# Q3 Results 2006 

November 16, 2006
Analyst Presentation

## AGFA

## Group Sales (in million Euro)

Total Sales


Split per Business Group (YTD)


* Excluding currency impact

Sales increase of 2.5\% in Q3 (excl. currency impact) driven by volume growth and mix improvements

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

|  | Q3 '05 | Q3 '06 \% change |  |
| :--- | ---: | ---: | ---: |
| Sales | 797 | $\mathbf{8 0 5}$ | $1.0 \%$ |
| Gross profit | 273 | $\mathbf{2 9 7}$ | $8.8 \%$ |
| Gross profit margin | $34.3 \%$ | $\mathbf{3 6 . 9 \%}$ |  |


| $9 M^{\prime}$ '05 | 9M '06 | change |
| ---: | ---: | ---: | ---: |
| 2,395 | $\mathbf{2 , 4 7 4}$ | $3.3 \%$ |
| 873 | $\mathbf{9 5 7}$ | $9.6 \%$ |
| $36.5 \%$ | $\mathbf{3 8 . 7 \%}$ |  |

Gross profit margin increased to $37 \%$ in Q3 as a result of better pricing and continued improvement of service and production efficiencies

## Raw Materials



Aluminium (USD/ton)


35 million Euro higher raw material costs vs. Q3 2005 (of which silver 22 million Euro and aluminium 13 million Euro)

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

|  | Q3 '05 | Q3 '06 $\%$ change |  |
| :--- | ---: | ---: | ---: | ---: |
| Gross profit | 273 | $\mathbf{2 9 7}$ | $8.8 \%$ |
| R\&D | -48 | $\mathbf{- 4 6}$ | $-2.5 \%$ |
| SG\&A* | -193 | $\mathbf{- 1 9 7}$ | $2.1 \%$ |
| as a \% of sales | $24.2 \%$ | $\mathbf{2 4 . 5 \%}$ |  |
| Other operating items* | 6 | $\mathbf{- 9}$ |  |
| EBITDA* | 77 | $\mathbf{8 3}$ | $7.8 \%$ |
| as a \% of sales | $9.7 \%$ | $\mathbf{1 0 . 3 \%}$ |  |
| EBIT* | 38 | $\mathbf{4 5}$ | $18.4 \%$ |
| as a \% of sales | $4.8 \%$ | $\mathbf{5 . 6 \%}$ |  |


| 9M '05 | 9M '06 $\%$ change |  |
| ---: | ---: | ---: |
| 873 | $\mathbf{9 5 7}$ | $9.6 \%$ |
| -143 | $\mathbf{- 1 4 3}$ | $0.0 \%$ |
| -601 | -614 | $2.2 \%$ |
| $25.1 \%$ | $\mathbf{2 4 . 8 \%}$ |  |
| 4 | $\mathbf{- 2 4}$ |  |
| 253 | $\mathbf{2 9 1}$ | $15.0 \%$ |
| $10.6 \%$ | $\mathbf{1 1 . 8 \%}$ |  |
| 133 | $\mathbf{1 7 6}$ | $32.3 \%$ |
| $5.5 \%$ | $\mathbf{7 . 1 \%}$ |  |

* Before restructuring charges and non-recurring items.

As part of global cost savings plan, additional measures are implemented to reduce SG\&A substantially
EBIT increases $18.4 \%$ to 45 million Euro despite substantially higher raw material costs

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

|  | Q3 '05 | Q3 '06 $\%$ change |  |
| :--- | :---: | :---: | :---: |
| EBIT* | 38 | $\mathbf{4 5}$ | $18.4 \%$ |
| $\quad$ Restructuring and non-recurring | -74 | -33 |  |
| Operating result | -36 | $\mathbf{1 2}$ |  |
| Non-operating result | -16 | $\mathbf{- 2 0}$ |  |
| Profit before taxes | -52 | $\mathbf{- 8}$ |  |
| Taxes | -56 | $\mathbf{0}$ |  |
| Net result | $\mathbf{- 1 0 8}$ | $\mathbf{- 8}$ |  |


| 9M '05 | 9M '06 |  | \% change |
| ---: | ---: | ---: | ---: |
| 133 | $\mathbf{1 7 6}$ | $32.3 \%$ |  |
| -79 | -69 |  |  |
| 54 | 107 | $98.1 \%$ |  |
| -10 | -49 |  |  |
| 44 | 58 | $31.8 \%$ |  |
| -101 | -18 |  |  |
| -57 | 40 |  |  |

* Before restructuring charges and non-recurring items.

