620	245	518
Cash flow from investing activities (CFFI)	-72	-87	-194	-241	-326
Free cash flow (FCF)	163	157	426	4	192
CFFO, % of revenue	17	20	15	7	11
CFFI, % of revenue	-5	-7	-4	-7	-7
FCF, % of revenue	12	13	11	0	4
Balance sheet					
Assets	7,288	6,824	7,288	6,824	6,859
Net working capital	1,025	987	1,025	987	939
Equity	5,754	5,240	5,754	5,240	5,393
Net interest-bearing debt	78	600	78	600	427
Invested capital	5,832	5,840	5,832	5,840	5,820

DKK ^m	Q3 2023/24	Q3 2022/23	YTD 2023/24	YTD 2022/23	FY 2022/23
Key figures and ratios					
Organic growth, %	15.0	8.1	14.9	5.4	7.6
Gross margin, %	60.2	56.2	59.5	56.8	56.8
OPEX ratio, %	47.3	48.6	47.1	51.0	50.5
EBITDA margin before special items, %	19.3	14.5	19.1	12.6	13.2
EBIT margin before special items, %	12.9	7.6	12.4	5.8	6.3
EBIT margin, %	12.9	7.4	12.4	5.8	6.2
EBITDA margin, %	19.3	14.5	19.1	12.6	13.4
Tax rate, %	23	19	23	20	20
Return on equity, %	16	-1	16	-1	3
NIBD/EBITDA before special items	0.1	1.2	0.1	1.2	0.7
Equity ratio, %	79	77	79	77	79
Net working capital, % of revenue	19	21	19	21	20
Return on invested capital (ROIC), %	8	3	8	3	4
Average number of employees	4,945	4,313	4,815	4,337	4,385
Share-related ratios (in DKK)					
Market price per share	134	112	134	112	74
Earnings per share (EPS)	0.50	0.19	1.39	0.34	0.64
Diluted earnings per share (EPS-D)	0.50	0.19	1.39	0.34	0.64

Key figures and ratio definitions are consistent with the ones applied in the Annual Report 2022/23.

BUSINESS PERFORMANCE – IN BRIEF

Business areas

DKKm	Q3 2023/24	Split	Q3 2022/23	Organic	Currency	Reported	YTD 2023/24	YTD 2022/23	Organic	Currency	Reported
Endoscopy solutions	813	59%	684	18.0%	0.9%	18.9%	2,368	1,964	21.6%	-1.0%	20.6%
- Pulmonology	410	30%	373	9.9%	0.0%	9.9%	1,235	1,097	13.9%	-1.3%	12.6%
- Excluding pulmonology	403	29%	311	27.6%	2.0%	29.6%	1,133	867	31.5%	-0.8%	30.7%
Anaesthesia & Patient Monitoring	570	41%	511	10.9%	0.6%	11.5%	1,636	1,552	6.4%	-1.0%	5.4%
- Anaesthesia	304	22%	271	11.2%	1.0%	12.2%	859	808	7.6%	-1.3%	6.3%
- Patient Monitoring	266	19%	240	10.6%	0.2%	10.8%	777	744	5.2%	-0.8%	4.4%
Total	1,383	100%	1,195	15.0%	0.7%	15.7%	4,004	3,516	14.9%	-1.0%	13.9%

Geographies

DKKm	Q3 2023/24	Split	Q3 2022/23	Organic	Currency	Reported	YTD 2023/24	YTD 2022/23	Organic	Currency	Reported
North America	706	51%	587	17.8%	2.5%	20.3%	2,021	1,758	16.7%	-1.7%	15.0%
Europe	543	39%	486	11.3%	0.4%	11.7%	1,589	1,399	13.1%	0.5%	13.6%
Rest of World	134	10%	122	15.7%	-5.9%	9.8%	394	359	13.5%	-3.8%	9.7%
Total	1,383	100%	1,195	15.0%	0.7%	15.7%	4,004	3,516	14.9%	-1.0%	13.9%

Q3 2023/24 - ORGANIC GROWTH IN ENDOSCOPY SOLUTIONS



18.0%

Q3 2023/24 - SPLIT IN ENDOSCOPY SOLUTIONS



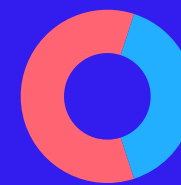
Pulmonology

50%

Endoscopy Solutions excl. pulmonology

50%

Q3 2023/24 - SHARE OF REVENUE BY BUSINESS AREA



Endoscopy Solutions

59%

Anaesthesia & Patient Monitoring

41%

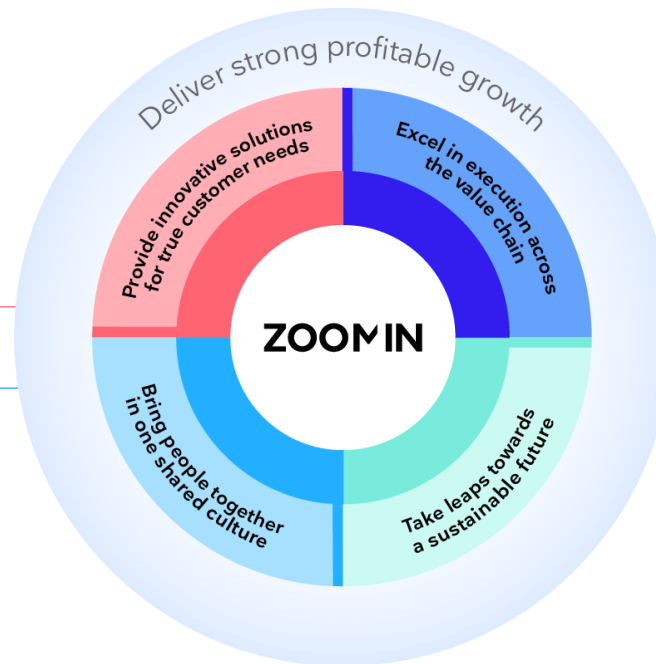
CONTINUED SOLID STRATEGY EXECUTION IN Q3

Provide innovative solutions for true customer needs

- North American regulatory clearance (FDA) of **aScope™ 5 Uretero** with **aView™ 2 Advance** and **aBox™ 2**. With European clearance (CE mark) obtained in November 2023, the controlled market release is expanded to USA.
- European regulatory clearance (CE) of Ambu's new generation duodenoscope solution, **aScope™ Duodeno 2** with **aBox™ 2**. With FDA clearance obtained in April, the controlled market release phase continues, in the USA and Europe.

