Merrill Lynch Global Pharmaceutical, Biotechnology and Medical Device Conference

Edward J. Ludwig
Chairman, President, and Chief Executive Officer

February 7, 2008
Innovation for Impact
The materials presented and the statements made during today’s presentation contain certain forward-looking statements (as defined under Federal securities laws) regarding BD’s performance, including future revenues, earnings per share and income, or events or developments that BD expects to occur or anticipates occurring in the future. 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, factors that could cause actual results to vary materially from any forward-looking statement include, but are not limited to: competitive factors; pricing and market share pressures; changes in interest or foreign currency exchange rates; difficulties inherent in product development and delays in product introductions; changes in regional, national or foreign economic conditions; further 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; uncertainties of litigation (as described in BD’s filings with the Securities and Exchange Commission); the effects of potential pandemic diseases; changes in healthcare or other governmental regulation; and issuance of new or revised accounting standards, as well as other factors discussed in this press release and 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.
A reconciliation of non-GAAP to GAAP measures can be found in...

Agenda

Corporate Strategy

Performance Trends

Strategic Focus Areas
Corporate Strategy

Drive Revenue Growth through investment in innovation

Drive Operational Effectiveness to accelerate performance and fund innovation
BD Revenues Increased 9.9% CAGR

$ Billions

2002: $3.960
2003: $4.449
2004: $4.894
2005: $5.341
2006: $5.738
2007: $6.360
Gross Profit Margin Increased to 51.7%
Income from Continuing Operations Increased 11.9% CAGR

- 2002: $488
- 2003: $580
- 2004: $639
- 2005: $713
- 2006: $815
- 2007: $856

$ Millions
Cash Flow

Generated about $1.2 Billion in operating cash flow in FY2007

Innovation for Impact
1Q FY2008 Results

- Revenues increased 14%
- SSG&A, as % of sales, improved 90 bps
- Adjusted EPS increased 11%
- Generated about $450 million in net cash from operations
BD continues to pursue …

Growth through innovation
Strategic Focus Areas

- Reduce spread of infection
- Advance drug delivery
- Address global healthcare needs
- Improve clinical management of cancer
- Improve pharma and research efficiency
Reduce Spread of Infection
Healthcare Worker Safety Revenues ($ Millions)

U.S.  Ex-U.S.

<table>
<thead>
<tr>
<th>Year</th>
<th>U.S.</th>
<th>Ex-U.S.</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>$573</td>
<td></td>
<td>$573</td>
</tr>
<tr>
<td>2003</td>
<td>$680</td>
<td></td>
<td>$680</td>
</tr>
<tr>
<td>2004</td>
<td>$775</td>
<td></td>
<td>$775</td>
</tr>
<tr>
<td>2005</td>
<td>$842</td>
<td></td>
<td>$842</td>
</tr>
<tr>
<td>2006</td>
<td>$917</td>
<td></td>
<td>$917</td>
</tr>
<tr>
<td>2007</td>
<td>$982</td>
<td></td>
<td>$982</td>
</tr>
</tbody>
</table>

Innovation for Impact

BD SafetyGlide™ Injection Needle
BD Insysy Autoguard™ IV Catheter Device
BD Eclipse® Blood Collection Needle
Reduce Spread of Infection
Healthcare Worker Safety

U.S.
- High conversion rates
- Next-generation safety drives growth
- ~ 8% growth FY2008

Ex-U.S.
- Low conversion rates
- Increased conversion drives growth
- ~ 20% growth FY2008
Reduce Spread of Infection
Healthcare Worker Safety

New Devices for International Markets

- **Venflon Pro IV Catheter**
  - Side port safety catheter
  - Passive activation of safety shield

- **Euro Eclipse**
  - Designed specifically for luer slip syringes
  - Unique locking clip ensures tight connection
Reduce Spread of Infection
Healthcare Worker Safety

Next-generation device
• BD Vacutainer® PBBCS
• Introduced June 2003
• Intuitive, easier to use
• U.S. Conversion ~25% - 30%

CAGR 129%

$ Millions

2004 2005 2006 2007

BD Vacutainer® Push Button Blood Collection Set
 Reduce Spread of Infection  
Healthcare Worker Safety

Next-generation device
- BD Nexiva™ Closed IV Catheter System
- Patient safety
- More than 2X price of first generation
- Includes BD Q-Syte™ device
Reduce Spread of Infection
Patient and HCW Safety

IV Flush Syringes

- Eliminates needle use
- Reduces potential for contamination during filling process
- Introduced in late 1990s
- U.S. conversion ~75%
- Europe in early stages

BD PosiFlush™ Prefilled Flush Syringes

![Graph showing bar chart with years 2004 to 2007, with values in millions, CAGR 30%]

Innovation for Impact
Reduce Spread of Infection
Sexually Transmitted Diseases

BD ProbeTec™/BD Viper™ System
• Rapid detection of chlamydia and gonorrhea
• Real-time DNA amplification
• One hour automated format
• High reliability
• High throughput

