





Life Without Limitations



ÖSSUR HF.
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Sales

USD 87 m

Good Performance

- Overall 7% growth, LCY
- Slow quarter in Prosthetics, 3% LCY
- Strong growth in B&S, 12% LCY

Operations

EBITDA USD 19 m

Stable Margins

- Gross profit margin 62%
- EBITDA margin 22%

Highlights

Key Highlights

- Expanding sales coverage
- PROPRIO – paving the road
- Mexico facility operational

AMERICAS Q3 2010 – EXCELLENT B&S PERFORMANCE



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Americas 55% of total sales

- Sales growth 11%
- Excellent B&S sales growth
 - Increased investment in sales platform
 - Successful new product launches
- Prosthetics slow quarter
 - Preparing the market for PROPRIO
 - Strong comparison

Note: All growth numbers in local currency including investments





EMEA 40% of total sales

- Sales growth 3%
- B&S slow growth
 - New products not contributing as expected
 - Discontinued product lines affecting growth
- Prosthetics growing above market growth
 - Gaining market share
- Compression therapy 2% growth

Note: All growth numbers in local currency including investments

Asia 5% of total sales

- Sales decline 1%
- B&S
 - Strong sales in Australia
 - Increased penetration in new markets
- Prosthetics
 - Impacted by reimbursement review in Japan
- Good prospects for Q4

Note: All growth numbers in local currency



SUCCESSFUL B&S PRODUCT PIPELINE



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Product launches YTD:

Miami Lumbar belt



Miami Lumbar TLSO



ReSolve Halo Vest



Techform Premium & Standard



Formfit 45



Miami J Advanced



Rebound Walker



Innovator DLX



•• Q2

•• Q1

Unloader One



•• Q3

PROSTHETIC PRODUCT PIPELINE REMAINS STRONG



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Product launches YTD:

Iceross Comfort Cushion



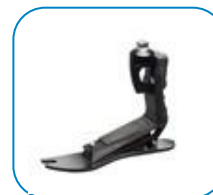
Iceross Dermo Cushion



Iceross Synergy Cushion



Talux Sandal Toe



Iceross Comfort Wave



Flex-Foot Balance



Total Knee 1100



Total Knee 2100



•• Q1

•• Q2

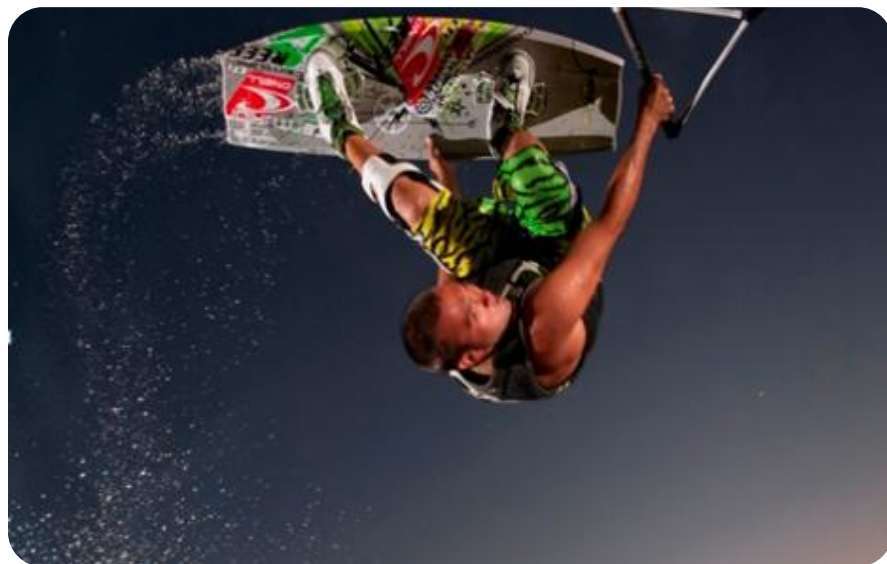
PROPRIO with EVO



Iceross Junior



•• Q3



FINANCIAL HIGHLIGHTS Q3 2010



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- Good overall growth
- Expanding sales coverage
- Material exchange rate differences
- Solid profits and cash flow

