



**Siemens LSS**

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# Key Data of LSS

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## Life Support Systems (LSS)

LSS is one of the world's leading providers of ventilation and anaesthesia products in the critical care equipment market

In 2002/03, LSS have projected revenues of around 205 MEUR

The worldwide ventilation and anaesthesia hospital markets account for approx 550 MEUR annual sales volume each, with an expected annual growth of approx. 5% p.a.

### LSS-Ventilation

Sales of 175 MEUR  
Global market shares 27%






### LSS-Anaesthesia

Sales of 30 MEUR  
Global market shares 6%



# LSS Business Overview - Ventilation



Product	Key Features	Example
Servo-i 	<ul style="list-style-type: none"> <li>■ Excellent clinical performance for all patient categories (adult, infant, and universal)</li> <li>■ Flexible and scalable platform available in three software-determined and upgradeable configurations; additional software options available as add-on sales</li> <li>■ Comprehensive offer of total array, including Automode, enhanced Volume Support, new SIMV<sup>(1)</sup> combinations and the Open Lung Tool in order to optimize treatment and clinical outcome for patients</li> </ul>	
Servo Ventilator 300A	<ul style="list-style-type: none"> <li>■ Advanced intensive care ventilator for neonatal, pediatric and adult patients</li> <li>■ Combines multiple ventilation methods with Automode for fully patient-interactive respiratory treatment</li> </ul>	
Servo Ventilator 300A with NO	<ul style="list-style-type: none"> <li>■ Intensive care ventilator for neonatal, pediatric and adult patients, with integrated Nitric Oxide treatment capabilities</li> </ul>	
Servo Ventilator 900C	<ul style="list-style-type: none"> <li>■ Best-seller for decades with unique Servo Feedback Control System, sensitive to patient changes</li> <li>■ Reliable and proven clinical performance worldwide</li> </ul>	

(1) SIMV = Synchronized Intermittent Mandatory Ventilation.

## Market Share *Ventilation*

	US	EUROPE	WORLD
DRAEGER DE	15%	35%	28%
SIEMENS SE/DE	24%	30%	27%
PURITAN BENNET US	26%	10%	15%
VIASYS US	15%	0%	8%
HAMILTON UK	0%	10%	8%
OTHERS	20%	15%	14%
Market Size	220 MEUR	140 MEUR	560 MEUR

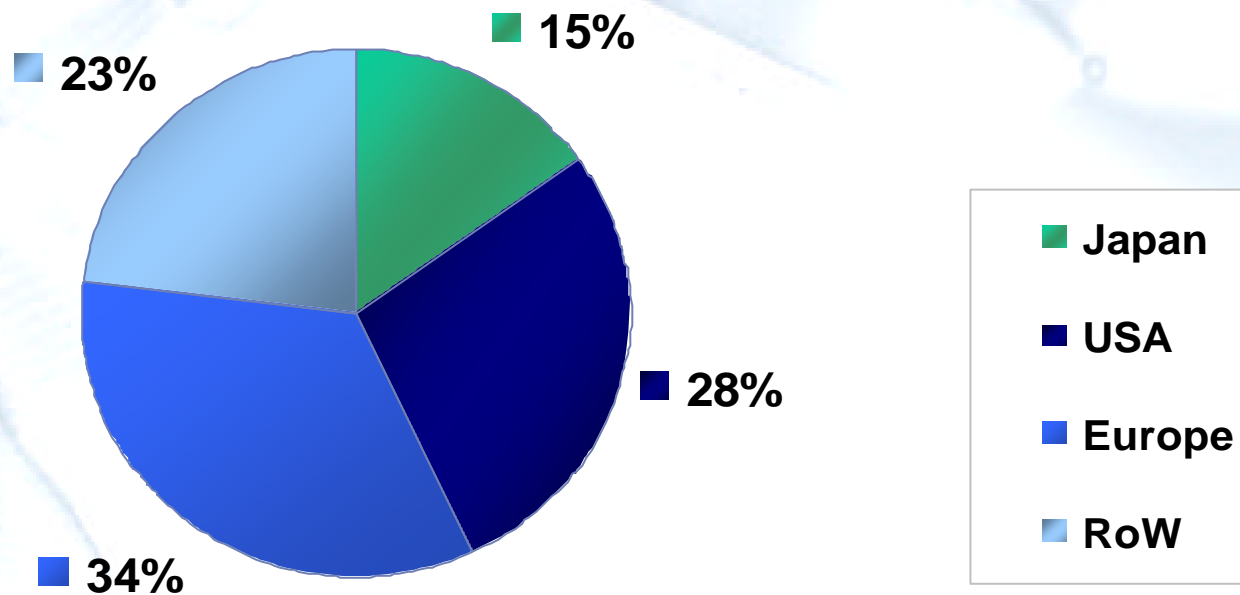
# LSS Business Overview - *Anaesthesia*

Product	Key Features	Example
KION/KION-i	<ul style="list-style-type: none"><li>■ Patient integration: Supports all patients from neonates to large adults during anaesthesia procedures; wide range of ventilation modes; Servo ventilation inside</li><li>■ Data integration: Connects to network and medical equipment via standard interfaces; optional data management systems</li><li>■ User integration: Ingenious ergonomic design</li></ul>	 A white, mobile anaesthesia workstation on wheels. It features a large monitor on the right side displaying vital signs and a control panel below it. The main body is compact and has a carrying handle on the left side.
SYMEON	<ul style="list-style-type: none"><li>■ OEM anaesthesia workstation: The reliable, robust and easy-to-use solution perfectly suited for induction and basic anaesthesia; builds on standard components; available both on carrier and wall-mounted</li></ul>	 A more complex anaesthesia workstation, possibly wall-mounted or on a large carrier. It has multiple monitors and a large control panel. The design is more industrial and integrated into a larger structure.

## Market Share *Anaesthesia*

	US	EUROPE	WORLD
INSTRUMENTARIUM FI	54%	40%	45%
DRAEGER DE	40%	40%	38%
SIEMENS DE	2%	10%	6%
OTHERS	4%	10%	11%
<b>Market Size</b>	<b>180 MEUR</b>	<b>200 MEUR</b>	<b>550 MEUR</b>

## Total LSS Sales in 2002 by Region





# Integration of Siemens LSS

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**Siemens LSS to become a separate business unit within *Surgical Systems* alongside Surgical Workstations and Cardiopulmonary**

**LSS Global sales organisation will be integrated into the sales structure of *Surgical Systems*, forming in each country a sales division dedicated to the critical care market**

**Shared after sales service organisation**

**Shared overheads**

**New sales companies to be established in India and Russia**



# Opportunities for growth

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**Improved market penetration through enhanced focus and distribution synergies**

**Growth in disposables and after sales service**

**Strong product roadmap**

**Sales synergies in Critical Care**

Ventilation

Pendants

Wound Care

Patient transfer

**Platform for continued growth through acquisitions**

# Financials

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<b>Acquisition price for the business:</b>	<b>150 MEUR</b>
<b>Value of assumed net assets:</b>	<b>50 MEUR</b>
<b>Cost of integration and restructuring:</b>	<b>25 MEUR</b>
<b>Goodwill value:</b>	<b>175 MEUR</b>

# Financials

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**LSS will contribute with 10 - 12 MEUR to pretax profit in fiscal 2004**

**LSS will contribute with 17 - 20 MEUR to pretax profit in fiscal 2005**

**Operating margins after goodwill depreciation is targeted at 15% longterm**