

GETINGE

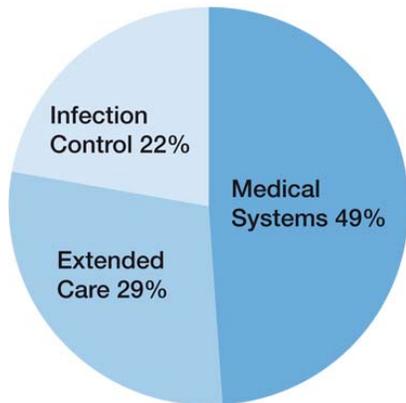
Carnegie Nordic Health Care Seminar

26 March, 2009



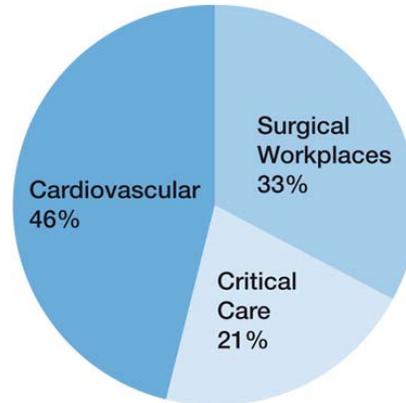
Getinge Group 2009

Revenue:* SEK 24 billion
 Associates: 12 800



Revenue by Business area

* Estimated revenue 2009

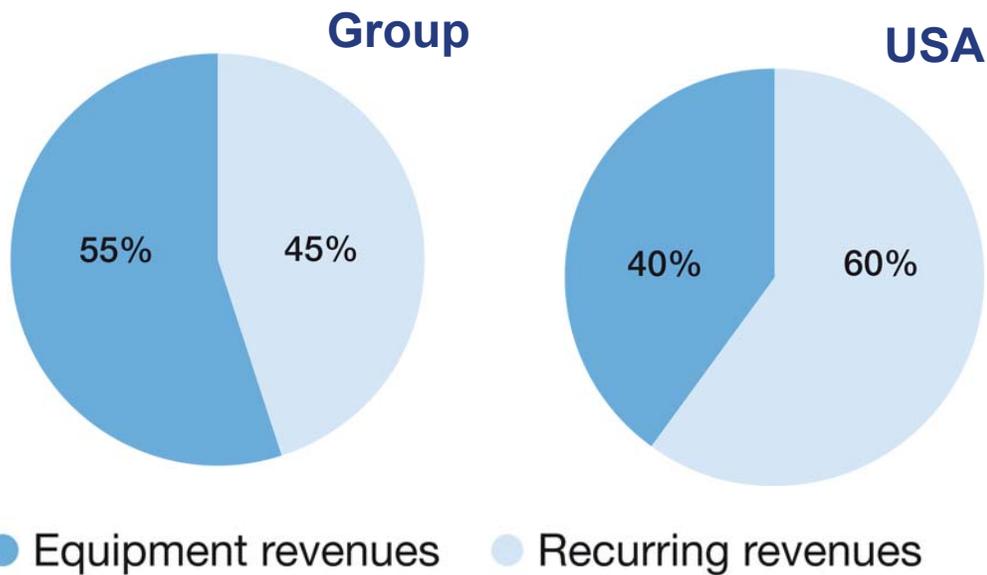


Revenue by Division in Medical Systems



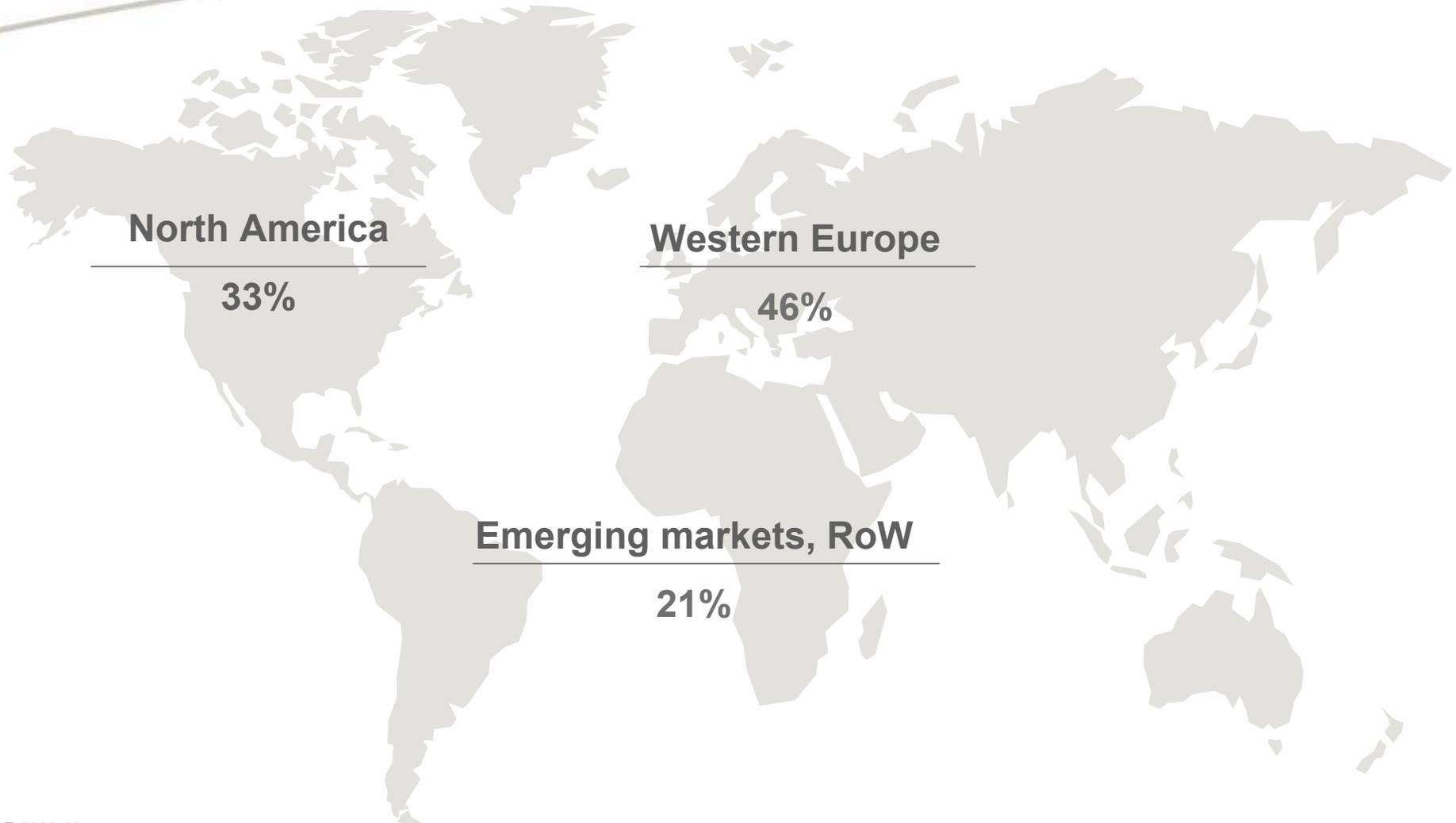
Revenue by category

Projected 2009



GEOGRAPHICAL BREAKDOWN 2009 PROJECTED

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Strategic direction



Market leadership

Sterilization	no 1
Disinfection	no 1
Patient Handling	no 1
Hygiene Systems	no 1
Wound Care	no 2
IPC / DVT	no 1
Surgical Tables	no 1
Surgical Lights	no 1
Ceiling Pendants	no 2
Cardiopulmonary	no 3
Endoscopic vessel harvesting	no 1
Beating heart surgery	no 2
Anastomosis CABG	no 1
Vascular grafts AAA, TAA	no 1
Ventilation	no 1

Integrated solutions

Integrated
Infection Control
solutions

Integrated solutions
for health care
ergonomics

Integrated
solutions for surgical
interventions

Integrated solutions
for cardiac and
vascular surgery

- Strong customer relationships
- Proprietary distribution channels
-

Financial targets and how we reach them



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 %



We believe we can continue to outperform our market by approximately 2% in coming year

- Increased exposure to faster growing emerging markets
- Sales synergies from recent acquisitions: Huntleigh, Cardiac & Vascular surgery divisions and Datascope
- New product development has expanded our market potential



We believe that we can continue to strengthen our operating margins by:

- Ongoing realization of cost synergies from recent and pending acquisitions. Declining integration costs.
- Improved cost position through supply chain enhancement
- Exposure to product segments with higher profitability
- Introduction of new products with higher profitability potential

Integration of recent acquisitions



Structural integration of Huntleigh is completed and cost synergies will exceed targeted 300 MSEK p.a.

