



Mindray Medical International Limited
Corporate Presentation
August 2012

mindray

Disclaimer

This material contains "forward-looking statements" within the meaning of the safe harbor provisions of the U. S. Private Securities Litigation Reform Act of 1995. Statements contained herein and in our second quarter 2012 earnings press release that are not historical facts, including, without limitation, statements about Mindray's anticipated net revenues, non-GAAP net income and capital expenditure for 2012, our assumption of a corporate income tax rate of 15% applicable to the Shenzhen subsidiary, the uncertainty to determine at this time when the PRC tax authority will release the list of companies that are eligible for renewal of status of National Key Software Enterprise for the year 2011, that the potential benefits will be included in our financial statements upon such notice, that our reagent sales are continuing to accelerate, which is in line with the company's strategy to capture opportunities in the fast-growing consumable products markets, our intent to prudently deploy our strong cash position and continue to look for attractive investment opportunities worldwide, our expectation that China and other emerging markets will continue to drive our top-line sales, our belief that certain regions could present headwinds for us due to political uncertainties, other local policy issues and FX fluctuations, that we are cautious and are working to ensure that we remain nimble in order to find the best opportunities in Europe in light of the troubling developments in that region, our expectation to maintain our operational excellence and explore additional opportunities that will further accelerate Mindray's future growth and expansion, expanding product offerings and addressable market size worldwide in 2012, our expectation to continue to invest in and expand the direct servicing platform in order to build relationships with key hospital clients and foster customer loyalty in the long run, our anticipation that the demand of healthcare products and services in China will continue to accelerate based on trends such as aging population, expansion of health insurance coverage, increasing levels of reimbursement, urbanization, changes in life style, etc., our anticipation that the Z6, together with DC-8 and other updated color ultrasound systems, will help us gain a stronger foothold in China and other emerging markets, company priorities for 2012, and 2012 new products pipeline, are forward-looking statements. Forward-looking statements represent only the company's beliefs and predictions regarding future events, many of which, by their nature, are inherently uncertain and outside of the company's control. Our actual results and financial condition and other circumstances may differ materially from the anticipated results and financial condition indicated in these forward-looking statements due to a variety of risk, uncertainties and factors, including, without limitation, the expected growth of the medical device market in China and internationally; relevant government policies and regulations relating to the medical device industry; market acceptance of our products; our expectations regarding demand for our products; our ability to expand our production, our sales and distribution network and other aspects of our operations; our ability to stay abreast of market trends and technological advances; our ability to effectively protect our intellectual property rights and not infringe on the intellectual property rights of others; competition in the medical device industry in China and internationally; and general economic and business conditions in the countries in which we operate. For a discussion of other important factors that could adversely affect our business, financial condition, results of operations and prospects, see "Risk Factors" beginning on page 5 of our annual report on Form 20-F which was filed with the Securities and Exchange Commission on April 30, 2012.

Our results of operations for the second quarter of 2012 are not necessarily indicative of our operating results for any future periods. The financial information contained in this release and presentation should be read in conjunction with the consolidated financial statements and notes thereto included in our public filings with the Securities and Exchange Commission.

Any projections in this release and presentation are based on limited information currently available to us, which is subject to change. Although such projections and the factors influencing them will likely change, we will not necessarily update the information. Such information speaks only as of the date of this release and presentation. Mindray disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Who We Are

Mindray is a leading developer, manufacturer and marketer of medical devices worldwide, creating value and driving growth through:

- Meeting the needs of hospitals and health systems in various geographies around the world
- Constant innovation driven by a vertically integrated business model and a world class R&D operation
- A global player, with established leadership position in the fast growing China market





Our Vision

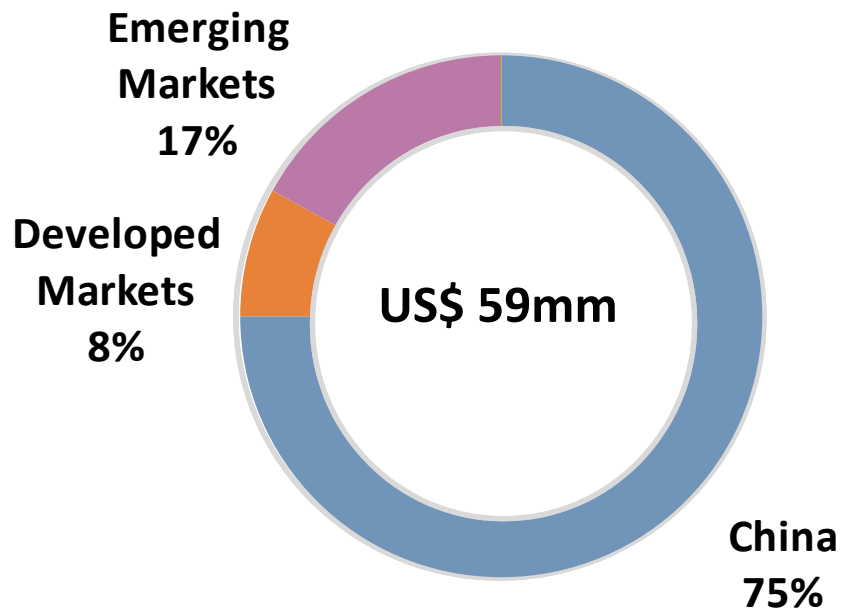
We will make better healthcare solutions more accessible to humanity.

