## 2006 Results

February 28, 2007<br>Press Conference - Analyst Meeting

## AGFA

## Group Sales (in million Euro)



Split per Business Group (2006)

$\square$ Sales growth in Q4 mainly driven by HealthCare seasonality Negative currency impact of 21 million Euro in Q4

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

|  | Q4 '05 | Q4 '06 \% change |  |
| :--- | ---: | ---: | ---: |
| Sales | 913 | $\mathbf{9 2 7}$ | $1.5 \%$ |
| Gross profit | 339 | $\mathbf{3 4 2}$ | $0.9 \%$ |
| Gross profit margin | $37.2 \%$ | $\mathbf{3 6 . 9 \%}$ |  |


| FY '05 | FY '06 $\%$ change |  |
| ---: | ---: | ---: |
| 3,308 | $\mathbf{3 , 4 0 1}$ | $2.8 \%$ |
| 1,212 | $\mathbf{1 , 2 9 9}$ | $7.2 \%$ |
| $36.6 \%$ | $\mathbf{3 8 . 2 \%}$ |  |

Sales growth Q4 +3.9\% excluding currency effect
No currency impact on a full year basis
Virtually stable gross profit margin in Q4 as production and services efficiencies were able to offset the significant rise of raw material costs

## Raw Materials

Silver (USD/troyounce)


Aluminium (USD/ton)


Impact of higher raw material prices in Q4 was 34 million Euro ( 22 million Euro silver, 12 million Euro aluminium)

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

|  | Q4 05 | Q4 '06 \% change |  | FY '05 | FY '06 | \% change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross profit | 339 | 342 | 0.9\% | 1,212 | 1,299 | 7.2\% |
| R\&D | -48 | -50 | 4.2\% | -191 | -193 | 1.1\% |
| SG\&A* | -207 | -218 | 5.3\% | -801 | -832 | 3.9\% |
| as a \% of sales | 22.7\% | 23.5\% |  | 24.2\% | 24.5\% |  |
| Other operating items* | 2 | 6 |  | -1 | -18 |  |
| Recurring EBITDA** | 127 | 117 | -7.9\% | 380 | 408 | 7.4\% |
| as a \% of sales | 13.9\% | 12.6\% |  | 11.5\% | 12.0\% |  |
| Recurring EBIT** | 86 | 80 | -7.0\% | 219 | 256 | 16.9\% |
| as a \% of sales | 9.4\% | 8.6\% |  | 6.6\% | 7.5\% |  |

* Before restructuring and non-recurring items
** Before restructuring and non-recurring items and excluding the one-off income of 25 million Euro related to changes in the retiree medical plan in the Group's US affiliate booked in the fourth quarter of 2005

Recurring EBIT increased $16.9 \%$ in 2006 in spite of the 130 million Euro higher costs of silver and aluminium

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

|  | Q4 '05 Q4 '06\% change |  |  | FY '05 FY '06 \% change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Recurring EBIT* | 86 | 80 | -7.0\% | 219 | 256 | 16.9\% |
| Restructuring and non-recurring | -8 | -122 |  | -87 | -191 |  |
| Operating result | 78 | -42 | -153.8\% | 132 | 65 | -50.8\% |
| Non-operating result | -15 | -15 |  | -25 | -64 |  |
| Profit before taxes | 63 | -57 |  | 107 | 1 |  |
| Taxes and minority interest | -25 | 32 |  | -126 | 14 |  |
| Net result | 38 | -25 |  | -19 | 15 |  |

* Before restructuring and non-recurring items and excluding the one-off income of 25 million Euro related to changes in the retiree medical plan in the Group's US affiliate booked in the fourth quarter of 2005

Significant part of restructuring charges booked as negotiations with social partners are finalized in all countries

## Agfa Graphics

## AGFA

## Graphics: Sales (in million Euro)

| Total Sales |  | -1.2\% |  |
| :---: | :---: | :---: | :---: |
|  |  | $(-0.8 \%)^{* *}$ | $\nabla$ |
|  | 1,733 |  | 1,712 |
| Q4 | 465 | $\xrightarrow[(-1.2 \%)^{* *}]{-4.5 \%}$ | 444 |
| Q3 | 422 | $\xrightarrow[(-1.3 \%)^{* *}]{-3.3 \%}$ | 408 |
| Q2 | 446 | $\xrightarrow[(-2.5 \%)^{* *}]{-2.2 \%}$ | 436 |
| Q1 | 400 | $\xrightarrow[(+2.3 \%)^{* *}]{+6.0 \%}$ | 424 |
|  | 2005* |  | 2006 |

