

# Coloplast Annual General Meeting

2019/20



**Chairman of the Board**

Lars 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**



# Executive Leadership Team



**Kristian Villumsen**  
President & CEO



**Nicolai Buhl Andersen**  
Executive Vice  
President, Innovation



**Anders Lonning-Skovgaard**  
Executive Vice President &  
CFO



**Paul Marcun**  
Executive Vice  
President, Growth



**Allan Rasmussen**  
Executive Vice President,  
Global Operations



**Camilla G. Møhl**  
Senior Vice President,  
People & Culture





# Coloplast Annual General Meeting

2019/20

# Agenda

1. Report by the Board of Directors
2. Presentation and approval of the Annual Report
3. Resolution on the distribution of profit
4. Presentation and approval of the Remuneration Report
5. Approval of the remuneration of the Board of Directors
6. Proposals from the Board of Directors and shareholders
7. Election of members to the Board of Directors
8. Appointment of auditors
9. Any other business

# Agenda

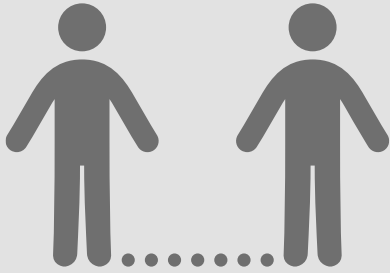
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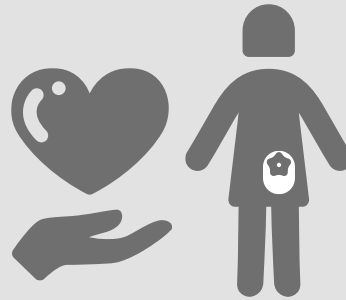
**Chairman of the Board**

Lars Rasmussen

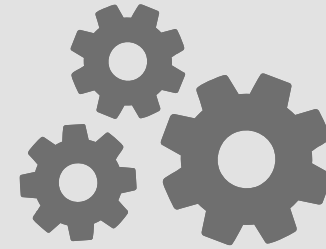
# COVID-19



*We keep our employees  
safe*



*We serve our users*



*We keep our production  
and distribution going*

# Solid Annual Results despite COVID-19

Organic growth

4%

EBIT margin

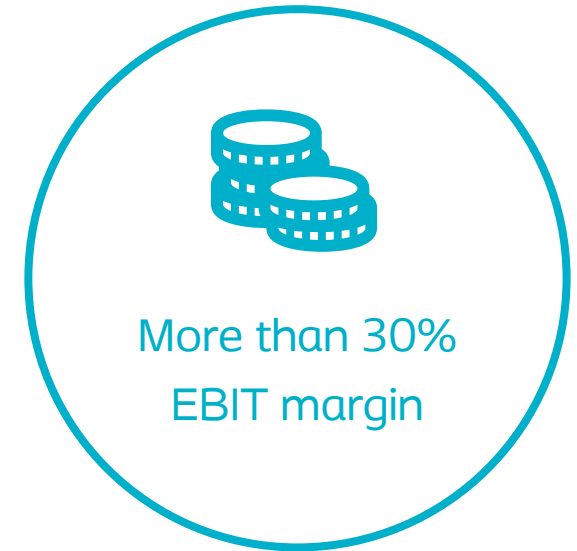
32%



# New 2025 strategy – Sustainable Growth Leadership



# Long-term financial guidance



# New investments of up to 2% of revenue in innovation and commercial activities

## Primary strategic initiatives



Innovation



Ostomy Care and  
Continence Care



Interventional Urology



Digitalization



Sustainability

## Geographical markets





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# VIDEO – Making life easier

