



Coloplast AGM

2015/16

5 December 2016

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



Per Magid



Brian Petersen



Sven Håkan Björklund



Jørgen Tang-Jensen



Jette Nygaard-Andersen



Birgitte Nielsen

Board of Directors

Employee-elected Board members



Martin Giørtz Müller



Torben Rasmussen



Thomas Barfod

The three other members of the Executive Management



Anders Lonning-Skovgaard
Executive Vice President,
CFO



Allan Rasmussen
Executive Vice President,
Global Operations



Kristian Villumsen
Executive Vice President,
Chronic Care



Coloplast AGM

2015/16

5 December 2016

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



Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

Chairman of the Board

Michael Pram Rasmussen

Coloplast continues to take market share and increase our EBIT margin



Long-term financial guidance

Sales growth
- annual organic -

7 – 9%

EBIT margin
- annual improvement -

0.5 – 1.0%

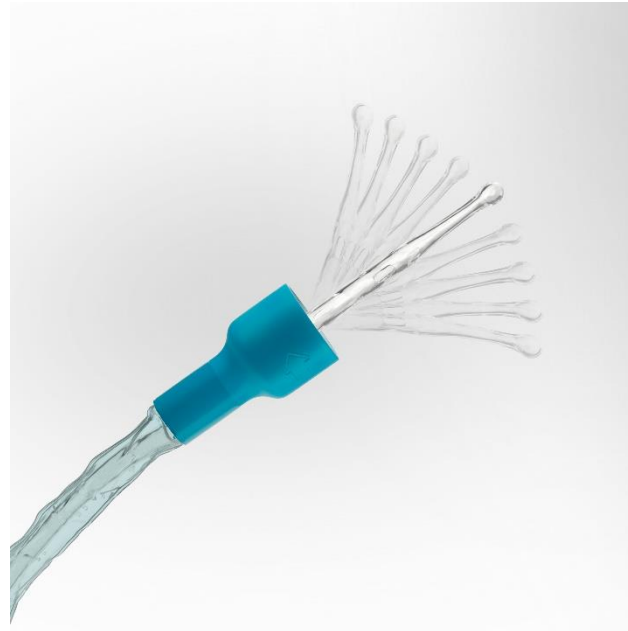
Coloplast's new strategy, LEAD20



SenSura® Mio Convex



SpeediCath[®] Flex



Biatain® Silicone Sizes & Shapes



Coloplast's new strategy, LEAD20



We continue to strengthen relations to our users



Coloplast's new strategy, LEAD20



Coloplast will be investing up to DKK 2bn until 2020

Strategic initiatives



Innovation



Wound Care business



User-focused
market approach

Geographic focus areas

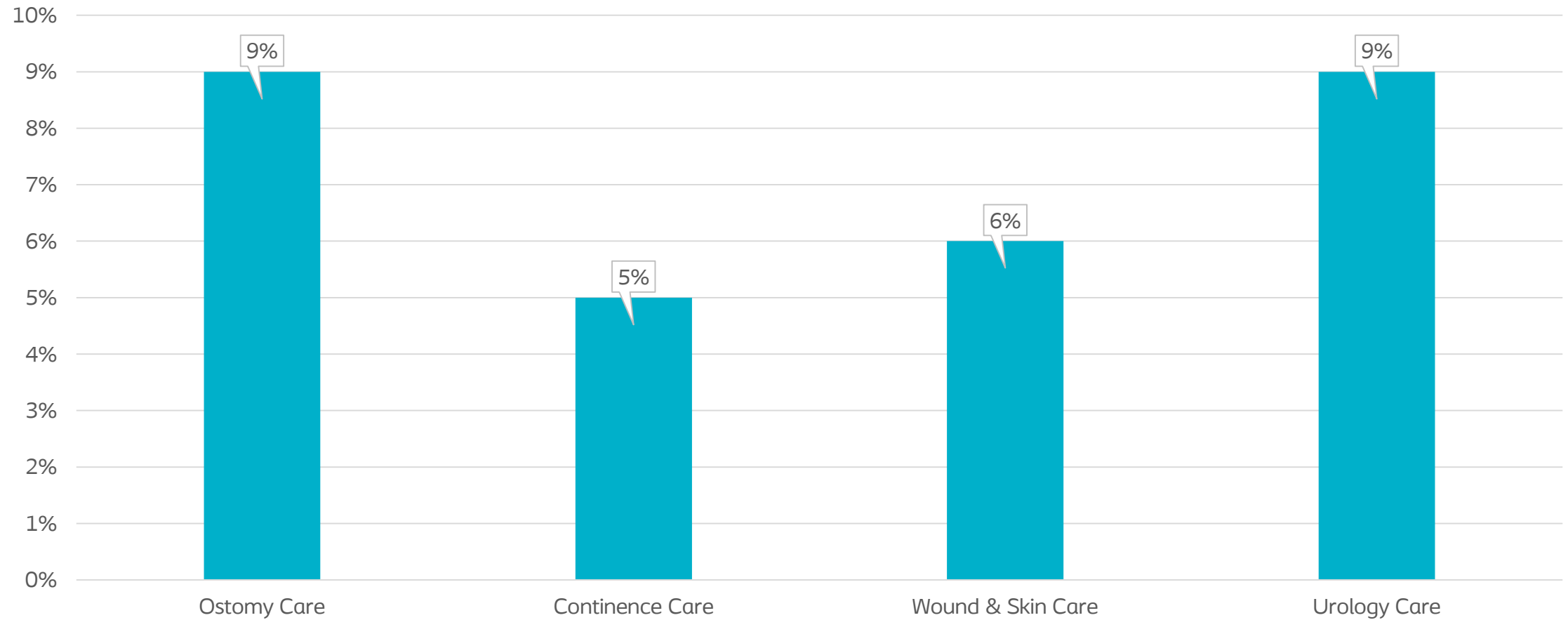


2015/16 financial highlights

DKKm	2015/16	2014/15	Growth
Revenue	14,681	13,909	6 %
Gross margin	68%	69%	
Operating profit (EBIT)	4,846*	4,535*	7%
EBIT margin in DKK	33%*	33%*	
EBIT margin at constant exchange rates	34%*	33%*	
Profit for the year	3,728*	3,239*	15%
ROIC after tax	49%*	48%*	