Additional cost synergies in 2009-2010

- **Improved logistics 3 PL**
- **Common IT infrastructure/administrative efficiencies**
- **Ongoing component localization in Poland/China**
- **Merger of sales companies in USA**

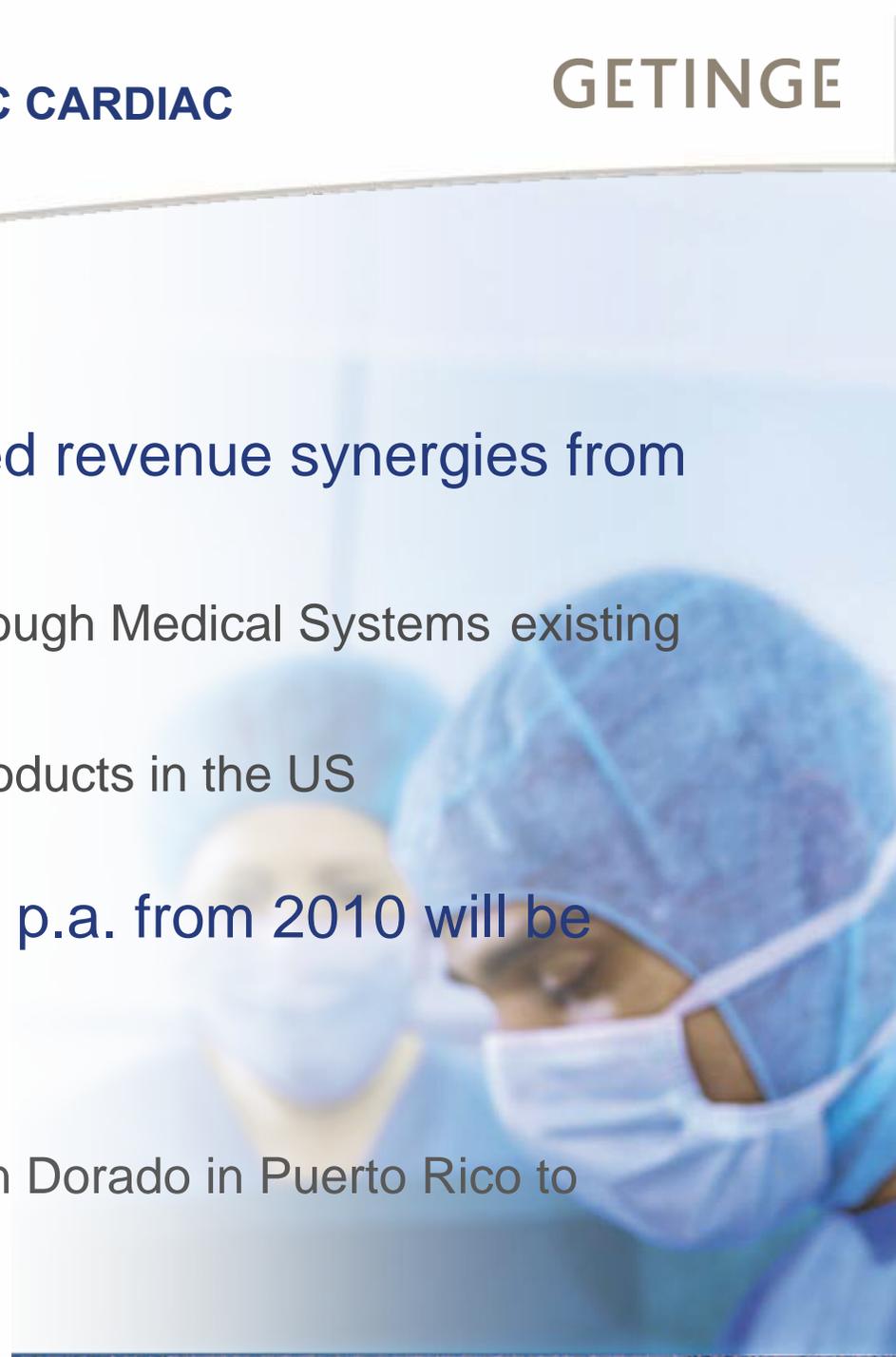


Actions in place to generate planned revenue synergies from 2009 onward (10% organic)

