



5. IRAQI-GERMAN BUSINESS FORUM RECONSTRUCTION OF MEDICAL FACILITIES AND CARE

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Berlin, 26.03.2019

SALES

6,788.9

€ MILLION

61,583
EMPLOYEES



INVESTMENTS



969.2 EUR million

B. BRAUN AT A GLANCE



239

CORPORATE SOCIAL
RESPONSIBILITY PROJECTS

COUNTRIES



64






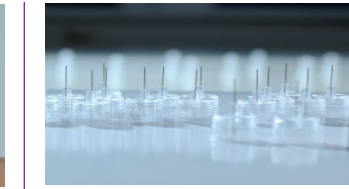












RESEARCH AND DEVELOPMENT
ACTIVITIES



352.0 EUR million

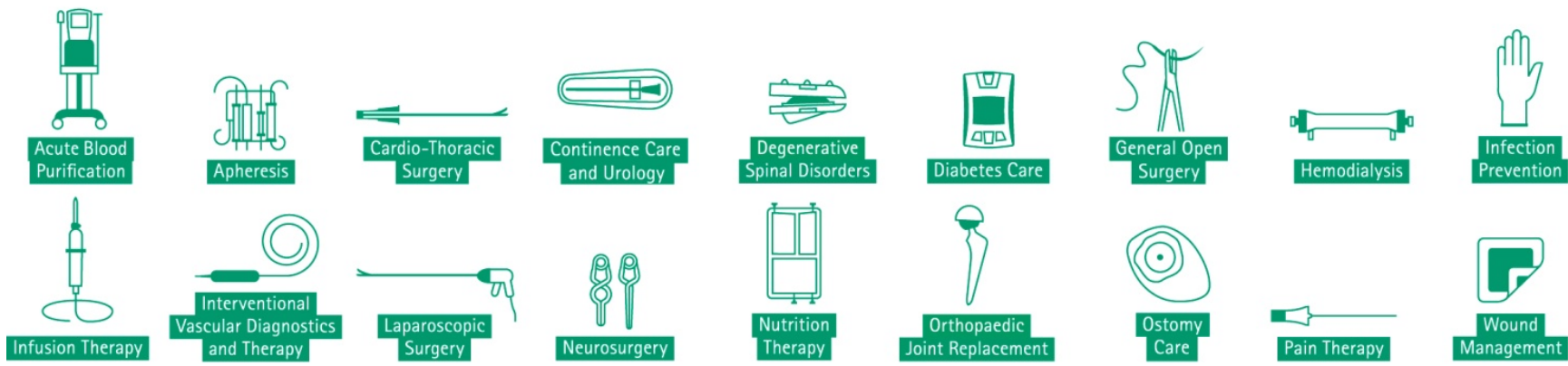


We have competence in 18 therapeutic areas...

 <p>Acute Blood Purification</p>	 <p>Apheresis</p>	 <p>Cardio-Thoracic Surgery</p>	 <p>Continenence Care and Urology</p>	 <p>Degenerative Spinal Disorders</p>	 <p>Diabetes Care</p>
 <p>General Open Surgery</p>	 <p>Hemodialysis</p>	 <p>Infection Prevention</p>	 <p>Infusion Therapy</p>	 <p>Interventional Vascular Diagnostics and Therapy</p>	 <p>Laparoscopic Surgery</p>
 <p>Neurosurgery</p>	 <p>Nutrition Therapy</p>	 <p>Orthopaedic Joint Replacement</p>	 <p>Ostomy Care</p>	 <p>Pain Therapy</p>	 <p>Wound Management</p>

