

**PALL** Pall Corporation

2009 INVESTOR DAY



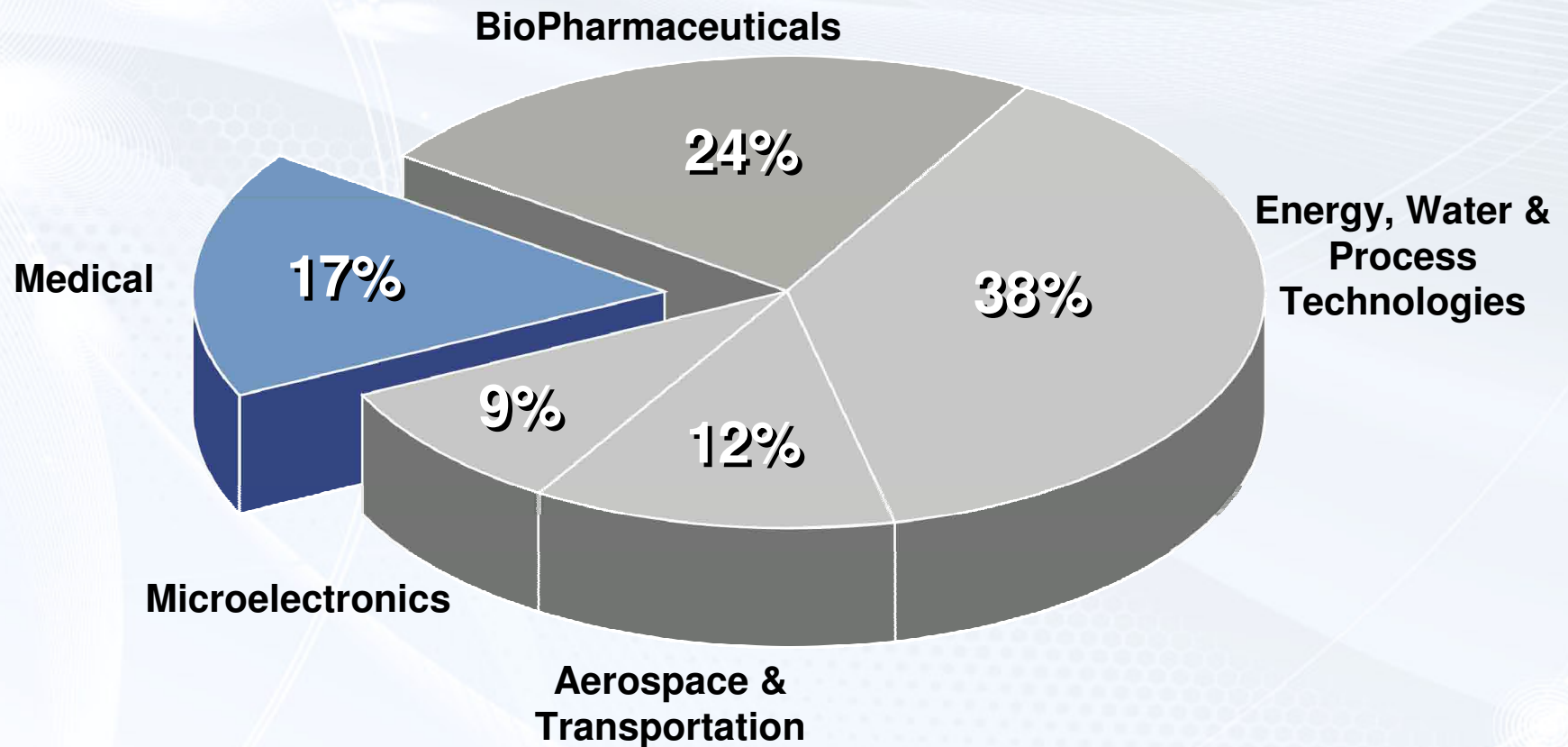
**Medical**

**Allan Ross  
President Medical**

**December 17, 2009**

Sustainable, Profitable Growth

# Pall Life Sciences - Medical



***Life Sciences Total Sales: \$940.5 Million***

***Industrial Total Sales: \$1,388.7 Million***

***Pall Total Sales: \$2.3 Billion***

# Medical Market Overview

## FY'13 Projected Market Size \$6.8 Billion

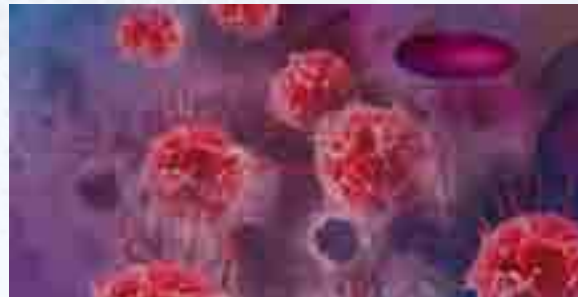
### Transfusion Medicine

Blood

Cell Therapy

**FY'13 Market Size \$ 2.5 B**  
**Market CAGR 2-3%**

**FY'13 Market Size \$ 2.3 B**  
**Market CAGR 7-10%**



### Hospital

Infection Control

**FY'13 Market Size \$ 2.0 B**  
**Market CAGR 3-5%**



# Growth...54% of Medical Revenue will come from New Products by FY13

## Markets

FY10

FY11

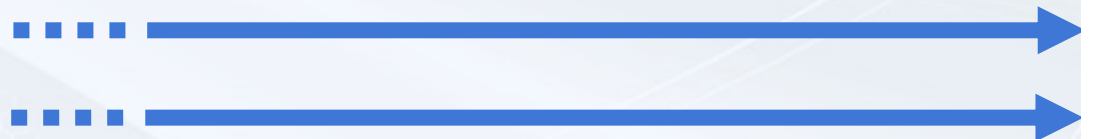
FY12

FY13



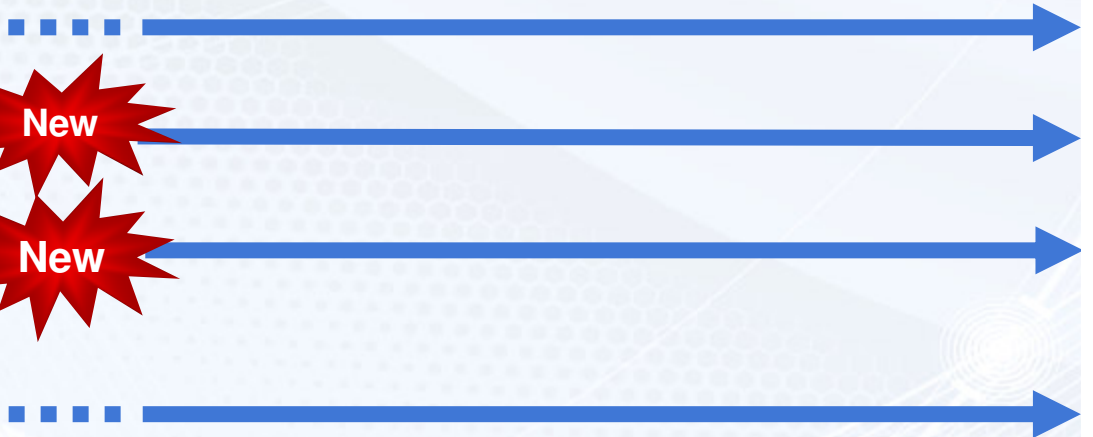
### ▲ Blood

- Acrodose™ System
- Red Cell Filters

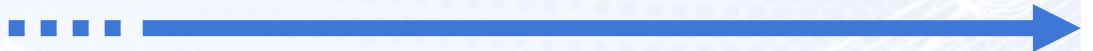


### ▲ Cell Therapy




- Cord Blood
- Human Cell Therapy
- Veterinary medicine platform



### ▲ Hospital infection control platform



# Markets, Drivers and Opportunities

Markets	Drivers	Opportunities