- 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



Integration of Datascope Corp. USA

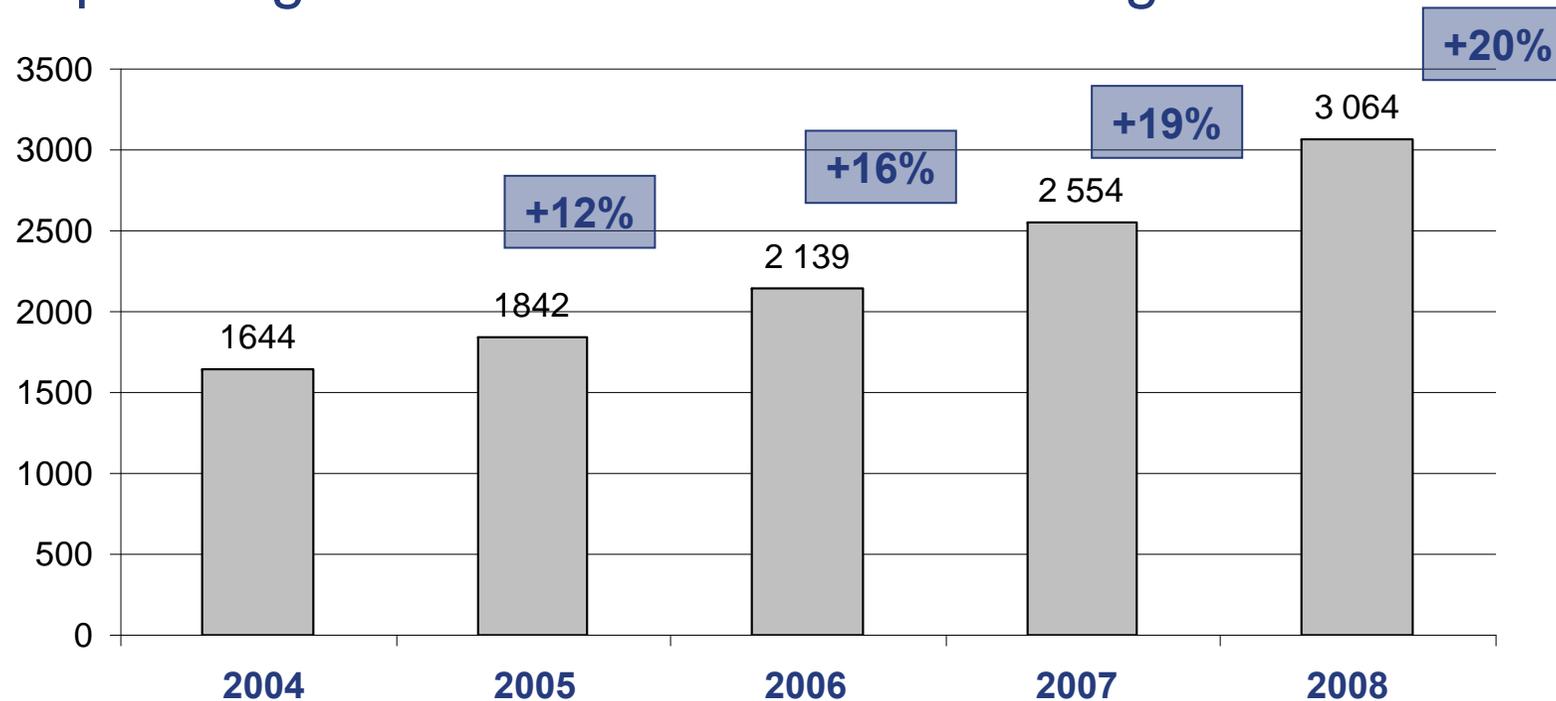
- We expect revenue synergies from geographical and product complementarities to deliver organic top line growth of 10 % or better from 2010 onwards
- Elimination of duplication of sales infrastructure in 9 markets in North America, Europe and Asia
- Overlapping HQ structure
- Elimination of US listings

Financials



Cash flow (MSEK) cont

Operating cash flow before restructuring



Maturity of debts

Lender/Facility	2009	2010	2011	2012	2013	2014	2015
USA Private Placement							
100 MUSD	→						
50 MUSD		Nov					
Bridge Financing Datascope SEB							
865 MUSD	→						
Syndicated Credit Facility with 7 banks							
332,5 MEUR		Mar					
Syndicated Credit Facility with 9 banks							
810 MEUR			Jun				
Nordic Investment Bank							
500 MSEK				Apr			
European Investment Bank							
53,4 MEUR							Jun
							Jun

Revised outlook 2009

- We expect organic revenue growth of 2 -3 % in 2009
- We expect pre tax profit excluding integration cost related to Datascope acquisition to grow by approximately 25%

Questions & Answers