

# Q4 and Full Year 2015 Results

March 10, 2016



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

	Q4'14	Q4'15	Δ % (excl. X-rate)	FY'14	FY'15	Δ % (excl. X-rate)
Sales	711	672	-5.5%(-9.3%)	2,620	2,646	1.0%(-5.7%)
Gross Profit*	222	208	-6.3%	807	843	4.5%
as a % of sales	31.2%	31.0%		30.8%	31.9%	
SG&A*	-130	-129	-0.8%	-505	-520	3.0%
as a % of sales	18.1%	19.2%		19.2%	19.7%	
R&D*	-37	-35	-5.4%	-146	-144	-1.4%
Other operating items*	1	8		-4	2	
Recurring EBITDA*	74	65	-12.2%	222	240	8.1%
as a % of sales	10.4%	9.7%		8.5%	9.1%	
Recurring EBIT*	56	50	-10.7%	152	180	18.4%
as a % of sales	7.9%	7.4%		5.8%	6.8%	

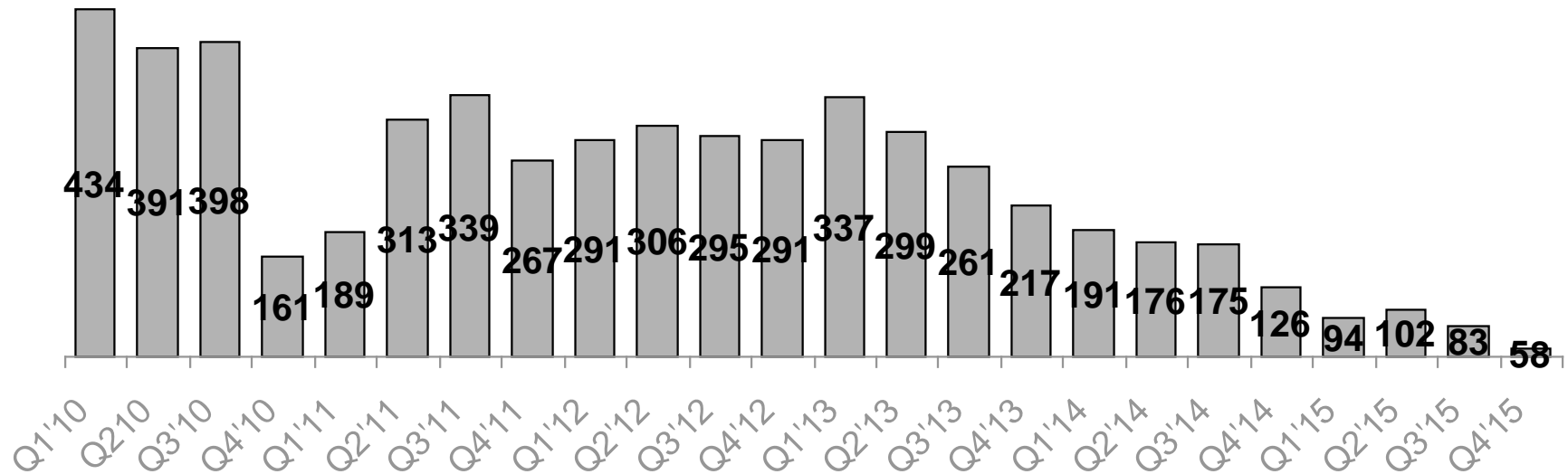
\* Before restructuring charges and non-recurring items

