

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

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**FORM 8-K**

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**CURRENT REPORT  
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): January 8, 2008

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**THE COOPER COMPANIES, INC.**

(Exact name of registrant as specified in its charter)

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**Delaware**  
(State or other jurisdiction  
of incorporation)

**1-8597**  
(Commission File Number)

**94-2657368**  
(IRS Employer  
Identification No.)

**6140 Stoneridge Mall Road, Suite 590, Pleasanton, California 94588**  
(Address of principal executive offices)

**(925) 460-3600**  
(Registrant's telephone number, including area code)

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Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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EX-99.1 (Exhibits not specifically designated by another number and by investment companies)		

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**ITEM 7.01. Regulation FD Disclosure.**

On January 8, 2008, The Cooper Companies, Inc., made a presentation at an investor meeting that included additional non-public information. A copy of the presentation is furnished as Exhibit 99.1 to this Current Report and shall not be deemed "filed" under the Securities Exchange Act of 1934, as amended.

Internet addresses in this release are for information purposes only and are not intended to be hyperlinks to other Cooper information.

**ITEM 9.01. Financial Statements and Exhibits.**

(d) Exhibits.

<u>Exhibit No.</u>	<u>Description</u>
99.1	Investor presentation dated January 8, 2008



EXHIBIT INDEX

<u>Exhibit No.</u>	<u>Description</u>
99.1	Investor presentation dated January 8, 2008



# Investor Presentation



## Forward Looking Statements

This presentation contains forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995, including projections of Cooper's results. Forward-looking statements necessarily depend on assumptions, data or methods that may be incorrect or imprecise and are subject to risks and uncertainties. Actual results could differ materially from the projections made in this presentation. Additional information concerning factors that could cause material differences can be found in Cooper's periodic filings with the Securities and Exchange Commission. They are available publicly and on request from Cooper's investor relations department.

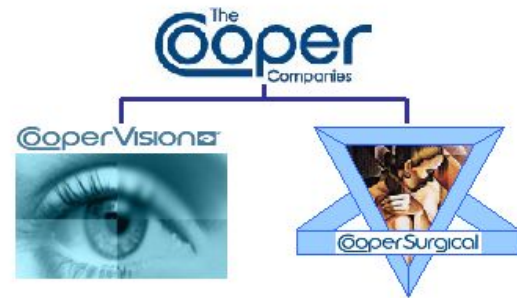


## Company Overview

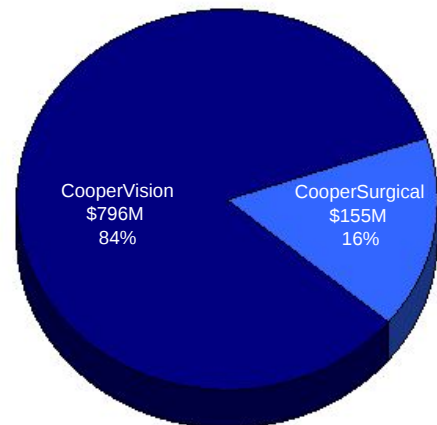


## ➤ The Cooper Companies

- Global medical products company
  - Develops, manufactures and markets specialty healthcare products through its subsidiaries: CooperVision (CVI) and CooperSurgical (CSI)
  - Headquartered in Pleasanton, CA
  - Total Employees: 7,615
  - 30 countries with direct presence
- CVI
  - Global leader in contact lenses
  - Primary offices in US, UK, Japan, Australia
  - Primary manufacturing in US, UK, Puerto Rico
  - 7,000 employees
- CSI
  - Leader in the US Ob-Gyn space
  - Primary office in US
  - Primary manufacturing in US
  - 558 employees



