

# GETINGE GROUP

## Interim Report

January – March 2010

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## Q1 2010 Highlights

- Demand continues to improve – strong growth in orders
- Solid improvements in EBITA results and margin
- Strong performance in Extended Care
- Datascope integration nearly complete
- Continued favourable cash flow trend

## Q1 2010 Trend in organic order intake

	2010			
	Q1			
	MS	EC	IC	TOT
Europe	-0.4%	-3.1%	9.6%	1.1%
USA and Canada	4.6%	4.6%	5.1%	4.7%
Asia and Australia	-6.5%	-4.2%	31.8%	1.7%
Rest of the world	184.9%	-21.3%	73.8%	146.3%
<b>Total</b>	<b>14.1%</b>	<b>-1.4%</b>	<b>12.1%</b>	<b>9.0%</b>

## Q1 2010 Group results

- Strong growth in EBITA in Medical Systems and Extended Care
- EBITA margin up 4.5%

	2010	2009	Change
<i>SEK million</i>	Q1	Q1	%
Net sales, SEK million	<b>4,863</b>	5,153	-5.6%
Gross margin	<b>51.6%</b>	49.1%	2.5%
Operating cost, SEK million	<b>-1,798</b>	-2,010	-10.6%
EBITA before restructuring	<b>836</b>	652	28.3%
EBITA margin	<b>17.2%</b>	12.6%	4.5%
Restructuring	<b>-11</b>	-37	
Currency gain	<b>0</b>	228	
Financial net	<b>-150</b>	-182	
Profit before tax	<b>551</b>	530	4.0%

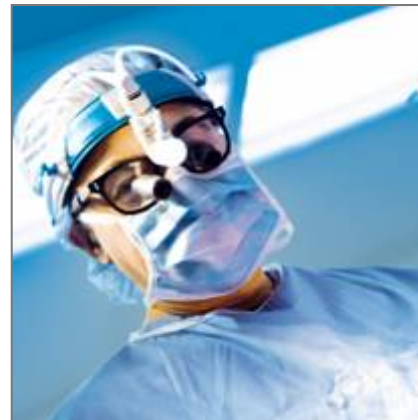
## Q1 2010 Medical Systems results

- Strong organic revenue growth
- Capital gains of SEK 42 M from PHP divestiture

	2010	2009	Change %
<i>SEK million</i>	Q1	Q1	
Net sales, SEK million	<b>2,451</b>	2,453	-0.1%
Gross margin %	<b>57.7%</b>	56.5%	1.2%
Operating cost, SEK million	<b>-1,023</b>	-1,137	-10.0%
EBITA before restructuring	<b>485</b>	346	40.2%
EBITA margin	<b>19.8%</b>	14.1%	5.7%
Restructuring	<b>-8</b>	-11	

## Q1 2010 Medical Systems highlights

- Datascope integration near completion
- Cardiohelp clinical evaluations initiated
- FLOW-i user-validation testing initiated - highly favourable results
- Partnership with Philips on Hybrid operating theatres



## Q1 2010 Extended Care results

- Continued operational efficiency-enhancements contributed to strong EBITA
- Improved EBITA margin as a result of efficiency-enhancements and an improved product mix

	2010	2009	Change %
<i>SEK million</i>	Q1	Q1	
Net sales , SEK million	<b>1,447</b>	1,649	-12.3%
Gross margin %	<b>50.4%</b>	45.8%	4.6%
Operating cost, SEK million	<b>-468</b>	-553	-15.3%
EBITA before restructuring	<b>287</b>	231	24.3%
EBITA margin	<b>19.8%</b>	14.0%	5.8%
Restructuring	<b>-3</b>	-26	

## Q1 2010 Extended Care highlights

- Evaluation of merger of UK sales companies initiated
- Merger of sales companies in France on track
- Launch of disposable sliding aid MaxiOnce



## Q1 2010 Infection Control Results

	2010	2009	Change %
<i>SEK million</i>	Q1	Q1	
Net sales , SEK million	<b>965</b>	1,051	-8.2%
Gross margin %	<b>38.0%</b>	37.2%	0.8%
Operating cost, SEK million	<b>-307</b>	-321	-4.3%
EBITA before restructuring	<b>64</b>	74	-14.4%
EBITA margin	<b>6.6%</b>	7.0%	-0.5%
Restructuring	<b>0</b>	0	

## Q1 2010 Infection Control highlights

- Relocation of production from Germany and Denmark initiated and on track
- Acquisition of Odelga



## Consolidated cash flow statement

	2010	2009
<i>SEK million</i>	Q1	Q1
EBITDA	1,037	829
Restructuring cost expenses	11	37
Restructuring costs paid	-59	-14
Adjustments for items not included in cash flow	21	3
Currency gain	1	228
Net financial items	-150	-182
Taxes paid	-16	-150
<b>Cash flow before changes in working capital</b>	<b>845</b>	<b>751</b>
<i>Changes in working capital</i>		
Stock-in-trade	-191	-392
Current receivables	632	978
Current operating liabilities	-157	-348
<b>Cash flow from operations</b>	<b>1,129</b>	<b>989</b>

## Financials

	2010	2009
<i>SEK million</i>	Q1	Q1
Cash conversion, %	108.9%	119.4%
Net Debt	15,292	19,366
Equity	12,641	11,345
Equity/assets ratio, per cent	34.8%	28.1%
Net debt/equity ratio multiple	121.0%	170.7%

## Outlook

- Robust improvement in organic orders and revenue growth
  - Improving demand situation in USA and emerging markets
  - Stable demand situation in Europe
- Continued strong growth in pre-tax profit
- Restructuring costs will drop significantly in 2010
- Favourable currency hedges

**QUESTIONS & ANSWERS**

## 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.