



Coloplast A/S

Investor Presentation

2005/06

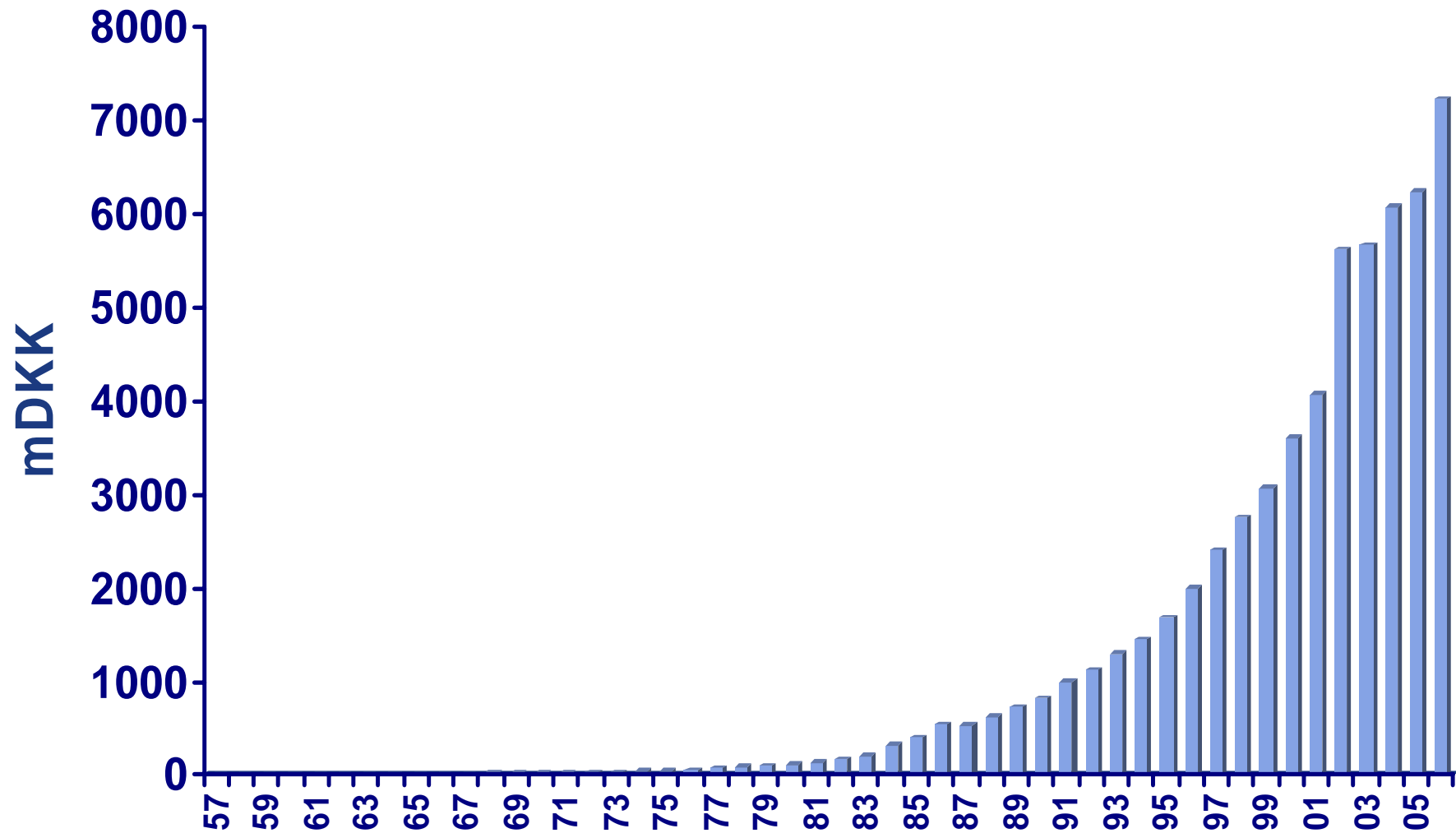
Coloplast in brief

- Coloplast's products and services help patients achieve greater independence from medical challenges in 4 areas, ostomy care, urology & continence care, wound & skin care and breast care
- Target of 15% annual growth in value creation measured as economic profit
- Value creation to be realised through double-digit CAGR and constant improvement of operating profit
- Market leader in Europe within ostomy care, urology & continence care and breast care
- Competitive position based on product innovation, strong relations with health care professionals and efficient business processes
- Aspiring for global market leadership within all key business areas through organic growth and acquisitions
- Main risk is health care reforms in main markets leading to reduced reimbursement prices

