

GETINGE



GETINGE

Kaupthing Nordic Mid/Small Cap Seminar

Stockholm, 4 December

Agenda

- **The Getinge Group**
- **Financial Review Q3 2008**
- **Recent strategic developments**
- **Financial targets and drivers for growth and profitability**



GETINGE

The Getinge Group



Net Sales 2007	16 445 SEK Million*
Associates*	11 632
Sales companies	86
Factories	33
Agents	300



Infection Control



Medical Systems

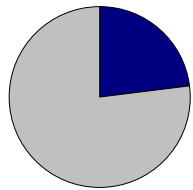


Extended Care

*) 30 September, 2008

BUSINESS AREA
INFECTION CONTROL

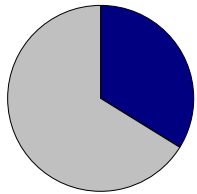
Sterilization, Disinfection



<i>Production units</i>	12
<i>Sales companies</i>	29



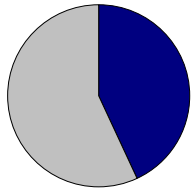
Patient Handling, Hygiene, Wound Care



<i>Production units</i>	11
<i>Sales companies</i>	28



Surgical Workplaces, Cardiovascular, Critical Care



<i>Production units</i>	10
<i>Sales companies</i>	29





NAVA

- **New and unique method of synchronizing mechanical ventilation**
- **Installed base of Servo-i ventilators can be upgraded with NAVA**
- **Proprietary patient specific catheter**
- **Aim – Through clinical studies prove the reduced length of stay**



Flow-i

- **550 MEURO global anesthesia market**
- **Single cost effective platform from mid to high end application**
- **Unique clinical benefits**
- **Target >20% global market share**



Wound assist NPWT

- **0,8 Billion EURO fast growing segment in advanced wound care**
- **Intuitive – easy to use device**
- **Strong consumables trail**
- **Leverage European customer relationships**



CARDIOHELP

- **Smallest portable heart-lung machine in the world**
- **CARDIOHELP will create new treatment options in intensive and emergency care**
- **Commercial launch H1 2009**

Financial Review

Q3 2008



Development of organic order intake

	2008 Q3				2008 YTD			
	MS	EC	IC	TOT	MS	EC	IC	TOT
Europe	11%	0.5%	4%	5%	10%	4%	-4%	4%
USA and Canada	15%	31%	8%	19%	6%	14%	11%	11%
Asia and Australia	18%	-2%	4%	9%	10%	9%	9%	9%
Rest of the world	5%	67%	121%	27%	48%	10%	80%	45%
Total	12%	11%	7%	10%	12%	7%	4%	8%

- Adj for currency fluctuations and corporate acquisitions

Q3 2008 Group results

	2008	2007	Change	2008	2007	Change
	Q3	Q3	%	YTD	YTD	%
Net sales	4 290	3 844	11,6%	12 849	11 288	13,8%
Gross margin	47,1%	44,3%		49,0%	46,0%	
Operating cost	-1 470	-1 241	18,5%	-4 514	-3 712	21,6%
EBITA before restructuring	631	500	26,2%	2 020	1 581	27,8%
%	14,7%	13,0%		15,7%	14,0%	
Restructuring	-28	-110		-147	-230	
Financial net	-190	-132		-547	-376	
Profit before tax	334	221	51,1%	1 089	873	24,7%

▪ SEK Million



Recent strategic developments



- **Global leadership**

We strive to be a global No 1 or No 2 in the product areas focused. Market leadership will help us attain cost leadership through scale.

- **Solution provider**

We strive to combine the strength of our leading product positions and the depth of our know-how to offer innovative solutions that lead to process improvements for our customers

- **Customer relationships**

A direct approach to our customers is crucial to our success. Getinge will strive to establish own distribution companies whenever justifiable

The integration of Huntleigh will be completed by Q4 2008

Cost synergies will exceed targeted 300 Msek p.a.

- **New plant structure in place**
- **Joint sales and marketing organization under a single brand**
- **Improved logistics 3 PL**
- **Common IT Infrastructure 2009 – 2010**

Revenue synergies through channel and product complementarities to drive 7 % organic top line growth for Extended Care from 2009 onward.

Plans and actions in place to generate planned revenue synergies from 2009 onward

- Sales of revascularization products through Medical Systems existing sales channels on the OUS markets
- Sales of Medical Systems perfusion products in the US

Cost synergies of 100 – 120 Msek p.a. from 2010 will be realized through:

- Administrative efficiencies
- Transfer of the Cardiac Surgery plant in Dorado in Puerto Rico to Wayne plant in New Jersey



The acquisition of Datascope is consistent with Getinge's ambition of building a leading Cardiovascular position with focus on:

- Cardiac Surgery
- Vascular Interventions
- Cardiac Assist (short – long term)



Datascope retains over 70 % of the global market for
Counterpulsation therapy



Intra Aortic Baloon Pumps



Baloon Catheters

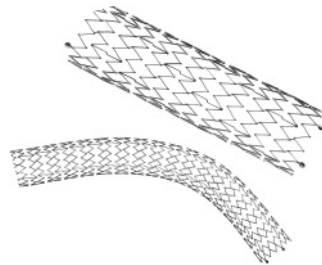


Vascular Closure Devices

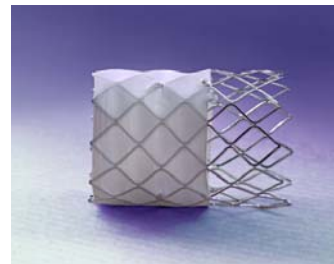
Datascope has a strong product portfolio and a promising pipeline in the Endovascular Stent and Vascular Surgery market