Split per Business Segment (2006)


* Including 49 million Euro sales from products transferred from Graphics to Specialty Products in 2006
** Excluding currency effect
On a comparable basis, sales excl. currency effects increased $0.9 \%$ in Q4 and $2.1 \%$ on a full year basis (incl. currency effects: $-2.4 \%$ in Q4 and $+1.7 \%$ on a full year basis)
Positive pricing effect offset by discontinuation of unprofitable business and currency effects


## Graphics: Key Figures (in million Euro)

|  | Q4 '05** | Q4 '06\% change |  | FY '05*** | FY '06 \% change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | 465 | 444 | -4.5\% | 1,733 | 1,712 | -1.2\% |
| Recurring EBITDA* | 35.8 | 33.7 | -5.9\% | 141.8 | 140.6 | -0.8\% |
| \% of sales | 7.7\% | 7.6\% |  | 8.2\% | 8.2\% |  |
| Recurring EBIT* | 14.8 | 17.7 | 19.6\% | 61.8 | 72.6 | 17.5\% |
| \% of sales | 3.2\% | 4.0\% |  | 3.6\% | 4.2\% |  |

* Before restructuring charges and non-recurring items and excluding the one-off income of 13 million Euro related to changes in the retiree medical plan in the Group's US affiliate booked in the fourth quarter of 2005
** Including 10 million Euro sales from products transferred from Graphics to Specialty Products in 2006
*** Including 49 million Euro sales from products transferred from Graphics to Specialty Products in 2006

Improved pricing, shift to more profitable digital prepress and production efficiencies offset higher raw materials costs ( 22 million Euro in Q4) and impact of significant start-up losses in inkjet

## Graphics: Highlights

- Newspapers / Commercial
- Nationwide News, Australia's largest newspaper publisher, goes all digital with Agfa Graphics
- Latin America reaches milestone of 100 newspaper CtP installations
- Chemistry-free :Azura plate with Thermofuse technology in use by more than 1,000 customers worldwide
- Deal with Nishikawa, one of the largest web press printers in Tokyo

- Inkjet
- Reynders (Belgium), Ypsilon (Belgium) and Mondi Packaging Flexibles (Austria) buy :Dotrix printing press
- Two confirmed orders for M-Press (PSD, France \& Serii Spain)
- Ink deal signed with DGI
- Xaar approved Agfa's ink for Omnidot 760


Agfa HealthCare

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## HealthCare: Sales (in million Euro)



Split per Business Segment (2006)


Strong Q4 sales due to seasonality and double digit growth of Enterprise Solutions, PACS/RIS and CR/DR
HealthCare IT now represents 32\% of sales

## HealthCare: Service Revenues (as \% of Sales)

Service Revenues


Service revenues increase with growing importance of HealthCare IT

## HealthCare: Key Figures (in million Euro)

|  | Q4 '05 | Q4 '06 | \% change |
| :--- | ---: | ---: | ---: |
| Sales | 407 | $\mathbf{4 2 5}$ | $4.4 \%$ |
| Recurring EBITDA* | 88.2 | $\mathbf{8 0 . 3}$ | $-9.0 \%$ |
| \% of sales | $21.7 \%$ | $\mathbf{1 8 . 9 \%}$ |  |
| Recurring EBIT* | 70.2 | $\mathbf{6 0 . 3}$ | $-14.1 \%$ |
| \% of sales | $17.3 \%$ | $\mathbf{1 4 . 2 \%}$ |  |


| FY '05 | FY '06 | \% change |
| ---: | ---: | ---: |
| 1,405 | $\mathbf{1 , 4 5 2}$ | $3.3 \%$ |
| 224.9 | $\mathbf{2 3 9 . 4}$ | $6.4 \%$ |
| $16.0 \%$ | $\mathbf{1 6 . 5 \%}$ |  |
| 150.9 | $\mathbf{1 6 1 . 4}$ | $7.0 \%$ |
| $10.7 \%$ | $\mathbf{1 1 . 1 \%}$ |  |

[^0]Higher silver costs (additional 6 million Euro in Q4) and initial investments in the international roll-out of ORBIS affect profitability

## HealthCare: Q4 Highlights

- Imaging
- Successful launch of entry-level CR 30-X
- Dual source agreement with Premier for CR solutions