INCOME STATEMENTS Q3 2010



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Income Statements (USD millions)	Q3 2010	% of sales	Q3 2009	% of sales	Change	% change
Net sales	87.4	100.0%	84.2	100.0%	3.2	3.8%
Gross profit	54.4	62.3%	51.7	61.4%	2.7	5.2%
Operating expenses	-38.7	-44.3%	-36.8	-43.7%	-1.9	5.2%
Profit from operations	15.7	18.0%	14.9	17.7%	0.8	5.4%
Financial income / (expenses)	-10.4	-11.9%	-8.2	-9.7%	-2.2	26.9%
Net profit	4.0	4.6%	4.8	5.7%	-0.8	-16.7%
EBITDA	19.1	21.8%	19.4	23.0%	-0.3	-1.5%
EBITDA adjusted*	19.7	22.5%	19.4	23.0%	0.3	1.5%

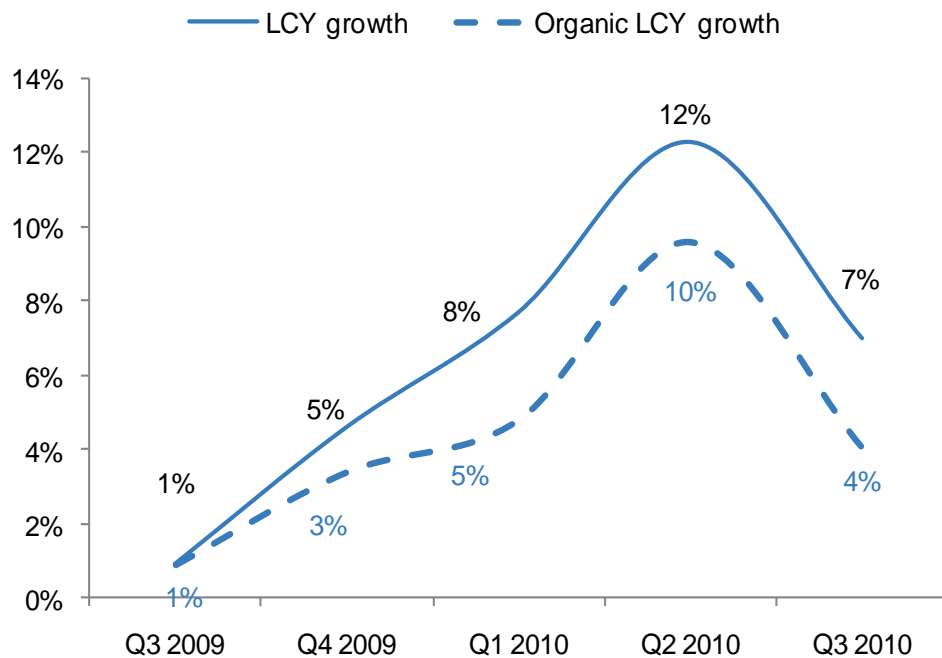
*Adjusted for one-time items:

USD m	Gains	Expenses	Net effect
Q3 2010	0	0.6	0.6
Q3 2009	0	0	0

SALES – MODERATE ORGANIC GROWTH



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- Overall sales growth 7% LCY
- Organic sales growth 4% LCY
- Mixed performance across segments
- Outlook Q4 - soft organic growth

