

#### > PRESS RELEASE / 30 JANUARY 2013

# Coloplast reports satisfactory Q1 results

Organic growth was 6% and in Danish kroner revenue was up by 8% to DKK 2,865m in the first quarter of the financial year 2012/13.

EBIT was up by 29% to DKK 897m and the EBIT margin improved to 31% from 26% in the same period last year.

"I am satisfied with our financial performance in the first quarter of 2012/13. The results are in line with our guidance and we continue to grow more than the market," said Coloplast CEO Lars Rasmussen.

Organic sales growth by business area was as follows: Ostomy Care 5%, Continence Care 7% and Urology 11%. Wound & Skin Care sales were unchanged relative to Q1 2011/12.

"I am particularly pleased with our sales performance in the UK, the Nordic region and the USA while our markets in Southern Europe continued to be impacted by the economic crisis."

"I'm not satisfied with our sales performance in emerging markets where growth rates were lower than expected."

#### Financial guidance for 2012/13

Coloplast continue to expect 6-7% organic revenue growth and now 5-6% in DKK. EBIT margin is still expected to be at 31-32%, both at constant exchange rates and in DKK.

The financial guidance assumes sustained stable growth in the European business. Emerging markets are now expected to grow by at least the same rates as last year while at the same time the mature markets outside Europe, especially the USA, are expected to see higher growth rates than in 2011/12.

For further information, click <u>here</u> to read the Q1 Interim Report.

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Highlights (DKKm)	Q1 2012/13	Q1 2011/12	Change	FY2011/12
Revenue	2,865	2,654	8%	11,023
EBIT	897	693	29%	3,255

EBIT margin	31%	26%	5 perc. points	30%
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Revenue performance by business area	DKKm Q1 2012/13	DKKm Q1 2011/12	Organic growth	Reported growth
Ostomy Care	1,212	1,127	5%	8%
Continence Care	1,016	928	7%	9%
Urology Care	274	242	11%	13%
Wound & Skin Care	363	357	0%	2%
Revenue	2,865	2,654	6%	8%