

Technology for Life



**Conference Call
1st quarter 2009**

Lübeck, May 6, 2009

Disclaimer



This presentation does not constitute an offer of securities for sale or a solicitation of an offer to purchase any securities. No money, securities or other consideration is being solicited by this presentation.

This presentation 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 made 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 presentation.

Interim financial reports as well as preliminaries are not audited.

1. Dräger Group – Overview
2. Medical division
3. Safety division
4. Dräger Group – Financials
5. Dräger Group – Turnaround program
6. Dräger Group – Forecast
7. Appendix



Medical division

Overview Q1 / 2009

- Declining order intake due to big project business in the previous year
- Stable development of net sales
- EBIT clearly below previous year due to a lower gross margin, currency effects, higher functional costs and expenses related to the consolidation of international ERP systems
- Innovations support growth
 - High investment into the future (R&D: € 27.6 million, 10.3 % of net sales)
 - Market launch of the new patient monitoring ›Infinity® Omega-S‹, a further component of the ›Infinity Acute Care System‹
 - ›iF 2009 award‹ (International Forum Design) for excellent product design received by the cockpit ›C700‹ as well as by the ceiling-mounted supply unit ›Ponta‹

Medical Division

Product Highlight: ›Infinity® Omega-S‹

›Infinity Omega-S‹ integrates patient data at the point of care and consists of the following components:

- ›Infinity Kappa‹ monitor with auxiliary display
- Award-winning ›Infinity C700‹ for IT workstation
 - combines a CPU (central processing unit) with a 20" touchscreen display
- ›Infinity Explorer‹ software

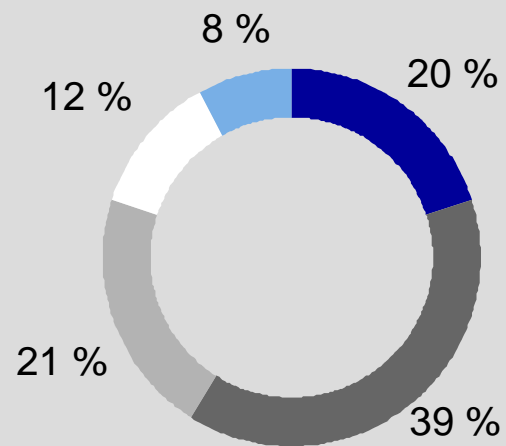


Advantages:

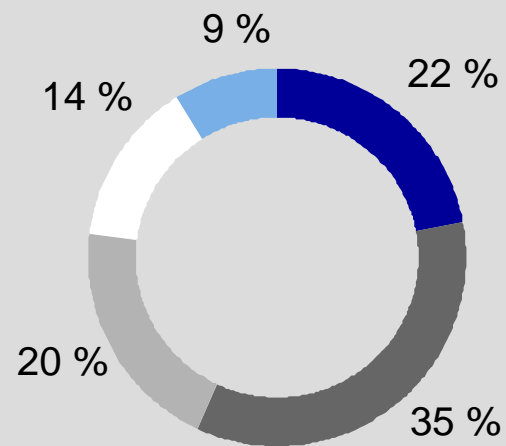
- Displays patient data from diverse sources on one screen
- Scales according to patient needs and caregiver preferences
- Improves workflow by supporting the use of up to three separate screens, so different caregivers can view the information they need at the same workplace
- Optimized for the OR

Medical division Regional Sales Split and World Market

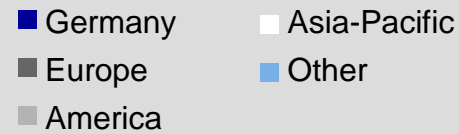
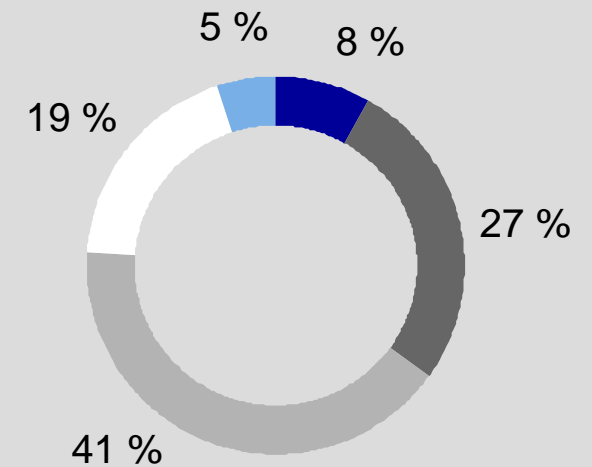
Medical division:
Sales Split Q1 / 2008