Note: Organic LCY growth excludes acquisitions

SALES GROWTH BY SEGMENTS Q3 2010



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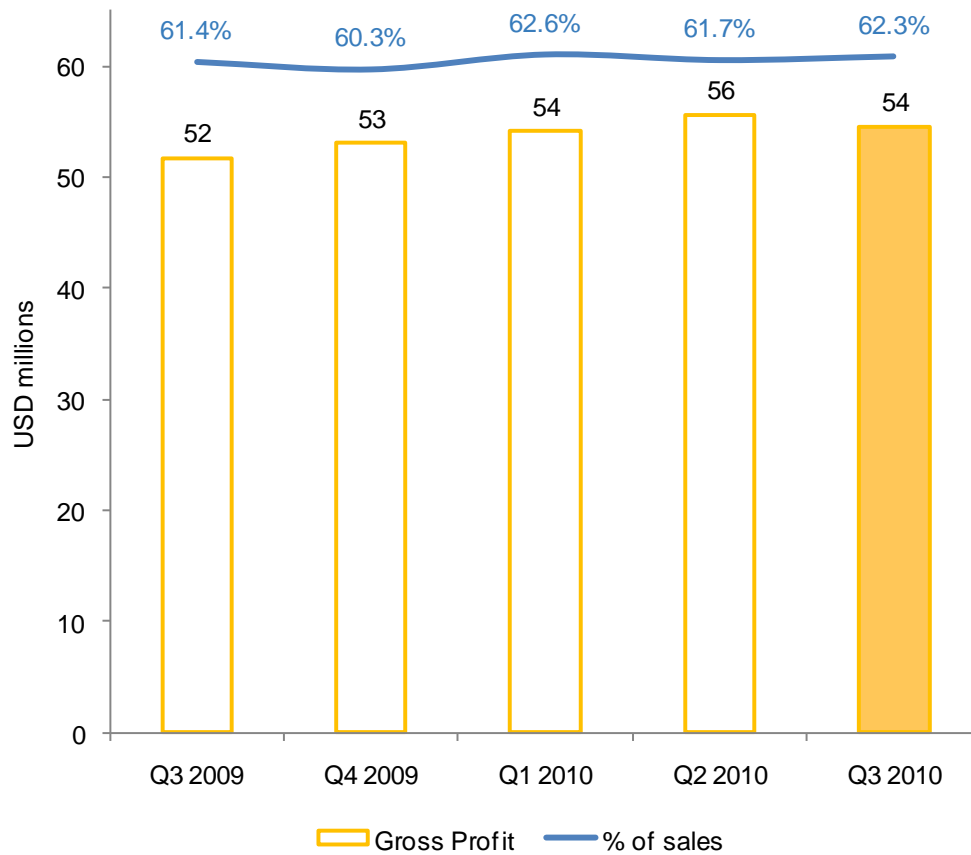
Sales by region / segments	Growth USD	Growth LCY	Organic growth LCY *
Americas	11%	11%	6%
EMEA	-5%	3%	3%
Asia	1%	-1%	-1%
Total	4%	7%	4%
Prosthetics	0%	3%	3%
Bracing and supports	9%	12%	6%
Compression therapy	-5%	5%	2%
Total	4%	7%	4%

* Excluding acquired entities

GROSS PROFIT – CONSISTENT



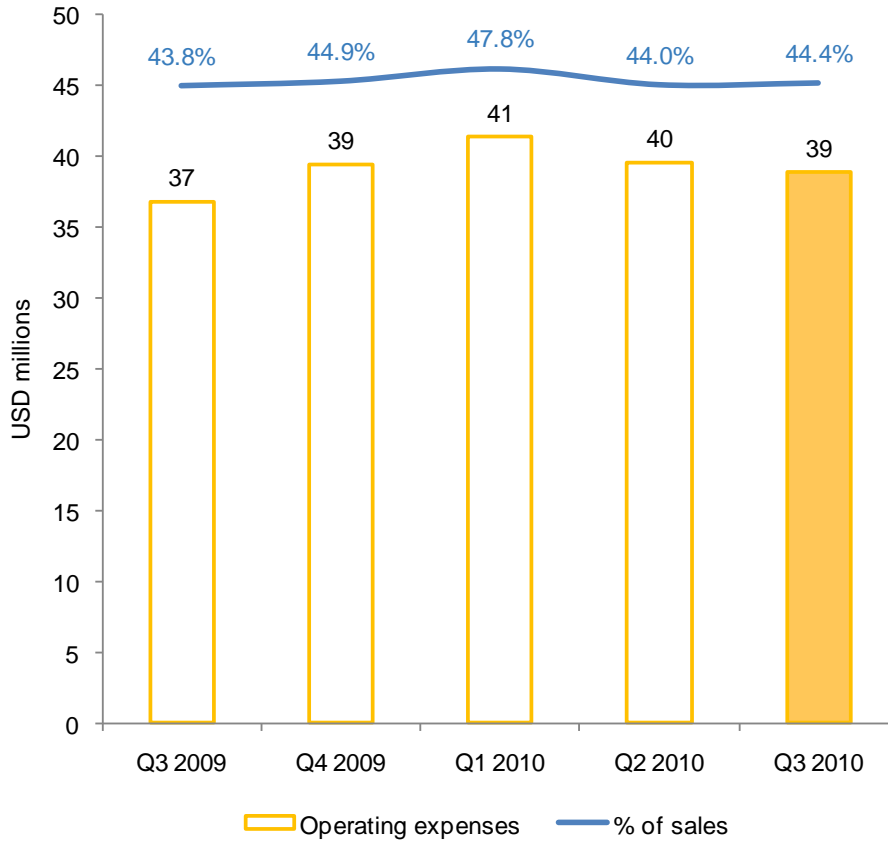
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OPERATING EXPENSES – STABLE