## FY 2007 Sales



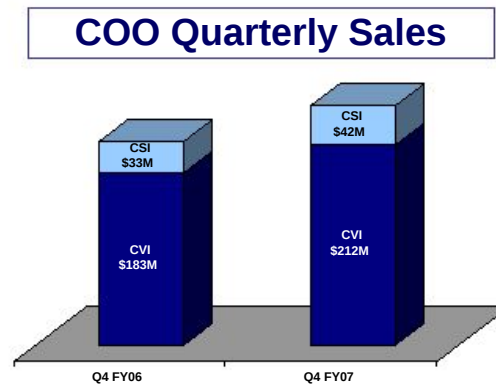
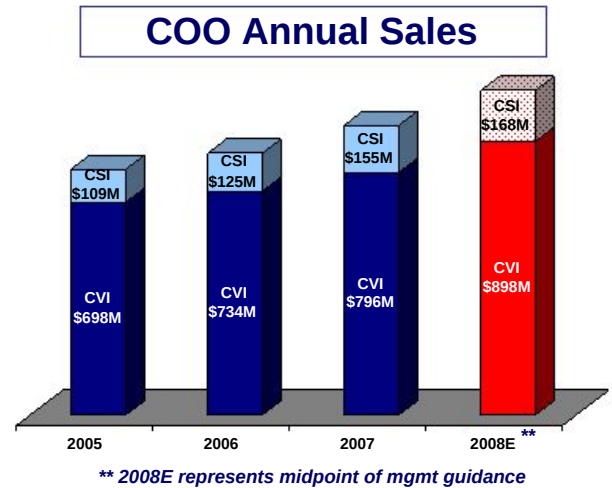
Source: Company reported data

- The Cooper Companies
  - Bob Weiss named CEO, effective November 1, 2007
- CooperVision
  - Manufacturing capacity expanded
    - Gen II conversion materially completed in 2007
  - Distribution center consolidation
    - Consolidated 21 warehouses in Europe and the US to three distribution centers
  - New product launches
    - Silicone hydrogel (SiH) –“Biofinity” launched in US, June 2007
    - Proclear (PC) dailies launched in US and Europe in late 2007
    - 2-Week SiH sphere to be launched in April/May 2008
    - SiH toric and PC dailies (in Japan) to be launched in CY 2008/2009
- CooperSurgical
  - Expansion into operating room (hospital and out-patient)
    - Launch trocar (in-process)
  - Strategic diversification continues
    - Completed integration of Lone Star Medical Products and Wallach in FY 2007

- FY 2007
  - Sales: \$951M, up 11%
    - CVI up 8%
    - CSI up 24% (9% organic)
  - Non-GAAP EPS\*: \$2.12

- Q4 FY 2007
  - Sales: \$254M, up 17% YoY
    - CVI up 16%
    - CSI up 25% (9% organic)
  - Non-GAAP EPS\*: \$0.53

➤ Shares outstanding (diluted): 47.7M



\* Excludes non-recurring and other unusual items, but includes share-based compensation expense of \$0.28 for FY07 and \$0.01 for Q407. A reconciliation of non-GAAP to GAAP can be found at [www.coopercos.com](http://www.coopercos.com)

		<u>'08 Guidance</u>	<u>YoY Proj. Change*</u>
<b>Sales</b>	CVI	\$875 - \$920	↑ 13%
	CSI	\$165 - \$170	↑ 8%
	TOTAL	\$1,040 - \$1,090	↑ 12%
<b>EPS</b>	GAAP	\$1.30 - \$1.80	N/A
	Non-GAAP**	\$2.00 - \$2.30	↑ 1%
<b>Other</b>	CapEx	\$160 - \$170	↓ 10%
	Gross Margin**	61% - 63%	0%
	Operating Margin**	15% - 16%	N/A

Note: Sales & CapEx in millions; Per share amounts refer to diluted shares.

\* YoY Change from FY07 to FY08 uses the midpoint of the guidance range and assumes no acquisitions.

\*\* Excludes non-recurring and other unusual items, but includes share-based compensation expense of \$0.28 in FY07 and \$0.35 - \$0.40 in FY08.

Management estimates the distribution of share-based compensation to be approximately \$0.14 in Q1 and \$0.08 in each subsequent quarter for FY08.

