

Leading intimate healthcare

Conference Call presentation – Full Year 2009/10

Ostomy Care
Urology & Continence Care
Wound & Skin Care

3 November 2010
Leading intimate healthcare



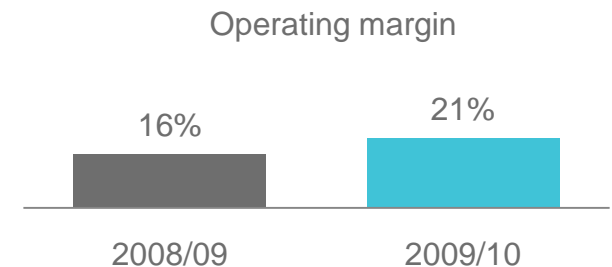
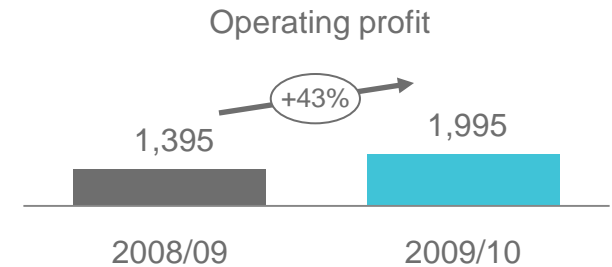
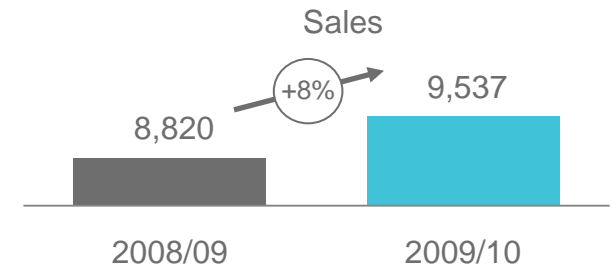
Forward-looking statements

The forward-looking statements contained in this presentation, including forecasts of sales and earnings performance, are not guarantees of future results and are subject to risks, uncertainties and assumptions that are difficult to predict. The forward-looking statements are based on Coloplast's current expectations, estimates and assumptions and based on the information available to Coloplast at this time.

Heavy fluctuations in the exchange rates of important currencies, significant changes in the healthcare sector or major changes in the world economy may impact Coloplast's possibilities of achieving the long-term objectives set as well as for fulfilling expectations and may affect the company's financial outcomes.

Key messages

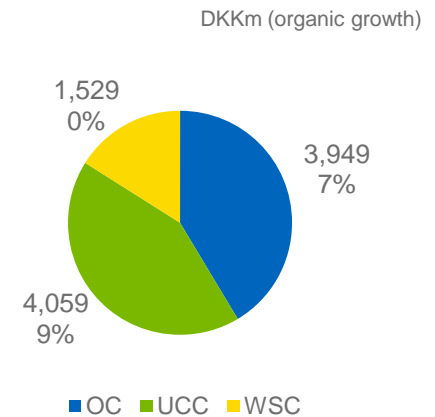
- Long-term targets achieved
- Satisfactory 7% organic sales growth in line with guidance
- Solid gross margin improvement from 58% to 61% from higher efficiency in production
- Very satisfactory EBIT margin of 21%
- DKK 10.00 per share in proposed dividend per share
- Full year guidance for 2010/11:
 - Organic growth rate of 6-8% in both DKK and local currencies
 - EBIT margin in fixed currencies and DKK of 23% - 25%
- New long-term ambition to grow more than the market and deliver margins in line with the best performing medical device companies



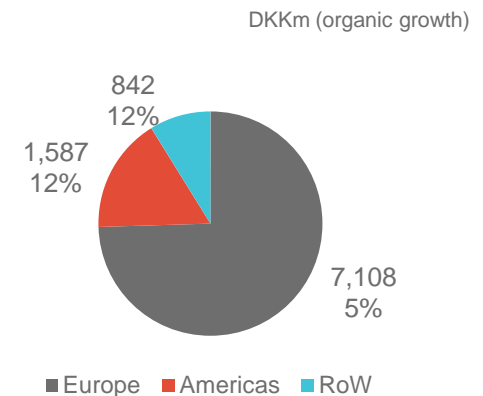
Sales overview 2009/10

- In DKK, revenues were up by 8% to DKK 9.5 bn, and the organic growth was 7% in line with guidance
- Very satisfying Ostomy Care organic growth of 7% continues to be driven by SenSura® sales
- Urology and Contenance Care organic growth was 9% with continued strong performance in North America, even though the growth trend for SelfCath® declined for the second part of the year.
- Wound and Skin Care sales were flat as restructurings were impacting sales negatively

Sales by business area



Sales by region



Full Year result confirms strong financial performance record

- Improved production economy continues to drive gross margin improvements
- SGA-to-sales reduced by 2% points driven by lower admin costs
- EBIT margin up 5% points to 21%
- Working capital-to-sales ratio improved by 1% point
- CAPEX-to-sales ratio reduced by 3% points
- ROIC after tax at 23%, up 8% points from last year

	2009/10	2008/09
Gross profit	5,844	5,103
Gross margin	61%	58%
SGA to sales	35%	37%
EBIT-margin	21%	16%
EBIT adj.	22%	17%
NIBD/EBITDA	0.6	1.2
NWC-to-sales	23%	24%
CAPEX	309	571
CAPEX-to-sales	3%	6%
ROIC after tax	23%	15%
Free cash flow	1,476	1,428

Guidance for 2010/11 confirms current trends, new long-term ambition confirms completion of turn-around

	Guidance 10/11	Guidance 10/11 (DKK)	Long-term ambition
Sales growth	6-8 % (organic) (LY 6-7%)	6-8% (LY 6-7%)	Market+
EBIT margin	23-25%(fixed) (LY~20%)	23-25% (LY ~20%)	Deliver margins in line with the best performing medical device companies *)
CAPEX (DKKm)		300-400 (LY ~350)	4-5% of sales
Tax rate		~26% (LY ~26%)	-

*) The peer group includes the following listed companies: Medtronic Inc., Baxter International Inc., Covidien PLC, Stryker Corp., St. Jude Medical Inc., Boston Scientific Corp., Sonova Holding AG, Smith & Nephew PLC, CR Bard Inc., Getinge AB, WDH A/S, American Medical systems Inc.

Our mission

Making life easier for people
with intimate healthcare needs

Our values

Closeness... to better understand
Passion... to make a difference
Respect and responsibility... to guide us

Our vision

Setting the global standard
for listening and responding