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- S&M – Expanding sales coverage
- R&D – Stable contribution
- G&A – Marginal increase in efficiency

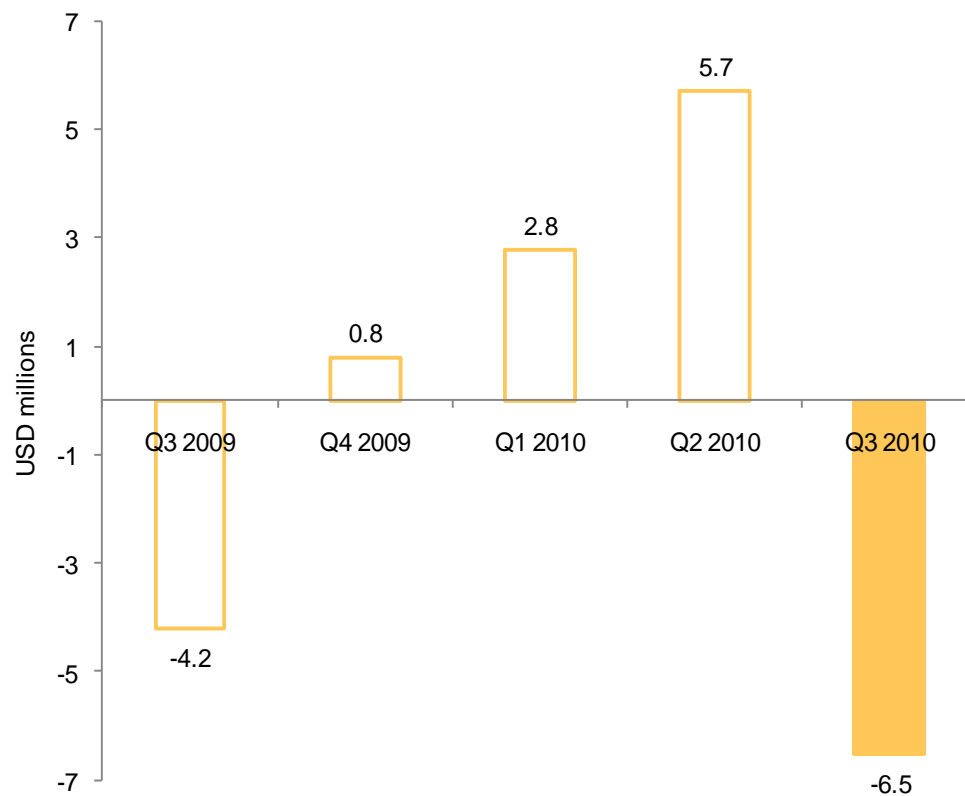
EXCHANGE RATE MOVEMENTS – VOLATILE



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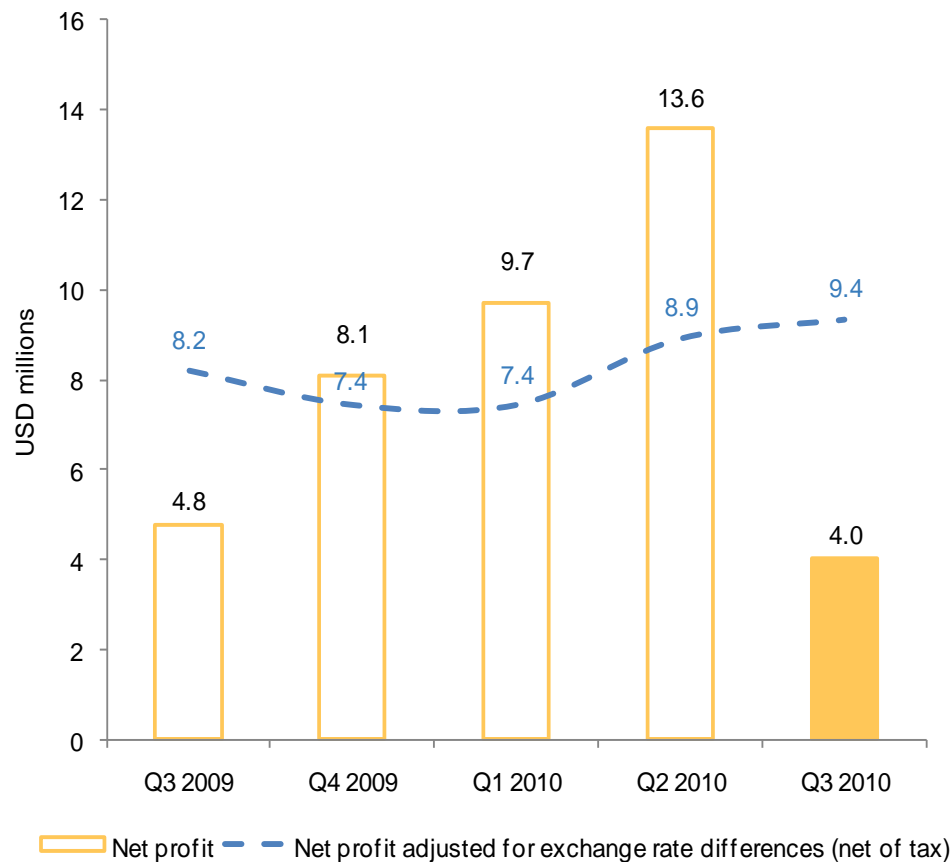
FINANCIAL ITEMS: NET EXCHANGE RATE DIFFERENCES



