

GETINGE GROUP

Carnegie Nordic Health Care Seminar

Johan Malmquist, CEO

24 March, 2010

A rapidly expanding medical technology company

Medical Systems



MAQUET
GETINGE GROUP

Extended Care



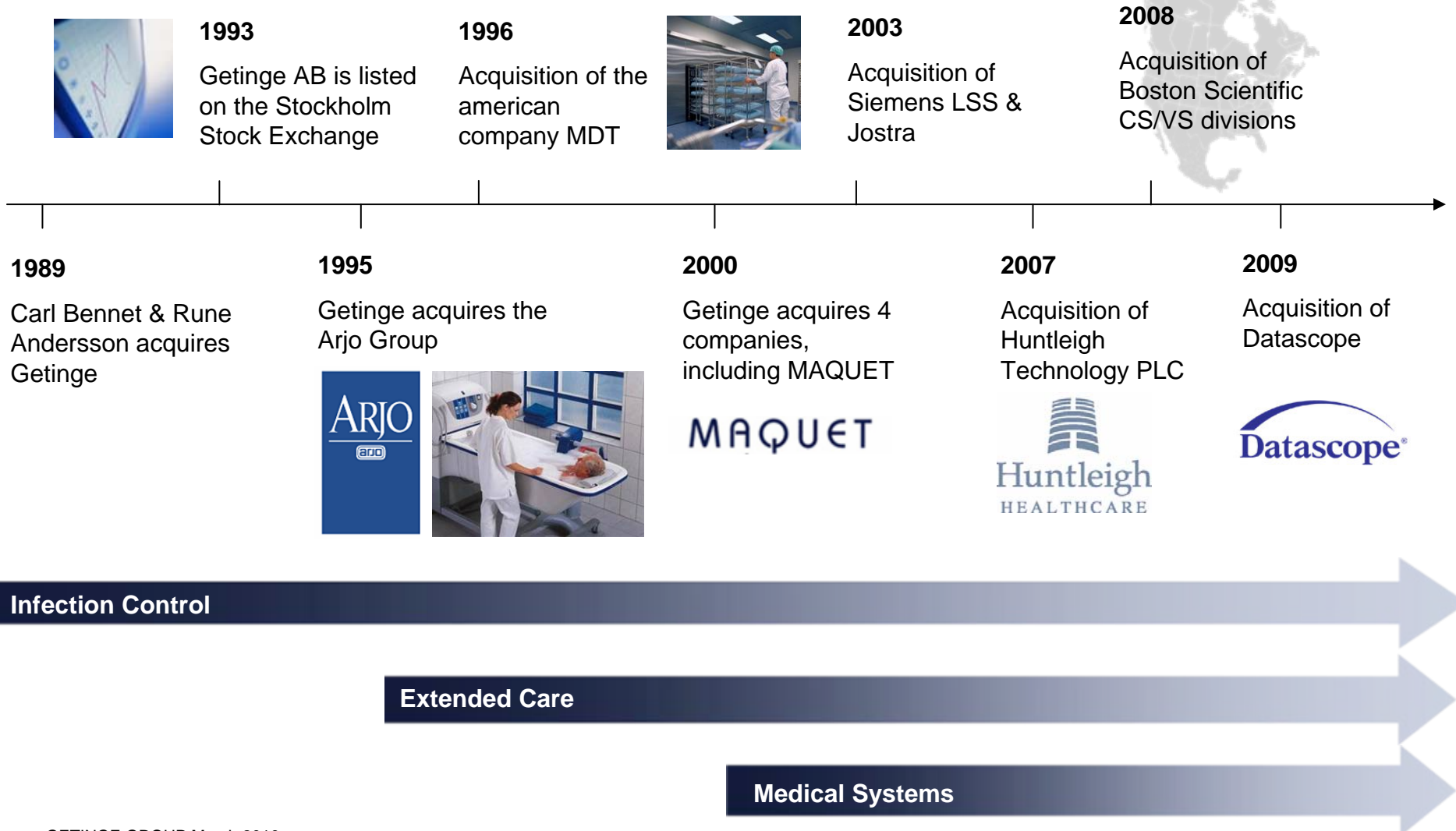
ARJOHUNTLEIGH
GETINGE GROUP

Infection Control

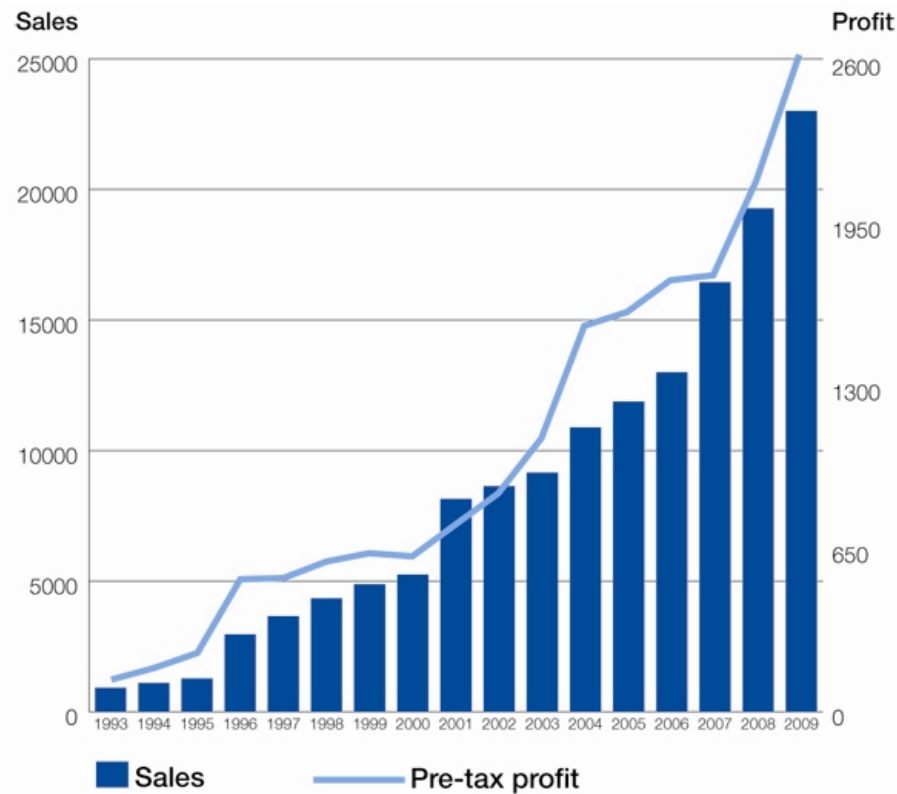


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A rapidly expanding medical technology company



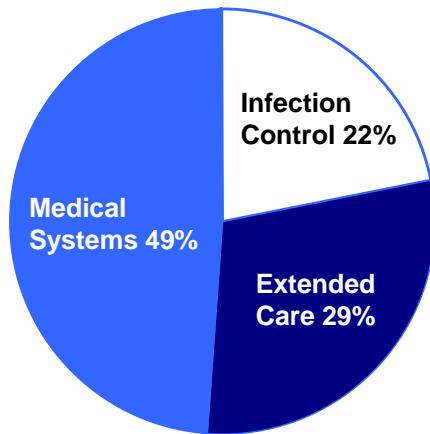
Continuous growth 1993 – 2009



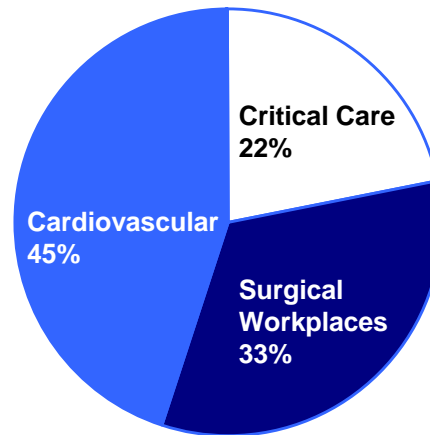
CAGR Revenue: 22 %
 CAGR Profit before tax: 21 %
 CAGR Organic growth: 6 - 7 %

Getinge Group 2009

Revenue: SEK 23 billion
Associates: 12 100



Revenue by Business Area



Revenue by division in Medical Systems



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STRATEGIC DIRECTION

Well positioned

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

- Market testing/privatization
- Activity based reimbursement
- Focus on core competencies



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

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 channels whenever justifiable.

Strategic direction

Global leadership

Integrated solutions

Sterilization
Disinfection

no 1
no 1

Patient Handling
Hygiene Systems
Wound Care/TS
IPC / DVT

no 1
no 1
no 2
no 1

Surgical Tables
Surgical Lights
Ceiling Pendants

no 1
no 1
no 2

EVH
Beating heart surgery
Anastomosis CABG
Vascular grafts AAA, TAA
