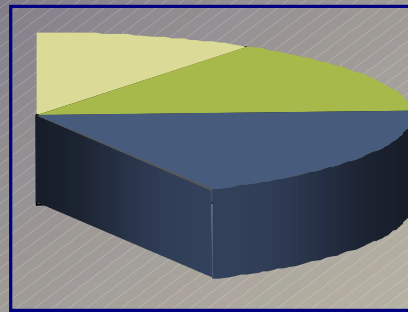
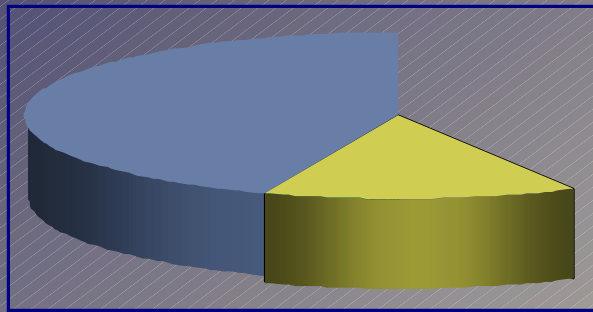


Getinge Business Scope

Business Areas

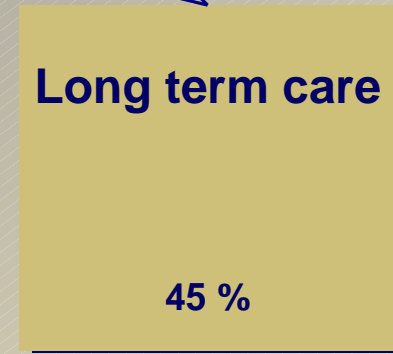
Infection control

Geriatrics

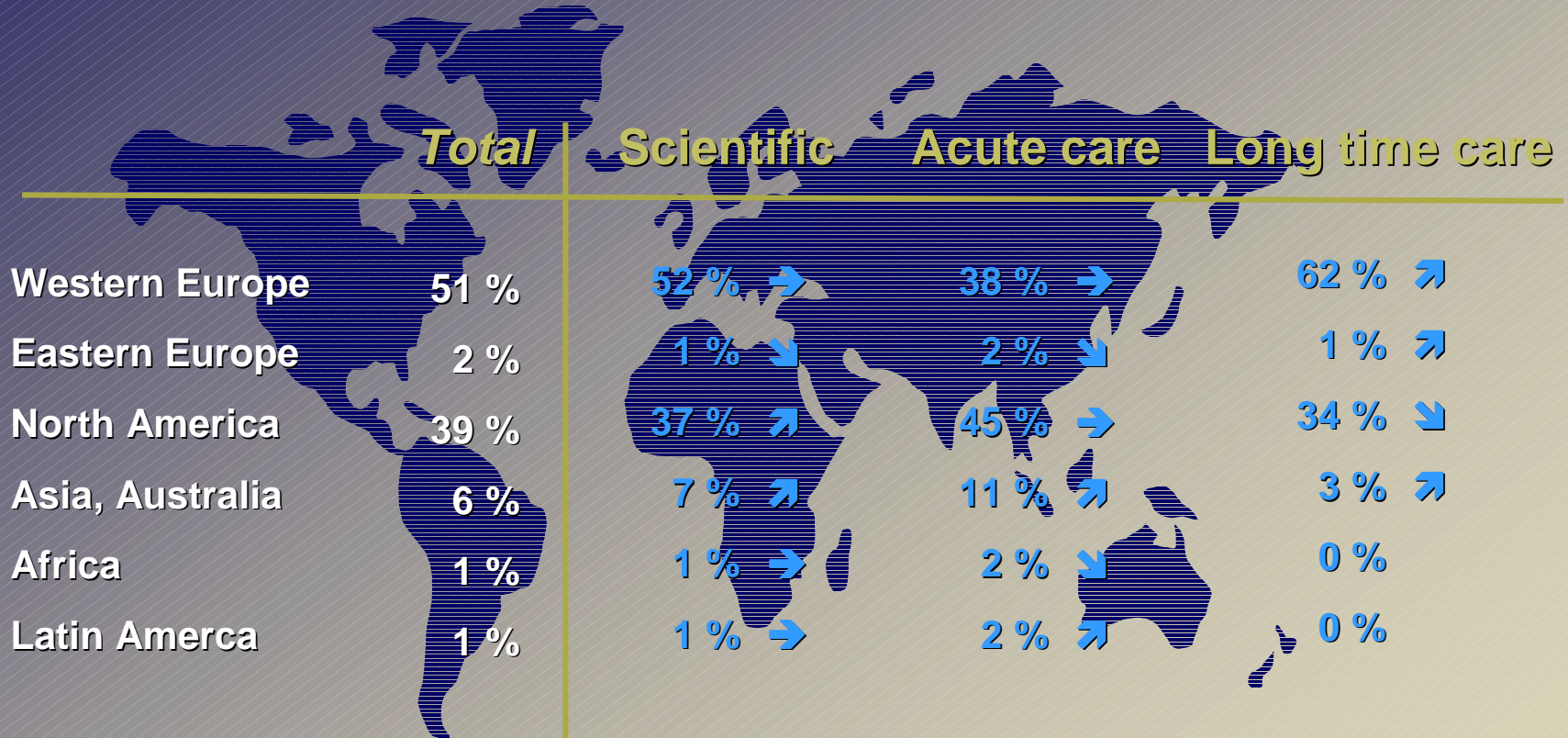


- Sterilization 42%
- Disinfection 13%
- Hygiene systems 17%
- Patient handl. 14%
- Anti decubitus 9%

Customer Segments



Sales by region 1999



Getinge Industrier

Results 1999 (MSEK)

	9912	9812	%
Orders received	4 932.2	4 304.0	
14.6%			
Net sales	4 884.7	4 345.0	12.4%
Operating profit	692.2	652.9	6.0%
Operating profit	14.2%	15.0%	-0.9%
Financial net	-55	-65	15.4
Profit before tax	636.2	602.6*	5.6%

* (incl. 15.9 Lifco)

Balance sheet 9912

Assets	1999-12-31	1998-12-31
Goodwill	1 012,7	1 034,2
Fixed assets	815,6	760,2
Stock-in-trade	765,3	770,7
Receivables	1 625,1	1 665,0
Liquid assets	158,8	196,6
Total assets	4 377,5	4 426,7
Shareholders' equity & Liabilities	1999-12-31	1998-12-31
Shareholders' equity	1 560,8	1 221,0
Interest bearing liabilities	1 673,7	1 919,0
Non-interest bearing liabilities	1 143,0	1 286,7
Total Equity & Liabilities	4 377,5	4 426,7

Key figures

1999

1998

Return on capital employed (%)

23,2

25,0

Shareholders' equity per share (SEK)

34,4

26,9

Equity/Assets ratio (%)

35,7

27,6

Net Dept Ratio (%)