Medical division:
Sales Split Q1 / 2009



World Market:
Sales Split 2008



Medical division Business Development



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Order intake	320.0	295.2	-7.8*
Net sales	264.1	268.3	+1.6*
EBITDA before non-recurring expenses	18.1	9.4	-48.1
EBIT before non-recurring expenses	12.1	2.7	-77.7
<i>EBIT margin</i>	<i>4.6 %</i>	<i>1.0 %</i>	
Non-recurring expenses	0.4	0.0	
EBIT	11.7	2.7	-76.9
<i>EBIT margin</i>	<i>4.4 %</i>	<i>1.0 %</i>	
Net profit	8.3	1.7	-79.5

*Currency adjusted: order intake -8.8 %, net sales +0.0 %

Medical division

Key Figures



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Cash flow from operating activities	24.0	24.2	+0.8
Net financial debt	-140.1	-152.9	+9.1
Investments	5.0	5.5	+10.0
Capital employed	631.1	674.9	+6.9
<i>ROCE</i>	<i>1.9 %</i>	<i>0.4 %</i>	
Net working capital	363.9	346.5	-4.8



Safety division

Overview Q1 / 2009

- Declining order intake due to big project business in the previous year
- Strong development of net sales and EBIT despite expenses related to the consolidation of international ERP systems
- Innovations strengthen the competitive position
 - Investments into the future (R&D: € 8.8 million, 5.4 % of net sales)
 - Extension of the product portfolio by a new version of ›Dräger Alcotest 7510‹
 - Higher flexibility e.g. with public tenders due to additional optional supply units (alkaline or NiMH batteries) for ›Dräger Alcotest 7510‹

Safety division

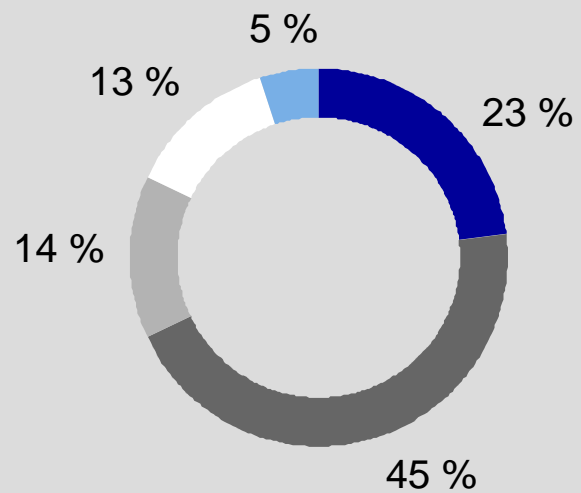
Product Highlight: ›Dräger Alcotest 7510‹



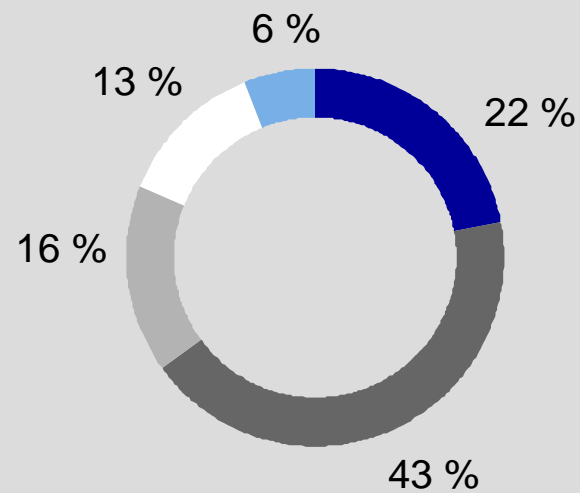
- The ›Dräger Alcotest 7510‹ is able to detect residual mouth alcohol; in that event, the test will need to be retaken
- Allocation of detailed test results
- Ergonomic and robust design
- Easy and hygienic in use
- Suitable for many different applications:
Where suspicion exists for instance, it can be used to detect alcohol inside a vehicle

