



Mindray Medical International Limited

Corporate Presentation

May 2015

mindray

Disclaimer

This material may contain "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 2015 First Quarter Results press release that are not historical facts, including, without limitation, the following statements about Mindray's anticipated net revenues, non-GAAP net income and capital expenditure for 2015, our assumption of a corporate income tax rate of 15% applicable to the Shenzhen subsidiary, statements that we remain upbeat about the potential of IVD segment as sales continue to ramp up for our key IVD products, that we are well on track to meet our product launch target of year 2015, the outlook of our overall operating environment in our major markets, statements that we are optimistic about the long-term potential of our business in our major markets and will continue to execute our investment strategy, that in light of increasing competition, we intend to adopt a more competitive pricing strategy to strengthen our market position, statements about continuation of our investment strategy and related benefits, statements about our planned employee incentive and talent retention program and its anticipated benefits and impacts under "New Employee Incentive and Talent Retention Program" and "Business Outlook for Full Year 2015" in our 2015 First Quarter Results press release, including without limitation, statements that we are working on a new employee incentive and talent retention program that should help us effectively retain our key employees, that under the new employee incentive and talent retention program, which is in the process of being established, up to \$50 million a year in total will be awarded to selected key employees for three years starting 2015, that the additional compensation under the new employee incentive and talent retention program could be in the form of cash, equity based compensation or a combination of both, that assuming the related 2015 payments under the new employee incentive and talent retention program are distributed half in equity based compensation and half in cash, we forecast our full year 2015 non-GAAP net income to decrease by a high-teens percentage over our full year 2014 non-GAAP net income, statement about the impact of the newly announced employee incentive and talent retention program, as well as pricing pressure as a result of rising competition, statements that the assumption of the related 2015 payments under the new employee incentive and talent retention program being distributed half in equity based compensation and half in cash is subject to change and the exact impact on the guidance will depend on the actual split between equity based compensation and cash payments, that we firmly believe that the new employee incentive and talent retention program and the more competitive pricing strategy will serve us well in ensuring the future success of our company, statements about our investment and pricing strategies and other statements under "Business Outlook for Full Year 2015" in our 2015 First Quarter Results press release, our expectation of the initiatives and policies of the Chinese government, such as continuance of the Chinese government to expand and upgrade country-level hospitals, support the development of private hospitals and community centers and encourage hospitals to prioritize the purchase of products from domestic manufacturers, to be favorable for us over the long run, statement that we see growing competition in the domestic market since both our local and international competitors bring pricing pressure on our products, our expectation of the emerging markets to remain volatile in the foreseeable future, our confidence about the long-term prospects of the emerging markets, statement that we will continue to optimize our local operational infrastructures and enhance our capabilities in public and private sector participation in the emerging markets, our anticipation that our performances in the European markets to be further impacted by negative FX trends and increasing competition from peer companies who benefit from FX fluctuations, but our long-term strategies remain sound, our 2015 guidance and our plans for 2015 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, competitive, pricing and other conditions in China and our international markets and our ability to effectively address or respond those conditions; our ability effectively attract and retain our key employees; the growth and expected growth of the medical device market in China and internationally; applicable government policies and regulations; our ability to satisfy the requirements imposed by relevant regulatory bodies; 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; our ability to settle disputes with our customers and suppliers; 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 6 of our annual report on Form 20-F which was filed on April 16, 2015.

Our results of operations for 2015 First Quarter are not necessarily indicative of our operating results for any future periods. The financial information contained in this presentation and its related materials 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 presentation and its related materials 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 presentation.

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 countries around the world
- Constant innovation driven by a world class R&D platform and a vertically integrated business model
- Leveraging its leading position in the fast-growing China market while expanding its global presence





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.

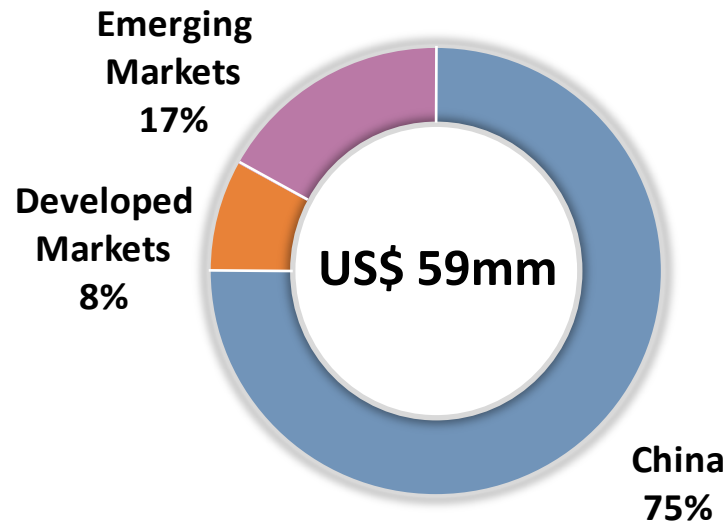
Who We Are

- Established in **1991**
- Headquarters in **Shenzhen, China**
- **11** R&D centers, more than **30** subsidiaries globally
- Over **US\$1.3 billion** in annual sales
- Over **8,200** employees globally
- Export to more than **190** countries
- Listed on the **NYSE**