A reconciliation of non-GAAP to GAAP for FY 2007 can be found at [www.coopercos.com](http://www.coopercos.com)

- The Cooper Companies
  - Consistent double-digit organic revenue growth
  - Gross margin in the low/mid 60's
  - Operating margin in the low/mid 20's (post share-based compensation)
- CooperVision
  - Grow at a rate of at least 1.5x global market
  - Become the #2 global contact lens company
- CooperSurgical
  - Maintain high single-digit organic growth
  - Accretive acquisitions and expanding within the OR, fertility & in-office segments

2008



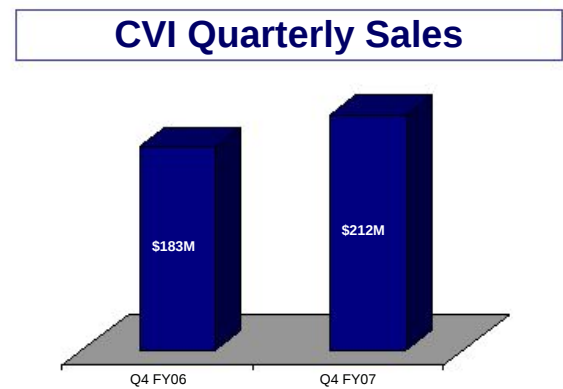
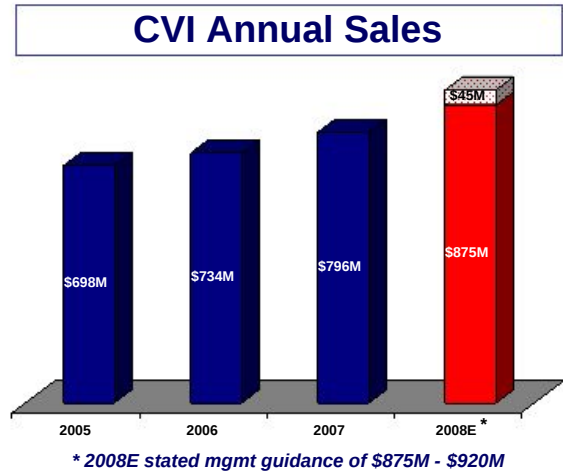
2012



CooperVision®

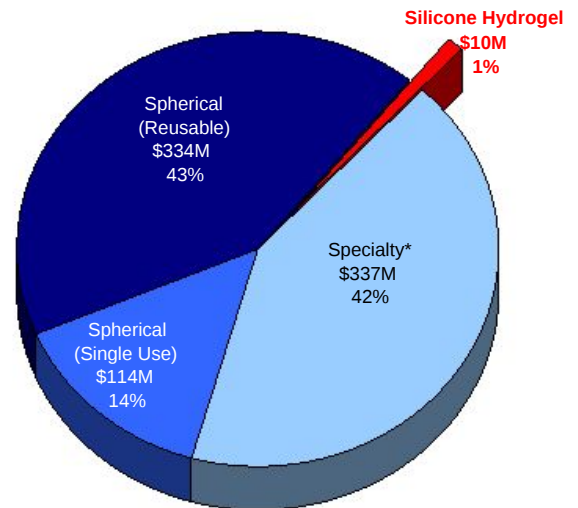


- Develops, manufactures and markets a broad range of contact lenses for the global market
- Employees: 7,000
  - Manufacturing: 4,200
  - Distribution & Packaging: 1,202
  - Sales & Marketing: 811
  - Other: 787
- FY 2007
  - Sales: \$796M, up 8%
  - Outpaced est. market growth of 7%
- Q4 2007 Highlights
  - Sales of \$212M, up 16% YoY
  - Outpaced est. market growth of 9%
  - Settlement with CIBA