Safety division Regional Sales Split and World Market

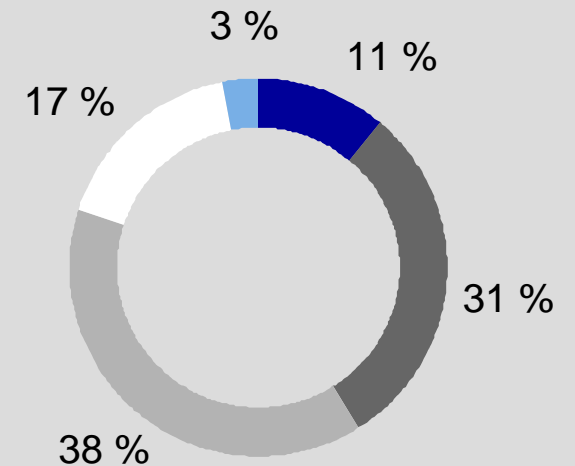
Safety division:
Sales Split Q1 / 2008



Safety division:
Sales Split Q1 / 2009



World Market:
Sales Split 2008



Safety division

Business Development



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Order intake	179.3	160.1	-10.7*
Net sales	147.6	163.0	+10.4*
EBITDA before non-recurring expenses	14.9	16.0	+7.4
EBIT before non-recurring expenses	9.5	10.5	+10.5
<i>EBIT margin</i>	<i>6.4 %</i>	<i>6.4 %</i>	
Non-recurring expenses	5.2	0.0	
EBIT	4.3	10.5	+144.2
<i>EBIT margin</i>	<i>2.9 %</i>	<i>6.4 %</i>	
Net profit (before profit / loss transfer)	2.4	6.7	+179.2

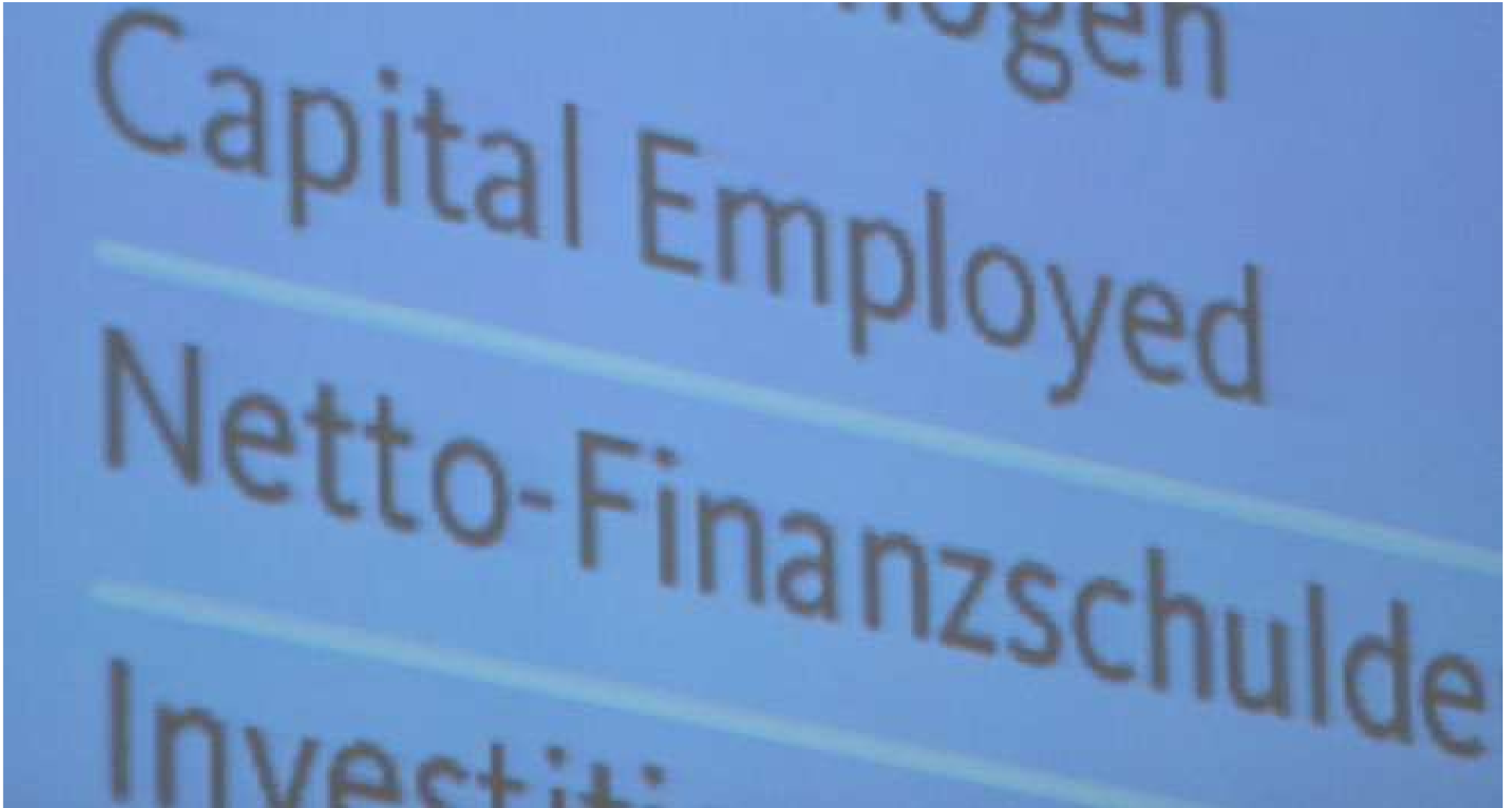
*Currency adjusted: order intake -10.6 %, net sales +10.5 %