- IT
- Faster than planned European roll-out of ORBIS
- Several PACS/RIS contracts signed, such as Nuffield Hospital Group and Classic Hospitals
- NHS contract still on track

Classic Hospitals 0 dedicatad to you

Agfa Specialty Products

AGFA

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

|  | Q4 ${ }^{\prime} 05^{* *}$ | Q4 '06 \% change |  |
| :--- | ---: | ---: | ---: |
| Sales | 41 | 58 | $41.5 \%$ |
| EBITDA* $^{*}$ | 7.4 | 5.6 | $-24.3 \%$ |
| \% of sales | $18.0 \%$ | $9.7 \%$ |  |
| EBIT* $^{*}$ \% of sales | 5.4 | $\mathbf{4 . 6}$ | $-14.0 \%$ |


| FY '05*** | FY '06 | \% change |
| ---: | ---: | ---: |
| 170 | 237 | $39.4 \%$ |
| 21.0 | 45.3 | $115.7 \%$ |
| $12.4 \%$ | $19.1 \%$ |  |
| 14.0 | 39.3 | $180.6 \%$ |
| $8.2 \%$ | $16.6 \%$ |  |

* Before restructuring charges and non-recurring items
** Excluding 10 million Euro sales from products transferred from Graphics to Specialty Products in 2006
*** Excluding 49 million Euro sales from products transferred from Graphics to Specialty Products in 2006

On a comparable basis, sales increased $13.7 \%$ in Q4 and $8.2 \%$ on a full year basis, mainly driven by Cine and NDT
Margin impacted by higher silver costs in Q4 and volume related rebates

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

Assets

|  | 3,982 | 3,832 |
| :--- | :---: | :---: |
| Non-current <br> assets | 1,561 | 1,407 |
|  |  | 2,129 |

Liabilities


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



Trade Payables
Target: 55 days


## Balance Sheet: Key Figures

Net Financial Debt (in million Euro)


Gearing Ratio (\%)


Comfortable level of gearing ratio of $75 \%$

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



Free cash flow


[^1]
## Earnings and Dividend per Share (in Eurocent)

Earnings per Share


Dividend per Share



* Number of shares used for calculation : 125,603,444 in 2005 and 124,781,170 In 2006
** Extraordinary dividend linked to NDT divestiture
$\|$ Proposed dividend of 50 cents


## Details on Demerger

## AGFA

## Demerger of Agfa-Gevaert NV

- Split in three independent, publicly traded companies
- Representing activities of Agfa Graphics, Agfa HealthCare and Agfa Materials
- Better positioning to pursue strategic objectives with direct access to capital markets and use of own cash flow
- Three companies have size, fundamental strength, industry leadership and organizational talent to succeed independently
- Process expected to be completed by the end of 2007


## Agfa Graphics

- Innovation
- Digital plate systems
- Enterprise and project software
- UV inks and high end industrial inkjet systems
- Market leadership and growth
- Increased quality and value selling in prepress
- New products such as inkjet
- New regions such as China, India, Russia and Brazil
- Cost efficiency


## Agfa Graphics

- Sales:
-2006: 1.7 billion Euro
-Target 2008: 1.9 billion Euro
- Employees: $\pm 5,900$


## Agfa HealthCare

- Expertise in medical imaging
- Conventional and digital imaging
- Extension from radiology to other hospital departments
- Complete portfolio for managing complex images
- Hospital IT
- Link with Imaging to drive transformation of healthcare industry
- International roll-out of state-of-the-art enterprise-wide healthcare information system
- E-health solutions for governments and regions


## Agfa HealthCare

- Sales:
-2006: 1.5 billion Euro
-Target 2008: 1.7 billion Euro
- Employees: $\pm 5,800$


## Agfa Materials

- Cost leadership and operational excellence in film manufacturing
- Exclusive supply agreements with Agfa Graphics and Agfa HealthCare
- Consolidation of film production volumes
- Market leader in industrial film niche markets
- Technological know-how to develop new business
- Stable and strong cash flow


## Agfa Materials

- Sales:

Target 2008: 700 million
Euro (incl. sales to Graphics and HealthCare)

- Employees: $\pm 3,000$

Questions \& Answers

AGFA


[^0]:    * Before restructuring and non-recurring items and excluding the one-off income of 12 million Euro related to changes in the retiree medical plan in the Group's US affiliate booked in the fourth quarter of 2005.

[^1]:    * Exceptional due to termination of securitisation