<p>Blood - Transfusion</p> 	<ul style="list-style-type: none"> <li>- Tightening budgets</li> <li>- Use all components of a whole blood donation</li> </ul>	<ul style="list-style-type: none"> <li>- Value added systems</li> <li>- Expand technologies into emerging markets—Latin America and Asia</li> </ul>
<p>Cell Therapy</p> 	<ul style="list-style-type: none"> <li>- Stem cells and platelet rich plasma to provide new treatments</li> </ul>	<ul style="list-style-type: none"> <li>- Expand Pall Cell Therapy product lines for both human and veterinary applications</li> </ul>
<p>Hospital</p> 	<ul style="list-style-type: none"> <li>- Increased visibility of Healthcare Associated Infections (HAI's) and lack of reimbursement for selected HAI's</li> <li>- Outbreaks of diseases like Legionella and Influenza</li> <li>- Reduce medical waste</li> </ul>	<ul style="list-style-type: none"> <li>- Need for effective HAI and other infection preventative measures</li> <li>- "Greener products" that produce less waste</li> </ul>

# Blood Transfusion Market

## Acrodose™ PL System, a Platform for Growth

- ▲ Acrodose systems are a tool used to easily maximize platelets production from every whole blood donation
- ▲ Acrodose systems are the only platelet pooling systems available in U.S. that provide a clinically equivalent alternative to apheresis platelets
- ▲ Further growth through enhancements and expansion into global markets



### Better Blood Center Economics: Apheresis versus Acrodose<sup>SM</sup> PL Platelets

	2009 Blood Center Cost
Apheresis Platelet	\$256
Acrodose PL Platelet	\$156

### Global Sales on Track >30% annual growth since launch

	Acrodose PL System Sales
FY'09	\$8.5M
FY'13	Est. \$39-50 M

# Red Cell Filtration Systems

## Red Cell Filters:

- ▲ RC2D for U.S.
  - Helps increase recovered plasma yields so blood centers can maximize their revenues
- ▲ RCM3/RCM4 for Europe
  - Improve leukoreduction in overnight room temperature applications
  - Ease of use
  - Reduced manufacturing cost improves margins
- ▲ eBPF4 for Asia



# Cell Therapy Direction, Strategy & Initiatives

**New Direction:** Initial focus on “cardiac” broadened to many cell therapy applications

- Regenerative medicine, cord blood, vet medicine

**Balanced Strategy:** Expand Cord Blood business to drive short term growth, cell harvest for long term growth

**Focused Initiatives:** Cell Therapy Tools

- Cell harvest
- Cell separation
- Cell expansion
- Cell preservation
- Contamination control
- Closed system process



