



Coloplast Annual General Meeting 2017/18

Coloplast Group – Ostomy Care / Continence Care / Wound & Skin Care / Urology Care



Chairman of the Board

Michael Pram Rasmussen

Board of Directors

Other shareholder-elected Board members



Birgitte Nielsen



Carsten Hellmann



Jørgen Tang-Jensen



Jette Nygaard-Andersen

Board of Directors

Employee-elected Board members



Nikolaj Kyhe Gundersen



Roland Vendelbo Pedersen



Thomas Barfod

The three other members of the Executive Management



Anders Lonning-Skovgaard
Executive Vice President,
CFO



Allan Rasmussen
Executive Vice President,
Global Operations



Paul Marcun
Executive Vice President,
Chronic Care
(from mid-January 2019)



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Agenda

1. Report by the Board of Directors
2. Presentation of the Annual Report
3. Resolution on the distribution of profit
4. Proposals from the Board of Directors
5. Election of members to the Board of Directors
6. Appointment of auditors
7. Any other business

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Chairman of the Board

Michael Pram Rasmussen

Long-term financial targets

Organic growth

7-9%

EBIT margin*

>30%

*In constant currencies

Coloplast delivers solid full-year results and accelerates growth

Organic growth

8%

EBIT margin*

31%

*In DKK and constant currencies

Management changes



Lars Rasmussen
Resigned as CEO
(on 4 December 2018)



Kristian Villumsen
New CEO (effective from 4
December 2018)



Paul Marcun
Executive Vice President,
Chronic Care
(from mid-January 2019)

Coloplast's LEAD20 strategy



SenSura® Mio Concave



SpeediCath® Flex



Biatain® Silicone Sizes & Shapes



LEAD20



Strong leadership development



LEAD20



Global Operations Plan (GOP4)



LEAD20



We continue to strengthen relations to our users



Direct-to-consumer distribution



Coloplast's growth ambitions

Organic sales growth

7-9%

EBIT margin*

>30%



Innovation



Sales



Marketing



*In constant currencies

Coloplast Group – Ostomy Care / Continence Care / Wound & Skin Care / Urology Care

