

SEB ENSKILDA NORDIC SEMINAR

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Copenhagen

12 January, 2011

A rapidly expanding medical technology company

Medical Systems



MAQUET
GETINGE GROUP

Extended Care



ARJOHUNTLEIGH
GETINGE GROUP

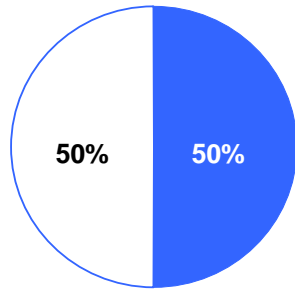
Infection Control



GETINGE
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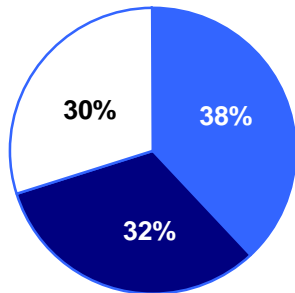
Medical Systems

Revenue, SEK billion: 8.5



Revenues by category

- Capital Equipment
- Recurring revenues



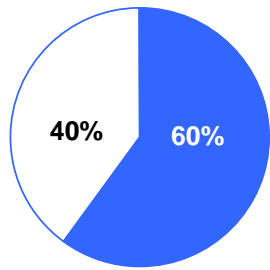
Revenues by geography

- Western Europe
- North America
- RoW



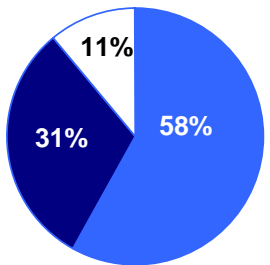
Extended Care

Revenue, SEK billion: 6.2



Revenues by category

- Capital Equipment
- Recurring revenues



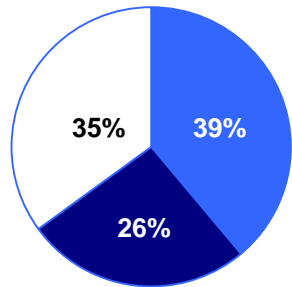
Revenues by geography

- Western Europe
- North America
- RoW



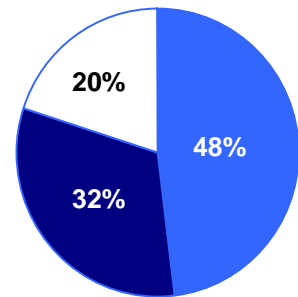
Infection Control

Revenue, SEK billion: 4.7



Revenues by category

- Capital Equipment Health Care
- Capital Equipment Life Science
- Recurring revenues