Our Mission

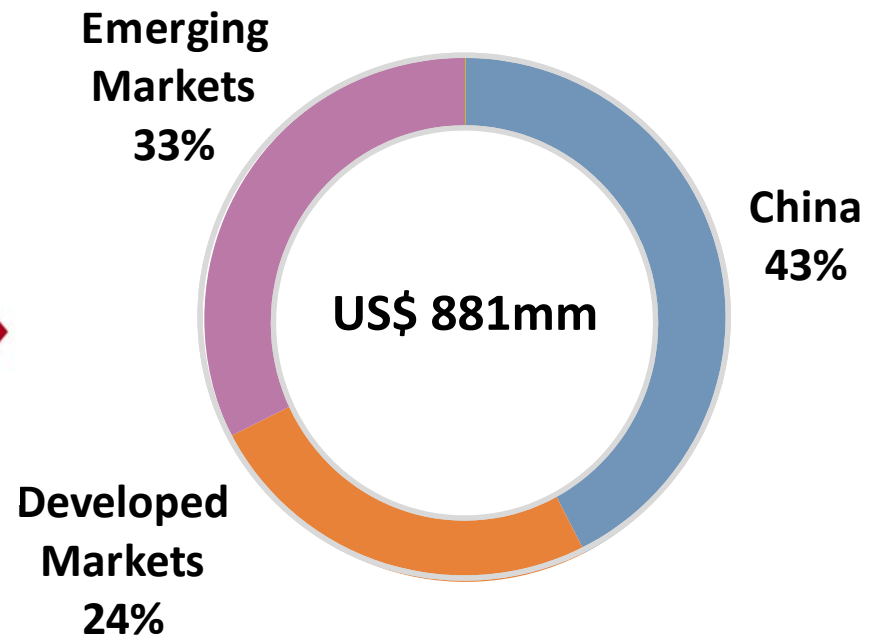
Improve healthcare by optimizing and sharing medical technologies with the world.