Bring people together in one shared culture

- In June, **Graziela Malucelli**, joined Ambu as Chief Operating Officer (COO), and in August, **Rummana Hasan** left Ambu as Chief Marketing Officer (CMO) after 7 months in the role.
- Continued progress with Ambu's transformation program, centred on **reducing organisational complexity and increasing customer value** by building more effective, collaborative and impactful ways of working.



Excel in execution across the value chain

- **Solid improvement in profitability**, to 12.9% in Q3 from 7.6% last year, attributed to Ambu's targeted transformation efforts, aligned with the company's ZOOM IN strategy, as well as continued strong organic revenue growth.
- Continued focus on growing **profitability and generating a strong free cash flow** through efficiencies and scalability measures, while balancing these efforts with selected growth investments.

Take leaps towards a sustainable future

- Introduction of **100% bioplastic material in the cuff protectors of Ambu's disposable laryngeal mask offering**, ensuring a lower carbon footprint than purely fossil-based plastics.
- **CO2e per tonne finished goods decreased by 10%** year-to-date, due to increased production, accompanied by energy efficiency measures at Ambu's manufacturing sites

ENDOSCOPY SOLUTIONS PERFORMANCE

Last year's comparative figures are stated in brackets.

Endoscopy Solutions sales for the quarter were up, reflected by an organic growth of 18.0% (23.3%) and a reported growth of 18.9% (21.7%), with a revenue of DKK 813m (DKK 684m). Endoscopy Solutions accounted for 59% (57%) of Ambu's total revenue in Q3 2023/24.

The satisfactory growth in Endoscopy Solutions was mainly driven by Ambu's existing solutions in the growing single-use market.

DRIVERS OF THE QUARTER

Pulmonology posted 9.9% organic growth for Q3, accounting for 50% of the total endoscopy revenue, driven by Ambu's bronchoscopy portfolio as the biggest growth contributor.

In line with expectations, pulmonology declined 4.0% (on a reported basis), compared to Q2 2023/24. This was primarily attributed to natural fluctuations of the flu season, which is typically the most impactful during the first half year of Ambu's fiscal year.

The aScope™ 5 Broncho HD solution continues to progress gradually, positively impacted by the transitional pass-through (TPT) payment framework. This was granted by the Center for Medicare & Medicaid Services (CMS), effective as of 1 January 2024, enabling incremental reimbursement payments for outpatient procedures performed with Ambu's fifth-generation bronchoscope. TPT was granted, due to the solution's substantial clinical improvement, compared to existing single-use and reusable bronchoscopy technologies.

The aScope™ 5 Broncho HD targets the bronchoscopy suite, representing a new customer group for Ambu. Feedback continues to be positive, resounding the

aScope™ 5 Broncho's excellent performance, compared to reusable bronchoscopes.

Endoscopy Solutions excluding pulmonology posted 27.6% organic growth, accounting for 50% of Ambu's total endoscopy revenue. The biggest growth drivers were urology and ENT, which posted continued high double-digit growth.

Ear-nose-throat (ENT) and urology continued their double-digit organic growth trajectory, due to an increased pace of order uptakes and penetration of new customers, especially in North America and Europe. Otolaryngologists and urologists value the workflow efficiencies brought forth by Ambu's single-use solutions, which supports the continued conversion towards single-use in the two segments.

During the quarter, Ambu significantly enhanced its urology portfolio by obtaining FDA clearance for its ureteroscopy solution, aScope™ 5 Uretero, along with the company's two endoscopy systems, aBox™ 2 and aView™ 2 Advance. Ambu's ureteroscope connects to the same systems platform as the company's aScope™ 4 Cysto, and so this clearance marks an important milestone within Ambu's interconnected solutions set-up, ultimately enabling U.S. urologists and their teams to benefit from an increasingly seamless and efficient workflow.

The new ureteroscopy solution is developed to meet the need for high-quality imaging and endoscope robustness and manoeuvrability. It is expected to address a target market of 1m annual procedures, and Ambu expects to begin its global launch by the end of the 2023/24 financial year.

Gastroenterology (GI) sales growth continued, mainly driven by Ambu's two gastroscopes solutions, aScope™ Gastro and aScope™ Gastro Large. The GI segment accounts for a small part of Ambu's Endoscopy Solutions business, representing a long-term growth potential, with a stepwise, high-need and niche area-based expansion approach.

Additionally, in Q3, Ambu strengthened its gastroenterology (GI) offering by obtaining European regulatory clearance of aScope™ Duodeno 2. Having secured North American regulatory clearance (FDA) back in April 2024, Ambu now continues its extended controlled market release phase in the USA and Europe with key hospitals to evaluate clinical performance in a real-life setting. The solution will be available in the market from 2024/25. Globally, the solution targets 0.4 million annual procedures.

The new generation aScope™ Duodeno 2 constitutes a step change from previous generations, driven by valuable collaboration with healthcare professionals. It is aimed to meet the unique needs of gastroenterologists performing ERCP procedures.

Endoscopy Solutions
organic revenue growth

18.0%

in Q3 2023/24

ANAESTHESIA & PATIENT MONITORING PERFORMANCE

Last year's comparative figures are stated in brackets.

Organic growth in Anaesthesia & Patient Monitoring was 10.9% (-7.2%) in Q3, and reported growth was 11.5% (-10.3%). With revenue of DKK 570m, Anaesthesia & Patient Monitoring accounted for 41% (43%) of Ambu's total revenue for the quarter.

DRIVERS OF THE QUARTER

Anaesthesia & Patient Monitoring was positively impacted by normalised post-Covid-19 levels, as well as stable market growth.

Last year, Ambu announced strategic initiatives to increase profitability by raising prices in selected low-margin areas within Anaesthesia & Patient Monitoring. As contracts are renewed over the next 1-3 years, these price increases are being implemented gradually. Due to better-than-expected contract negotiations, Ambu no longer expects any revenue decline in Anaesthesia & Patient Monitoring, however, the volume growth prospects are not yet fully visible, leaving some degree of uncertainty.

Additionally, Ambu's solid performance in Anaesthesia & Patient Monitoring was slightly offset by the company's strategic decision to exit ~40 markets, most of which related to this business. The exit from these markets has already been completed, allowing Ambu to streamline operations and strengthen its efforts in more profitable markets.