Our mission

**Making life easier  
for people with  
intimate  
healthcare  
needs\_**





# Strive25 – Innovation





# Innovation: Growth through clinically differentiated products



Clinical Performance Programme



Digitalisation



Launch of Biatain® Fiber

# Strive25 – Unparalleled efficiency





# Strive25 – Sustainability





# Our mission supports a positive development of society

*Our mission*

**Making life easier for people with intimate healthcare needs**

**3** GOOD HEALTH AND WELL-BEING



*Our 2025 priority*

**Reducing emissions**

**13** CLIMATE ACTION



*Our 2025 priority*

**Improving products and packaging**

**12** RESPONSIBLE CONSUMPTION AND PRODUCTION



*Our on-going commitment*

**Responsible operations**

**5** GENDER EQUALITY



**8** DECENT WORK AND ECONOMIC GROWTH



**10** REDUCED INEQUALITIES



# Strive25 – Talent, Leadership & Culture

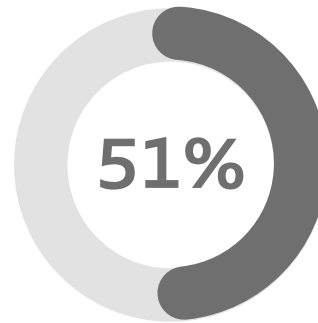


# Inclusion and diversity

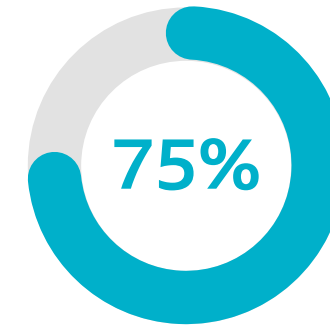


Team  
diversity

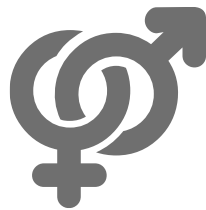
Today



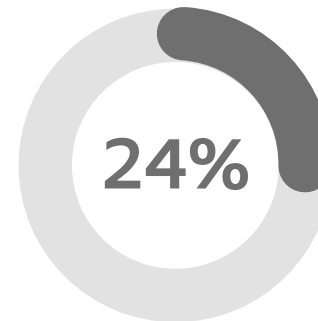
Our ambition for 2025



ANNUAL  
IMPROVEMENT



Women in top management



ANNUAL  
IMPROVEMENT

# Key ratios 2019/20

DKK million	2019/20	2018/19	Growth
Net revenue	18,544	17,939	3%
Gross margin	68%	68%	
Operating profit (EBIT)	5,854	5,556*	5%*
Operating margin (EBIT margin)	32%	31%*	
Net profit for the year	4,197	3,873	8%
ROIC after tax	46%*	48%*	
Free cash flow	3,858	3,766	2%