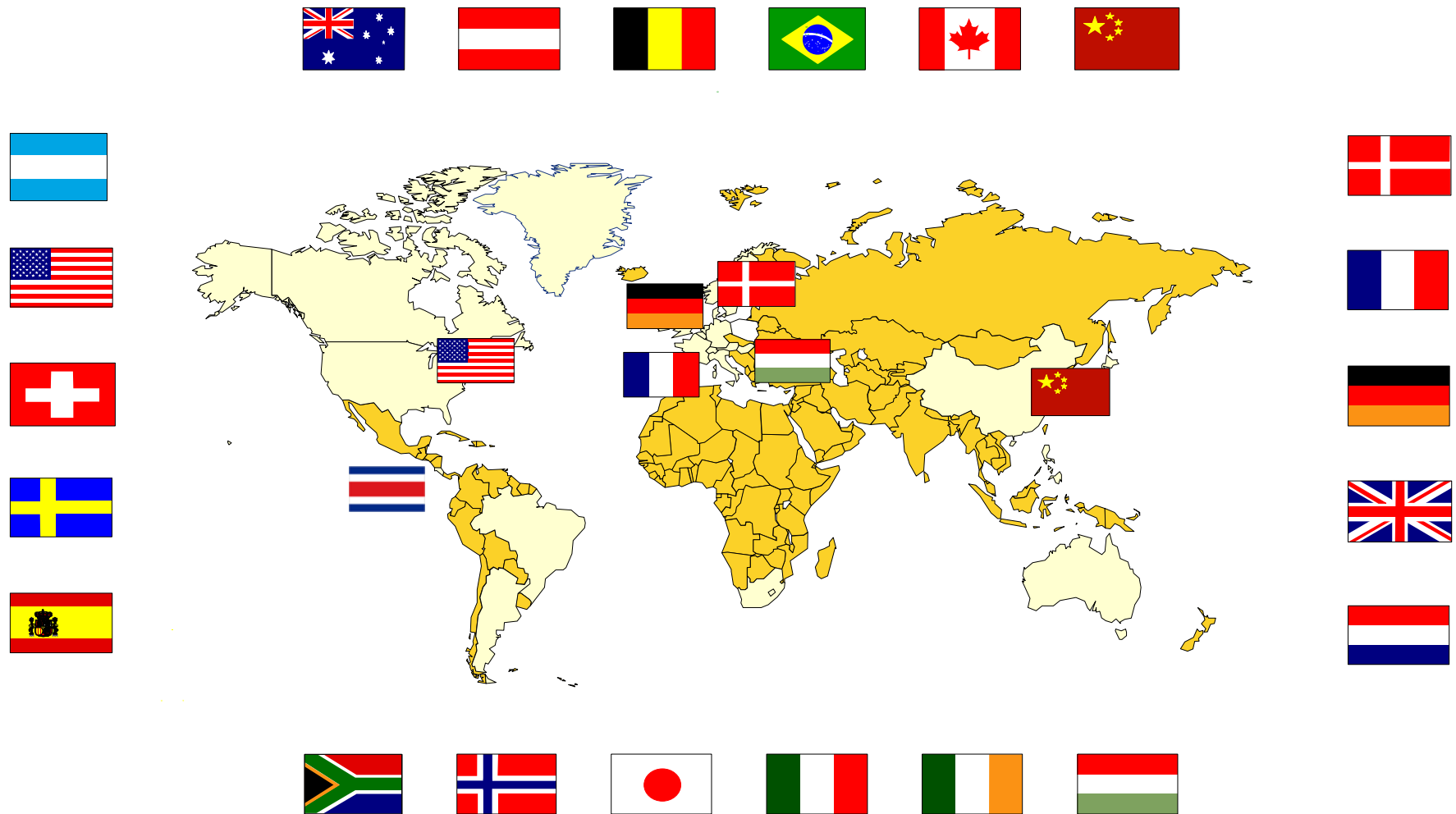
History milestones

- 1957 Danish Coloplast A/S founded
- 1978 International sales subsidiaries established
- 1982 Product divisions established
- 1983 IPO
- 1989 Strategy - Coloplast's role in the 1990s defined
- 1994 Acquisition of Amoena Corp., US
- 1995 Acquisition of Sween Corp., US
- 1996 Acquisition of Amoena GmbH, DE
- 1998 Objectives 2005 established
- 2001 Acquisition of SSL, HSC and Sterling
- 2003 Objectives 2008 established
- 2005 Strategy 2012 - Investing in growth
- 2006 Acquisition of Mentor's urology division

Revenue development 1957-2006



Coloplast has global presentation



Three key customers

The end customer

- The user, primary concern is quality of life

The health care professional

