



CEO's Round Table

June 2009



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Agenda – growth, innovation and efficiency

- Growth
 - Long term growth drivers intact
 - Macro-economic uncertainty
- Innovation
 - 2009 new products
 - NPWT
 - Biologics
- Efficiency
 - EIP continuation

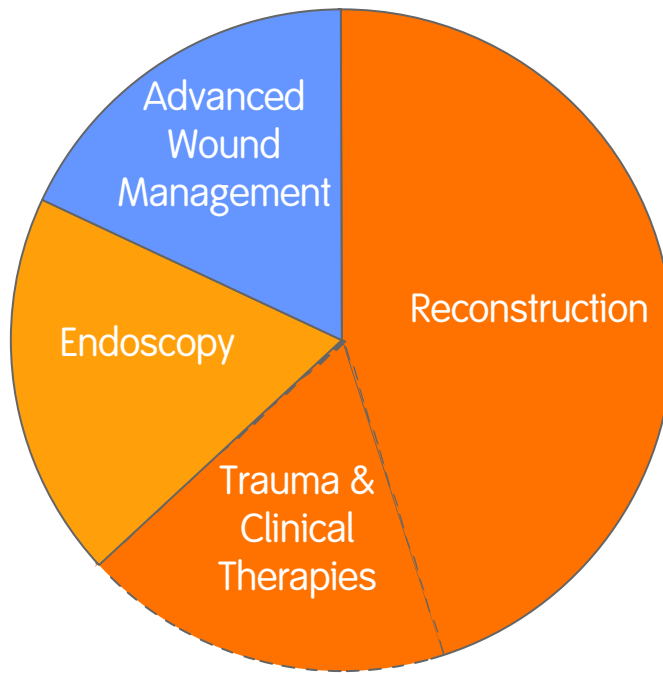
Our strategic pillars for success

MARKET LED	EFFICIENT	ALIGNED
Drive sustainable long-term growth through...	Deliver operating margin improvement through...	Align and develop our talent and organisation for...
..innovation and unique customer focused sales and marketing	...process and systems re-engineering	...consistent execution on the Group plan

