

Q2 2014 Results

27 August 2014



Profit & Loss: Key Figures (in million Euro)

	Q2'13	Q2'14	Δ % (excl. X-rate)	H1'13	H1'14	Δ % (excl. X-rate)
Sales	732	651	-11.1%(-8.3%)	1,437	1,273	-11.4%(-8.5%)
Gross Profit*	211	207	-1.9%	414	389	-6.0%
as a % of sales	28.8%	31.8%		28.8%	30.6%	
SG&A*	-137	-125	-8.8%	-277	-253	-8.7%
SG&A as % of sales	18.7%	19.2%		19.3%	19.9%	
R&D*	-36	-37	2.8%	-75	-72	-4.0%
Other operating items*	-2	-2		-6	-2	
Recurring EBITDA*	56	63	12.5%	97	97	0.0%
as a % of sales	7.7%	9.7%		6.8%	7.6%	
Recurring EBIT*	36	46	27.8%	57	62	8.8%
as a % of sales	4.9%	7.1%		4.0%	4.9%	

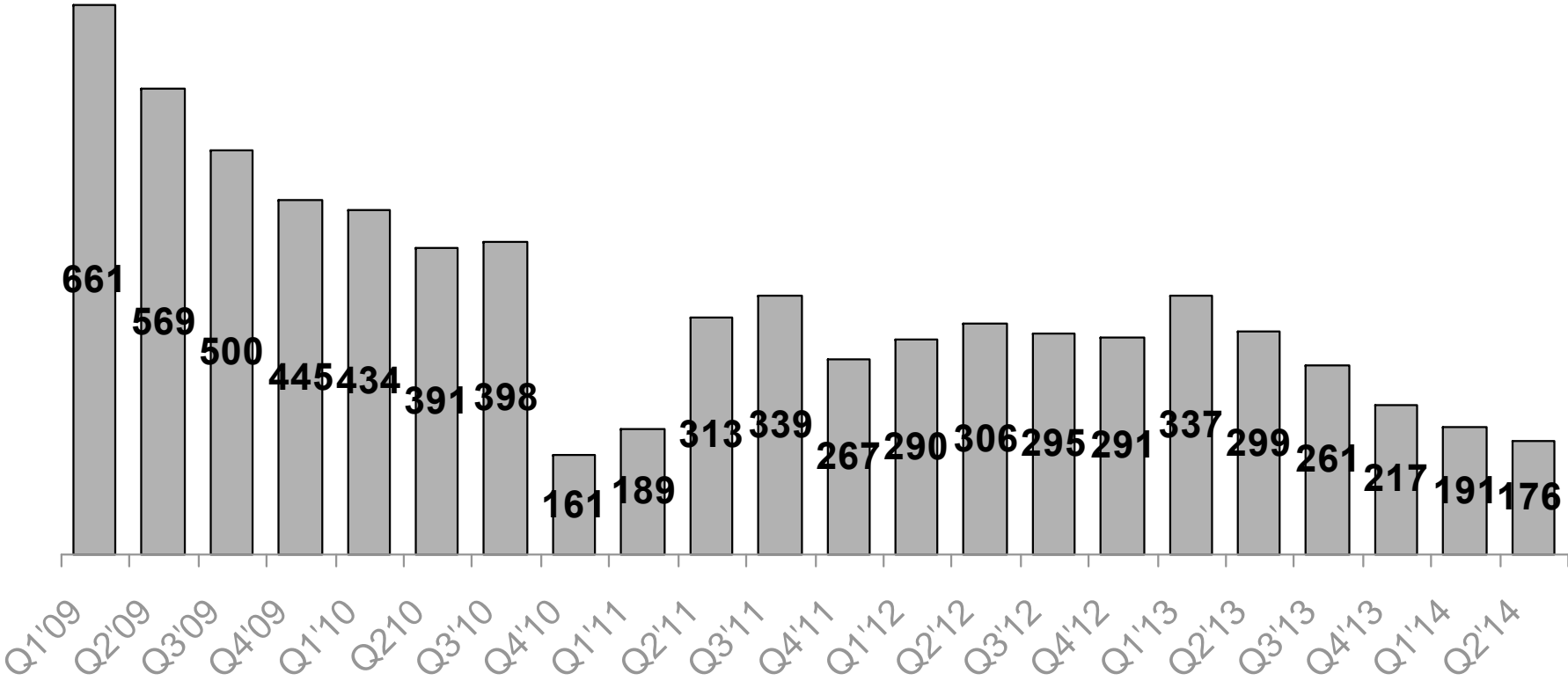
* Before restructuring charges and non-recurring items