\* Before special items



# Organic growth rates



Ostomy  
Care

6%



Continence  
Care

6%



Interventional  
Urology

-7%



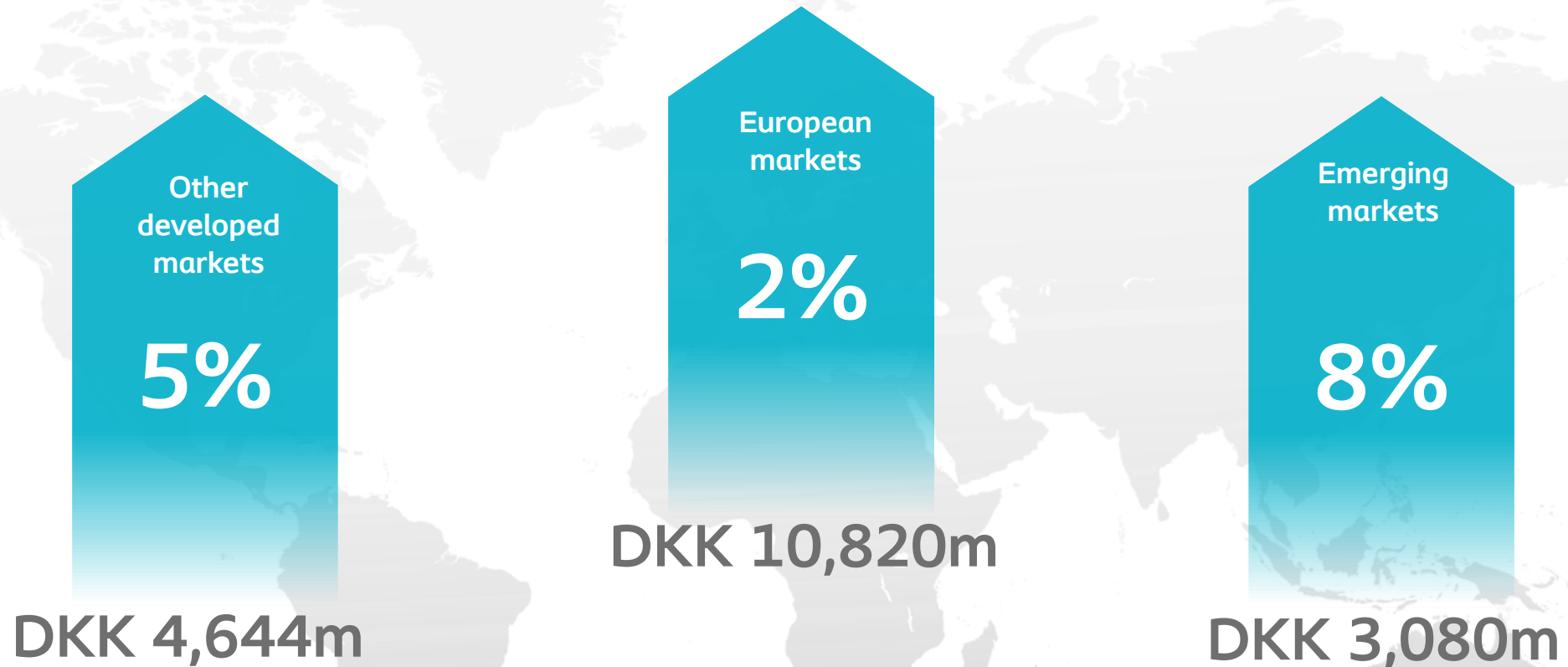
Wound &  
Skin Care

1%

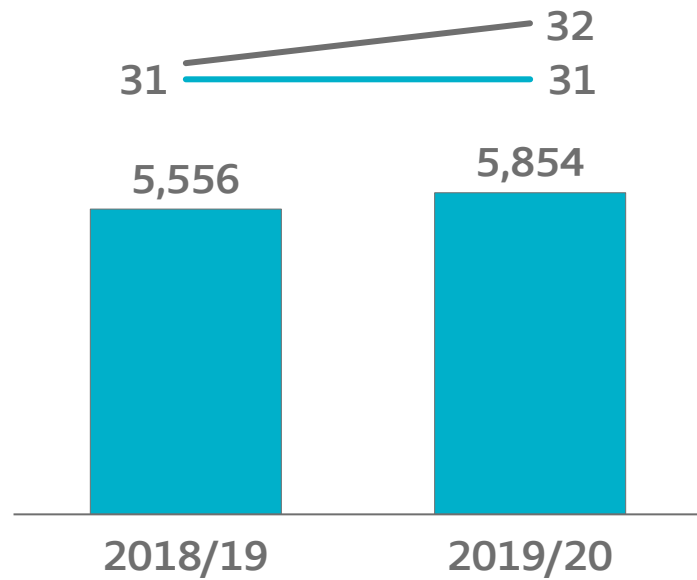




# Sales performance by region



# Operating profit (EBIT)



- Operating profit (EBIT) before special items (DKK million)
- Operating margin (EBIT, %) before special items at constant exchange rates
- Reported operating margin (EBIT, %) before special items

