

GETINGE GROUP

Year-end report

January – December 2012

25 January 2013

Johan Malmquist, CEO
Ulf Grunander, CFO

Q4 2012 - Trends in organic order intake

	2012				2012			
	Q4				YTD			
	MS	EC	IC	TOT	MS	EC	IC	TOT
Western Europe	-11.3%	-8.7%	-0.9%	-8.3%	-4.9%	-2.6%	-2.3%	-3.5%
USA and Canada	14.1%	-6.8%	1.8%	5.6%	6.1%	-8.4%	0.6%	0.7%
Rest of the world	2.9%	10.4%	-9.1%	1.4%	16.2%	10.8%	6.1%	13.1%
Total	1.0%	-5.3%	-2.5%	-1.3%	6.1%	-2.4%	1.0%	2.7%

Q4 2012 - Consolidated results

	2012	2011		2012	2011	
	Q4	Q4	Change %	YTD	YTD	Change %
Net sales, SEK million	7 816	7 354	6.3 %	24 248	21 854	11.0 %
Gross margin	51.5 %	51.7 %	-0.2 %	52.4 %	52.2 %	0.2 %
Operating cost, SEK million	-2 241	-2 022	10.8 %	-8 470	-7 302	16.0 %
EBITA before restructuring	1 943	1 921	1.1 %	4 849	4 571	6.1 %
EBITA margin	24.9 %	26.1 %	-1.2 %	20.0 %	20.9 %	-0.9 %
Net financial items	-144	-129		-570	-480	
Profit before tax	1 447	1 531	-5.5 %	3 436	3 444	-0,2 %

Q4 2012 - Medical Systems

	2012	2011		2012	2011	
	Q4	Q4	Change %	YTD	YTD	Change %
Net sales, SEK million	4 295	3 847	11.6 %	13 089	11 031	18.7 %
Gross margin %	58.2 %	58.8 %	-0.6 %	58.6 %	57.7 %	0.9 %
Operating cost, SEK million	-1 362	-1 201	13.4 %	-5 236	-4 234	23.7 %
EBITA before restructuring	1 263	1 174	7.6 %	2 945	2 495	18.0 %
EBITA margin	29.4 %	30.5 %	-1.1 %	22.5 %	22.6 %	-0.1 %

Q4 2012 - Medical Systems Highlights

- Integration of Atrium on track.
- Restructuring activities in the Cardiovascular division proceeding as planned.
- New sales company in South Africa.



Q4 2012 - Extended Care

	2012	2011		2012	2011	
	Q4	Q4	Change %	YTD	YTD	Change %
Net sales, SEK million	1 776	1 647	7.8 %	5 990	5 751	4.2 %
Gross margin %	48.7 %	48.8 %	-0.1 %	51.0 %	51.8 %	-0.8 %
Operating cost, SEK million	-521	-475	9.7 %	-1 871	-1 800	3.9 %
EBITA before restructuring	373	352	6.0 %	1 274	1 278	-0.3 %
EBITA margin	21.0 %	21.4 %	-0.4 %	21.3 %	22.2 %	-0.9 %

Q4 2012 - Extended Care Highlights

- Acquisition of TSS completed.
- Integration of TSS initiated and closure of San Antonio plant decided.



Q4 2012 - Infection Control

	2012	2011		2012	2011	
	Q4	Q4	Change %	YTD	YTD	Change %
Net sales, SEK million	1 745	1 860	-6.2 %	5 170	5 072	1.9 %
Gross margin %	37.9 %	39.7 %	-1.8 %	38.4 %	40.5 %	-2.1 %
Operating cost, SEK million	-358	-346	3.5 %	-1 363	-1 268	7.5 %
EBITA before restructuring	306	395	-22.5 %	631	798	-20.9 %
EBITA margin	17.5 %	21.2 %	-3.7 %	12.2 %	15.7 %	-3.5 %

Q4 2012 – Infection Control Highlights

- Acquisition of SteriTec, USA, strengthens Infection Control's consumables franchise.
- Infection Control aims to implement an extensive activities programme to significantly improve the business area's profitability.



Financials Q4

	2012	2011	2012	2011
	Q4	Q4	YTD	YTD
Cash flow from operation, SEK million	1,457	1,424	3,687	3,496
Cash conversion, %	70.7%	69.0%	64.1%	65.1%
Net Debt, SEK million			18,382	17,109
Equity, SEK million			15,200	14,636
Equity/assets ratio, %			35.4%	35.3%
Net debt/equity ratio, multiple			1.21	1.17

Outlook 2013

Q&A

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.