Revenues by geography

- Western Europe
- North America
- RoW



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

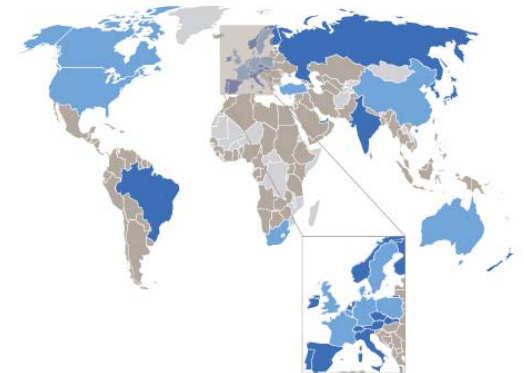
Global leadership



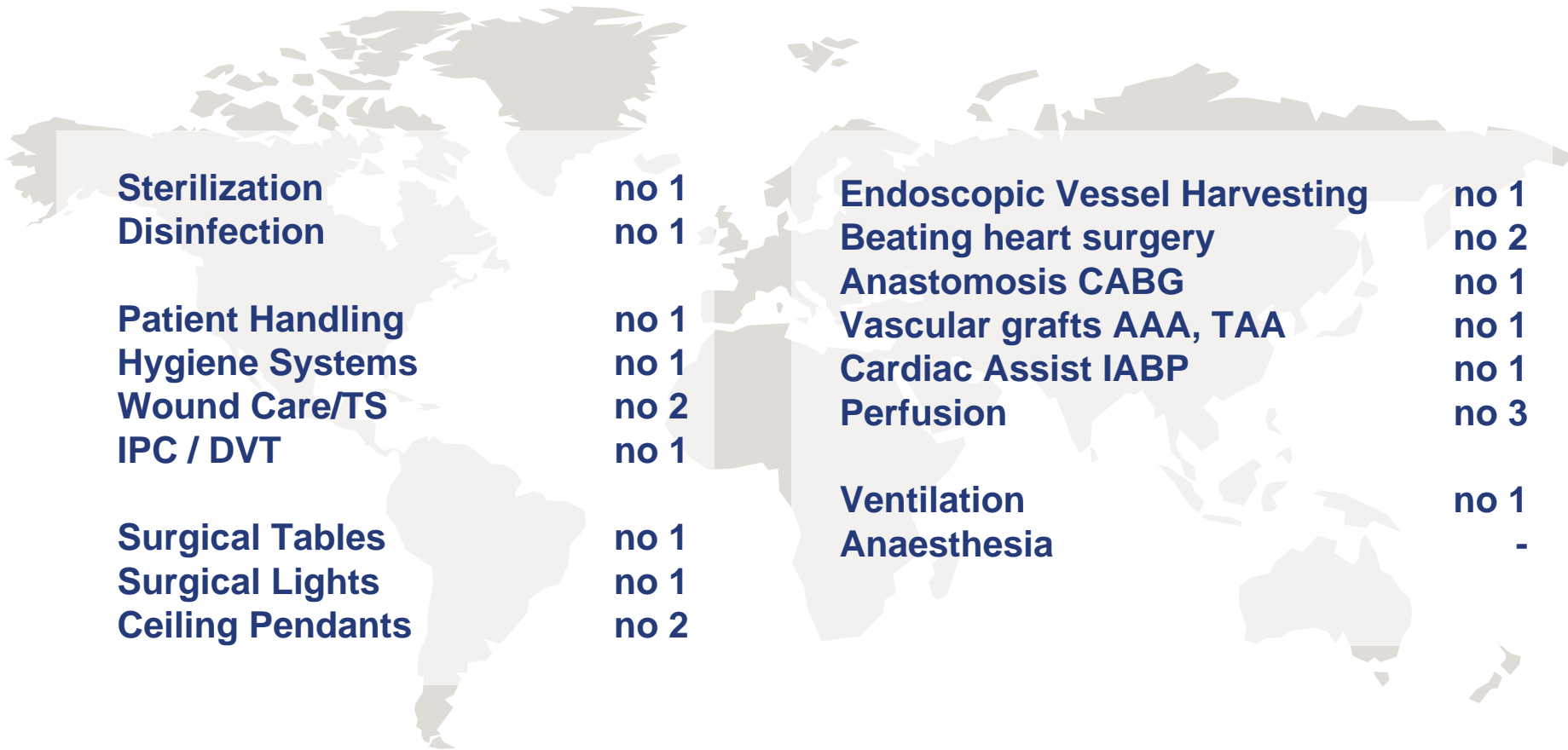
Solution provider



Customer relationships



Global leadership



Solution provider

Medical Systems



Integrated solutions for surgical interventions

Integrated solutions for cardiac and vascular surgery

Life supporting technologies for critical care

Extended Care



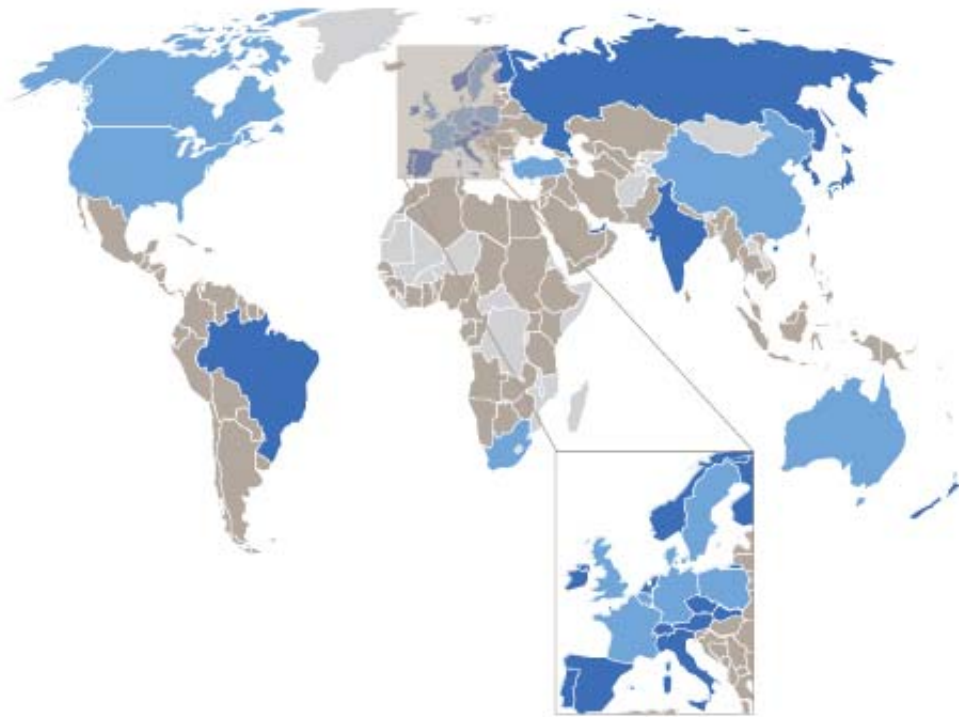
Integrated solutions for health care ergonomics

Infection Control



Integrated infection control solutions

Customer relationships



Number of markets	40
Sales companies	92
Sales representatives	1 500
Service engineers	2 350

Recent structural changes have improved our earnings quality

- Enhanced exposure to therapeutic disciplines
- Reduced dependence on capital equipment sales
- Systematic investments in the Group's sales organisation in emerging economies



DRIVERS FOR PROFITABLE GROWTH

Good growth potential

- Revenue synergies from recent major acquisitions
- R&D investments in recent years have significantly increased our available markets
- We will continue to invest in proprietary sales channels in emerging economies



