### Second Quarter & First Half Results 2009

28 July 2009



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

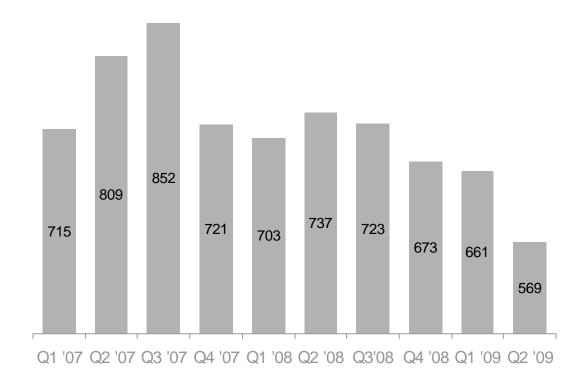
	Q2'08	Q2'09	$\Delta$ % (excl. X-rate)	H1'08	H1'09	$\Delta$ % (excl. X-rate)
Sales	777	677	-12.9% (-16.3%)	1,530	1,339	-12.5% (-15.2%)
Gross Profit* as a % of sales	253 32.6%	<b>214</b> 31.6%	-15.4%	509 33.3%	<b>422</b> 31.5%	-17.1%
R&D*	-47	-37	-21.3%	-94	-78	-17.0%
SG&A* as % of sales	<b>-171</b> 22.0%	<b>-138</b>	-19.3%	-337 22.0%	<b>-282</b> 21.1%	-16.3%
Other operating items*	+2	-1		-1	+4	
Recurring EBITDA* as a % of sales	66 8.5%	<b>64</b> 9.5%	-3.0%	137 9.0%	<b>119</b> 8.9%	-13.1%
Recurring EBIT* as a % of sales	<b>37</b> 4.8%	<b>38</b> 5.6%	+2.7%	<b>77</b> 5.0%	<b>66</b> 4.9%	-14.3%

<sup>\*</sup> Before restructuring charges and non-recurring items

Market trends in line with previous statements: sales decrease in line with Q1 trend EBIT margin improves due to strict cost management



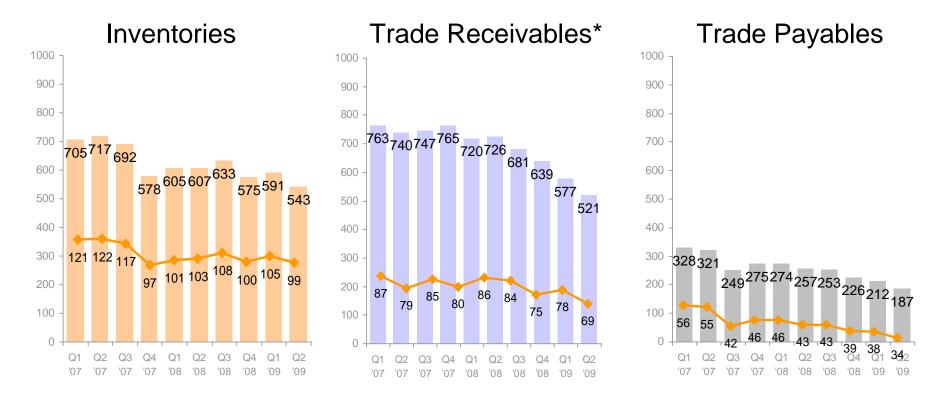
## Net Financial Debt (in million Euro)



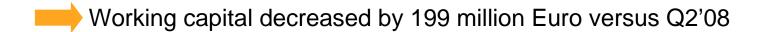
Decrease of net debt due to significant working capital improvements (including 40 million Euro sale of receivables) and due to a tight cash management control



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



<sup>\*</sup> Trade receivables minus deferred revenue and advanced payments from customers