1,0

1,4

Interest cover, multiple

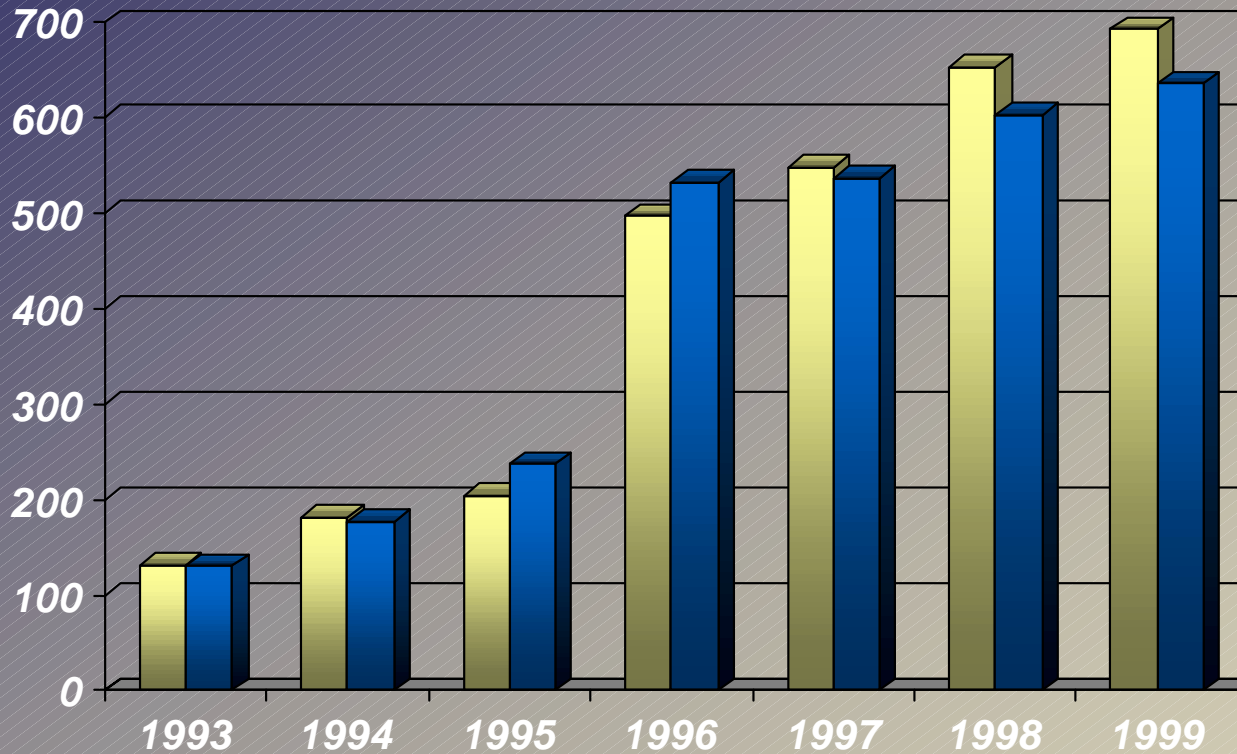
9,2

8,0

Statement of source

	1999	1998	Q4 99	Q4 98
Cash flow before changes in working capital	724,1	641,3	253,0	190,5
Changes in working capital	- 119,6	- 523,0	- 48,4	141,5
Cash flow before investments	604,5	118,3	204,6	49,0
Operating cash flow	437,1	- 13,5	151,8	- 25,6
Decrease +/-Increase - in net dept	207,5	- 646,5	88,7	- 162,8

The Getinge Group



■ Operating profit
 ■ 3-D Column 2

CAGR	
NS	32,1 %
EBIT	32,0 %
PBT	30,2 %

Business Area Geriatrics



Disinfection



Hygiene Systems



Support Surface

Patient Handling

Solutions for:

Nursing Homes
Hospitals
Assisted Living

Business Area Geriatrics

Market Shares

	Hygiene Systems	Patient Handling	Anti decubitus
Market	1 400 MSEK	1 700 MSEK	8 000 MSEK
Growth	5 - 7 %	10 %	10 %
	<i>Getinge 45 %</i> <i>Sunrise US 10 %</i> <i>Sakai JP 8 %</i> <i>Chiltern UK 4 %</i>	<i>Getinge 37 %</i> <i>Sunrise US 12 %</i> <i>Liko SE 7 %</i> <i>Gulldman DK 5 %</i>	<i>Hillrom US 25 %</i> <i>KNCI US 20 %</i> <i>Huntleigh UK 7 %</i> <i>Getinge 6 %</i>