Anaesthesia & Patient Monitoring organic revenue growth

10.9%

in Q3 2023/24

FINANCIAL RESULTS

INCOME STATEMENT

DKKm	Q3 2023/24	Q3 2022/23	Change in value	Change %	YTD 2023/24	YTD 2022/23	Change in value	Change %
Revenue	1,383	1,195	188	15.7%	4,004	3,516	488	13.9%
Production costs	-551	-523	-28	5.4%	-1,620	-1,518	-102	6.7%
Gross profit	832	672	160	23.8%	2,384	1,998	386	19.3%
<i>Gross margin, %</i>	60.2	56.2	-	-	59.5	56.8	-	-
Selling and distribution costs	-388	-359	-29	8.1%	-1,147	-1,139	-8	0.7%
Development costs	-84	-75	-9	12.0%	-239	-213	-26	12.2%
Mgmt and admin. costs	-182	-147	-35	23.8%	-500	-441	-59	13.4%
Total OPEX	-654	-581	-73	12.6%	-1,886	-1,793	-93	5.2%
EBIT	178	91	87	95.6%	498	205	293	142.9%
<i>EBIT margin, %</i>	12.9	7.6	-	-	12.4	5.8	-	-

REVENUE

Revenue for Q3 was DKK 1,383m (DKK 1,195m), reflecting a reported growth of 15.7% (5.9%) and a 15.0% (8.1%) underlying organic growth.

Revenue year-to-date was DKK 4,004m (DKK 3,516m), equivalent to a reported growth of 13.9% (7.2%) and an organic growth of 14.9% (5.0%).

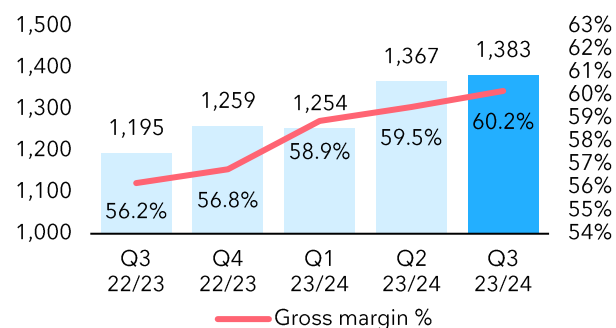
GROSS PROFIT

Gross profit in Q3 was up 23.8% to DKK 832m (DKK 672m), and the gross margin increased by 4.0 %-points to 60.2% (56.2%). The increase in gross margin was mainly driven by scale in production costs and some tailwinds from currencies, although partly offset by an FTE increase in production.

Year-to-date, gross profit was DKK 2,384m (DKK 1,998m), with a gross margin increase of 2.7 %-points.

The average exchange rate in Q3, changed against DKK, relative to last year, was as follows: USD by 1%, MYR by -3%, CNY by -2% and GBP by 2%. The combined exchange rate impact on the reported revenue growth in %-points for Q3 was -0.7%, while being -1.0% for the year-to-date.

Revenue (DKKm) and gross margin (%)



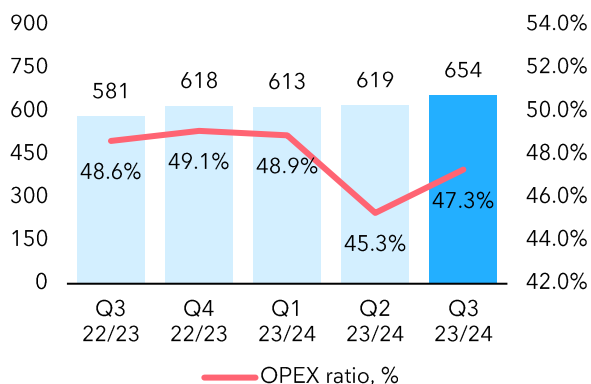
OPERATING EXPENDITURES (OPEX)

In Q3, OPEX totalled DKK 654m, up DKK 73m or 12.6%, compared to last year, and OPEX ratio was 47.3% (48.6%). Currency effects were negligible.

The increase was mainly driven by increased investments in Ambu's sales force and project cost under management and administrative cost.

Year-to-date, OPEX totalled DKK 1,886m (DKK 1,793m), corresponding to 47.1% (51.0%) of revenue.

Total OPEX in DKKm and relative to revenue (%)



SELLING AND DISTRIBUTION COSTS

Selling and distribution costs were DKK 388m (DKK 359m) in Q3, up by 8.1% from the prior-year period.

The increase in costs was primarily driven by higher selling costs, attributed to the previously communicated investments into Ambu's sales force, which are impacting the current run rate. In contrast, distribution costs increased at a slower pace than the organic revenue growth.

Selling and distribution costs corresponded to 28.1% (30.0%) of revenue in Q3.

Year-to-date costs were DKK 1,147m (DKK 1,139m), corresponding to 28.6% (32.4%) of revenue.

DEVELOPMENT COSTS

Development costs in Q3 totalled DKK 84m (DKK 75m).

Year-to-date, development costs totalled DKK 239m (DKK 213m), corresponding to 6.0% (6.1%) of revenue.

Total cash flow impact of R&D was DKK 214m, corresponding to a decrease of DKK 41m, compared to the prior-year period. The decrease was according to plan.

Cash flow impact of development costs

DKKm	YTD 2023/24	YTD 2022/23	Change in value
Development costs	239	213	26
- Depreciation, amortisation and impairment losses	-155	-129	-26
+ Investments	130	171	-41
= Cash flow, R&D	214	255	-41

MANAGEMENT AND ADMINISTRATIVE COSTS

Management and administrative costs for Q3 were DKK 182m (DKK 147m), up DKK 35m or 23.8%, compared to last year. Cost corresponded to 13.2% (12.3%) of revenue.

The increase, compared to last year, was mainly due to a higher level of consultancy costs from several projects and higher IT investments in the key IT systems.

Year-to-date, costs totalled DKK 500m (DKK 441m), corresponding to 12.5% (12.5%) of revenue.

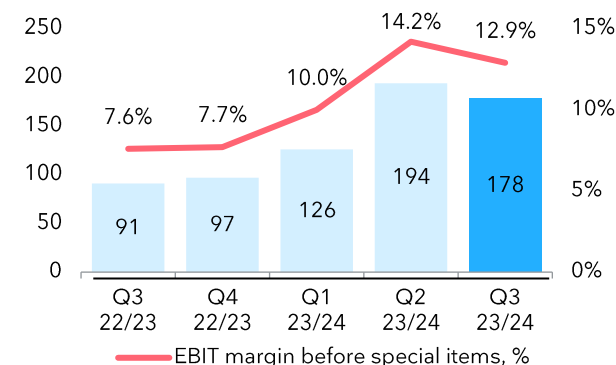
EBIT before special items (b. s. i.)

Operating profit (EBIT) b. s. i. was DKK 178m (DKK 91m) in Q3, with an EBIT margin b.s.i. of 12.9% (7.6%).

EBIT b. s. i. was DKK 498m (DKK 205m) for the year-to-date, with an EBIT margin b. s. i. of 12.4% (5.8%).

The improved EBIT margin b. s. i. of 5.3 %-points, compared to Q3 last year, was driven by revenue growth and improved gross margin, while soft tailwinds from currencies accounted for more than 1%- point for the quarter and year-to-date.

