

GETINGE GROUP



# GETINGE GROUP

## Interim Report

January – September 2011

20 October 2011

Johan Malmquist, CEO

Ulf Grunander, CFO

## Q3 2011 - Trends in organic order intake

	2011				2011			
	Q3				YTD			
	MS	EC	IC	TOT	MS	EC	IC	TOT
Western Europe	8,1%	-2,5%	0,0%	<b>2,5%</b>	3,5%	-5,4%	0,4%	<b>-0,4%</b>
USA and Canada	3,0%	10,5%	2,0%	<b>5,0%</b>	3,2%	8,0%	1,4%	<b>4,1%</b>
Rest of the world	12,4%	15,9%	27,2%	<b>16,1%</b>	3,4%	10,9%	29,9%	<b>9,7%</b>
<b>Total</b>	<b>8,2%</b>	<b>4,6%</b>	<b>7,8%</b>	<b>7,1%</b>	<b>3,4%</b>	<b>1,1%</b>	<b>7,6%</b>	<b>3,8%</b>

## Q3 2011 - Consolidated results

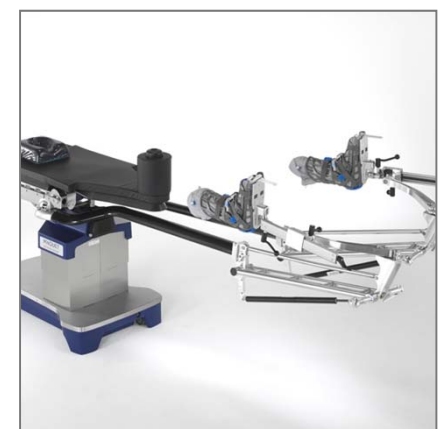
	2011	2010	Change	2011	2010	Change
	Q3	Q3	%	YTD	YTD	%
Net sales, SEK million	<b>4 866</b>	5 019	-3,0	<b>14 500</b>	15 531	-6,6
Gross margin	<b>52,0%</b>	52,3%	-0,3	<b>52,4%</b>	51,2%	1,2
Operating cost, SEK million	<b>-1 725</b>	-1 779	-3,1	<b>-5 280</b>	-5 536	-4,7
EBITA before restructuring	<b>919</b>	975	-5,7	<b>2 650</b>	2 794	-5,1
EBITA margin	<b>18,9%</b>	19,4%	-0,5	<b>18,3%</b>	18,0%	0,3
Restructuring	<b>0</b>	-22		<b>-54</b>	-63	
Net financial items	<b>-115</b>	-141		<b>-351</b>	-435	
Profit before tax	<b>690</b>	685	0,7	<b>1 913</b>	1 912	0,1

## Q3 2011 - Medical Systems' results

	2011	2010	Change	2011	2010	Change
	Q3	Q3	%	YTD	YTD	%
Net sales, SEK million	<b>2 373</b>	2 469	-3,9	<b>7 183</b>	7 816	-8,1
Gross margin %	<b>56,7%</b>	59,7%	-3,0	<b>57,1%</b>	57,7%	-0,6
Operating cost, SEK million	<b>-996</b>	-1 065	-6,5	<b>-3 033</b>	-3 242	-6,5
EBITA before restructuring	<b>437</b>	504	-13,3	<b>1 322</b>	1 561	-15,3
EBITA margin	<b>18,4%</b>	20,4%	-2,0	<b>18,4%</b>	20,0%	-1,6
Restructuring	<b>0</b>	-2		<b>0</b>	-18	

## Q2 2011 - Medical Systems' highlights

- Acquisition of Atrium Medical
- Launch of FLOW-i, Cardiohelp and Yuno OTN in US
- Restructuring of perfusion business on track