NET PROFIT – IMPACTED BY EXCHANGE RATES



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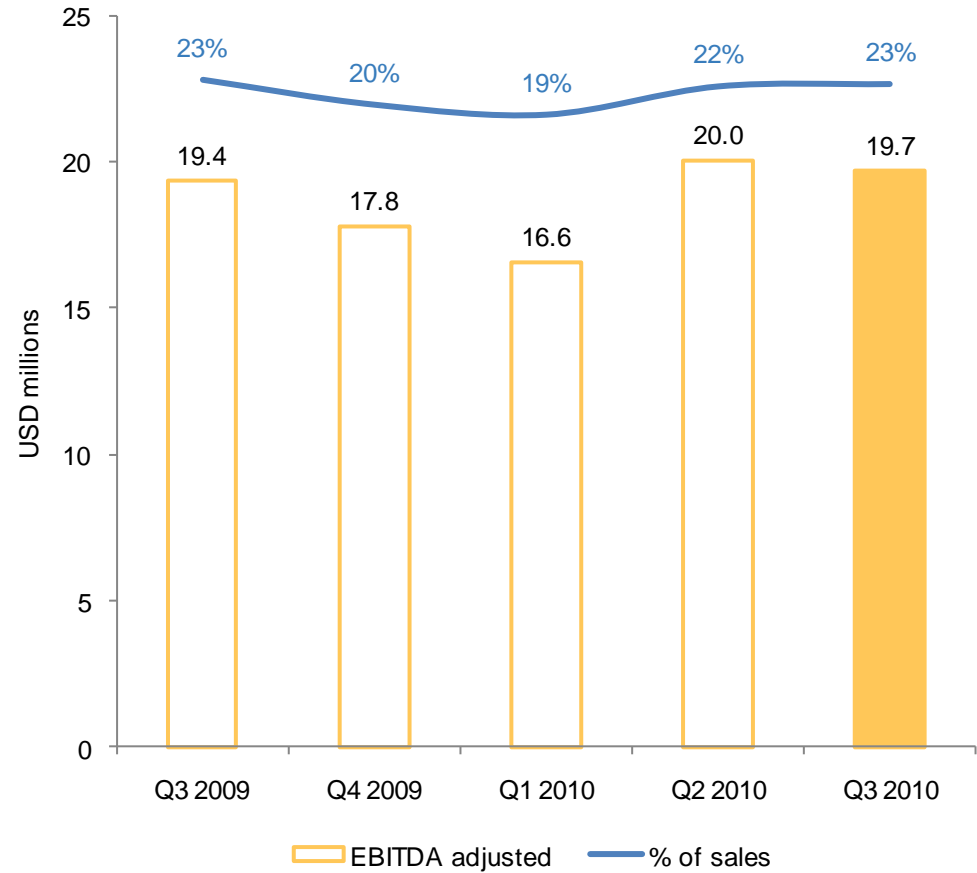


- Net profit USD 4 million
- Volatile exchange rate movements