EBIT before special items (DKKm) and relative to revenue (margin, %)



SPECIAL ITEMS

Year-to-date, special items was DKK 0m (DKK -2m).

DEPRECIATION, AMORTISATION AND IMPAIRMENT

Depreciation, amortisation and impairment (DA) for Q3 represented an expense of DKK 89m (DKK 84m).

Year-to-date, DA represented an expense of DKK 267m (DKK 238m). The increase in value was driven by amortisations from completed development projects.

EBITDA b. s. i.

EBITDA b. s. i. was DKK 267m (DKK 173m), with an EBITDA margin b. s. i. of 19.3% (14.5%).

NET FINANCIALS

Net financials amounted to an expense of DKK 17m (DKK 93m) for the year-to-date, corresponding to a decrease of DKK 76m in net financials.

The decrease in net financials was driven by foreign exchange losses, mainly from intercompany receivables, denominated in USD, and interest expenses from banks.

For the year-to-date, bank interest was an income of DKK 4m (expense of DKK 38m), and interest expenses from leases was DKK 14m (DKK 13m).

TAX ON PROFIT

Tax on profit for Q3 was a net expense of DKK 40m (DKK 12m) and DKK 111m (DKK 22m) for the year-to-date, corresponding to an average effective tax rate on profit of 23% (20%) for the year-to-date.

NET PROFIT

Net profit for Q3 was DKK 134m (DKK 51m) and DKK 370m (DKK 88m) for the year-to-date, equivalent to 9% (3%) of revenue.

DILUTED EARNINGS PER SHARE

Diluted earnings per share (EPS-D) for Q3 were DKK 0.50 (DKK 0.19) and DKK 1.39 (DKK 0.34) for the year-to-date.



CASH FLOW STATEMENT

Cash flow condensed by main items

DKKm	Q3 2023/24	Q3 2022/23	Change in value	YTD 2023/24	YTD 2022/23	Change in value
Net profit	134	51	83	370	88	282
Tax, financials and DA	133	122	11	395	355	40
EBITDA	267	173	94	765	443	322
Change in working capital	-2	90	-92	-84	-109	25
Other items	-30	-19	-11	-61	-89	28
Cash flow from operating activities (CFFO)	235	244	-9	620	245	375
Cash flow from investing activities (CFFI)	-72	-87	15	-194	-241	47
Free cash flow (FCF)	163	157	6	426	4	422
Cash flow from financing activities (CFFF)	-16	-195	179	-47	-47	-
Changes in cash	147	-38	185	379	-43	422
Cash flow in % of revenue:						
Cash flow from operating activities (CFFO)	17	20	-	15	7	-
Cash flow from investing activities (CFFI)	-5	-7	-	-4	-7	-
Free cash flow (FCF)	12	13	-	11	0	-

CFFO AND CFFI

Cash flow from operating activities (CFFO) for Q3 was DKK 235m (DKK 244m), corresponding to a change of DKK -9m. The slightly lower CFFO, compared to last year, was mainly driven by a strong comparable from last year, as inventory investments have normalised.

The comparison from last year was positively affected by inventory reductions, as too high inventory levels on a ratio-to-revenue basis were improved. The increased EBITDA did offset most of this adverse effect.

CFFO for the year-to-date was DKK 620m (DKK 245m).

Cash flow from investing activities (CFFI) for the year-to-date was DKK -194m (DKK -241m), primarily driven

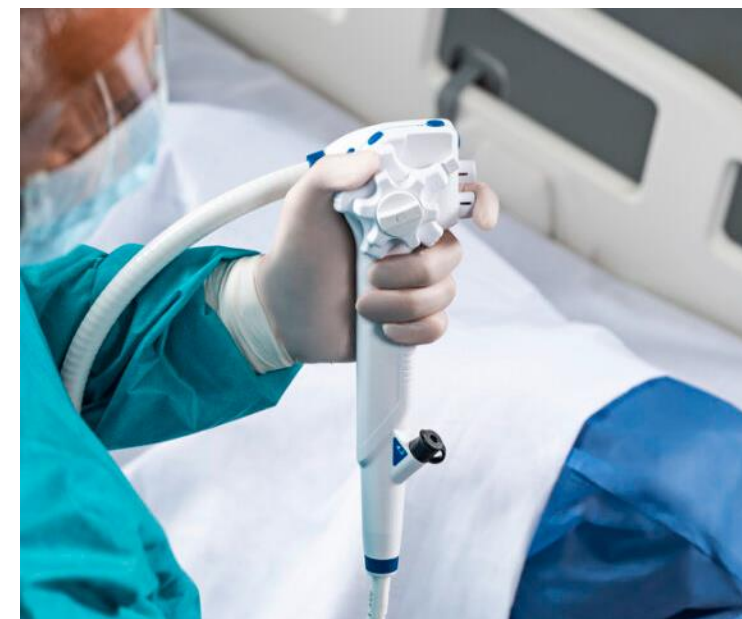
by R&D activities of DKK -130m (DKK -171m) and investments into production capacities and IT projects.

For the year-to-date, income tax paid amounted to DKK 62m (DKK 47m), corresponding to 13% (43%) of profit before tax.

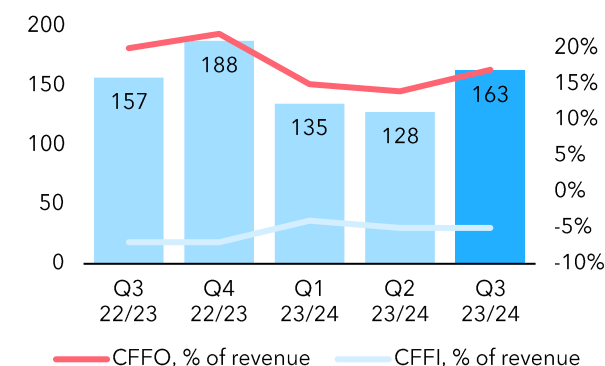
FREE CASH FLOW

Free cash flow (FCF) for Q3 totalled DKK 163m (DKK 157m), and FCF for the year-to-date was DKK 426m, up DKK 422m, compared to the same period last year.

The improvement in Q3 was mainly driven by a focus on profitable growth (EBITDA), while last year's comparable was affected by a strong non-recurring cash flow effect from a reduction in working capital.