## Main Drivers behind Key Figures

- Sales at 677 million Euro decrease of 12.9 % due to continued market weakness
- Margins impacted by lower sales volumes and production inefficiencies, partly offset by lower raw material prices
- Significant decrease of SG&A costs with 33 million Euro due to strict cost management: average monthly expense of 57 million Euro in Q2 2008 decreases to 46 million Euro in Q2 2009
- Recurring EBIT at 38 million Euro
- Net financial debt at 569 million Euro, a significant improvement versus Q1 2009



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

	Q2 '08	Q2 '09	Δ%	H1 '08	H1 '09	Δ%
Recurring EBIT*	37	38	+2.7%	77	66	-14.3%
Restructuring and non-recurring	-11	-12	-9.1%	-16	-3	+81.3%
Operating result	26	26	+0.0%	61	63	+3.3%
Non-operating result	-20	-27		-40	-57	
Profit before taxes	6	-1		21	6	
Taxes and minority interest	-3	-8		-8	-24	
Net result	3	-9		13	-18	

<sup>\*</sup> Before restructuring charges and non-recurring items



# Agfa Graphics



## Graphics: Key Figures (in million Euro)

	Q2'08	Q2'09	<b>∆</b> % (excl. curr.)	H1'08	H1'09	<b>∆</b> % (excl. curr. )
Sales	385	326	-15.3% (-18.3%)	763	641	-16.0% (-18.2%)
Gross Profit*	118	88	-25.4%	240	172	-28.3%
as a % of sales	30.6%	27.0%		31.5%	26.8%	
R&D*	-16	-9	-43.8%	-34	-21	-38.2%
SG&A*	-86	-67	-22.1%	-168	-136	-19.0%
as % of sales	22.3%	20.6%		22.0%	21.2%	
Other operating items*	-2	+1		-8	-1	
Recurring EBITDA*	26.6	23.9	-10.2%	57.3	37.4	-34.7%
as a % of sales	6.9%	7.3%		7.5%	5.8%	
Recurring EBIT*	13.8	12.2	-11.6%	31.0	13.4	-56.8%
as a % of sales	3.6%	3.7%		4.1%	2.1%	

<sup>\*</sup> Before restructuring charges and non-recurring items

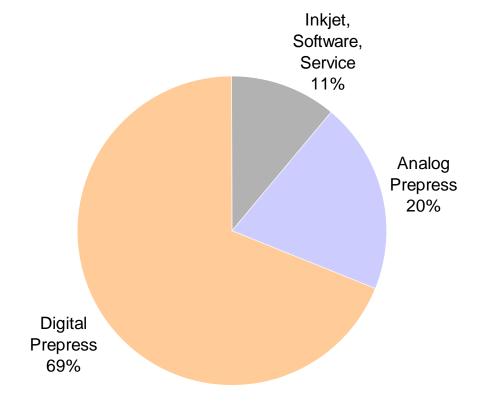
Sales decrease due to market weakness

Impact of sales decline and production inefficiencies offset by strict cost management: EBIT margin stable



# Graphics: YTD Sales per Business Segment

YTD 2009 100% = 641 million Euro



## Graphics: Main Drivers behind Key Figures

- Impact of global economic crisis on the printing industry affects sales
  - Heavy impact on investment goods: CtP and inkjet
  - Impact on plate volumes due to drop in advertising market
- Profit negatively impacted by lower sales and by production inefficiencies due to lower use of capacity
- Further significant reduction of SG&A (-19 million Euro)
- EBIT margin remains stable



