## Q3 Results 2007

31 October 2007
Analyst Call

## AGFA

## Group Sales (in million Euro)

Total Sales


Split per Business Group (YTD)

Specialty Products 8\%


* Excluding currency impact

Significant currency impact of 20 million Euro in Q3

## Profit \& Loss: Key Figures (in million Euro)

|  | Q3 '06 | Q3 '07 | \% change (excl. curr.) | 9M '06 | 9M ${ }^{107}$ | \% change (excl. curr.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 805 | 788 | -2.1\% (+0.3\%) | 2,474 | 2,419 | -2.2\% (+0.5\%) |
| Gross profit | 297 | 261 | -12.1\% | 957 | 867 | -9.4\% |
| as a \% of sales | 36.9\% | 33.1\% |  | 38.7\% | 35.8\% |  |
| R\&D | -46 | -47 | 2.2\% | -143 | -141 | -1.4\% |
| SG\&A* | -197 | -181 | -8.1\% | -614 | -569 | -7.3\% |
| as a \% of sales | 24.5\% | 23.0\% |  | 24.8\% | 23.5\% |  |
| Other operating items* | -9 | -8 | -11.1\% | -24 | -20 | -16.7\% |
| Recurring EBITDA* | 83 | 65 | -21.7\% | 291 | 248 | -14.8\% |
| as a \% of sales | 10.3\% | 8.3\% |  | 11.8\% | 10.3\% |  |
| Recurring EBIT* | 45 | 25 | -44.4\% | 176 | 138 | -21.6\% |
| as a \% of sales | 5.6\% | 3.2\% |  | 7.1\% | 5.7\% |  |

* Before restructuring charges and non-recurring items.Decrease in gross profit due to high raw material costs (17 million Euro) and mix effects Significant SG\&A reduction in all business groups
Important one-off effect (7 million Euro) in HealthCare


## Profit \& Loss: Key Figures (in million Euro)

|  | Q3 '06 Q3 '07 \% change |  |  |
| :---: | :---: | :---: | :---: |
| Recurring EBIT* | 45 | 25 | -44.4\% |
| Restructuring and non-recurring | -33 | -18 |  |
| Operating result | 12 | 7 | -41.7\% |
| Non-operating result | -20 | -26 |  |
| Profit before taxes | -8 | -19 | -137.5\% |
| Taxes and minority interest | 0 | 5 |  |
| Net result | -8 | -14 | -75.0\% |


| $9 M^{\prime} 06$ | $9 \mathbf{M}^{\prime} \mathbf{0 7} \%$ change |  |
| ---: | ---: | ---: |
| 176 | $\mathbf{1 3 8}$ | $-21.6 \%$ |
| -69 | $\mathbf{- 3 9}$ |  |
| 107 | $\mathbf{9 9}$ | $-7.5 \%$ |
| -49 | $\mathbf{- 4 5}$ |  |
| 58 | $\mathbf{5 4}$ | $-6.9 \%$ |
| -18 | $\mathbf{1 5}$ |  |
| 40 | $\mathbf{6 9}$ | $72.5 \%$ |

* Before restructuring charges and non-recurring items.


## Agfa Graphics

## AGFA

## Graphics: Sales (in million Euro)

Total Sales


Split per Business Segment (YTD)


Stable sales in third quarter
Increase of digital prepress continues to offset decrease of analog prepress
Slower market introduction of inkjet

## Graphics: Key Figures (in million Euro)

|  | Q3 '06 | Q3 '07 | \% change (excl. curr.) | 9M '06 | 9M '07 | \% change (excl. curr.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 408 | 400 | -2.0\% (+0.4\%) | 1,268 | 1,201 | -5.3\% (-2.6\%) |
| EBITDA* | 33.7 | 29.4 | -12.8\% | 106.9 | 94.1 | -12.0\% |
| \% of sales | 8.3\% | 7.4\% |  | 8.4\% | 7.8\% |  |
| EBIT* | 16.7 | 13.4 | -19.8\% | 54.9 | 46.1 | -16.0\% |
| \% of sales | 4.1\% | 3.4\% |  | 4.3\% | 3.8\% |  |

[^0]Positive impact from pricing and implementation of costs savings plan
Negative impact from higher raw material costs (14 million Euro) and inkjet start-up losses
Prepress EBIT margin was approximately 7\% of sales

## Agfa Graphics: Highlights

- Trade fairs:
- GraphExpo: lineup of new prepress and inkjet solutions
- IGAS, Japan: focus on thermal platemaking solutions with :Azura and :Amigo plates
- Agfa Graphics receives InterTech technology award for :Energy Elite no-bake plate
- Inkjet:
- :Anapurna on track, eg. Hansen Werbung installs Germany's first :Anapurna M inkjet printer
- Market introduction of :M-Press and :Dotrix
 slowed down