Vascular Grafts



Peripheral Stents



Stentgrafts

Financial targets and synergies

- We expect revenue synergies from geographical and product complementarities to deliver organic top line growth of 10 % or better
- Elimination of duplication of sales infrastructure in 12 markets in North America, Europe and Asia
- Redundant HQ structure
- Elimination of US listings

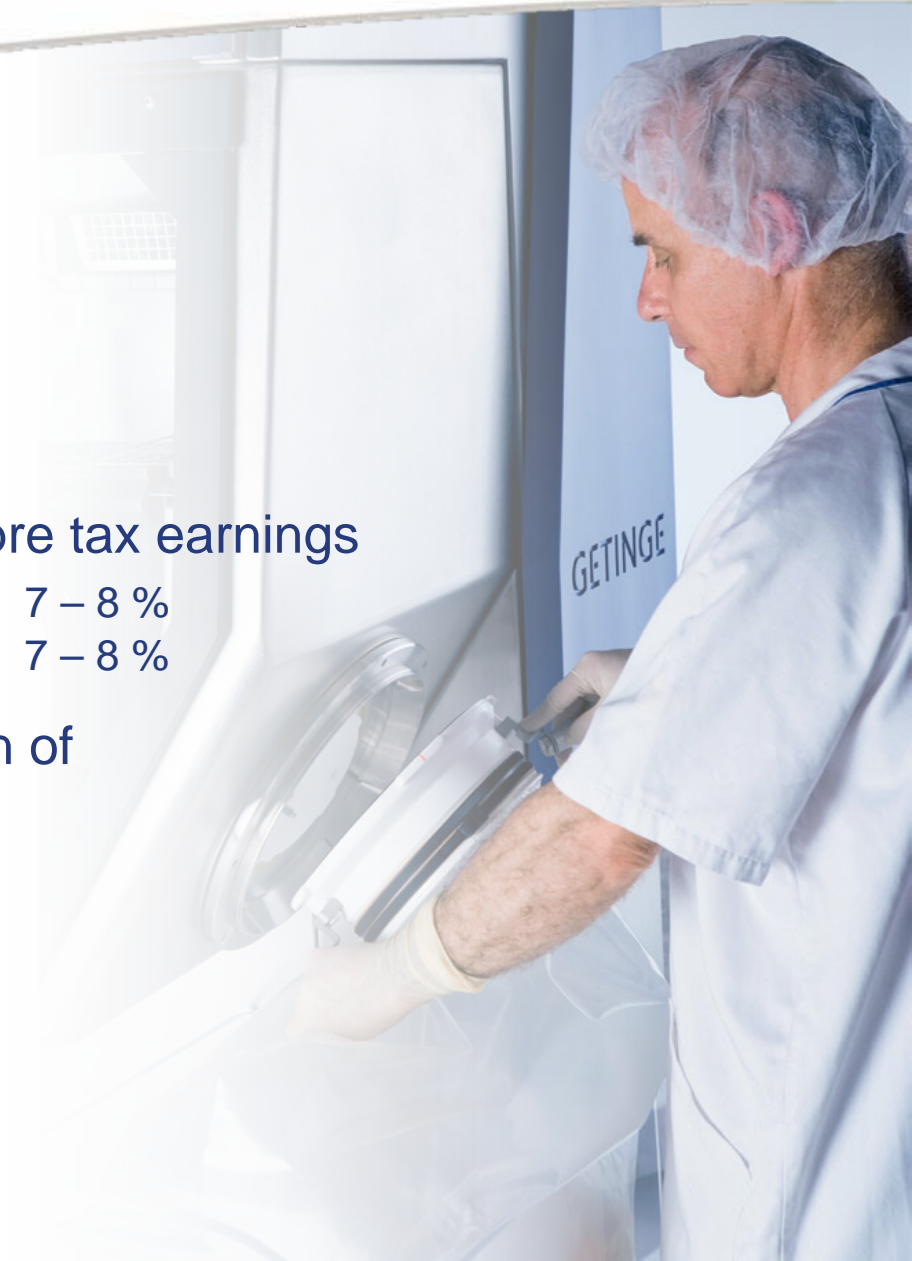
The Datascope acquisition will contribute to pre tax profit from 2010.

Financial Targets and drivers for growth and profitability



Group Financial targets

- 15% year over year average growth of pre tax earnings
 - Development of existing positions: 7 – 8 %
 - Acquisition of globally leading product lines: 7 – 8 %
- To reach and maintain an EBITA-margin of 18-19 % (current structure)
- Cash flow generation to sustain an external growth rate of 10 %



Growth Drivers

Getinge believes it can generate growth above market rates in the medium term

- Increased exposure to faster growing economies through investments in sales infrastructure in emerging markets
- Expansion of available market through product innovation and development
- Cross selling synergies from recent acquisitions

Drivers for expanding operating margins

- Cost based synergies from recent acquisition in combination with declining restructuring costs
- Initiatives to improve our existing supply-chain and structure
- Acquisition of businesses with higher operating margins

GETINGE

GETINGE