



## Quick Facts

As of FYE 10/31/11

<b>Global Headquarters</b>	Pleasanton, CA
<b>Worldwide Employees</b>	Approx. 7,400
<b>Business Units</b>	CooperVision CooperSurgical
<b>Industries</b>	Vision care (contact lenses) Women's health (obstetrics, gynecology)
<b>Websites</b>	www.coopercos.com www.coopervision.com www.coopersurgical.com

## Stock Information

(As of FYE 10/31/11)

<b>Stock Symbol</b>	COO
<b>Stock Exchange</b>	NYSE Euronext
<b>Stock Price</b>	\$69.27
<b>Diluted Shares</b>	48.3 million
<b>Market Capitalization</b>	\$3.3 billion

## Financial Summary

(FY 2011 - Consolidated)

<b>Revenue</b>	\$1.3 billion
<b>GAAP Earnings Per Share</b>	\$3.63
<b>Non-GAAP Earnings Per Share<sup>(1)</sup></b>	\$4.50
<b>Free Cash Flow<sup>(2)</sup></b>	\$232.6 million

(1) See "Reconciliation of Non-GAAP EPS to GAAP EPS" shown in Cooper's earnings release dated 12/8/11

(2) Defined as cash from operating activities less capital expenditures

## Company Overview

The Cooper Companies, Inc. ("Cooper") is a global medical device company publicly traded on the NYSE Euronext (NYSE:COO). Cooper is dedicated to being A Quality of Life Company™ with a focus on delivering shareholder value. Cooper operates through two business units, CooperVision and CooperSurgical. CooperVision brings a refreshing perspective on vision care with a commitment to crafting a wide range of high-quality products for contact lens wearers and providing focused practitioner support. CooperSurgical focuses on supplying women's health clinicians with market leading products and treatment options to improve the delivery of healthcare to women. Headquartered in Pleasanton, CA, Cooper has over 7,000 employees with products sold in over 100 countries. For more information, please visit [www.coopercos.com](http://www.coopercos.com).

## The Cooper Companies

A Quality of Life Company™

- Founded in 1958 and incorporated in 1980
- Operates as a holding company with two business units – exceeded \$1.3 billion in fiscal 2011 revenue with 53% of revenue generated outside the United States
- Achieved record revenue, earnings and free cash flow in fiscal 2011
- 12 consecutive years of revenue growth
- Outperformed the S&P 500 Index over a one, three, five and ten year time horizon

## CooperVision

Bringing a refreshing perspective on vision care

- 84% of Cooper revenue – exceeded \$1.1 billion in fiscal 2011 revenue
- 3rd largest manufacturer of soft contact lenses with approx. 17% global market share and one of the most respected global brands in the business\*
- Provides best-in-class products competing in all major modalities and materials, including advanced silicone hydrogels. Maintains the industry's largest contact lens portfolio that includes spherical lenses (to correct common visual defects), toric lenses (to correct astigmatism), multifocal lenses (for presbyopia) and cosmetic lenses.

\*Source: Independent Market Research/Management Estimates

## CooperSurgical

Keeping you at the forefront of women's healthcare™

- 16% of Cooper revenue – exceeded \$200 million in fiscal 2011 revenue
- Focuses on simplifying procedures and developing technologies to help OB/GYNs improve the delivery of healthcare to women
- Completed over 30 acquisitions since founding in 1990, resulting in 19 core product categories with over 600 products for use in hospitals, women's health clinics, OB/GYN offices and fertility clinics

## FINANCIAL PERFORMANCE

### Fiscal Year Ending October 31

#### Revenue

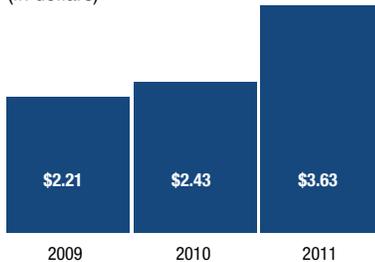
(in millions)

■ CooperVision ■ CooperSurgical



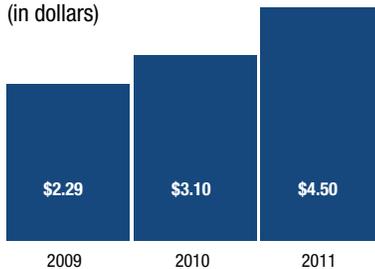
#### GAAP Earnings Per Share

(in dollars)



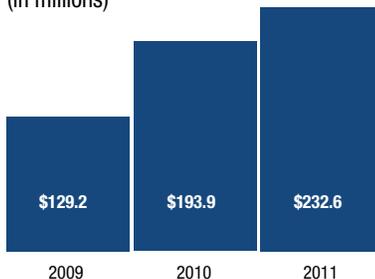
#### Non-GAAP Earnings Per Share <sup>(1)</sup>

(in dollars)



#### Free Cash Flow <sup>(2)</sup>

(in millions)



(1) See "Reconciliation of Non-GAAP EPS to GAAP EPS" shown in Cooper's earnings release dated 12/8/09, 12/7/10 and 12/8/11

(2) Defined as cash from operating activities less capital expenditures

## The Cooper Companies' 3-Year Stock Performance Comparison

(10/31/08 - 10/31/11)



## Long Term Objectives (2012-2016)

- Grow revenue faster than our markets
- Expand CooperVision and CooperSurgical geographically
- Complete strategic acquisitions within CooperVision and CooperSurgical
- Expand operating margin into the mid 20s
- Grow earnings per share faster than revenue
- Generate over \$1 billion in free cash flow

## Contact Information

Kim Duncan  
Sr. Director, Investor Relations

Lynne Tran  
Corporate Communications Coordinator

The Cooper Companies, Inc.  
6140 Stoneridge Mall Road, Suite 590  
Pleasanton, CA 94588  
Tel: 925-460-3663  
Fax: 925-460-3648  
info@cooperco.com  
ir@cooperco.com  
www.coopercos.com



Learn more about The Cooper Companies on your mobile device.

Use a QR reader and the QR code (left) to bring up the website on your mobile device.

This Fact Sheet contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Statements in this Fact Sheet which are not historical facts are forward-looking, including the statements in "Long Term Objectives (2012-2016)." Forward-looking statements depend on assumptions, data or methods that may be incorrect or imprecise and are subject to risks and uncertainties. Important factors that could cause actual results to differ materially from those projected in such forward-looking statements include: (i) consumer preferences and competitive conditions in Cooper's markets, including changes in technology, the introduction and acceptance of new products, innovations and competitors, cyclical customer purchasing patterns due to budgetary and other constraints and patient and clinician acceptance of our products; (ii) Cooper's ability to meet financial objectives including revenue, operating income, net sales, earnings per share and free cash flow, all of which may be affected by such factors as sales demand and our ability to meet that demand, average profitability of products sold in any reporting period, maintaining or improving production efficiencies and overhead absorption, changes in business strategy, the availability and cost of materials, future levels of indebtedness and capital spending, product liability claims and changes in U.S. and foreign government regulation of the retail optical industry and of the healthcare industry generally; (iii) Cooper's ability to successfully expand geographically and through acquisitions, which could be affected by changes in foreign exchange and interest rates, the availability and cost of skilled employees required to meet increased production, managerial, research and other needs; and (iv) additional risks and uncertainties described in Cooper's reports filed with the Securities and Exchange Commission, including the "Business" and "Risk Factors" sections in Cooper's most recent Form 10-K and Form 10-Q filings. Forward-looking statements reflect our analysis only on their stated date and we disclaim any intent to update them except as required by law. Cooper's past performance does not guarantee future results.