Profit & Loss: Key Figures (in million Euro)

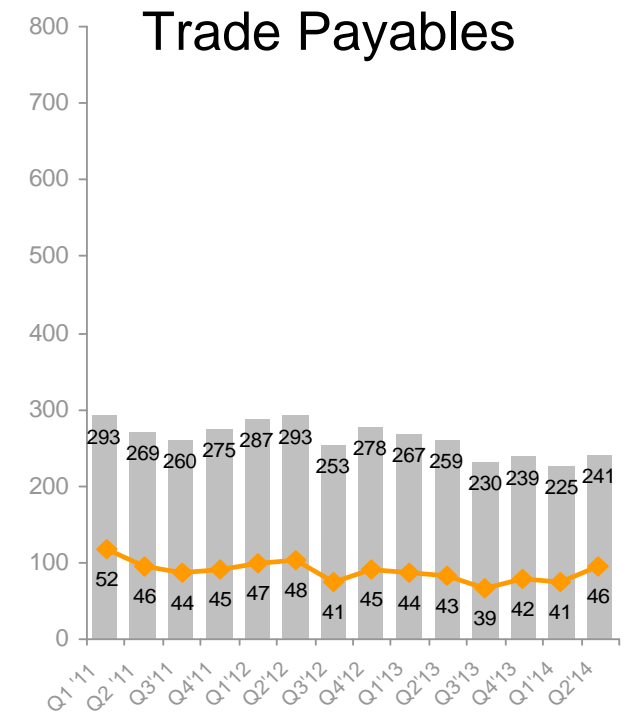
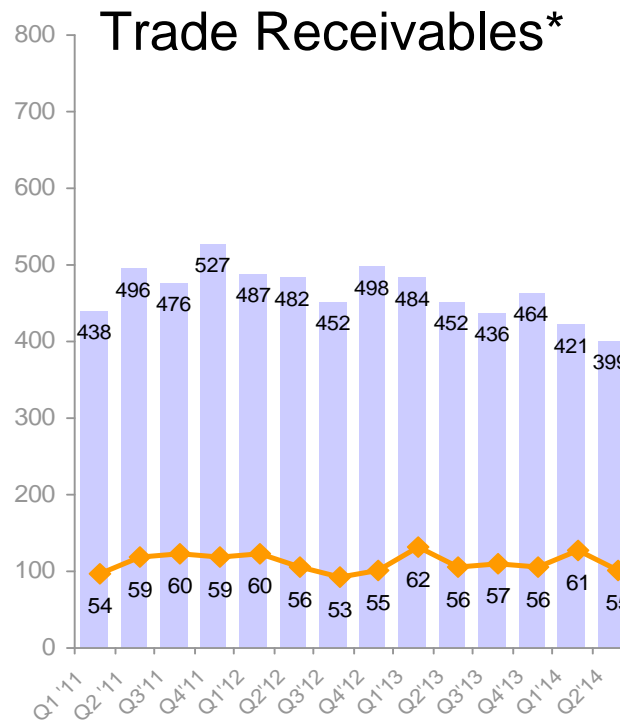
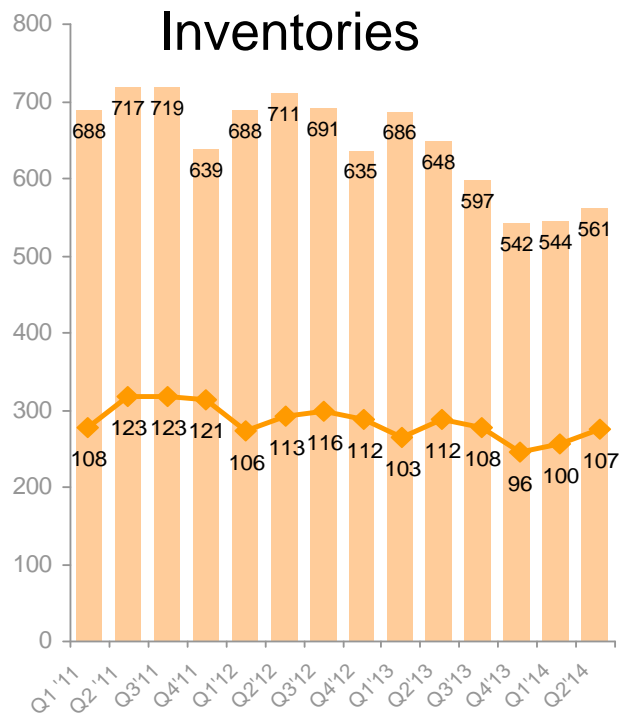
	Q2 '13	Q2 '14	Δ %	H1 '13	H1 '14	Δ %
Recurring EBIT*	36	46	27.8%	57	62	8.8%
Restructuring and non-recurring	31	-2		22	-3	
Operating result	67	44		79	59	
Non-operating result	-21	-13		-37	-27	
Profit before taxes	46	31		42	32	
Taxes	-23	-3		-31	-3	
Net result	23	28		11	29	
of which attr to owners of the company	21	26		8	25	
of which attr to non controlling interests	2	2		3	4	

