



ICU Medical, Inc. Q2 2019 Conference Call Presentation

August 7, 2019



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 Form 10-K for the year ended December 31, 2018. Actual results in the future may differ materially from Management's current expectations.
- > These forward-looking statements 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.

2018–2019 Adjusted Revenue

In \$ millions, unaudited, adjusted

	2018 Q1	2018 Q2	2018 Q3	2018 Q4	Total FY18	2019 Q1	2019 Q2
Infusion Consumables	120	124	118	122	483	121	118
<i>YoY Growth</i>	10%	13%	7%	1%	8%	1%	-5%
<i>YoY Growth (FXN)</i>	6%	11%	8%	2%	7%	3%	-3%
IV Solutions	126	116	93	95	430	92	80
<i>YoY Growth</i>	11%	4%	-26%	-27%	-11%	-27%	-31%
<i>YoY Growth (FXN)</i>	10%	4%	-26%	-27%	-11%	-27%	-31%
Infusion Systems	93	88	81	92	356	85	82
<i>YoY Growth</i>	1%	-5%	-12%	4%	-3%	-9%	-7%
<i>YoY Growth (FXN)</i>	-2%	-5%	-10%	7%	-3%	-5%	-4%
Critical Care	14	13	13	13	53	13	11
<i>YoY Growth</i>	15%	9%	4%	0%	7%	-10%	-18%
<i>YoY Growth (FXN)</i>	12%	8%	4%	1%	6%	-8%	-17%
Total	354	341	305	322	1,322	311	290
<i>YoY Growth</i>	8%	5%	-10%	-9%	-2%	-12%	-15%
<i>YoY Growth (FXN)</i>	5%	4%	-9%	-8%	-2%	-9%	-13%

Amounts may not foot due to rounding.

2019 Adjusted Revenue and Gross Profit Reconciliation

In \$ thousands	Three Months Ended June 30,		% Change	Six Months Ended June 30,		% Change
	2019	2018		2019	2018	
GAAP net sales	\$ 312,282	\$ 360,460	-13%	\$ 643,214	\$ 732,493	-12%
Non-GAAP adjustments:						
Contract manufacturing (1)	(23,012)	(19,528)		(44,503)	(37,595)	
Contract settlement (2)	769	-		1,959	-	
Non-GAAP net sales	\$ 290,039	\$ 340,932	-15%	\$ 600,670	\$ 694,898	-14%
GAAP Gross Profit	\$ 103,869	\$ 151,800	-32%	\$ 239,172	\$ 300,801	-20%
Non-GAAP adjustments:						
Contract settlement (2)	769	-		1,959	-	
Supply chain restructuring (3)	16,349	-		16,349	-	
Non-GAAP gross profit	\$ 120,987	\$ 151,800	-20%	\$ 257,480	\$ 300,801	-14%
GAAP Gross Profit % Sales	33%	42%		37%	41%	
Non-GAAP Gross Profit % of Non-GAAP Net Sales	42%	45%		43%	43%	

(1) Contract manufacturing to Pfizer at cost

(2) Contract settlement - contract renegotiations that result in one-time settlements

(3) Supply chain optimization

2019 Guidance Update

Previous 2019 Adjusted EBITDA mid range	~ \$325 million
IV Solutions Volume and Mix	~ (\$30) million
IV Solutions Lost Manufacturing Absorption	~ (\$15) million
Supply Chain Costs	~ (\$15) million
Updated 2019 Adjusted EBITDA range	\$260 - \$275 million