One Company

Serving large markets with strong growth drivers

\$26 billion global market



Growth drivers intact

Demographics ✓

Prevalence

- Osteoarthritis ✓
- Obesity ✓
- Diabetes ✓

Lifestyle

- Activity levels ✓
- Quality of life ✓

Technology

- Innovation ✓
- Evidence platform ✓

Economics

- Reimbursement/funding ✓
- Structure of healthcare delivery ✓

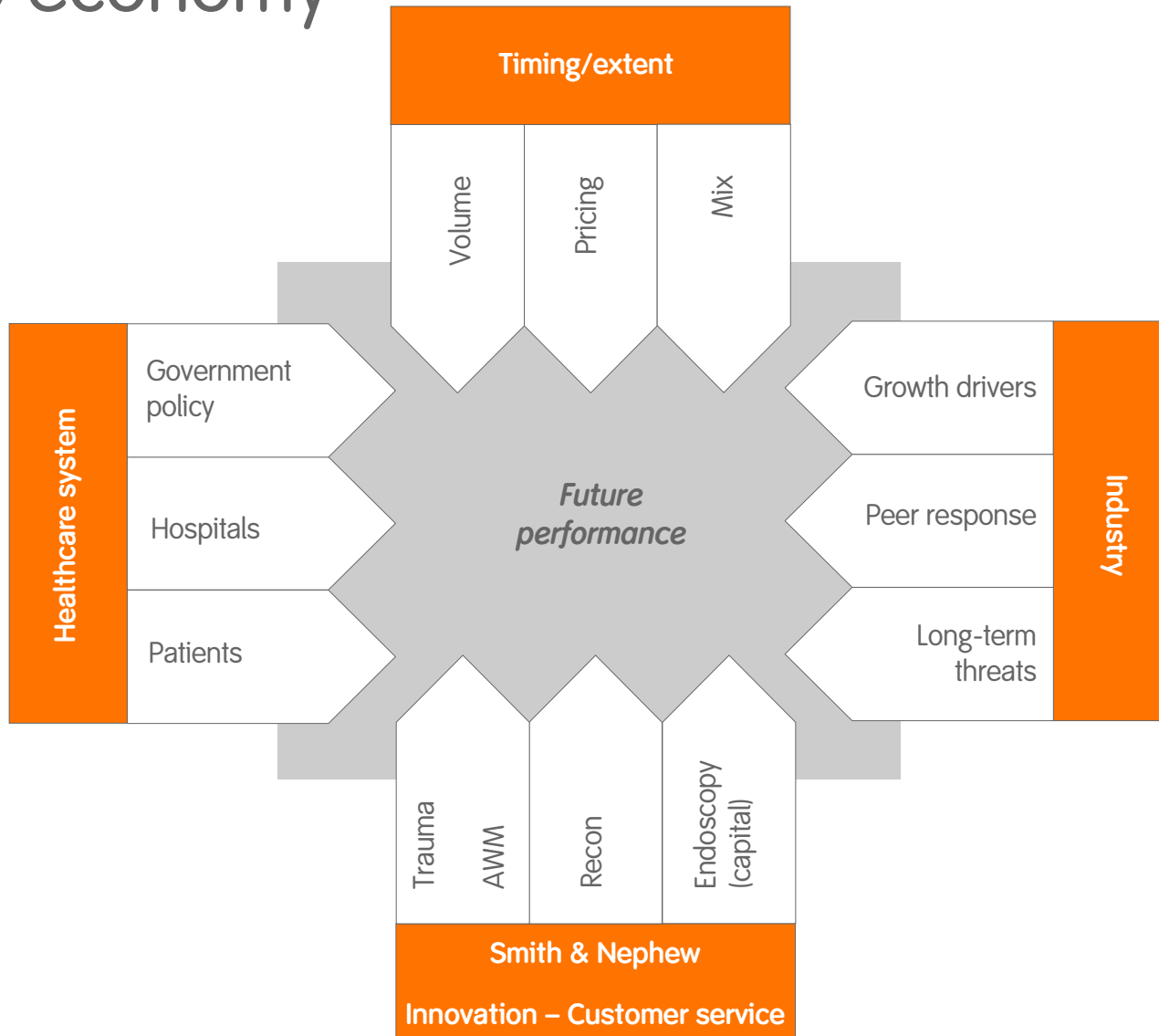
Emerging markets ✓

“By 2050, the number of people over the age of 65 around the world will have tripled to nearly 1.5 billion”

Source: United Nations

Source: 2008, Smith & Nephew estimate

Macro economy



US healthcare reform

- A top **Presidential priority**
- Areas of broad agreement
 - Universal coverage
 - Insurance reform
 - Optimisation of delivery system
- Areas of industry focus
 - Ensure controlling costs does not suppress innovation
 - Reinforce technology and **innovation as a solution not a problem**

MS – DRG* Reimbursement change

	Primary	Revision
2009	+2.0%	-0.2%
2010 proposed	+3.2%	+3.5%

* without CC/MCC

Source : Smith & Nephew/CMS

2009 new product innovation

- Our internal 'Vitality Index' target is 25% of turnover
- Current 2009 new product line up:

Q1	Q2	Q3	Q4
R3° Metal (US)	LEGION° Primary Porous	PROMOS° Total Shoulder System Cap	
PERI-LOC° Screws & Trays	BHR° Mid Head Resection (OUS)	R3° Ceramic (US)	
INTERTAN° CHS	TRIGEN° Semi-extended Tibia Nail Insertion Instruments	VLP Foot Locked Plating System	
XL Hip Scopes	BICEPTOR° Tenodesis System	Drill Wire System	
New DYONICS° Powersource	Small Joint MDU & Blades	Small Cannulated Screws	
RENASYS° Go	RENASYS° EZ Negative Pressure Wound Therapy	DYONICS° RF System	R3° Constrained Liners
ALLEVYN° GENTLE BORDER Heel	RENASYS° consumables	500 XL Lightsource	Antimicrobial Film Dressings
ACTICOAT° FLEX	Silver versions of ALLEVYN° GENTLE range	Surgical Post-Op Dressings	Chitosan Dressing

NPWT progress

- 2007 Integrate BlueSky (“Freedom to operate”)
- Manufacturing configuration
 - Operational structure
- 2008 Build capability (“NPWT works”)
- Launch globally
 - Refining market insight
- 2009 Build brand (“Enhancing product, broadening range”)
- Innovation : new products
 - Sales force productivity
 - Market messaging
 - Legal/IP
 - Logistics and supply



Biologics – formation and position

- Recognised fragmented resources were sub-optimal
- Formed Biologics from
 - York based Research Centre
 - Individual GBU research programmes
 - New Head Office in Raleigh/Durham
 - Clinical Therapies sales team
- Funding from
 - Refocus of existing R&D spend
 - EIP R&D target of 5% of sales
- Purpose
 - differentiation from current competition

