



ICU Medical, Inc. Q1 2022 Conference Call Presentation

May 9, 2022



Disclosures

- > Any statement concerning Management's expectation with respect to future results is a forward looking statement based upon the best information currently available to Management and assumptions Management believes are reasonable, but Management does not intend the statement to be a representation as to future results.
- > Future results are subject to risks and uncertainties, including the risk factors described in the Company's filings with the Securities and Exchange Commission, which include those in the most recent Form 10-K and subsequent filings. Actual results in the future may differ materially from Management's current expectations.
- > These forward-looking statements, including statements about the potential impacts of the COVID-19 pandemic, are made based upon our current expectations and we undertake no duty to update information provided in this presentation.
- > This presentation contains financial measures that are not calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). These non-GAAP financial measures should be considered supplemental to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. Our management believes that the non-GAAP data provides useful supplemental information to management and investors regarding our performance and facilitates a more meaningful comparison of results of operations between current and prior periods.
- > Our non-GAAP financial measures include revenue presented on a constant currency basis, which uses the average exchange rate for revenues from the prior year applied to the current year results.

2021–2022 Adjusted Revenue

In \$ millions, unaudited

	2021 Q1	2021 Q2	2021 Q3	2021 Q4	Total FY21	2022 Q1
Infusion Consumables	126	136	145	148	555	141
YoY Growth	2%	23%	25%	20%	17%	11%
YoY Growth (FXN)	0%	18%	24%	20%	15%	13%
Infusion Systems	84	85	91	93	352	87
YoY Growth	-5%	-8%	3%	1%	-3%	3%
YoY Growth (FXN)	-7%	-10%	3%	2%	-3%	5%
IV Solutions	80	78	81	77	317	77
YoY Growth	-12%	6%	-6%	-6%	-5%	-4%
YoY Growth (FXN)	-12%	5%	-6%	-7%	-5%	-4%
Critical Care	13	12	11	12	49	12
YoY Growth	6%	2%	-8%	5%	1%	-8%
YoY Growth (FXN)	4%	0%	-8%	6%	0%	-7%
L-ICU Subtotal	304	311	328	330	1,273	317
YoY Growth	-4%	8%	8%	7%	5%	4%
YoY Growth (FXN)	-5%	5%	8%	7%	4%	6%
SM Infusion Systems						66
SM Vascular Access						79
SM Vital Care						70
L-SM Subtotal						215
Total ICU						532

Amounts may not foot due to rounding.

2022 Adjusted Revenue and Gross Profit Reconciliation

In \$ thousands	Three Months Ended March 31,	
	2021	2022
GAAP net sales	\$ 318,046	\$ 543,122
Non-GAAP adjustments:		
Contract manufacturing (1)	(13,930)	(11,067)
Non-GAAP net sales	\$ 304,116	\$ 532,055
GAAP Gross Profit	\$ 112,680	\$ 168,827
Non-GAAP adjustments:		
Stock compensation expense	904	1,040
Amortization expense	65	724
Adjustment to reverse the cost recognition related to the purchase accounting write-up of inventory to fair market value (2)	-	14,370
Quality system and product-related remediation (3)	-	13,184
Non-GAAP gross profit	\$ 113,649	\$ 198,145
GAAP Gross Profit % Sales	35%	31%
Non-GAAP Gross Profit % of Non-GAAP Net Sales	37%	37%

(1) Contract manufacturing to Pfizer at cost

(2) Primarily Smiths Medical inventory marked to market at acquisition

(3) Quality system and product-related remediation expenses and one-time regulatory initiatives including EUMDR