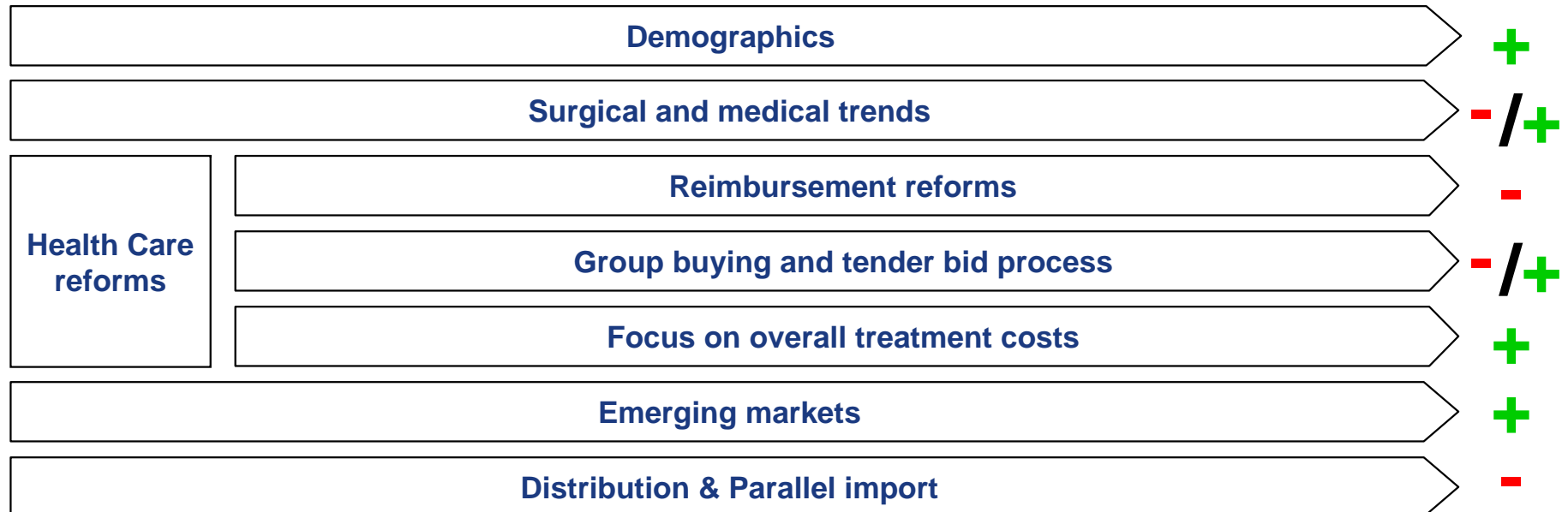
- The advisor, primary concerns are user quality of life and handling

The payer

- Concern is primarily product pricing



External factors - Demand outlook



The demand for products and services will continue to grow in terms of volume, but pressure on prices and margins will continue

Market growth within Coloplast's business areas estimated at 4-6%

Income statement 2005/06

DKKm	2005/06	2004/05	Index
Net revenue	7,227	6,232	116
Gross profit	4,343	3,789	115
- Gross profit margin	60%	61%	
EBITDA	1,392	1,348	103
- EBITDA margin	19%	22%	
Net operating profit (EBIT)	955	1,000	96
- Profit margin	13%	16%	
Profit before tax	726	837	87
Tax	-213	-272	78
Discontinued activity, Sterling	102	-10	
Group profit	614	553	111