A Global Player in Medical Technologies

2003 Total Revenues

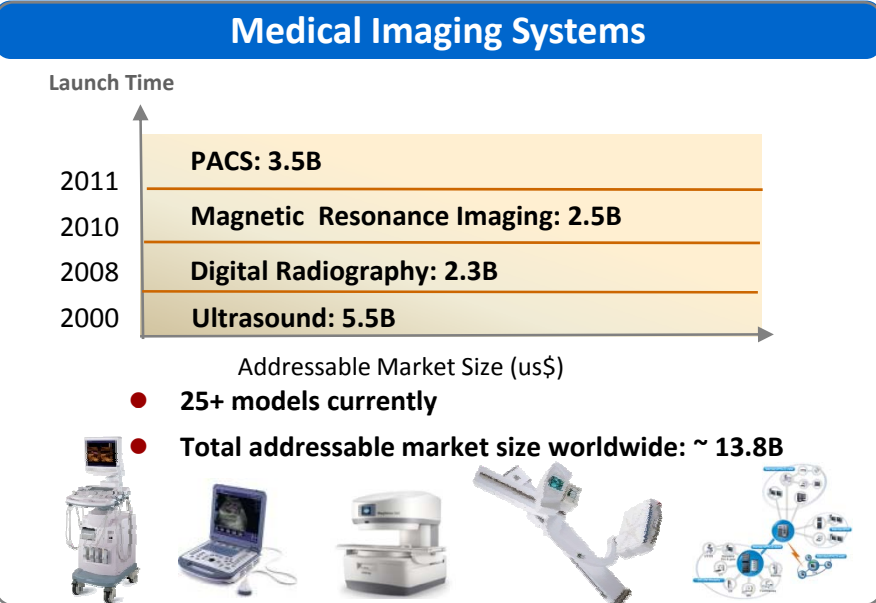
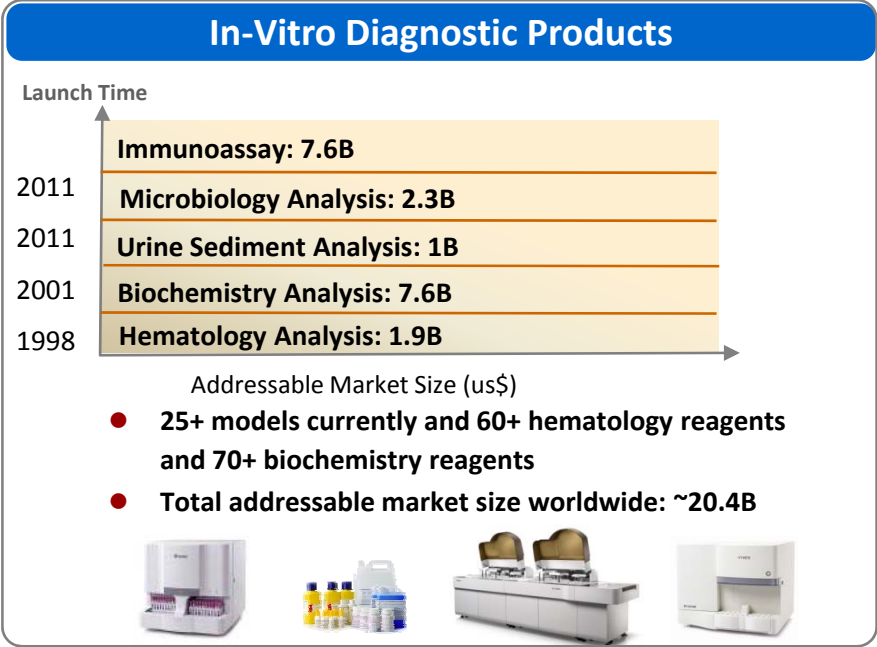
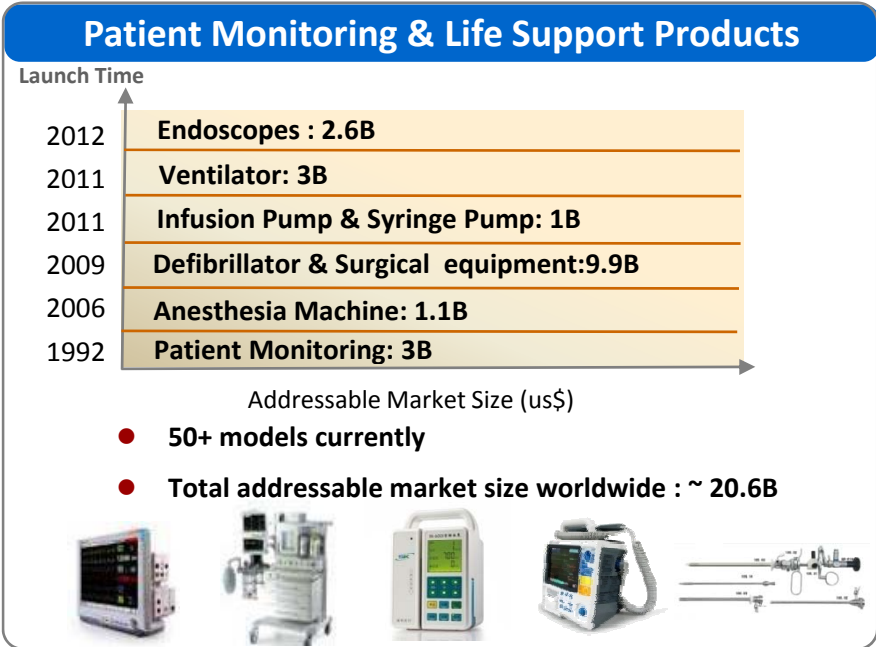