Free cash flow before acquisitions (DKKm) and CFFO and CFFI relative to revenue (%)



BALANCE SHEET

Balance sheet condensed by main items

DKKm	Q3 2023/24	FY 2022/23	Change in value	Change in %
Non-current assets	4,801	4,851	-50	-1%
Inventories	997	907	90	10%
Trade receivables	776	766	10	1%
Other current assets	180	178	2	1%
Cash and cash equivalents	534	157	377	240%
Total assets	7,288	6,859	429	6%
Equity	5,754	5,393	361	7%
Interest-bearing debt	612	584	28	5%
Trade and other payables	872	851	21	2%
Other liabilities	50	31	19	61%
Total equity and liabilities	7,288	6,859	429	6%

At the end of Q3, total assets were DKK 7,288m, up DKK 429m from FY 2022/23, and invested capital was DKK 5,832m.

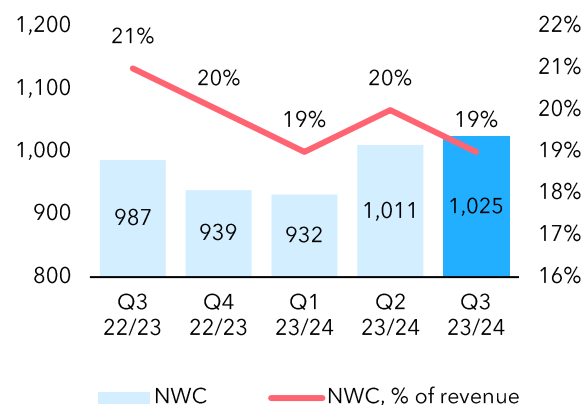
NON-CURRENT ASSETS

Non-current assets at the end of Q3 were DKK 4,801m, constituting a DKK -50m decrease from FY 2022/23, driven by DKK -32m in currency translations and DKK -267m in amortisation and depreciation, partly offset by total investments of DKK 194m and lease commencement of DKK 87m.

NET WORKING CAPITAL

Net working capital (NWC) for Q3 was DKK 1,025m, up DKK 86m since FY 2022/23. NWC corresponded to 19% (21%) of revenue on a 12-month basis.

Net working capital (DKKm) and net working capital relative to revenue (%)

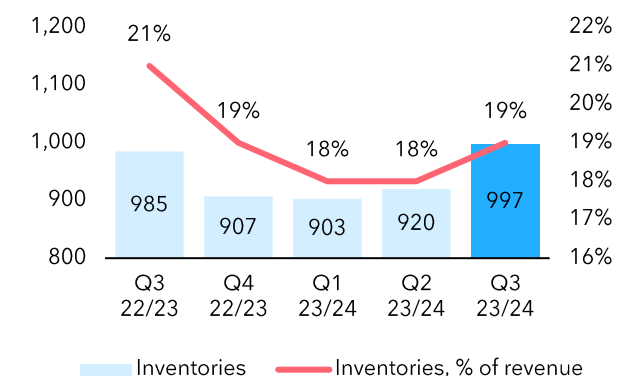


INVENTORIES

Inventories were DKK 997m, up DKK 90m, or 10%, from FY 2022/23, equivalent to 19% (21%) of revenue on a 12-month basis.

The increase was in line with plans to expand safety stock levels for certain high-growth product categories.

Inventories in DKKm and relative to revenue on a 12-month basis (%)



TRADE RECEIVABLES

Trade receivables amounted to DKK 776m at the end of Q3, versus DKK 766m at the end of FY 2022/23. The financial risk on trade receivables remained low, unchanged from last year. Trade receivables constituted 15% (16%) of revenue on a 12-month basis.

TRADE PAYABLES AND OTHER PAYABLES

Trade payables and other payables amounted to DKK 872m for Q3, up DKK 21m since FY 2022/23, driven by an increased level of activity at our production sites.

NIBD AND LEVERAGE

Cash and cash equivalents amounted to DKK 534m, up DKK 377m since FY 2022/23, mainly due to the strong free cash flow in the first nine months.

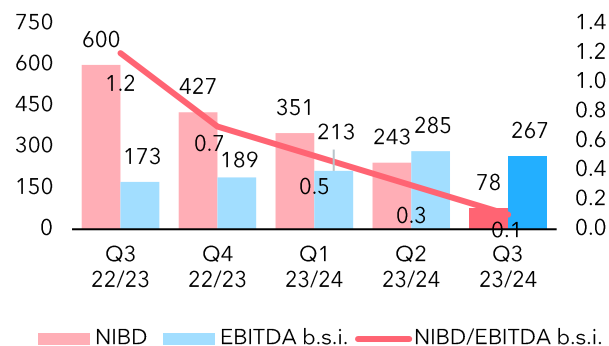
Net interest-bearing debt (NIBD) was DKK 78m by the end of Q3, down by DKK 349m since FY 2022/23, driven by the change in cash and cash equivalent, however slightly reduced by commenced leases.

CAPITAL RESOURCES IN PLACE

Total committed credit lines in Q3 were DKK 1,800m, unchanged since FY 2022/23, of which DKK 0m was utilised.

At the end of Q3, Ambu's total unutilised capital resources, including cash and cash equivalents, facilities and credit lines, amounted to DKK 2,430m.

NIBD (DKKm), EBITDA before special items (DKKm) and NIBD/EBITDA before special items



EQUITY

At the end of June 2024, equity totalled DKK 5,754m, corresponding to an equity ratio of 79%. The share capital was DKK 135m, distributed across 269.3m shares.

At Ambu's annual general meeting, held on 13 December 2023, a proposal to not distribute dividend was adopted, and ordinary dividend to the shareholders will consequently be DKK 0m (DKK 0m).

Ambu's holding of Class B treasury shares was 2,905,000 by the end of Q3, unchanged since FY 2022/23, corresponding to 1.1% of the total share capital.

OTHER COMPREHENSIVE INCOME

Other comprehensive income included a translation adjustment, arising from the translation of subsidiaries in foreign currency, for the year-to-date of DKK -27m (DKK -217m). The reduction last year was driven by the depreciating USD/DKK.



SUSTAINABILITY UPDATE

Ambu continues to make strides in sustainability and has, as a result, been recognised as a market leader for several years. For Ambu, sustainability is a true differentiator and a source of competitive advantage, and the company is committed to advancing the agenda by leapfrogging towards a sustainable future. For Ambu, the sustainability agenda centres on two main areas:

- 1) Circular products and packaging
- 2) Approaching net-zero emissions.

CIRCULAR PRODUCTS AND PACKAGING

Ambu is dedicated to sustainable endoscopy by designing products and packaging that facilitate recycling through the use of sustainable materials. In April 2024, Ambu obtained FDA clearance of aScope™ Gastro Large, an endoscope with a handle made with bioplastics.

- aScope™ Gastro Large is the first of Ambu's fleet of endoscopes to be manufactured with bioplastics and represents an important step forward in the company's commitment to integrating bioplastics in all future endoscope handles by the end of 2024.