Impact from acquisition of urology business

DKKm	2005/06	2006/07	2007/08
Integration costs	70	130	30
US relocation costs	60	30	0
Stock of finished goods	100	0	0
Depreciation of assets	50	150	150
Total impact from acquisition	280	310	180

- Synergies in 2005/06 were insignificant
- In 2006/07, expected synergies amount to DKK 20m.
- Annual synergies after concluded integration estimated to reach DKK 75m-100m with full effect from 2008/09



Balance sheet, cash flows and key ratios 2005/06

DKKm	2005/06	2004/05
Invested capital	7,996	5,386
Net interest bearing debt	3,069	867
Equity, ultimo	2,804	2,512
Investments in tangible assets	415	399
Free cash flow, reported	-2,027	919
- Free cash flow, organic business	604	919
- Free cash flow, acquisitions and divestments	-2,631	0
ROAIC, %	15	18
Economic profit	349	279
Net debt to EBITDA	2.20	0.64
Price/earnings ratio (PE)	37	33
Earnings per share (EPS)	11	12

Expectations and long-term targets

2006/07

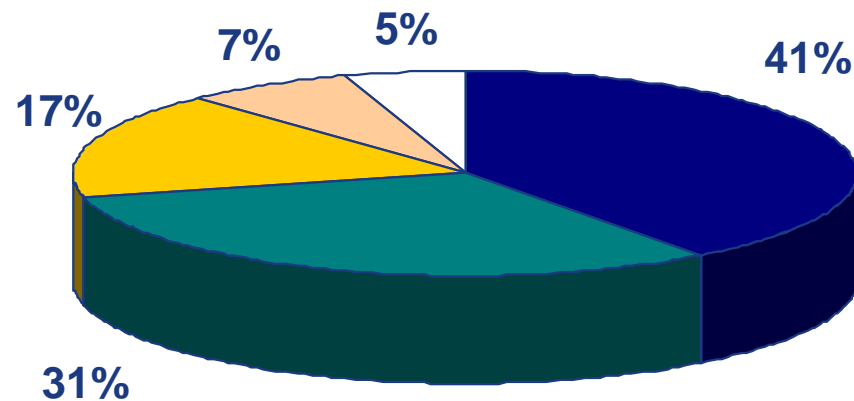
- Sales growth of around 22% in local currencies of which around 9%-points will be organic growth
- EBITDA margin of 18-19% and profit margin (EBIT) of 12-13%
- Investments in tangible assets of DKK 700m
- Corporate tax rate of 30%
- Net costs of integration and restructuring of around DKK 380m

2012

- At least a doubling of economic profit (EP) every five years, based on the 2004/05 figures
- Organic growth of Coloplast's revenue to DKK 15 billion
- A profit margin (EBIT margin) to exceed 18% ← **Profit margin upgraded from at least 17%**

Revenue development 2005/06 - business areas

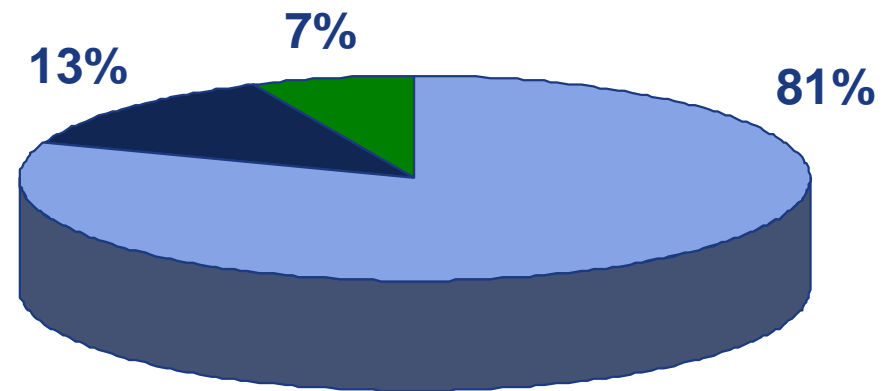
Growth in local currencies	Growth 2005/06	Growth 2004/05	Revenue 2005/06	Market growth
■ Ostomy Care	7%	9%	2,867	1-3%
■ Urology & Continence Care	39%	-	2,265	7%
- <i>Excl. urology business</i>	14%	11%	1,835	-
■ Wound & Skin Care	6%	12%	1,223	6-7%
■ Breast Care	5%	6%	508	2%
□ Other	-	-	364	-
Group net revenue	15%		7,227	4-6%
- <i>Excl. urology business</i>	8%	8%	6,787	-



