

SEB ENSKILDA NORDIC SEMINAR

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Copenhagen

8 January, 2010

A rapidly expanding medical technology company

Medical Systems



MAQUET
GETINGE GROUP

Extended Care



ARJOHUNTLEIGH
GETINGE GROUP

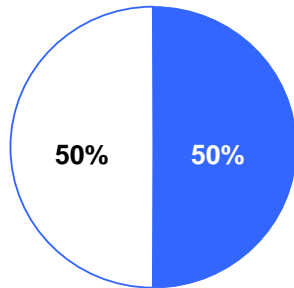
Infection Control



GETINGE
GETINGE GROUP

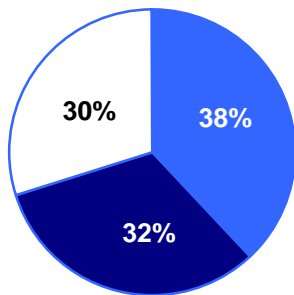
Medical Systems

Revenue, SEK billion: 8.5



Revenues by category

- Capital Equipment
- Recurring revenues



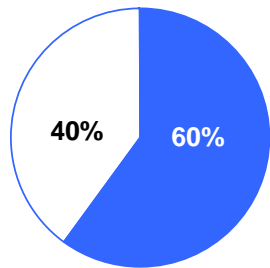
Revenues by geography

- Western Europe
- North America
- RoW



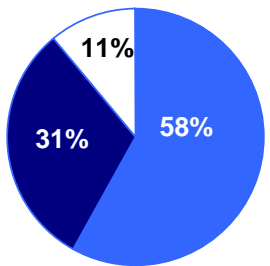
Extended Care

Revenue, SEK billion: 6.2



Revenues by category

- Capital Equipment
- Recurring revenues



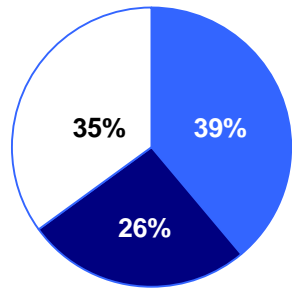
Revenues by geography

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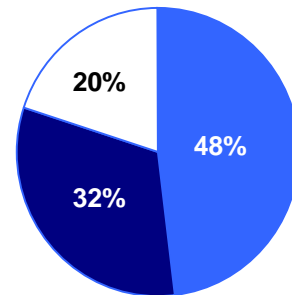
Infection Control

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:

