

**Acquisition of Kinetic Concepts Inc's (KCI)
Therapeutic Support Systems (TSS) business**

15 August, 2012

Transaction overview

- Getinge has signed a definitive agreement with US-based Kinetic Concepts Inc. to acquire its Therapeutic Support Systems (TSS) business for an enterprise value of USD 275 million.
- The acquisition of TSS takes the form of a carve-out whereby Getinge will purchase all assets and intellectual property associated with the TSS business.
- 2011 EV/EBITDA multiple of 5.7x
- 2011 EV/EBITDA multiple of 5.1x including tax assets of USD 30 million



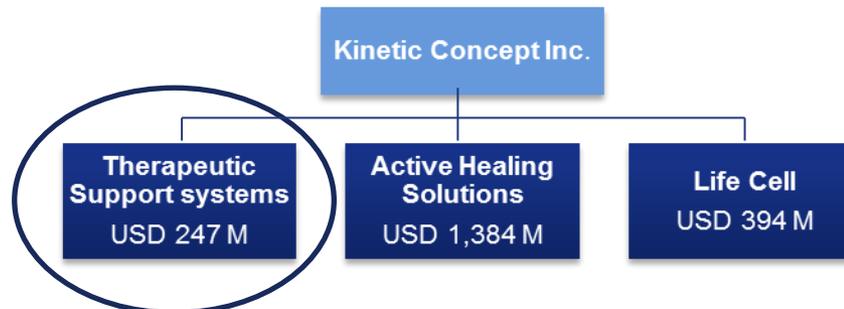
Strategic rationale – TSS acquisition

- Geographically, highly complementary – TSS and Getinge Extended Care's combined business will create a global market position of No. 1.
- Customer segment – significant potential for synergies and increased customer value.
 - TSS strong in Critical and Bariatric Care
 - Both TSS and Extended Care strong in Wound Care
- Product portfolio – broadens and reinforces technological platform.
 - TSS strength is in Low Air Loss (LAL) technology while Extended Care is more advanced in Alternating Pressure (AP)



About TSS and the market

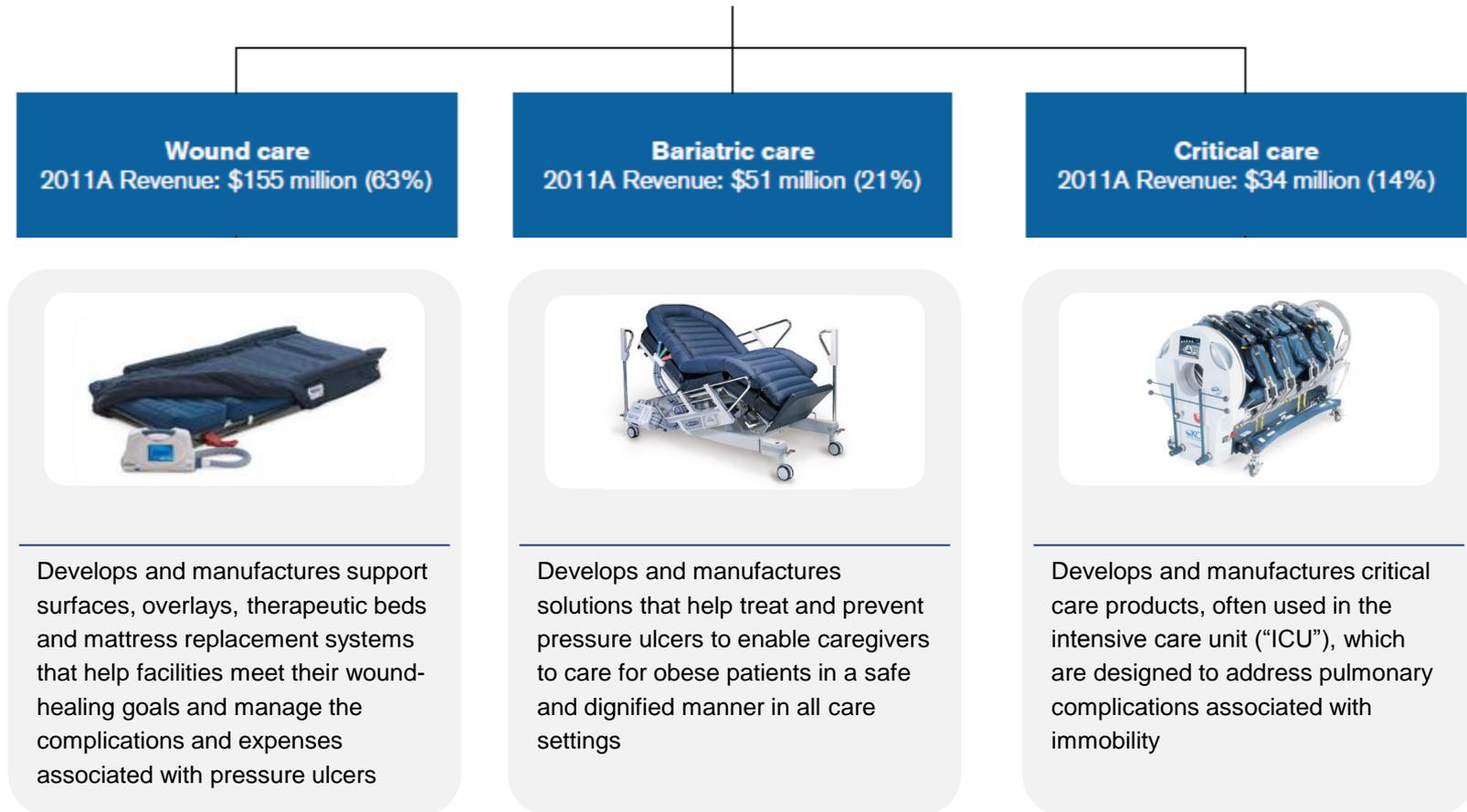
- Overview: One of three business divisions in the global medical device company KCI, focused on sustained market leadership in Wound Care, Bariatric Care and Critical Care.
- Location: San Antonio, Texas, USA
- Own sales organizations in: the US, Canada, Germany, Austria, Italy, Switzerland, the UK and France
- Sales breakdown: 60% in US and 40% in ROW
- Revenues: ~ USD 247 million in 2011
- Product portfolio: Therapeutic beds, mattress replacements, overlays and patient mobility devices
- No of employees: ~1,300 globally