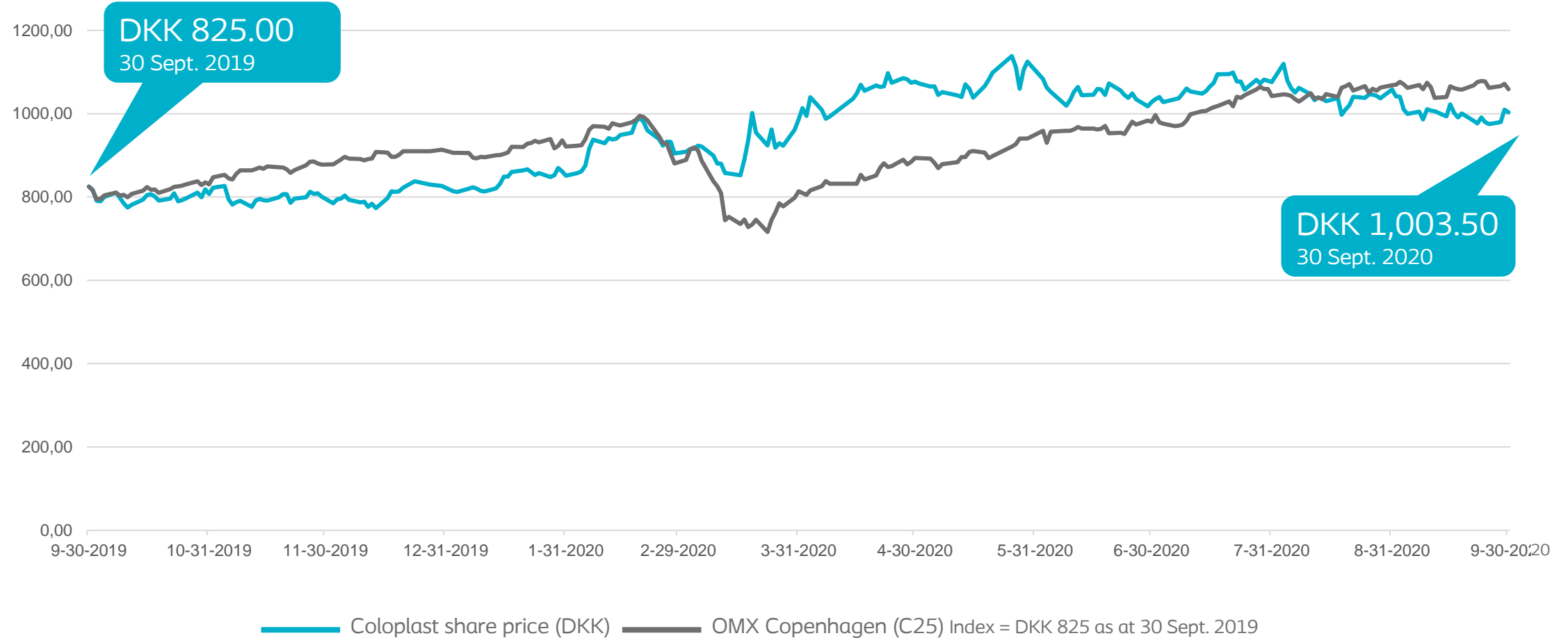




# Profit 2019/20

Net profit for the year	DKK 4,197m
Total assets	DKK 13,499m
Equity	DKK 7,406m
Free cash flow for the year	DKK 3,858m
Dividend per share DKK 18	DKK 3,613m
Payout ratio	91%

# Share price performance



# Corporate responsibility

Reduction of occupational injuries

44%



Renewable energy

100%



Reduction of our environmental footprint





# Outlook and guidance for 2020/21

We expect organic revenue growth of 7-8% at constant exchange rates and 4-5% in DKK.

We expect a reported EBIT margin of 31-32% in DKK.

We expect incremental investments of up to 2% of revenue in innovation and sales and marketing activities.

Capital expenditure is expected to be around DKK 1,100m.

The effective tax rate is expected to be around 23%.



*Making life easier*



# VIDEO – Making life easier





*Making life easier*



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# 6. Proposals from the Board of Directors

6.1 Update of the Remuneration Policy

6.2.1 Amendment of Article 2 of the Articles of Association

6.2.2 Adoption of new Article 11 – Authorisation to hold electronic general meeting

6.3 Company tax reporting

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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