2011 Total Revenues



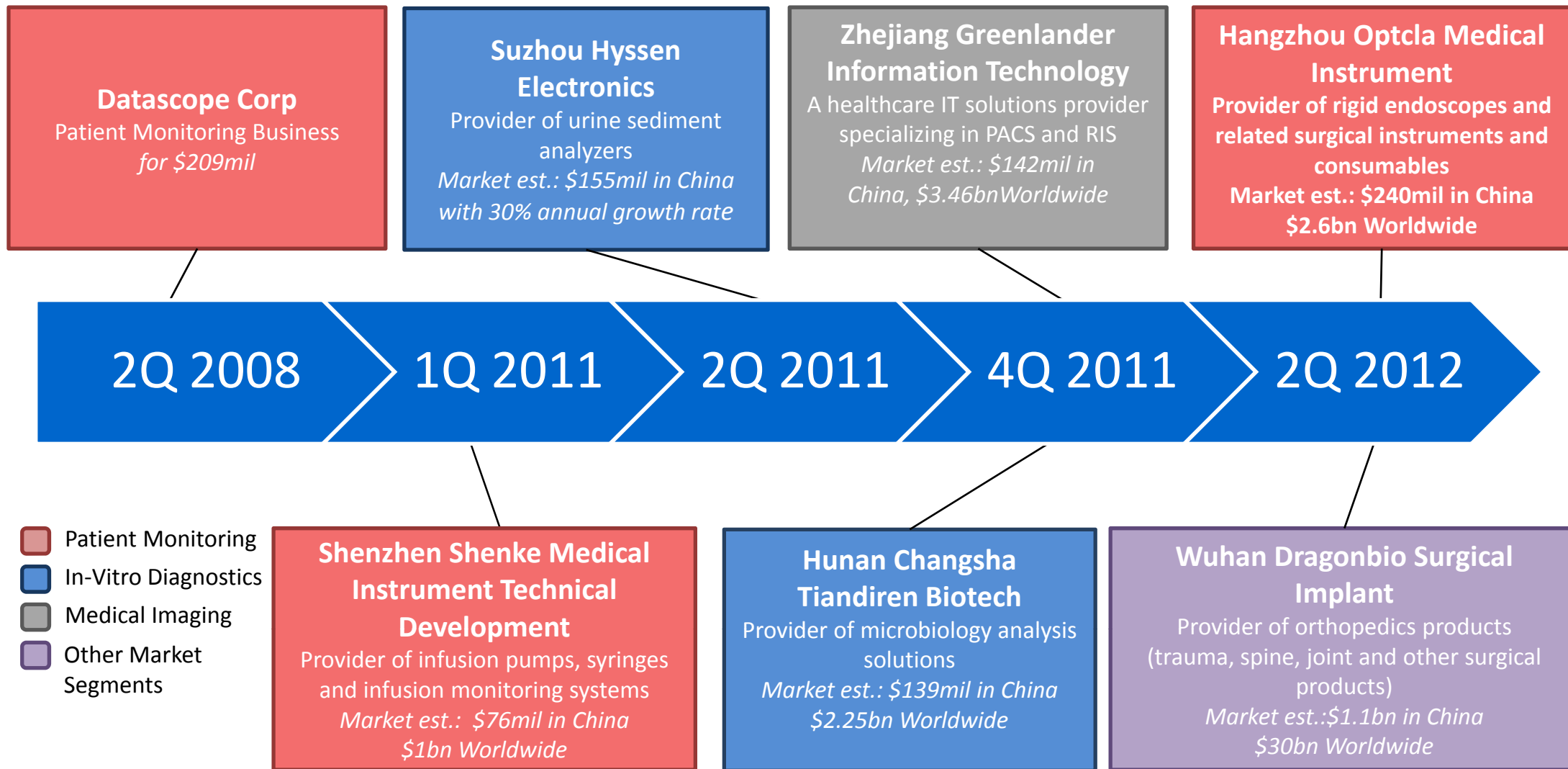
Note: Emerging Markets represent the countries in all regions except for China and developed markets.
Developed Markets represent the North America and Western European countries.

Expanding Product Offerings



Source: Internal estimate

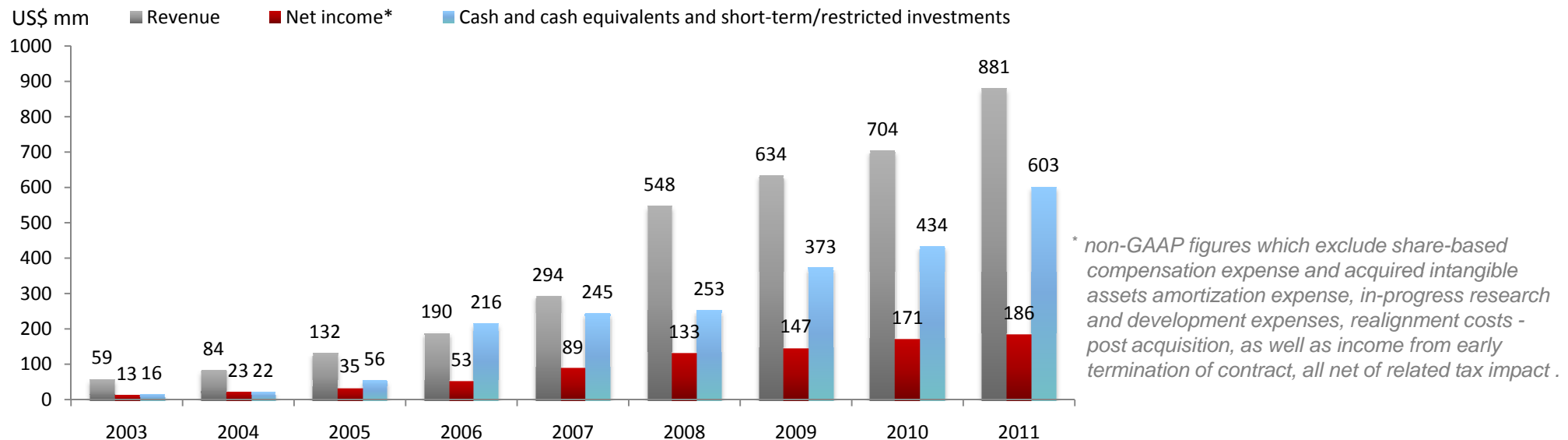
M&A Road Map



Source: Company public disclosure

Investment Highlights

- A world-class organization rooted in the world's fastest growing market
- China's leading domestic brand in three product areas, backed by international research centers in U.S. and Europe
- China's one of the most comprehensive sales and service infrastructure, covering all major cities from local sales offices with distributors covering vast rural and remote areas
- A robust growth track record in emerging markets
 - A high quality, value brand that is appealing to value-seeking customers
 - Sales and marketing investment rate among the highest within the industry
- Long-term focus on growth, profitability and cash generation



