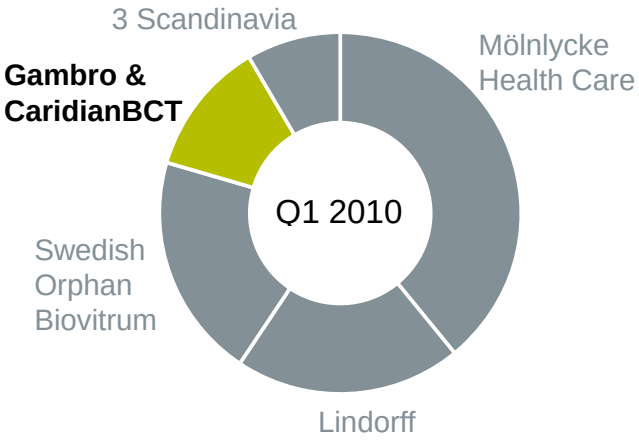
- **Year of investment:** 2006
- **Share of capital/votes:** 49%/49%
- **Value of Gambro Holding:** SEK 1,957 m.
- **Serving on the Board:** Johan Röhss
- **Other owner:** EQT IV



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.

Public

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 Luxemburg 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 Austria Belgium 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 Luxemburg 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

CARIDIANBCT

business overview

www.caridianbct.com

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

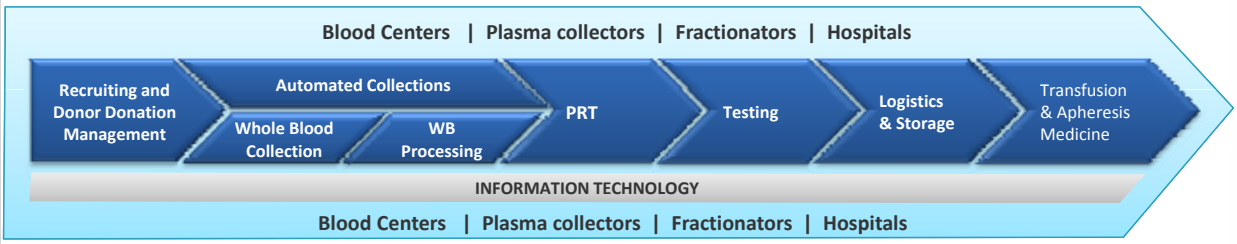
SECONDARY PROCESSING

Additional processing of a component either during or after the collection / removal process

