

## **GETINGE Interim Report**

1 January – 30 September 2008

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## THE GETINGE GROUP Q3 2008 HIGHLIGHTS

- Strong order intake across all business areas
- Continued expansion of EBITA margin
- Good performance by newly acquired Cardiac and Vascular Surgery divisions
- Public bid for Datascope Corp. USA
- Enlarged share issue from approximately 1 to approximately 2 billion SEK to increase Getinge's financial flexibility and capacity to capture M/A opportunities short term



# THE GETINGE GROUP

## Q3 2008 DEVELOPMENT OF ORGANIC ORDER INTAKE

	2008				2008			
	Q3				YTD			
	MS	EC	IC	TOT	MS	EC	IC	TOT
Europe	11%	0.5%	4%	5%	10%	4%	-4%	4%
USA and Canada	15%	31%	8%	19%	6%	14%	11%	11%
Asia and Australia	18%	-2%	4%	9%	10%	9%	9%	9%
Rest of the world	5%	67%	121%	27%	48%	10%	80%	45%
Total	12%	11%	7%	10%	12%	7%	4%	8%

- *Adj for currency fluctuations and corporate acquisitions*

# THE GETINGE GROUP

## Q3 2008 RESULTS

GETINGE

- Continued good performance by newly acquired Cardiac and Vascular surgery divisions
- Synergies from Huntleigh integration
- EBITA margin expansion in line with targets
- Negative currency impact of 61 MSEK in Q3

	2008 Q3	2007 Q3	Change %	2008 YTD	2007 YTD	Change %
Net sales	<b>4 290</b>	3 844	11,6%	<b>12 849</b>	11 288	13,8%
Gross margin	<b>47,1%</b>	44,3%		<b>49,0%</b>	46,0%	
Operating cost	<b>-1 470</b>	-1 241	18,5%	<b>-4 514</b>	-3 712	21,6%
EBITA before restructuring	<b>631</b>	500	26,2%	<b>2 020</b>	1 581	27,8%
%	<b>14,7%</b>	13,0%		<b>15,7%</b>	14,0%	
Restructuring	<b>-28</b>	-110		<b>-147</b>	-230	
Financial net	<b>-190</b>	-132		<b>-547</b>	-376	
Profit before tax	<b>334</b>	221	51,1%	<b>1 089</b>	873	24,7%

▪ SEK Million

# MEDICAL SYSTEMS

## Q3 2008 RESULTS

- Continued good performance by Cardiac and Vascular Surgery divisions
- EBITA margin expansion
- Negative currency impact of 27 MSEK in Q3

	2008 Q3	2007 Q3	Change %	2008 YTD	2007 YTD	Change %
Net sales	<b>1 844</b>	1 445	27,6%	<b>5 486</b>	4 130	32,8%
Gross margin %	<b>55,6%</b>	50,2%		<b>57,0%</b>	52,2%	
Operating cost	<b>-737</b>	-522	41,2%	<b>-2 256</b>	-1 532	47,3%
EBITA before restructuring	<b>337</b>	205	64,4%	<b>1 011</b>	627	61,2%
%	<b>18,3%</b>	14,2%		<b>18,4%</b>	15,2%	
Restructuring	<b>-14</b>			<b>-59</b>		

- SEK Million

## MEDICAL SYSTEMS Q3 2008 HIGHLIGHTS

- Public offer to acquire Datascope Corp. USA
- Integration of Cardiac and Vascular Surgery divisions on track
- CARDIOHELP creates new treatment options in interventional cardiology, emergency care and intensive care
- FLOW-I on target for 2009 Q2 launch at ESA



## EXTENDED CARE Q3 2008 RESULTS

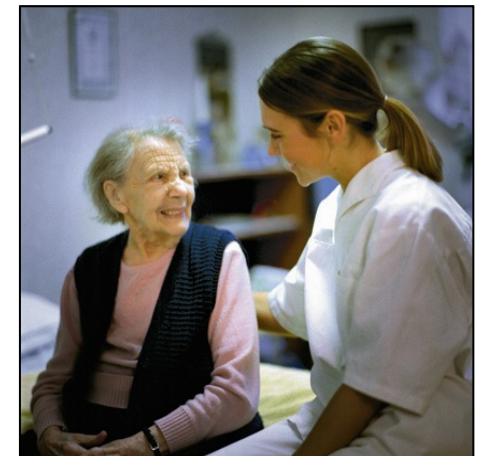
- Good organic revenue growth
- Contribution from Huntleigh related synergies
- EBITA-margin expansion
- Negative currency impact of 20 MSEK in Q3