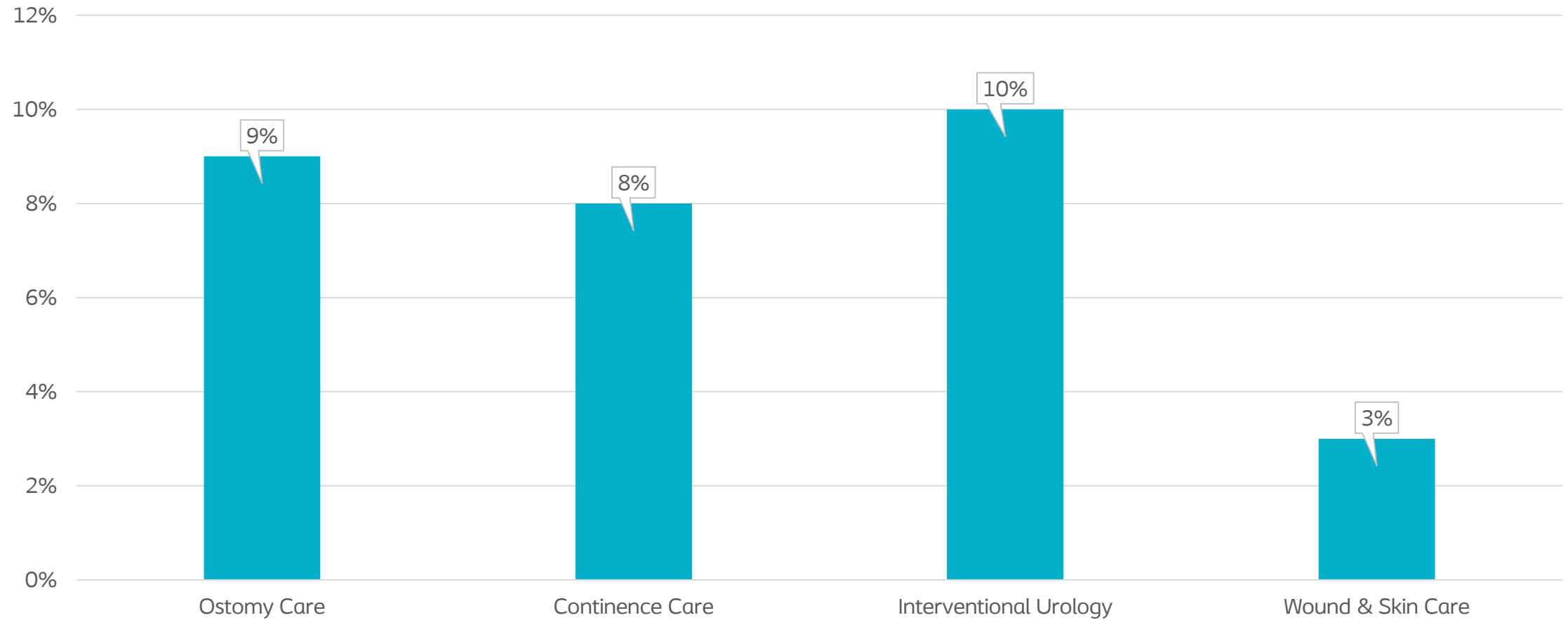
2017/18 financial highlights

DKKm	2017/18	2016/17	Growth
Revenue	16,449	15,528	6%
Gross margin	67%	68%	
EBIT	5,091	5,024	1%
EBIT margin in DKK	31%	32%	
EBIT margin at constant exchange rates	31%	33% ¹	
Net profit for the year	3,845	3,797	1%
ROIC after tax	44%	47% ²	
Free cash flow	3,414	1,632	109%

1) Before one-off adjustment of sales to the U.S. Veterans Affairs (DKK 90m)