- Proclear - all day comfort
  - FY07 sales of \$186M, up 33%
  - Q407 sales of \$52M, up 43% YoY
- Single-use spheres
  - FY07 sales of \$114M, up 29%
  - Q407 sales of \$33M, up 34% YoY
- Multifocal
  - FY07 sales of \$46M, up 21%
  - Q407 sales of \$12M, up 27% YoY
- Silicone Hydrogel "Biofinity"
  - FY07 sales of \$9.8M
    - \$6.7M in Europe; \$2.4M in US
  - Q407 sales of \$5.0M
    - \$2.5M in Europe; \$2.2M in US

**CVI Global Soft Lens Sales**  
By Product, FY 2007



\* Specialty lenses include toric, cosmetic and multifocal lenses.  
Source: Company reported data



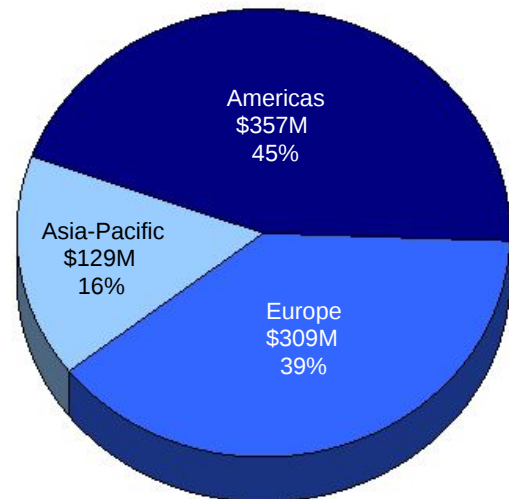
➤ Soft lens sales growth by region

- FY 2007 versus FY 2006
  - Asia Pacific: 21% to \$130M
  - Europe: 13% to \$309M
  - Americas: 2% to \$357M
- 4Q FY 2007 versus Q4 FY 2006
  - Asia Pacific: 17% to \$33M
  - Europe: 15% to \$81M
  - Americas: 14% to \$97M

➤ Direct sales office expansion in Asia Pac

- S. Korea, Singapore, Malaysia, Taiwan
- China
  - Shanghai in July 2007
  - Hong Kong in Q2 FY08