Areas of focus

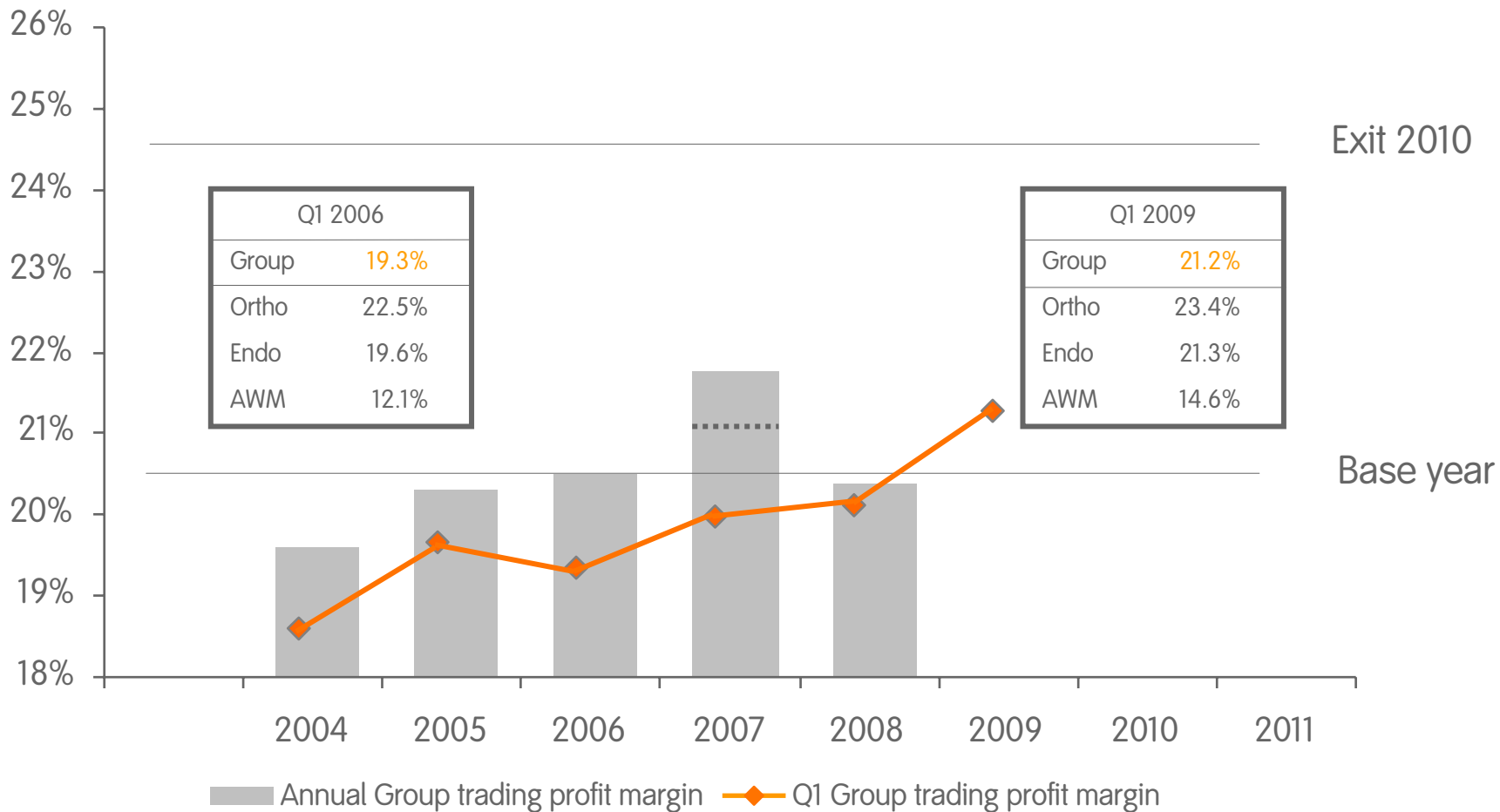
OA and Cartilage

Bone Healing

Soft Tissue and Infection

“advanced, locally delivered biological therapies to promote healing and pain relief”

EIP – how margins are developing



Note: 2007 full year margin is shown with/without acquisition of Plus and BlueSky

EIP in process



Orthopaedics

- China production for 2010
- Rationalised European sites
- Logistics reorganised ahead of new distribution centres
- Synergies from combining Reconstruction & Trauma

Endoscopy

- Distribution centre Switzerland
- Back office Europe centralisation (IT, HR)
- Operations improvement project

Advanced Wound Management

- China factory opened – on budget and on time
- US factory closure announced
- Consolidated UK wholesale distributors
- Further outsourcing and procurement savings

Back office centralisation
 Operational excellence project
 Lean manufacturing
 Procurement
 Process re-engineering

Advanced Wound Management China Factory

- The expansion of our investment in China brings strategic benefits
 - Establishment of lower cost manufacturing base
 - Add experienced people/talent, understand culture, build local relationships
 - Critical mass to evaluate eventual entry to local market



Conclusion



We are focused on

- Sustainable top line performance
 - Differentiation via innovation
 - Sales & marketing excellence
- Operating margins – push EIP
 - Processes & systems drive leverage
 - Effective structure (operations, back office)
- Longer term goals
 - Commercial perspective on Biologics
 - Geocentricity
- Alignment for execution
 - ‘One Company’ culture
 - Talent management

 We are **smith&nephew**