Our customers value the benefits provided by B. Braun

18
B. BRAUN
THERAPY
FIELDS



BENEFITS

Partnership

Progress

Safety

Process Optimization

OUR
CUSTOMERS



Hemodialysis at a glance

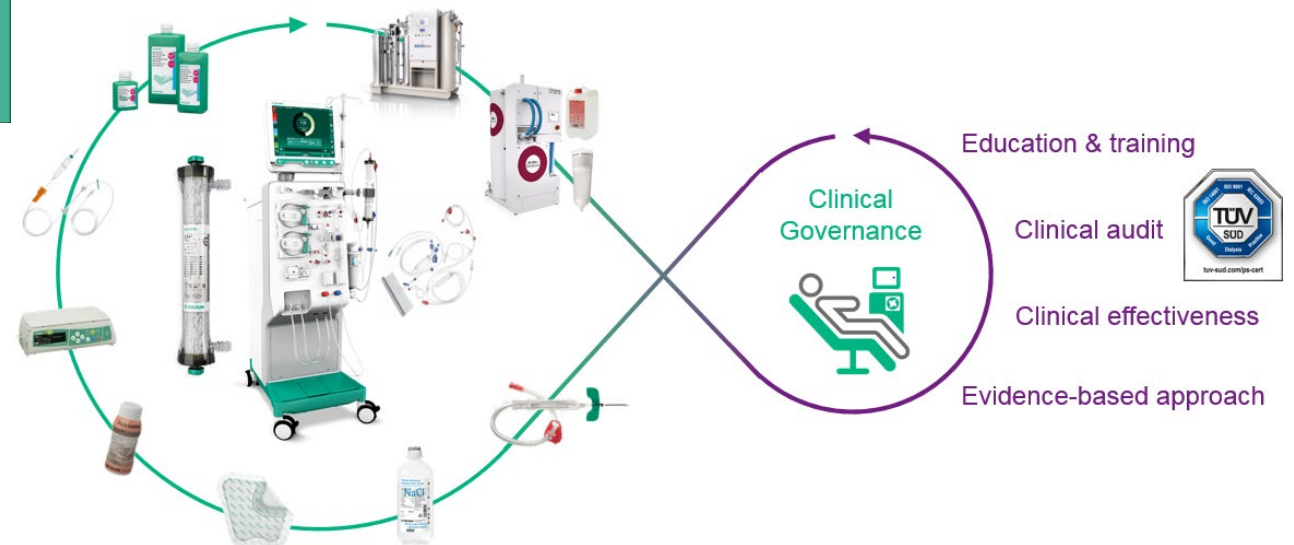


Outline

- 3 times a week (150 per year)
- 4 hours per treatment

B. Braun Provider Care

- > 370 Centers
- > 35 countries
- > 35.000 patients



Baghdad Medical City Dialysis Clinic



INITIAL SITUATION





INVESTMENT RENOVATION: 1.5 MIO \$



INVESTMENT EQUIPMENT: 3.5 MIO \$



RECONDITIONING COMPLETED

Impressions



B. Braun Abilities and Opportunities

- Local representation with an overall staff of 25 employees
- Continuous training and education in Iraq and abroad for doctors, nurses and technicians
- Own staff on site to guarantee smooth operation of our portfolio
- Annual shipments of >200 containers
- Regular emergency shipments even before receipt of L/C
- Logistics center in Baghdad to secure on-time delivery (consignment stock)

B. Braun understands itself as a reliable and sustainable partner for the Iraqi Health-Care sector

Obstacles and Challenges

- Certain delays in local processes, such as issuance of required import documents, uncertain customs tariffs and processes, etc.
- Tender- and contract management almost incompatible with B.Braun guidelines
- Unforeseeable efforts like demurrage fees, custom clearance, tax exemption, banking charges
- Continuous reduction of prices and simultaneous raise of requirements and expectations
- Increase of low cost/low quality competition
- Delayed, retained and/or curtailed payments

