

GETINGE GROUP

Capital Market Day
Stockholm, 8 February 2013

Johan Malmquist, CEO Getinge Group

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OVERVIEW & FUTURE DIRECTION

2

FINANCIAL TARGETS & HOW WE REACH THEM

3

OUTLOOK 2013

GETINGE GROUP

Medical Systems



MAQUET
GETINGE GROUP

Extended Care



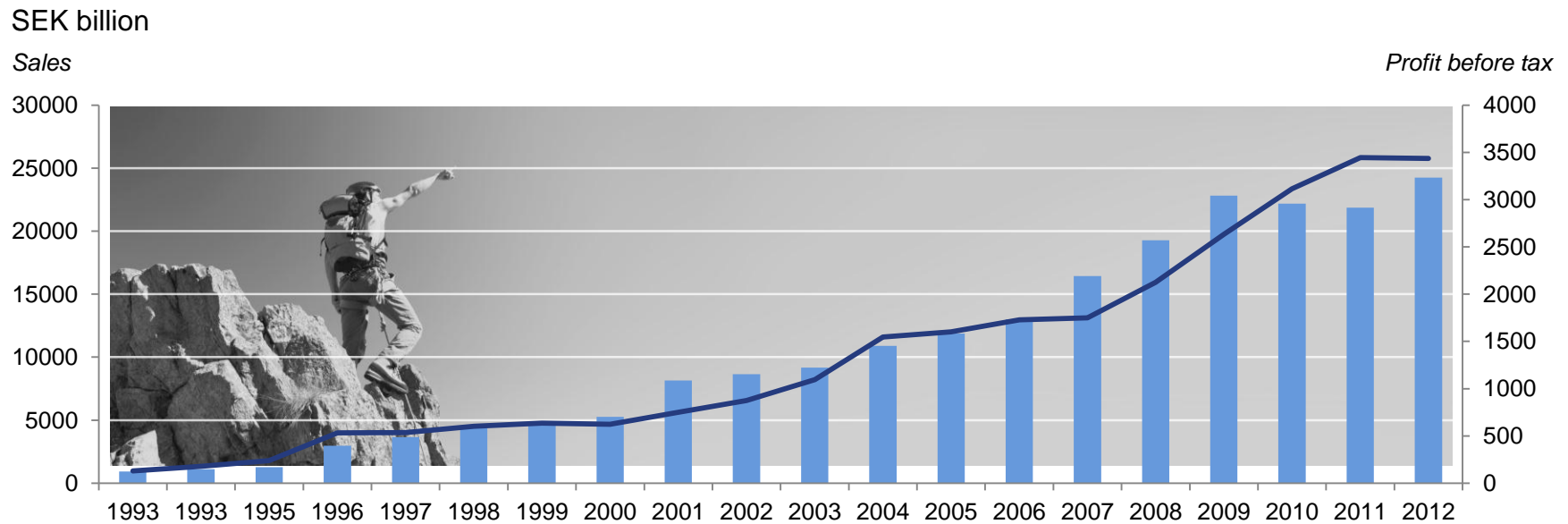
ARJOHUNTLEIGH
GETINGE GROUP

Infection Control



GETINGE
GETINGE GROUP

A successful journey 1993–2012



MAQUET

Heraeus

SIEMENS
medical

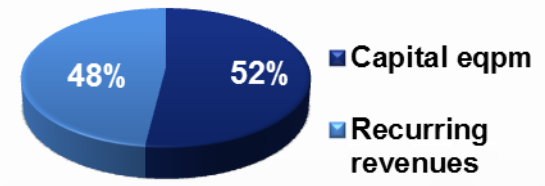
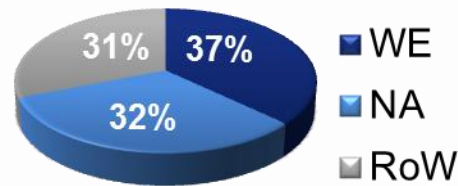
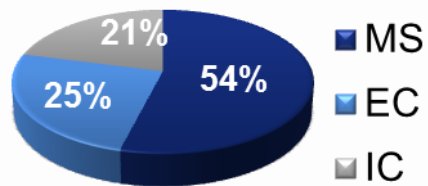
HUNTLEIGH