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

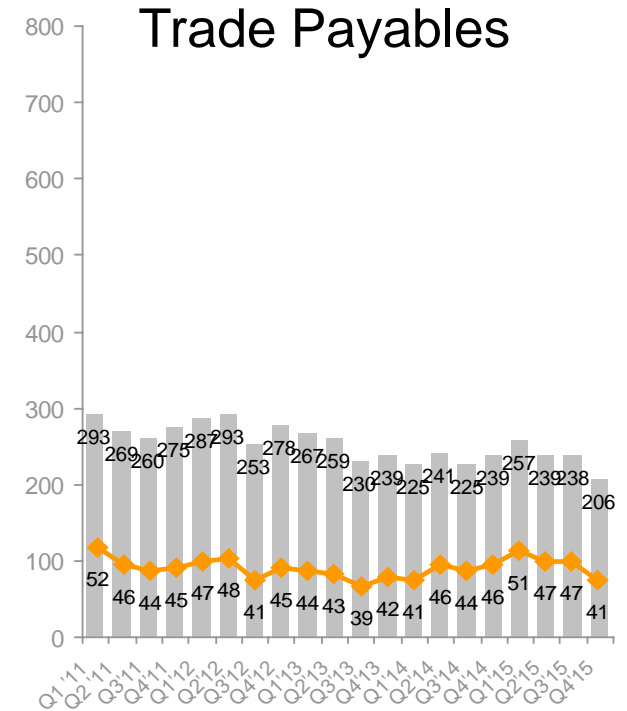
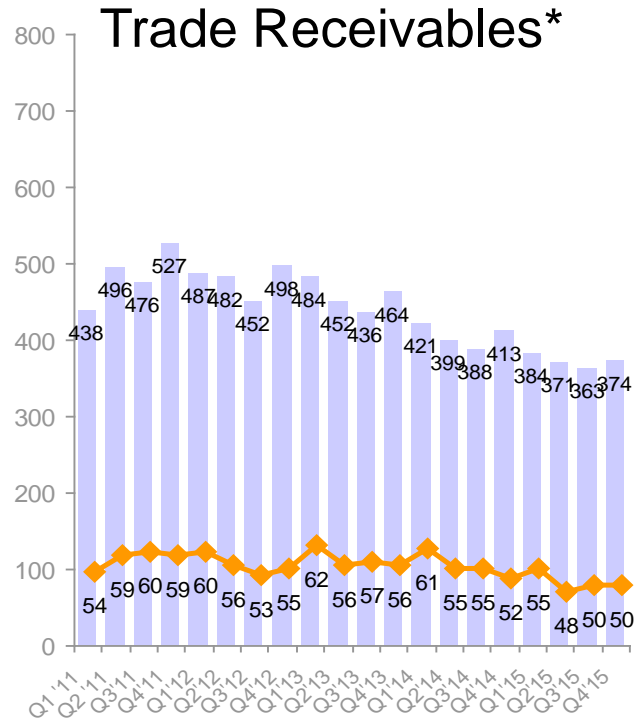
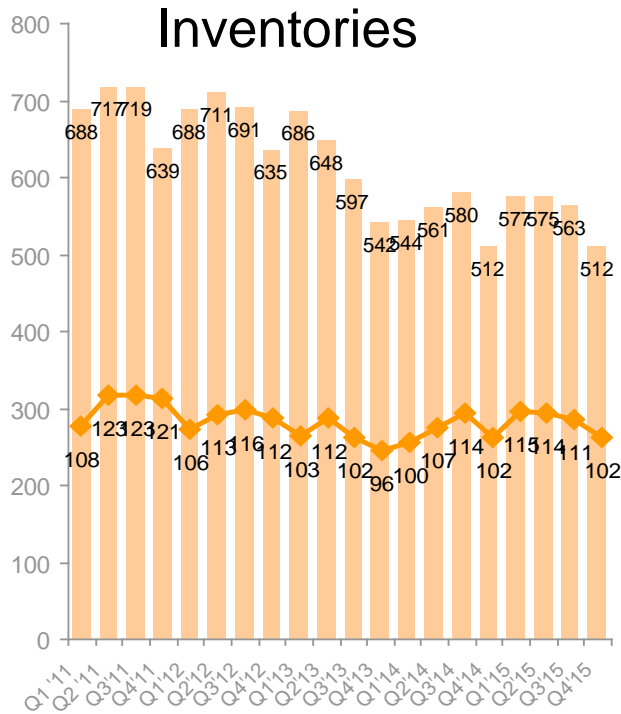
	Q4 '14	Q4 '15	Δ %	FY'14	FY'15	Δ %
Recurring EBIT*	56	50	-10.7%	152	180	18.4%
Restructuring and non-recurring	-8	-4		-16	-19	
Operating result	48	46	-4.2%	136	161	18.4%
Non-operating result	-17	-31		-59	-74	
Profit before taxes	31	15		77	87	
Taxes	-10	-5		-18	-16	
Net result	21	10		59	71	
of which attr to equity holders of the company	19	7		50	62	
of which attr to non controlling interests	2	3		9	9	

