# GETINGE

Acquisition of Boston Scientific's Cardiac and Vascular Surgery Businesses

#### **Transaction Overview**

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Definitive agreement to acquire Boston Scientific's Cardiac and Vascular businesses ("CS/VS") on a debt-free basis for US\$750 million in cash Implies an EV/EBIT 2006 multiple of 10.4x (excluding synergies)

Including favourable tax benefit of approximately US\$120m, EV/EBIT 2006 multiple of 8.8x (excluding synergies)

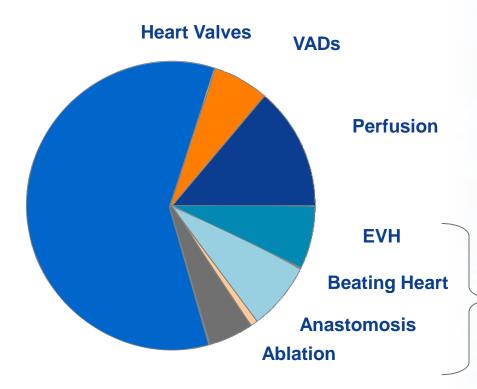
To be integrated into Medical Systems business area. Cardiopulmonary division will be renamed Cardiovascular division

Transaction expected to close in December 2007, after clearance from the relevant competition authorities

#### Cardiac Surgery Market Overview

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The Cardiac Surgery business participates in US\$0.5 billion of the US\$2.3 billion cardiac surgery market

#### About the Cardiac Surgery Division

## Overview

Focused on minimally invasive technologies such as endovascular vessel harvesting ("EVH"), surgical ablation, beating heart and anastomsis

## Key financials

2006 sales: Total \$189m of which c. 10% was generated outside the US

## Employees

450 employees

90 sales reps; 90 R&D personnel

### Locations

R&D, Commercial & Administration: San Jose, CA Manufacturing: Dorado, Puerto Rico



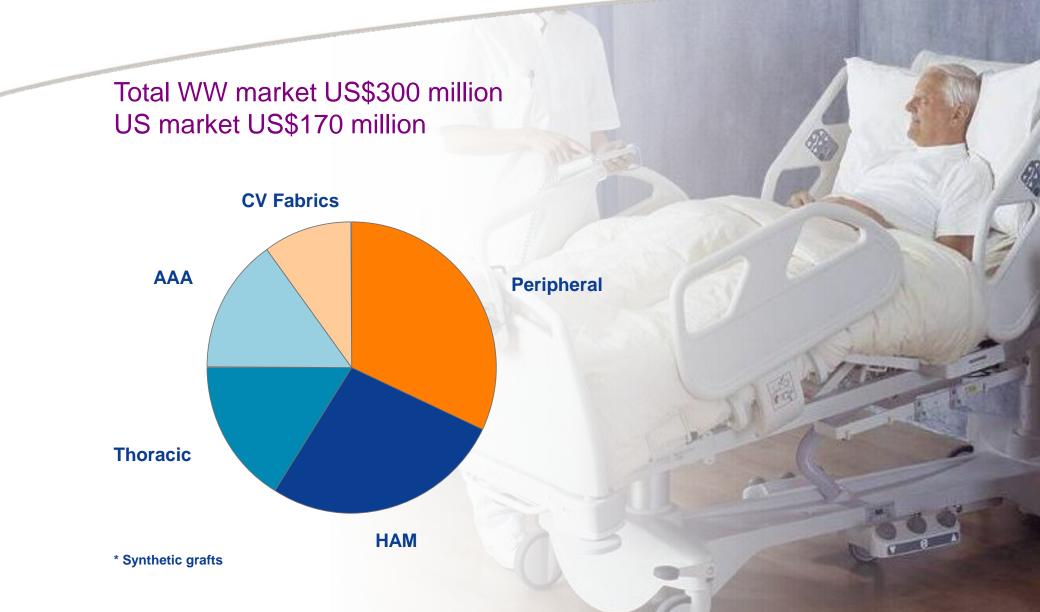




Product	Total US mkt size (\$mm)	Estimated CS mkt share / position	%of CS sales	Competitors
EVH	155	82% / 1	65%	Datascope, Terumo, Teleflex
Beating Heart	130	32% / 2	24%	Medtronic, Teleflex, Estech
Anastomosis	15	75% / 1	7%	Medtronic, Novare
Ablation*	80	15% / 3	4%	Medtronic, AtriCure, ATS, Estech, St. Jude

\* Concomitant and standalone

#### Vascular Surgery\* Market Overview



#### About the Vascular Surgery Division

## Overview

Leading supplier of Vascular Surgery products

- #1 in abdominal aortic aneurysm
- #1 in thoracic aortic aneurysm grafts
  - Hemashield® Gold—most used vascular graft

Key financials 2006 sales: Total \$84m

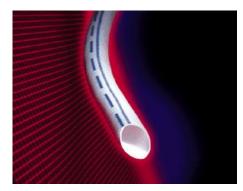
Employees 250, all of whom are US based

Locations Wayne, NJ

Competitors Terumo, Bard, WL Gore







This acquisition helps Getinge pursue its vision to create a global player in the highly attractive niche cardiac surgery market. Combining CS/VS with its existing Perfusion business will serve as a platform for further organic and acquisition growth

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**Critical mass** 

Complementary product portfolios

Complementary geographic coverage

Distribution of the CS/VS products through Medical Systems' global sales and marketing organisation

Distribution of Getinge's perfusion products through CS/VS' US based sales organisation

Complementary product portfolio

**Financial Overview** 

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Key pro forma financials

	Year ended
US\$m	31 December 06
Combined sales	273
EBIT	72
EBIT margin	26.4%
Total assets	140
Total liabilities	17
Goodwill (estimate)	560

We strive to be a global No 1 or No 2 in our core product areas focused. Market leadership will help us attain cost leadership through scale

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

A direct approach to our customers is crucial to our success Getinge will strive to establish own distribution companies whenever justifiable

