## **GETINGE GROUP**

# Interim report

January – June 2012

11 July 2012

Johan Malmquist, CEO Ulf Grunander, CFO

# **Q2 2012 - Trends in organic order intake**

	2012				2012			
	Q2				YTD			
	MS	EC	IC	тот	MS	EC	IC	тот
Europe	3.9 %	0.1 %	6.5 %	3.3 %	2.2 %	0.9 %	-2.9 %	0.4 %
USA and Canada	6.5 %	-4.1 %	-3.6 %	1.2 %	-2.1 %	-6.5 %	1.0 %	-2.7 %
Rest of the world	34.2 %	11.2 %	-2.5 %	21.5 %	22.9 %	12.6 %	11.4 %	18.7 %
Total	15.7 %	0.7 %	0.8 %	8.2 %	8.3 %	0.2 %	2.2 %	4.7 %

### **Q2 2012 - Consolidated results**

	2012	2011		2012	2011	
	Q2	Q2	Change %	YTD	YTD	Change %
Net sales, SEK million	5 612	4 963	13.1 %	10 858	9 634	12.7 %
Gross margin	53.6 %	52.1 %	1.5 %	53.0 %	52.6 %	0.4 %
Operating cost, SEK million	-2 139	-1 762	21.4 %	-4 190	-3 555	17.9 %
EBITA before restructuring	1 019	929	9.7 %	1 873	1 731	8.2 %
EBITA margin	18.2 %	18.7 %	-0.5 %	17.2 %	18.0 %	-0.8 %
Net financial items	-149	-114		-283	-236	
Profit before tax	716	654	9.5 %	1 285	1 223	5.1 %

# **Q2 2012 - Medical Systems**

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	2012	2011		2012	2011	
	Q2	Q2	Change %	YTD	YTD	Change %
Net sales, SEK million	2 980	2 495	19.4 %	5 669	4 810	17.9 %
Gross margin %	59.9 %	56.7 %	3.2 %	59.1 %	57.3 %	1.8 %
Operating cost, SEK million	-1 314	-997	31.8 %	-2 583	-2 037	26.8 %
EBITA before restructuring	600	497	20.7 %	1 024	885	15.7 %
EBITA margin	20.1 %	19.9 %	0.2 %	18.1 %	18.4 %	-0.3 %

## **Q2 2012 - Medical Systems highlights**

- Atrium developing according to plan
- Restructuring activities within Cardiovascular division on track
- TEGRIS OR-integration system launched
- New Servo-i release



**TEGRIS** 



Servo-i

## **Q2 2012 - Medical Systems highlights**

- New sales companies in Colombia and Serbia
- Agreement to acquire Japanese Cardiac Assist distributor USCI
- Acquisition of Elite Cannulae from Avalon Laboratories (USA)
- Acquisition of microdialysis technology for continuous blood glucose monitoring from Dypilon Medical (Sweden)



Avalon Elite® Bi-Caval Dual Lumen Catheter



Eirus

### Q2 2012 - Extended Care

	2012	2011		2012	2011	
	Q2	Q2	Change %	YTD	YTD	Change %
Net sales, SEK million	1 409	1 353	4.1 %	2 872	2 726	5.4 %
Gross margin %	52.9 %	52.2 %	0.7 %	52.8 %	52.6 %	0.2 %
Operating cost, SEK million	-473	-453	4.4 %	-924	-893	3.5 %
EBITA before restructuring	293	277	5.8 %	632	588	7.5 %
EBITA margin	20.8 %	20.5 %	0.3 %	22.0 %	21.6 %	0.4 %

## **Q2 2012 – Extended Care highlights**

Acquisition of Chinese medical bed manufacturer
Acare strenghtens Extended Care's product portfolio for faster growth in emerging markets.





### **Q2 2012 - Infection Control**

	2012	2011		2012	2011	
	Q2	Q2	Change %	YTD	YTD	Change %
Net sales, SEK million	1 223	1 116	9.6 %	2 317	2 099	10.4 %
Gross margin %	39.1 %	41.6 %	-2.5 %	38.6 %	41.8 %	-3.2 %
Operating cost, SEK million	-354	-311	13.8 %	-682	-625	9.1 %
EBITA before restructuring	126	155	-18.7 %	217	257	-15.6 %
EBITA margin	10.3 %	13.9 %	-3.6 %	9.4 %	12.2 %	-2.8 %

## **Q2 2012 – Infection Control highlights**

Anders Grahn appointed EVP of Infection Control

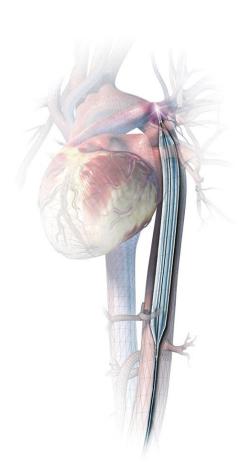


## Financials Q2

	2012	2011	2012	2011
	Q2	Q2	YTD	YTD
Cash flow from operation, SEK million	785	750	1 506	1 378
Cash conversion, %	60.9%	67.2%	62.5 %	64.2 %
Net Debt, SEK million			17 550	12 992
Equity, SEK million			14 638	12 853
Equity / assets ratio, %			35.5 %	38.6 %
Net debt / equity ratio, multiple			1.20	1.01

#### Outlook 2012

- We expect earnings growth to remain solid
- Organic revenue growth to exceed 2011 levels
- Efficiency gains from supply chain improvements
- Declining restructuring costs
- Earnings contribution from Atrium





# **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.