\* Before restructuring charges and non-recurring items

# Net Financial Debt (in million Euro)



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



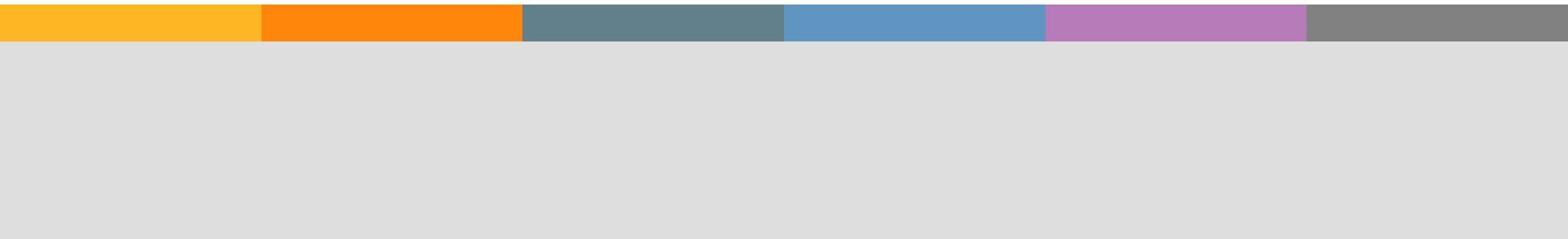
\* Trade receivables minus deferred revenue and advanced payments from customers

# Main Group Drivers behind Key Figures

## Q4 2015

- In spite of the continuous good performance of the growth engines (including Agfa Graphics' inkjet business and Agfa HealthCare's Direct Radiography and IT solutions) and positive currency effects, the Group's revenue decreased. The top line was mainly impacted by the alignment of Agfa HealthCare's stock policy for hardcopy at distributors' level with the economic situation in China and Latin America.
- As targeted efficiency programs counterbalanced the effects of the temporary revenue drop of Agfa HealthCare's hardcopy film, the Group's gross profit margin remained almost stable.
- Recurring EBIT at 50 million Euro
- Net debt at 58 million Euro