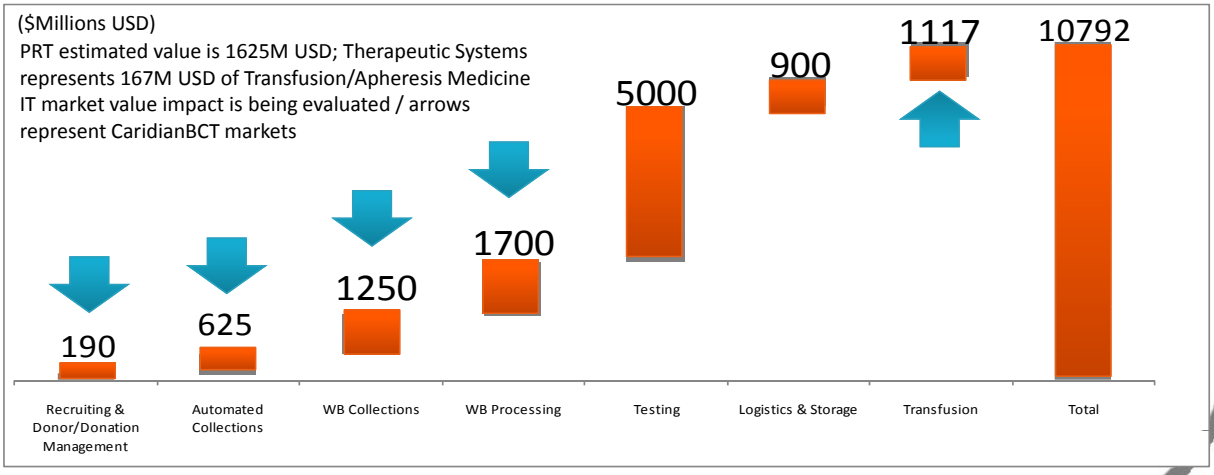
PATHOGEN REDUCTION

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

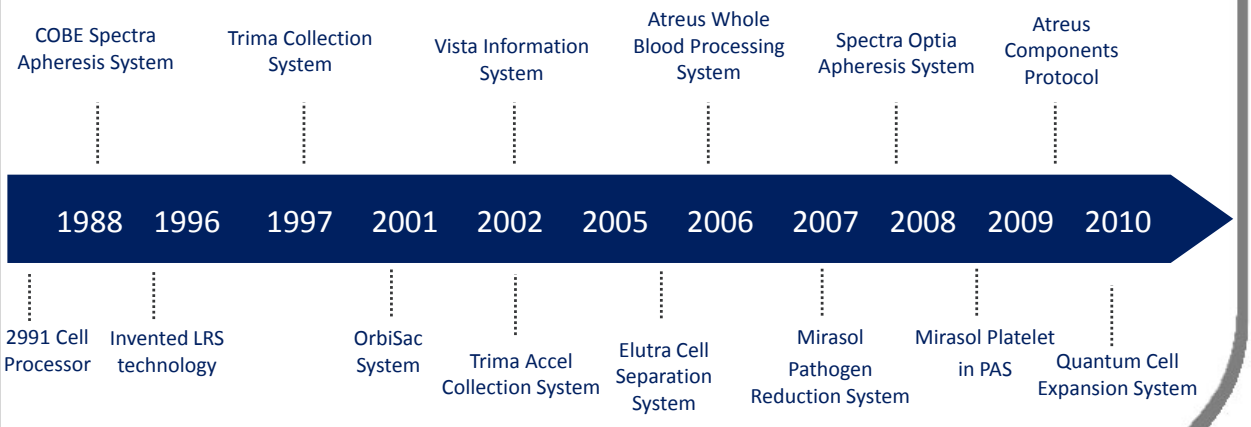
We improve lives through innovation, quality and services delivered by our people, products and processes in blood component technologies



our passion

creating value through innovation

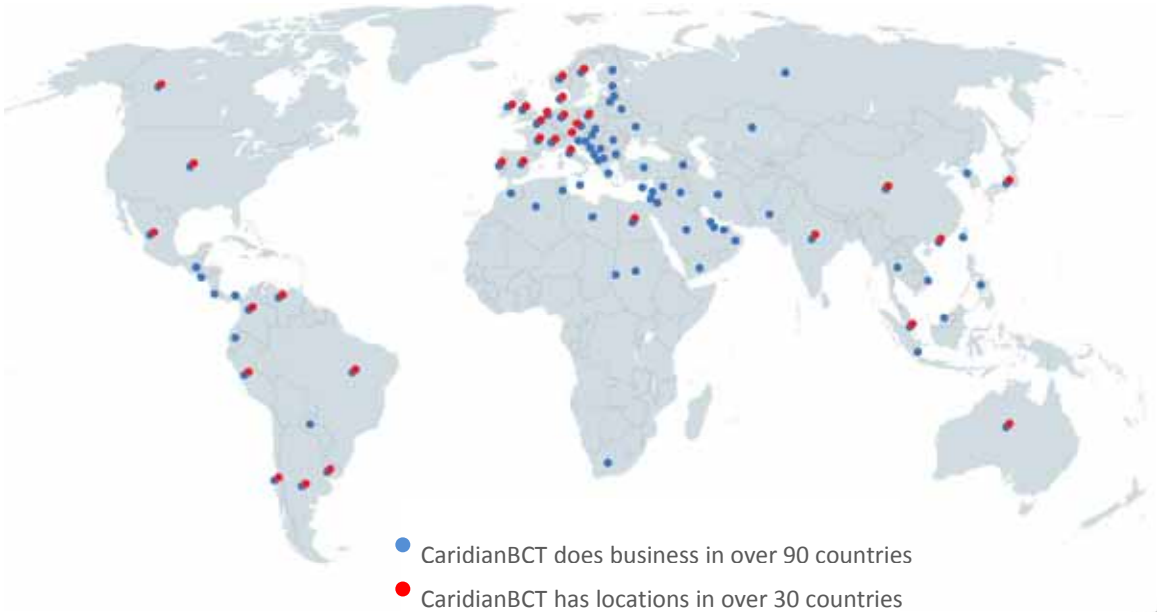
We design and engineer solutions that will inspire the next generation in technology. Innovation breeds sustainable long term growth—it is our foundation and it's the fundamental principle on which our company was founded.