	2008 Q3	2007 Q3	Change %	2008 YTD	2007 YTD	Change %
Net sales	<b>1 441</b>	1 432	0,6%	<b>4 344</b>	4 274	1,6%
Gross margin %	<b>44,6%</b>	44,1%		<b>47,5%</b>	45,8%	
Operating cost	<b>-463</b>	-481	-3,7%	<b>-1 442</b>	-1 433	0,6%
EBITA before restructuring	<b>207</b>	182	13,7%	<b>708</b>	610	16,1%
%	<b>14,4%</b>	12,7%		<b>16,3%</b>	14,3%	
Restructuring	<b>-13</b>	-109		<b>-85</b>	-229	

- SEK Million

## EXTENDED CARE Q3 2008 HIGHLIGHTS

- Huntleigh integration nears completion. Targeted savings exceeded.
- Launch of new MAXI MOVE Family. Improved functionality and competitiveness
- Hot Track ceiling lift





# INFECTION CONTROL

## Q3 2008 RESULTS

- Continued improvement in gross margin in constant currencies
- Negative currency impact of 12 MSEK in Q3
- Increase in operating costs related to management reinforcements and geographical expansion

	2008 Q3	2007 Q3	Change %	2008 YTD	2007 YTD	Change %
Net sales	<b>1 006</b>	967	4,0%	<b>3 018</b>	2 884	4,6%
Gross margin %	<b>35,2%</b>	35,9%		<b>36,6%</b>	37,4%	
Operating cost	<b>-270</b>	-237	13,9%	<b>-816</b>	-748	9,1%
EBITA before restructuring	<b>87</b>	113	-23,0%	<b>301</b>	343	-12,2%
%	<b>8,6%</b>	11,7%		<b>10,0%</b>	11,9%	
Restructuring	<b>-1</b>			<b>-3</b>		

- SEK Million

# INFECTION CONTROL Q3 2008 HIGHLIGHTS

- Acquisition of Subtil Crepieux in France
- Continued geographical expansion: 4th regional office in China (Xian)
- ISOCYT Freja isolator for oncology applications launched



# THE GETINGE GROUP FINANCIALS

	<i>2008</i>	<i>2007</i>	<i>2008</i>	<i>2007</i>
	<i>Q3</i>	<i>Q3</i>	<i>YTD</i>	<i>YTD</i>
Operating cash flow	<b>604</b>	698	<b>2 316</b>	2 010
Net Debt			<b>14 534</b>	10 285
Equity			<b>8 085</b>	6 060

- *SEK Million*

# THE GETINGE GROUP MATURITY OF DEBTS

Lender/Facility	Q4 2008	2009	2010	2011	2012	2013	2014	2015
<b>USA Private Placement</b>								
100 MUSD	→ Nov							
100 MUSD			→ Nov					
50 MUSD						→ Nov		
<b>Bridge Financing Datascope SEB</b>								
865 MUSD			→ Mar					
<b>Syndicated Credit Facility with 7 banks</b>								
332,5 MEUR					→ Jun	→ Jun		
<b>Syndicated Credit Facility with 9 banks</b>								
810 MEUR					→ Apr			
<b>Nordic Investment Bank</b>								
500 MSEK								→ Jun
<b>European Investment Bank</b>								
53,4 MEUR								→ Jun