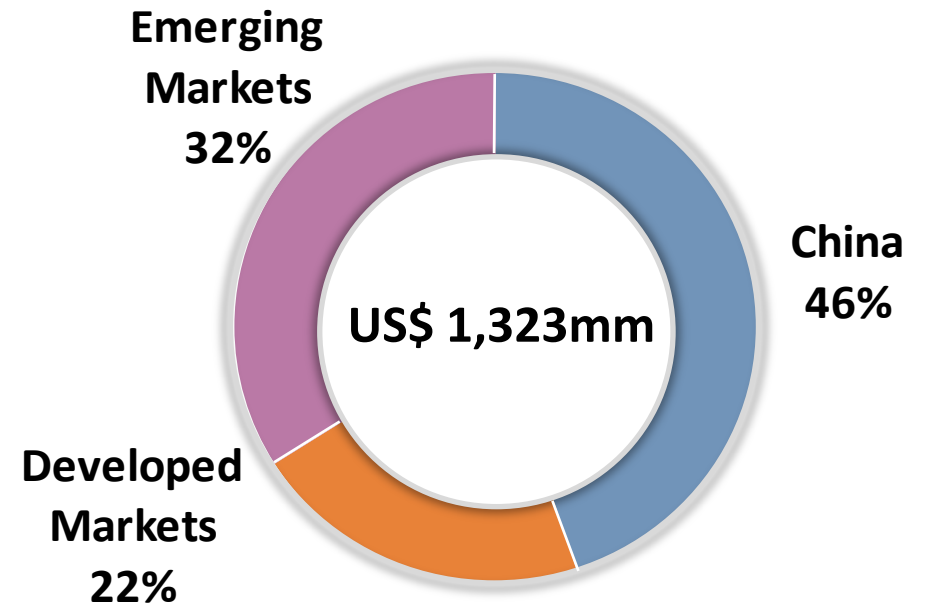


A Global Player in Medical Technologies

2003 Total Revenues

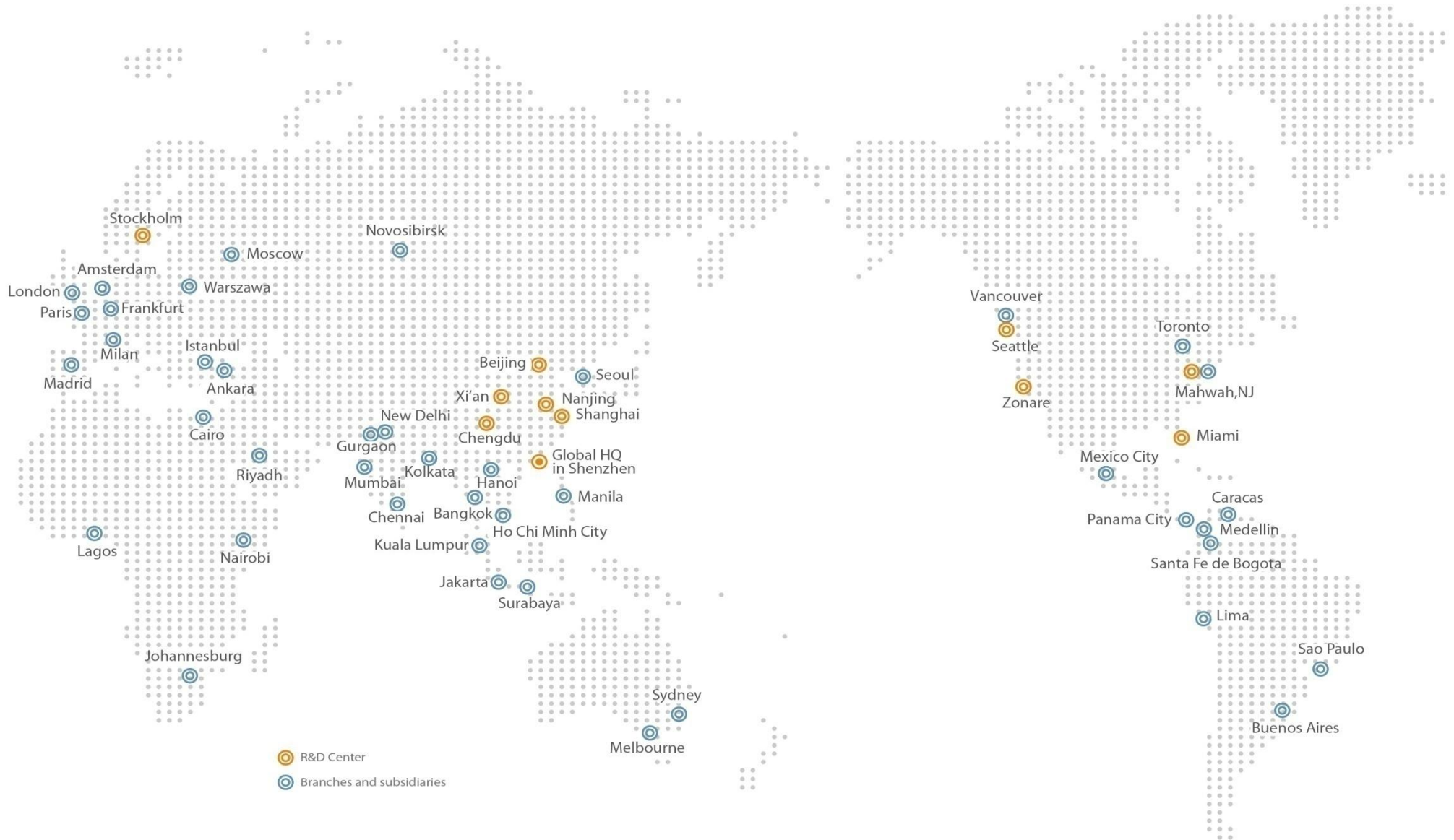


2014 Total Revenues

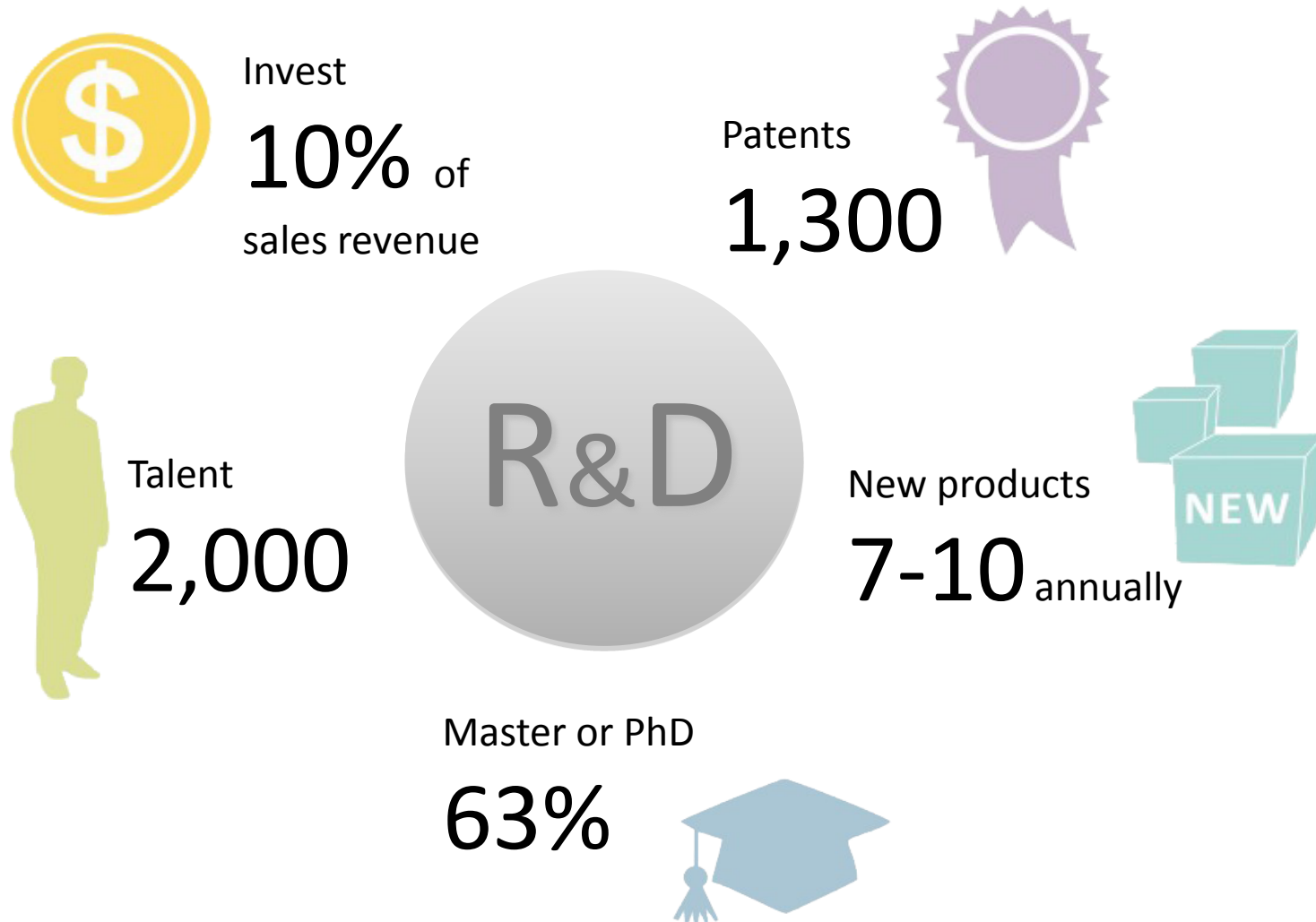


Note: Emerging markets represent all countries except China and the developed markets.
Developed markets represent North America and Western European countries.

Worldwide Sales and Service Networks



Committed to Innovation



Expanding Product Offerings