Restructuring charges of 33 million Euro in Q3 due to the start of the implementation of the global cost savings program
As a result, net loss posted of 8 million Euro or minus 6 cent per share

## Agfa Graphics

## AGFA

## Graphics: Sales (in million Euro)

| Total Sales |  | 0.0\% |  |
| :---: | :---: | :---: | :---: |
|  |  | $(-0.6 \%)^{\star *}$ |  |
|  | 1,268 |  | 1,268 |
| Q3 | 422 | -3.3\% | 408 |
|  |  | $(-1.3 \%){ }^{* *}$ |  |
| Q2 | 446 | -2.2\% | 436 |
|  |  | (-2.5\%)** |  |
| Q1 | 400 | +6.0\% | 424 |
|  |  | (+2.3\%)** |  |
|  | 2005* |  | 2006 |

Split per Business Segment (YTD)


* Including 39 million Euro sales from products transferred from Graphics to Specialty Products in 2006
** Excluding currency effect

Q3 sales stable on comparable basis
Growth of digital solutions more than compensates the decline of analog sales

## Graphics: Key Figures (in million Euro)

|  | Q3 '05** | Q3 '06 \% change |  |
| :--- | ---: | ---: | ---: | ---: |
| Sales | 422 | $\mathbf{4 0 8}$ | $-3.3 \%$ |
| EBITDA* $^{*}$ | 33.4 | $\mathbf{3 3 . 7}$ | $0.9 \%$ |
| \% of sales | $7.9 \%$ | $\mathbf{8 . 3 \%}$ |  |
| EBIT* $^{\text {\% of sales }}$ | 13.4 | $\mathbf{1 6 . 7}$ | $24.6 \%$ |


| 9M '05*** | 9M '06 $\%$ change |  |
| ---: | ---: | ---: |
| 1,268 | 1,268 | $0.0 \%$ |
| 106.0 | 106.9 | $0.9 \%$ |
| $8.4 \%$ | $8.4 \%$ |  |
| 47.0 | 54.9 | $16.8 \%$ |
| $3.7 \%$ | $4.3 \%$ |  |

[^0]Q3 sales are stable on a comparable basis
23 million Euro higher raw material costs compared to Q3 2005
EBIT margin increases to $4.1 \%$ as a result of better pricing, production efficiencies and accelerated shift to more profitable digital solutions

## Graphics: Q3 Highlights

- Newspapers
- Successful Ifra trade fair
- 20 violet CtP lines with :Arkitex software
- Major interest for chemistry-free demo
- Commercial printing
- Renewed contract with Transcontinental, largest Canadian printer
- Inkjet
- :Anapurna XL introduced in Australia
- Milestones for :Grand Sherpa Universal
- Over 50 large-format printers installed in Latin America
- More than 500 systems installed worldwide


## Agfa HealthCare

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## HealthCare: Sales (in million Euro)



* Including Heartlab, acquired in June ‘05
** Excluding currency effect

Split per Business Segment (YTD)


Particularly strong growth of PACS/RIS
Growth in HealthCare IT more than compensates decline in analog activities

## Service Revenues as \% of HealthCare Sales



Service revenues increase with growing importance of HealthCare IT

## HealthCare: Key Figures (in million Euro)

|  | Q3 '05 | Q3 '06 | \% change |
| :--- | ---: | ---: | ---: |
| Sales | 334 | $\mathbf{3 3 8}$ | $1.2 \%$ |
| EBITDA* | 39.2 | $\mathbf{4 3 . 9}$ | $12.0 \%$ |
| $\%$ of sales | $11.7 \%$ | $\mathbf{1 3 . 0 \%}$ |  |
| EBIT* $^{*}$ | 22.1 | $\mathbf{2 4 . 9}$ | $12.7 \%$ |
| $\%$ of sales | $6.6 \%$ | $\mathbf{7 . 4 \%}$ |  |