## THE GETINGE GROUP

### Q3 2008 OUTLOOK

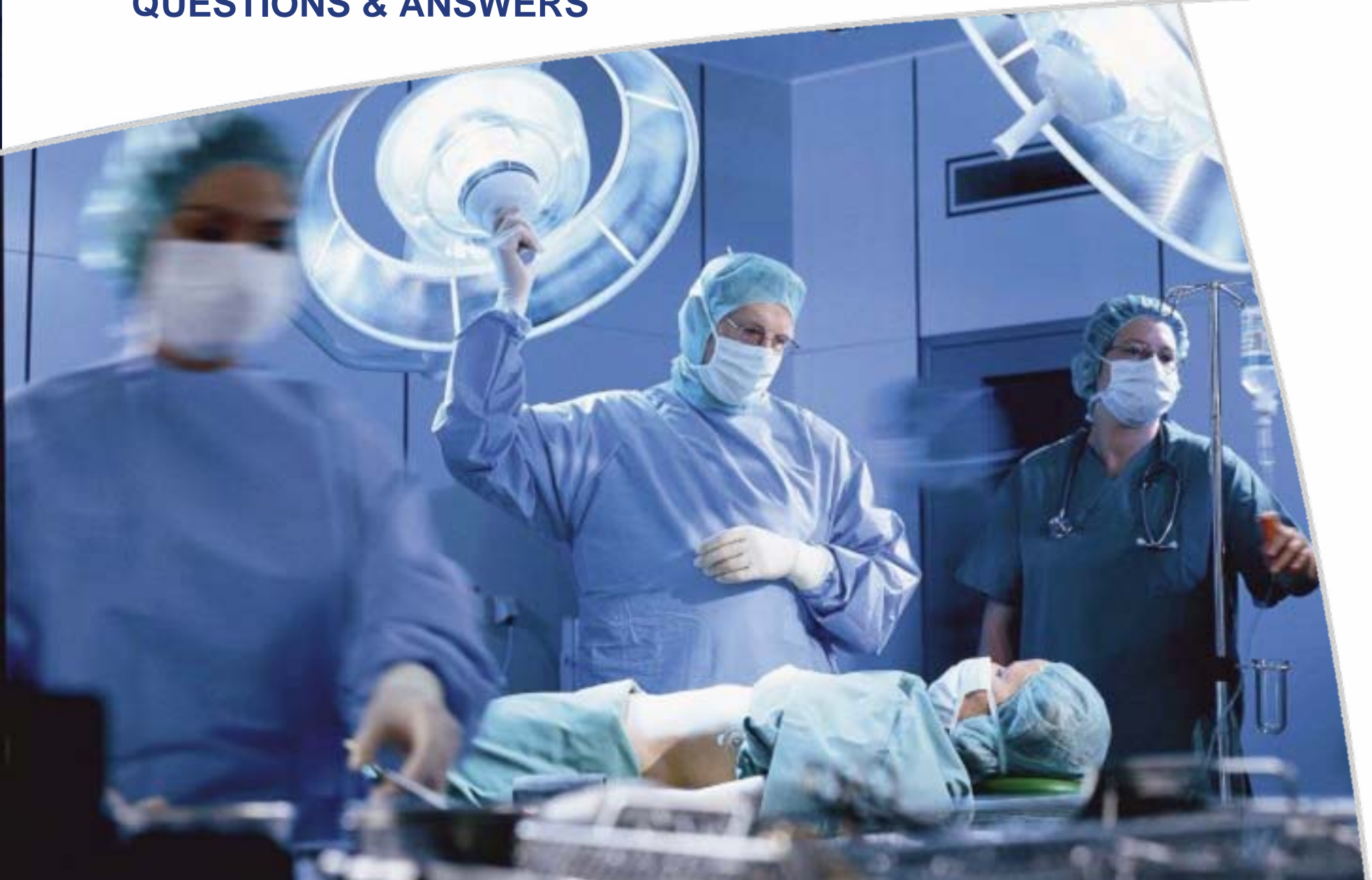
The development during the quarter did not result in any revision of the Group's earnings outlook for the year.

A weaker earnings growth within Infection Control is offset by better performance in Extended Care and Medical Systems.

The Group continues to anticipate organic invoicing growth in line with the 2007 level, while the EBITA margin continues to strengthen, also excluding the Cardiac and Vascular Surgery divisions, which are expected to contribute to earnings before tax already in the current year.

**THE GETINGE GROUP**  
**QUESTIONS & ANSWERS**

**GETINGE**



## THE GETINGE GROUP

### FORWARD LOOKING INFORMATION

This document contains forward-looking information based on the current expectations of the Getinge Group's management. Although management deems that the expectations presented by such forward-looking information are reasonable, no guarantee can be given that these expectations will prove correct. Accordingly, the actual future outcome could vary considerably compared with what is stated in the forward-looking information, due to such factors as changed conditions regarding business cycles, market and competition, changes in legal requirements and other political measures, and fluctuations in exchange rates.