Revenue development 2005/06 - geography

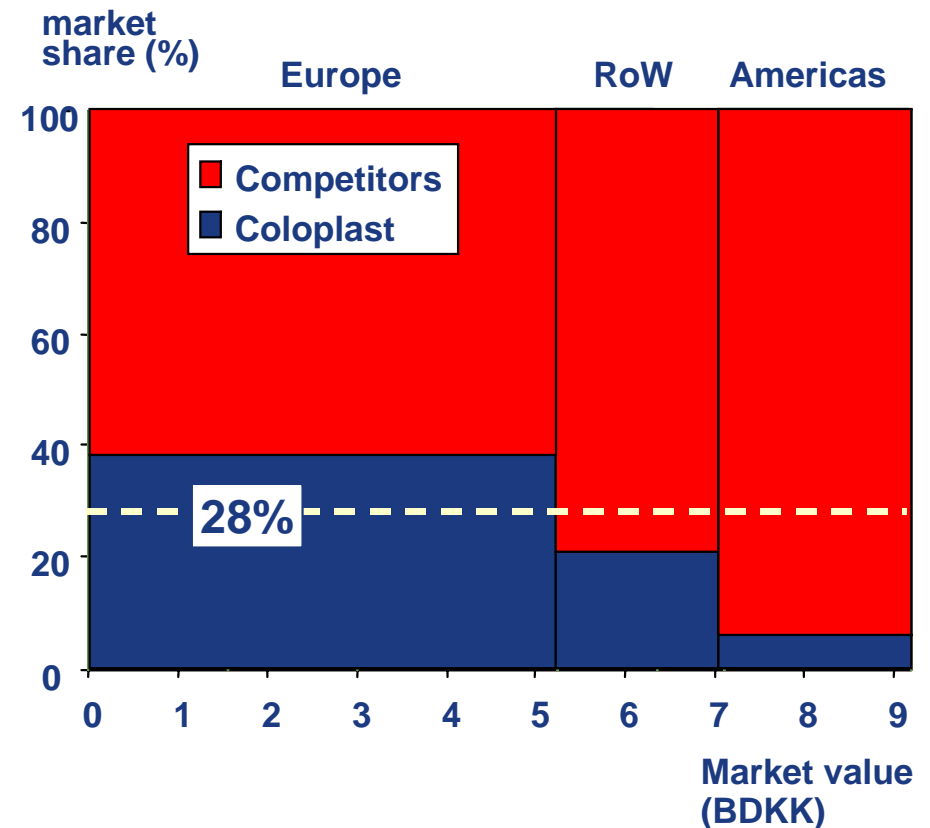
Growth in local currencies	Growth 2005/06	Organic 2005/06	Growth 2004/05	Revenue 2005/06
■ Europe	11%	7%	7%	5,835
■ The Americas	50%	12%	13%	916
■ Rest of World	16%	12%	12%	476
Group net revenue	15%	8%	8%	7,227

- The divestment of Sterling Medical Services affects geographical revenue split in 2005/06
- Acquisition of Mentor's urology business doubles Coloplast's revenue in the US from 2006/07



Ostomy Care

- For people who have lost their normal bowel- or bladder function
- Almost 80% related to cancer
- Main competitors are ConvaTec and Hollister Inc.
- Ambition to become global market leader and to reach two-digit market share in the US within 2-4 years



Ostomy Care

	2005/06	2004/05	Q4 05/06	Q4 04/05
Revenue (DKKm)	2,867	2,657	754	711
Growth in local currencies	7%	9%	6%	-