*before special items

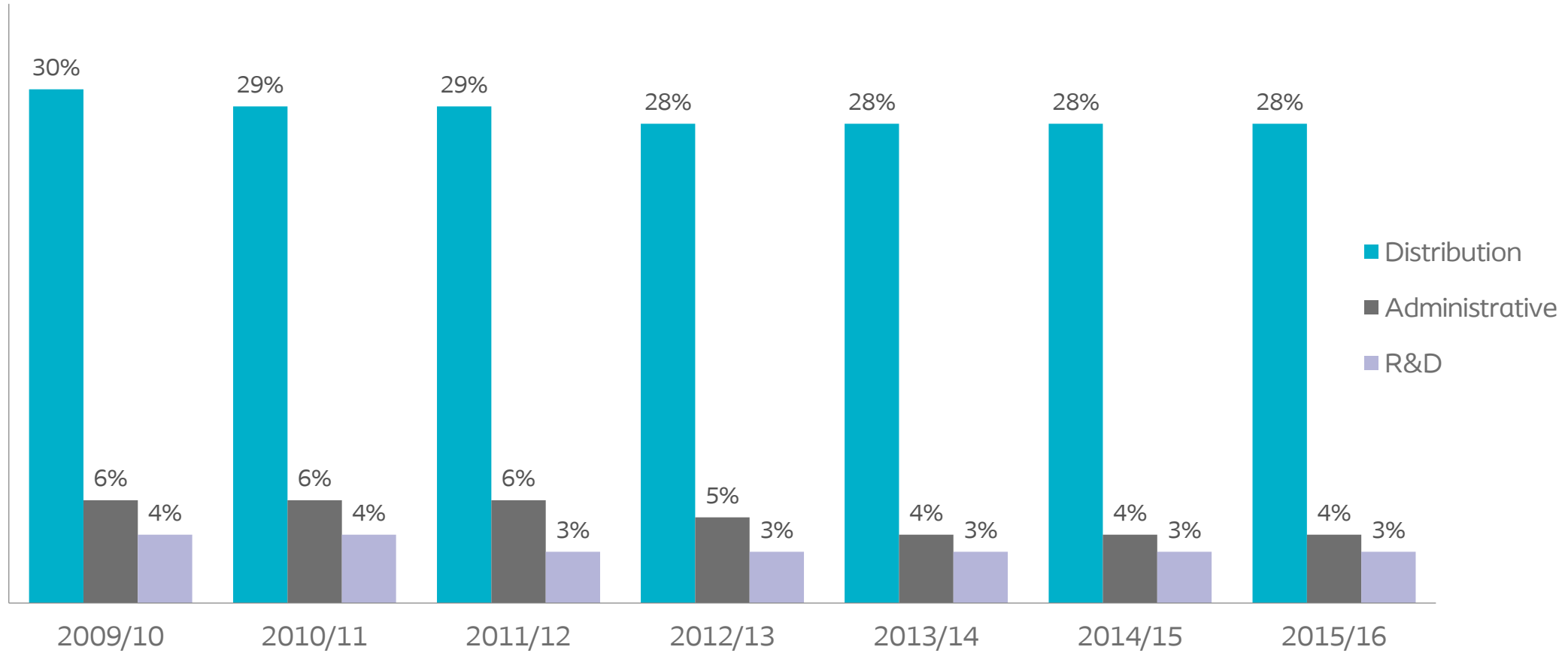
Organic growth rates



Sales performance by region

	Revenue (DKKm)	Organic growth
European markets	9,213	6%
Other developed markets	3,177	6%
Emerging markets	2,291	14%

Cost performance



Balance sheet and cash flows

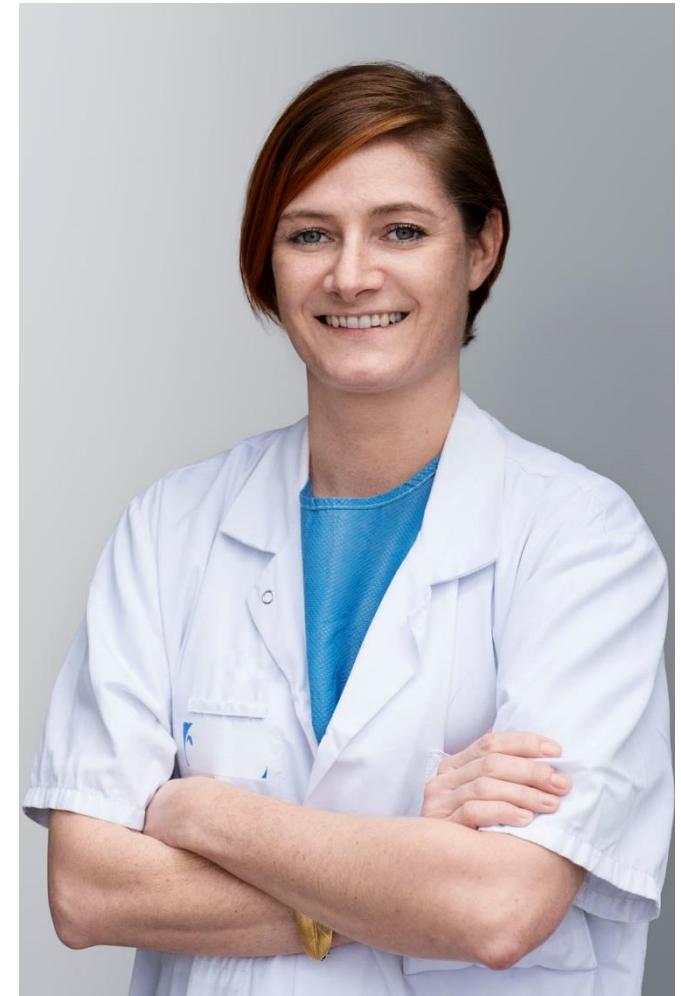
DKKm	2015/16	2014/15
Total assets	11,007	10,817
Equity	5,068	4,706
Equity ratio	46%	44%
Free cash flows	2,425	2,869

