

GETINGE CAPITAL MARKETS DAY 2011

Johan Malmquist, CEO

Stockholm

28 January 2011

Welcome to Getinge's Capital Markets Day 2011

Today's programme

- 13:00 Getinge Group
Johan Malmquist, CEO
- Getinge Group Financial Review
Ulf Grunander, CFO
- Q&A
- 14:30 Coffee break
- Business Area Medical Systems
Heribert Ballhaus, Executive Vice President Business Area Medical Systems
- Q&A
- Business Area Extended Care
Alex Myers, Executive Vice President Business Area Extended Care
- Q&A
- 16:30 Wrap-up

PRESENTATION CONTENT

- Corporate Overview
- Financials
- Focus Areas
- Outlook

CORPORATE OVERVIEW

Getinge Group 2010

Medical Systems



MAQUET
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Extended Care



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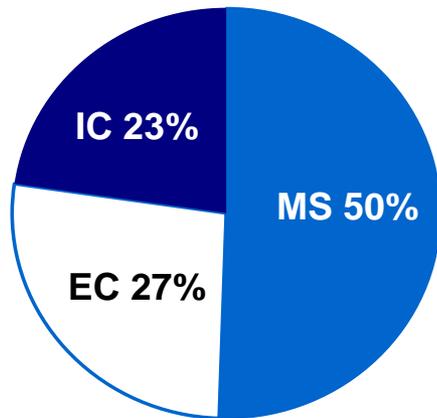
Infection Control



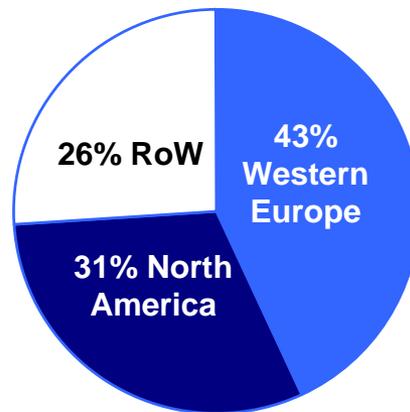
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Revenues:	SEK 22 billion
Associates:	12 200
Sales companies:	100
Manufacturing sites:	26

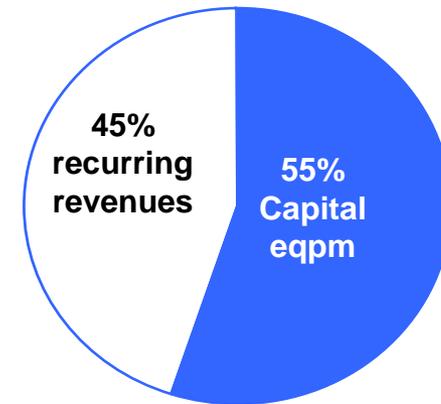
Getinge Group breakdown of revenues 2010



By business area



By geography

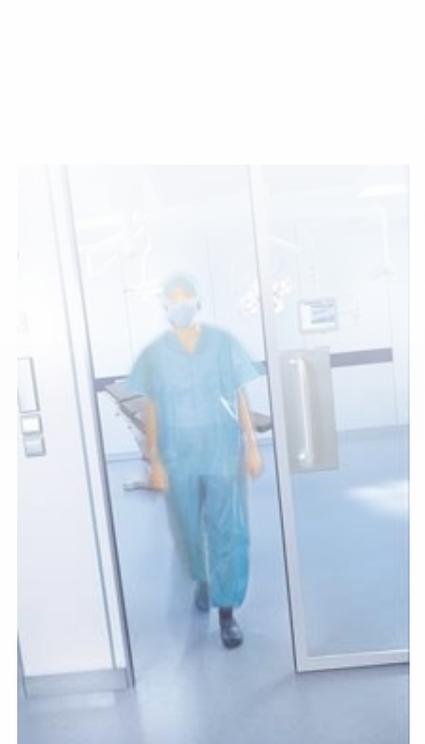


By product category

Getinge has built a competitive business that benefits from the current trend in the healthcare provider market.

- Privatisation and market testing ➡ Consolidation
- Activity and reimbursement ➡ Process focus
- Outsourcing of non clinical activities ➡ Partnership with suppliers

Size is an increasingly important success factor as a response to ongoing provider consolidation



Getinge has built a competitive business supported by a robust strategy:

Global leadership

We strive to be a global no 1 or no 2 in the product areas focused.

- Economies of scale
- Superior profitability
- No 1 in 12 out of 17 product lines
- No 2 in 3 out of 17 product lines

Solution provider

We strive to combine products and know-how to offer innovative solutions.

- Return on investment
- Differentiation
- Outcomes focus
- Process optimization

Customer relationships

Getinge will strive to establish proprietary distribution channels whenever justifiable.