2Q12 Highlights

- Net revenues were \$267.8 million, an increase of 23.3% year-over-year
 - China revenues grew 27.1%, representing five consecutive quarters of over 25% sales growth in the domestic market
 - International sales increased 20.5%. Emerging markets and developed markets achieved good sales growth of 21.1% and 19.7% year-over-year, respectively
- Non-GAAP gross margin increased to 57.8%
- Non-GAAP net income increased 19.4% to \$59.5 million
- Net operating cash inflow strengthened significantly to \$61.4 million with 81.6% year over year growth
- Reagent revenues growth accelerated, contributing 34.4% to the in-vitro diagnostic business
- Introduced five new products in 1H2012 and are well on track to deliver our target of launching seven to ten products
- Completed the acquisition of a controlling stake in Wuhan Dragonbio Surgical Implant Co., Ltd, a domestic medical orthopedics products provider. The deal allows immediate access to this new, fast-growing consumable market segment.

2Q12 Domestic Market Highlights

- 2Q12 China sales recorded strong growth, up 27.1% year-over-year
 - Our key account team strategy has proven to work well and we expect our team to continue in this direction.
 - Continued favorable government and private healthcare spending leading to infrastructure upgrades and device purchases in county level hospitals, where we have strong presence.
- In the long run, we expect to continue to invest in and expand the direct servicing platform in order to build relationships with key hospital clients and foster customer loyalty.
- The demand of healthcare products and services in China is expecting to continue to accelerate based on trends such as aging population, expansion of health insurance coverage, increasing levels of reimbursement, urbanization and changes in life style.

2Q12 Emerging Markets Highlights

- Demand in emerging markets remained strong, achieving 21.1% year-over-year growth
 - The CIS region, Asia Pacific and Africa each grew by more than 30% year-over-year. Latin America also achieved over 25% growth year-over-year .
 - Despite the unrests in Africa, we delivered strong results thanks to our improved ground sales and service infrastructure.
- Our investments in expanding our key account coverage in top sales countries and enhancing our capabilities in public sector participation helped us drive our top-line sales.

2Q12 Developed Markets Highlights

- Developed markets grew 19.7% year-over-year
 - North America maintained its double digit growth trend and continued to grow much faster than the overall market. Anesthesia and ultrasound products as well as the contribution from the GPO contract were the major growth drivers behind the strong performance.
 - Western Europe sales posted mid-teens growth despite the severe economic weakness in the region, driven by new product introductions, increased direct sales and stronger brand awareness.

Financials – 2Q12 Results Highlights

| USD (in millions) <i>except EPS, A/R, A/P, Inventory days</i> | <u>2Q12</u> | <u>2Q11</u> | <u>1Q12</u> | <u>YoY</u> |
|--|-------------|-------------|-------------|------------|
| Net Revenues | 267.8 | 217.3 | 219.0 | 23.3% |
| Operating Income | 55.9 | 47.4 | 36.7 | 17.8% |
| Non-GAAP OI | 63.5 | 52.5 | 40.5 | 20.9% |
| EBITDA | 66.4 | 56.9 | 46.7 | 16.7% |
| Net Income | 52.0 | 44.8 | 36.6 | 16.1% |
| Non-GAAP NI | 59.5 | 49.8 | 40.4 | 19.4% |
| Diluted EPS | 0.44 | 0.37 | 0.31 | 16.3% |
| Non-GAAP Diluted EPS | 0.50 | 0.42 | 0.34 | 19.7% |
| Accounts Receivable Days | 64 | 64 | 79 | |
| Inventory Days | 87 | 94 | 92 | |
| Accounts Payable Days | 54 | 57 | 54 | |

Note:

Non-GAAP figures excludes share-based compensation expense and acquired intangible assets amortization expense, all net of related tax impact.

Patient Monitoring and Life Support Products

| USD (in millions) | <u>2Q12</u> | <u>2Q11</u> | <u>1Q12</u> | <u>YoY%</u> |
|-------------------|-------------|-------------|-------------|-------------|
| | \$114.6 | \$93.0 | \$95.7 | 23.3% |

- The patient monitoring and life support segment contributed 42.8% to total net revenues in 2Q12.
- Mid-to-high end patient monitors, anesthesia machines and defibrillators, were the growth contributors for this segment.