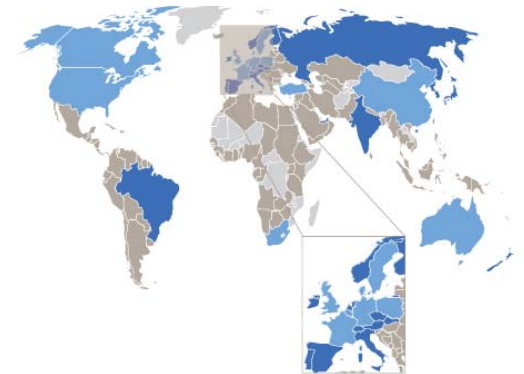
Global leadership



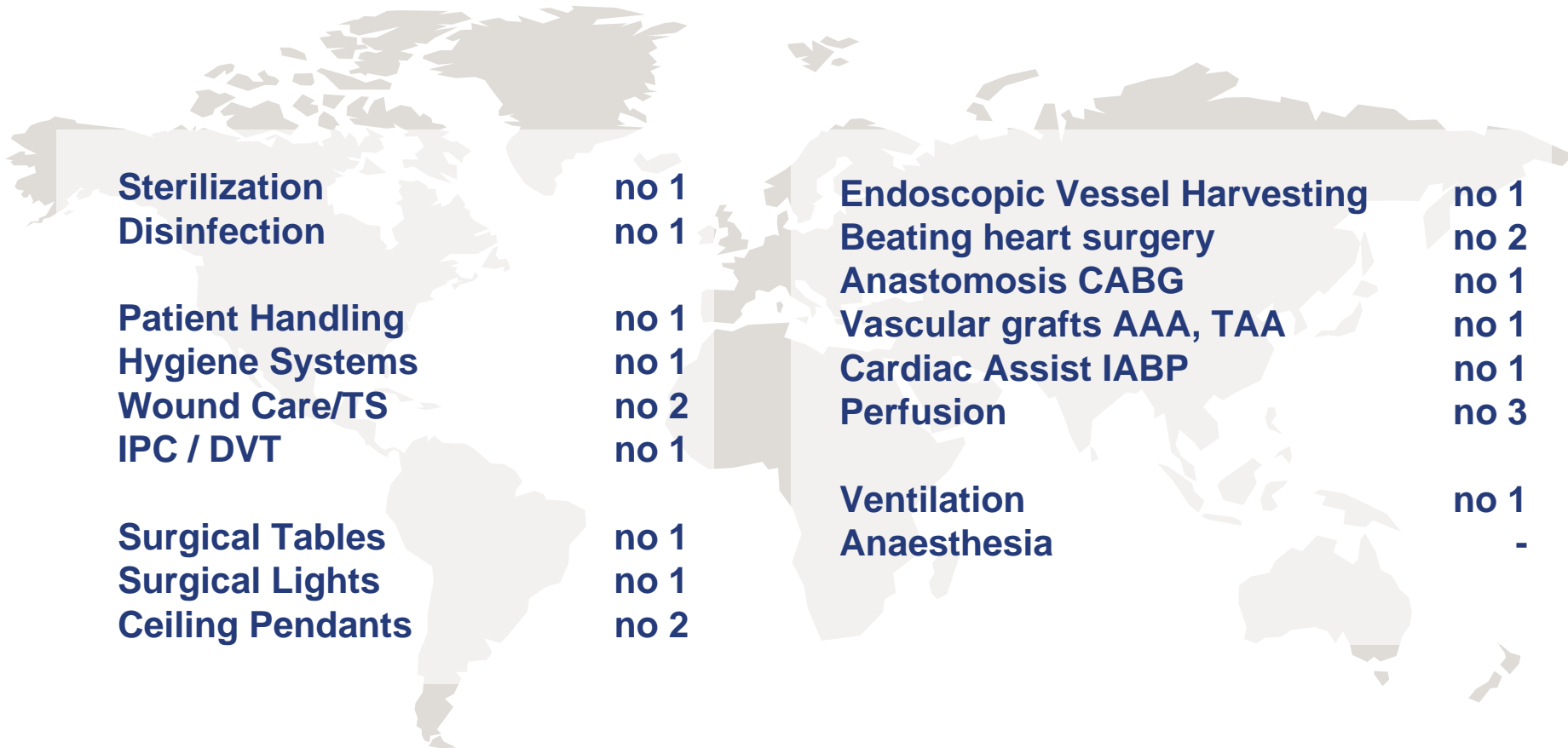
Solution provider



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



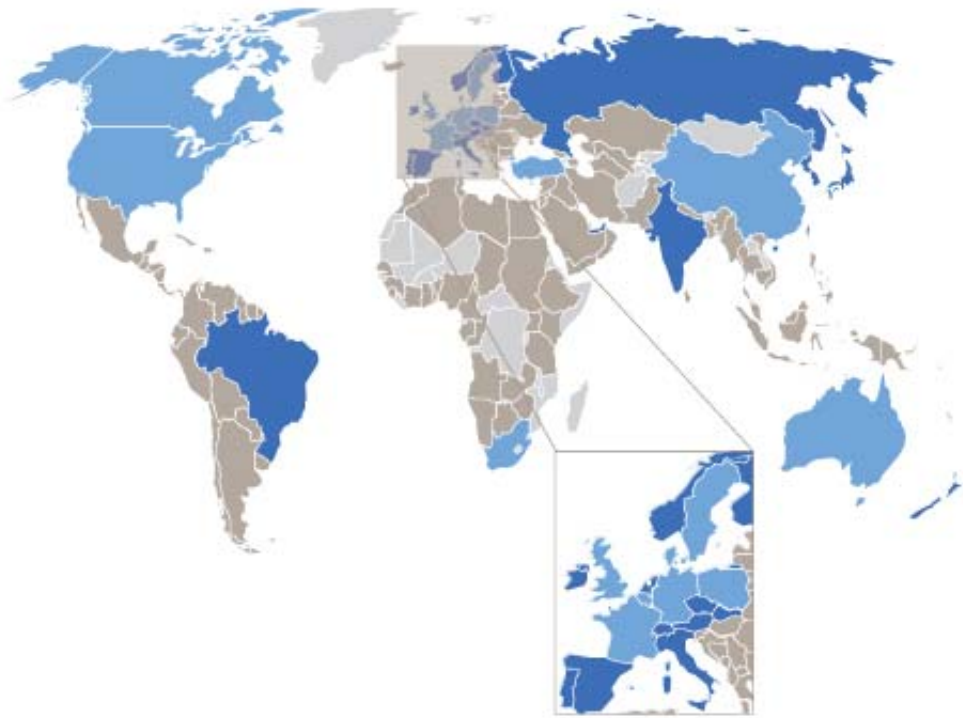
Integrated solutions for health care ergonomics