- Revenue growth affected by situation in HSC - excluding sales from HSC, sales growth was approximately 12%
- US revenue growth exceeded 20%
- International launch of **SenSura** in October 2006
- Growth expected to pick-up in 2006/07

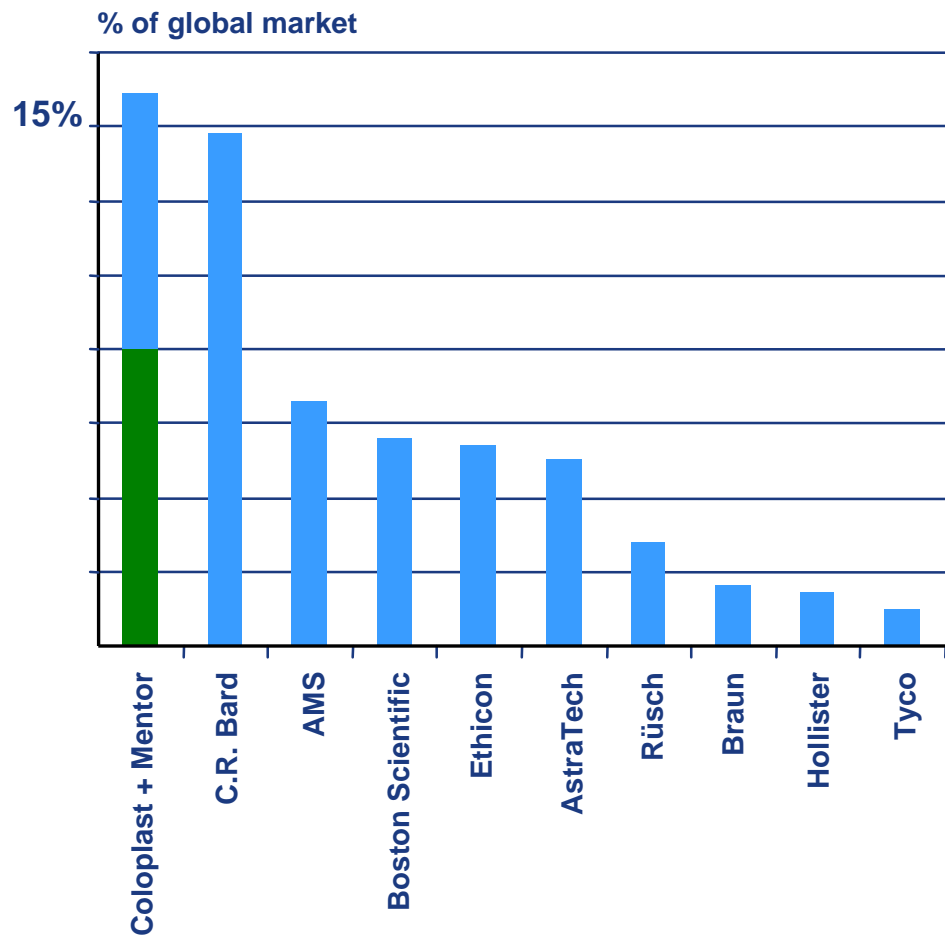


Urology & Continence Care - customer segmentation

Location	OUTPATIENT CLINIC	DAY SURGERY	OPERATING ROOM	WARD	REGIONAL CENTRES
Customer	Nurses and Urologists	Urology surgeons Primarily Endourology	Urological surgeons Primarily open surgery	Pre- & post-op Care Nurses and urologists	Highly specialised urologists
Pathology	SCI, MS, SB, BPH (diagnose and follow-up)	BPH SUI Stones	BPH SUI Erectile Dysfunction Prostate Cancer	BPH (recovery)	Erectile Dysfunction (volume) Prostate Cancer

- Improved access to and strengthened relationship with key decision-makers within urology and leveraging of sales forces
- More product and service offerings, e.g. urological tools, invasive products, brachytherapy seeds
- Addressing new indications, e.g. stress urinary incontinence (SUI), kidney stones, benign prostate hyperplasia (BPH), prostate cancer, erectile dysfunction (ED)