Boston
Scientific

Datascope®
PATIENT MONITORING

ATRIUM

Getinge Group 2012



| | | | |
|-----------------------------|----------------------|------------------------|---------------------------|
| REVENUES SEK 27 Billion* | ASSOCIATES 14 900 | SALES COMPANIES 113 | MANUFACTURING SITES 25 |
|-----------------------------|----------------------|------------------------|---------------------------|

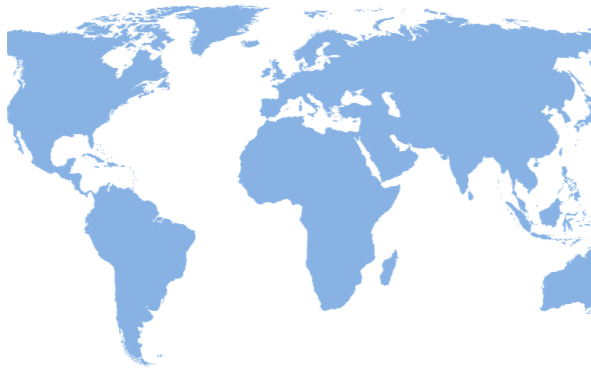
*annualized

Getinge Today

- Competitive Business
- Global Footprint
- Market Leading Positions
- Well Positioned for the Future



Getinge has built a competitive business supported by a robust strategy



GLOBAL LEADERSHIP



SOLUTION PROVIDER



CUSTOMER RELATIONSHIPS

Future Ambition

| GETINGE TODAY | |
|--|-------------------|
| Revenues | SEK 25 Billion |
| Ebita margin | ~20 % |
| Market growth | ~5 % |
| Revenue OUS and OWE as % of total revenue | 31% |



| GETINGE TOMORROW | |
|--|-------------------|
| Revenues | SEK 50 Billion |
| Ebita margin | >22 % |
| Market growth | 6-7 % |
| Revenue OUS and OWE as % of total revenue | 35-40 |

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Getinge Group Financial Targets

- Pre-tax earnings: Average growth of 15% per year
- Organic revenue growth 2% above market growth (normalized market growth ~5%)
- EBITA-margin ~22%
- Cash conversion: 60-70% of EBITDA



Financial Targets

EBITA margin % excl restructuring charges

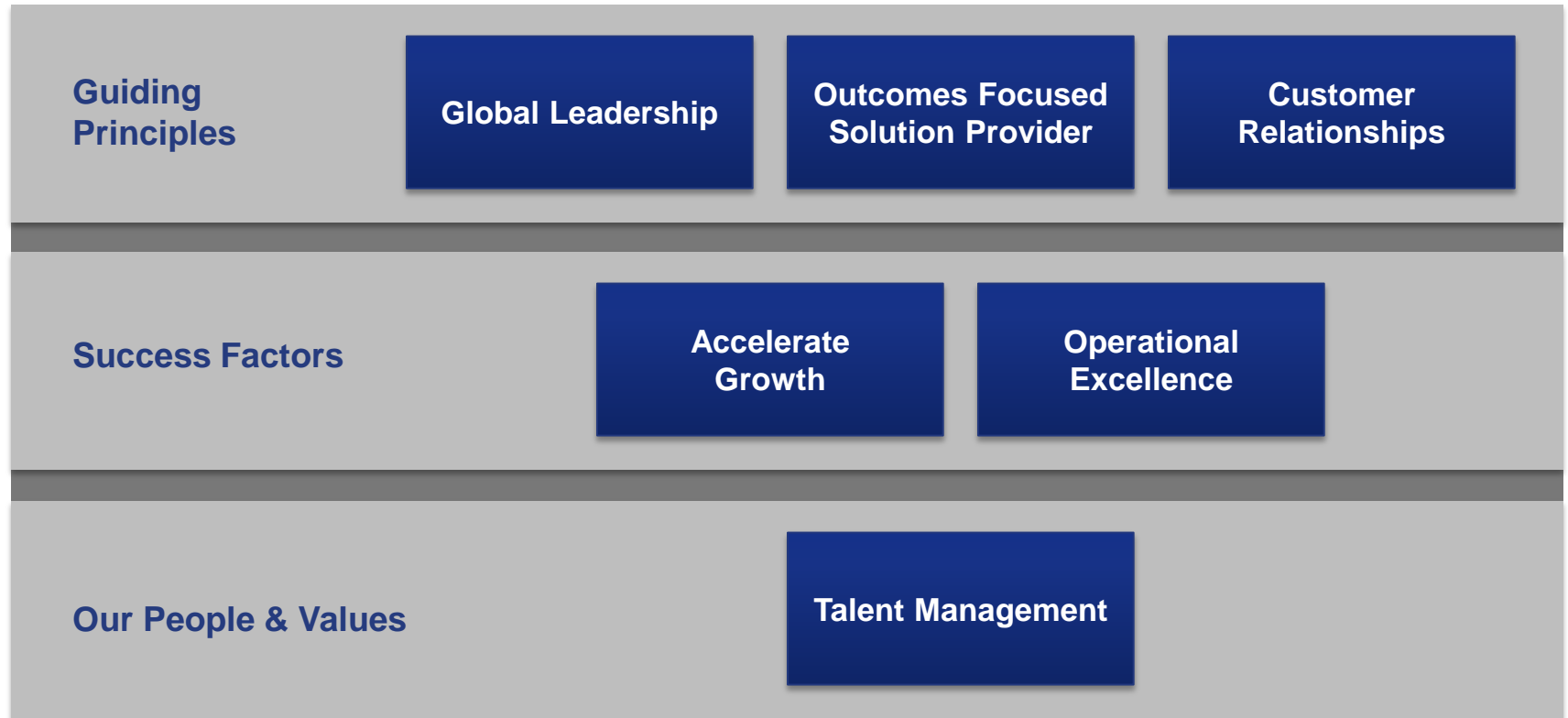
| BUSINESS AREA | 2012 | TARGET 2015 |
|-------------------|--------|-------------|
| MEDICAL SYSTEMS | 22,5 % | 24 % |
| EXTENDED CARE | 21,3 % | 22 % |
| INFECTION CONTROL | 12,2 % | > 16 % |
| GROUP | 20,0 % | ~22 % |

