



Conference call presentation – FY 2012/13

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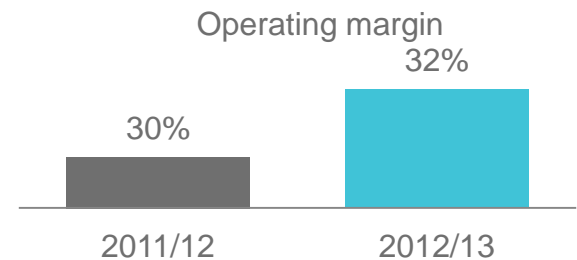
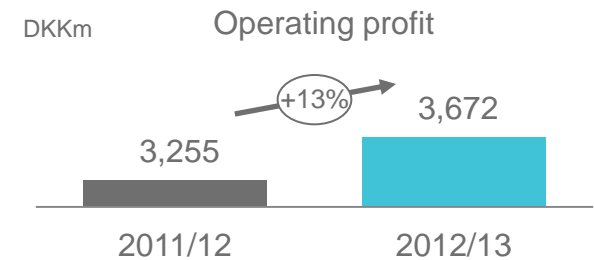
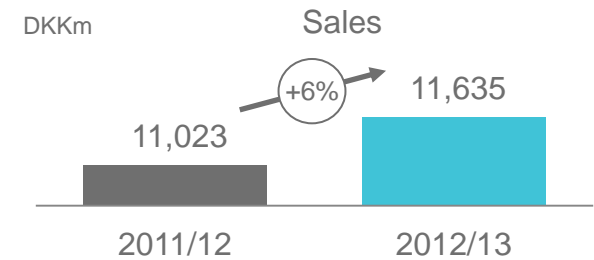
Forward-looking statements

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.

Strong performance in FY 2012/13

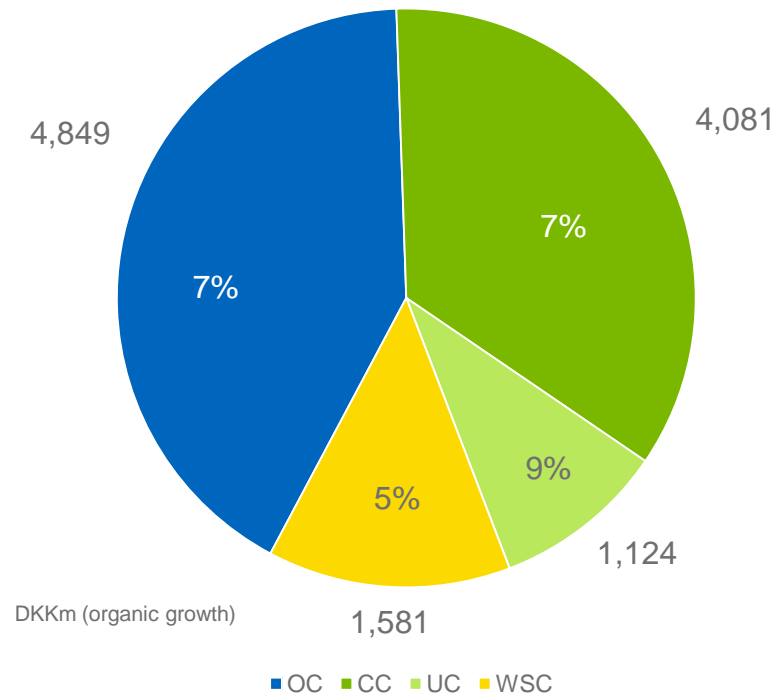
- 7% organic sales growth (6% in DKK)
- Very satisfactory EBIT margin of 32%, both in DKK and fixed currencies
- EPS diluted increased by 23% to DKK 12.62
- FCF increased by DKK 363m to DKK 2,699m
- ROIC after tax of 44% against 38% last year
- Total dividend of DKK 10.00 per share in 2012/13 (DKK 7.00 per share proposed at the 2013 annual general meeting)
- Full year guidance for 2013/14:
 - Organic growth rate of around 7% and around 5% in DKK
 - EBIT margin in fixed currencies and DKK of around 33%