Urology & Continence Care - market positioning



- Global market share in continence consumables 20-25%
- Global market share in urological specialties ~10%
- Strong position in the US market established with the acquisition of the urology business
- European market leadership reinforced

Urology & Contenance Care

	2005/06	2004/05	Q4 05/06	Q4 04/05
Revenue (DKKm)	2,265	1,615	779	434
- Organic	1,835	1,615	463	434
- Acquired	430	0	316	0
Growth in local currencies	39%	11%	75%	-
- Organic	14%	11%	6%	-
- Acquired	25%	0%	69%	-

- Continued high organic growth
 - Catheters still growing with more than 20%
 - Urine bags growing to expectations
- Global market leader in continence care and among the leaders in urology
- International launch of **Conveen** Optima



Urology & Continence Care - integration

Strategic rationale reconfirmed

- Enlarging the scope of our continence care business into urology
- A solid position in the US urology market
- Strengthening of our European market position

Status on key integration activities

- Establish a new headquarter in the US
- Integrate sales organisations in all countries
- Optimise procurement
- Combine and expand R&D
- Reach one IT platform and reporting system
- Create one company and one culture



*Prof. Daniel Raudrant
Hôtel Dieu, Lyon*

Wound Care - global market

		Wound type	
		Acute	Chronic
Product technology	Dry wound healing	€1.5 billion	€1.0 billion
	Moist wound healing	€1.0 billion	€1.5 billion
	Drugs and bio products	€0.2 billion	€0.5 billion
	VAC	€1.0 billion	€0.5 billion
Compression		€1.0 billion	

€1.5 billion segment, growth 6-7%

Active

Wound & Skin Care

	2005/06	2004/05	Q4 05/06	Q4 04/05
Revenue (DKKm)	1,223	1,137	316	308
Growth in local currencies	6%	12%	3%	-

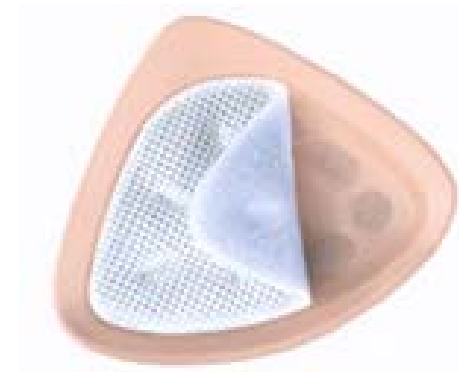
- Successful launch of **Biatain - Ibu**
- Revenue performance expected to return to double-digit growth in 2006/07
- Declining revenue performance primarily related to moist wound healing market developments
- Sale of skin care products developed according to estimates
- Main competitors are ConvaTec, Smith & Nephew, Mölnlycke



Breast Care

	2005/06	2004/05	Q4 05/06	Q4 04/05
Revenue (DKKm)	508	474	131	124
Growth in local currencies	5%	6%	7%	-

- For women who have had their breast removed, typically due to breast cancer
- Sales growth according to expectations, driven by new products
- Revaluation of the DKK 1 billion market, now estimated to grow approximately 2%
- Main competitors are Trulife, Thämert, Anita