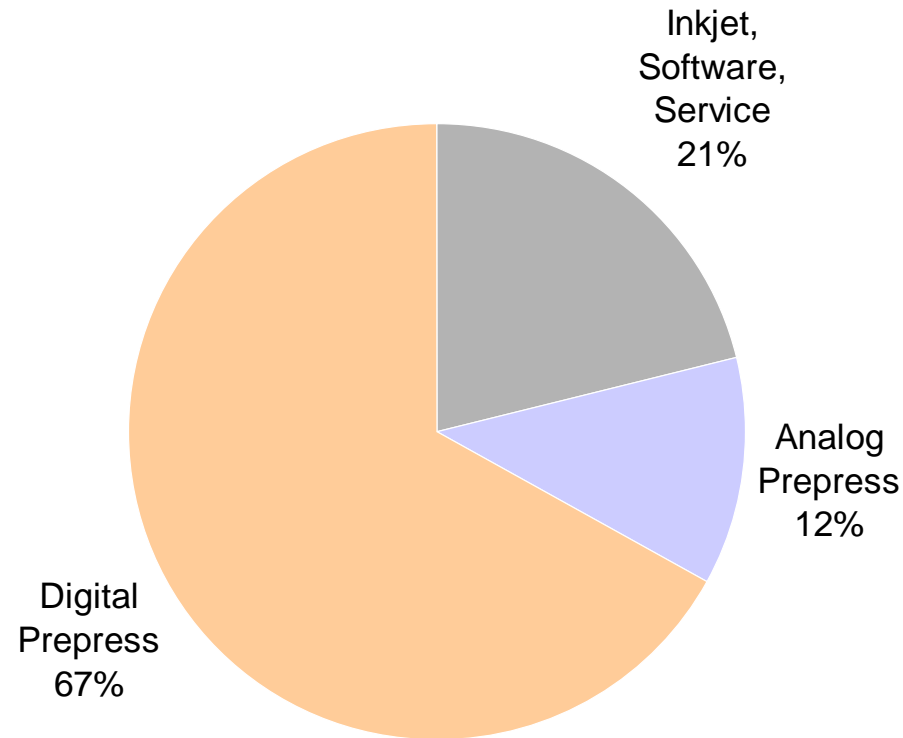
# Graphics





# Graphics: YTD Sales per Business Segment

FY 2015  
100% = 1,358 million Euro



# Graphics: Key Figures (in million Euro)

	Q4'14	Q4'15	$\Delta$ % (excl. curr.)	FY'14	FY'15	$\Delta$ % (excl. curr.)
Sales	361	350	-3.0%(-8.0%)	1,355	1,358	0.2%(-7.5%)
Gross Profit*	101	99	-2.0%	384	384	0.0%
as a % of sales	28.0%	28.3%		28.3%	28.3%	
SG&A*	-68	-68	0.0%	-266	-273	2.6%
as a % of sales	18.8%	19.4%		19.6%	20.1%	
R&D*	-11	-11	0.0%	-42	-45	7.1%
Other operating items*	-1	-1		-6	-1	
Recurring EBITDA*	29.0	28.9	-0.3%	100.4	94.7	-5.7%
as a % of sales	8.0%	8.3%		7.4%	7.0%	
Recurring EBIT*	21.2	22.2	4.7%	70.0	65.3	-6.7%
as a % of sales	5.9%	6.3%		5.2%	4.8%	

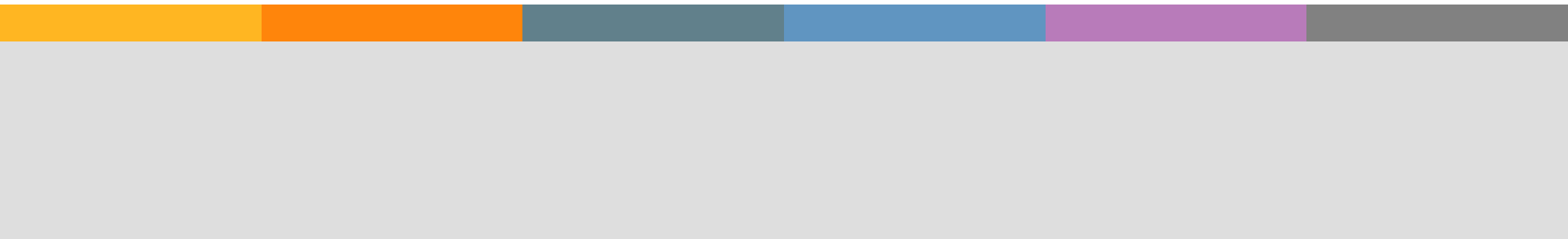
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# Graphics: Main Drivers behind Key Figures