Safety division

Key Figures



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Cash flow from operating activities	22.6	-2.8	-112.4
Net financial debt	30.3	68.1	+124.8
Investments	5.4	4.5	-16.7
Capital employed	199.6	240.6	+20.5
<i>ROCE</i>	<i>4.8 %</i>	<i>4.4 %</i>	
Net working capital	121.7	162.3	+33.4



Dräger Group

Business Development



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Order intake	493.8	448.6	-9.2
Net sales	405.7	425.2	+4.8
<i>Gross margin</i>	<i>47.3 %</i>	<i>45.4 %</i>	
EBIT before non-recurring expenses	17.5	6.5	-62.9
<i>EBIT margin</i>	<i>4.3 %</i>	<i>1.5 %</i>	
Non-recurring expenses	7.1	0.0	
EBIT	10.4	6.5	-37.5
<i>EBIT margin</i>	<i>2.6 %</i>	<i>1.5 %</i>	
Income taxes	0.0	0.0	
<i>Tax rate</i>	<i>0.0 %</i>	<i>38.0 %</i>	
Net profit	2.5	0.1	-96.0
Minority interests	2.0	0.7	-65.0
Earnings per preferred share in €	0.05	-0.03	-160.0

Dräger Group

Consolidated Balance Sheet



Assets	December 31, 2008	March 31, 2009	Change
	€ million	€ million	%
Intangible assets	211.6	210.1	-0.7
Property, plant and equipment	260.5	260.9	+0.2
Other non-current assets	105.3	105.5	+0.2
Non-current assets	577.4	576.5	-0.2
Inventories	329.0	368.0	11.9
Trade receivables	542.8	479.1	-11.7
Other current assets	80.4	89.4	+11.2
Cash and cash equivalents	125.2	107.3	-14.3
Current assets	1,077.4	1,043.8	-3.1
Total assets	1,654.8	1,620.3	-2.1

Dräger Group

Consolidated Balance Sheet



Equity and Liabilities	December 31, 2008	March 31, 2009	Change
	€ million	€ million	%
Equity	517.6	524.3	+1.3
Participation capital	74.8	74.8	+0.0
Provisions for pensions and similar obligations	167.6	167.3	-0.2
Non-current interest-bearing loans	292.1	291.1	-0.3
Other non-current liabilities	44.7	44.9	+0.4
Non-current liabilities	579.2	578.1	-0.2
Current provisions	159.9	157.5	-1.5
Current loans and liabilities to banks	88.0	78.1	-11.3
Trade payables	134.2	105.3	-21.5
Other current liabilities	175.9	177.0	+0.6
Current liabilities	558.0	517.9	-7.2
Total equity and liabilities	1,654.8	1,620.3	-2.1