CAGR 14%

Innovation for Impact
Reduce Spread of Infection
ID/Antimicrobial Susceptibility Testing

BD Phoenix™ System

• Rapid and accurate diagnosis of infectious diseases
• Detects drug susceptibility for optimal therapy
• Adding automated sample prep
• Integrated data transfer

$ Millions
CAGR 38%

2004 2005 2006 2007

2004 2005 2006 2007

BD Phoenix™ System
Reduce Spread of Infection
Identify Epidemiology Trends

BD EpiCenter™ is designed to work seamlessly with your BD microbiology systems and your existing LIS. BD EpiCenter improves workflow and provides a comprehensive database and tools for identifying and presenting epidemiology trends.
Reduce Spread of Infection
Healthcare-Associated Infections

• Alarming growth of resistant organisms
  • ~ 6 million infections in U.S., Europe, Japan

• High mortality rate and costs in U.S.
  • 99,000 deaths per year
  • 25%-30% MRSA mortality rate
  • Over $10 Billion in excess costs
  • ~ 70% due to drug resistant organisms
  • ~ 60% prevalence to MRSA in U.S.
Reduce Spread of Infection
Healthcare-Associated Infections

BD GeneOhm

- Positions BD to play leadership role
- Rapid detection, less than 2 hrs vs. 2-3 days
- Major MRSA eradication initiatives
  - ENH study shows benefit of universal surveillance
  - CDC issues new guidelines
  - APIC announces “Call to Action”
  - IHI – 5 Million Lives Campaign
  - VA initiates system-wide edict
- Legislative activity
- Menu expansion
Advance Drug Delivery
Diabetes Treatment

- Global leader in insulin injection
- BD brand highly recognized and trusted
- Pen needle market growing rapidly
- BD™ Pen Needles compatible with pens sold worldwide
- Continuous innovation … BD Ultra-Fine™ III Mini Pen Needle
Advance Drug Delivery
Prefillable Devices

- Category leader
- More than 200 pharmaceutical and biotechnology customers
- Reduces potential for medication error
- Reduces potential for contamination
- Enables pharmaceutical customers to differentiate
- Strong demand driven by vaccines and bioengineered drugs

BD Hypak™ Glass Prefillable Syringes

$ Millions
CAGR 17%

2004 2005 2006 2007
Advance Drug Delivery
Future Technologies

BD Micro-delivery system

- Ultra-tiny needle roughly the diameter of a human hair
- Barely perceptible when entering the skin (based on clinical tests)
- Targeted for existing and emerging vaccines; high-value therapeutics
- Research indicates therapeutic advantages
- Commercial agreement with sanofi pasteur
Address Global Healthcare Needs
HIV/AIDS

FACSCount Placements
- 50 to 86
- 30 to 50
- 15 to 30
- 5 to 15
- 1 to 5
- 0 to 1
Address Global Healthcare Needs

Reuse Prevention

- Improper reuse transmits disease in developing countries
  - 40% reuse throughout developing world
  - Leading cause of hepatitis spread
  - Significant cause of HIV/AIDS spread
- BD pioneered low-cost, “auto-disable” locking devices for immunization
- Highly efficient manufacturing and low pricing ensure accessibility in developing world

BD SoloMed™ Reuse Prevention Syringe

BD SoloShot™ Syringes and Needles

CAGR 16%
Improve Clinical Management of Cancer
BD TriPath

- Expands presence in cancer diagnostics
- SurePath® PAP Collection System
  - ~ $100M revenues
  - Double-digit growth
- Molecular PAP (imaging-based)
  - Improved sensitivity, specificity
  - Clinical trial started
- Ovarian cancer screening (serum-based)
  - Improve management of monitoring
  - Detect earlier
  - External R&D feasibility trials promising
Improve Pharma and Research Efficiency
Flow Cytometry

FACSAria
• Expanded the market
• Enhanced stem cell sorting

LSR II
• Fully configurable
• Modular for future upgrades

FACSCanto II
• Research and clinical use

BD FACSAria™ Cell-sorting System
BD™ LSR II
BD FACSCanto™ Flow Cytometer

Innovation for Impact
Improve Pharma and Research Efficiency
Advanced BioProcessing

- Bio-therapeutics and vaccines produced by cell culture are increasing
- Cell culture media supplements enhance drug production

![Chart showing $ Millions for years 2004 to 2007 with CAGR 26%]

Innovation for Impact
Research and Development fuels innovation...

- Continue to increase R&D spending
- Current and future technologies
- Fund through margin improvement

![Bar Chart: Millions R&D Spending*](image)

*Excludes in-process R&D
Summary

• Excellent progress
• Strategy is working
• Higher value-added product focus
• Delivers value to shareholders
Thank You

Edward J. Ludwig
Chairman, President, and
Chief Executive Officer