Business Area Geriatrics

The Business Environment

Demography



Financial constraints

Trends in Long-term Care

Capitated reimbursement

Care taker financing

Privatisation

The Successful Supplier

Return on investments

Ability to service chain accounts

Problem solver



Business Area Geriatrics

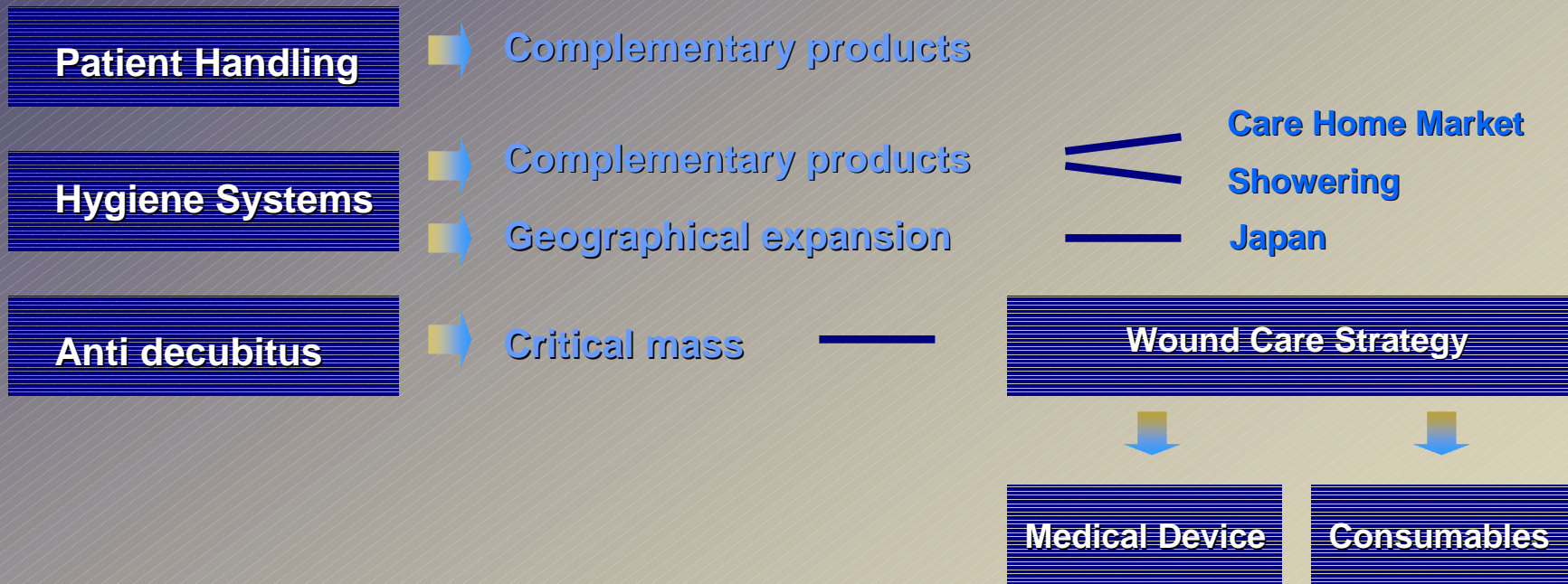
Growth opportunities (MSEK)

	Total market*	Growth*	Market share*	Assistive equipment	Anti decubitus
Acute care	400	?	45 %	Growth	Pene.
Nursing homes	2000	5 %	45 %	Cons. / Pene.	Pene.
Care homes	900	10 %	25 %	Growth	-
Domestic care	< 2700	7 %		-	-

**) exclusive Anti decubitus*

Business Area Geriatrics

Growth by Acquisition



Business Area Geriatrics

Results (MSEK)

	1999	1999	Q4 99	Q4 98
Net sales	2 008	1 663	515	528
GM %	52.4%	53.4%	52.6%	50.6%
Expenses	732	606	183	189
Ebit	320	283	88	78
Ebit %	16.0%	17.0%	17.2%	14.8%

Business Area Geriatrics

- ◆ Strong product program
- ◆ Improved market coverage / reduced cost level in the US
- ◆ Improved market- & sales organisation
- ◆ Critical mass - Anti decubitus

Infection Control Scientific



Sterilization



Water Treatment



Washing



Load Handling

Complete Systems for:
Production
Research / Laboratories
Animal Care Facilities
Food Industry

Infection Control Health Care



Sterilization



Disinfection



T-Doc System

**Complete Infection Control
Systems for:**

- Central Processing Departments**
- Outpatient Surgery**
- Wards**
- Infectious Waste**
- Microbiology**
- Pharmacies**

Infection Control

Results (MSEK)

	1999	1998	Q4 99	Q4 98
Net sales	2 811	2 616	895	879
GM %	39.4%	39.3%	40.7%	39.3%
Expenses	743	666	214	208
Ebit	365	363	150	138
Ebit %	13.0%	13.9%	16.8%	15.7%

Infection Control

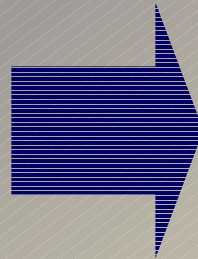
Market shares

	Sterilization equipment	Disinfection
Market	6200 MSEK	2500 MSEK
Growth	5 - 7 %	5 - 7 %
	<i>Getinge</i> 23 %	<i>Getinge</i> 26 %
	<i>Steris US</i> 21 %	<i>Miele DE</i> 15 %
	<i>Sakura JP</i> 8 %	<i>Steris US</i> 9 %
	<i>J & J US</i> 7 %	<i>Meiko DE</i> 8 %
	<i>MMM DE</i> 6 %	<i>Bellimed CH</i> 5 %
	<i>Fedegari IT</i> 5 %	
	<i>Matachana ES</i> 2 %	

