> **Year of investment:** 2006

> **Share of capital/votes:**
> 49%/49%

> **Value of Gambro Holding:**
> SEK 1,957 m.

> **Serving on the Board:** Johan Röhss

> **Other owner:** EQT IV

**A leading global provider of technology innovations and services focused on enhancing blood quality, safety, supply and efficiency in the blood banking and transfusion medicine industry.**

**United States**
Canada
China
Australia
Japan
Philippines
Singapore
Malaysia
Indonesia
Hong Kong
India
Taiwan
Korea
Pakistan
Vietnam
Thailand
Costa Rica
Panama
Ecuador
El Salvador
Paraguay
Guatemala
Dominican Republic
Argentina
Uruguay
Chile
Colombia
Venezuela
Peru
Mexico
Brazil
Germany
France
Belgium
Netherlands
Luxembourg
Spain
Portugal
Italy
Saudi Arabia
Egypt
Jordan
Lebanon
Iran
Sudan
Libya
Syria
Yemen
Palestine
UAE
Oman
Kuwait
Bahrain
Qatar
Africa
Israel
South Africa
Turkey
Greece
Malta
Cyprus
Morocco
Algeria
Tunisia
Bosnia Herzegovina
Croatia
Serbia
Hungary
Poland
Albania
Macedonia
Slovenia
Slovakia
Romania
Bulgaria
Lithuania
Latvia
Estonia
Russia
Ukraine
Armenia
Kazakhstan
Belarus
Austria
Switzerland
Czech Republic
United Kingdom
Ireland
Iceland
Finland
Norway
Sweden
Denmark
Argentina
Australia
Brazil
Canada
Chile
China
Colombia
Czech Republic
Denmark
Egypt
France
Germany
Hong Kong
India
Italy
Japan
Mexico
Netherlands
Northern Ireland
Norway
Peru
Poland
Portugal
Singapore
Spain
Sweden
Switzerland
United Kingdom
United States
Uruguay
Venezuela
United States
Canada
China
Australia
Japan
Philippines
Singapore
Malaysia
Indonesia
Hong Kong
India
Taiwan
Korea
Pakistan
Vietnam
Thailand
Costa Rica
Panama
Ecuador
El Salvador
Paraguay
Guatemala
Dominican Republic
Argentina
Uruguay
Chile
Colombia
Venezuela
Peru
Mexico
Brazil
Germany
France
Belgium
Netherlands
Luxembourg
Spain
Portugal
Italy
Saudi Arabia
Egypt
Jordan
Lebanon
Iran
Sudan
Libya
Syria
Yemen
Palestine
UAE
Oman
Kuwait
Bahrain
Qatar
Africa
Israel
South Africa
Turkey
Greece
Malta
Cyprus
Morocco
Algeria
Tunisia
Bosnia Herzegovina
Croatia
Serbia
Hungary
Poland
Albania
Macedonia
United States
Canada
China
Australia
Japan
our vision

For Better Blood and Better Lives

our facts

- Founded: 1964
- Classification: Medical device manufacturer
- Industry: Blood banking, transfusion medicine and cell therapy
- Customers: Blood technology – providing technology, products and services to blood centers, hospitals and scientific, clinical and biotech researchers
- Global headquarters: US, Colorado, Lakewood
- Regional headquarters: Brussels, Buenos Aires, Hong Kong
- Locations: 32 countries
- Headcount: 2200
- Main products: Trima Accel® Collection, Spectra Optia® Apheresis, COBE® Spectra Apheresis, Mirasol® Pathogen Reduction Technology, Atreus® Whole Blood Processing and OrbiSac System

The OrbiSac and Mirasol PRT systems are not available for sale in the U.S. The Mirasol PRT system has received CE mark for the platelet application.
terminology: blood constituents

**PLASMA**
Blood plasma is the yellow liquid component of blood, in which the blood cells in whole blood would normally be suspended. It makes up about 55% of the total blood volume.

**RED CELL**
Red blood cells (also referred to as erythrocytes) are the most common type of blood cell and the principal means of delivering oxygen (O2) to the body tissues via the blood flow through the circulatory system.

**PLATELET**
Platelets, or thrombocytes, are small and irregularly-shaped. They circulate in the blood and are involved in the formation of blood clots.

**WHITE CELL**
White blood cells (WBCs), or leukocytes, are cells of the immune system defending the body against both infectious disease and foreign materials. Leukocytes are found throughout the body.

terminology: processes

**APHERESIS**
Medical technology in which the blood of a donor or patient is passed through a medical device that separates out one particular constituent and returns the remainder to the circulation.