**CVI Global Soft Lens Sales**  
By Region, FY 2007



Source: Company reported data

➤ United States

- #1 J&J
- **#2 Cooper**
- #3 Ciba
- #4 B&L

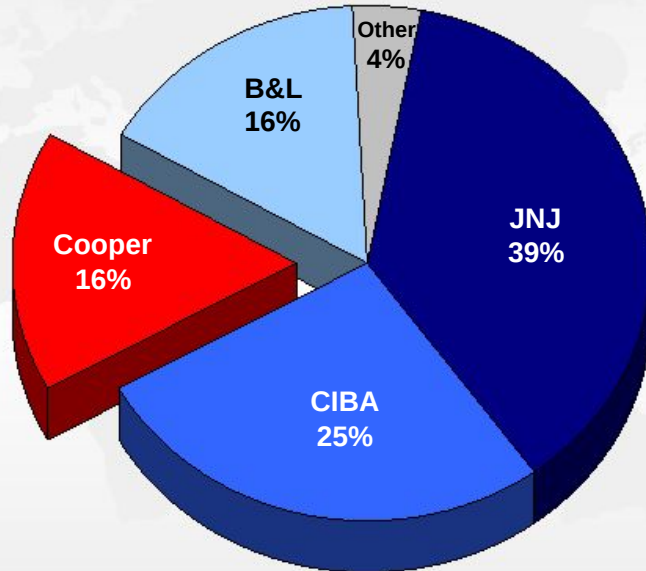
➤ Europe

- #1 Ciba
- **#2 Cooper**
- #3 J&J
- #4 B&L

➤ Asia/Pac

- #1 J&J
- #2 B&L
- #3 Ciba
- **#4 Cooper**

**Global Soft Contact Lens Market**  
*By Competitor, FY 2007*