Patient Monitoring & Life Support Products

Launch Time

2011	Ventilator: 3B
2011	Infusion Pump & Syringe Pump: 1B
2009	Defibrillator & Surgical Equipment: 9.9B
2006	Anesthesia Machine: 1.1B
1992	Patient Monitoring: 3B

Addressable Market Size (US\$)

- Total addressable market size worldwide : ~ 18.0B



In-Vitro Diagnostic Products

Launch Time

2014	Flow Cytometric Analysis: 2.3B
2013	Immunoassay: 7.6B
2012	Coagulation Analysis: 1.7B
2011	Microbiology Analysis: 2.3B
2011	Urine Analysis: 1.0B
2001	Biochemistry Analysis: 7.6B
1998	Hematology Analysis: 1.9B

Addressable Market Size (US\$)

- Total addressable market size worldwide: ~22.1B



Medical Imaging Systems

Launch Time

2010	Magnetic Resonance Imaging: 2.5B
2008	Digital Radiography: 2.3B
2000	Ultrasound: 5.5B

Addressable Market Size (US\$)

- Total addressable market size worldwide: ~ 10.3B



Other Products

Launch Time

2012	Endoscopes : 5.1B
2012	Orthopedics : 30B
2011	PACS: 3.5B

Addressable Market Size (US\$)