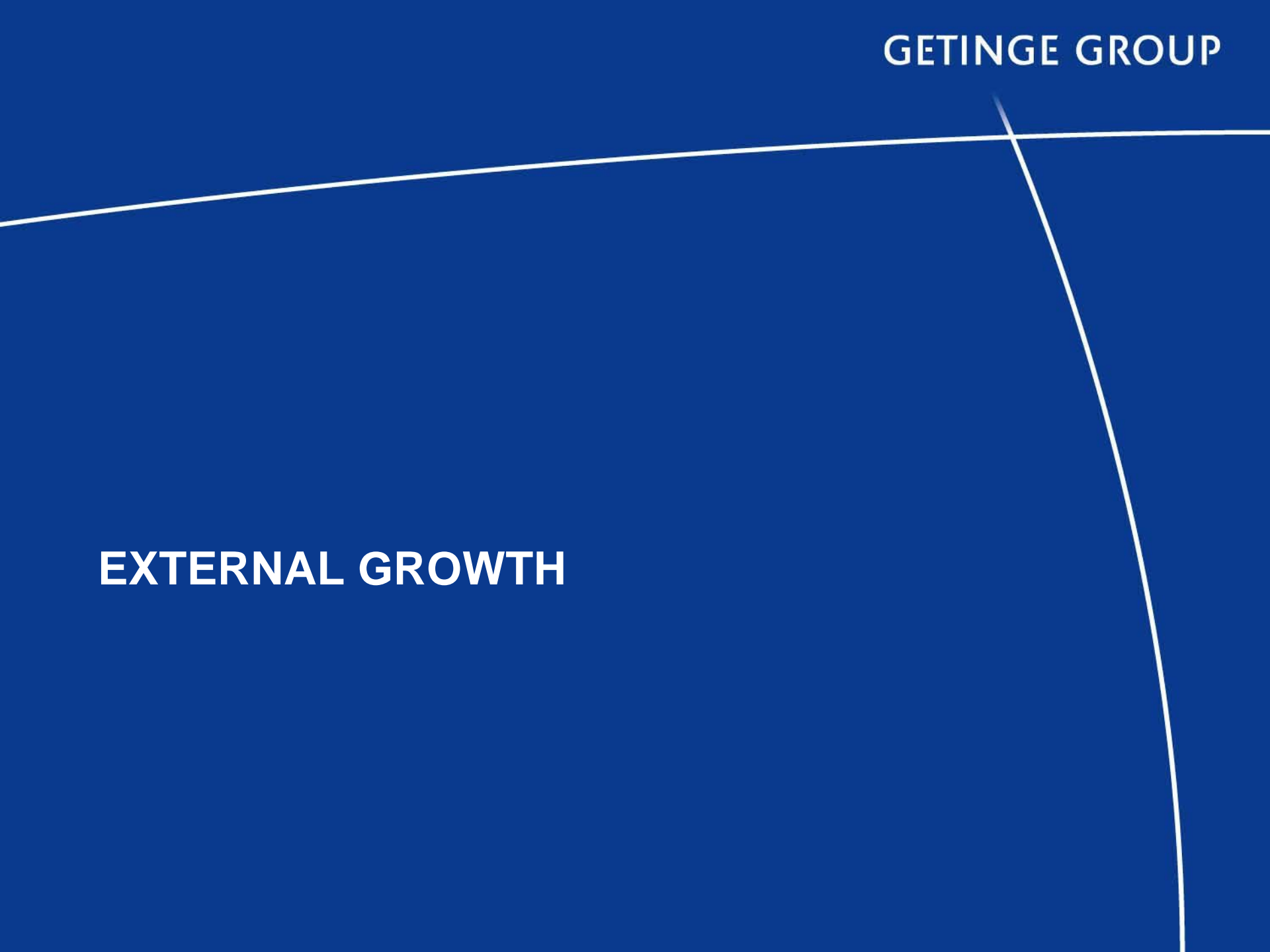
We expect EBITA margins to continue to improve in future years

- New and pending product introductions are associated with higher gross margins
- Significant scope for further cost improvements in our supply chain



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EXTERNAL GROWTH



External Growth

Reinforcing existing leadership positions

- We expect bolt-on acquisitions to add approximately. 2% growth per year.

Focus: New technology and geographic expansion

Strengthening our capabilities as a solution provider

- We expect acquisitions of new and leading product lines that will strengthen our capacities as a solution provider to add 6-8% growth per year.

Focus: Increased exposure to therapeutic devices and recurring revenue streams, build on *Surgical Workplaces* platform, broaden *Cardiovascular* franchise.

GROUP FINANCIAL TARGETS

Getinge Group financial targets

- Pre-tax earnings: Average growth of 15% per year
- Long-term organic revenue growth: 5% (next 3-5 years 2% above market, i.e 7%)
- Cash conversion: 60-70% of EBITDA
- EBITA margin: ~ 20%

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



2010

- Additional restructuring activities in the fourth quarter amounting to SEK 108 million, pertaining to the Medical Systems business area.
- In total, restructuring expenses for the 2010 fiscal year will amount to SEK 180 million.
- Closure of Hirrlingen production unit in Germany to result in annual savings of approximately SEK 60 million as of 2012.
- We expect pre-tax earnings to amount to slightly more than SEK 3,100 million, which is in line with the earnings forecast provided in conjunction with the report for the third quarter.

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QUESTIONS