* Before restructuring charges and non-recurring items

Net Financial Debt (in million Euro)



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



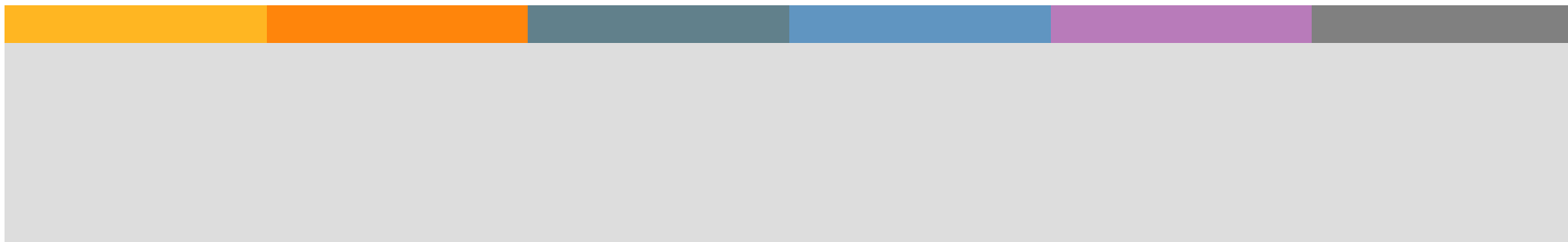
* Trade receivables minus deferred revenue and advanced payments from customers

Main Group Drivers behind Key Figures

Q2 2014

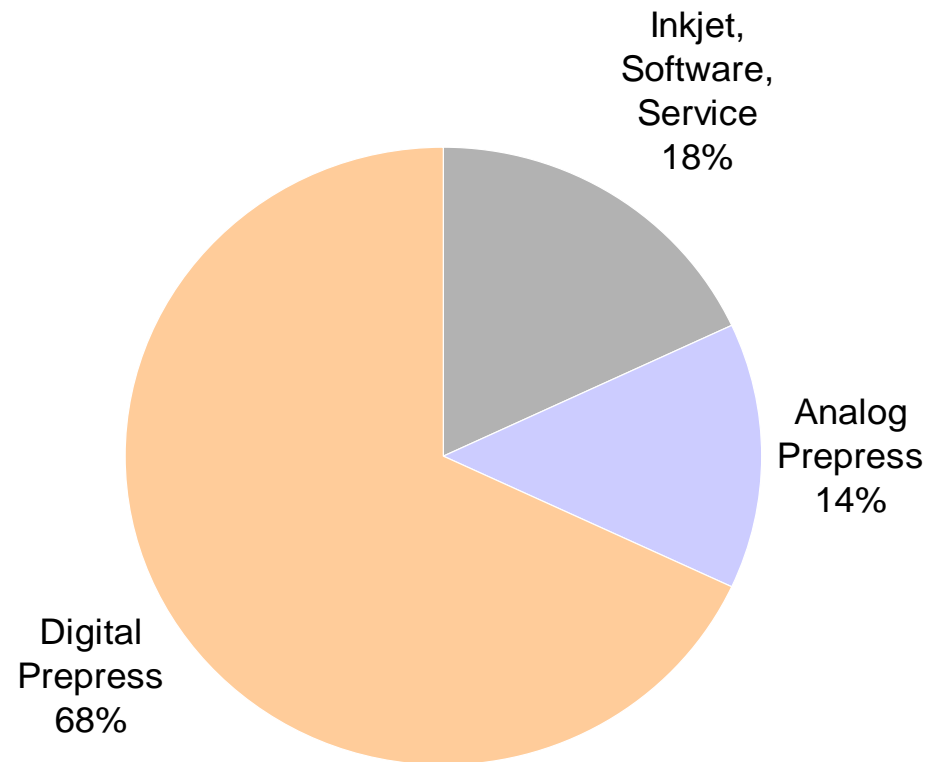
- Group revenue impacted by the weakness in the emerging markets, currency effects and the challenging conditions in the US healthcare market
- Gross profit margin improved by 3 percentage points
- Net profit grew to 28 million Euro
- Net debt decreased to 176 million Euro