- Total addressable market size worldwide: ~38.6B



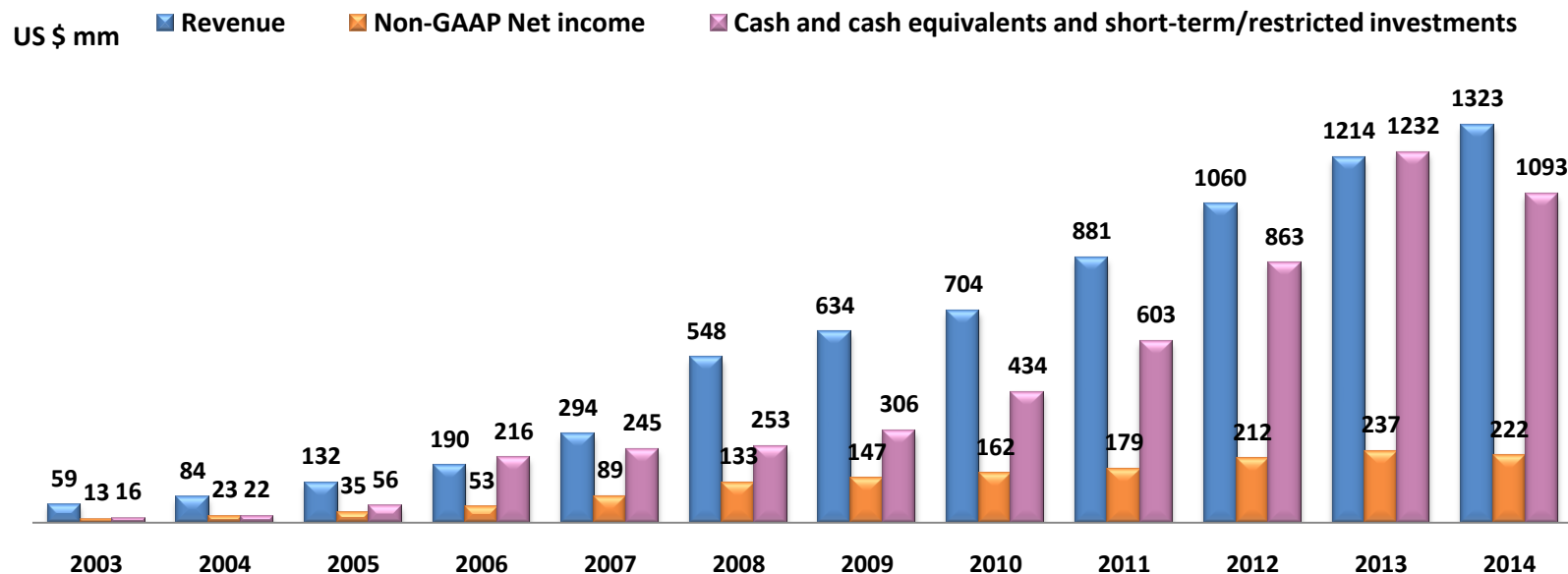
Source: Internal estimates

M&A Road Map

Product segment	Announcement Time	Target	Products
Patient Monitoring & Life Support	1Q 2008	Datascope Corp.	Patient monitors
	1Q 2011	Shenzhen Shenke Medical Instrument Technical Development	Infusion pumps, syringes and infusion monitoring systems
In-Vitro Diagnostics	2Q 2011	Suzhou Hyssen Electronics	Urine analyzers
	4Q 2011	Hunan Changsha Tiandiren Biotech	Microbiology analysis solutions
	3Q 2012	Beijing Precil Instrument	Coagulation analyzers and related products
	1Q 2014	Shanghai Long Island Biotec.	Coagulation analysis reagents
Medical Imaging Systems	2Q 2013	ZONARE Medical Systems	Ultrasound systems
Others	4Q 2011	Zhejiang Greenlander Information Technology	Healthcare IT solutions (PACS, RIS)
	2Q 2012	Hangzhou Optcla Medical Instrument	Rigid endoscopes, related surgical instruments and consumables
	2Q 2012	Wuhan Dragonbio Surgical Implant	Orthopedics products (trauma, spine, joints and other surgical products)
	3Q 2012	Shanghai Medical Optical Instrument	Flexible endoscopes and related surgical instruments
	2Q 2013	Ulco Medical	Australia-based former distributor of Mindray

Investment Highlights

- A world-class organization rooted in China
 - China's leading domestic brand in three main product segments
 - Global research centers in the U.S., Europe and China
 - One of the most comprehensive sales, distribution and service infrastructures in China
 - Competitive cost structure with China-based manufacturing facilities
- Continuous expansion and penetration into international markets
 - A high-quality brand that is appealing to value-seeking customers
 - Ongoing sales and marketing investments in markets with promising growth prospects
 - Long-term focus on growth, profitability and cash generation



• Notes:

1. Non-GAAP figures exclude share-based compensation expenses, acquired intangible assets amortization expenses, in-progress research and development expenses, realignment costs - post acquisition, dispute charges, dispute related legal fees, income from early termination of contract, all net of related tax impact. Non-GAAP figures also exclude any tax benefit related to the Nationwide Key Software Enterprise status.

2. Restricted cash and restricted investments related to purchase consideration in connection with our acquisition being held on escrow accounts are excluded.

First Quarter 2015 Earnings Results

1Q15 Highlights

- Net revenues increased 2.9% year-over-year to \$272.5 million.
 - China net revenues grew 5.3% year-over-year to \$122.0 million, representing 44.8% of the company's total net revenues.
 - International net revenues were \$150.5 million, compared to \$148.9 million in the first quarter of 2014. Asia Pacific sales achieved over 25% year-over-year net revenues growth.
 - Reagent net revenues increased more than 30% year-over-year. Reagents led the IVD segment growth and contributed 48.3% to the IVD segment, up from 38.1% in the same period last year.
 - Launched three products during the quarter, including a high-end tablet color ultrasound, and two low-end hematology analyzers.