**LEUKOREDUCTION**
The removal of white cells from platelet, plasma or red cell products.

**SECONDARY PROCESSING**
Additional processing of a component either during or after the collection/removal process.

**PATHOGEN REDUCTION**
Pathogen inactivation/pathogen eradication – Secondary processing of blood products to inactivate viruses and/or bacteria.
blood industry value chain

($Millions USD)
PRT estimated value is 1625M USD; Therapeutic Systems represents 167M USD of Transfusion/Apheresis Medicine
IT market value impact is being evaluated / arrows represent CaridianBCT markets

our mission

We improve lives through innovation, quality and services delivered by our people, products and processes in blood component technologies
our passion

creating value through innovation

We design and engineer solutions that will inspire the next generation in technology. Innovation breeds sustainable long-term growth—it is our foundation and it’s the fundamental principle on which our company was founded.

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<tbody>
<tr>
<td>2991 Cell Processor</td>
<td>Invented LRS technology</td>
<td>OrbiSac System</td>
<td>Trima Accel Collection System</td>
<td>Elutra Cell Separation System</td>
<td>Mirasol Pathogen Reduction System</td>
<td>Mirasol Platelet in PAS</td>
<td>Quantum Cell Expansion System</td>
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</tbody>
</table>

our footprint

think global, act local

We have the ability to satisfy workplace needs of customers wherever they are located.

- CaridianBCT does business in over 90 countries
- CaridianBCT has locations in over 30 countries
CaridianBCT today

CaridianBCT is the only company offering any combination of automated collections, automated whole blood processing and pathogen reduction technologies.

Blood Banks Customer Segment

- AC, WBP and PRT Business Areas serving Blood Banks
for better blood and better lives

sales mix

by business areas

- Automated Collections: 65%
- Therapeutic Systems: 23.5%
- Whole Blood Processes: 8%
- Pathogen Reduction Technologies: .5%
- Other: 3%
our business areas

Delivering customer value through technologies, products and services that enhance blood quality, safety, supply and efficiency.

Automated Collections
Productivity
- employing the world's most effective and flexible automated collection platform to optimize each donation through multiple component collections.

Therapeutic Apheresis & Cell Therapy
Performance
- designed to enhance versatility, performance and patient care with a variety of protocols. The Clinical focus is just a part of it. Clinical focus in neurology, hematology, autoimmunity and a variety of other disease states.

Whole Blood Processes
Automation
- and Informatics of manufacturing processes of whole blood in the component lab.

Pathogen Reduction Technologies
Safety
- delivering the value of Mirasol PRT and establishing compatibility with other blood technologies and products.

our core business
Automated Collections

Automated Collections - produce the right amounts of the right blood components, at the right time and at the right value to improve patients’ lives.

Market Segment Share: ~50%
Competitors: Fresenius, Haemonetics, Fenwal
Strategy: Protect and Extend
- Protect market share by driving “only one strategy” and productivity improvement
- Extend current product offerings with value-added protocols, donor strategies and IT productivity tools
- Expand market share into new and underserved markets
our core business
Therapeutic Apheresis & Cell Therapy Systems

Therapeutic Systems – delivering a broad range of innovations in therapeutic apheresis procedures and cellular therapy tools to improve patient treatments

Market Segment Share: ~55%
Competitors: Membrane technologies, Fresenius, Haemonetics
Strategy: Extend Therapeutic Apheresis
Grow Cell Therapies
✓ Grow market share through conversion to next generation, Spectra Optia
✓ Expand size of market through Therapy Awareness and emerging applications
✓ Launch Quantum CES in market

clinical cell therapy
MSC clinical trial status and recent events

Total MSC trials¹
Selected² MSC trials by therapeutic application

1) Trials including the word “Mesenchymal”, www.clinicaltrials.gov, early 2009 vs. early 2010
2) Trials excluding drug trials etc, sorted by applications
distribution agreement
Beckman Coulter

- Beckman Coulter is a global provider of products for cell analysis, cell sorting etc., with a large sales force
- The purpose of the agreement is to provide strong access into new market segments

<table>
<thead>
<tr>
<th>Beckman Coulter market segments:</th>
<th>CaridianBCT market segments:</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Pharmaceutical companies</td>
<td>- Commercial cell therapy</td>
</tr>
<tr>
<td>- Cosmetics companies</td>
<td>developers</td>
</tr>
<tr>
<td>- Basic stem cell research</td>
<td>- Contract manufacturing</td>
</tr>
<tr>
<td>laboratories</td>
<td>organizations for cell therapy</td>
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<tr>
<td>- Stem cell clinical trials</td>
<td>- Veterinary market</td>
</tr>
<tr>
<td></td>
<td>- Cord bank and blood bank market</td>
</tr>
<tr>
<td></td>
<td>- Any other market not allocated to</td>
</tr>
<tr>
<td></td>
<td>Beckman Coulter</td>
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</table>