Source: Independent Market Research Data / Management estimates

# Global Market Statistics

# Modality Breakdown

## Americas

Daily: 10%  
2-Week: 65%  
Monthly: 25%

## EMEA

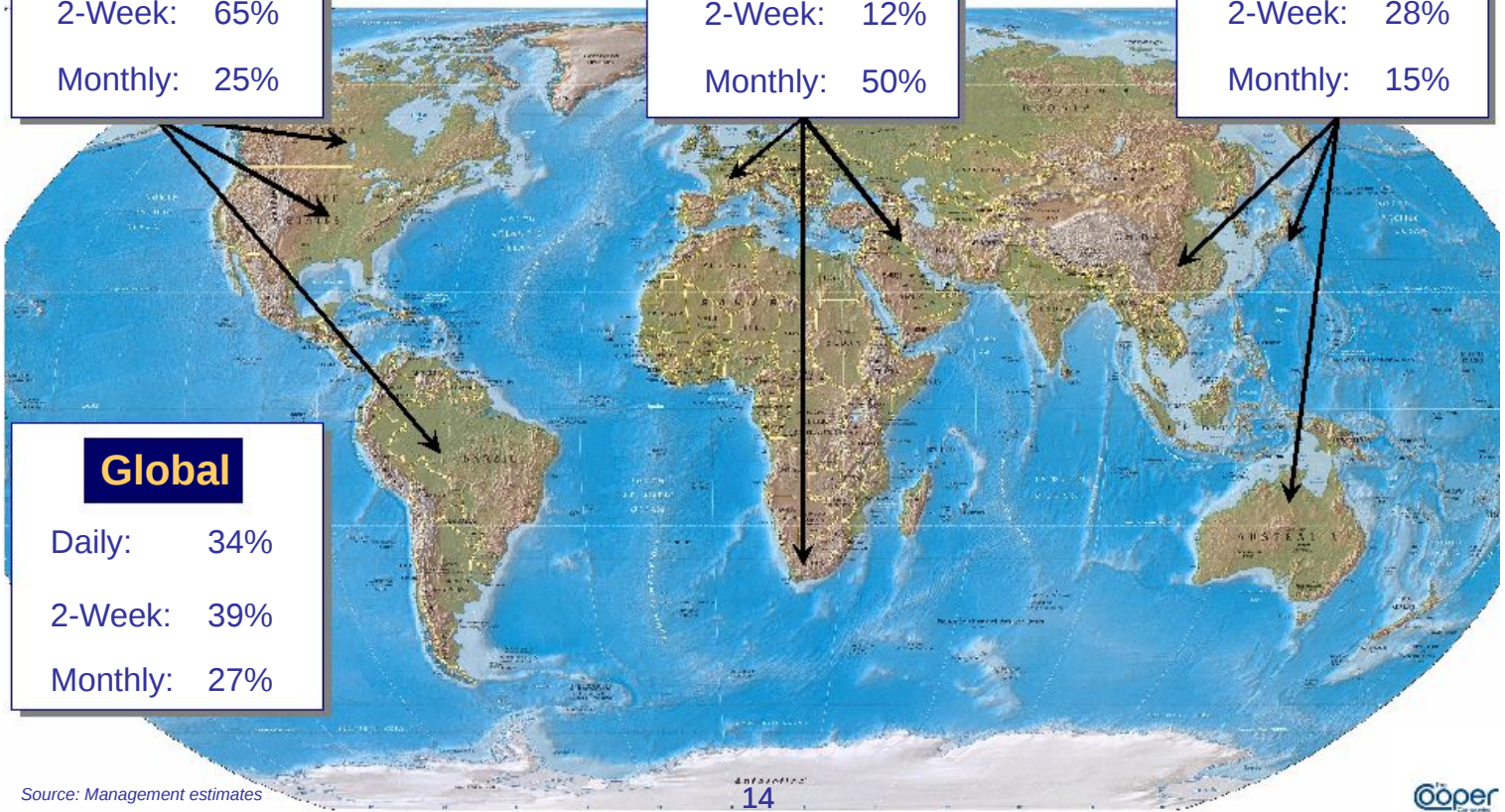
Daily: 38%  
2-Week: 12%  
Monthly: 50%

## Asia-Pac

Daily: 57%  
2-Week: 28%  
Monthly: 15%

## Global

Daily: 34%  
