

GETINGE



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Capital Markets Day

January 30th , 2007

GETINGE



GETINGE

... a rapidly expanding
healthcare company

AGENDA

- Review of 2006
- Strategic direction
- Financial targets
- Group priorities
- Outlook 2007





Review 2006

2006 - a year of investments for a competitive tomorrow:

- Improved market coverage in developing economies
- Strengthened market and sales organisations in USA to capture market shares
- Increased investments in new product development
- Restructuring of plant and production structure
- Integration of La Calhène

Organic order intake 2006

By Business Area

Medical Systems	13,5 %	
Infection Control	6,1 %	
Extended Care	1,3 %	7,2 %*
Total Group	8,0 %	9,6 %*

By geography

West Europe	8,2 %	
North America	3,4 %	9,3 %*
R o W	15,3 %	
Total Group	8,0 %	9,6 %*

*) Adjusted for MOH orders Ontario, Canada


	2006	2005	Change	2006	2005	Change
	Q4	Q4		12 Mon	12 Mon	
Net sales	3 996	3 889	3%	13 001	11 880	9%
EBITDA	922	827	11%	2 271	2 131	7%
Operating profit	840	740	14%	1 936	1 803	7%
Operating margin	21,0%	19,0%		14,9%	15,2%	
Profit before tax	788	693	14%	1 728	1 601	8%



Strategic direction

A person wearing a white lab coat is operating a white medical device. The device has a clear, funnel-shaped container on top and a control panel with several buttons and dials. The person's hands are visible, interacting with the controls. The background is a blurred clinical setting.

Getinge has gained a competitive position in its market that will be further strengthened by current trends

A photograph of a Getinge industrial autoclave. The machine is silver and has its door open, revealing a wire basket inside. The basket contains several large, rectangular items wrapped in blue plastic. The Getinge logo is visible on the front of the machine. The background is a plain, light-colored wall.

Successful healthcare companies in the future will need to be bigger and have broader capability to be regarded as preferred partners.

We will build our future
on the successes
that have brought us to
our current position