Graphics



Graphics: YTD Sales per Business Segment

1H 2014
100% = 666 million Euro



Graphics: Key Figures (in million Euro)

	Q2'13	Q2'14	Δ % (excl. curr.)	H1'13	H1'14	Δ % (excl. curr.)
Sales	380	339	-10.8%(-8.7%)	751	666	-11.3%(-9.0%)
Gross Profit*	97	100	3.1%	190	190	0.0%
as a % of sales	25.5%	29.5%		25.3%	28.5%	
SG&A*	-73	-66	-9.6%	-148	-133	-10.1%
as % of sales	19.2%	19.5%		19.7%	20.0%	
R&D*	-10	-12	20.0%	-21	-21	0.0%
Other operating items*	-1	0		-4	-2	
Recurring EBITDA*	21.9	28.9	32.0%	35.5	49.3	38.9%
as a % of sales	5.8%	8.5%		4.7%	7.4%	
Recurring EBIT*	12.7	21.5	69.3%	17.1	34.1	99.4%
as a % of sales	3.3%	6.3%		2.3%	5.1%	

* Before restructuring charges and non-recurring items

Graphics: Main Drivers behind Key Figures

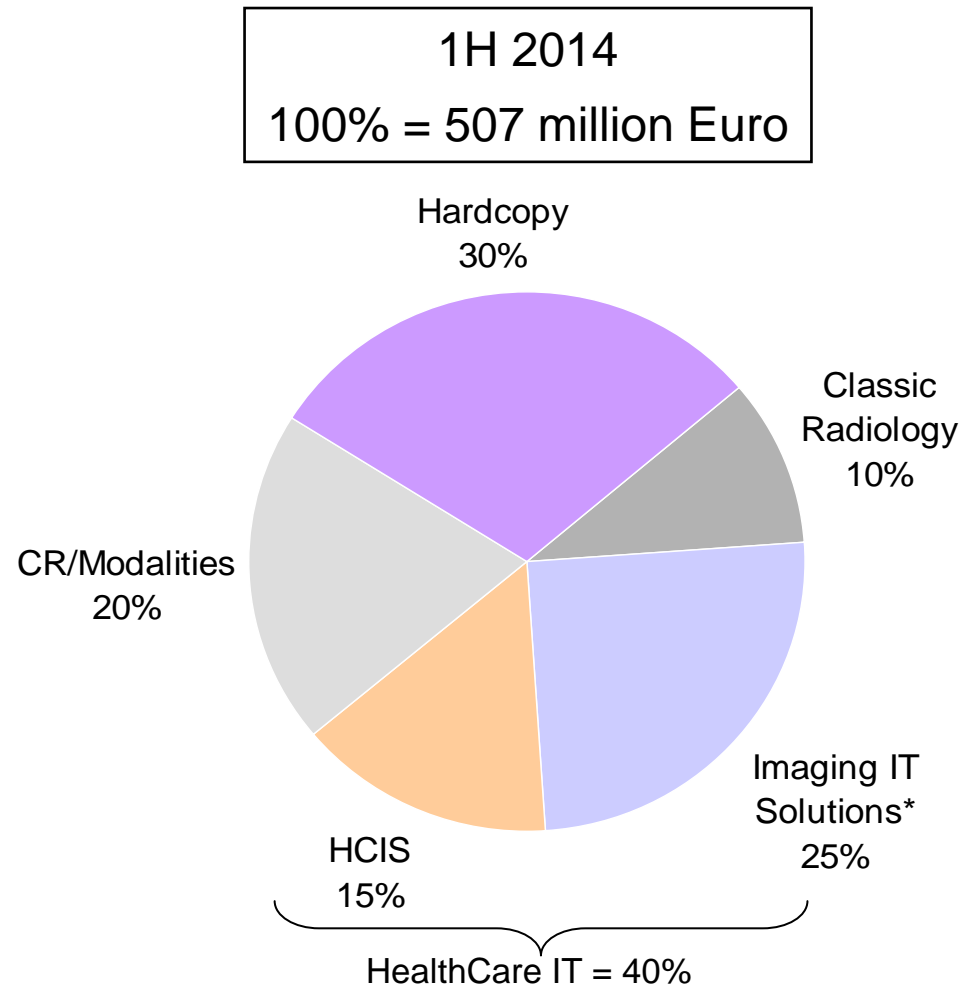
Q2 2014

- On top of the negative currency effects, Agfa Graphics' revenue was impacted by the weakness in the emerging markets
- The analog prepress business continued to decline and digital prepress continued to suffer from competitive pressure
- Profitable volume increase in the industrial inkjet segment mainly driven by the success of the recently released wide-format printing solutions
- The gross profit margin improved due to targeted efficiency programs, helped by the raw material effects
- Recurring EBIT at 21.5 million Euro
- Business highlights
 - Several important computer-to-plate contracts signed in Japan
 - EDP awards for the Asanti workflow solution, the Jeti Titan HS printer and the Altamira LM ink technology
 - At the InPrint event, Agfa Graphics demonstrated how inkjet printing can be integrated in industrial manufacturing lines

HealthCare



HealthCare: YTD Sales per Business Segment



* Includes Radiology and Cardiology IT

HealthCare: Key Figures (in million Euro)

	Q2'13	Q2'14	Δ % (excl. curr.)	H1'13	H1'14	Δ % (excl. curr.)
Sales	294	263	-10.5%(-6.4%)	570	507	-11.1%(-7.1%)
Gross Profit*	102	99	-2.9%	199	183	-8.0%
as a % of sales	34.7%	37.6%		34.9%	36.1%	
SG&A*	-58	-53	-8.6%	-117	-108	-7.7%
as % of sales	19.7%	20.2%		20.5%	21.3%	
R&D*	-24	-24	0.0%	-49	-48	-2.0%
Other operating items*	-1	1		-2	0	