- Entry barriers
- Revenue synergies
- Life cycle income

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FINANCIALS

2010 - Consolidated results

	2010	2009	Change
	YTD	YTD	%
Order intake	22 406	23 036	-2.7%
Net sales, SEK million	22 172	22 816	-2.8%
Gross margin	51.3%	49.3%	2.0%
EBITA margin*	19.7%	17.2%	2.5%
Restructuring and integration costs	180	336	
Net financial items	-573	-436	
Profit before tax	3 116	2 634	18.3%

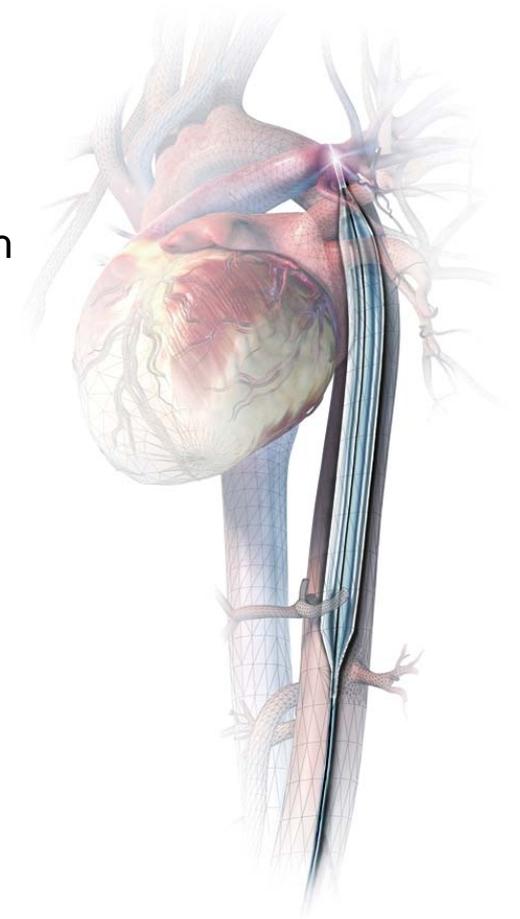
*before restructuring and integration costs

Financials

	2010	2009
	YTD	YTD
Cash conversion, %	80.7%	90.0%
Net Debt	13 376	16 071
Equity	13 248	12 562
Equity/assets ratio, %	38.3%	33.9%
Net debt/equity ratio, multiple	101.0%	126.3%

Getinge Group financial targets

- Pre-tax earnings: Average growth of 15% per year
- Long-term organic revenue growth: 5% (market growth)
- Mid-term organic revenue growth 2% above market growth
- Cash conversion: 60-70% of EBITDA
- EBITA margin: ~ 20% (under revision)



<i>EBITA margin</i>	<i>2009</i>	<i>2010</i>	<i>Target</i>
Medical Systems	19.8%	22.2%	22%
Extended Care	15.5%	19.7%	19%
Infection Control	13.7%	14.0%	16%
Group	17.2%	19.7%	20%

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FOCUS AREAS

Focus Area: Supply Chain development

Potential for further EBITA margin expansion through supply chain improvements

- **Manufacturing footprint:** continued plant consolidation. We expect to reduce the number of plants by 6-8 from today's 26 plants.
- **Reduced depth of manufacturing.** Ongoing outsourcing of non-core manufacturing activities. Focus on assembly
- Manufacturing and **sourcing from low-cost countries.** We expect 30-40% (18%) of our sourcing needs to originate from low-cost countries by 2013.
- Ongoing roll-out of common IT-infrastructure will lead to **simplified admin processes** and reduced costs. Completion 2012.
- Sales and marketing expenses represent 24% of product revenues. **Sales excellence** program initiated.

Focus Areas: Internationalisation

Increased exposure to faster growing developing economies will raise Getinge's overall organic growth rate

	2006	2007	2008	2009	2010	Target
Revenues, SEK m	2 500	3 700	4 500	4 800	5 700	
% of Group revenue	19%	21%	22%	22%	26%	35%
Growth rate	32%	46%	22%	8%	17%	>10%

Internationalisation

From an export-led organisation to a multi-domestic organisation

- Continued investment in own sales infrastructure in developing economies. 20 new sales companies established in the past five years outside WE and NA.
- Develop new product platform in existing product categories to address price sensitive market segments in developing economies. New product platforms to be designed and manufactured locally.
- Evaluate acquisitions as a means to building critical mass in relevant developing economies.

Focus Areas: Innovation and R/D

- We expect innovation and new product development to make up a bigger part of our future organic growth.

