



# Introduction

Adrian Hennah, Chief Financial Officer

29 November 2012

# Forward looking statements

*This document contains certain forward-looking statements that may or may not prove accurate. For example, statements regarding expected revenue growth and trading margins, market trends and our product pipeline are forward-looking statements. Phrases such as "aim", "plan", "intend", "anticipate", "well-placed", "believe", "estimate", "expect", "target", "consider" and similar expressions are generally intended to identify forward-looking statements. Forward-looking statements involve known and unknown risks. Uncertainties and other important factors that could cause actual results to differ materially from what is expressed or implied by the statements. For Smith & Nephew, these factors include: economic and financial conditions in the markets we serve, especially those affecting health care providers, payors and customers; price levels for established and innovative medical devices; developments in medical technology; regulatory approvals, reimbursement decisions or other government actions; product defects or recalls; litigation relating to patent or other claims; legal compliance risks and related investigative, remedial or enforcement actions; strategic actions, including acquisitions and dispositions, our success in integrating acquired businesses, and disruption that may result from changes we make in our business plans or organisation to adapt to market developments; and numerous other matters that affect us or our markets, including those of a political, economic, business or competitive nature. Please refer to the documents that Smith & Nephew has filed with the U.S. Securities and Exchange Commission under the U.S. Securities Exchange Act of 1934, as amended, including Smith & Nephew's most recent annual report on Form 20F, for a discussion of certain of these factors.*

*Any forward-looking statement is based on information available to Smith & Nephew as of the date of the statement. All written or oral forward-looking statements attributable to Smith & Nephew are qualified by this caution. Smith & Nephew does not undertake any obligation to update or revise any forward-looking statement to reflect any change in circumstances or in Smith & Nephew's expectations.*

# Financial contribution

	2012 Q3 YTD				29 Sept 2012
	Group revenue split	Contribution to Group revenue growth	Group trading profit split	Trading margin	Group total assets split (1)
<b>Division / Organisation</b>	%	%	%	%	%
ASD (Established Markets)	67	26	76	22.8	80%
EM/IM organisations	11	43			
AWM (Established Markets)	22	31	24	22.0	20%
<b>Group</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>22.6</b>	<b>100%</b>

Notes: (1) excluding 'unallocated corporate assets'

# Presentations – 29 November (am)

Agenda	Presenter	Background
Introduction	Adrian Hennah	Invensys, GSK
Advanced Surgical Devices division (Established Markets)	Mike Frazzette	Tyco Healthcare
International Markets organisation	Kelvin Johnson	Various roles at S&N
Emerging Markets (BRIC) organisation	Francisco Canal Vega	Gambro, Excelsior, Baxter
Lunch		

## Presentations – 29 November (pm)

Agenda	Presenter	Background
Advanced Wound Management division (Established Markets)	Roger Teasdale	Various roles at S&N
Human Resources function	Helen Maye	Abbott Laboratories
Summary	Adrian Hennah	

# York training facility tour – 29 November



- Tour of our Surgical Skills Centre
- Product fair – Sports Medicine Joint Repair and early phase technologies

# Hull manufacturing facility tour – 30 November



- Tour of our AWM manufacturing facility
- Product fair – advanced wound care and advanced wound devices

 We are **smith&nephew**