Cardiac Assist IABP

no 1
no 2
no 1
no 1
no 1

Ventilation
Anaesthesia

no 1
-



Integrated
Infection Control
solutions

Integrated solutions
for health care
ergonomics

Integrated solutions
for surgical
procedures

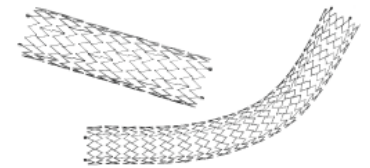
Integrated solutions
for cardiac and
vascular surgery

Integrated
solutions for
critical care

NEW FINANCIAL TARGETS AND HOW WE REACH THEM

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%)
- EBITA margin: ~ 20% (MS: 22%, EC: 19%, IC: 16%)
- Cash conversion: 60-70% of EBITDA



We expect to outgrow the markets we serve by 2 % over the next 3-5 years

- 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

- The acquisitions of Huntleigh, Datascope and the Cardiac and Vascular surgery divisions of Boston Scientific represents SEK 600 – 700 M in annual cost synergies
- New and pending product introductions are associated with higher gross margins
- Faster growing recurring revenue base
- 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.

OUTLOOK 2010

Outlook 2010

- We expect good improvements in organic revenue growth
 - Improving demand situation in USA and emerging markets
 - Stable or somewhat declining demand situation in Europe
- Continued good growth in pre-tax profit
- Restructuring costs will drop significantly in 2010
- Earnings will benefit from favorable currency hedges



A different Getinge

Getinge 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



QUESTIONS & ANSWERS