2-Week: 39%  
Monthly: 27%



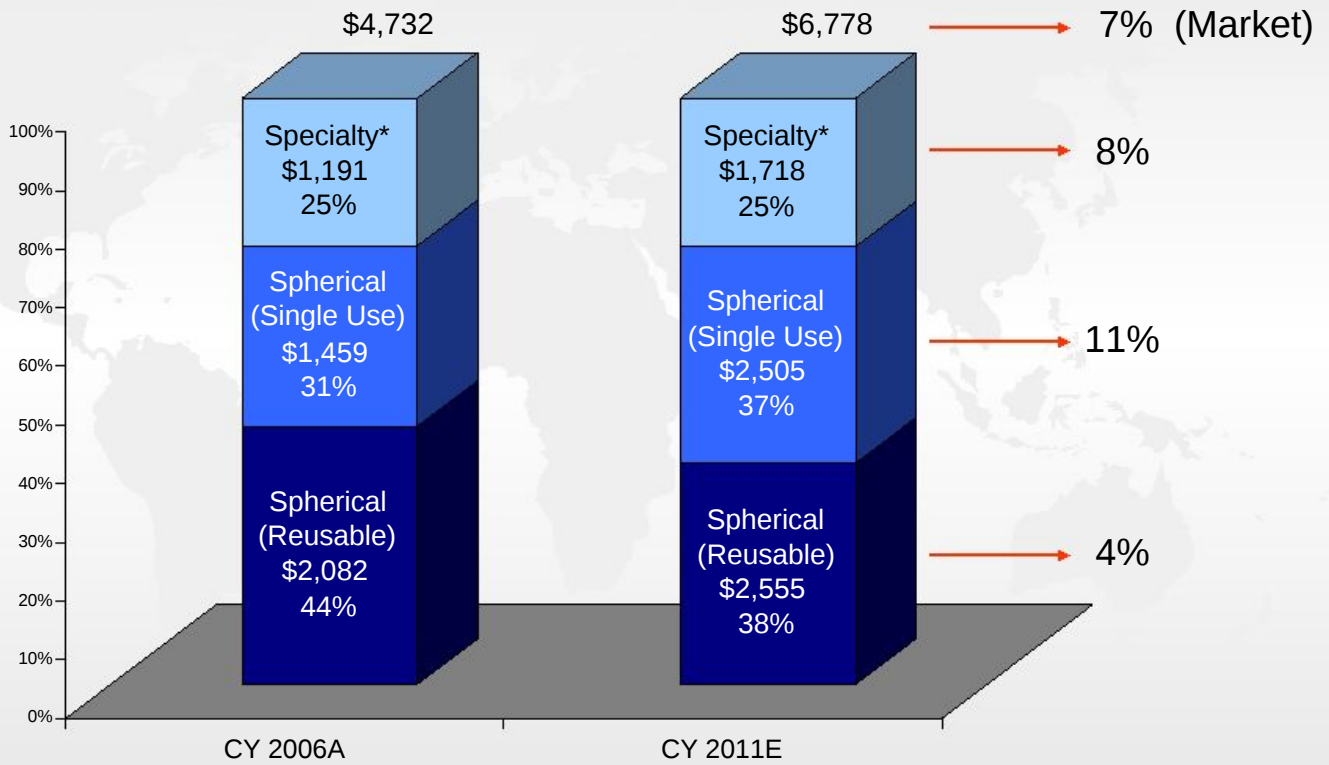
Source: Management estimates

## 5-Year Sales Trend By Product

\$ in millions

## CAGR

CY 2006 to CY 2011



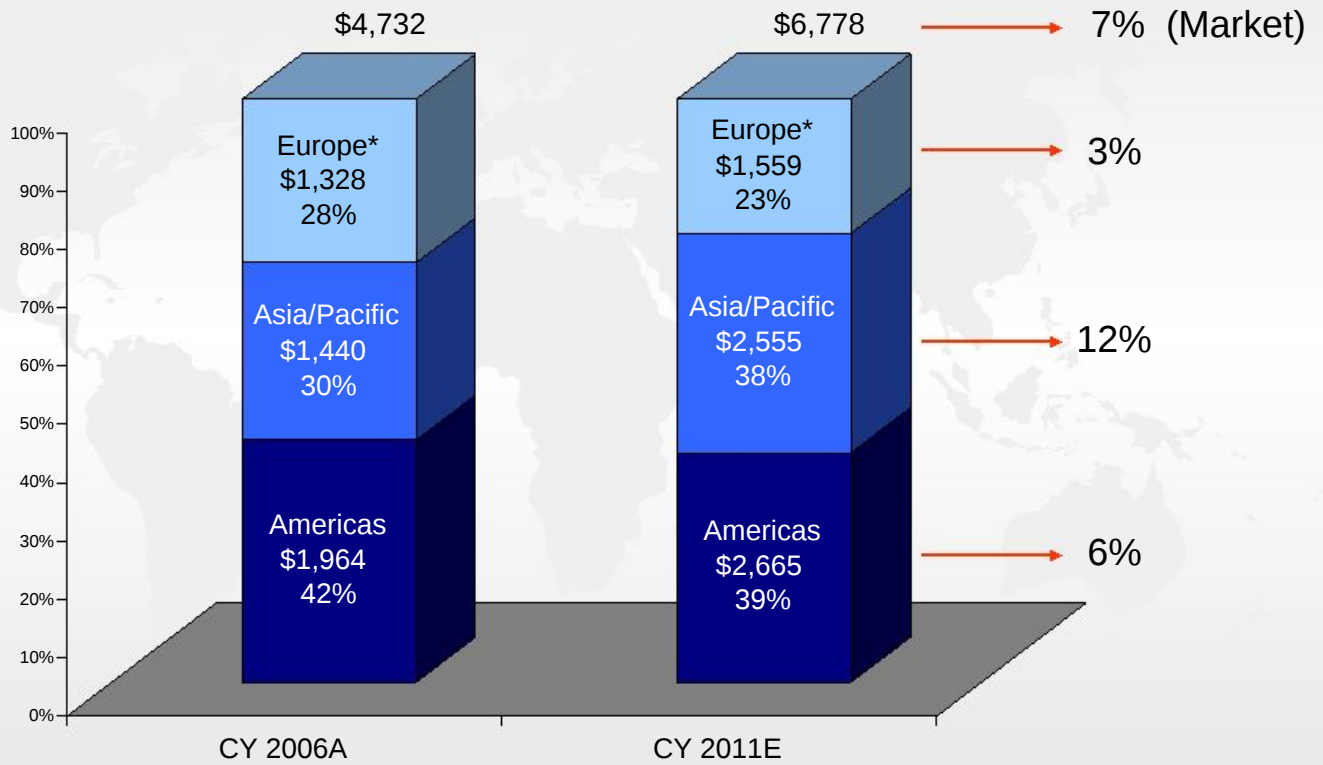
\* Specialty lenses include toric, cosmetic and multifocal lenses.  
Source: Company reported data and independent market research