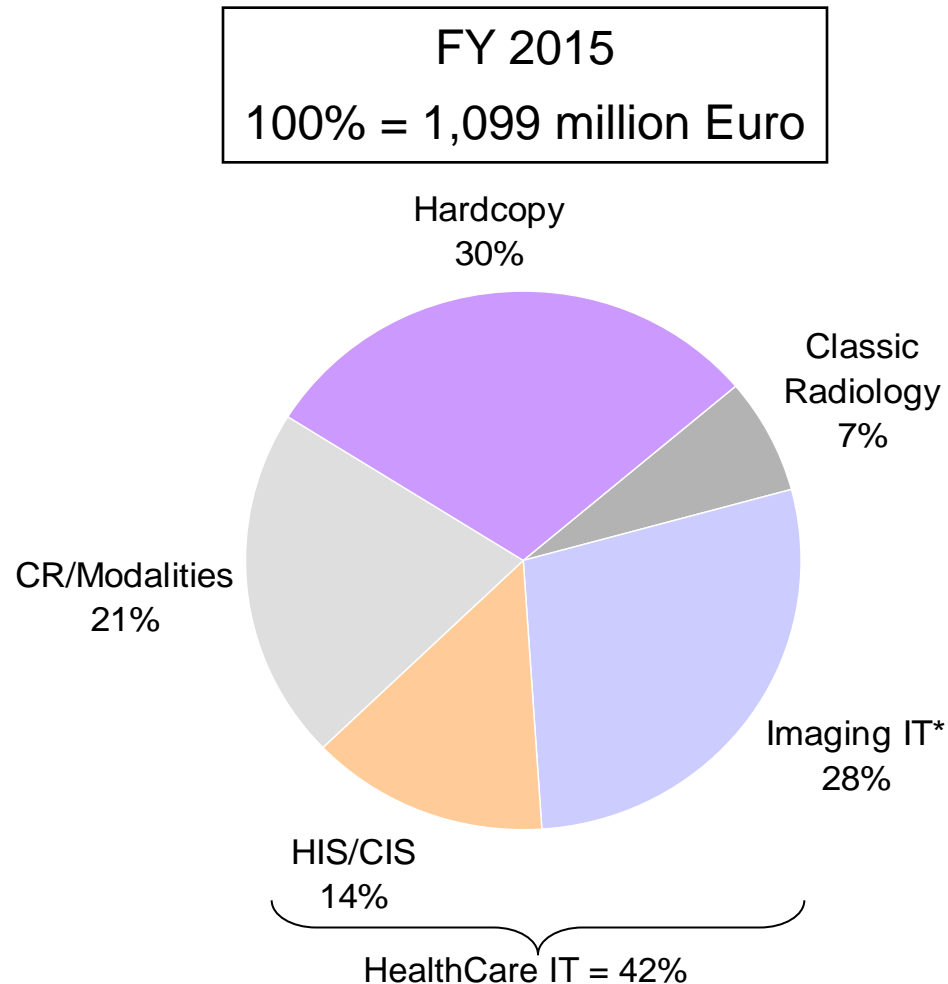
## Q4 2015

- The tough conditions in the emerging markets and the political instability in certain regions continued to weigh on Agfa Graphics' top line. In the fourth quarter, the inkjet segment continued to perform strongly. In spite of the competitive pressure, the volume trend in the prepress segment's digital computer-to-plate (CtP) started to improve. The analog computer-to-film (CtF) business continued to decline strongly.
- Mainly due to its efficiency projects, Agfa Graphics succeeded in improving its gross profit margin.
- Recurring EBIT at 22.2 million Euro
- Business highlights:
  - Product of the Year awards for Anapurna M2540i, Jeti Mira and Jeti Tauro
  - Eye-catching prepress contracts in Germany: Ebner & Spiegel; STI
  - Successes in Japan: Nikkei; Nishikawa

# HealthCare



# HealthCare: YTD Sales per Business Segment



\* Includes Radiology and Cardiology IT

# HealthCare: Key Figures (in million Euro)

	Q4'14	Q4'15	$\Delta$ % (excl. curr.)	FY'14	FY'15	$\Delta$ % (excl. curr.)
Sales	303	275	-9.2%(-12.1%)	1,069	1,099	2.8%(-3.3%)
Gross Profit*	115	99	-13.9%	391	416	6.4%
as a % of sales	38.0%	36.0%		36.6%	37.9%	
SG&A*	-56	-56	0.0%	-216	-223	3.2%
as a % of sales	18.5%	20.4%		20.2%	20.3%	
R&D*	-24	-21	-12.5%	-97	-90	-7.2%
Other operating items*	0	5		1	4	
Recurring EBITDA*	43.2	34.2	-20.8%	114.4	134.0	17.1%
as a % of sales	14.3%	12.4%		10.7%	12.2%	
Recurring EBIT*	34.6	27.6	-20.2%	79.4	107.4	35.3%
as a % of sales	11.4%	10.0%		7.4%	9.8%	

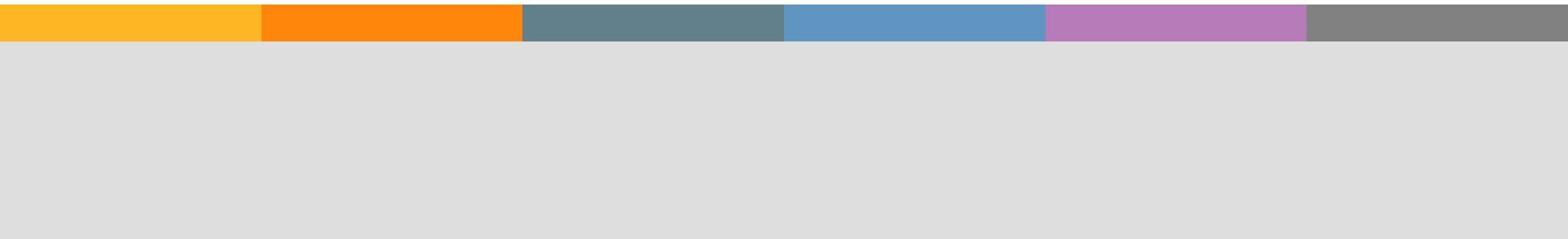
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# HealthCare: Main Drivers behind Key Figures

