

# **Second Quarter Results Fiscal Year 2009**

**April 28, 2009** 

#### Forward-Looking Statements

These materials include forward-looking statements and it's possible that actual results could differ from our expectations. Factors that could cause such differences appear in our second fiscal quarter press release and in our recent SEC filings.

#### Non-GAAP Financial Measures

These materials also include Non-GAAP financial measures.

A reconciliation to the comparable GAAP measures can be found herein or in our press release and the financial schedules attached hereto.

A copy of the release, including the financial schedules, is posted on the "Investors" section of the BD.com website.



#### **Second Quarter Highlights**

## Vincent A. Forlenza

President



#### **Business Highlights – BDX**

- The following financial information excludes the pretax charge of \$45m, or 11 cents EPS, for the antitrust class action settlement agreement
- Fully Diluted Second Quarter EPS of \$1.18, excluding the specified item
- Economic environment impacting our customers in certain areas of the business which has slowed underlying demand
- Foreign currency continues to impact year-on-year reported growth
- Company efficiency programs continue to drive operating margin expansion
- Full year adjusted EPS growth guidance unchanged at 9% to 11%



### Financial Highlights FY 2009

	Second Quarter							
	2009	Reported Growth	FXN Growth					
Revenue	\$1,741	-0.4%	3.0%					
EPS (1)	\$1.18	8.3%						

	First Half	Full Year Guidance		
	Reported	FXN	Reported	FXN
2009	Growth	Growth	Growth	Growth
\$3,474	0.6%	3.7%	-1.0%	4% to 5%
\$2.43	12.5%		9% to 11°	%

Note: FXN = Foreign exchange neutral growth. Growth rates reflect the year-on-year change.

(1) FY 2009 EPS on a fully diluted basis excluding specified item.



### **Financial Update**

# David V. Elkins

**Executive Vice President and CFO** 



# FY 2009 Revenue by Segment

	Se	cond Quar	ter	First Half			
	\$m	Reported Growth%	FXN%	\$m	Reported Growth%	FXN%	
Total Revenue	1,741	-0.4	3.0	3,474	0.6	3.7	
Medical	897	-2.7	2.0	1,788	-2.4	1.9	
<b>Diagnostics</b>	540	1.7	5.0	1,080	2.5	5.6	
<b>Biosciences</b>	304	3.3	2.6	606	6.8	6.1	

Note: FXN = Foreign exchange neutral growth. Growth rates reflect the year-on-year change.



## FY 2009 Safety Revenue

	Se	Second Quarter			First Half		
	\$m	Reported Growth%	FXN%		\$m	Reported Growth%	FXN%
<b>Total Safety</b>	392	4.8	8.5		795	4.5	7.6
US Safety	255	3.1	3.1		524	2.0	2.0
Int'l Safety	137	8.1	18.9		271	9.5	19.1

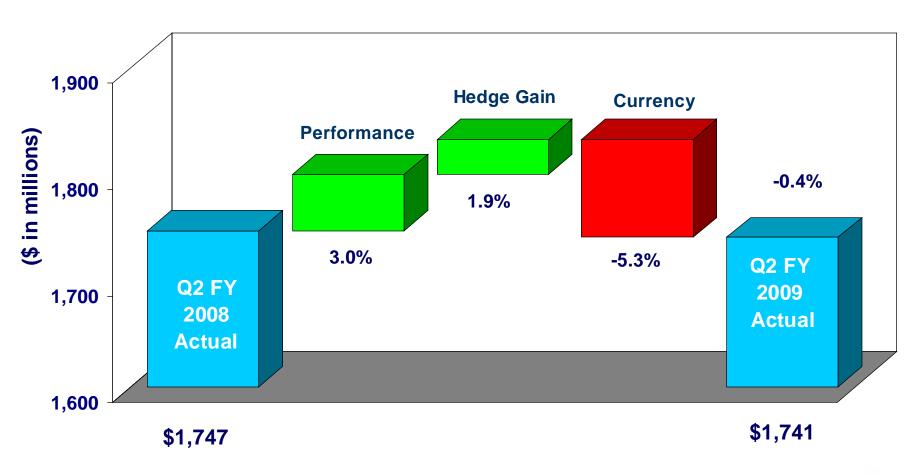
## FY 2009 Revenue by Region

	S	Second Quarter			F	irst Half	
	\$m	Reported Growth%	FXN%		\$m	Reported Growth%	FXN%
Total U.S.	778	-0.7	-0.7		1,587	0.8	0.8
Medical	389	0.2	0.2		796	0.1	0.1
Diagnostics	285	1.4	1.4		573	2.2	2.2
Biosciences	104	-9.2	-9.2		218	0.1	0.1
International	963	0.0	6.1		1,887	0.5	6.2
Medical	508	-4.8	3.4		992	-4.3	3.3
Diagnostics	255	2.0	9.1		507	2.9	9.6
<b>Biosciences</b>	200	11.3	10.1		388	11.0	9.8