| 9M '05 | 9M '06 | \% change |
| ---: | ---: | ---: |
| 998 | $\mathbf{1 , 0 2 7}$ | $2.9 \%$ |
| 136.7 | $\mathbf{1 5 9 . 1}$ | $16.4 \%$ |
| $13.7 \%$ | $15.5 \%$ |  |
| 80.7 | $\mathbf{1 0 1 . 1}$ | $25.3 \%$ |
| $8.1 \%$ | $9.8 \%$ |  |

* Before restructuring charges and non-recurring items

7 million Euro higher raw materials costs compared to Q3 2005
EBIT margin increased to $7.4 \%$ in Q3 as a result of product mix and continued production and service efficiencies

## HealthCare: Q3 Highlights

- PACS
- Strong performance in US, Canada and UK with multi-site installations
- First RIS/PACS successes in emerging markets (LATAM, Asia, Middle East)
- NHS: continued successful installation
- Cardiology
- Introduction of Agfa's Heartlab Congenital Solution to the European market
- Major win at SingHealth (Singapore)
- HealthCare IT
- Continued satisfactory progress on ORBIS roll-out across Europe with first major installations in Belgium in year of launch and first pilot site in Italy
- Study proves that ORBIS could reduce process costs by $30 \%$


## Agfa Specialty Products

## AGFA Agro

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

|  | Q3 '05** | Q3 '06 $\%$ change |  |
| :--- | ---: | ---: | ---: |
| Sales | 41 | $\mathbf{5 9}$ | $43.9 \%$ |
| EBITDA* | 4.6 | $\mathbf{1 0 . 1}$ | x2.2 |
| \% of sales | $11.2 \%$ | $\mathbf{1 7 . 1 \%}$ |  |
| EBIT* $^{*}$ | 2.6 | $\mathbf{8 . 2}$ | x3.2 |
| \% of sales | $6.4 \%$ | $\mathbf{1 3 . 9 \%}$ |  |


| 9M '05*** | 9M '06 | \% change |
| ---: | ---: | ---: | ---: |
| 129 | $\mathbf{1 7 9}$ | $38.6 \%$ |
| 13.6 | 39.7 | $\times 2.9$ |
| $10.5 \%$ | $22.2 \%$ |  |
| 8.6 | 34.7 | $\times 4.0$ |
| $6.7 \%$ | $19.4 \%$ |  |

[^1]Continued strong results, mainly driven by cine film and NDT
EBIT margin of 13.9\%

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

Assets

|  | 3,982 | 3,826 |
| :--- | :---: | :---: |
| Non-current <br> assets | 1,561 | 1,457 |
| Current <br> assets | 2,129 | 2,065 |
| Other <br> assets | Dec. 2005 | Q 32006 |

Liabilities


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





## Balance Sheet: Key Figures

Net Financial Debt (in million Euro)


Gearing Ratio (\%)


Comfortable with level of gearing ratio of 73.8\%

## Cash Flow: Q3 2006 Key Figures (in million Euro)



[^2]Substantial increase of free cash flow to 36 million Euro despite high raw material costs

## Update on cost savings plan

Scope of the plan: approx. 250 million Euro annual cost savings by 2008

- Implementation of cost savings started in US and several European countries
- Information and consultation phase in Mortsel, Belgium ongoing
- 33 million Euro of restructuring charges already booked in Q3
- Significant part of 250 million Euro restructuring costs expected to be booked in Q4


## Questions \& Answers

## AGFA


[^0]:    * Before restructuring charges and non-recurring items
    ** Including 13 million Euro sales from products transferred from Graphics to Specialty Products in 2006
    *** Including 39 million Euro sales from products transferred from Graphics to Specialty Products in 2006

[^1]:    * Before restructuring charges and non-recurring items
    ** Excluding 13 million Euro sales from products transferred from Graphics to Specialty Products in 2006
    *** Excluding 39 million Euro sales from products transferred from Graphics to Specialty Products in 2006

[^2]:    * Exceptional due to termination of securitisation