Profit 2015/16

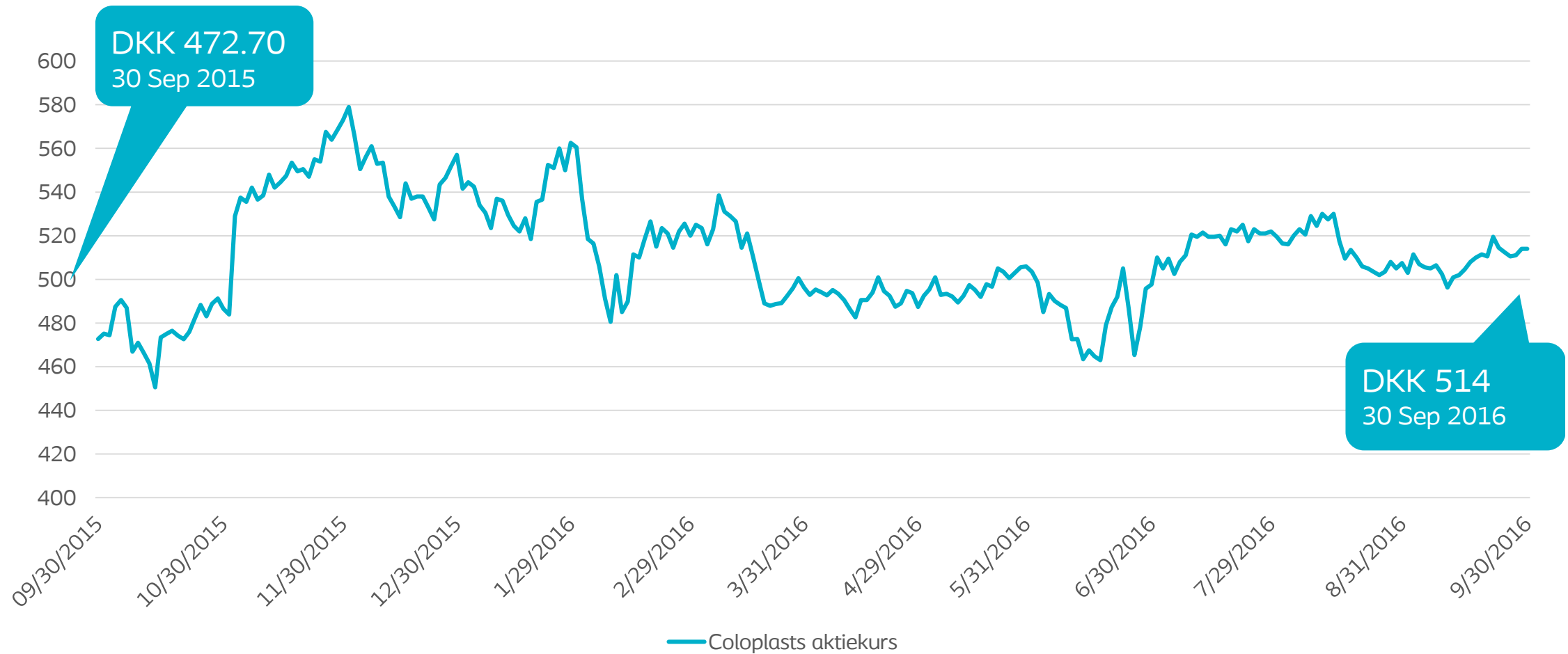
Profit for the year DKK 3,143m

Dividend DKK 13.50 per share DKK 2,859m

Pay-out ratio 91%



Share price performance



Long-term financial guidance

Sales growth
- annual organic -

7 – 9%

EBIT margin
- annual improvement -

0.5 – 1.0%

Financial guidance for 2016/2017

- We expect revenue growth of 7–8% at constant exchange rates and of 5–6% in DKK. Revenue growth in DKK expected to be 1-2%-points higher due to the Comfort Medical acquisition.
- We expect an EBIT margin of 33–34% at constant exchange rates and at about 33% in DKK.
- Capital expenditure is expected to be about DKK 700 million.
- The effective tax rate is expected to be about 23%.

Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

4. Proposals from the Board of Directors

4.1 Amendment to the company's Articles of Association

4.2 Increase of fees paid to members of the Board of Directors

4.3 Amendment to the general guidelines for the company's remuneration of members of the Board of Directors and the Executive Management

4.4 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.

5. Election of members to the Board of Directors

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

Mr Michael Pram Rasmussen, Director (Chairman)

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

Mr Per Magid, Attorney

Ms Birgitte Nielsen, Executive Director

Ms Jette Nygaard-Andersen, CEO

Mr Brian Petersen, Director

Mr Jørgen Tang-Jensen, CEO

Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

Agenda

1. Report by the Board of Directors
2. Presentation of the annual report
3. Resolution for 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

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