Dräger Group

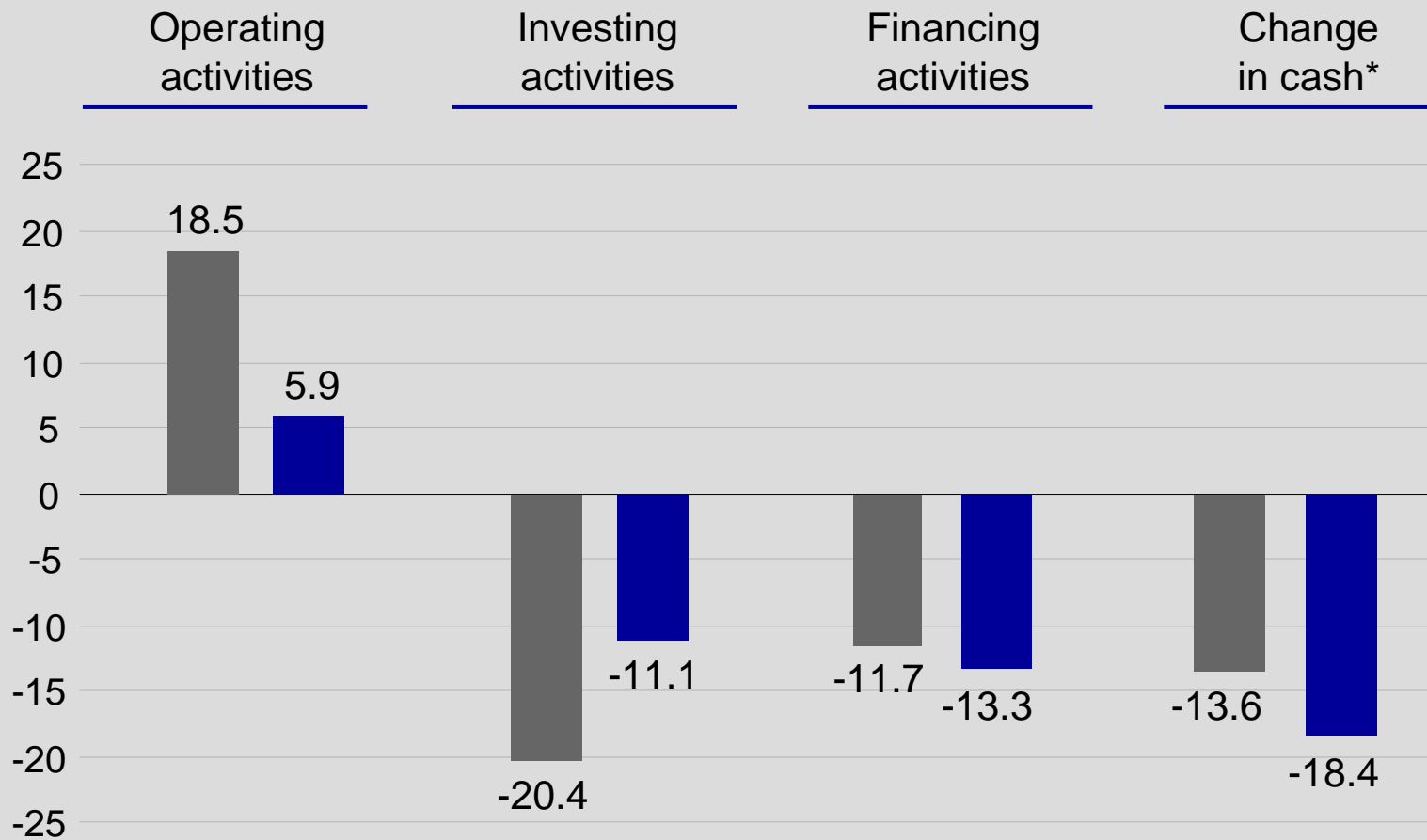
Key Figures



	Q1 / 2008	Q1 / 2009	Change
	€ million	€ million	%
Cash flow from operating activities	18.5	5.9	-68.1
Net financial debt	327.2	336.6	+2.9
Investments	20.8	10.9	-47.6
Capital employed	930.6	965.1	+3.7
<i>ROCE</i>	<i>1.9 %</i>	<i>0.7 %</i>	
Net working capital	468.0	498.0	+6.4