2) Before special items

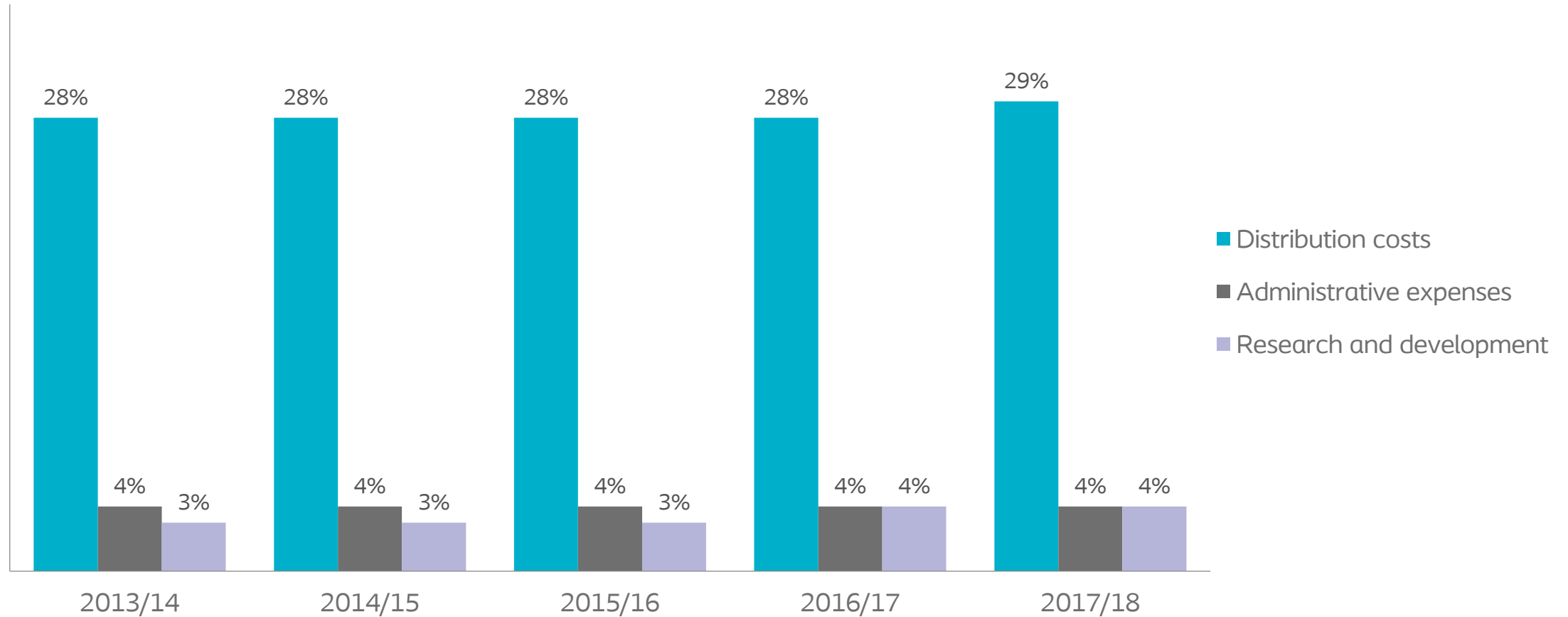
Organic growth rates



Sales performance by region

	Revenue (DKK m)	Organic growth
European markets	9,941	5%
Other developed markets	3,791	11%
Emerging markets	2,717	14%