Planned Restructuring Charges

(incl TSS & Atrium)

| BUSINESS AREA | 2013 | 2014 | 2015 | 2016 |
|-------------------|------------|-----------|-----------|------------|
| MEDICAL SYSTEMS | 40 | – | – | – |
| EXTENDED CARE | 240 | 50 | 20 | – |
| INFECTION CONTROL | 190 | 30 | 60 | 160 |
| TOTAL | 470 | 80 | 80 | 160 |

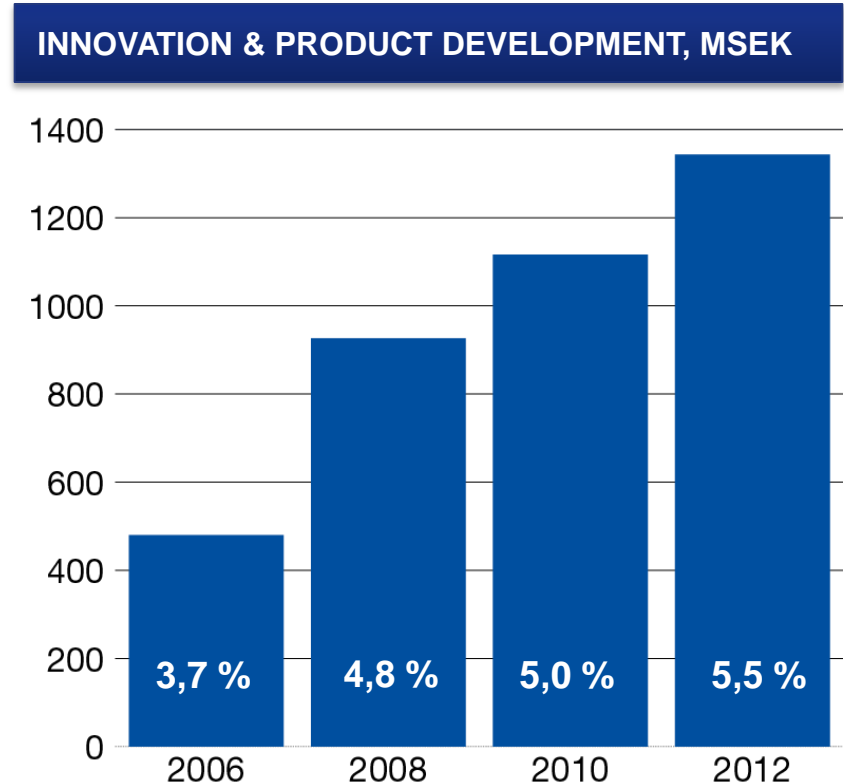
Getinge Strategic Platform



Accelerate Growth

STRENGTHEN INNOVATION SYSTEM:

