



ICU Medical Q4 2022 Conference Call Presentation

February 27th, 2023



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

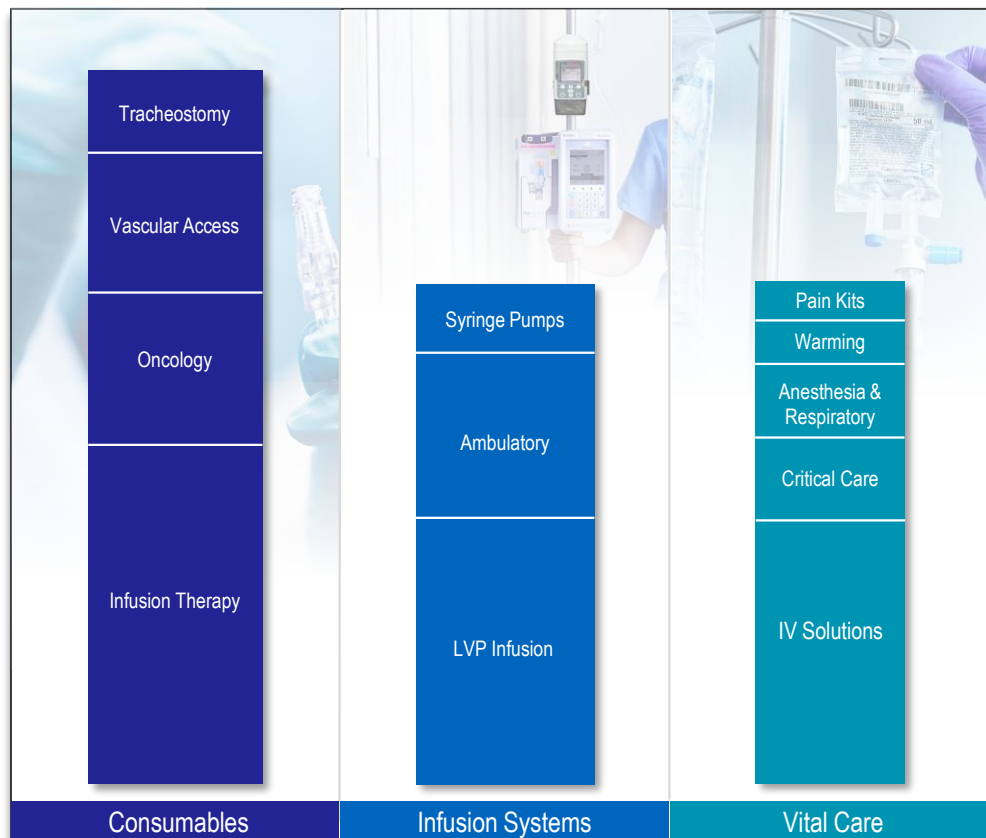
In \$ millions, unaudited

| | 2021 Q1 | 2021 Q2 | 2021 Q3 | 2021 Q4 | Total FY21 | 2022 Q1 | 2022 Q2 | 2022 Q3 | 2022 Q4 | Total FY22 |
|-----------------------------|------------|------------|------------|------------|---------------|------------|------------|------------|------------|---------------|
| Infusion Consumables | 126 | 136 | 145 | 148 | 555 | 141 | 144 | 141 | 141 | 567 |
| YoY Growth | 2% | 23% | 25% | 20% | 17% | 11% | 6% | -3% | -5% | 2% |
| YoY Growth (FXN) | 0% | 18% | 24% | 20% | 15% | 13% | 9% | 1% | -2% | 5% |
| Infusion Systems | 84 | 85 | 91 | 93 | 352 | 87 | 87 | 88 | 89 | 351 |
| YoY Growth | -5% | -8% | 3% | 1% | -3% | 3% | 3% | -3% | -4% | 0% |
| YoY Growth (FXN) | -7% | -10% | 3% | 2% | -3% | 5% | 6% | 1% | 1% | 3% |
| IV Solutions | 80 | 78 | 81 | 77 | 317 | 77 | 80 | 81 | 71 | 309 |
| YoY Growth | -12% | 6% | -6% | -6% | -5% | -4% | 3% | -1% | -7% | -2% |
| YoY Growth (FXN) | -12% | 5% | -6% | -7% | -5% | -4% | 3% | -1% | -7% | -2% |
| Critical Care | 13 | 12 | 11 | 12 | 49 | 12 | 12 | 11 | 12 | 47 |
| YoY Growth | 6% | 2% | -8% | 5% | 1% | -8% | 0% | -4% | -4% | -4% |
| YoY Growth (FXN) | 4% | 0% | -8% | 6% | 0% | -7% | 2% | -1% | -3% | -2% |
| L-ICU Subtotal | 304 | 311 | 328 | 330 | 1,273 | 317 | 324 | 320 | 313 | 1,274 |
| YoY Growth | -4% | 8% | 8% | 7% | 5% | 4% | 4% | -2% | -5% | 0% |
| YoY Growth (FXN) | -5% | 5% | 8% | 7% | 4% | 6% | 6% | 0% | -2% | 2% |
| SM Infusion Systems | | | | | | 66 | 78 | 97 | 99 | 340 |
| SM Vascular Access | | | | | | 79 | 77 | 95 | 75 | 327 |
| SM Vital Care | | | | | | 70 | 68 | 70 | 77 | 285 |
| L-SM Subtotal | | | | | | 215 | 223 | 262 | 252 | 951 |
| Total ICU | | | | | | 532 | 547 | 582 | 565 | 2,226 |

Amounts may not foot due to rounding.

New Business Unit Reporting

In \$ millions, unaudited



| | 2022 Q1 | 2022 Q2 | 2022 Q3 | 2022 Q4 | Total FY22 |
|------------------|------------|------------|------------|------------|---------------|
| Consumables | 240 | 241 | 252 | 242 | 975 |
| Infusion Systems | 138 | 149 | 162 | 169 | 617 |
| Vital Care | 154 | 157 | 169 | 154 | 634 |
| Total ICU | 532 | 547 | 582 | 565 | 2,226 |

Amounts may not foot due to rounding.