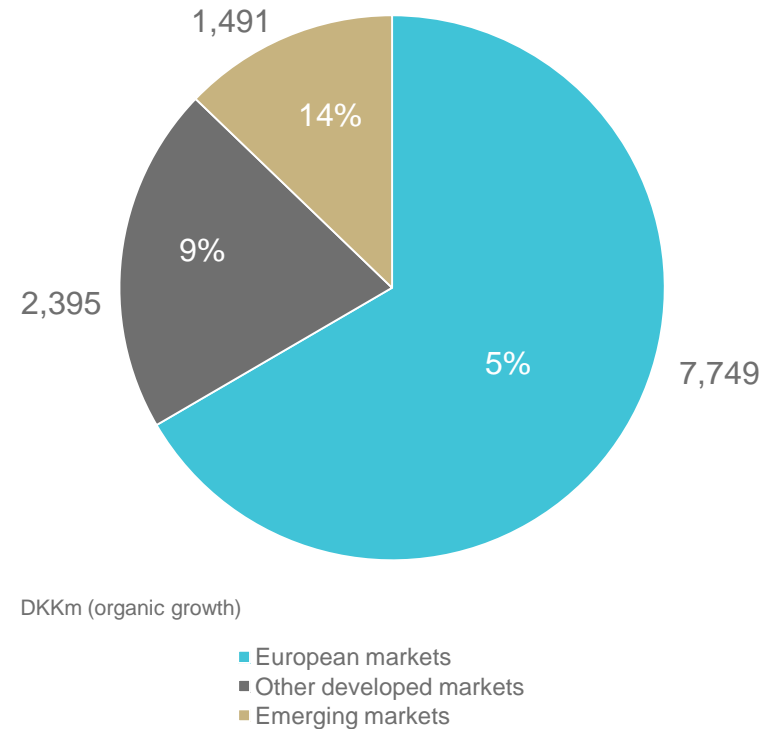
Very satisfactory FY organic growth of 7% - an improvement of 1%-point compared with last year

Group revenue FY 2012/13 by segment

FY 2012/13 sales: DKK 11.6bn



Group revenue FY 2012/13 by geography



FY 2012/13 - Solid underlying performance with increasing cash returns

- Sales performance came in at the high end of FY guidance
- Continued productivity gains and cost discipline
- Solid EBIT margin of 32% for the year
- ROIC after tax at record 44%
- Free cash flow up by 16% to DKK 2,699m
- Increased returns to shareholders
 - Updated return policy
 - Liquidity buffer of DKK 1bn removed
 - We intend to launch a new share buy back programme of DKK 1bn
 - Total dividend yield of 3.2% for FY 12/13 or 78% pay out ratio
 - Total dividend of DKK 10.00 per share in 2012/13 (DKK 7.00 per share proposed at the 2013 annual general meeting)

MDKK	2012/13	2011/12
Gross profit	7,866	7,345
Gross margin	68%	67%
SGA-to-sales	33%	34%
EBIT	3,672	3,255
EBIT margin	32%	30%
NWC-to-sales	23%	22%
CAPEX	440	338
CAPEX-to-sales	3.8%	3.1%
Free cash flow	2,669	2,336
ROIC after tax	44%	38%
Net liquidity	(1,744)	(1,042)
Dividend per share	10	4

Guidance for 2013/14 aims at continued growth and further margin expansion

	Guidance 13/14	Guidance 13/14 (DKK)	Long-term ambition
Sales growth	~7% (organic)	~5%	Market+
EBIT margin	~33% (fixed)	~33%	Deliver margins in line with the best performing medical device companies *)
CAPEX (DKKm)		~500	~4% of sales
Tax rate		~25%	-

*) The peer group includes the following companies: Medtronic Inc., Baxter International Inc., ConVatec 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, Shandon Weigao Group Medical