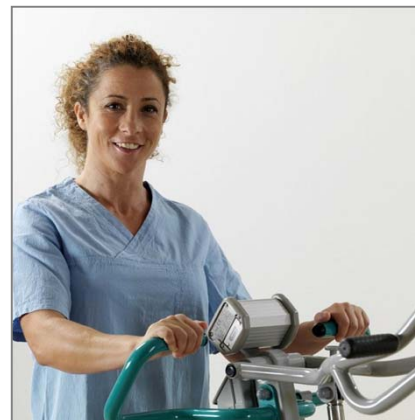


## Q3 2011 - Extended Care's results

	2011	2010	Change	2011	2010	Change
	Q3	Q3	%	YTD	YTD	%
Net sales , SEK million	<b>1 378</b>	1 438	-4,2	<b>4 104</b>	4 449	-7,8
Gross margin %	<b>54,1%</b>	51,0%	3,1	<b>53,1%</b>	49,7%	3,4
Operating cost, SEK million	<b>-433</b>	-461	-6,1	<b>-1 326</b>	-1 419	-6,6
EBITA before restructuring	<b>338</b>	298	13,4	<b>926</b>	873	6,1
EBITA margin	<b>24,5%</b>	20,7%	3,8	<b>22,6%</b>	19,6%	3,0
Restructuring	<b>0</b>	0		<b>-54</b>	-25	

## Q3 2011 - Extended Care's highlights

- Acquisition of Combimobil AB
- New Flowtron DVT pump launched
- New flusher disinfectant product program launched
- Closure of Belgium production facility completed



## Q3 2011 - Infection Control's Results

	2011	2010	Change	2011	2010	Change
	Q3	Q3	%	YTD	YTD	%
Net sales, SEK million	<b>1 113</b>	1 112	0,1	<b>3 212</b>	3 266	-1,7
Gross margin %	<b>39,4%</b>	37,9%	1,5	<b>41,0%</b>	37,4%	3,6
Operating cost, SEK million	<b>-296</b>	-254	16,5	<b>-921</b>	-875	5,3
EBITA before restructuring	<b>146</b>	171	-14,6	<b>403</b>	359	12,3
EBITA margin	<b>13,1%</b>	15,4%	-2,3	<b>12,5%</b>	11,0%	1,5
Restructuring	<b>0</b>	-20		<b>0</b>	-20	



## Q3 2011 - Infection Control's highlights

- Launch of FD1600 / FD1800 flusher disinfectors
- Launch of Quadro table top sterilizer



## Consolidated cash flow statement

<i>SEK million</i>	2011	2010	2011	2010
	Q3	Q3	YTD	YTD
EBITDA	1 168	1 179	3 314	3 396
Restructuring cost expenses	0	22	54	63
Restructuring costs paid	-70	-22	-169	-110
Adjustments for items not included in cash flow	31	3	56	27
Financial items	-115	-141	-351	-435
Taxes paid	-143	-167	-535	-433
<b>Cash flow before changes in working capital</b>	<b>871</b>	<b>874</b>	<b>2 369</b>	<b>2 508</b>
Changes in working capital				
Stock-in-trade	-179	10	-630	-206
Current receivables	-70	-35	534	799
Current operating liabilities	74	-127	-199	-61
<b>Cash flow from operations</b>	<b>696</b>	<b>722</b>	<b>2 074</b>	<b>3 040</b>

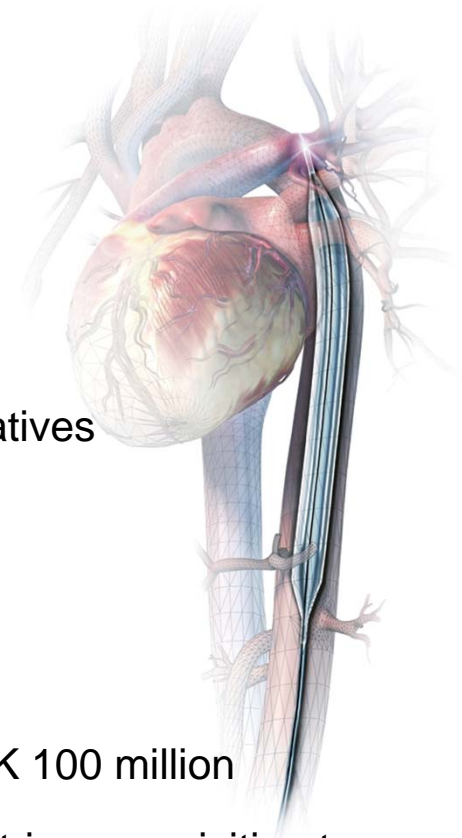
## Financials

	2011	2010	2010
	YTD	YTD	FY
Cash conversion, %	62,6%	89,5%	80.7%
Net Debt	13 371	13 653	13 377
Equity	13 483	12 445	13 248
Equity/assets ratio, %	38,7%	36,0%	38.3%
Net debt/equity ratio, multiple	0,99	1,10	1,01%

