

## Press release

No. 91 / November 6, 2008

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# Dräger increases net sales and EBIT

- **Net sales up 4.3 percent**
- **EBIT before non-recurring expenses up 13.1 percent**
- **Growth strongest in Europe and Asia/Pacific**
- **Forecast for 2008 confirmed**

**Lübeck, Germany – In the first nine months of 2009, Drägerwerk AG & Co. KGaA has increased its net sales by 4.3 percent to EUR 1,307.4 million, primarily thanks to robust growth of 7.5 percent in the safety division. What is more, EBIT before non-recurring expenses grew by 13.1 percent to EUR 79.5 million. At EUR 1,398.3 million, order intake almost matched the prior-year figure.**

The greatest net sales growth was recorded in Germany (up 11.2 percent to EUR 282.3 million), the rest of Europe (up 7.5 percent to EUR 553.1 million) and the Asia/Pacific region (up 7.4 percent to EUR 150.0 million). As announced for fiscal year 2008, the Dräger Group posted non-recurring expenses of EUR 20.9 million for personnel and IT restructuring in the first nine months of 2008. As performance was in line with expectations up to the end of September, the Company is confirming its forecast for 2008: with net sales increasing slightly against the prior year (2007: EUR 1,819 million), the Company expects EBIT before non-recurring expenses to remain stable. However, the rapidly deteriorating economic environment could put a dent in earnings. The Executive Board will monitor developments in the coming weeks and assess whether or not the forecast can be retained.

### Medical division

In the first nine months of 2008, medical increased its order intake by 2.4 percent to EUR 907.8 million, primarily due to a major order from South America in the first quarter of 2008. A 2.2 percent increase in net sales (net of currency effects: 5.3 percent) to EUR 835.7 million is chiefly attributable to rising demand for accessories and consumables and architectural systems. EBIT before non-recurring expenses increased by 15.8 percent to EUR 48.4 million (prior year: EUR 41.8 million). This is due mainly to the weaker US dollar which the medical division has benefited from in the first

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three quarters as it has manufacturing and development operations in the US.

### Safety division

The safety division's order intake stood at of EUR 509.2 million in the first three quarters. Adjusted for the impact of two deep-sea diving projects worth a total of EUR 49.5 million in the third quarter of 2007, order intake rose by 3.3 percent (net of currency effects: 6.3 percent). Net sales rose by 7.5 percent (net of currency effects: 10.5 percent) to EUR 490.5 million. EBIT before non-recurring expenses amounted to EUR 43.8 million in the reporting period, up 4.8 percent year on year, despite the dip in safety's earnings caused by the weak US dollar.

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### Q1-Q3 2008 key figures for the Group (EUR million)

	Q3 2008	Q3 2007	Q1-Q3 2008	Q1-Q3 2007	Change
Order intake	443.8	495.4	1,398.3	1,410.1	-0.8%
<i>Medical</i>	284.8	295.1	907.8	886.1	+2.4%
<i>Safety</i>	166.0	206.8	509.2	542.6	-6.2%
Net sales	443.9	416.1	1,307.4	1,253.5	+4.3%
<i>Medical</i>	284.5	273.0	835.7	817.4	+2.2%
<i>Safety</i>	166.1	150.2	490.5	456.2	+7.5%
EBIT <sup>1</sup> before non-recurring expenses	20.6	19.4	79.5	70.3	+13.1%
<i>Medical</i>	12.4	12.9	48.4	41.8	+15.8%
<i>Safety</i>	14.3	13.8	43.8	41.8	+4.8%
EBIT margin	4.6%	4.7%	6.1%	5.6%	
Non-recurring expenses	9.6	0.0	20.9	0.0	
<i>Medical</i>	6.7	0.0	9.3	0.0	
<i>Safety</i>	0.9	0.0	6.5	0.0	
Net profit	1.8	5.6	22.5	27.8	-19.1%
Earnings per limited preferred share (in EUR)	0.05	0.32	1.26	1.69	-25.4%

<sup>1</sup> EBIT = Earnings before net interest result and income taxes

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#### Disclaimer

This press release contains forward-looking statements regarding the future development of the Dräger Group. These forward-looking statements are based on the current expectations, presumptions, and forecasts of the Executive Board as well as the information available to it to date and have been prepared to the best of its knowledge and belief. No guarantee or liability for the occurrence of the future developments and results specified can be assumed in respect of such forward-looking statements. Rather, the future developments and results are dependent on a number of factors. They entail risks and uncertainties beyond our control and are based on assumptions which could prove to be incorrect. Notwithstanding any legal requirements to adjust forecasts, we assume no obligation to update the forward-looking statements contained in this report. You will find all key financial dates on our website at [www.draeger.com](http://www.draeger.com) under Investor Center/Financial Calendar.

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