1Q15 Domestic Market Highlights

- 1Q15 China sales increased 5.3% year-over-year.
 - Overall market remained soft and largely similar to the past few quarters.
 - IVD reagents now accounted for more than half of the IVD business. Surgical equipment business also achieved more than 30% year-over-year sales growth, thanks to our efforts in expanding the business line over the past few years.
 - We continue to anticipate modest market growth in the foreseeable future, as China's economy has entered a so-called “new normal” period.
 - Meanwhile, we see growing competition from pricing pressure in the domestic market from both our local and international competitors.
 - The Chinese government continues to expand and upgrade county-level hospitals, support the development of private hospitals and community centers, and encourage hospitals to prioritize the purchase of products from domestic manufacturers. We expect these initiatives and policies to be favorable for us over the long run.

1Q15 Emerging Markets Highlights

- Sales in the emerging markets grew 1.4% year-over-year.
 - Asia Pacific represented the highest-growth region with over 25% year-over-year sales growth thanks to better localization driven by our continued investments in the region.
 - Eastern Europe and the Middle East performed well, achieving high-teen and mid-teen percentage sales growth respectively.
 - In Latin America and the CIS region, as we anticipated, sales continued to decline as we encountered headwinds as a result of lower oil price, currency devaluation, strict import policies as well as political instabilities.
- Overall, we continue to expect the emerging markets to remain volatile in the foreseeable future. Yet, we are confident about the long-term prospects of these markets.
- We will continue to optimize our local operational infrastructures and enhance our capabilities in public and private sector participation.

1Q15 Developed Markets Highlights

- Developed markets were largely flat year-over-year.
 - In Western Europe, sales dropped by high-single-digit % year-over-year, primarily due to unfavorable FX impact. Without the currency impact, we would have achieved mid-single-digit sales growth.
 - In North America, sales in this quarter increased by a mid-single-digit percentage, mainly due to sales contribution from the Mahwah business.
- We anticipate our performances in the European markets to be further impacted by negative FX trends and increasing competition from peer companies who benefit from FX movement, but our long-term strategies remain sound.

Financials – 1Q15 Results Highlights

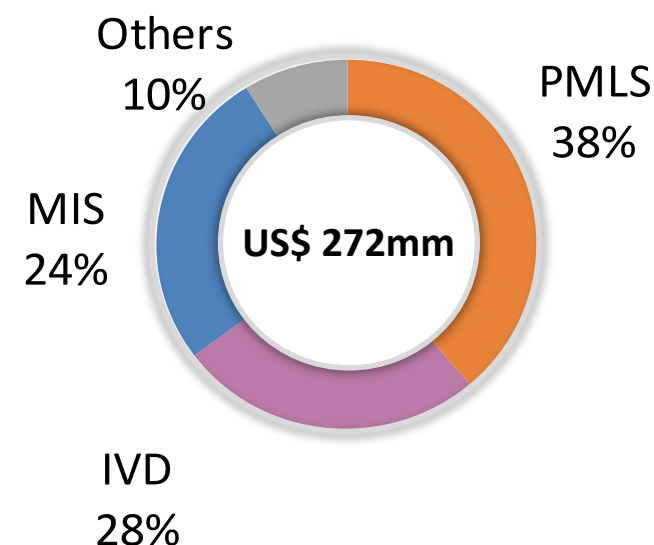
USD (in millions) <i>except EPS, A/R, A/P, Inventory days</i>	<u>1Q15</u>	<u>1Q14</u>	<u>YoY%</u>
Net Revenues	272.5	264.8	2.9%
Operating Income	30.9	31.3	-1.1%
Non-GAAP OI	39.0	42.3	-7.8%
EBITDA	45.5	46.0	-1.0%
Net Income	32.2	35.6	-9.7%
Non-GAAP NI ¹	39.5	46.1	-14.3%
Non-GAAP NI (ex tax benefit) ²	39.5	44.7	-11.7%
Diluted EPS	0.27	0.30	-10.0%
Non-GAAP Diluted EPS	0.33	0.39	-14.6%
Account Receivable Turnover Days	68	69	
Inventory Turnover Days	116	114	
Account Payable Turnover Days	72	78	

Note:

1. The non-GAAP net income excludes share-based compensation expenses, acquired intangible assets amortization expense, dispute related legal fees, all net of related tax impact.
2. The non-GAAP net income (ex tax benefit) excludes the tax benefits of \$1.4 million and \$nil million recognized respectively in the first quarter of 2014 and 2015 in relation to our nationwide key software enterprise status, which is currently granted every two years by the relevant government authority in China and is subject to review.