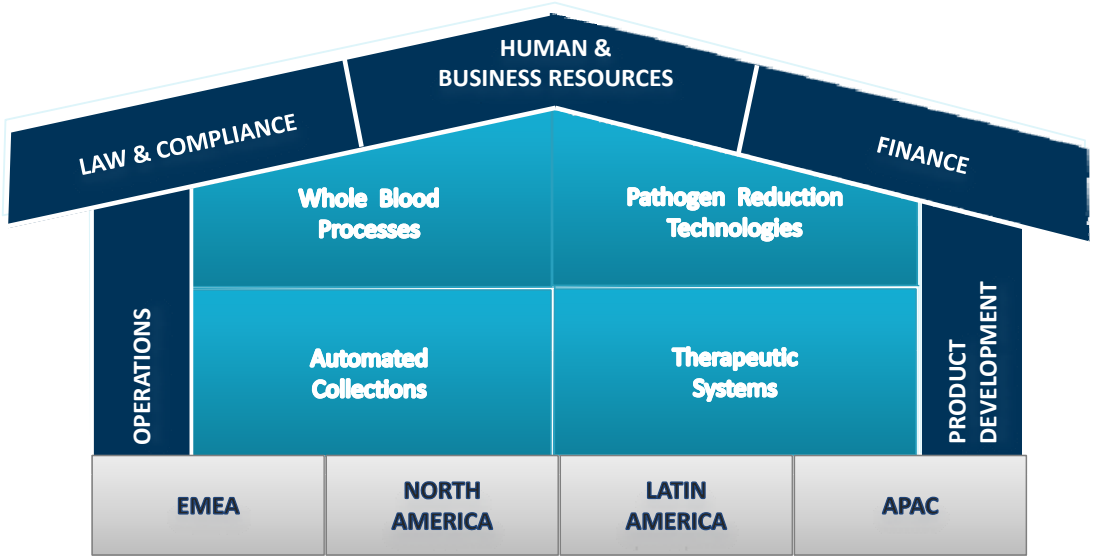
our footprint

think global, act local

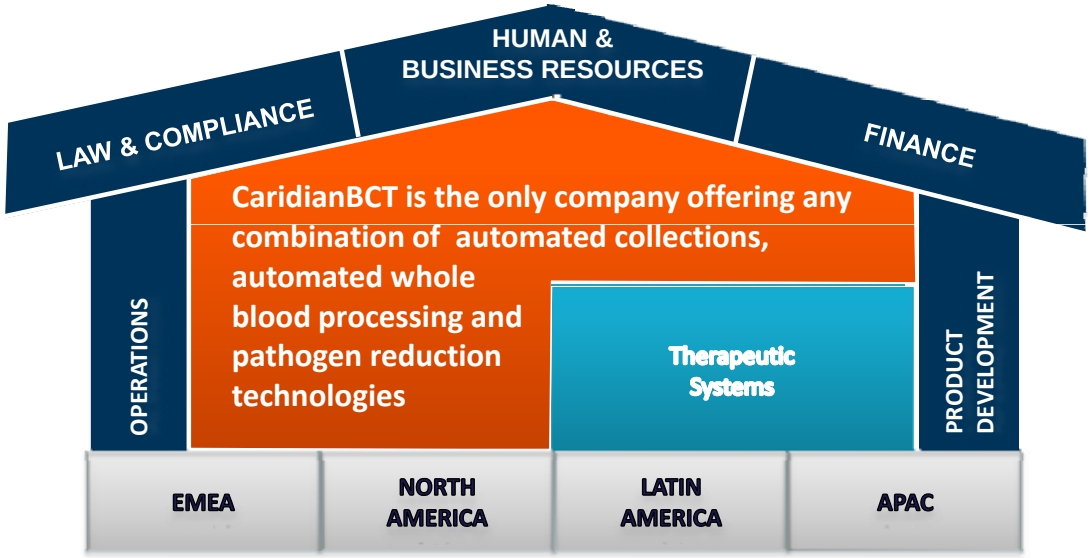
We have the ability to satisfy workplace needs of customers wherever they are located