	2005	2007	2009	2010
R/D expenses, SEK m	412	648	1 123	1 116
R/D % of revenues	3.5%	3.9%	4.9%	5.0%

- Enter/create new markets
- Emphasize development of products with unique and proprietary recurring revenue streams.
- Active product portfolio management to increase rate of innovation and drive down product cost through modularization and platforms.

Focus Area: External growth

Size is an increasingly important success factor.
External growth will help us to attain both financial and strategic targets.

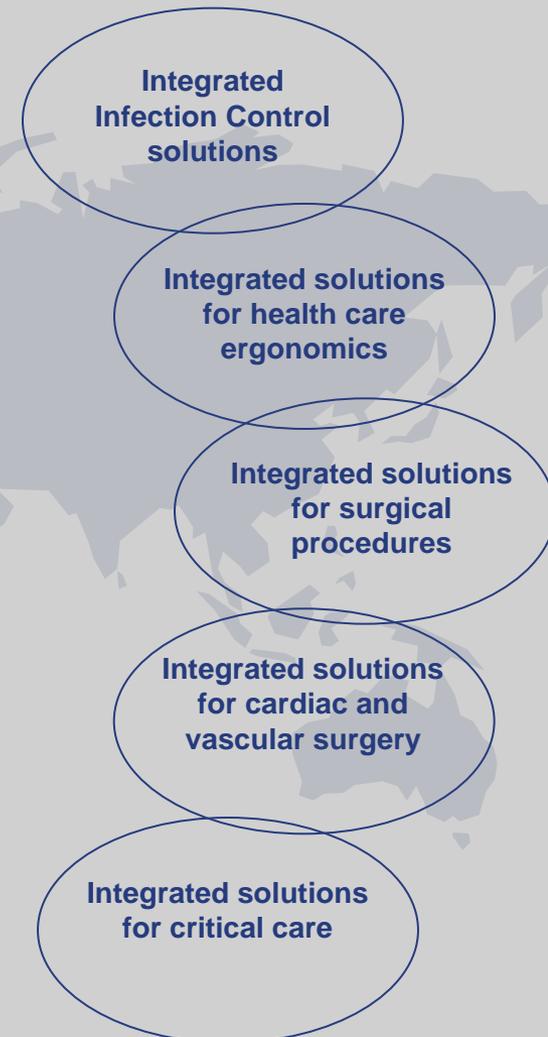


External growth

Bolt-on acquisitions in existing product categories

Sterilization	no 1	}	→
Disinfection	no 1		
Patient Handling	no 1	}	→
Hygiene Systems	no 1		
Wound Care/TS	no 2		
IPC/DVT	no 1		
Surgical Tables	no 1	}	→
Surgical Lights	no 1		
Ceiling Pendants	no 2		
EVH	no 1	}	→
Beating heart surgery	no 2		
Anastomosis CABG	no 1		
Vascular Grafts AAA, TAA	no 1		
Cardiac Assist IABP	no 1		
Perfusion products	no 3		
Ventilation	no 1	}	→
Anesthesia	-		

Acquisitions of new leading product lines



Focus Area: External growth

- Bolt-on acquisitions will add approximately 2% growth per annum and will be focused on new technologies and geographical expansion within existing product categories.
- Acquisitions of new and leading product lines that reinforces our capacities as a solution provider is expected to add 6-8% growth per annum:
 - Vascular interventions
 - Cardiac surgery
 - Surgical tools to strengthen surgical workplaces franchise.
- Acquisitions will support our ambition of increasing our exposure to therapeutic areas and recurring revenue streams.

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OUTLOOK

Market development 2011

	Total of revenues	Cap eqpm / recurring		Trend 2011	Comments
Western Europe	43%	55% / 45%	Capital Eqpm		EC recovering. FLOW-i, Cardiohelp roll out.
			Recurring revenues		Improving sales org. CV. Roll out EVH.
North America	31%	45% / 55%	Capital Eqpm		Gradual market recovery.
			Recurring revenues		New CS products increasing procedure volumes.
RoW	26%	65% / 35%	Capital Eqpm		Brazilian order 2010.
			Recurring revenues		
Total	100%	55% / 45%		3-5%	

Outlook 2011

Continued good earnings growth

- Improving top-line growth 3-5 % (organic)
- Contribution from ongoing plant consolidation and efficiency initiatives
- Favorable currency hedges compared to 2010
- Declining restructuring costs
- Lower cost of debt
- Product launch costs will impact EBITA negatively by approx SEK 100 m

Getinge Capital Markets day

Summary

- Well positioned to thrive on current healthcare trends.
- Gradual improvement of demand situation.
- Rapid expansion of EBITA margin. Still significant potential for further margin expansion through supply-chain developments.
- Continuous investments in developing economies will fuel growth.
- Increased investments in R/D with start to impact top-line growth.
- Financial and managerial capacity to address external growth .