## Outlook 2011

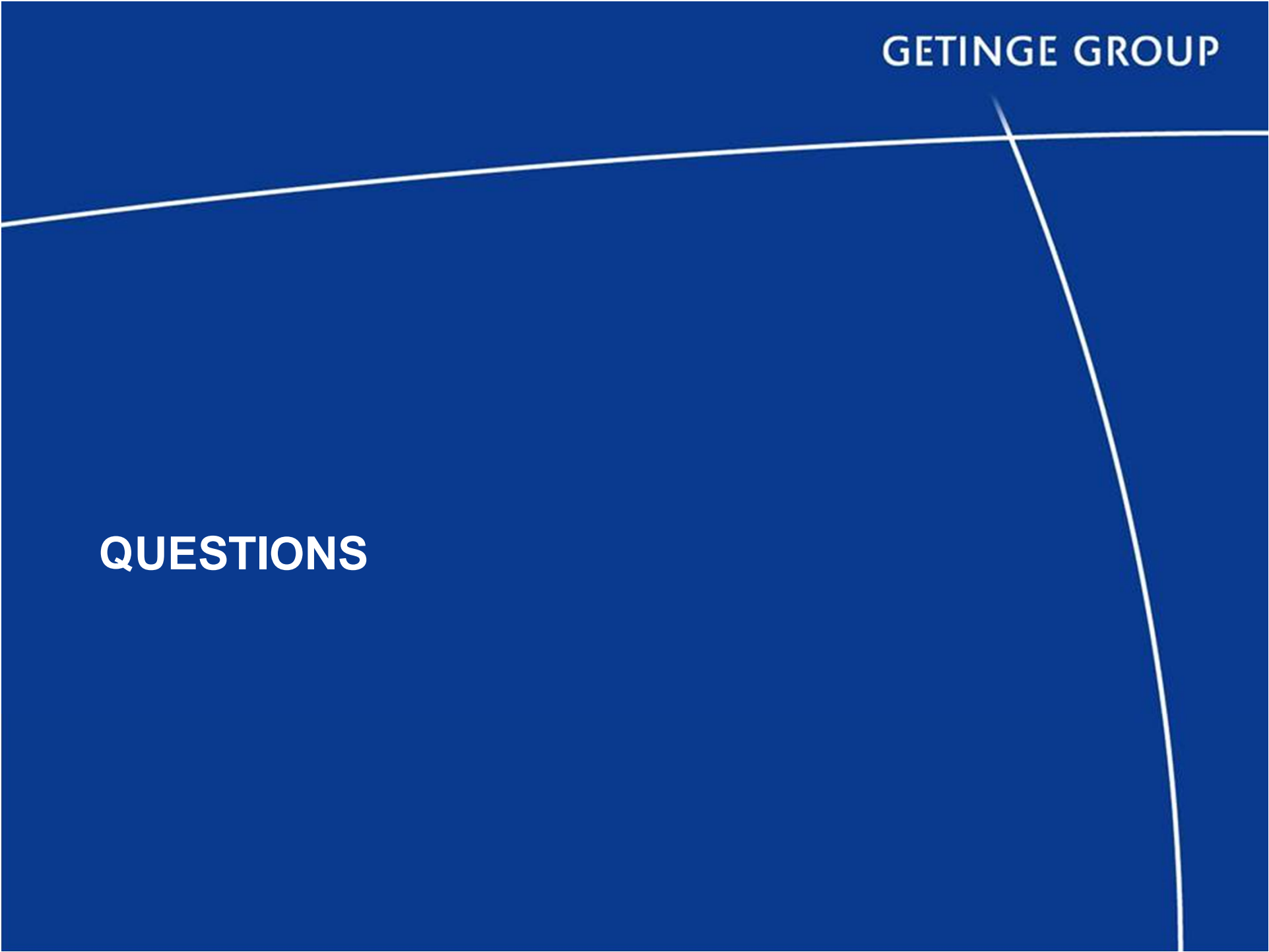
### Continued good earnings growth

- Organic revenue growth 3 – 5 %
- Contribution from ongoing plant consolidation and efficiency initiatives
- Favourable currency hedges compared with 2010
- Declining restructuring costs
- Lower cost of debt
- Product launch costs will impact EBITA negatively by approx SEK 100 million
- Transaction cost of approximately USD 6 million relating to the Atrium acquisition to be charged to Q4 2011



**GETINGE GROUP**

**QUESTIONS**



## **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.