## 5-Year Sales Trend By Region

\$ in millions

## CAGR

CY 2006 to CY 2011



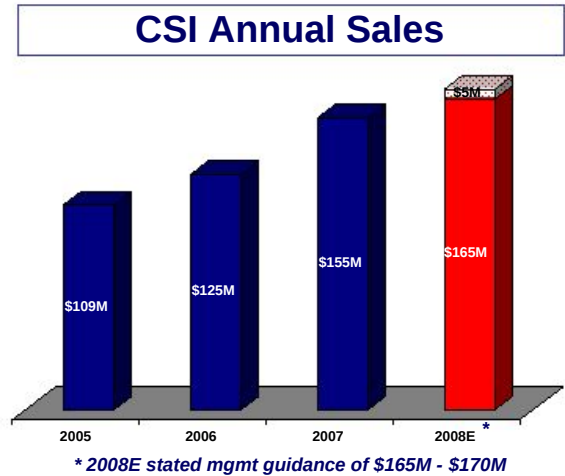
\* Europe includes Mideast and Africa

Source: Company reported data and independent market research

The  
**Cooper**  
Companies



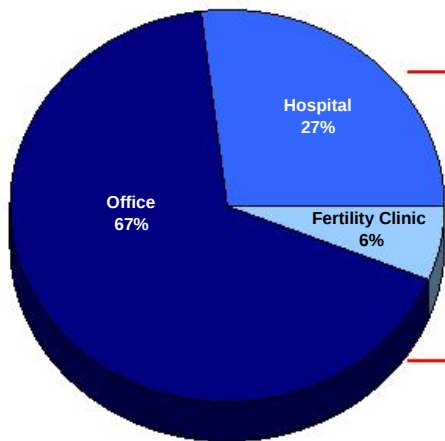
- Leader in the fragmented US medical device segment of women's health
  - Estimated 9% share of \$1.6B market\*
  - Leader of in-office Ob-Gyn products
- Employees: 558
  - Manufacturing: 314
  - Sales & Marketing: 156
  - Other: 88
- FY 2007
  - Sales of \$155M, up 24%; 9% organic
- Q4 2007 Highlights
  - Sales of \$42M, up 25% YoY; 9% organic
  - Success of hospital / OR strategy
    - Sales to hospitals grew 51% to \$11M
    - Represents 27% of CSI's total sales



\* Source: Wall Street Research. Market includes HPV mgmt, female sterilization, female incontinence, uterine conditions mgmt, obstetrics, office instruments & disposables, assisted reproduction, osteoporosis and patient education.

➤ CooperSurgical has evolved into a clear leader in the medical device segment of women’s health care due to 4 key factors:

- Extensive customer base
- Strong brand awareness
- Depth and breadth of product offerings
- Market focus



Hospital/OR	Competitors	Market Share
Surgical Sterilization	5	15%
Uterine Manipulation	5	50%
Trocar Closure Device	2	70%
Surgical Site Retractor	3	60%
Neonatal Products	4	20%

IVF	Competitors	Market Share
IVF Product	7	30%

Office	Competitors	Market Share
Incontinence	3	60%
Colposcopy	4	70%
Gyn Office Instruments	10	10%
Pap Brush	2	90%
Fetal Dopplers & Monitors	5	5%

Source: Management Estimates



- Proven track record of execution & integration
  - Completed 23 acquisitions in the past 10 years
  - Strong focus on increasing margins through management expertise and superior manufacturing/distribution capabilities
- Representative acquisitions:

Year	Company	Product Line	Transaction Size	Revenues at Acquisition
2007	Wallach	Diagnostic and therapeutic medical instruments primarily for in-office	\$20M	\$10M
2006	Lone Star Medical Products	Medical devices that improve the management of the surgical site	\$27M	\$9M
2005	NeoSurg	Reusable and disposable trocar access systems	\$23M	Not Material
2005	Inlet Medical	Trocar closure systems and pelvic floor reconstruction procedure kits	\$38M	\$7M



## In Summary

- Two solid franchises with double-digit top line growth potential
- Significant opportunity to leverage sales growth in coming years
- Robust pipeline ideally positioned to capture market growth
- Strong focus on the high growth Asia/Pac contact lens market
- Women's healthcare franchise delivering solid top-line growth & consistent FCF



**QUESTIONS?**

- Robert S. Weiss  
*Chief Executive Officer*
  
- Steven M. Neil  
*Executive Vice President and Chief Financial Officer*
  
- Albert G. White III  
*Vice President, Investor Relations & Treasurer*  
*6140 Stoneridge Mall Road, Ste 590*  
*Pleasanton, CA 94588*  
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