Dräger Group

Cash Flow Statement



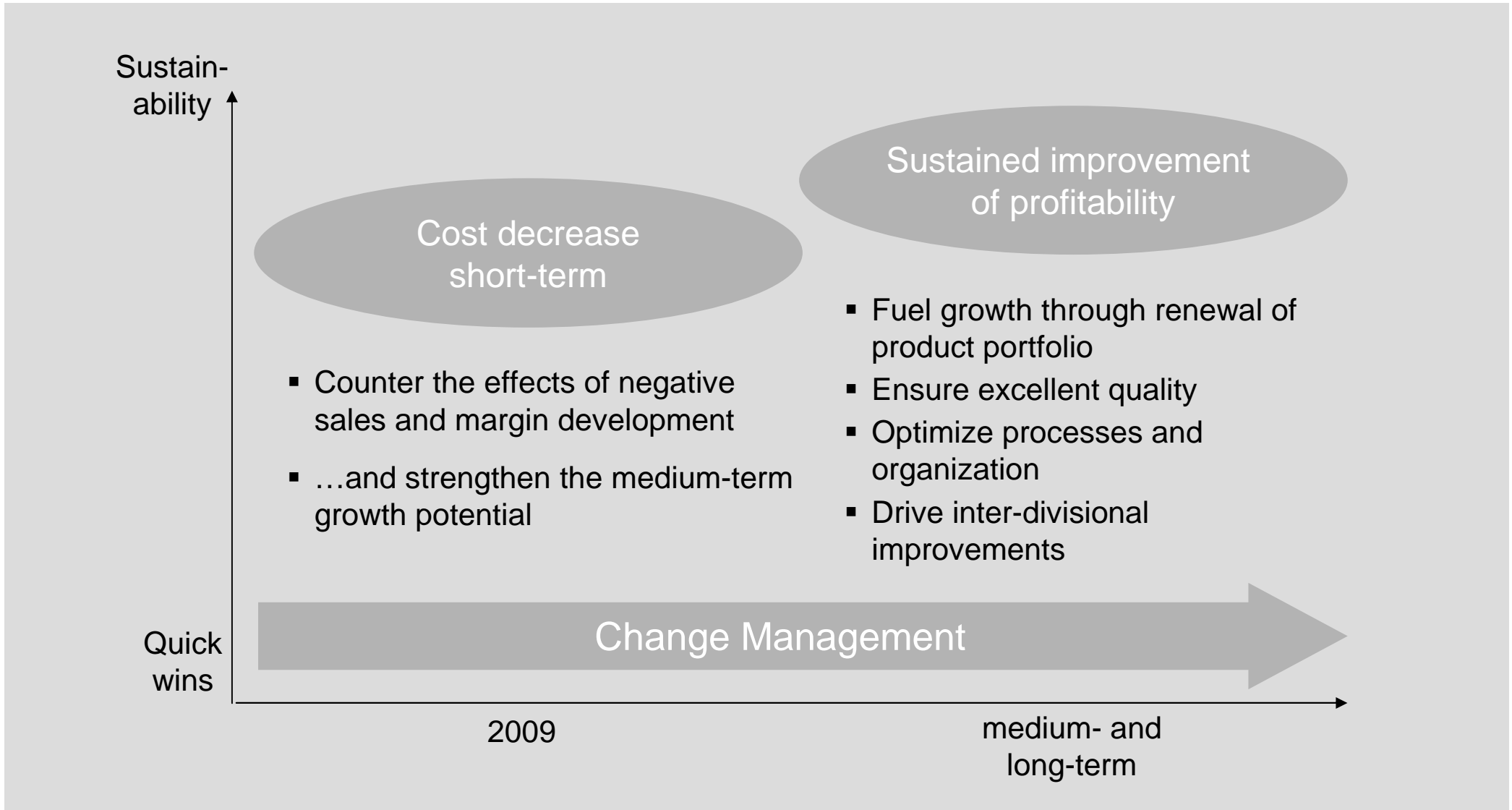
* without effects of exchange rates on cash and cash equivalents