• Anesthesia Machine



• ICU/OR IT Solution

In-Vitro Diagnostic Products

| USD (in millions) | <u>2Q12</u> | <u>2Q11</u> | <u>1Q12</u> | <u>YoY%</u> |
|-------------------|-------------|-------------|-------------|-------------|
| | \$73.9 | \$56.4 | \$ 56.6 | 31.1% |

- The in-vitro diagnostics segment contributed 27.6% to total net revenues in 2Q12.
- Reagent business maintained its robust growth and made up 34.4% of total segment sales.
- Reagents and 5-part hematology analyzers contributed to the overall IVD sales growth.



✓ BS-2000 Biochemistry Analyzer



✓ BS-480 Biochemistry Analyzer



• Urinary Sediment Analyzer



✓ EH-2050B Plus Urinary Sediment Analyzer



✓ BC-5390 Hematology Analyzer

Medical Imaging Systems

| USD (in millions) | <u>2Q12</u> | <u>2Q11</u> | <u>1Q12</u> | <u>YoY%</u> |
|-------------------|-------------|-------------|-------------|-------------|
| | \$64.1 | \$55.7 | \$ 52.8 | 15.1% |

- The medical imaging systems segment contributed 24.0% to total net revenues in 2Q12.
- Color ultrasound products were the major contributors for this segment.
- We believe the Z6, together with DC-8 and an upcoming DR product will help us gain a stronger foothold in China and other emerging markets.



✓ Z6 Portable Color Ultrasound



• Cart-based Color Ultrasound



• Digital Radiography

Company Priorities for 2012

- To capture growth opportunities in the domestic market, Mindray plans to:
 - Continue to optimize our sales, marketing and service platforms
 - Strengthen our position in the areas where private and public healthcare spending take place
- To enhance our presence in emerging markets, Mindray intends to:
 - Continue to expand our key account coverage in the top emerging countries
 - Enhance our capabilities in public sector participation
- To increase our market share in developed markets, Mindray intends to:
 - Enhance brand awareness and focus on introducing new products
 - Further build up direct sales channels and service capabilities
- Focus R&D investment in technology and product development, as well as improving efficiency
- Launch seven to ten new products to broaden product offerings across different market segments
- Speed up the integration of newly acquired companies and actively seek further M&A opportunities

2012 New Products Pipeline

Patient Monitoring & Life Support Products



- Anesthesia Machine



- ICU/OR IT Solution

In-Vitro Diagnostic Products



- ✓ BS-2000 Biochemistry Analyzer



- ✓ EH-2050B Plus Urinary Sediment Analyzer



- ✓ BS-480 Biochemistry Analyzer



- ✓ BC-5390 Hematology Analyzer



- Urinary Sediment Analyzer

Medical Imaging Systems



- ✓ Z6 Portable Color Ultrasound

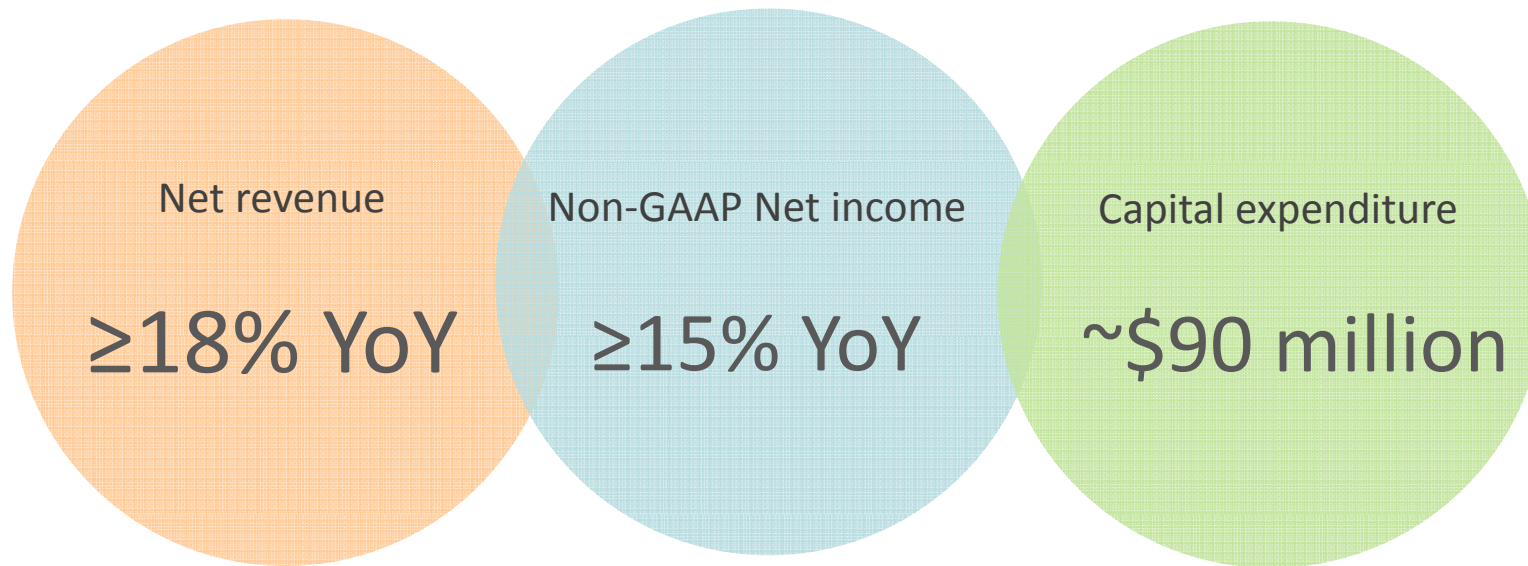


- Cart-based Color Ultrasound



- Digital Radiography

2012 Guidance



Note:

1. Forecast financials as publicly provided on August 6, 2012.

2. This guidance excludes the tax benefits related to the key software enterprise status (\$7.6 million recognized in the first quarter of 2011 for the calendar year 2010 and the potential tax benefit that we may receive in 2012 for the calendar year 2011) and assumes a corporate income tax rate of 15% applicable to the Shenzhen subsidiary.

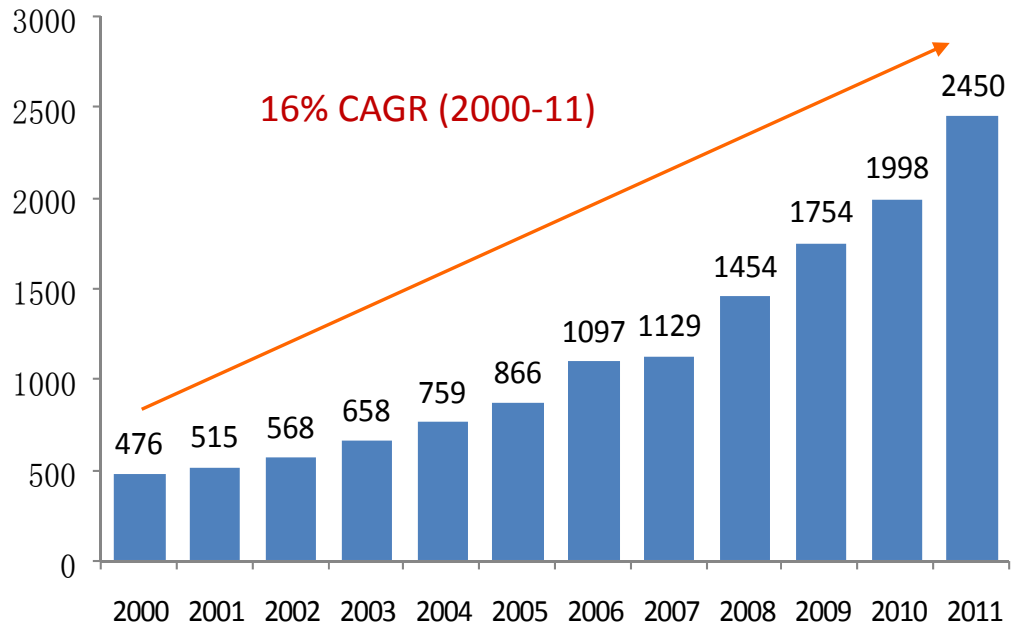
3. Non-GAAP figure excludes share-based compensation expense and acquired intangible assets amortization expense, all net of related tax impact.

Appendix

Growth Catalysts in China—Macro Environment

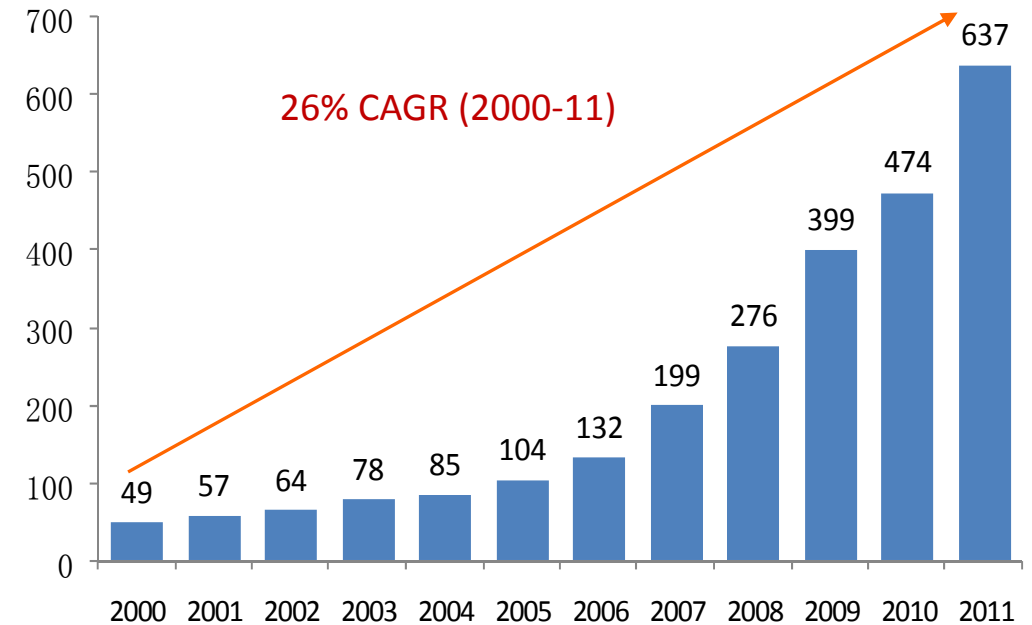
Total national spending on healthcare (2000 to 2011)