FY09 Revenue \$9.6M

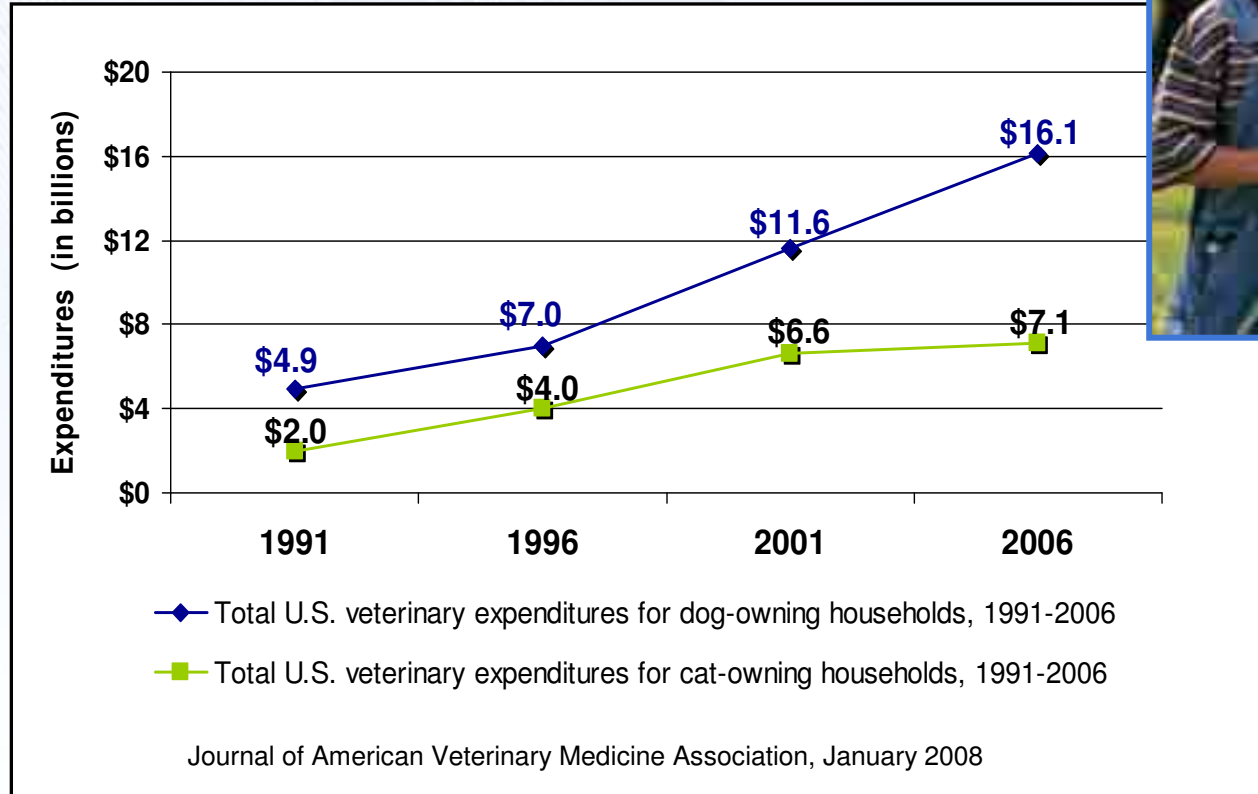


FY13 Revenue Projected \$44 – 64 M



# NEW Platform – Participate in Fast Growing Veterinary Medicine Market

- ▲ Veterinary medicine spending in the U.S. has doubled in the past 10 years



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- ▲ Veterinary medicine spending in the U.S. has doubled in the past 10 years

## Pall Strategy:

- Leverage Blood and Cell Therapy Technology to drive Veterinary Medicine
- Leverage R&D in human products market to animal health market

## Key Initiative:

- Expand our equine cell therapy product to small animal market
- Leverage existing technology platforms (blood systems)

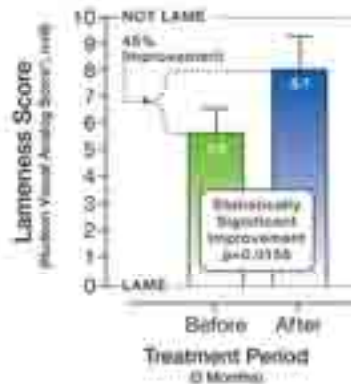


**Global Potential  
>\$50 Million**

# Veterinary Testimonials

## Preliminary data are encouraging

The Hudson visual analog score is a questionnaire that can be used by vets and pet owners alike to assess lameness. The questionnaire has been applied in the treatment of 6 dogs rated just prior to and after 3 months of treatment with a single application of Purecell PET treatment. The data show a statistically significant improvement in lameness by about 45% and prompted an interest to confirm these observations by expanding the study. We now offer you an opportunity to participate in the pilot program.