NET-ZERO EMISSIONS

Ambu is committed to operating responsibly and approaching net-zero emissions in collaboration with suppliers and other partners. To deliver on its near-term carbon reduction targets for scope 1, 2 and 3 greenhouse gas emissions*, Ambu is executing on its plan, which includes:

- For targets encompassing operational facilities (scope 1 and scope 2), Ambu will expand the use of renewable energy and reduce the energy consumption through a combination of Renewable Energy Certificates (RECs), Power Purchase Agreements (PPAs) and investment in installation of renewable power, e.g., solar panels, in close proximity to the company's production sites.
- For targets attributed to its entire value chain (scope 3), Ambu will continue to focus on engagement with suppliers to further their sustainable transformation.

* **Scope 1** includes greenhouse gas emissions occurring from activities under Ambu's direct control in sources that are owned or controlled by Ambu. **Scope 2** refers to indirect greenhouse gas emissions caused by the energy Ambu purchases, such as electricity and district heating. **Scope 3** encapsulates indirect greenhouse gas emissions - not included in scope 2 - that occur in our value chain, including both upstream and downstream emissions.

ENVIRONMENTAL SUSTAINABILITY HIGHLIGHTS

Journey towards net-zero emissions

	YTD 23/24	YTD 22/23	Change (%)
Recycled waste, % of total waste	51%	45%	14% ●
Waste per tonne finished goods	0.28	0.27	4% ●
CO ₂ e** per tonne finished goods	1.81	2.02	-10% ●
Energy per product (GJ per tonne finished goods)	19	21	-10% ●

** Including scope 1 and 2

Focus on waste management

Waste management remains a focus area across Ambu's manufacturing sites and offices. Year-to-date, Ambu has had a 14% increase in the share of recycled waste, compared to same period the year before. However, due to the increase in production output at manufacturing sites, as well as the number of employees, the waste per tonne of finished goods increased by 4%. Ambu continues to focus on waste management initiatives, which includes recycling and converting food waste into biogas and fertilisers, as well as recycling materials (runners) from injection moulding processes at manufacturing sites.

Focus on CO₂ reduction

Ambu continues its carbon reduction efforts, in line with its near-term carbon reduction targets, which are validated by the Science Based Target initiative. Year-to-date, the CO₂e per tonne finished goods decreased by 10%, due to, among other things, increased production, accompanied by energy efficiency measures at Ambu's manufacturing sites. The 10% decrease in energy consumed per tonne of finished goods is a positive development, showing a decoupling of energy consumption and product output. Ambu continues its targeted efforts with energy improvement measures, as well as strengthened data collection.

FINANCIAL OUTLOOK 2023/24

Ambu's financial outlook for the 2023/24 financial year was upgraded on 10 July 2024, in connection with the company's preliminary Q3 results, and is maintained as of 30 August 2024. The outlook is now **12-14% for organic revenue growth** and **11-13% for EBIT margin before special items**. Additionally, Ambu's **free cash flow expectations are set to DKK +450m**, and expectations for **Endoscopy Solutions organic growth are set to exceed 18%**.

Local currencies

	10 Jul, 2024	10 Apr, 2024
Organic revenue growth	12-14%	10-12%

Danish Kroner

	10 Jul, 2024	10 Apr, 2024
EBIT margin before special items	11-13%	10-12%
Free cash flow	DKK +450m	DKK +370m

Exchange rate assumptions for 2023/24

	14 May, 2024	10 Apr, 2023
USD/DKK	6.91	6.95
MYR/DKK	1.46	1.47
CNY/DKK	0.96	0.98
GBP/DKK	8.69	8.61

FORWARD-LOOKING STATEMENTS

Forward-looking statements, in particular relating to future sales, operating income and other key financials, are subject to risks and uncertainties. Various factors, many of which lie outside of Ambu's control, may cause the realised results to differ materially from the expectations presented in this earnings release. Such factors include, but are not confined to, changes in market conditions and the competitive situation, changes in demand and purchasing patterns, fluctuations in foreign exchange and interest rates, as well as general economic, political and commercial conditions.

Financial calendar

2023/24

30 Sep	End of 2023/24 financial year
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2024/25

31 Oct	Deadline for the inclusion of specific items on the agenda for the Annual General Meeting 2024
5 Nov	Annual Report 2023/24
4 Dec	Annual General Meeting 2024

QUARTERLY RESULTS

DKKm	Q3 2023/24	Q2 2023/24	Q1 2023/24	Q4 2022/23	Q3 2022/23	Q2 2022/23	Q1 2022/23
Revenue by products:							
Pulmonology	410	427	398	390	373	378	346
Endoscopy Solutions excl. pulmonology	403	380	350	333	311	285	271
Endoscopy Solutions	813	807	748	723	684	663	617
Anaesthesia	304	287	268	285	271	264	273
Patient Monitoring	266	273	238	251	240	262	242
A&PM	570	560	506	536	511	526	515
Revenue	1,383	1,367	1,254	1,259	1,195	1,189	1,132
Production costs	-551	-554	-515	-544	-523	-525	-470
Gross profit	832	813	739	715	672	664	662
Selling and distribution costs	-388	-381	-378	-383	-359	-394	-386
Development costs	-84	-81	-74	-82	-75	-69	-69
Management and administrative costs	-182	-157	-161	-153	-147	-155	-139
Operating profit (EBIT) before special items	178	194	126	97	91	46	68
Special items	0	0	0	-6	-2	0	0
Operating profit (EBIT)	178	194	126	91	89	46	68
Financial income	3	4	3	2	0	-1	1
Financial expenses	-7	-11	-9	7	-26	-26	-41
Profit before tax (PBT)	174	187	120	100	63	19	28
Tax on profit for the period	-40	-43	-28	-20	-12	-4	-6
Net profit for the period	134	144	92	80	51	15	22
Key figures and ratios:							
Gross margin, %	60.2	59.5	58.9	56.8	56.2	55.8	58.5
Operating Expenditures (OPEX)	654	619	613	618	581	618	594
OPEX ratio, %	47.3	45.3	48.9	49.1	48.6	52.0	52.5
EBITDA before special items	267	285	213	189	173	125	145
EBITDA margin before special items, %	19.3	20.8	17.0	15.0	14.5	10.5	12.8
EBIT margin before special items, %	12.9	14.2	10.0	7.7	7.6	3.9	6.0
NIBD/EBITDA before special items	0.1	0.3	0.5	0.7	1.2	1.6	3.9
Net working capital, % of revenue	19	20	19	20	21	24	25