Development in operating costs



Profit 2017/18

Net profit for the year

DKK 3,845m

Free cash flow for the year

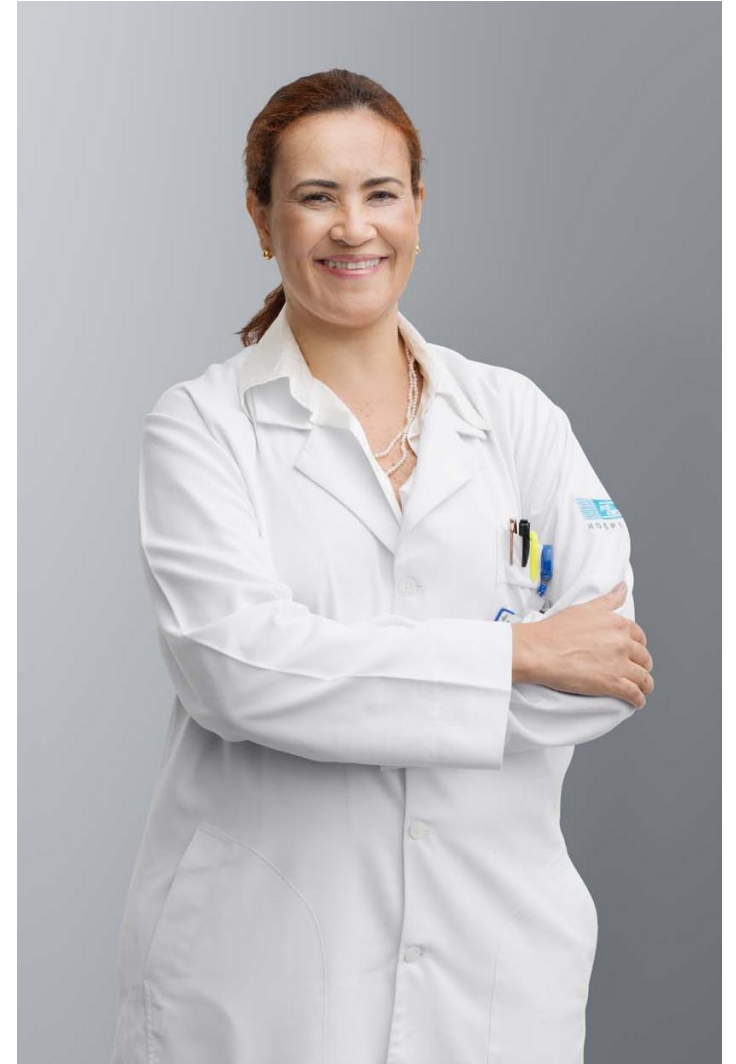
DKK 3,414m

Dividend per share DKK 16

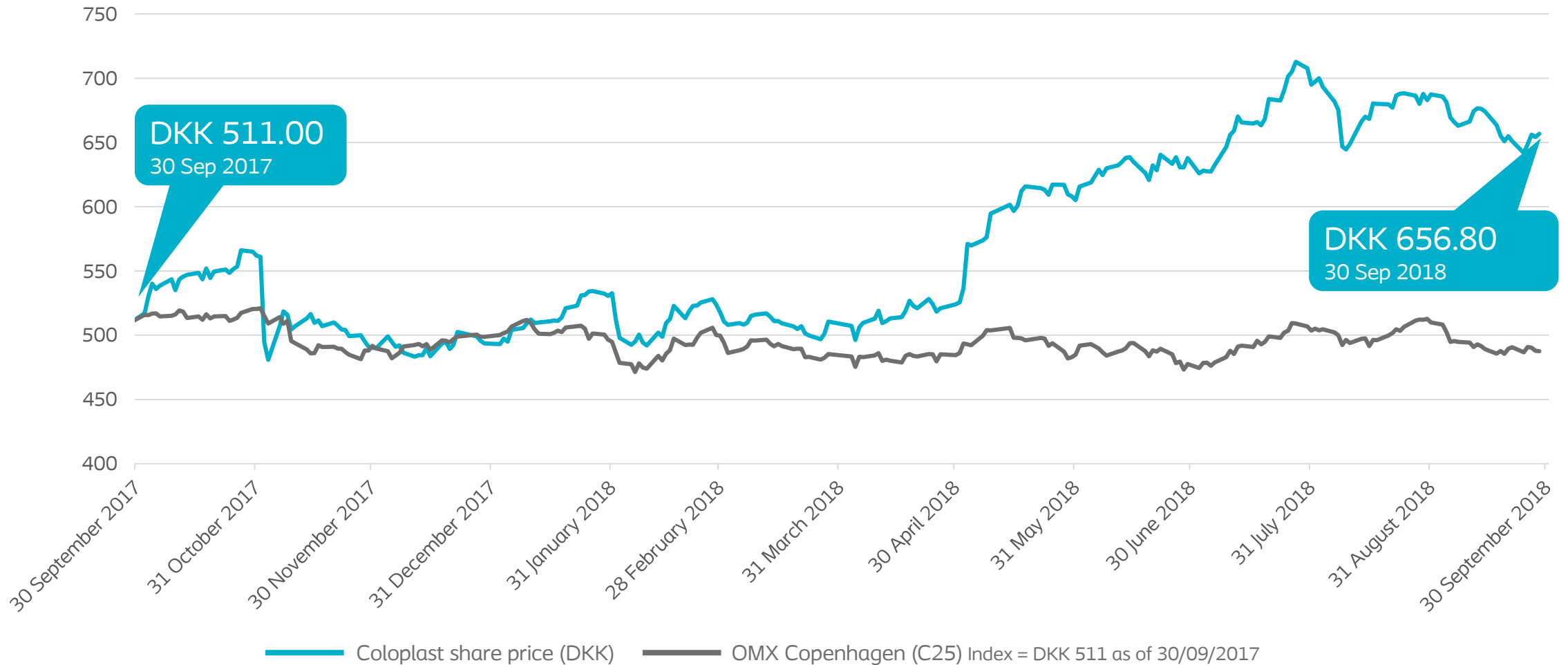
DKK 3,395m

Pay-out ratio

88%



Share price performance



Financial guidance for 2018/19

- We expect revenue growth of about 8% at constant exchange rates and of 8-9% in DKK*.
- We expect an EBIT margin of 30-31%, at constant exchange rates and of about 31% in DKK.
- We expect to invest up to 2% of revenue for innovation and sales and marketing purposes.
- Capital expenditure is expected to amount to about DKK 750m.
- The effective tax rate is expected to be about 23%.

* Based on exchange rates prevailing at 30 October 2018

Corporate responsibility

People



Access to Healthcare



Coloplast Care



Education and training of
healthcare professionals

Respect and responsibility



Inclusion and diversity



Business ethics



Safety



Suppliers

Environment



Sustainable energy



Recycling



MSCI
(AA)



FTSE4Good



Little Fighters



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4. Proposals from the Board of Directors

4.1 Amendment to the company's Articles of Association.

4.2 Grant of authority to the company's Board of Directors to allow the company to acquire treasury shares representing up to 10% of the company's share capital pursuant to the provisions of section 198 of the Danish Companies Act.

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5. Election of members to the Board of Directors

The Board of Directors proposes re-election of the following members:

Mr Niels Peter Louis-Hansen, BCom (Deputy Chairman)

Ms Birgitte Nielsen, Executive Director

Mr Carsten Hellmann, CEO

Ms Jette Nygaard-Andersen, CEO

Mr Jørgen Tang-Jensen, CEO

5. Election of a new member to the Board of Directors



Lars Rasmussen

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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