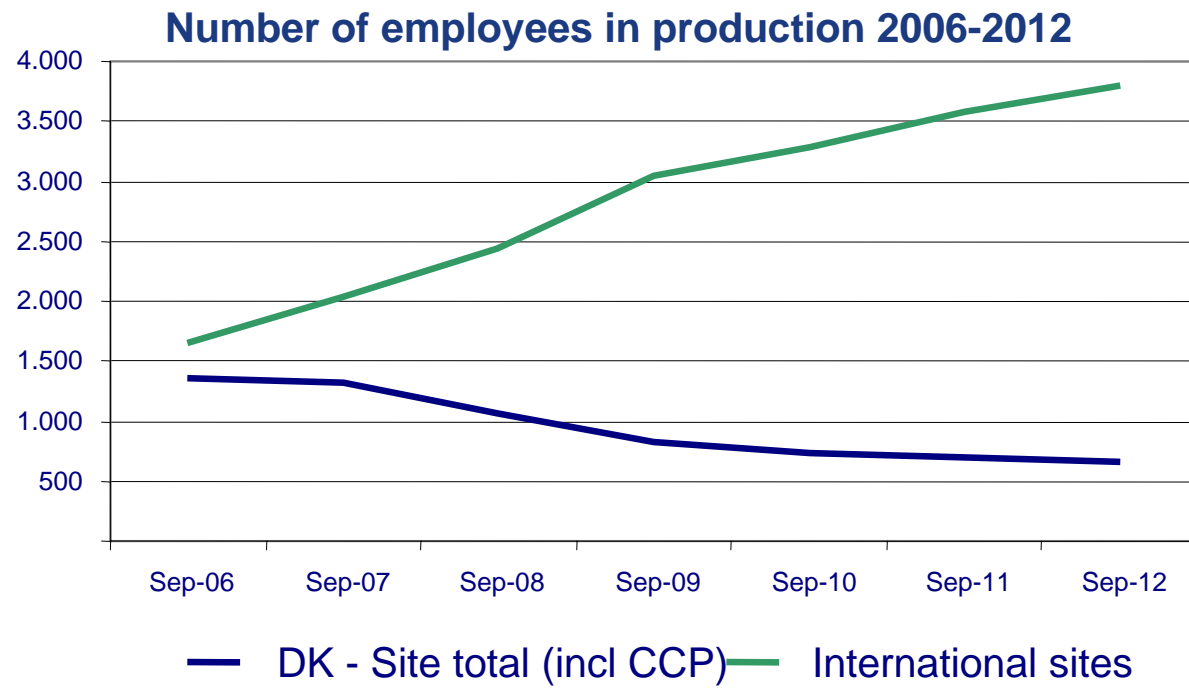
Healthcare reforms

- UK Department of Health - live consultations
 - Proposes reduction of reimbursement prices on ostomy and incontinence appliances and changes to remuneration of services provided by appliance contractors, such as Charter Healthcare
 - Coloplast participates in the consultation process through the relevant industry associations and as an individual company
 - Deadline for responses 5 March 2007 with proposed implementation in June 2007
 - Potential effects not included in 2006/07 outlook



Global Operations

- Coloplast aims at achieving world-class manufacturing within the next three years
- New factories located in China and Hungary
- Production facilities in Denmark will be consolidated from six to three sites



Global Operations - Hungary and China

- 1,000 headcounts by November 2006
- DKK 2 billion sales value in 2006/07
- Approx. 7% EBIT improvement when relocating from Denmark
- Subsidy of approx. DKK 150M granted by Hungarian authorities when establishing new factory in Eastern Hungary
- 100,000 m² site leased in Zhuhai for 50 years, first phase completed in June 2007



Analysts' estimates 2005/06

DKKm	Net revenue	EBIT	EBIT margin	PBT
High	7,374	998	13.8%	764
Mean	7,282	937	12.9%	731
Low	7,232	895	12.3%	689
Coloplast actual	7,227	955	13.2%	726
Index to mean	99	102	103	99

Based on estimates collected from 11 financial analysts

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.

Urology & Continence Care - the product portfolio

Urology & Continence Care							
Continence Consumables			Urological Specialties				
Intermittent Catheters 35% of revenue	Global market BDKK 3 9% growth	Coloplast global market share 25-30%	Men's Health 5% of revenue	Global market BDKK 0,7 8% growth	Coloplast global market share ~25%	Brachytherapy 3% of revenue	Bowel Management <1% of revenue
Urine Bags 16% of revenue	Global market BDKK 2,5 4% growth	Coloplast global market share ~20%	Women's Health 4% of revenue	Global market BDKK 1,2 18% growth	Coloplast global market share ~10%	Global market BDKK 1 6% growth	Global market BDKK ~1 2% growth
Urisheaths 14% of revenue	Global market BDKK 1 2% growth	Coloplast global market share 25-30%	Disposable Surgical Urology 14% of revenue	Global market BDKK 2,5 4% growth	Coloplast global market share ~5%	Coloplast global market share ~7%	Coloplast global market share ~1%
Indwelling Catheters 1% of revenue	Global market BDKK 1,3 3% growth	Coloplast global market share ~4%					
Absorbent Products 1% of revenue	Global market not assessed	Coloplast global market share not assessed					



Coloplast