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

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

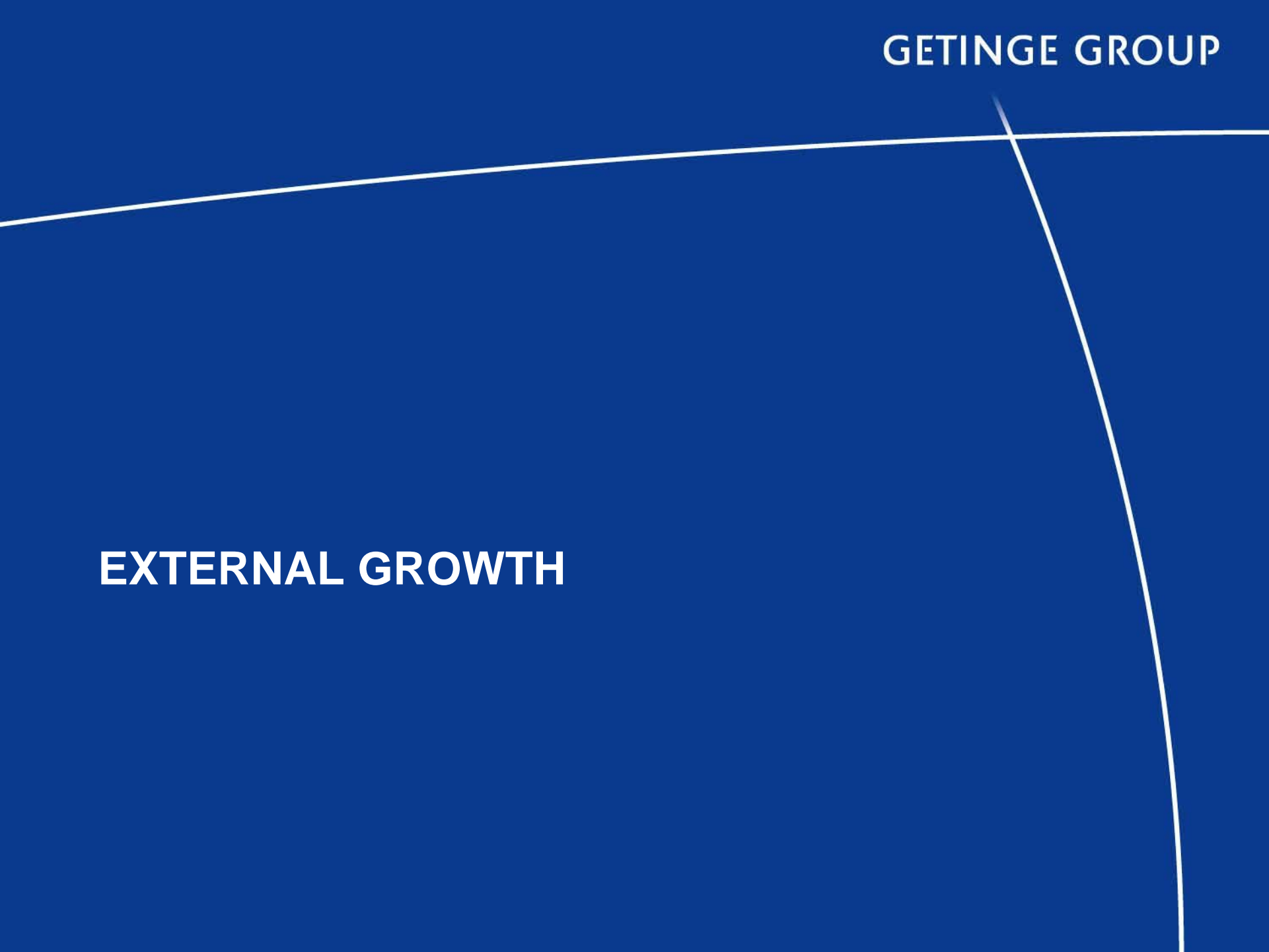


We expect EBITA margins to continue to improve in future years

- 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
- Significant scope for further cost improvements in our supply chain

GETINGE GROUP

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

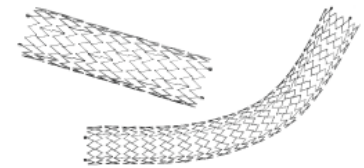
- We expect acquisitions of new and leading product lines that will strengthen our capacities as a solution provider to add 6-8% growth per year.

