# Second Quarter \& First Half Results 2009 

28 July 2009

## AGFA

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

|  | Q208 | Q2'09 | $\underset{\text { (excl. X-rate) }}{\boldsymbol{\Delta} \%}$ | H1 08 | H1 09 | $\underset{\text { (excl. }}{\boldsymbol{x} \text {-rate) }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 777 | 677 | -12.9\% (-16.3\%) | 1,530 | 1,339 | -12.5\% (-15.2\%) |
| Gross Profit* | 253 | 214 | -15.4\% | 509 | 422 | -17.1\% |
| as a \% of sales | 32.6\% | 31.6\% |  | 33.3\% | 31.5\% |  |
| R\&D* | -47 | -37 | -21.3\% | -94 | -78 | -17.0\% |
| SG\&A* | -171 | -138 | -19.3\% | -337 | -282 | -16.3\% |
| as \% of sales | 22.0\% | 20.4\% |  | 22.0\% | 21.1\% |  |
| Other operating items* | +2 | -1 |  | -1 | +4 |  |
| Recurring EBITDA* | 66 | 64 | -3.0\% | 137 | 119 | -13.1\% |
| as a\% of sales | 8.5\% | 9.5\% |  | 9.0\% | 8.9\% |  |
| Recurring EBIT* | 37 | 38 | +2.7\% | 77 | 66 | -14.3\% |
| as a \% of sales | 4.8\% | 5.6\% |  | 5.0\% | 4.9\% |  |

[^0]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)





* Trade receivables minus deferred revenue and advanced payments from customers

Working capital decreased by 199 million Euro versus Q2'08

## Main Drivers behind Key Figures

## Q2 2009

- 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 | $\boldsymbol{\Delta} \%$ |
| :--- | ---: | ---: | ---: |
| Recurring EBIT* | 37 | $\mathbf{3 8}$ | $+2.7 \%$ |
| Restructuring and non-recurring | -11 | $\mathbf{- 1 2}$ | $-9.1 \%$ |
| Operating result | 26 | $\mathbf{2 6}$ | $+0.0 \%$ |
| Non-operating result | -20 | $\mathbf{- 2 7}$ |  |
| Profit before taxes | 6 | $\mathbf{- 1}$ |  |
| Taxes and minority interest | -3 | $\mathbf{- 8}$ |  |
| Net result | 3 | $\mathbf{- 9}$ |  |


| H1 '08 | H1 '09 | $\Delta \%$ |
| ---: | ---: | :--- |
| 77 | 66 | $-14.3 \%$ |
| -16 | -3 | $+81.3 \%$ |
| 61 | 63 | $+3.3 \%$ |
| -40 | -57 |  |
| 21 | 6 |  |
| -8 | -24 |  |
| 13 | -18 |  |

Before restructuring charges and non-recurring items

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## Graphics: Key Figures (in million Euro)

|  | Q2'08 | Q2'09 | $\underset{\text { (excl. curr.) }}{\Delta}$ | H1'08 | H1'09 | $\underset{\text { (excl. curr.) }}{\Delta \%}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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\% |  |

[^1]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



## Graphics: Main Drivers behind Key Figures

## Q2 2009

- 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

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## HealthCare: Key Figures (in million Euro)

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

* 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



* Includes Radiology and Cardiology IT


## HealthCare: Main Drivers behind Key Figures

## Q2 2009

- 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

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

|  | Q2 '08 | Q2 '09 | $\begin{array}{r} \Delta \% \\ \text { (excl. curr.) } \end{array}$ |
| :---: | :---: | :---: | :---: |
| Sales | 79 | 56 | -29.1\% (-31.2\%) |
| Gross profit* | 14 | 10 | -28.6\% |
| as a \% of sales | 17.7\% | 17.9\% |  |
| R\&D* | -3 | -2 | -33.3\% |
| SG\&A* | -7 | -7 | 0.0\% |
| as a \% of sales | 8.9\% | 12.5\% |  |
| Other operating items* | +1 | +2 |  |
| Recurring EBITDA* | 6.0 | 4.6 | -23.3\% |
| as a \% of sales | 7.6\% | 8.2\% |  |
| Recurring EBIT* | 4.7 | 3.6 | -23.4\% |
| as a \% of sales | 5.9\% | 6.4\% |  |


| H1 '08 | H1 '09 | $\Delta \%$ <br> (excl. curr.) |
| ---: | ---: | ---: |
| 160 | $\mathbf{1 1 2}$ | $-30.0 \%(-31.5 \%)$ |
| 29 | $\mathbf{2 1}$ | $-27.6 \%$ |
| $18.1 \%$ | $\mathbf{1 8 . 8 \%}$ |  |
| -5 | $\mathbf{- 4}$ | $-20.0 \%$ |
| -14 | $\mathbf{- 1 4}$ | $0.0 \%$ |
| $8.8 \%$ | $\mathbf{1 2 . 5 \%}$ |  |
| +2 | $\mathbf{+ 3}$ |  |
| 14.0 | $\mathbf{8 . 1}$ | $-42.1 \%$ |
| $8.8 \%$ | $\mathbf{7 . 2 \%}$ |  |
| 11.3 | $\mathbf{6 . 0}$ | $-46.9 \%$ |
| $7.1 \%$ | $5.4 \%$ |  |

* 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

## Q2 2009

- Sales decline of $29.1 \%$ as a result of economic slowdown and marketdriven trend in some traditional products
- PCB, Aerial Photography and Synaps ${ }^{\circledR}$ 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

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

[^1]:    * Before restructuring charges and non-recurring items

