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Investor Capital Market Day

Bengt Thorsson, CEO & President

November 13, 2020









Permobil develops the solutions that enable our clients to express themselves, to be seen as the people they really are and to take part in the world around them.





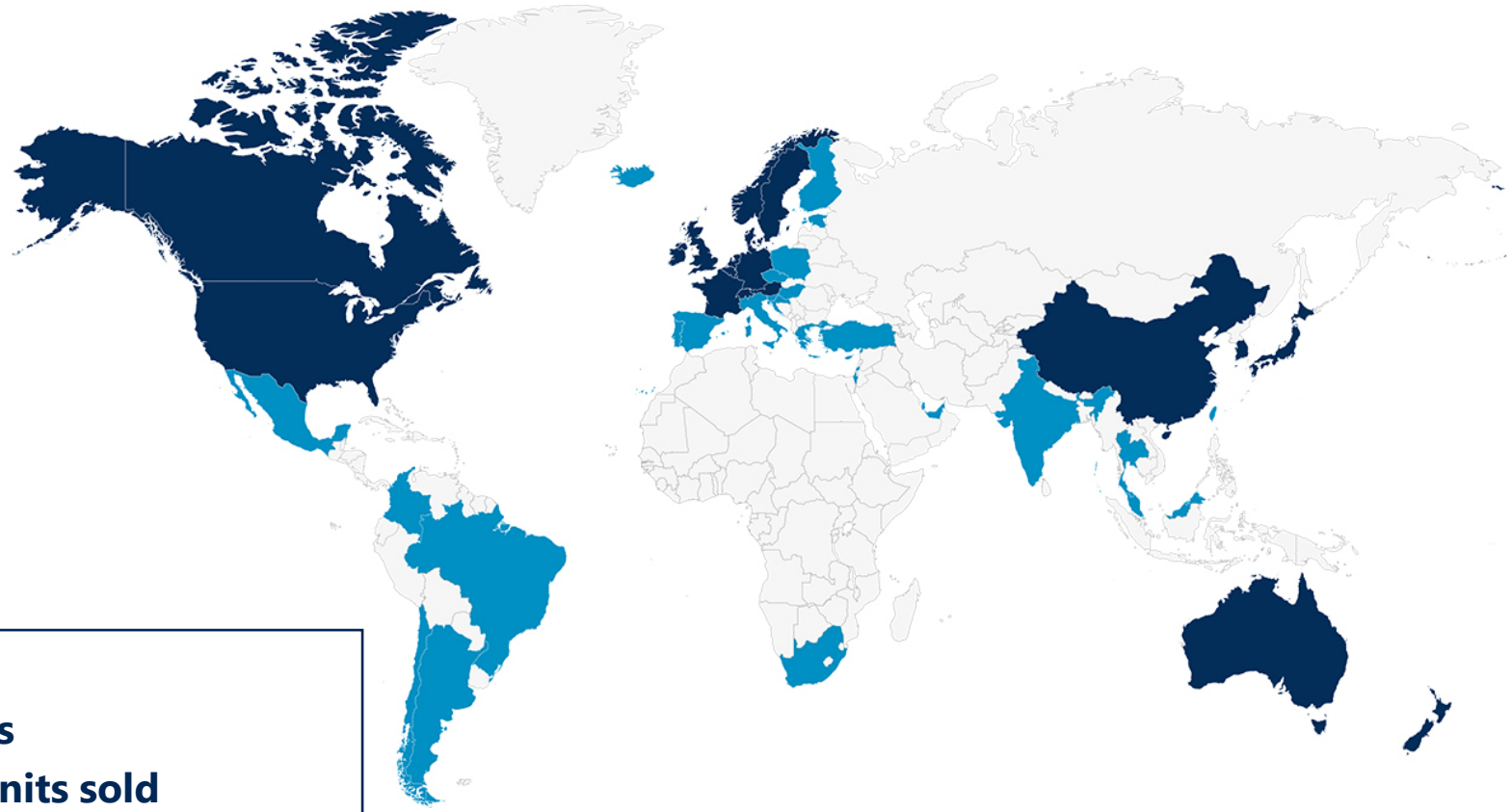






> **Every person has the right to have his or her disability compensated as far as possible by aids with the same technical standard as those we all use in our everyday lives.**