- Material impact on financial items

EBITDA MARGIN – 23%



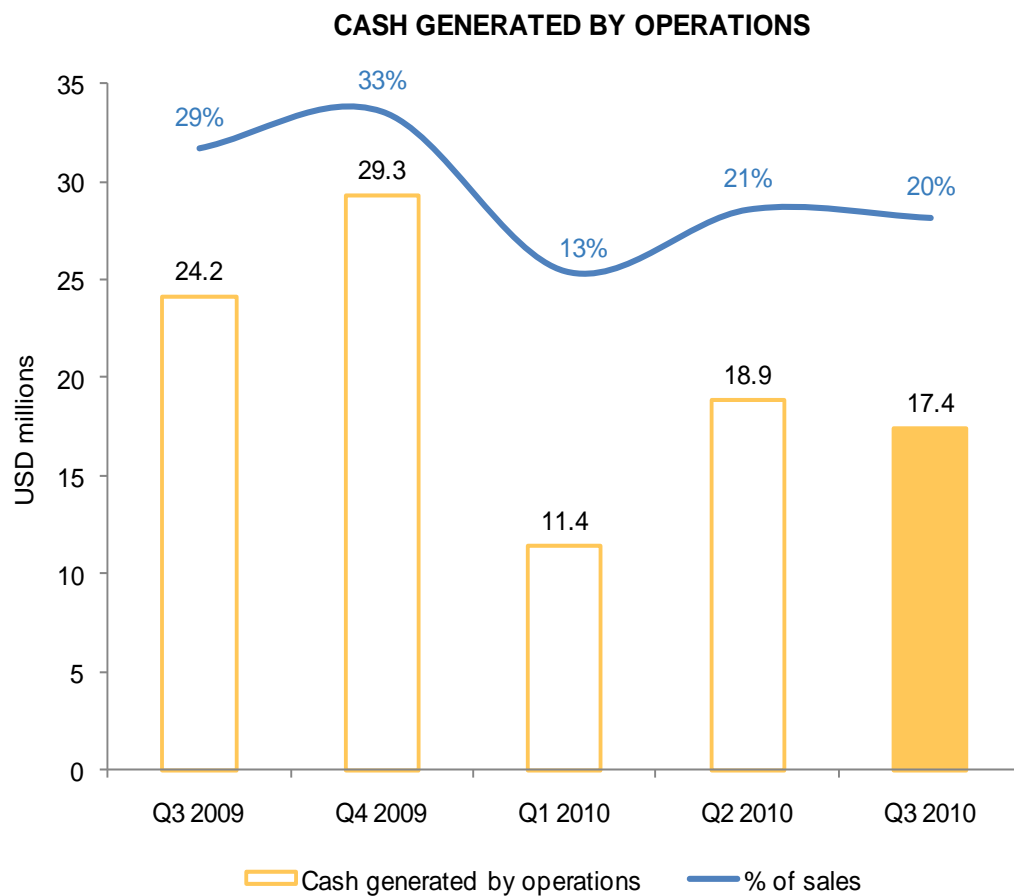
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CASH FLOW – SOLID CASH GENERATION