- Revenue from the sale of commercial Quantum CES equipment, disposables and renewal fees is anticipated to exceed $50M if minimum sales requirements are met through the duration of the contract (5 year term)

therapy awareness
proof of concept model

- **Concept evaluation**-18+ months targeting specialty disease states proves valid to enter/grow market share
- **Size of market**- Neurology targeted approach expands opportunities of more than 3x current market penetration, Neurology equals 50+% of prescriptions for therapeutic plasma exchange (TPE); hematology and immunology not completed
- **Underutilized Uses approach**- focus on proven TPE therapy effectiveness vs. IVIG, including further prescribing physician education on plasma exchange within:
  - Clinical equivalence of TPE v. IVIG
  - Education of TPE and blood access options
  - Reimbursement and true cost of TPE to hospitals, national healthcare systems and physicians
- **Emerging Applications approach**- focus on new applications in niche disease areas in neurology and autoimmunology within:
  - NMO clinical trial over 2 years
  - Refractory MS clinical trial in Europe of 3 years
  - Vasculitis passive support of already engaged clinical trial (largest TPE trial)
our emerging business
Pathogen Reduction Technologies

Pathogen Reduction Technologies - providing pathogen reduction and white cell inactivation to deliver safer and immediately transfusable blood components

Competitors: Cerus, Macopharma, Octapharma

Strategy: Invest and Grow

✓ Continue commercialization efforts in EMEA
✓ Assess alternative and adjacent market opportunities
✓ Develop next generation Mirasol PRT for whole blood through US Department of Defense grant

Emerging/ Re-emerging Infectious Diseases: 1995-2005
our emerging business
Whole Blood Processes

Whole Blood Processes - simplify customers’ operations, improve productivity and produce high-quality, consistent blood components for patients

Competitors: Terumo
Strategy: Protect and Extend
- Continue to evaluate Atreus opportunities
- Protect OrbiSac market share through customer support initiatives and strategic pricing
- Extend OrbiSac market share in new and underserved markets to focus on value-creating opportunities in select geographies

sales mix

by Geography

by Revenue Type

<table>
<thead>
<tr>
<th>by Geography</th>
<th>by Revenue Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>NA</td>
<td>Hardware/Equipment</td>
</tr>
<tr>
<td>11%</td>
<td>83%</td>
</tr>
<tr>
<td>LA</td>
<td>Disposables</td>
</tr>
<tr>
<td>3%</td>
<td>5%</td>
</tr>
<tr>
<td>EMEA</td>
<td>Svc &amp; Software</td>
</tr>
<tr>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>APAC</td>
<td>Ster &amp; IVEX</td>
</tr>
<tr>
<td>34%</td>
<td>8%</td>
</tr>
<tr>
<td>St/Ivex</td>
<td>Recurring Revenue</td>
</tr>
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</table>

Atreus Whole Blood Processing System
OrbiSac System
Rolling four-quarter trends

**Quarterly Sales (MUSD)**
12 Month Rolling Average

**Quarterly EBITDA* Trend (MUSD)**
12 Month Rolling Average

*Normalized EBITDA
long term sustainable growth

medical device industry
opportunities for growth

Models for entering new fields may be innovation, distribution agreements, alliances, acquisitions.
our market
recent market dynamics

• Greater health care coverage and innovative delivery models
• Global aging increases health care demand, threatens social security models, increases drive to cheaper health care
• As recession abates, pent-up health care demand moderated by long term fiscal constraints
• Government “belt-tightening” encourages new business model development with unpredictable results
• EMEA fiscal crisis impacts blood product demand
• Blood market business models will become increasingly diverse and creative in response to changing health care marketplace
• New technology platforms must meet changing health care delivery models
• Low-cost therapy options will find new global audience
• US Health Care Reform opportunities and impact – medical device tax

our future
where we are headed ... we are well positioned for growth

Global leader strategically positioned for growth in
• Existing markets
• Adjacent/new markets and customers

Profitable and growing base business with
• Broad customer base
• Geographic expansion opportunities in Japan, China, India, Russia, Brazil and Mexico

Operational Excellence
• Gross margin improvement
• Continuous improvement creates quality that delights customers
• Business process improvement initiatives

Financial Priorities
• Top line revenue growth
• Maximizing EBITDA and cash flow
• Value generation
“Thank you for saving my life.”
Dan Patterson, Patient