DKKm	Q3 2023/24	Q2 2023/24	Q1 2023/24	Q4 2022/23	Q3 2022/23	Q2 2022/23	Q1 2022/23
Organic growth, products, %:							
Pulmonology	9.9	13.9	18.1	15.9	16.0	-3.4	-16.8
Endoscopy Solutions excl. pulmonology	27.6	33.3	34.2	37.2	33.2	36.3	46.6
Endoscopy Solutions	18.0	22.3	25.1	24.9	23.3	10.6	2.6
Anaesthesia	11.2	9.1	2.2	7.4	-7.1	-11.3	4.3
Patient Monitoring	10.6	4.8	0.0	-3.0	-7.4	7.8	6.0
A&PM	10.9	7.0	1.2	2.3	-7.2	-2.8	5.1
Organic growth	15.0	15.5	14.2	14.1	8.1	4.2	3.7
Exchange rate effects	0.7	-0.5	-3.3	-5.8	-2.2	1.8	6.1
Reported revenue growth	15.7	15.0	10.9	8.3	5.9	6.0	9.8
Organic growth, markets, %:							
North America	17.8	18.9	13.2	22.6	9.2	8.2	8.7
Europe	11.3	13.7	14.6	6.6	9.8	-1.2	-4.2
Rest of World	15.7	7.5	18.2	2.7	-1.9	7.3	14.3
Organic growth	15.0	15.5	14.2	14.1	8.1	4.2	3.7
Cash flow, DKKm:							
Cash flow from operating activities	235	196	189	273	244	99	-98
Cash flow from investing activities	-72	-68	-54	-85	-87	-78	-76
Free cash flow	163	128	135	188	157	21	-174
Cash flow, % of revenue:							
Cash flow from operating activities	17	14	15	22	20	8	-9
Cash flow from investing activities	-5	-5	-4	-7	-7	-6	-6
Free cash flow	12	9	11	15	13	2	-15
Balance sheet:							
Assets	7,288	7,061	6,838	6,859	6,824	6,937	7,006
Net working capital	1,025	1,011	932	939	987	1,108	1,144
Equity	5,754	5,605	5,421	5,393	5,240	5,212	4,122
Net interest-bearing debt	78	243	351	427	600	733	1,817
Invested capital	5,832	5,848	5,772	5,820	5,840	5,945	5,939
Share-related ratios (in DKK):							
Market price per share	134	114	105	74	112	103	89
Earnings per share (EPS)	0.50	0.54	0.35	0.30	0.19	0.06	0.09
Diluted earnings per share (EPS-D)	0.50	0.54	0.35	0.30	0.19	0.06	0.09

MANAGEMENT'S STATEMENT

The Board of Directors and the Executive Management have today considered and approved the interim report of Ambu A/S for the period from 1 October 2023 to 30 June 2024. The interim report has not been audited or reviewed by the company's independent auditors.

The interim report is presented in accordance with IAS 34 - Interim Financial Reporting, as adopted by the EU and additional Danish disclosure requirements for the interim reporting of listed companies.

In our opinion, the financial report for the first six months of 2023/24 gives a true and fair view of the Group's assets, liabilities and financial position at 30 June 2024 and of the results of the Group's operations and cash flows for the period 1 October 2023 to 30 June 2024. Furthermore, in our opinion, Management's review includes a fair account of the development in the activities and financial position of the Group, as well as a description of the most significant risks and elements of uncertainty to which the Group is subject.

Besides what has been disclosed in the quarterly financial report, no changes in the Group's most significant risks and uncertainties have occurred, relative to what was disclosed in the consolidated Annual Report 2022/23.

Copenhagen, 30 August 2024

EXECUTIVE MANAGEMENT

Britt Meelby Jensen
Chief Executive Officer

Henrik Skak Bender
Chief Financial Officer

BOARD OF DIRECTORS

Jørgen Jensen
Chair

Shacey Petrovic
Vice Chair

Christian Sagild
Member

Susanne Larsson
Member

Michael del Prado
Member

Simon Hesse Hoffmann
Member

Charlotte Elgaard Bjørnhof
Employee-elected member

Jesper Bartroff Frederiksen
Employee-elected member

Thomas Bachgaard Jensen
Employee-elected member

CONSOLIDATED FINANCIAL STATEMENTS

INTERIM REPORT Q3 2023/24

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Page 20	Cash flow statement
Page 21	Balance sheet
Page 22	Statement of changes in equity
Page 23	Notes to the interim report



INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME

INTERIM REPORT Q3 2023/24

DKKm

Income statement	Note	Q3 2023/24	Q3 2022/23	YTD 2023/24	YTD 2022/23	FY 2022/23
Revenue	3	1,383	1,195	4,004	3,516	4,775
Production costs		-551	-523	-1,620	-1,518	-2,062
Gross profit		832	672	2,384	1,998	2,713
Selling and distribution costs		-388	-359	-1,147	-1,139	-1,522
Development costs		-84	-75	-239	-213	-295
Management and administrative costs		-182	-147	-500	-441	-594
Operating profit (EBIT) b. s. i.		178	91	498	205	302
Special items		0	-2	0	-2	-8
Operating profit (EBIT)		178	89	498	203	294
Financial income		3	0	10	0	2
Financial expenses		-7	-26	-27	-93	-86
Profit before tax		174	63	481	110	210
Tax on profit for the period		-40	-12	-111	-22	-42
Net profit for the period		134	51	370	88	168
Earnings per share in DKK						
Earnings per share (EPS)		0.50	0.19	1.39	0.34	0.64
Diluted earnings per share (EPS-D)		0.50	0.19	1.39	0.34	0.64

DKKm

Statement of comprehensive income	Q3 2023/24	Q3 2022/23	YTD 2023/24	YTD 2022/23	FY 2022/23
Net profit for the period	134	51	370	88	168
Other comprehensive income:					
<i>Items which are moved to the income statement under certain conditions:</i>					
Translation adj. in foreign subsidiaries	10	-29	-27	-217	-168
Other comprehensive income after tax	10	-29	-27	-217	-168
Comprehensive income for the period	144	22	343	-129	0

CASH FLOW STATEMENT

INTERIM REPORT Q3 2023/24

DKKm

	YTD 2023/24	YTD 2022/23	FY 2022/23
Net profit	370	88	168
Adjustment for non-cash items:			
Income taxes in the Income statement	111	22	42
Depreciation, amortisation and impairment losses	267	240	348
Financial items	17	93	84
Share-based payment	16	12	17
Change in working capital	-84	-109	-21
Change in provisions	-3	0	0
Interest received	9	1	1
Interest paid	-21	-55	-64
Income tax paid	-62	-47	-57
Cash flow from operating activities	620	245	518
Investments in intangible assets	-141	-186	-255
Investments in tangible assets	-53	-55	-71
Cash flow from investing activities	-194	-241	-326
Free cash flow	426	4	192
Proceeds from borrowings	0	230	325
Repayment of borrowings	0	-1,320	-1,575
Repayment in respect of lease liability	-47	-48	-63
Exercise of options	0	14	14
Sale of treasury shares	0	23	23
Capital increase	0	1,054	1,054
Cash flow from financing activities	-47	-47	-222
Changes in cash and cash equivalents	379	-43	-30
Cash and cash equivalents, beginning of period	157	187	187
Translation adjustment of cash and cash equivalents	-2	0	0
Cash and cash equivalents, end of period	534	144	157