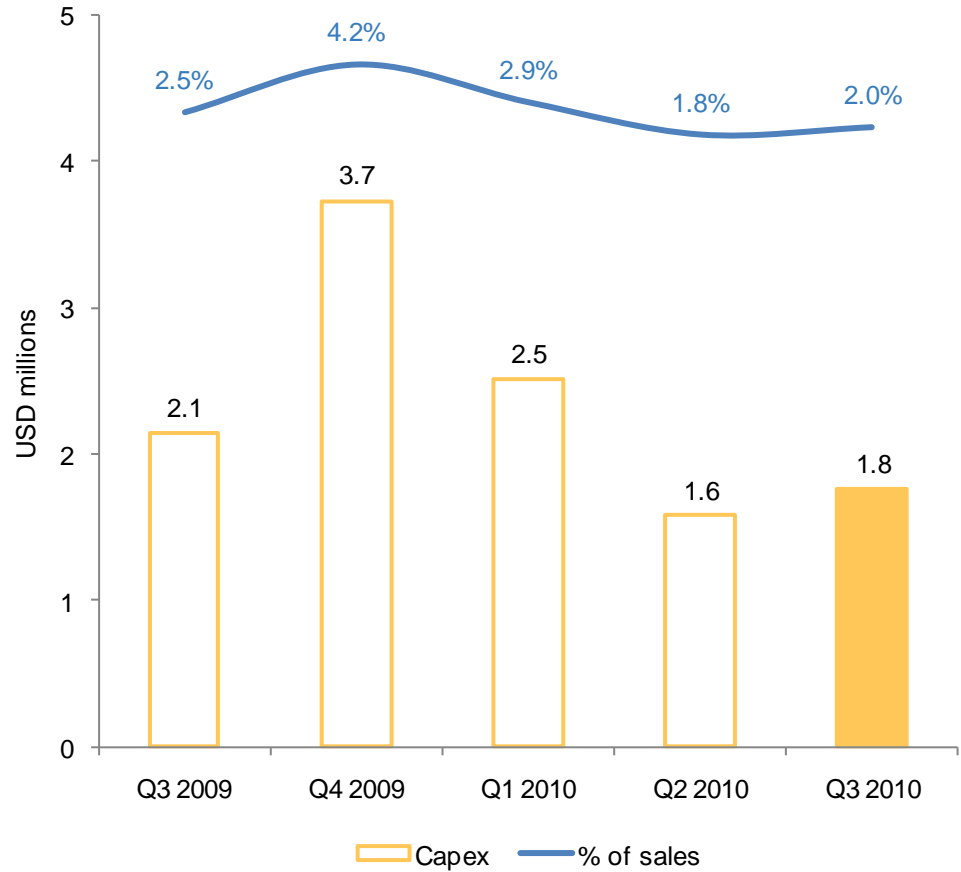
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CAPEX – BELOW BENCHMARK



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BALANCE SHEETS 30 SEPTEMBER 2010



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USD '000	30. Sept '10	31. Dec '09
Non current assets	434,841	448,446
Current assets	170,543	179,771
Total assets	605,384	628,217
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Stockholders' equity	334,554	312,223
Non current liabilities	196,940	237,045
Current liabilities	73,890	78,949
Total equity and liabilities	605,384	628,217
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Current ratio	2.3	2.3
Equity ratio	55%	50%
Net interest bearing debt / EBITDA	1.7	2.4
Debt / EBITDA	2.6	3.5



FINANCIAL HIGHLIGHTS Q3 2010



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- Good overall growth
- Expanding sales coverage
- Material exchange rate differences
- Solid profits and cash flow



Guidance – Management estimates LCY organic sales growth for 2010 to be within the original guided range of 4-6%. EBITDA LCY organic growth is now estimated to be in the range of 5-7% for the year.

