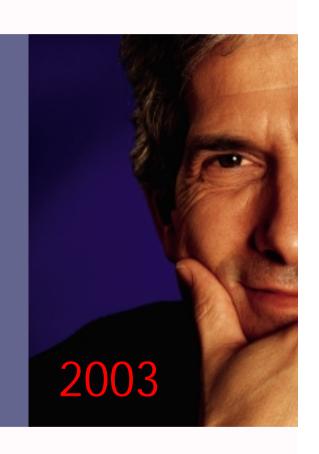
## Results 1st Quarter 2003

Telephone Conference - May 8th, 2003





## P&L: Key figures (in mio Euros)

|                            | 10 '03 | 10 '02 | %      |
|----------------------------|--------|--------|--------|
| Sales                      | 1,027  | 1,137  | -9.7%  |
| Sales exc. currency effect | 1,121  | 1,137  | -1.4%  |
| COGS                       | 576    | 644    | -10.6% |
| Gross profit               | 451    | 493    | -8.5%  |
| as % of sales              | 43.9%  | 43.4%  |        |
|                            |        |        | 1      |

Turnover heavily affected by dollar weakness; drop limited to a moderate 1.4% excl. currency effects.

Gross profit margin improves in spite of dollar and continuous economic weakness.



## P&L: Key figures (in mio Euros)

|   | 10 '03 | 10 '02 | %      |
|---|--------|--------|--------|
| Gross profit                                | 451    | 493    | -8.5%  |
| SG&A  | 273    | 302    | -9.6%  |
| R&D   | 58     | 62     | -6.5%  |
| Other operating expenses                    | 35     | 51     | -31.4% |
| of which: - restructuring and non-recurring | 8      | 25     | -68.0% |
| - goodwill                                  | 10     | 13     | -23.1% |
| Operating result                            | 85     | 78     | +9.0%  |
| as % of sales                               | 8.3%   | 6.9%   |        |



SG&A decreased thanks to further cost cutting.



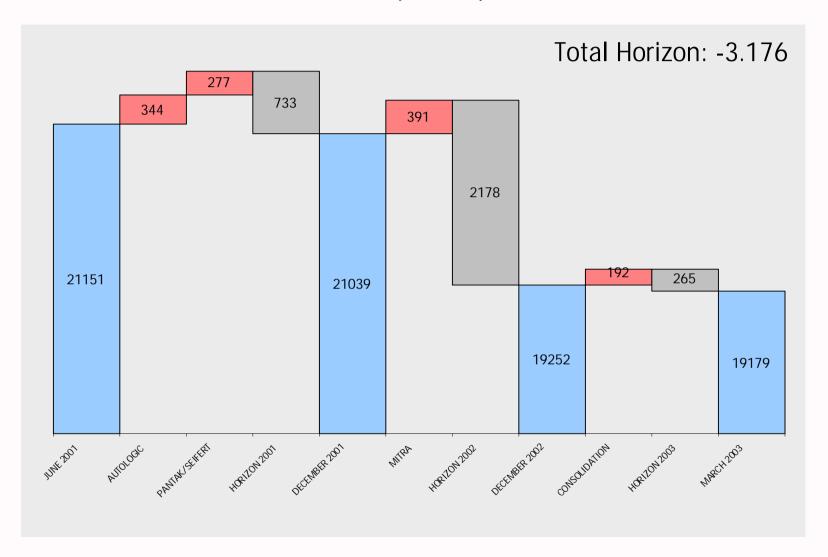
R&D overlaps eliminated.



Operating result increased 9%



#### Horizon: staff levels (FTEs)





## P&L: Key figures (in mio Euros)

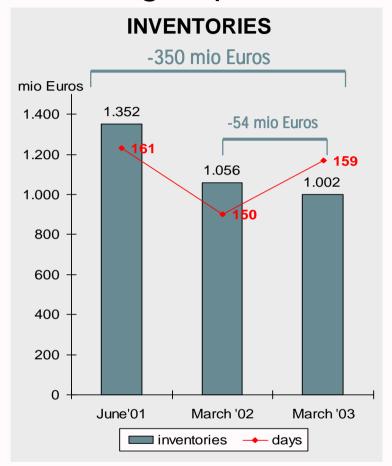
|                      | 1Q '03 | 10 '02 | %       |
|----------------------|--------|--------|---------|
| Operating result     | 85     | 78     | +9.0%   |
| Non-operating result | -21    | -20    | -5.0%   |
| Profit before taxes  | 64     | 58     | +10.3%  |
| Taxes                | 25     | 41     | -39.0%  |
| Net result           | 39     | 17     | +129.4% |
|                      | l      |        | I       |