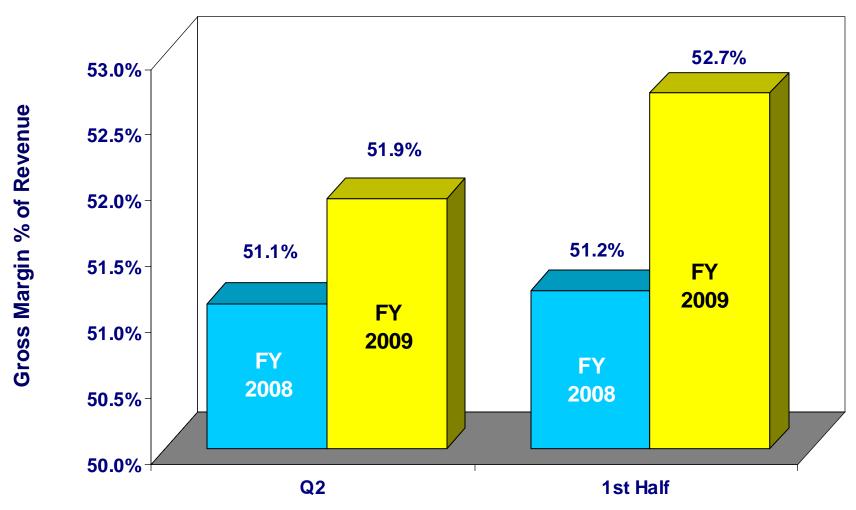
Note: FXN = Foreign exchange neutral growth. Growth rates reflect the year-on-year change.



#### FY 2009 – Q2 Revenue Growth Year-on-Year



# FY2009 – Q2 Gross Margin Change Year-on-Year



### FY 2009 – Q2 Operating Expenses

Q2	Q2		
	QZ	Total	Reported
2009	2008	Change	Growth
\$396	\$416	(\$20)	-4.8%
22.7	23.8		
<b></b>	<b>\$0</b> \$	¢ን	2.8%
фээ	фЭО	ФЭ	2.0%
5.7	5.5		
	\$396 22.7 \$99	\$396 \$416 22.7 23.8 \$99 \$96	\$396 \$416 (\$20) 22.7 23.8 \$99 \$96 \$3

Note: Total Change = dollar variance to prior year. Growth rates reflect the year-on-year change. (1) FY 2009 excluding specified item.



### FY 2009 – Q2 Operating Income

(\$ in millions)			Increase (Decrease)			
	Q2 2009	Q2 2008	Total Change	Reported Growth		
Operating Income (1)	\$408	\$381	\$27	7.1%		
% of Revenue (1)	23.5	21.8				

Note: Total Change = dollar variance to prior year. Growth rates reflect the year-on-year change. (1) FY 2009 excluding specified item.



#### FY 2009 – Operating Income – Year To Date

(\$ in millions)	Increase (Decrease)				
	YTD	YTD	Total	Reported Growth	
	2009	2008	Change		
Operating Income (1)	\$830	\$744	\$86	11.6%	
% of Revenue (1)	23.9	21.6			

Note: Total Change = dollar variance to prior year. Growth rates reflect the year-on-year change. (1) FY 2009 excluding specified item.



# FY 2009 Guidance – Revenue Year-on-Year Growth

	1 <sup>st</sup> Half		2 <sup>nd</sup> +	Half	Full Year Guidance		
	Reported Growth%	FXN%	Reported Growth%	FXN%	Reported Growth%	FXN%	
Revenue	0.6%	3.7%	-2% to -3%	5% to 6%	-1%	4% to 5%	

#### FY 2009 Guidance – Operating Margins

#### Operating Margins as a % of Revenue

	2008	YTD	Full Year Guidance
Gross Margin	51.2%	52.7%	52.5% to 53.0%
SSG&A (1)	24.0%	23.2%	22.9% to 23.0%
R&D	5.5%	5.6%	5.6% to 5.8%
Operating Income (1)	21.7%	23.9%	23.5% to 24.0%