Our strategic cornerstones

Market leadership

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

Innovative solutions

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

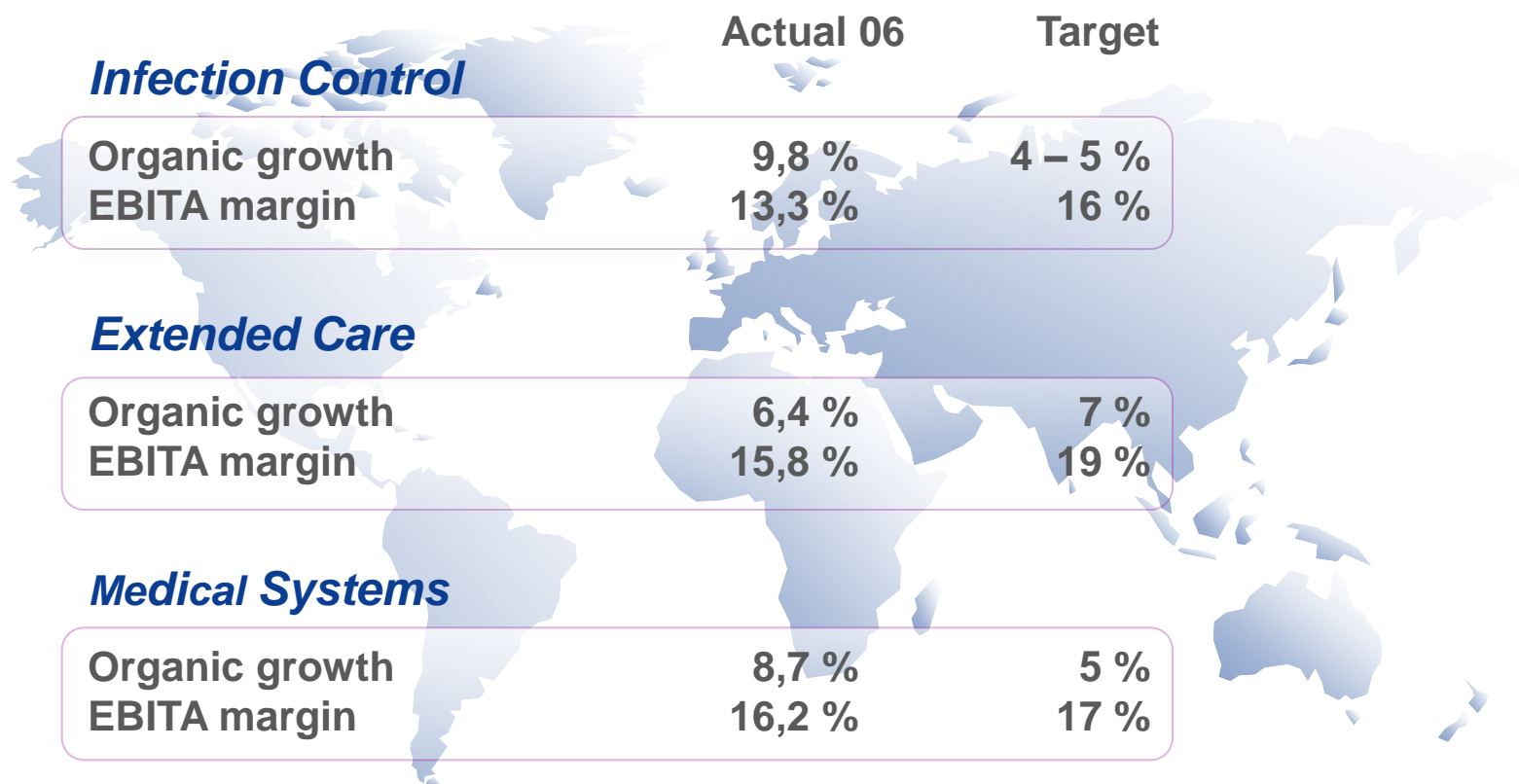


Financial targets

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 17% (current structure)
 - Cash flow generation to sustain an external growth rate of 10 %
- 

Financial targets by Business Area



	Actual 06	Target
<i>Infection Control</i>		
Organic growth	9,8 %	4 – 5 %
EBITA margin	13,3 %	16 %
<i>Extended Care</i>		
Organic growth	6,4 %	7 %
EBITA margin	15,8 %	19 %
<i>Medical Systems</i>		
Organic growth	8,7 %	5 %
EBITA margin	16,2 %	17 %



Group priorities 2007

Group priorities 2007

- Supply chain development
- Internationalization
- Integration of Huntleigh and creation of "new" *Extended Care*
- External growth



A person wearing blue scrubs and white gloves is working on a medical device inside a white cabinet. The device has various tubes and components. The person is looking down at the device.

Supply chain development for improved cost competitiveness and increased rate of innovation

- **Product management / Product Generation Planning**
- **Value creation: R & D, Assembly, Q/A**
- **Plant consolidation / specialization**
- **Production in lower cost regions**
- **Logistics development, SOP-development**



Getinge can improve its organic growth rate by reducing its dependency on markets in Western Europe

- **Investments in own sales infrastructure in developing economies**
- **Strengthen sales and market organization in the US where potential for market share expansion is significant**

Strategic rationale

Huntleigh and Extended Care will together constitute a globally leading player and a major force in institutional bedside management

- Critical mass
- Market leadership
- Cost efficiency
- Platform for enhanced growth



Financial targets new EC

- Organic growth is expected to average 7%
- EBITA-margins are targeted to reach 19% in 2009
(Ebita-margin proforma 2006 was 14,4%)
- Integration charges are expected to amount to 350 MSEK between 2007 and 2009



Infection Control

- Bolt-on acquisitions to add new technologies and to reach new geographies within existing product lines
- New product lines: Consumables

Extended Care

- Bolt-on acquisitions to add new technologies or to build critical mass in existing product lines

Medical Systems

- Bolt-on acquisitions to add new technologies and to reach new geographies within existing product lines
- New product lines: Interventional Cardiology / Cardiac surgery, Endoscopy, Critical Care



Outlook 2007

- We expect demand to remain solid in most geographies and across most product lines
- Revenues will benefit from expanded sales network and new product introduction carried out in 2006
- EBITA margin will be strengthened as a result of structural improvements in the operation carried out in 2006
- Investments in new sales infrastructure, in product development and low cost manufacturing will continue, but at a lower rate than in 2006
- Huntleigh will contribute to operating earnings and will support an expansion of group EBITA margin
- Exchange rate will impact results adversely

Getinge is well positioned

- We have created a competitive position that will be further strengthened by current trends
- Market dynamics remain robust
- Continued investments in market and product development will support improved growth rates
- Supply chain initiatives will strengthen competitiveness
- New *Extended Care*
- Significant opportunities for industry consolidation