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

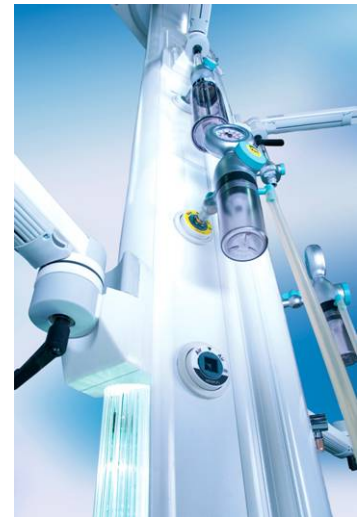
- Pre-tax earnings: Average growth of 15% per year
- Long-term organic revenue growth: 5% (next 3-5 years 2% above market, i.e 7%)
- EBITA margin: ~ 20% (MS: 22%, EC: 19%, IC: 16%)
- Cash conversion: 60-70% of EBITDA



OUTLOOK 2009

Outlook 2009

- We expect organic revenue growth to amount to about. 1% the 2009 financial year.
- We expect pre-tax profit to grow by about 20% compared with the 2008 financial year

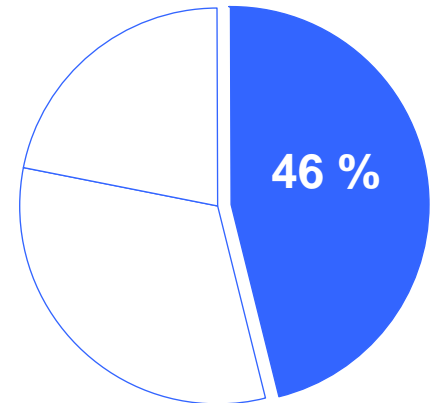


OUTLOOK 2010

Expected market trends 2010

Western Europe

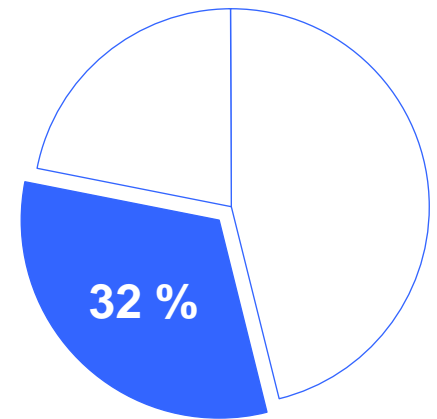
- Continued healthy growth in recurring revenue base. Mid-single digit growth or better.
- Equipment revenue flat to low-single digit growth
- Lower than average growth in Extended Care due to high exposure to UK and Northern Europe
- Medical Systems will benefit from new product introductions (Flow-I and Cardiohelp) and sales synergies from Boston and Datascope acquisitions.



Expected market trends 2010

North America

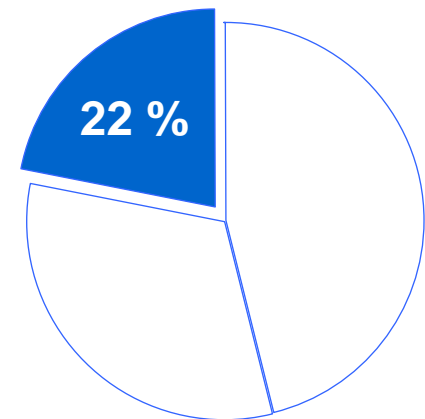
- Recurring revenue growth to improve somewhat in 2010
- Capital equipment revenue to improve from a low base
- Discontinuation of certain unprofitable products in Medical Systems (*Surgical Workplaces*) will lead to declining equipment revenues



Expected market trends 2010

Rest of the World

- We expect growth in equipment and recurring revenue to improve compared to 2009
- Positive effects from revenue synergies and expanding sales coverage



Outlook 2010

- We expect organic revenue growth to improve compared with 2009
- We expect pre-tax profit to grow by double digits



QUESTIONS & ANSWERS