

> **Press release / 18 December 2017**

Coloplast acquires SAS Lilial

Today Coloplast A/S acquires the French direct-to-consumer home delivery company SAS Lilial (Lilial) for a cash consideration of EUR 35.5m equal to approx. DKK 264m.

Lilial is a privately owned, French direct-to consumer home delivery company with nationwide distribution of primarily catheter and ostomy supplies founded in 2003. Lilial provides patients with products from several different manufacturers including Coloplast. The company has approx. 80 employees and is expected to record sales of approx. EUR 33m or approx. DKK 246m for the full-year 2017.

The acquisition is a continuation of Coloplast's overall ambition to secure its end users innovative products and services. Furthermore, the acquisition strengthens Coloplast's position and offering in France, where Coloplast expects to continue to work closely with healthcare professionals and channel partners with the intent of improving overall end user outcomes.

"The acquisition of SAS Lilial is part of our strategy of pursuing inorganic opportunities to accelerate growth and to strengthen our service offerings. By acquiring Lilial we further strengthen our position in France and ensure our end users access to innovative products and services. Lilial is a great match for Coloplast, and I am very happy to welcome Lilial to the Coloplast family," said Coloplast CEO Lars Rasmussen.

The acquisition leads to a revised financial guidance for the financial year 2017/18:

The organic revenue growth guidance of ~7% is unchanged. The growth in DKK of 5-6% based on spot rates as of 31 October 2017, is expected to be ~1%-points higher.

The EBIT margin guidance of 31-32% in constant exchange rates and about 31% in DKK is unchanged.

The transaction is expected to contribute to Coloplast's long-term growth ambition. The long-term guidance for the LEAD 20 strategy period until fiscal year-end 2019/20 of 7-9% organic growth p.a. and an EBIT margin of more than 30% in constant currencies is unchanged.

For more information on Lilial please refer to www.lilial.fr

CONTACTS

Lina Danstrup
Senior Media Relations Manager, Corporate Communications
+45 49 11 26 07
dklina@coloplast.com

Ellen Bjurgert
Director, Investor Relations
+45 49 11 33 76
dkebj@coloplast.com

Coloplast develops products and services that make life easier for people with very personal and private medical conditions. Working closely with the people who use our products, we create solutions that are sensitive to their special needs. We call this intimate healthcare. Our business includes ostomy care, continence care, wound and skin care and urology care. We operate globally and employ around 11,000 employees.