CaridianBCT today

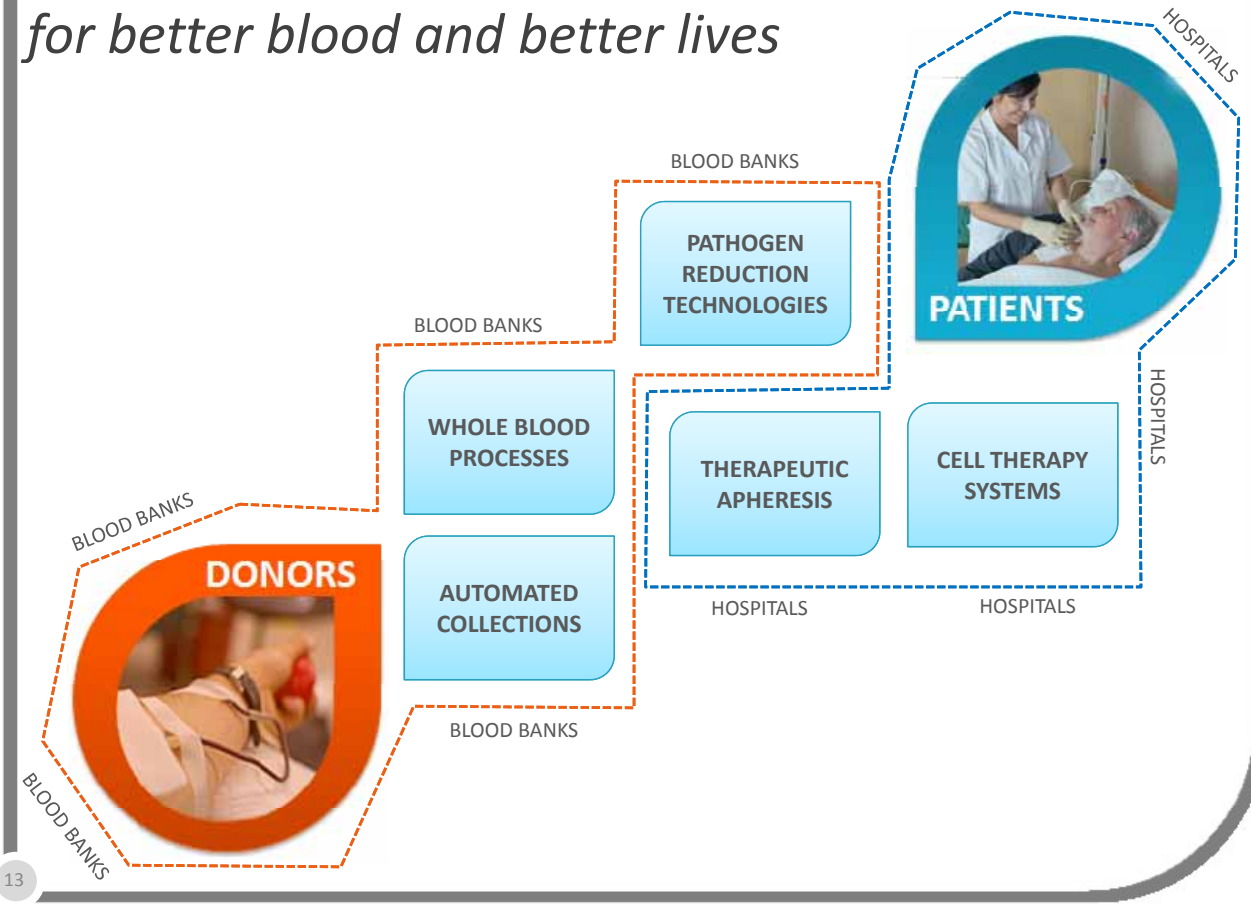


Blood Banks Customer Segment

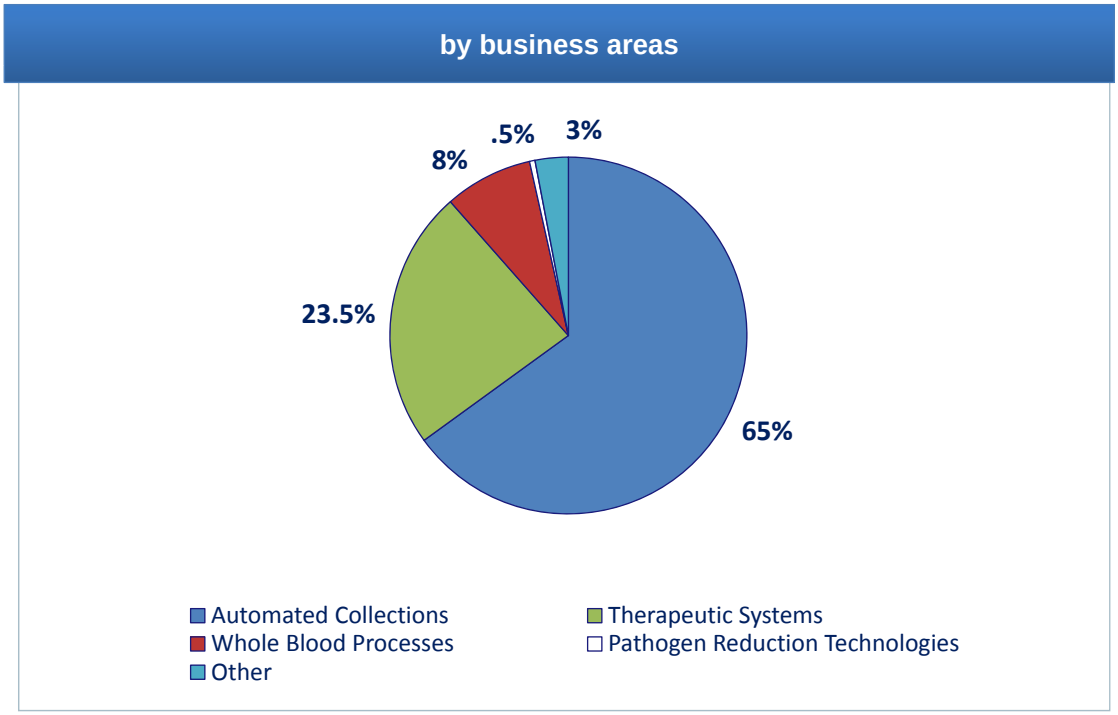


- AC, WBP and PRT Business Areas serving Blood Banks

for better blood and better lives



sales mix



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



Trima Accel System

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



Spectra Optia
Apheresis System

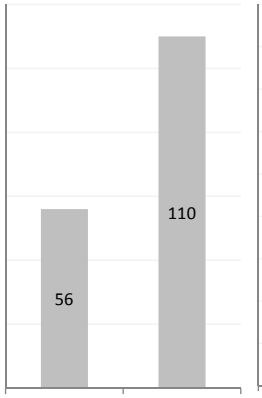


Quantum
Cell Expansion
System (CES)

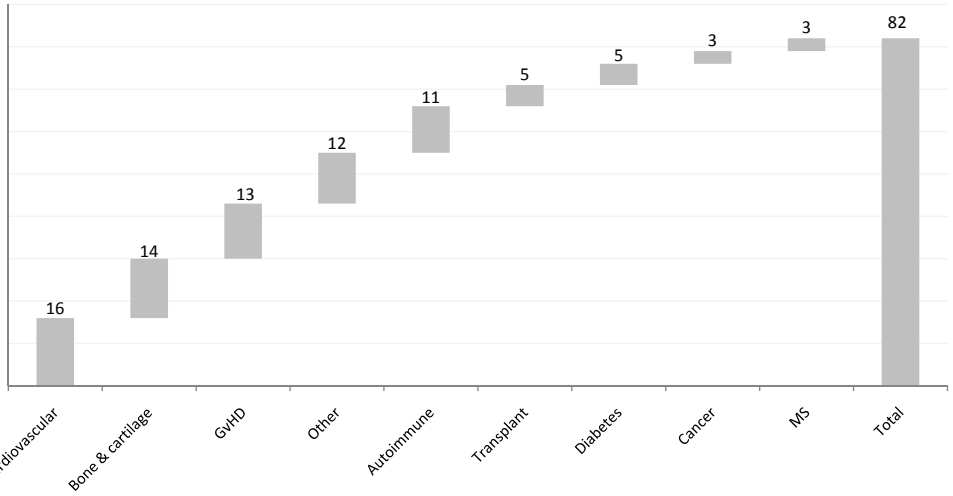
clinical cell therapy

MSC clinical trial status and recent events

Total MSC trials[1]



Selected[2] 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

Beckman Coulter market segments:	CaridianBCT market segments:
– Pharmaceutical companies – Cosmetics companies – Basic stem cell research laboratories – Stem cell clinical trials	– Commercial cell therapy developers – Contract manufacturing organizations for cell therapy – Veterinary market – Cord bank and blood bank market – Any other market not allocated to Beckman Coulter