## Q4 2015

- Agfa HealthCare's fourth quarter top line decline is mainly due to the stock decisions in the hardcopy film business.
- In the Imaging segment's digital radiography business, the DR product range's revenue continued to grow strongly.
- In the IT segment, the HealthCare Information Solutions range posted revenue growth. In the field of Imaging IT Solutions, the order book and the installed base for the new Enterprise Imaging platform are growing steadily.
- Mainly due to the stock measures for hardcopy film, Agfa HealthCare's gross profit margin decreased.
- Recurring EBIT at 27.6 million Euro.
- Business highlights:
  - Important DR contracts: Rush University Medical Center; Klinikum Ludwigsburg; ...
  - Agfa HealthCare identified as Number 1 Enterprise Imaging IT vendor in the 2015 Trends in Medical Imaging Technology Report
  - Over 250 agreements for Enterprise Imaging solution since its launch

# Specialty Products





# Specialty Products: Key Figures (in million Euro)

	Q4'14	Q4'15	$\Delta$ % (excl. curr.)	FY'14	FY'15	$\Delta$ % (excl. curr.)
Sales	48	47	-2.1%(-2.7%)	197	189	-4.1%(-7.4%)
Gross Profit*	8	9	12.5%	33	42	27.3%
as a % of sales	16.7%	19.1%		16.8%	22.2%	
SG&A*	-5	-6	20.0%	-22	-24	9.1%
as a % of sales	10.4%	12.8%		10.7%	12.7%	
R&D*	-2	-3	50.0%	-7	-9	28.6%
Other operating items*	1	1		3	3	
Recurring EBITDA*	2.4	2.9	20.8%	10.9	16.7	53.2%
as a % of sales	5.0%	6.2%		5.5%	8.8%	
Recurring EBIT*	1.4	1.9	35.7%	6.6	12.7	92.4%
as a % of sales	2.9%	4.0%		3.4%	6.7%	

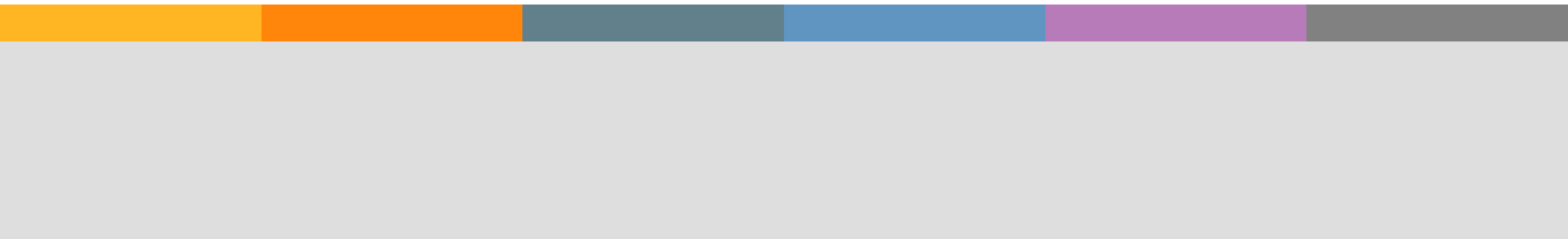
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# Specialty Products: Main Drivers behind Key Figures

## Q4 2015

- The decline of the traditional film businesses was almost counterbalanced by the strong performance of the Printed Circuit Board business and the future-oriented businesses, including Orgacon Electronic Materials and Security.
- Recurring EBIT at 1.9 million Euro
- Business highlight:
  - Development agreements in the Printed Circuit Board business

# Pensions



# Pension status (4 material countries)

Mio Euro	2014	2015	Delta
<b>Funded Status</b>	<b>(1155)</b>	<b>(1094)</b>	<b>61</b>
Obligations	2286	2250	36
Assets	1131	1156	25

- The funded status is mainly influenced by slightly higher discount rates and by an increase in value of plan assets.

# Pension cost and cash outflow (4 material countries)

Mio Euro	2014	2015	2016 (Est)
Pension Cost in Ebit	20	26	23
Net interest cost	31	28	30
Non recurring	(7)	-	
<b>Total pension cost</b>	<b>44</b>	<b>54</b>	<b>53</b>
<b>Pension cash outflow</b>	<b>86</b>	<b>80</b>	<b>74</b>

- Pension cost:
  - Total recurring pension cost expected to remain stable versus 2015.
  - Pension cost in EBIT expected to decrease in 2016 due to higher discount rate.
- Pension cash outflow:
  - Total cash outflow at lower level versus 2010-2014 due to targeted actions.
  - Cash flow guidance: expected cash outflow below EBITDA about 50 million Euro for the next few years.

Q&A