

GETINGE



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SEB ENSKILDA NORDIC SEMINAR

Copenhagen 8 January 2009

Agenda

- **The Getinge Group**
- **Financial Review Year to date September 2008**
- **Recent strategic developments**
- **Financial targets and drivers for growth and profitability**



GETINGE

The Getinge Group



Net Sales*	18 006 SEK Million
Associates**	11 632
Sales companies	86
Factories	33
Agents	300



Infection Control



Medical Systems



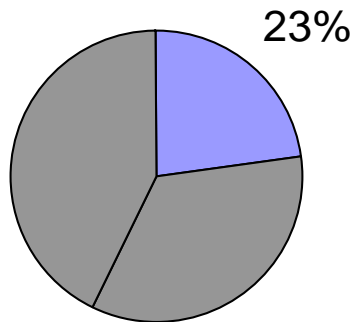
Extended Care

*) 12 months as of September 2008

***) 30 September, 2008

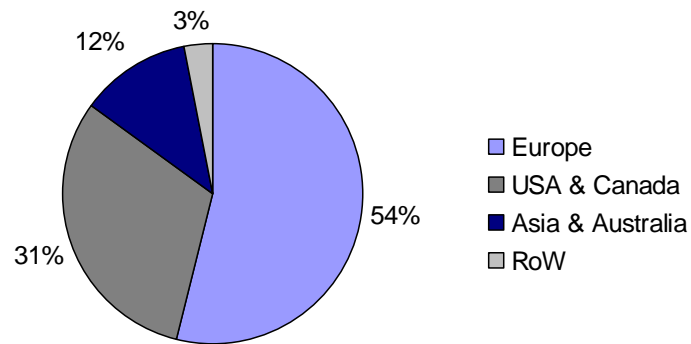
Sterilization, Disinfection

<i>Production units</i>	12
<i>Sales companies</i>	29
<i>R&D costs, % of total sales</i>	2,3



Sales by business area

2008-09-30



Sales by geographic region

2008-09-30



ISOLATOR ISOCYTT FREJA

- **Isolator for in-hospital preparation of pharmaceuticals for oncology**
- **Manufactured by the French company La Calhène**

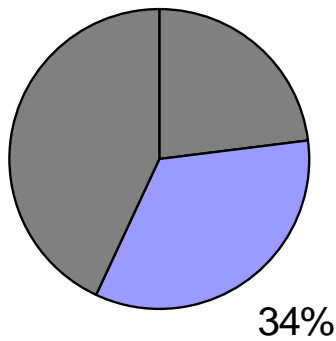


HS66 TURBO STERILIZER

- **Steam sterilizer used in hospitals and laboratories**
- **Significantly improved process time**
- **Meets the world's toughest standards**

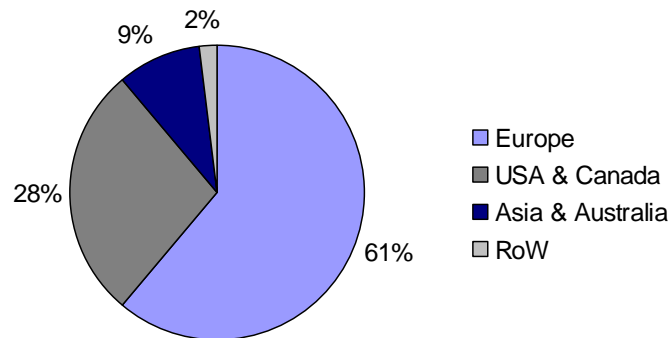
Patient Handling, Hygiene, Wound Care

<i>Production units</i>	11
<i>Sales companies</i>	28
<i>R&D costs, % of total sales</i>	2,2



Sales by business area

2008-09-30



Sales by geographic region

2008-09-30



Wound assist NPWT

- 0,8 Billion EURO fast growing segment in advanced wound care
- Intuitive – easy to use device
- Strong consumables trail
- Leverage European customer relationships

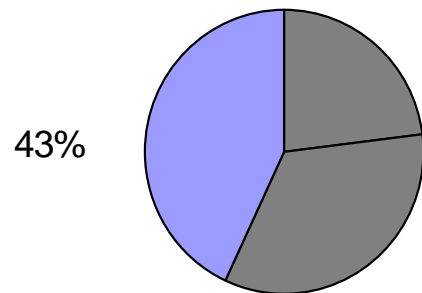


MAXI MOVE

- A mobile patient lifter for demanding care environments
- The business area's most important product in terms of sales
- New features in 2008 – greater competitiveness