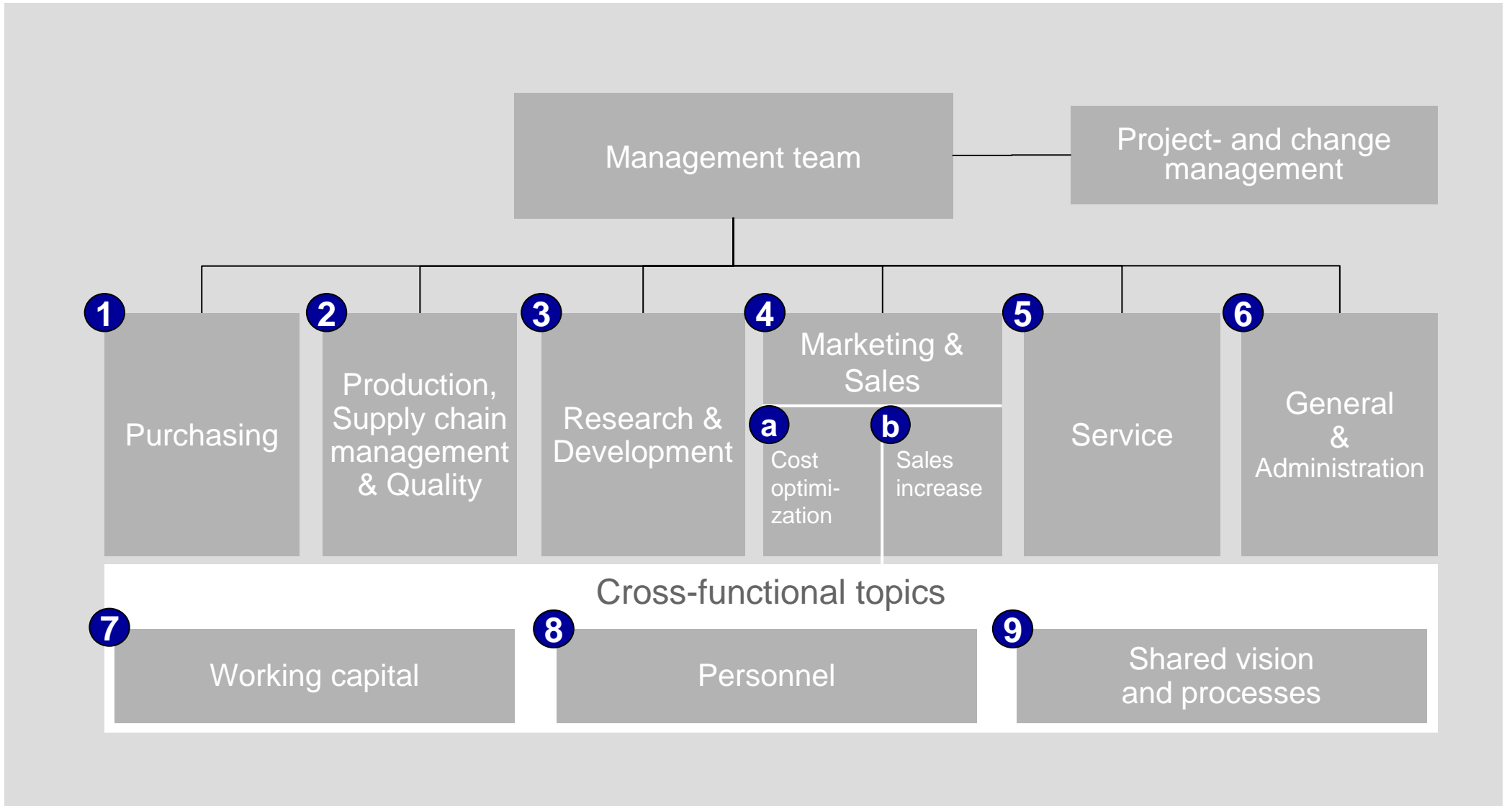
■ Q1 / 2008 ■ Q1 / 2009

Dräger Group
Turnaround Program

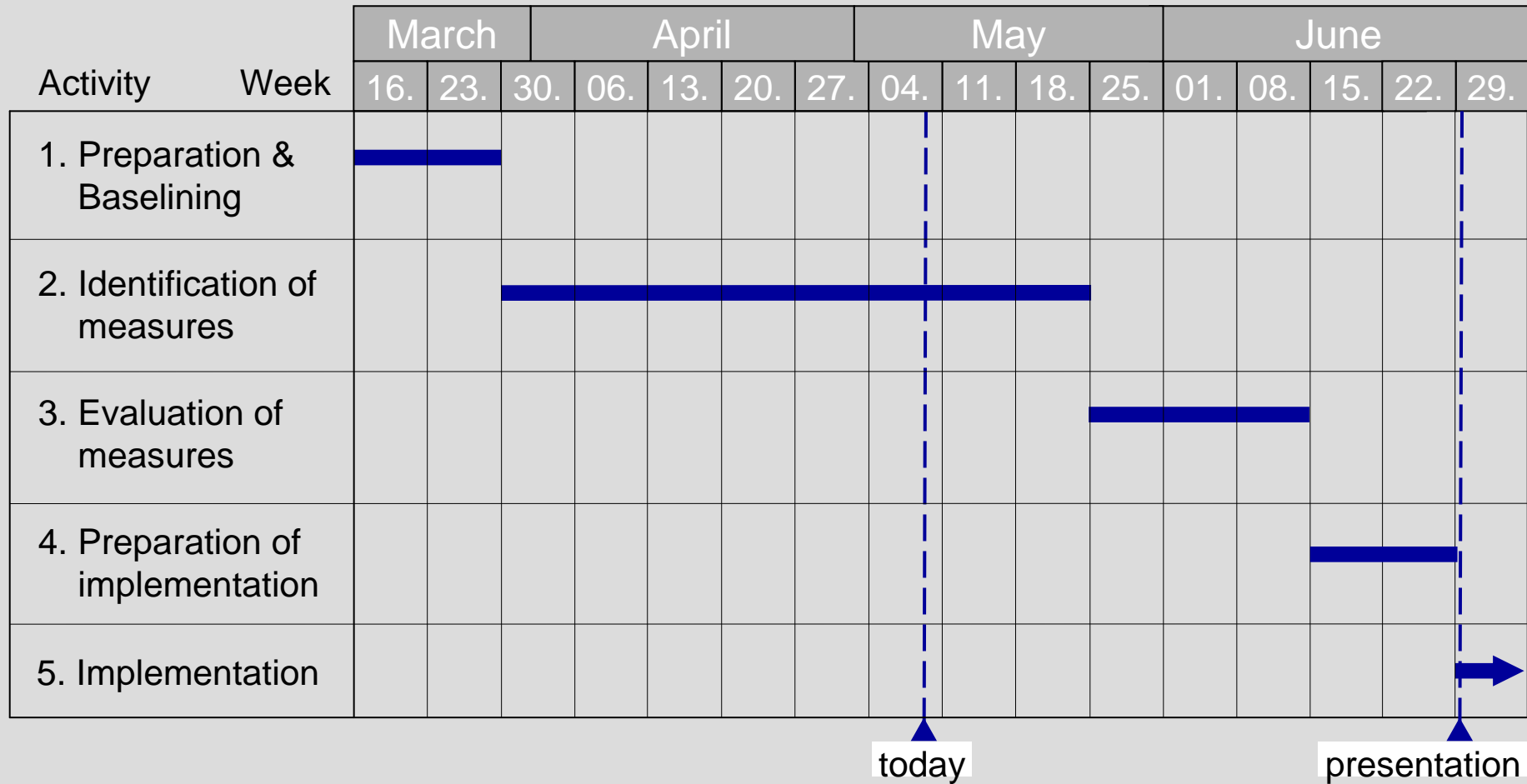


Turnaround: Short-term and sustained improvement of profitability





Turnaround: Timetable, implementation starts in July





- No specific forecast for net sales and EBIT development of the Dräger Group possible due to the current economic environment and related uncertainties

- Net sales decrease for the Dräger Group of approximately 5 % expected

- Medium-term goals:
 - at least net sales development in line with the market
 - EBIT margin of 10 %
 - ROCE of 20 %

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Appendix

Management

Finance Calendar

Contact

Executive Board of Drägerwerk AG & Co. KGaA



Stefan Dräger
CEO



Dr. Ulrich Thibaut
CTO



Gert-Hartwig Lescow
CFO



Dr. Herbert Fehrecke
COO



Dr. Dieter Pruss
Marketing and Sales,
Safety division

Finance Calendar



- | | |
|-------------------|---|
| 24.02.2009 | - Preliminaries 2008 |
| 19.03.2009 | - Accounts press conference, Lübeck
- Analysts´ meeting, Frankfurt |
| 06.05.2009 | - Q1/2009 report
- Conference call, Lübeck |
| 08.05.2009 | - Annual shareholders' meeting , Lübeck |
| 06.08.2009 | - Q2/2009 report
- Conference call, Lübeck |
| 05.11.2009 | - Q3/2009 report
- Conference call, Lübeck |

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