

# ICU Medical, Inc Q4 2023 Conference Call Presentation

February 27, 2024

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human connections

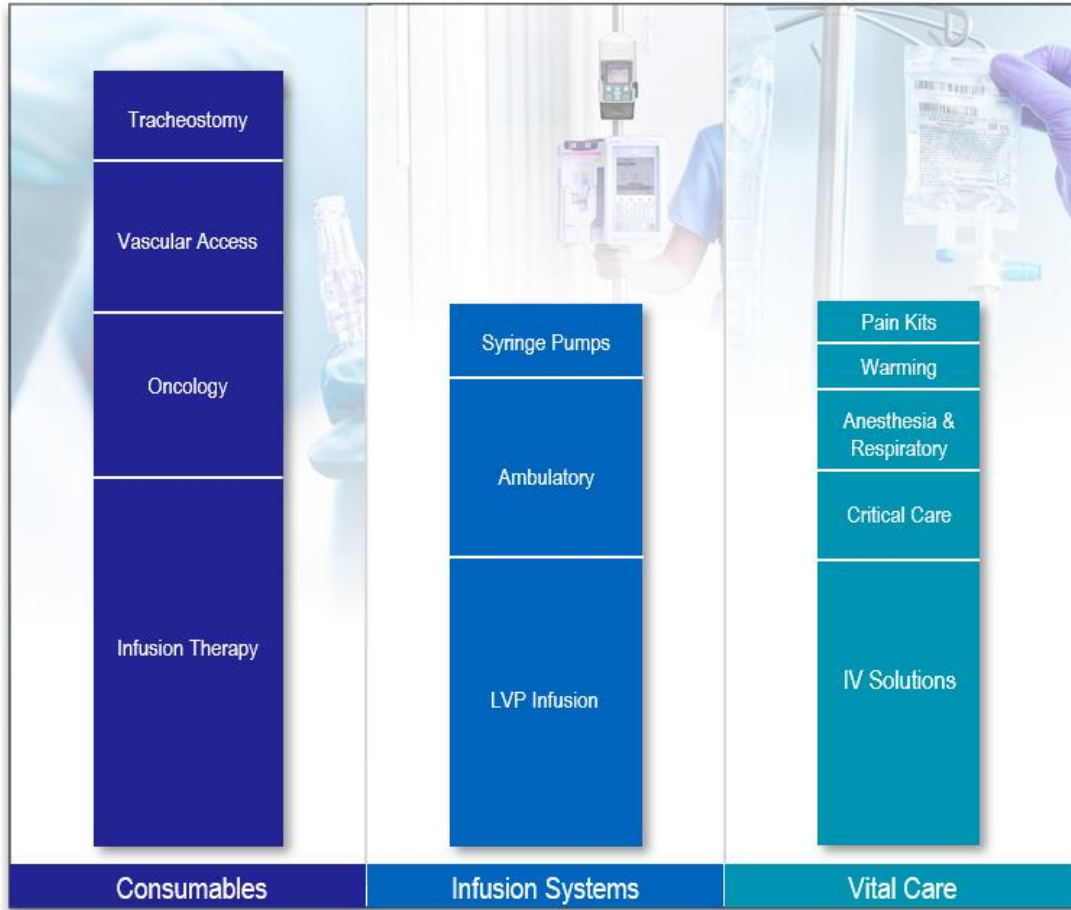


# Disclosures

- > 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 continuing health crises, pandemics and epidemics, such as 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.

# 2022–2023 Adjusted Revenue

In \$ millions, unaudited



	2022	2022	2022	2022	Total	2023	2023	2023	2023	Total
	Q1	Q2	Q3	Q4	FY22	Q1	Q2	Q3	Q4	FY23
<b>Consumables</b>	240	241	252	242	975	236	237	242	254	969
YoY Growth						-2%	-2%	-4%	5%	-1%
YoY Growth (FXN)						1%	-1%	-5%	4%	0%
<b>Systems</b>	138	149	162	169	617	162	153	149	165	629
YoY Growth						17%	3%	-8%	-2%	2%
YoY Growth (FXN)						21%	5%	-7%	-1%	4%
<b>Vital Care</b>	154	157	169	154	633	158	145	156	157	615
YoY Growth						3%	-8%	-8%	2%	-3%
YoY Growth (FXN)						6%	-7%	-8%	2%	-2%
<b>Total ICU</b>	<b>532</b>	<b>547</b>	<b>582</b>	<b>565</b>	<b>2,226</b>	<b>556</b>	<b>535</b>	<b>547</b>	<b>576</b>	<b>2,213</b>
YoY Growth						4%	-2%	-6%	2%	-1%
YoY Growth (FXN)						7%	-1%	-6%	2%	0%