- 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

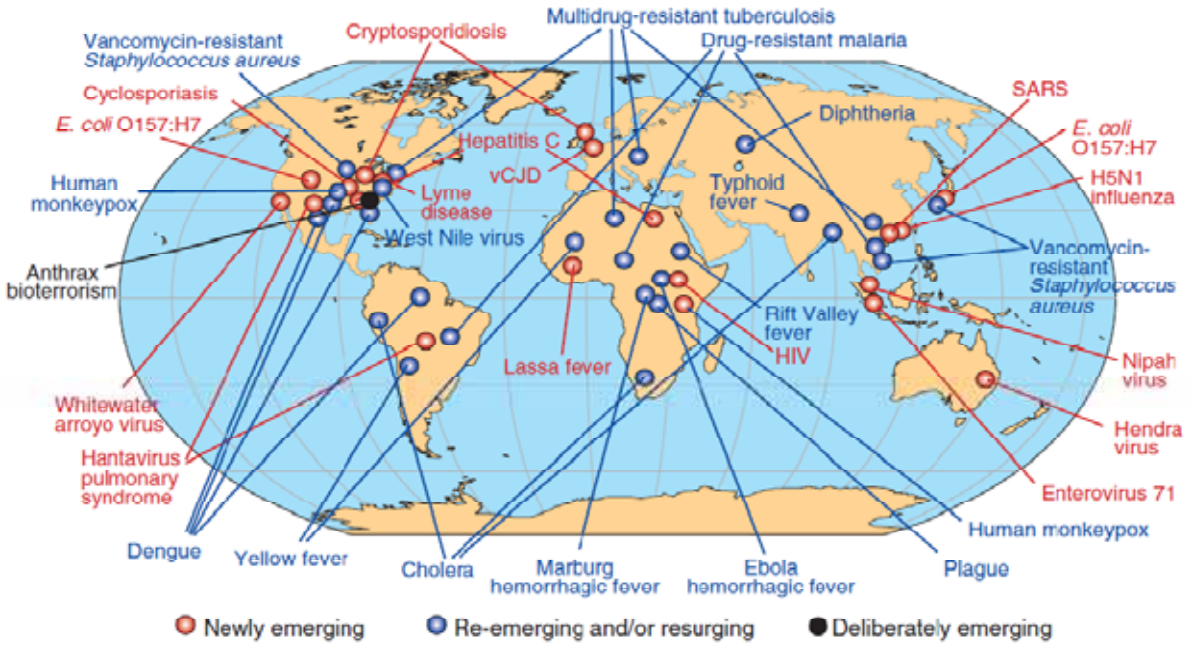
Strategy: Invest and Grow

- ✓ 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



Mirasol PRT System

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



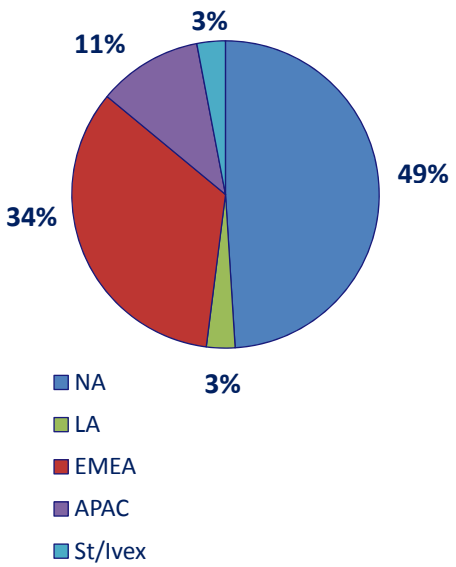
Atreus Whole Blood Processing System



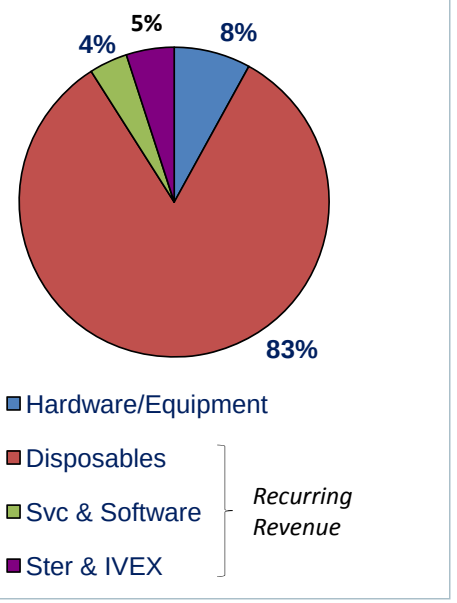