## Agfa HealthCare

## AGFA

## HealthCare: Sales (in million Euro)

Total Sales

|  | -0.9\% |  |  |
| :---: | :---: | :---: | :---: |
|  |  | (+2.1\%)* |  |
|  | 1,027 |  | 1,018 |
| Q3 | 338 | $\xrightarrow[(-3.0 \%)^{\star}]{-5.6 \%}$ | 319 |
| Q2 | 365 | $\xrightarrow[(+3.1 \%)^{\star}]{0.0 \%}$ | 365 |
| Q1 | 324 | $\xrightarrow[(+6.4 \%)^{*}]{+3.1 \%}$ | 334 |
|  | 2006 |  | 2007 |

Split per Business Segment (YTD)


Decline in Q3 due to strong Euro with effect on price erosion, decline in medical film, affected by high stock levels at dealers
Continued strong growth of CR/Modalities
HealthCare IT represents 33\% of sales against 31\% in 2006

## HealthCare: Key Figures (in million Euro)

|  | Q3 '06 | Q3 '07 | \% change (excl. curr.) | 9M '06 | 9M '07 | \% change (excl. curr.) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 338 | 319 | -5.6\% (-3.0\%) | 1,027 | 1,018 | -0.9\% (+2.1\%) |
| EBITDA* | 43.9 | 29.4 | -33.0\% | 159.1 | 124.7 | -21.6\% |
| \% of sales | 13.0\% | 9.2\% |  | 15.5\% | 12.3\% |  |
| EBIT* | 24.9 | 6.4 | -74.3\% | 101.1 | 66.7 | -34.0\% |
| \% of sales | 7.4\% | 2.0\% |  | 9.8\% | 6.6\% |  |

* Before restructuring charges and non-recurring items

Positive impact from SG\&A reduction
Negative impact from currency, mix and one-off effects and higher silver costs

## HealthCare: Highlights Q3 ‘07

- ORBIS roll-out across Europe
- Agfa HealthCare completes first implementation phase of ORBIS at the Belgian AZ Groeninge hospital
- ORBIS in full-scale use in Austria's second largest hospital, the 'Landeskrankenhaus' in Klagenfurt
- Decision taken to focus in 2008 on countries where investments were already made
- PACS: Agfa HealthCare signed a multi-million dollar fiveyear radiology informatics agreement with Adventist Health System
- CR: Palmer College of Chiropractic acquired Agfa HealthCare Computed Radiography systems
- Cardio: Agfa HealthCare finalized implementation of fully integrated cardiology suite at AZ Imelda Bonheiden hospital in Belgium
- Measures taken to improve operational performance, e.g.
- Reinforcement of management
- Reorganisation to increase accountability
- Cost discipline increased



## Agfa Specialty Products

## AGFA

## Specialty Products: Key Figures (in million Euro)

|  | Q3 '06 | Q3 '07 | \% change <br> (excl. curr.) |
| :--- | ---: | ---: | ---: |
| Sales | 59 | $\mathbf{6 9}$ | $17.0 \%(18.2 \%)$ |
| EBITDA* | 10.1 | $\mathbf{8 . 3}$ | $-17.8 \%$ |
| \% of sales | $17.1 \%$ | $\mathbf{1 2 . 0 \%}$ |  |
| EBIT* $^{\text {E }}$ \% of sales | 8.2 | $\mathbf{7 . 3}$ | $-11.0 \%$ |


| 9M '06 | 9M '07 | \% change <br> (excl. curr.) |
| ---: | ---: | ---: |
| 179 | $\mathbf{2 0 0}$ | $11.7 \%(13.1 \%)$ |
| 39.7 | $\mathbf{3 2 . 0}$ | $-19.4 \%$ |
| $22.2 \%$ | $\mathbf{1 6 . 0 \%}$ |  |
| 34.7 | $\mathbf{2 8 . 0}$ | $-19.3 \%$ |
| $19.4 \%$ | $\mathbf{1 4 . 0 \%}$ |  |

* Before restructuring charges and non-recurring items

Strong sales increase
Profitability affected by higher silver costs and negative mix effects

## Balance Sheet: Key Figures (in million Euro)

## Assets



Liabilities


## Working Capital: Key Figures (in million Euro/days)





Marked decline of trade payables due to ongoing saving initiatives and less purchases of raw materials to prepare for inventory reduction

## Balance Sheet: Key Figures

Net Financial Debt (in million Euro)


Gearing Ratio (\%)


## Free Cash Flow 9M ‘07 (in million Euro)



## Questions \& Answers

## AGFA


[^0]:    * Before restructuring charges and non-recurring items