A global company with local presence close to the users

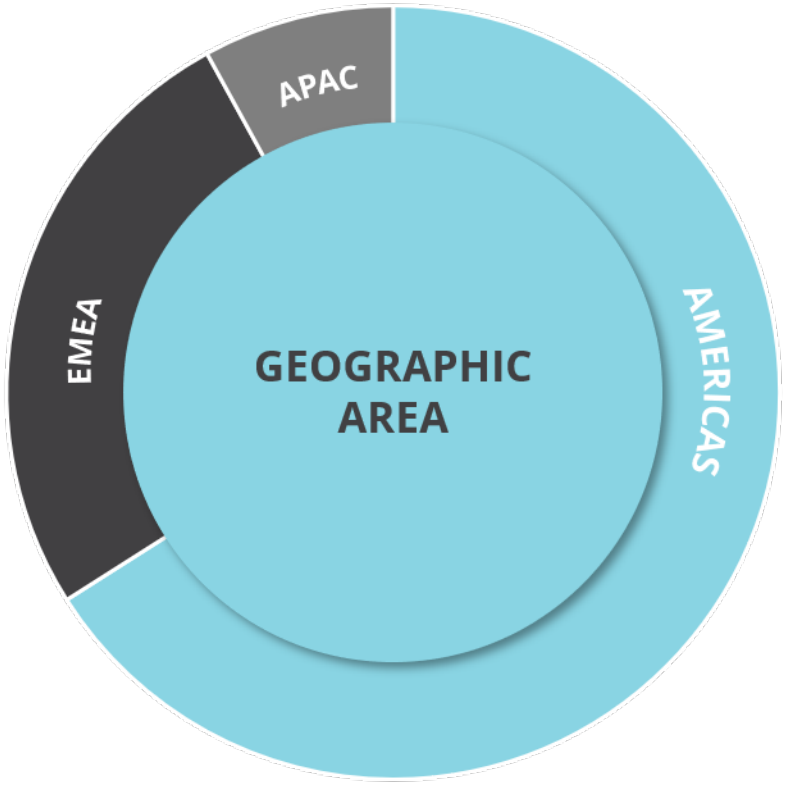


50 countries
1 600 employees
Over 1 million units sold
4,4 billion SEK turn over (2019)
+20% EBITDA

