



# **Investor Conference Call**

**March 28, 2013**

## Forward-Looking Statements

The materials presented and the statements made during today's presentation contain certain estimates and other forward-looking statements (as defined under Federal securities laws) regarding BD's performance, including future revenues and earnings per share. Forward-looking statements may be identified by the use of words such as "plan", "expect", "believe", "intend", "will", "anticipate", "estimate" and other words of similar meaning in conjunction with, among other things, discussions of future operations and financial performance, as well as our strategy for growth and product development. All such statements are based upon current expectations of BD and involve a number of business risks and uncertainties. Actual results could vary materially from anticipated results described, implied or projected in any forward-looking statement. With respect to forward-looking statements contained herein, a number of factors could cause actual results to vary materially from any forward-looking statement. These factors include, but are not limited to: the unknown consequences of healthcare reform in the United States, including the impact of the reduction in Medicare and Medicaid payments to hospitals, pharmaceutical companies and other customers, which could reduce demand for our products and increase downward pricing pressure; adverse changes in regional, national or foreign economic conditions, including any impact that may result from the current global economic downturn on our ability to access credit markets and finance our operations, the demand for our products and services as a result of reduced government funding, lower utilization rates or otherwise, or our suppliers' ability to provide products needed for our operations; changes in interest or foreign currency exchange rates; competitive factors; pricing and market share pressures; difficulties inherent in product development and delays in product introductions; increases in energy costs and their effect on, among other things, the cost of producing BD's products; fluctuations in costs and availability of raw materials and in BD's ability to maintain favorable supplier arrangements and relationships; new or changing laws impacting our business or changes in enforcement practices with respect to such laws; uncertainties of litigation (as described in BD's filings with the Securities and Exchange Commission); future healthcare reform, including changes in government pricing and reimbursement policies or other cost containment reforms; the effects of potential pandemic diseases; our ability to successfully integrate any businesses we acquire; and issuance of new or revised accounting standards, as well as other factors discussed in BD's filings with the Securities and Exchange Commission. We do not intend to update any forward-looking statements to reflect events or circumstances after the date hereof except as required by applicable laws or regulations.

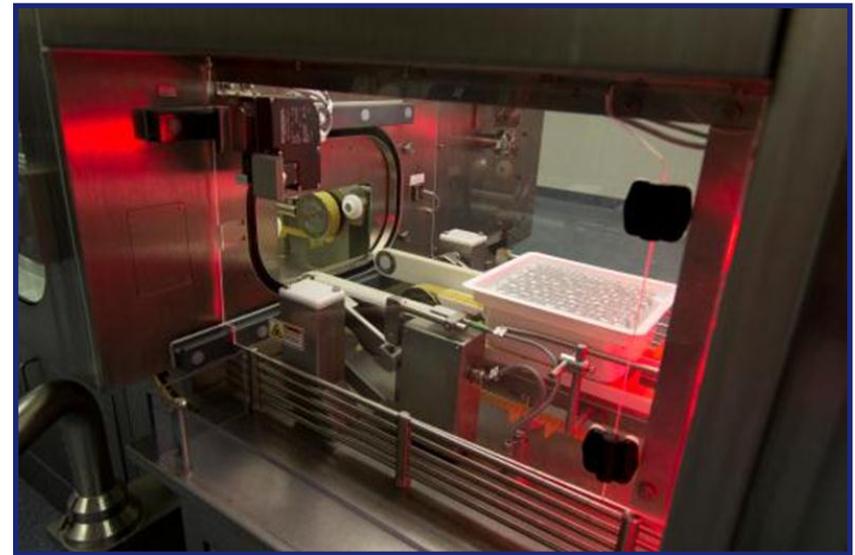
**Vincent A. Forlenza**  
Chairman, CEO and President

- Introducing our new line of prefilled injectable drugs:  
**BD Simplist™ Ready-to-Administer Prefilled Injectables**
- We are entering the **pharmaceutical industry**, complementing our long-standing relationship in injection- and infusion-based drug delivery
- Highly aligned with our broader strategy of enabling **safer, simpler and more effective** parenteral drug delivery
- We continue to focus on providing **innovative solutions** to reduce the spread of infection and advance drug delivery



# BD is Well Positioned to Manufacture and Commercialize BD Simplist™

- Significant investment in R&D in Pont-de-Claix, France
- State-of-the-art manufacturing facility in Wilson, North Carolina
- Logical extension of BD's filling and manufacturing capabilities
- Will be commercialized and manufactured by BD Rx Inc., a wholly-owned subsidiary of BD



- Healthcare professionals need:
  - ◆ Help improving medication delivery
  - ◆ A trusted, reliable source for an inventory of commonly used injectable medications
- Designed to improve patient care by:
  - ◆ Enabling clinicians to efficiently and safely provide patients with what they need
  - ◆ Reducing risk of human errors
  - ◆ Providing commonly used medications from a trusted source
- Well positioned to take this next step based on our manufacturing excellence, high quality of products and service to customers

- Bold, easy-to-read syringe labeling:

- ◆ Drug name
- ◆ Dosage
- ◆ Expiration date



- Luer Lok connectivity
- Sterile fluid path
- Rigid plunger rod
- Easy-gliding stopper
- Bar coded

## Packaging

- 1 Individual blisters
- 2 Proof of prior use
- 3 Clear for product visibility



Hospital Pharmacy Buyers

Surgicenters

Group Purchasing Organizations

Integrated Health Networks

Drug Wholesalers

**Significant U.S. opportunity for 1-2ML fill generic injectable products**

**Category worth \$1.2 billion**  
Target drugs comprising 55% to 70% of the volume

- Expect \$100 to \$200 million in incremental revenues by end of FY2017
- A few additional drug approvals anticipated in the near future
- Plan to launch 20 to 30 drugs over the next few years

- BD Simplist™ is highly aligned with our broader strategy of enabling safer, simpler and more effective parenteral drug delivery
- Delivering on our strategy and providing innovative solutions to:
  - ◆ Reduce the spread of infection
  - ◆ Reduce medication errors
  - ◆ Advance drug delivery
- Long-term investment, modest revenues short-term
- Well positioned based on our manufacturing excellence, high quality of products and service to customers

# Q & A

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