OrbiSac System

sales mix

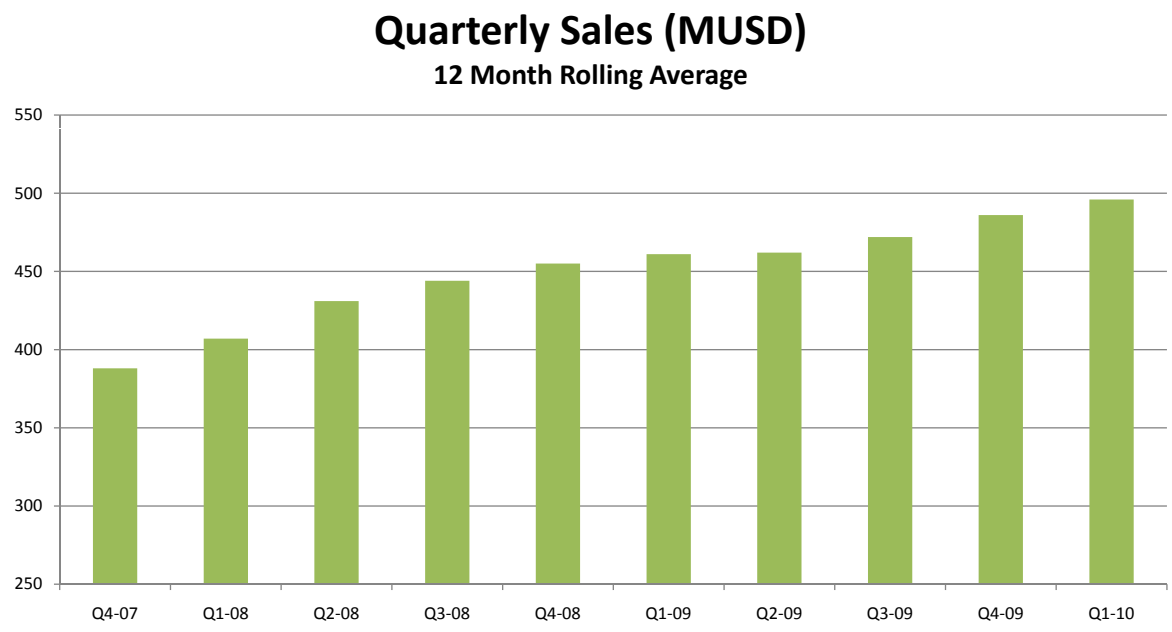
by Geography



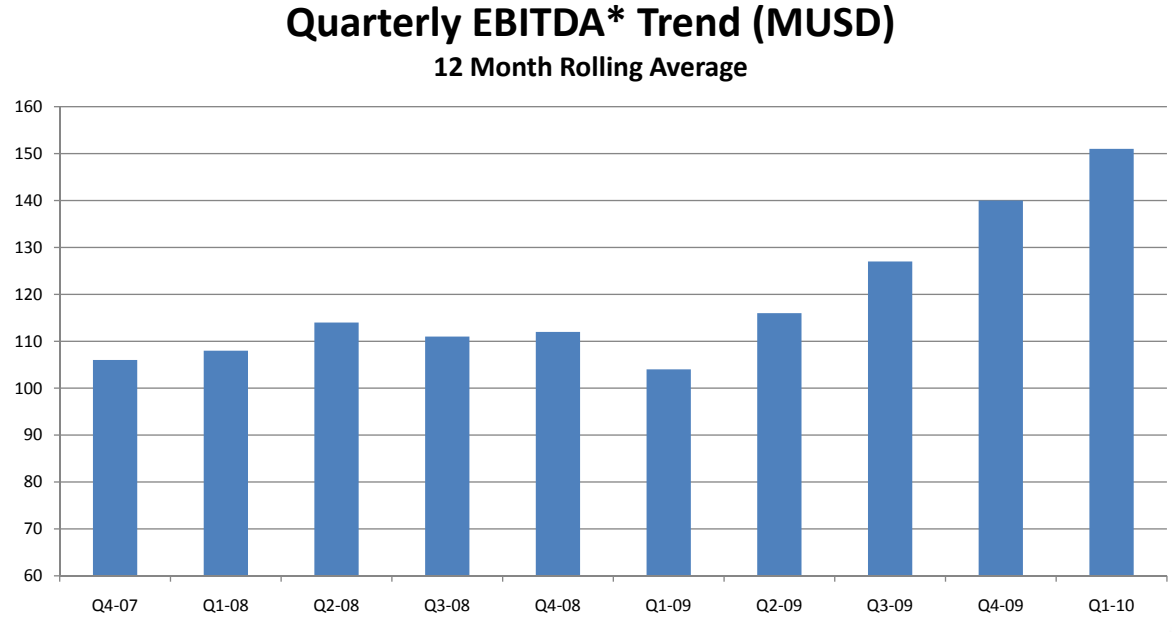
by Revenue Type



rolling four-quarter trends

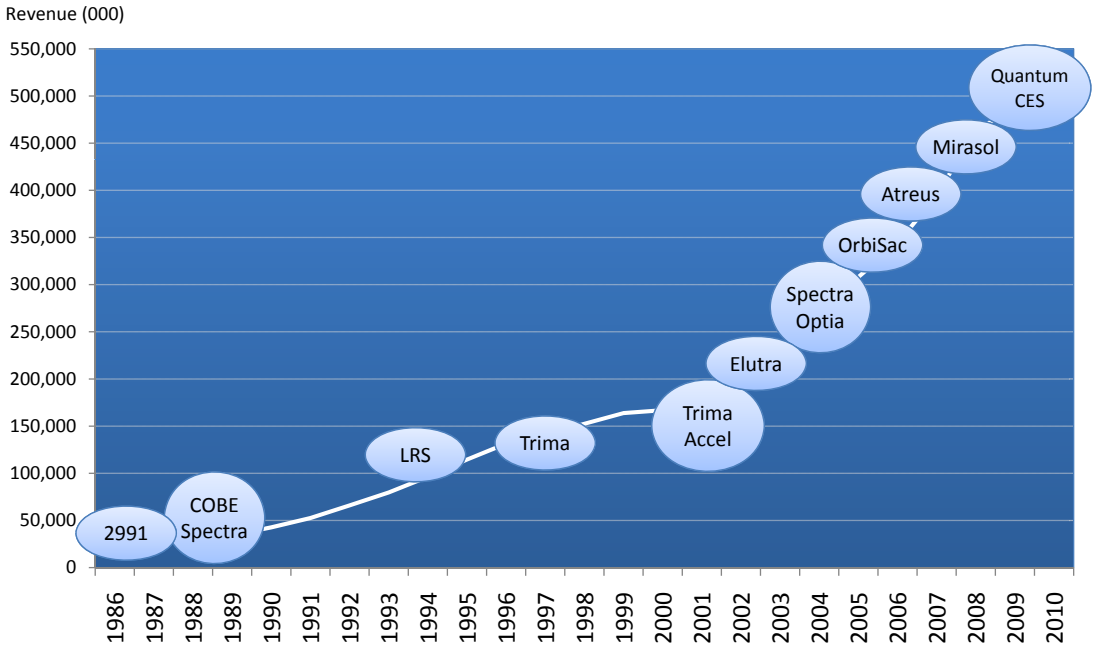


rolling four-quarter trends



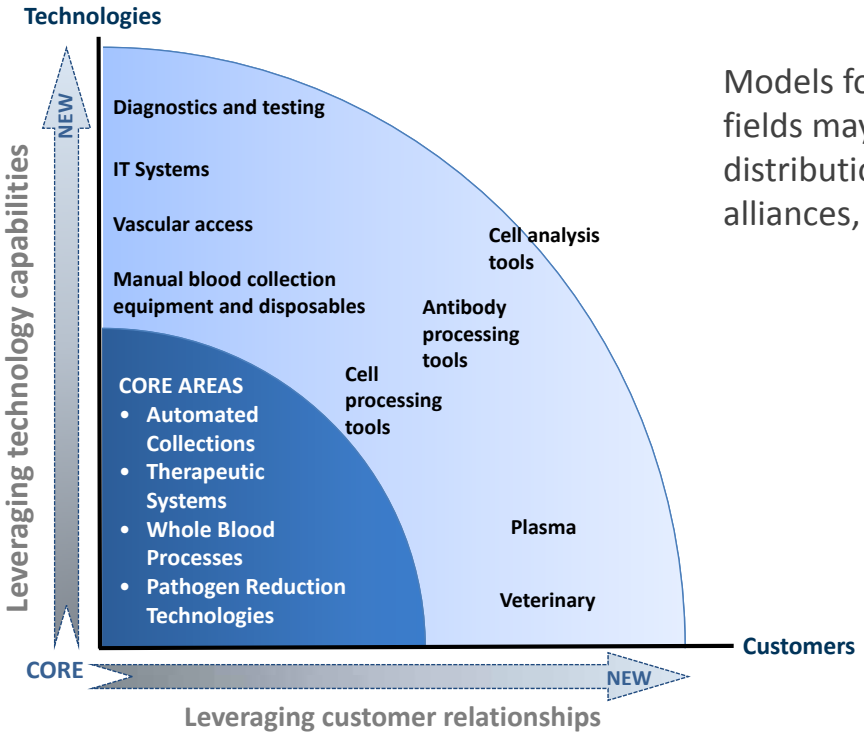
*Normalized EBITDA

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

patient focus

making a difference



"Thank you for saving my life."

Dan Patterson, Patient

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 Luxemburg 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 Austria Belgium 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 Luxemburg 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

CARIDIANBCT

thank you

www.caridianbct.com