Guidance 2010

Sales growth organic (LCY): 4 - 6%

EBITDA growth organic (LCY): 5 - 7%





INCOME STATEMENTS Q3 2010



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Income Statements (USD millions)	Q3 2010	% of sales	Q3 2009	% of sales	Change	
Net sales	87.4	100.0%	84.2	100.0%	3.2	3.8%
Cost of goods sold	-33.0	-37.7%	-32.5	-38.6%	-0.5	1.5%
Gross profit	54.4	62.3%	51.7	61.4%	2.7	5.2%
Other income	0.1	0.1%	0.0	0.0%	0.1	-
Sales and marketing	-23.0	-26.3%	-21.9	-26.1%	-1.1	5.0%
Research and development	-4.7	-5.4%	-4.2	-5.0%	-0.5	11.9%
General and administrative	-11.1	-12.7%	-10.7	-12.7%	-0.4	3.7%
Profit from operations	15.7	18.0%	14.9	17.7%	0.8	5.4%
Financial income	0.1	0.1%	0.0	0.1%	0.1	-
Financial expenses	-4.0	-4.6%	-4.0	-4.8%	0.0	0.0%
Net exchange rate difference	-6.5	-7.4%	-4.2	-5.0%	-2.3	54.8%
Profit before tax	5.3	6.1%	6.7	8.0%	-1.4	-20.9%
Income tax	-1.3	-1.5%	-1.9	-2.3%	0.6	-31.6%
Net profit	4.0	4.6%	4.8	5.7%	-0.8	-16.7%
EBITDA	19.1	21.8%	19.4	23.0%	-0.3	-1.5%
EBITDA adjusted*	19.7	22.5%	19.4	23.0%	0.3	1.5%

*Adjusted for one-time items:

USD m	Gains	Expenses	Net effect
Q3 2010	0	0.6	0.6
Q3 2009	0	0	0

INCOME STATEMENTS YTD 2010



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Income Statements (USD millions)	YTD 2010	% of sales	YTD 2009	% of sales	Change	
Net sales	263.9	100.0%	242.7	100.0%	21.2	8.7%
Cost of goods sold	-99.8	-37.8%	-93.9	-38.7%	-5.9	6.3%
Gross profit	164.1	62.2%	148.8	61.3%	15.3	10.3%
Other income	1.6	0.6%	0.4	0.2%	1.2	300.0%
Sales and marketing	-71.4	-27.0%	-69.1	-28.5%	-2.3	3.3%
Research and development	-14.6	-5.5%	-13.9	-5.7%	-0.7	5.0%
General and administrative	-33.8	-12.8%	-31.6	-13.0%	-2.2	7.0%
Profit from operations	45.9	17.4%	34.5	14.2%	11.4	33.0%
Financial income	0.3	0.1%	0.2	0.1%	0.1	50.0%
Financial expenses	-11.7	-4.4%	-11.5	-4.7%	-0.2	1.7%
Net exchange rate difference	1.9	0.7%	-3.5	-1.4%	5.4	-154.3%
Profit before tax	36.4	13.8%	19.7	8.1%	16.7	84.8%
Income tax	-9.1	-3.4%	-5.0	-2.1%	-4.1	82.0%
Net profit	27.3	10.3%	14.7	6.1%	12.6	85.7%
EBITDA	56.5	21.4%	49.2	20.3%	7.3	14.8%
EBITDA adjusted*	56.3	21.3%	50.9	21.0%	5.4	10.6%

*Adjusted for one-time items:

USD m	Gains	Expenses	Net effect
2010	-1.3	1.1	-0.2
2009	0	1.7	1.7

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Listed on NASDAQ OMX Copenhagen

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