B. Braun Vision for Iraq



Perspektiven für irakische Rückkehrer

Information, Beratung und Unterstützungsangebote



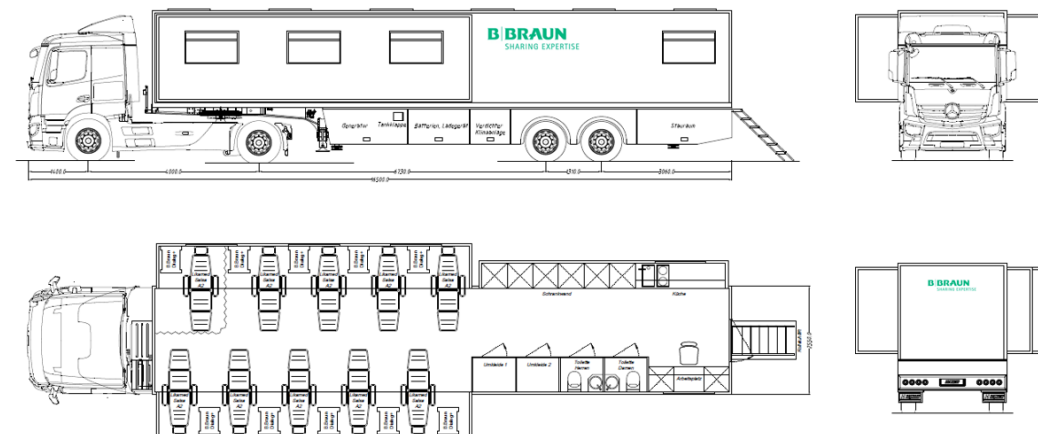
Im Auftrag des



Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung

Bundesministerium des Innern, für Bau und Heimat

- Employ more nurses, engineers and doctors
- Improve perspectives for locals and returnees
- Building a network of logistic hubs for the complete B. Braun portfolio



Local production of liquid concentrates

- Creates job perspectives
- Avoidance of supply gaps
- Reduction of freight and CO2 emissions by 80%

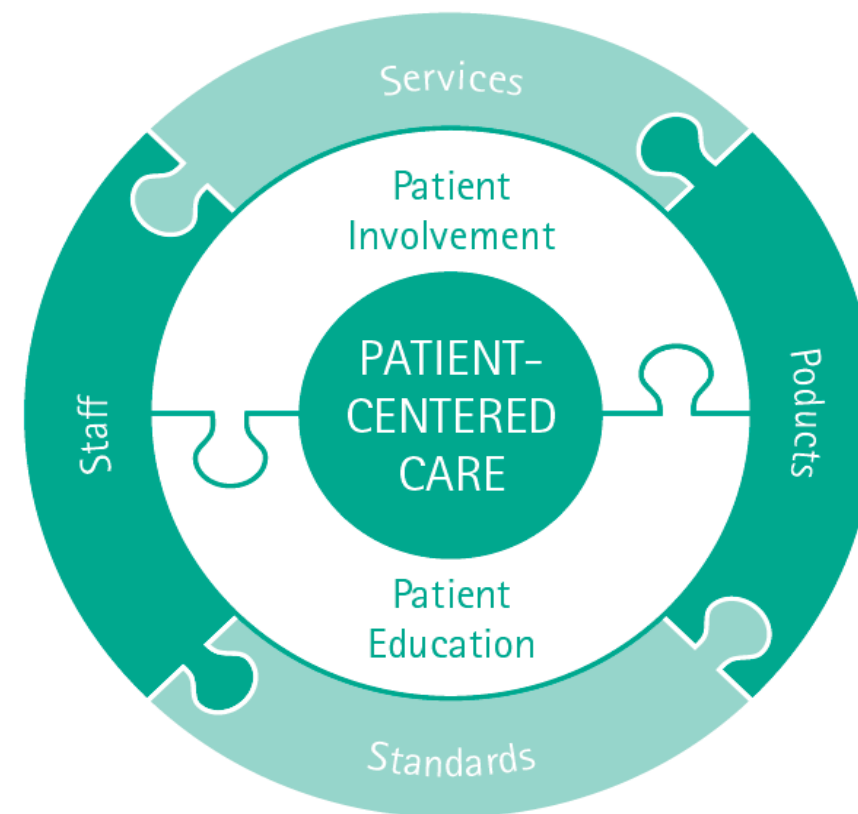
Conclusion

Allow us to apply our experience gathered through sharing expertise to be your reliable partner.



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THANK YOU
FOR YOUR ATTENTION