Recurring EBITDA*	28.7	32.3	12.5%	50.1	45.0	-10.2%
as a % of sales	9.8%	12.3%		8.8%	8.9%	
Recurring EBIT*	18.9	23.5	24.3%	30.5	27.2	-10.8%
as a % of sales	6.4%	8.9%		5.4%	5.4%	

* Before restructuring charges and non-recurring items

HealthCare: Main Drivers behind Key Figures

Q2 2014

- On top of the currency effects, Agfa HealthCare's revenue was impacted by the weakness in the emerging markets
- In the Imaging segment, the direct radiography business performed strongly and the hardcopy business performed well
- In the IT segment, the Healthcare Information Solutions business performed well, whereas Imaging IT Solutions continued to suffer from the uncertain investment climate in the US
- Gross profit margin improved significantly thanks to targeted efficiency programs and favorable raw material effects
- Recurring EBIT at 23.5 million Euro
- Business highlights
 - Premier Inc.'s Supplier Legacy Award for operational excellence
 - Introduction ICIS Mobile and Web Capture and partnership with Hyland in the US
 - Several DR contracts signed – e.g. 29 DX-D 600 units for care centers in West Bengal, India

Specialty Products



Specialty Products: Key Figures (in million Euro)

	Q2 '13	Q2 '14	Δ % (excl. curr.)	H1'13	H1'14	Δ % (excl. curr.)
Sales	58	49	-15.5%(-14.1%)	116	100	-13.8%(-12.9%)
Gross profit*	12	8	-33.3%	25	16	-36.0%
as a % of sales	20.7%	16.3%		21.6%	16.0%	
SG&A*	-6	-5	-16.7%	-12	-11	-8.3%
as a % of sales	10.3%	10.2%		10.3%	11.0%	
R&D*	-2	-2	0.0%	-5	-3	-40.0%
Other operating items*	1	1		2	1	
Recurring EBITDA*	6.5	3.3	-49.2%	13.0	5.1	-60.8%
as a % of sales	11.2%	6.7%		11.2%	5.1%	
Recurring EBIT*	5.4	2.2	59.3%	10.9	2.8	-74.3%
as a % of sales	9.3%	4.5%		9.4%	2.8%	

* Before restructuring charges and non-recurring items

Specialty Products: Main Drivers behind Key Figures

Q2 2014

- Mainly due to the lower silver price, revenue decreased to 49 million Euro.
- The future-oriented businesses (mainly Synaps Synthetic Paper and Orgacon Electronic Materials) as well as the PCB business performed well
- Recurring EBIT at 2.2 million Euro

Questions & Answers