About TSS and the market – contd.

Three divisions with total revenue of USD 247 million in 2011

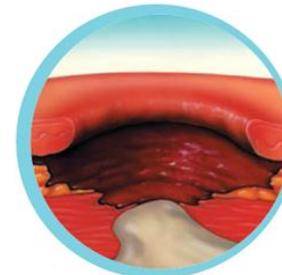
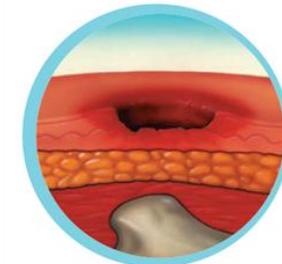
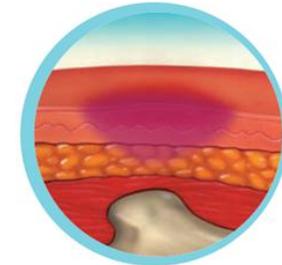
KCI Therapeutic Support Systems



About TSS and the market – contd.

Therapeutic surfaces for treatment and prevention of pressure ulcers represents a market with stable growth and favourable demographic trends

- **Global market valued at USD 1.5 billion.**
- **Stable global market growth of approximately 5-7% annually.**
 - US market growth approximately 2-3%
- **Strong and well-known brands**
 - Globally, TSS is one of the most well-known brands in wound care
- **Favourable demographic trends (Bariatrics)**
- Pressure ulcers – a preventable condition with **high associated costs**
(> USD 50,000 per case to treat)



Synergies and financial impact

- The combination of TSS's and Extended Care's existing business is expected to create operational synergies in sales, distribution operations, manufacturing and headquarter functions.
- The complementary nature of the two product portfolios is expected to generate revenue synergies and increased customer value.
- The transaction will contribute to Getinge's pre-tax profit from 2013 onwards (including restructuring costs, financing costs and amortisation of acquired surplus value).
- Transaction and restructuring costs will amount to USD 35 million, whereas USD 25 million will be charged to Getinge's Q4 result this year.
- The acquisition is subject to approval by relevant Competition Authorities in several markets and is expected to be finalised by the end of Q4 2012.
- The transaction is being financed through a bridge loan.