# Agfa HealthCare



## HealthCare: Key Figures (in million Euro)

	Q2'08	Q2'09	<b>∆</b> % (excl. curr.)	H1'08	H1'09	$\Delta$ % (excl. curr. )
Sales	313	295	-5.8% (-10.1%)	607	586	-3.5% (-7.1%)
Gross Profit* as a % of sales	121 38.7%	116 39.3%	-4.1%	240 39.5%	<b>228</b> 38.9%	-5.0%
R&D*	-28	-27	-3.6%	-55	-54	-1.8%
SG&A* as a % of sales	<b>-77</b> 24.6%	<b>-64</b> 21.7%	-16.9%	-154 25.4%	-131 22.4%	-14.9%
Other operating items*	+3	+2		+6	+10	
Recurring EBITDA* as a % of sales	33.9 10.8%	<b>42.2</b> 14.3%	+24.5%	66.2 10.9%	<b>81.2</b> 13.9%	+22.7%
Recurring EBIT* as a % of sales	<b>19.1</b> 6.1%	28.5 9.7%	+49.2%	35.9 5.9%	<b>54.0</b> 9.2%	+50.4%

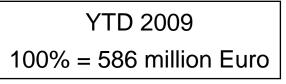
<sup>\*</sup> Before restructuring charges and non-recurring items

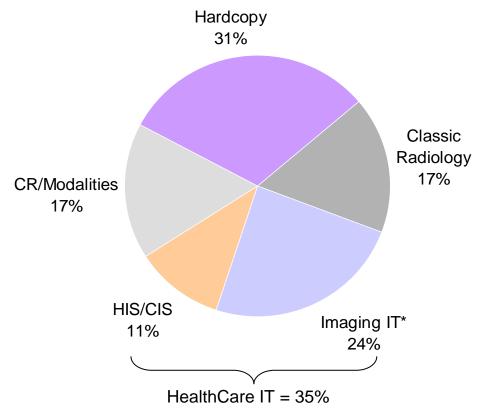
Sales impacted by delays in CR and Imaging IT investments

Profitability significantly increased due to service efficiencies and strict cost management



## HealthCare: YTD Sales per Business Segment





<sup>\*</sup> Includes Radiology and Cardiology IT



## HealthCare: Main Drivers behind Key Figures

- Sales of Film in line with market trends
- Sales of CR/Modalities and Imaging IT impacted by the longer decision processes for investments in IT and equipment
- Good performance in the IT segment in HIS/CIS
- Continued strong reduction of SG&A (-13 million Euro)
- EBIT increased significantly due to service efficiencies and strict cost management



# Agfa Specialty Products



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

	Q2 '08	Q2 '09	Δ % (excl. curr.)	H1 '08	H1 '09	Δ % (excl. curr.)
Sales	79	56	-29.1% (-31.2%)	160	112	-30.0% (-31.5%)
Gross profit* as a % of sales	14 17.7%	10 17.9%	-28.6%	29 18.1%	<b>21</b> 18.8%	-27.6%
R&D*	-3	-2	-33.3%	-5	-4	-20.0%
SG&A*	-7	-7	0.0%	-14	-14	0.0%
as a % of sales	8.9%	12.5%		8.8%	12.5%	
Other operating items*	+1	+2		+2	+3	
Recurring EBITDA*	6.0	4.6	-23.3%	14.0	8.1	-42.1%
as a % of sales	7.6%	8.2%		8.8%	7.2%	
Recurring EBIT*	4.7	3.6	-23.4%	11.3	6.0	-46.9%
as a % of sales	5.9%	6.4%		7.1%	5.4%	

<sup>\*</sup> Before restructuring charges and non-recurring items.

Sales decrease due to economic slowdown

Profitability negatively impacted by lower sales and manufacturing inefficiencies due to lower use of capacity



### Specialty Products: Main Drivers behind Key Figures

- Sales decline of 29.1% as a result of economic slowdown and marketdriven trend in some traditional products
- PCB, Aerial Photography and Synaps® performed better than in Q1 2009
- Profitability negatively impacted by lower sales and manufacturing inefficiencies due to lower use of capacity



### Outlook

- Too early to predict when the markets will pick up and when demand will recover
- Meanwhile, additional measures are taken to adapt the cost structures of the Business Groups to the situation in their markets
- Further execution of the net debt reduction program



## Questions & Answers