- More customer centric innovation process
- Create new markets / unmet needs
- Emphasize development of products with unique and proprietary recurring revenue streams
- Proven outcomes
- Strong product pipe-line 2013 onwards



Accelerate Growth

INCREASED EXPOSURE TO EMERGING MARKETS:

- Strengthen existing tier 1 position and develop affordable tier 2 offering
- Continued investment in own sales infrastructure in developing economies
- Building critical mass through acquisitions in relevant developing economies
 - Acare, China
 - Trans, Turkey

| BUSINESS AREA | 2006 | 2008 | 2010 | 2012 | TARGET |
|----------------------------|------|------|------|------|--------|
| % OF GROUP REVEUES | 19% | 22% | 26% | 31% | 35–40% |
| % OF GROUPS ORGANIC GROWTH | 46% | 52% | 152% | 147% | |

Accelerate Growth

EXTERNAL GROWTH

- Bolt-on acquisitions will add approximately 2% growth per annum. Focus on new technologies and geographical expansion within existing product categories.
- Acquisitions of new and leading product lines that reinforces our capacities as a solution provider is expected to add 6–8% growth per annum.
- Acquisitions will support our ambition of increasing our exposure to therapeutic areas, recurring revenue streams and new and faster growing economies



BOLT-ON ACQUISITIONS IN EXISTING PRODUCT CATEGORIES

| | |
|--------------------------|------|
| Sterilization | no 1 |
| Disinfection | no 1 |
| Patient Handling | no 1 |
| Hygiene Systems | no 1 |
| Wound Care/TS | no 2 |
| IPC/DVT | no 2 |
| Surgical Tables | no 1 |
| Surgical Lights | no 1 |
| Ceiling Pendants | no 2 |
| EVH | no 1 |
| Beating heart surgery | no 2 |
| Anastomosis CABG | no 1 |
| Vascular Grafts AAA, TAA | no 1 |
| Cardiac Assist IABP | no 1 |
| Perfusion products | no 3 |
| Covered Stents | no 2 |
| Cardio-thoracic Drainage | no 1 |
| Ventilation | no 1 |
| Anesthesia | – |



ACQUISITIONS OF NEW LEADING PRODUCT LINES

Integrated Infection Control solutions

**Integrated solutions for
health care ergonomics**

**Integrated solutions for
surgical procedures**

**Integrated solutions for cardiac
and vascular interventions**

Integrated solutions for critical care

Operational Excellence

EFFICIENCY

- Ongoing plant consolidation – from 26 to 18
- Outsourcing of non core manufacturing activities
- Manufacturing and sourcing in low cost countries. We expect 30-40 % of our sourcing needs to originate from low-cost countries by 2013 (2012: 23%)
- Improved logistics
- Commercial Excellence program roll-out
- Streamlined administrative processes – shared services
- Leveraging scale across Business Areas in sourcing and shared services

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Outlook 2013

- Good earnings momentum excluding restructuring charges and despite 300 MSEK headwind from Medical Device Tax and less favourable hedging contracts
- Earnings growth will be stronger in H2 than in H1 and earnings in Q1 2013 will be lower than Q1 2012.
- The development of healthcare capex in WE and NA will determine growth outlook for 2013

Outlook 2013

| REGION | PRODUCT CATEGORY | % OF GROUP ORDERS | CHANGE % | 2013 |
|--------|------------------|-------------------|----------|------|
| WE | CAPITAL | 17% | -10% | |
| | RECURRING | 20% | 3% | ~3% |
| NA | CAPITAL | 11% | -6% | |
| | RECURRING | 21% | 5% | ~5% |
| ROW | CAPITAL | 23% | 15% | >10% |
| | RECURRING | 8% | 9% | ~10% |
| TOTAL | CAPITAL | 51% | 1% | 0–5% |
| | RECURRING | 49% | 5% | ~5% |