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Permobil business mix

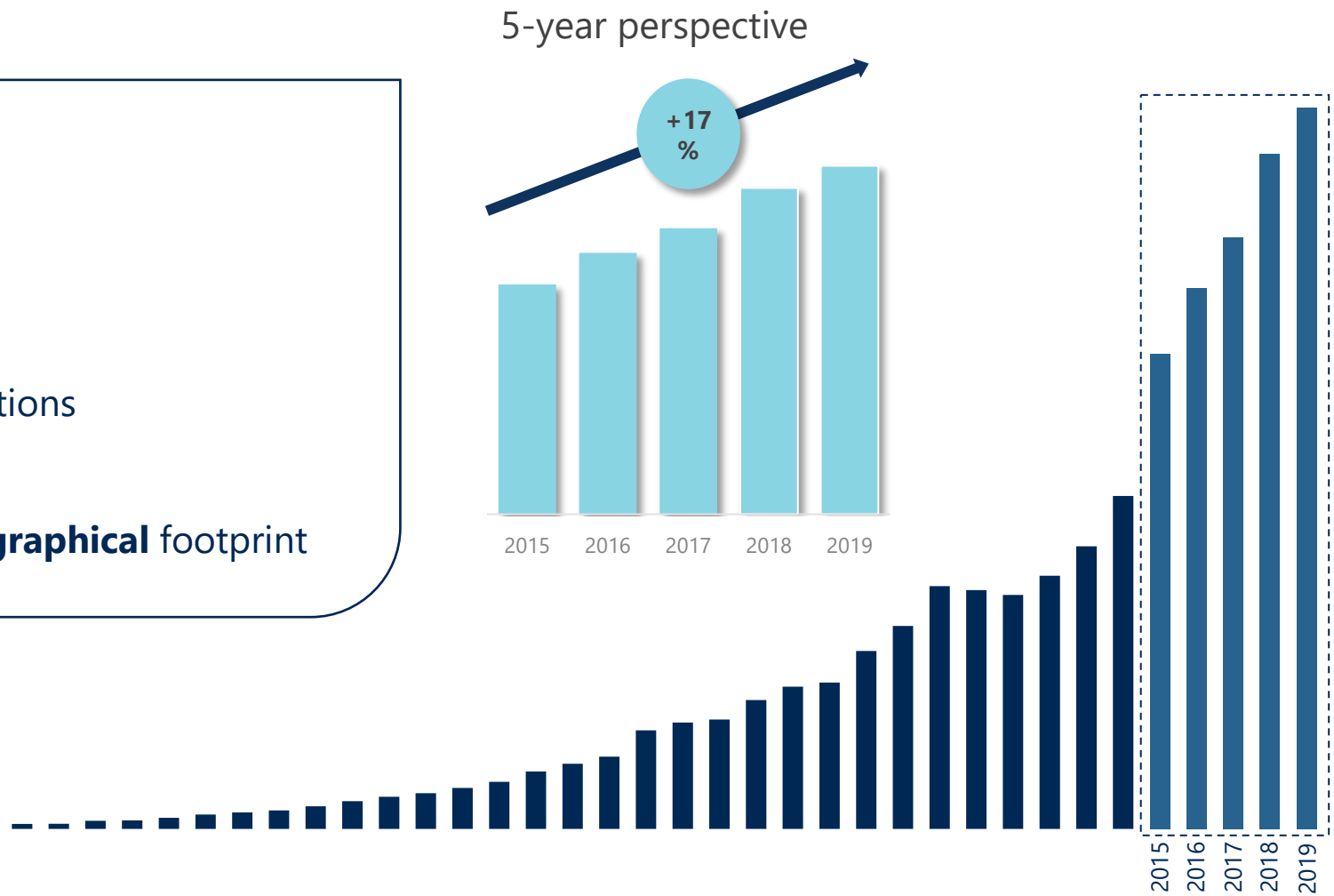




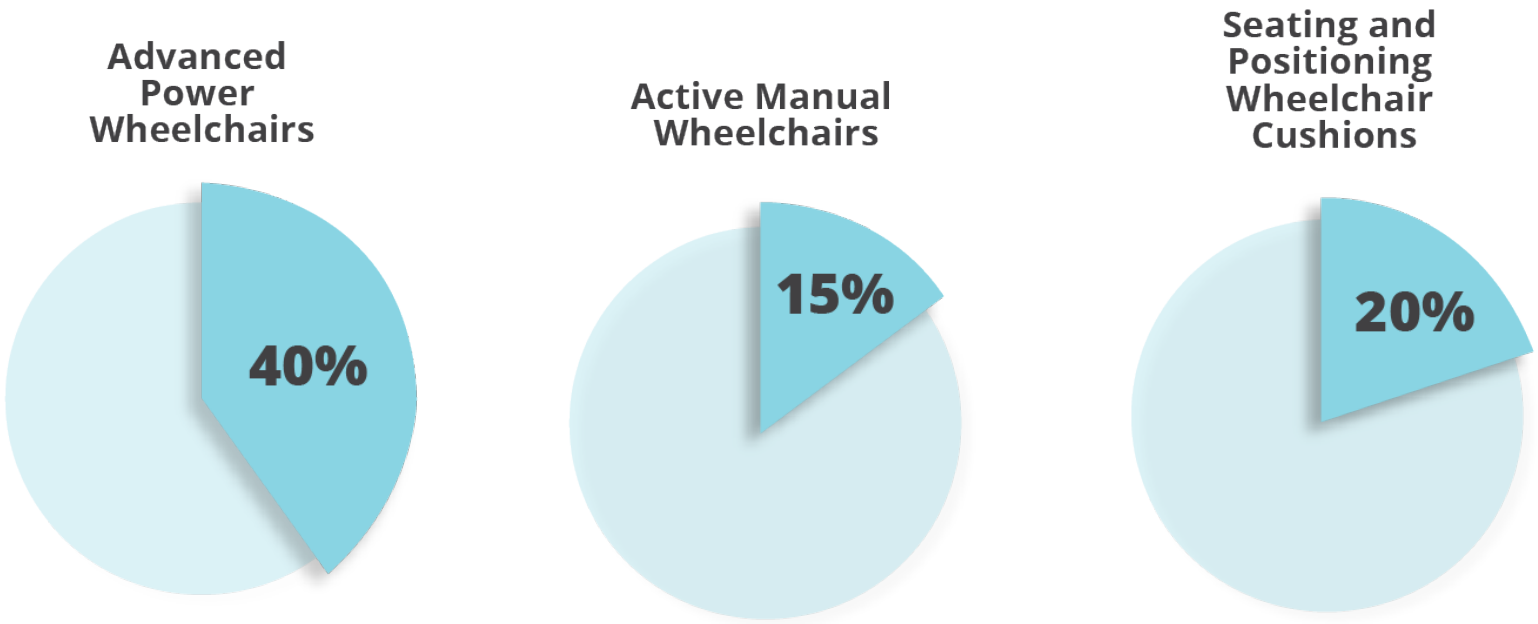
Strong growth journey

Growth drivers

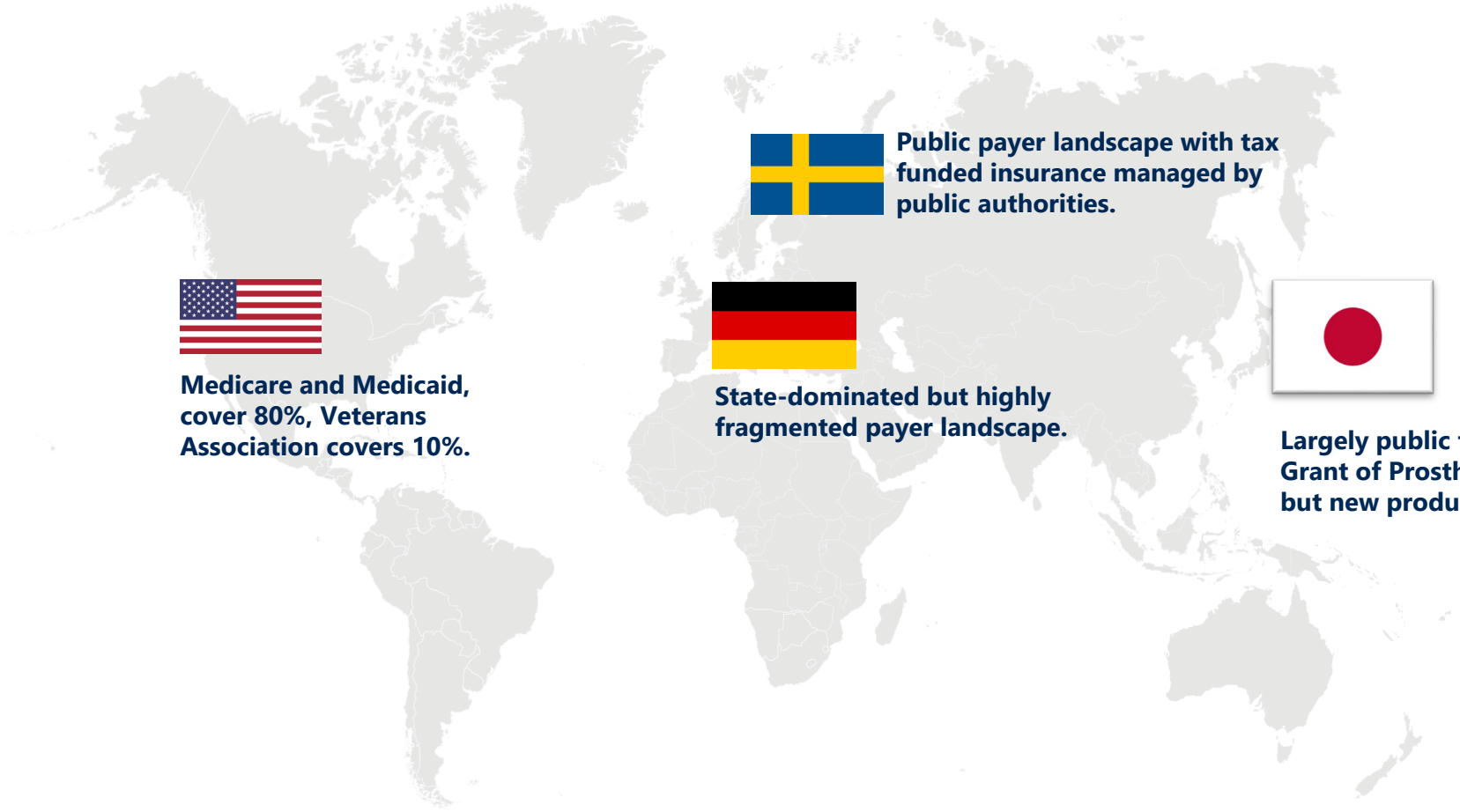
- New **product** introductions
- **Market access** through **clinical evidence**
- **Local representation** and knowledge
- **Digitalized** products and customer interactions
- **Services** and uptime
- **Acquisitions** - **product** portfolio and **geographical** footprint



Global market share



Reimbursement – global differences in funding and conditions



Medicare and Medicaid, cover 80%, Veterans Association covers 10%.

Public payer landscape with tax funded insurance managed by public authorities.

State-dominated but highly fragmented payer landscape.

Largely public funding through Grant of Prosthetic Device Expenses but new products privately funded.

