

## **No discounted sales and adjusted outlook for 2006/07**

In connection with a review of Ambu's US subsidiary, Ambu Inc., the Ambu management has realised that the expected sales in the USA in August and September 2007 are based on substantial discounts for a number of important customers. Ambu has decided not to proceed with these sales. The consequence of this decision is lower-than-expected revenue and earnings.

Sales within other customer segments in the USA have developed positively. Developments in revenue in Ambu's other markets have also been positive and in line with expectations.

Against this background, Ambu is cutting its revenue expectations for FY 2006/07 from approx. DKK 750 million to approx. DKK 715 million, while EBIT is reduced from approx. DKK 97 million to approx. DKK 74 million before adjustment for the one-off effect of the employee share scheme of approx. DKK 5 million.

Developments in the USA will be described in further detail in connection with the publication of the report for Q3 2006/07 on 29 August 2007.

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*Ambu develops, produces and markets diagnostic and life-supporting devices to hospitals and rescue services. Ambu has five business areas: Respiratory Care, Cardiology, Neurology, Training and Immobilization. The most important business areas are Respiratory Care, Cardiology and Neurology, and the most important products in these areas are ventilation products for artificial respiration and single-use electrodes for ECG recordings and neurophysiological examinations. Ambu's products are sold worldwide. Exports account for 98% of sales, and sales are handled via Ambu's foreign subsidiaries or via distributors. Ambu has approx. 1,230 employees, of whom approx. 305 work in Denmark and approx. 925 abroad.*

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