

William Demant



# Welcome to our Capital Markets Day 2018

Søren B. Andersson  
Vice President, IR



# Agenda

- 10.00 Welcome
- 10.05 **Broad hearing healthcare strategy driving long-term growth**
- 10.35 **Innovation as a competitive advantage**
- 12.00 *Lunch*
- 12.45 **Operational excellence in retail**
- 14.15 *Break*
- 14.30 **Opening up the world of sound with hearing implants**
- 16.00 *Break*
- 16.15 **Commitment to long-term shareholder value**
- 16.45 Closing remarks and Q&A
- 17.30 End of formal program

# Today's speakers

WDH management



**Søren Nielsen**  
President & CEO



**René Schneider**  
CFO



**Niels Wagner**  
President,  
Retail



**Jes Olsen**  
President,  
Oticon Medical



**Finn Möhring**  
Vice President,  
R&D

Guest speakers



**Elmar Götz**  
President,  
Audika Switzerland



**Prof. Prof. h.c. Dr. med. Thomas Lenarz**  
Professor and Chairman, Department of  
Otorhinolaryngology  
Medical University of Hannover



**Louise Hatch**  
Oticon Opn user

# Practical matters

- We will be filming the presentations and videos will be uploaded to our website within a week from today
- We will have a short Q&A session after each topic as well as a longer Q&A in the end to conclude the day

Investor Relations

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# Informal dinner at *The Ivy* tonight at 7pm

## **The Ivy**

1-5 West Street

London, WC2H 9NQ

Tel: +44 (0) 20 7836 4751

Welcome drinks will be served at 6.30pm and dinner starts at 7.00pm. Please let Tine Ribergaard know if there are any changes to your registration ([tij@demant.com](mailto:tij@demant.com) or +45 2680 4521).