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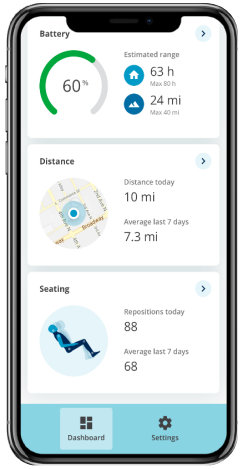
Creating mobile solutions for independent living

















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Market access through clinical evidence

Explorer Mini

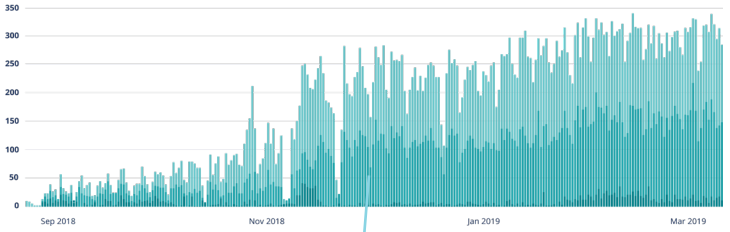


New M-series



Connected services makes it possible

System messages



Fleet management





My Position

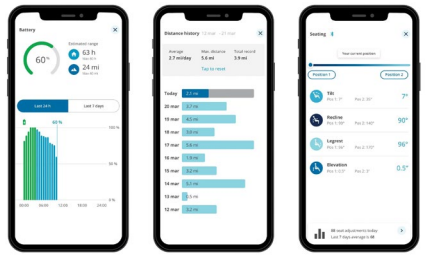


Battery Level

78%

Distance Today

4,1km



My Permobil

Acquisitions continue to be an important theme for us going forward

Mar 2013 — Investor acquires Permobil

May 2014 — Acquisition of Tilite

Mar 2015 — Acquisition of Roho

Aug 2015 — Acquisition of SDL (Distributor)

Feb 2016 — Acquisition of Roho business (Distributor)

Apr 2016 — Acquisition of iCare (Distributor)

Aug 2016 — Acquisition of AHC (Distributor)

Dec 2016 — Acquisition of Prairie Seating

Aug 2017 — Acquisition of DME (Distributor)

Sep 2017 — Acquisition of Orbit One (Distributor)

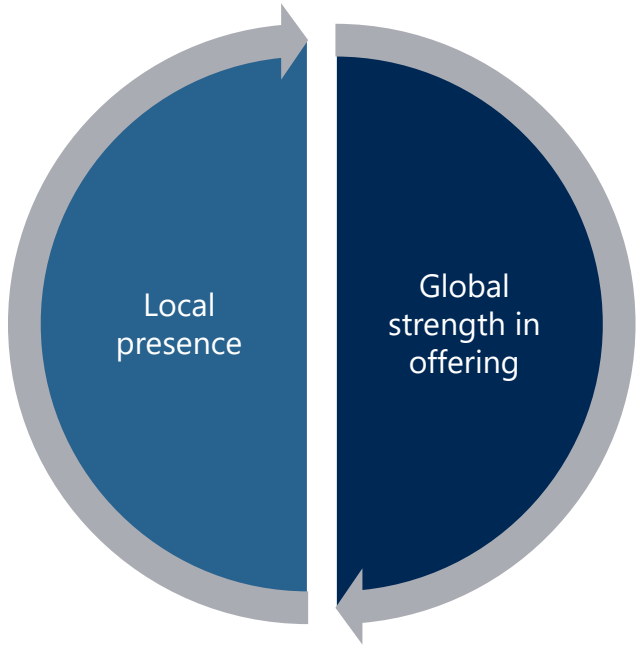
Oct 2017 — Acquisition of Comfort Company

Dec 2017 — Acquisition of Max Mobility (SmartDrive)

Jan 2018 — Acquisition of Ottobock's US custom business

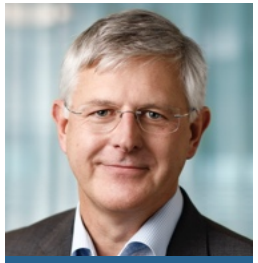
Feb 2020 — Acquisition of Supportec

Mutually reinforcing aspects of our business



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Group Management



CEO
Bengt Thorsson



Permobil Americas
Chuck Witkowski



Permobil EMEA
Markus Mauer



Permobil APAC
Bruce Boulanger



R&D
Catharina Modahl-Nilsson



Supply Chain
Jonas Cederhage



CFO
Carl Bandhold



Legal & Risk Q&R
Cecilia von Heijne



HR & Group Comms
Ulrika Bäckström-Ramnek



Services
Peter Jidesjö

Board of Directors



Martin Lundstedt
CEO Volvo Group



Tomas Puusepp
Former CEO Elekta



Pierre Guyot
Former CEO Mölnlycke Health Care 2007-2014



Christian Cederholm
Co-head Patricia Industries



Hans Bergh
Former CEO and VP Permobil



Gunilla Fransson
Former President Saab Security and Defence Solutions

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Focusing on the users