	YTD 2023/24	YTD 2022/23	FY 2022/23
Cash and cash equivalents, end of period, are composed as follows:			
Cash at bank and in hand	258	144	157
Short-term deposits	276	0	0
Cash and cash equivalents, end of period	534	144	157

BALANCE SHEET

INTERIM REPORT Q3 2023/24

DKKm

Assets	30.06.24	30.06.23	30.09.23
Goodwill	1,557	1,546	1,565
Acquired technologies, trademarks and customer relations	598	443	643
Acquired technologies in progress	0	212	0
Completed development projects	1,019	864	888
Other incl. IT software	67	51	71
Development projects and other assets in progress	342	475	444
Intangible assets	3,583	3,591	3,611
Property, plant and equipment	569	580	584
Right-of-use assets	592	573	571
Deferred tax asset	57	86	85
Total non-current assets	4,801	4,830	4,851
Inventories	997	985	907
Trade receivables	776	693	766
Other receivables	38	45	44
Income tax receivable	50	46	50
Prepayments	86	69	73
Derivative financial instruments	6	12	11
Cash and cash equivalents	534	144	157
Total current assets	2,487	1,994	2,008
Total assets	7,288	6,824	6,859

DKKm

Equity and liabilities	30.06.24	30.06.23	30.09.23
Share capital	135	135	135
Other reserves	5,619	5,105	5,258
Equity	5,754	5,240	5,393
Deferred tax	4	8	3
Provisions	9	0	9
Lease liabilities	535	505	512
Borrowings	0	160	0
Non-current liabilities	548	673	524
Provisions	8	18	9
Lease liabilities	77	79	72
Trade payables	444	369	359
Income tax	29	9	10
Other payables	428	436	492
Current liabilities	986	911	942
Total liabilities	1,534	1,584	1,466
Total equity and liabilities	7,288	6,824	6,859

STATEMENT OF CHANGE IN EQUITY

INTERIM REPORT Q3 2023/24

DKKm

	Share capital	Reserve foreign currency translation adj.	Retained earnings	Proposed dividend	Total
Equity 1 October 2023	135	211	5,047	0	5,393
Net profit for the period			370		370
Other comprehensive income for the period		-27			-27
Total comprehensive income	0	-27	370	0	343
<i>Transactions with the owners:</i>					
Share-based payment			16		16
Tax deduction relating to share-based pay			2		2
Equity 30 June 2024	135	184	5,435	0	5,754

Other reserves are made up of reserve for foreign currency translation adjustment, retained earnings and proposed dividend, totalling DKK 5,619m (30.06.2023: DKK 5,105m).

	Share capital	Reserve foreign currency translation adj.	Retained earnings	Proposed dividend	Total
Equity 1 October 2022	129	379	3,753	0	4,261
Net profit for the period			88		88
Other comprehensive income for the period		-217			-217
Total comprehensive income	0	-217	88	0	-129
<i>Transactions with the owners:</i>					
Share-based payment			12		12
Tax deduction relating to share-based pay			5		5
Exercise of options			14		14
Sale of treasury shares			23		23
Share capital increase ¹⁾	6		1,048		1,054
Equity 30 June 2023	135	162	4,943	0	5,240

¹⁾ On 24 March 2023, Ambu concluded its accelerated bookbuild offering to increase the share capital by a nominal amount of DKK 6m. The total net proceeds raised in Q2 2022/23 was DKK 1,054m.

NOTES TO THE INTERIM REPORT

INTERIM REPORT Q3 2023/24

DKKm

Note 1 - Basis of preparation of the interim report

The interim report for the period 1 October 2023 to 30 June 2024 is presented in accordance with IAS 34 - Interim Financial Reporting as adopted by the EU and additional Danish disclosure requirements for the interim reporting of listed companies.

The accounting principles applied are consistent with the principles applied in the annual report for 2022/23, except for the extended practise explained below.

Classification of Cash and cash equivalents

Ambu has entered into short-term deposits with a maturity less than three months. These are classified as Cash and cash equivalents.

Note 2 - Segment information

Ambu is a supplier of medtech products for the global market. Except for the sales of the various products, no structural or organisational aspects allow for a division of earnings from individual products, as sales channels, customer types and sales organisations are identical for all important markets. Furthermore, production processes and internal controls and reporting are identical, which means that, with the exception of revenue, everything else is unsegmented. Ambu has thus identified one segment.

Note 3 - Revenue

	Q3 2023/24	Q3 2022/23	YTD 2023/24	YTD 2022/23	FY 2022/23
Endoscopy solutions	813	684	2,368	1,964	2,687
Anaesthesia	304	271	859	808	1,093
Patient Monitoring	266	240	777	744	995
Total revenue by activities	1,383	1,195	4,004	3,516	4,775
North America	706	587	2,021	1,758	2,424
Europe	543	486	1,589	1,399	1,863
Rest of World	134	122	394	359	488
Total revenue by markets	1,383	1,195	4,004	3,516	4,775

Note 4 - Contingent liabilities

Ambu's ongoing operations and the use of Ambu's products in hospitals and clinics etc. involve the general risk of claims for damages and sanctions against Ambu. The risk is deemed to be customary.

Ambu is involved from time to time in disputes with customers and patients about Ambu's products. Appropriate provisions are made on an ongoing basis, and product liability insurance has been taken out. The management believes that the likely outcomes of these disputes can be covered by the provisions made and recognised in the balance sheet as at 30 June 2024.

Note 5 - Subsequent events

In addition to the matters described in this interim report, the management is not aware of any events subsequent to 30 June 2024 which could be expected to have a significant impact on the group's financial position.



ABOUT AMBU

Since 1937, Ambu has been rethinking solutions, together with healthcare professionals, to save lives and improve patient care. Today, millions of patients and healthcare professionals worldwide depend on the efficiency, safety and performance of our single-use endoscopy, anaesthesia and patient monitoring solutions.

Headquartered near Copenhagen in Denmark, Ambu employs around 4,900 people in Europe, North America, Latin America and Asia Pacific.

For more information, please visit [Ambu.com](https://www.ambu.com).

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