#### FY 2009 Guidance – EPS

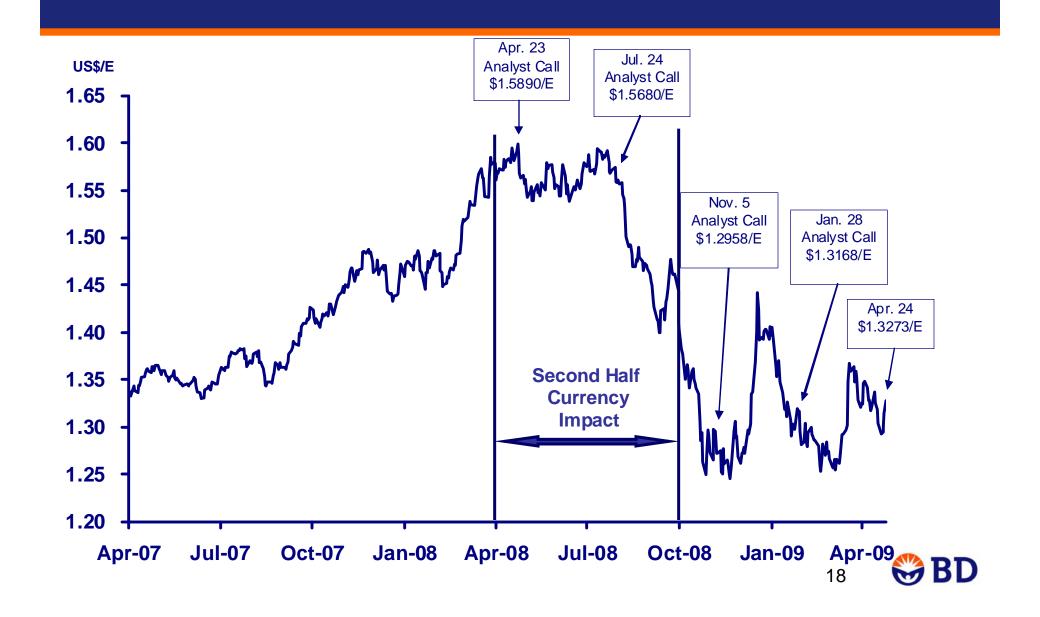
U.S. Dollars	2008	Performance	Currency	/ Hedge	2009
1 <sup>st</sup> Half <sup>(1)</sup>	\$2.16	+0.09	+0.01	+0.17	\$2.43
% Change		4.2%			12.5%
2 <sup>nd</sup> Half	\$2.30		<b>-0.28</b> <sup>(2)</sup>	+0.17(2)	\$2.43 to 2.52
% Change		10% to 13%			6% to 10%
Full Voor Adjusted EDS (1)	\$4.46		<b>-0.27</b> <sup>(2)</sup>	+0.34 <sup>(2)</sup>	\$4.86 to 4.95
Full Year Adjusted EPS (1)	<b>\$4.40</b>		-0.27	+0.34	\$4.00 to 4.95
% Change		7% to 9%			9% to 11%

Note (1) - FY 2009 EPS on a fully diluted basis excluding specified item. See reconciliation for Full Year Adjusted EPS on page #23.

Note (2) - Currency and Hedge impacts are estimates and will vary according to actual exchange rate fluctuations.



#### Euro Currency Impact is Weighted to the 2<sup>nd</sup> Half



### **Second Quarter Highlights**

## Vincent A. Forlenza

President



#### **FY 2009 Revenue Outlook**

	First	Half	Secon	Second Half		Guidance
	Reported Growth%	FXN%	Reported Growth%	FXN%	Reported Growth%	FXN%
BDX	0.6%	3.7%	-2.5%	5.5%	-1.0%	4.6%
Medical	-2.4%	1.9%	-3.5%	6.2%	-3.0%	4.0%
Diagnostic	2.5%	5.6%	0.3%	7.0%	1.4%	6.3%
Biosciences	6.8%	6.1%	-3.2%	0.6%	1.6%	3.2%

Note: FXN% = Foreign exchange neutral growth. Growth rates reflect the year-on-year change.



#### **Key Takeaways**

- Top-line growth impacted by wholesaler destocking and macroeconomic factors impacting customers
- Despite economic impacts, reiterating Full Year EPS guidance by continuously driving efficiency
- Accelerating and expanding our efficiency program
- Driving investment in strategic growth opportunities
- Rapid implementation of programs to ensure a strong platform for growth in 2010
- Committed to driving shareholder value through dividend growth and share repurchases



# **Q & A**

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#### **Reconciliation for Full Year Guidance**

Referenced on pages #16 and #17, Full Year Guidance		Litigation	
<b>\$m</b>	Reported Guidance	Charge <sup>(1)</sup>	Excluding Item
SSG&A (1)	\$1,667 to \$1,677	(\$45)	\$1,622 to \$1,632
% of Projected Revenue	23.5% to 23.7%		22.9% to 23.0%
Operating Income (1)	\$1,620 to \$1,655	\$45	\$1,665 to \$1,700
% of Projected Revenue	22.9% to 23.4%	, -	23.5% to 24.0%
Income Taxes	\$438 to \$448	<b>\$17</b>	\$456 to \$466
effective tax rate	27.2%		27.5%
Income from Continuing			
Operations	\$1,183 to \$1,193	<b>\$28</b>	\$1,210 to \$1,220
% of Projected Revenue	16.7% to 16.8%		17.1% to 17.2%
Diluted Earnings Per Share Income from Continuing			
Operations	\$4.75 to \$4.86	<b>\$0.11</b>	\$4.86 to \$4.95
% growth from FY 2008	7% to 9%		9% to 11%

<sup>(1)</sup> Represents the charge associated with the settlement agreement with the direct purchaser plaintiffs in antitrust class actions.