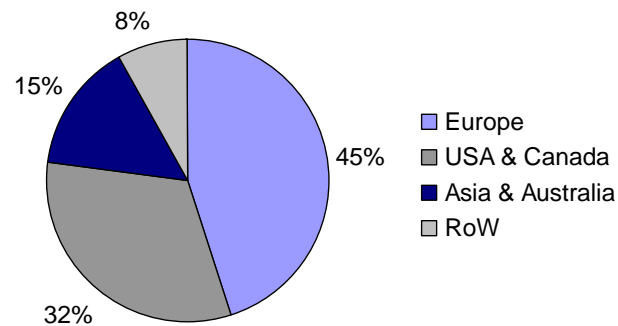
Surgical Workplaces, Cardiovascular, Critical Care

<i>Production units</i>	<i>10</i>
<i>Sales companies</i>	<i>29</i>
<i>R&D costs, % of total sales</i>	<i>8,2</i>



Sales by business area

2008-09-30



Sales by geographic region

2008-09-30





NAVA

- New and unique method of synchronizing mechanical ventilation
- Installed base of Servo-i ventilators can be upgraded with NAVA
- Proprietary patient specific catheter
- Aim – Through clinical studies prove the reduced length of stay

Flow-i

- 550 MEURO global anesthesia market
- Single cost effective platform from mid to high end application
- Unique clinical benefits
- Target >20% global market share





CARDIOHELP

- **Smallest portable heart-lung machine in the world**
- **CARDIOHELP will create new treatment options in intensive and emergency care**
- **Commercial launch H1 2009**

Financial Review

Year to date September 2008



Development of organic order intake

	2008			
	YTD			
	MS	EC	IC	TOT
Europe	10%	4%	-4%	4%
USA and Canada	6%	14%	11%	11%
Asia and Australia	10%	9%	9%	9%
Rest of the world	48%	10%	80%	45%
Total	12%	7%	4%	8%

- *Adj for currency fluctuations and corporate acquisitions*

Group results

	<i>2008</i>	<i>2007</i>	<i>Change</i>
	<i>YTD</i>	<i>YTD</i>	<i>%</i>
Net sales	12 849	11 288	13,8%
Gross margin	49,0%	46,0%	
Operating cost	-4 514	-3 712	21,6%
EBITA before restructuring	2 020	1 581	27,8%
%	15,7%	14,0%	
Restructuring	-147	-230	
Financial net	-547	-376	
Profit before tax	1 089	873	24,7%

▪ *SEK Million*

Balance sheet items

	<i>2008</i>	<i>2007</i>
	<i>YTD</i>	<i>YTD</i>
Operating cash flow	2 316	2 010
Net Debt	14 534	10 285
Equity	8 085	6 060

- *SEK Million*



Recent strategic developments



- **Global leadership**

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

- **Solution provider**

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

The integration of Huntleigh

Cost synergies will exceed targeted 300 Msek p.a.

- **New plant structure in place**
- **Joint sales and marketing organization under a single brand**
- **Improved logistics 3 PL**
- **Common IT Infrastructure 2009 – 2010**

Revenue synergies through channel and product complementarities to drive 7 % organic top line growth for Extended Care from 2009 onward.

Plans and actions in place to generate planned revenue synergies from 2009 onward

- 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



The acquisition of Datascope is consistent with Getinge's ambition of building a leading Cardiovascular position with focus on:

- Cardiac Surgery
- Vascular Interventions
- Cardiac Assist (short – long term)



Datascope retains over 70 % of the global market for
Counterpulsation therapy



Intra Aortic Baloon Pumps



Baloon Catheters

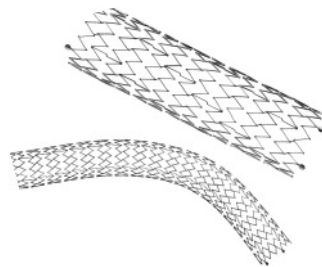


Vascular Closure Devices

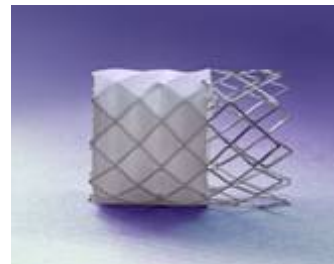
Datascope has a strong product portfolio and a promising pipeline in the Endovascular Stent and Vascular Surgery market



Vascular Grafts



Peripheral Stents



Stentgrafts

Financial targets and synergies

- We expect revenue synergies from geographical and product complementarities to deliver organic top line growth of 10 % or better
- Elimination of duplication of sales infrastructure in 12 markets in North America, Europe and Asia
- Redundant HQ structure
- Elimination of US listings