Infection Control Health Care

From Product to Solution

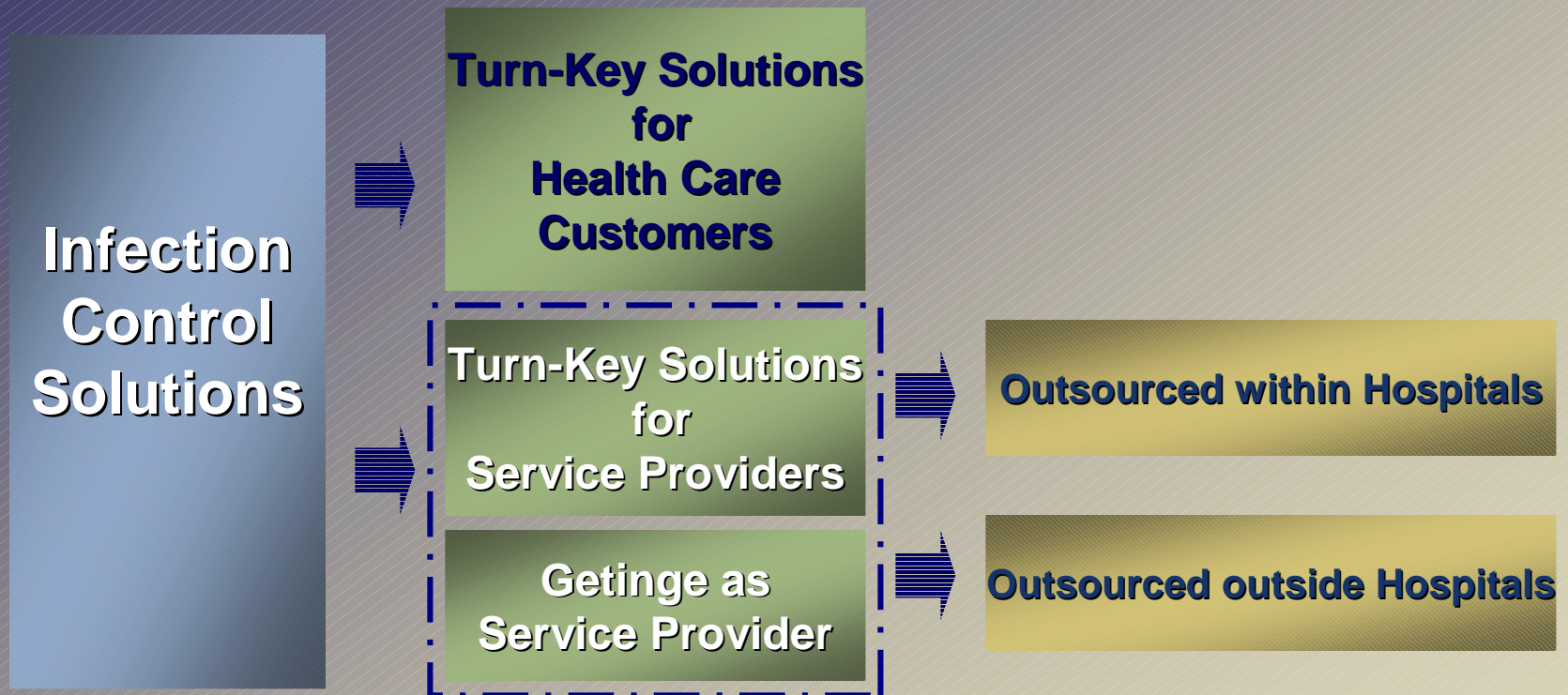
Sterilizer
Disinfector
Load handling
Logistics
Information management
Consumables
After Sales service
Education



**Complete
Infection
Control
Solutions**

From Cost to Revenue

Infection Control Health Care



Acquisitions Infection Control Health Care

Existing business areas

Sterilization / Disinfection

- Geographical expansion - Spain, Germany, Japan
- Consumables / Complementary products

New business areas