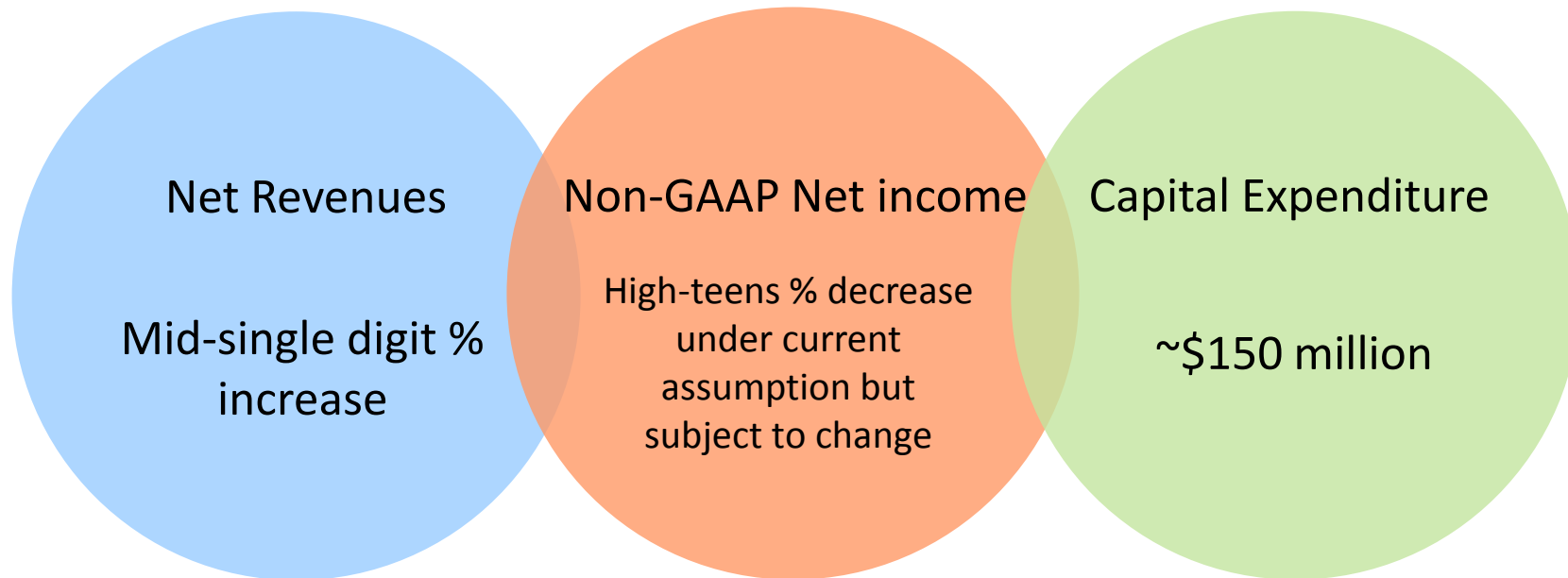
1Q15 Business Segment Highlights

USD (in millions)	<u>1Q15</u>	<u>1Q14</u>	<u>YoY%</u>
Patient Monitor and Life Support	102.8	98.0	4.9%
In-Vitro Diagnostics	75.1	73.0	3.0%
Medical Imaging Systems	66.7	67.6	-1.3%
Others	27.8	26.2	6.0%



- PMLS: Anesthesia machines and defibrillators were the main growth drivers.
- IVD: Reagent sales continued to lead the overall IVD sales growth and contributed 48.3% to total segment sales.
- MIS: Black and white products as well as the Zonare business were weak, while the new high-end product, M9, continued to perform well, particularly in the developed markets.
- Others: Increasing after-sales services was the key growth driver.

2015 Guidance



Note:

1. Forecast financials as publicly provided on May 11, 2015
2. The non-GAAP net income guidance assumes a 50/50 cash versus equity payments in 2015 related to the new employee incentive and talent retention program which is subject to change. This figure also excludes any tax benefit related to our National Key Software Enterprise status and assumes a corporate income tax rate of 15% for the Shenzhen subsidiary.
3. Non-GAAP figures excludes effects of share-based compensation, amortization of acquired intangible assets, dispute related legal fees, all net of related tax impact.