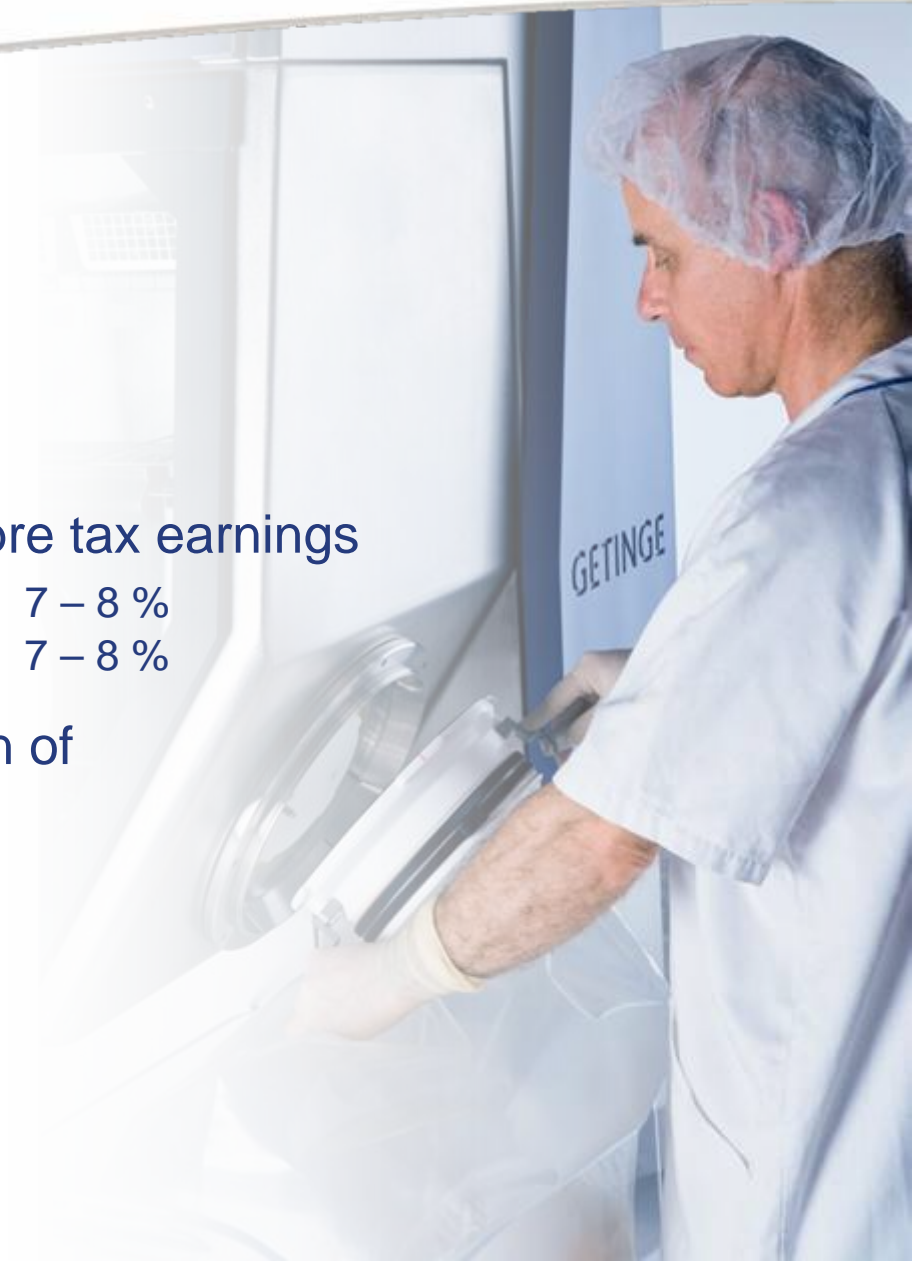
The Datascope acquisition will contribute to pre tax profit from 2010.

Financial Targets and drivers for growth and profitability



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 %



Growth Drivers

Getinge believes it can generate growth above market rates in the medium term

- Increased exposure to faster growing economies through investments in sales infrastructure in emerging markets
- Expansion of available market through product innovation and development
- Cross selling synergies from recent acquisitions

Drivers for expanding operating margins

- Cost based synergies from recent acquisition in combination with declining restructuring costs
- Initiatives to improve our existing supply-chain and structure
- Acquisition of businesses with higher operating margins

Next interim report

26 January, 2009

Questions & Answers