Hudson JT, Szabo MR, Symp L, Koch HA, Palmer SC. Assessing repeatability and validity of a visual analogue scale questionnaire for use in assessing pain and lameness in dogs. *Am J Vet Res*. 2007 Dec;68(12):1634-42.

## Two testimonials



"I had been giving O'Malley joint supplements and NSAIDs to alleviate the pain she had endured for years after having both anterior cruciate ligaments repaired and felt she was at her optimal comfort level. After pursuing the treatment using Purecell PET, she exhibited puppy-like behavior as if her injuries and arthritis never happened."

"After a month of extensive family anti-inflammatory medication in combination with joint supplements and pain killers, Thumper still could not put any weight on his right back leg to walk or run. This was devastating for an energetic pitbull mix who used to run his muscles had atrophied to the point of being almost nonexistent."



"I was pursuing the necessity of surgery but was hesitant for many reasons, including the trauma of surgery to Thumper and a long recovery time. After several discussions with my vet and a consulting vet, I chose Purecell PET treatment, which I felt was a more holistic natural approach."

"In less than 72 hours after the Purecell PET treatment, Thumper was actually walking on all four legs! I was thrilled to see how quickly he responded to the therapy. It is now about 4 weeks since the Purecell PET treatment and his atrophied muscles have already rebuilt themselves to almost 100% normal. It's wonderful to see Thumper so energetic and active again."

Your veterinarian agreed to provide treatment and collect data to establish clinical efficacy. Ask your veterinarian to explain the conditions of the program and cost of participation today.

The opportunity to access this treatment under the conditions of this pilot program will be limited.

## Is your dog suffering from arthritis or other joint pain?



Offering a natural and safe cell therapy to relieve the pain of joint disease or injury, promote healing and reduce recovery time using your dog's own blood.

Ask your vet today about participating in a pilot program offering a new treatment for joint pain and disability. The treatment involves using the Purecell™ Platelet Enhancement Therapy (PET) device to easily concentrate blood products.

**PALL** Medical [www.pall.com](http://www.pall.com)  
 800.255.2525 • 916.433.2525 • 916.433.2525

# Hospital Preventing Healthcare Associated Infections (HAI's)

The CDC estimates  
that in American  
hospitals alone,  
HAI's account for  
**1.7 million** infections  
And **99,000**  
associated deaths  
each year.

[www.cdc.gov/ncidod/dhqp/hai.html](http://www.cdc.gov/ncidod/dhqp/hai.html)



# Preventing Healthcare Associated Infections (HAI's)

## Hospital

**Direction:** Deliver technology to improve patient cost and outcome

- New reimbursement practice places more cost burden on hospitals

**Strategy:** Expand presence in anesthesia and infection prevention

**New Initiatives:** Development of state-of-the-art technology with strong intellectual property in water with our Next Generation Pall Aquasafe® POU water filters and new gas filtration.



# Pall Medical is becoming greener...

*Medical customers are demanding greener products. Pall is partnering with customers to develop products that reduce medical waste...*

This plan promises growth driven by solutions to our healthcare partner challenges...

Pall is enabling this by delivering greener products through product innovations...

**Innovative Technologies**

**Value Proposition**

**Core Product Line**

# Pall Life Sciences: Aligned Global Organization \$1.3 - 1.4 Billion Life Sciences Business by FY13

## BioPharm



**\$7.8 B Market  
Opportunity FY'13**

### Process

- Biotech
- Biologics (Vaccines)
- Classic Pharmaceuticals

### Laboratory Tools

### Process Monitoring

### Diagnostics

- Proteomics and Genomics
- OEM Materials & Diagnostics

## Medical



**\$6.8 B Market  
Opportunity FY'13**

### Transfusion Medicine

- Blood
- Cell Therapy
- Veterinary Medicine

### Hospital – Infection Control

- Water
- Critical Care
- Surgical Smoke

**\$9B Market Today - \$14.6 B Opportunity by 2013**