Plans for 2015

■ China:

- Further strengthen our competitive position in the mid-to-low-end markets and enhance our promotion in the high-end markets by optimizing our sales, marketing and service platforms
- Seize more opportunities in the fast-growing private markets

■ Emerging markets:

- Further improve our localization efforts to better understand customer needs
- Further enhance the local management and improve operating efficiencies

■ Developed markets:

- Continue to introduce new products and increase brand awareness
- Further optimize sales channels and improve service capabilities

■ Continue to execute our investment strategy to strengthen R&D and sales channel capabilities

■ Adopt a more competitive pricing strategy in the face of increasing competition

■ Establish a new employee incentive and talent retention program to retain key employees more effectively

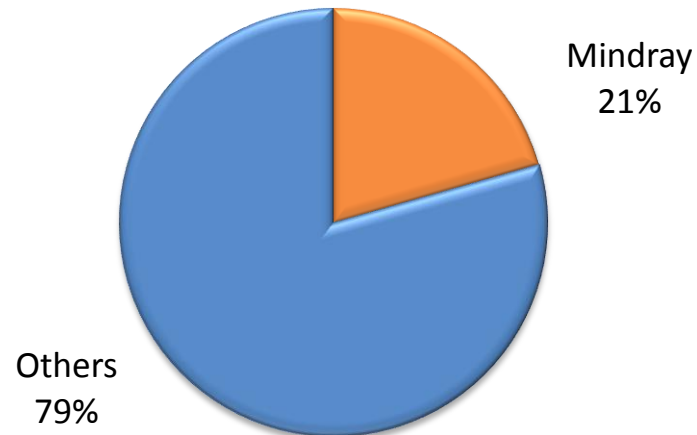
■ Launch seven to 10 new products to broaden product offerings across different market segments

■ Continue to actively seek M&A and external collaboration opportunities globally

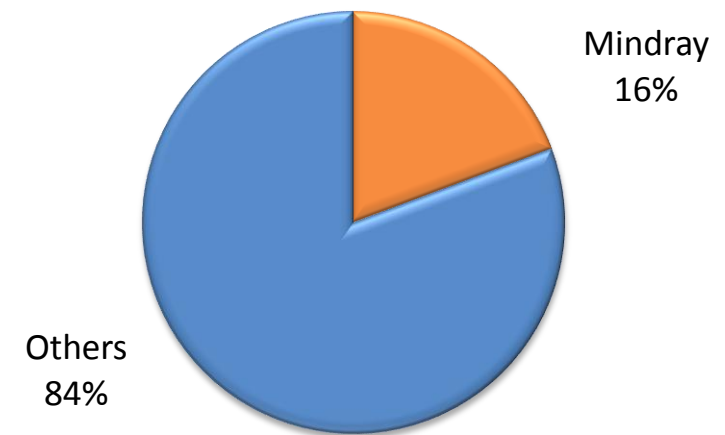
Appendix

Market Presence in China

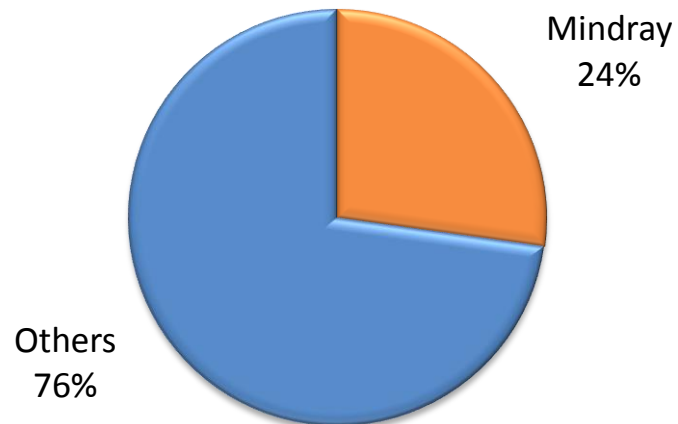
Patient Monitoring Devices & Anesthesia Machines



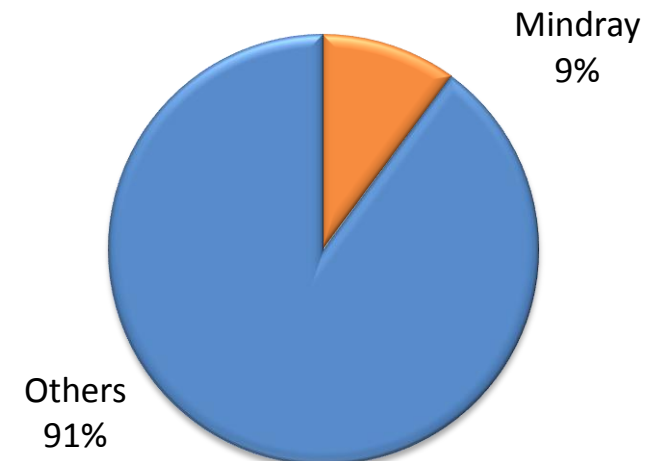
Biochemistry Analyzers



Hematology Analyzers



Ultrasound Systems



Source: Frost & Sullivan research, market data as of 2013



Healthcare within Reach