RMB bn



Government spending on healthcare (2000 to 2011)

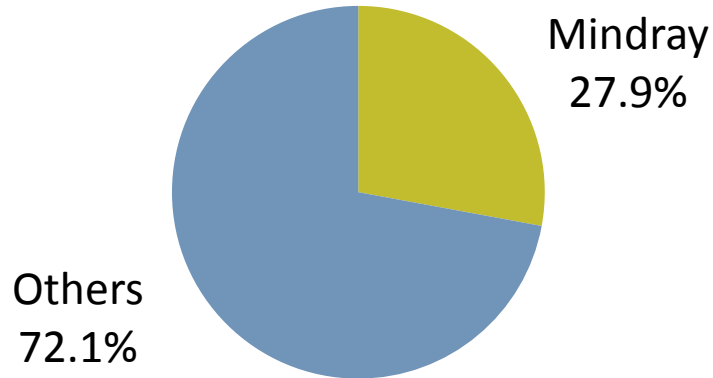
RMB bn



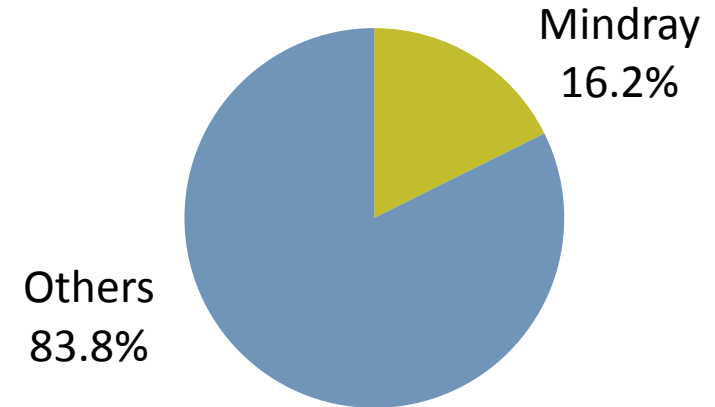
Source: CEIC; MOH

Market Presence in China

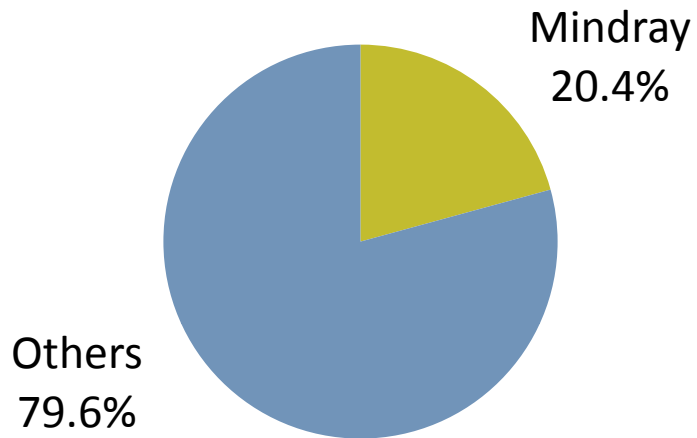
Patient Monitoring Devices & Anesthesia Machine



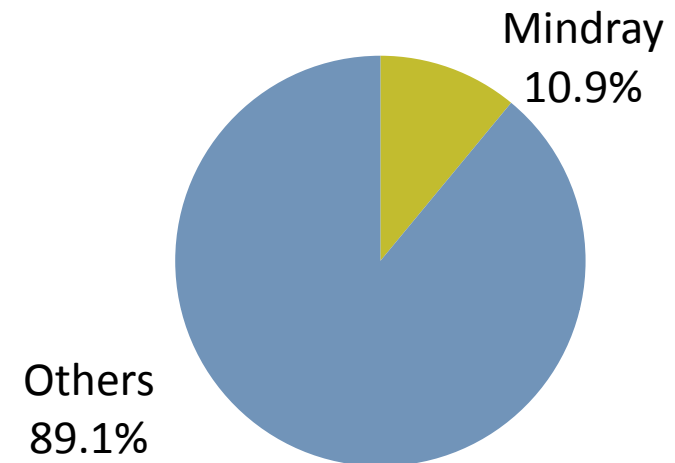
Biochemistry Analyzers



Hematology Analyzers



Ultrasound Systems



Source: Frost & Sullivan research, market data as of 2011