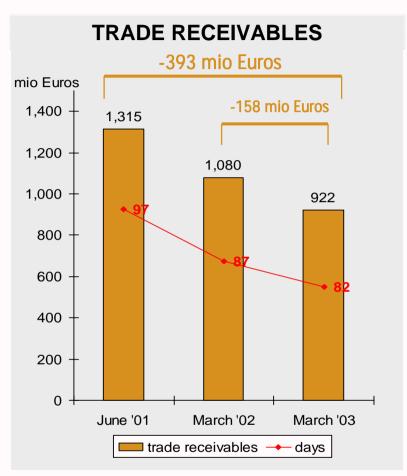


Net result more than doubles, thanks to improved operating result and normalisation of tax rate.



#### Working capital



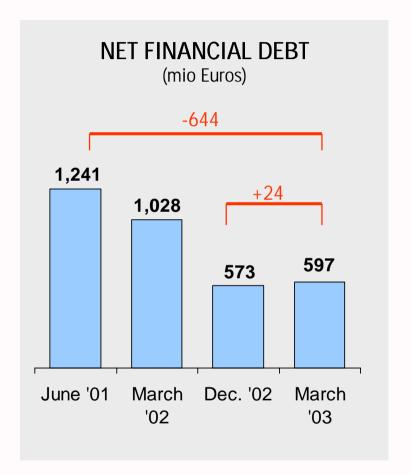


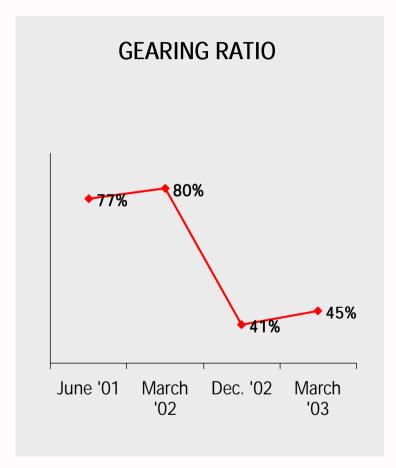


Reduction of 212 mio Euros compared to Q1 '02, partially helped by dollar effect. Days of inventories increased due to unexpected weak economy in first months of 2003.



#### Balance sheet: Key figures 2002

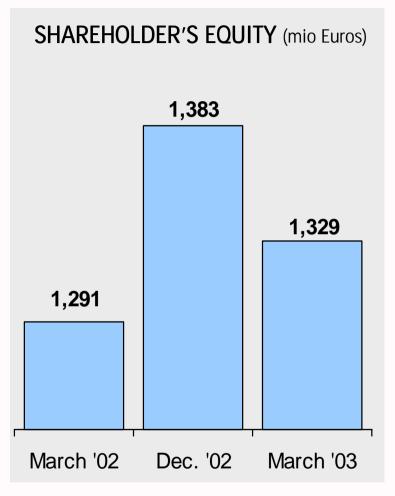




Net financial debt increases slightly, mainly because of the share buy back.



#### Balance sheet: Key figures



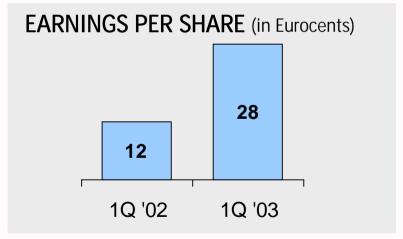
#### **OUTSTANDING SHARES**

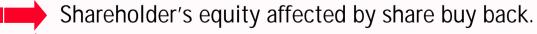
• end '02 : 139,231,600

• end Q1 '03: 134,245,442

• April '03 : 133,268,593

Weighted average Q1: 138,245,491

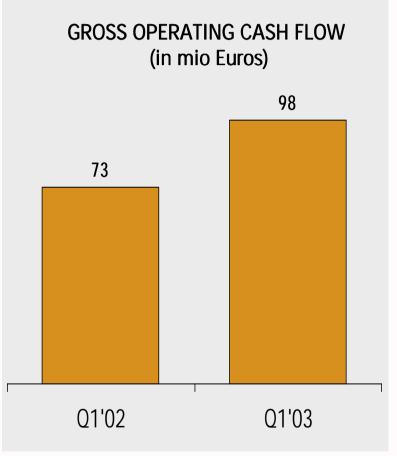


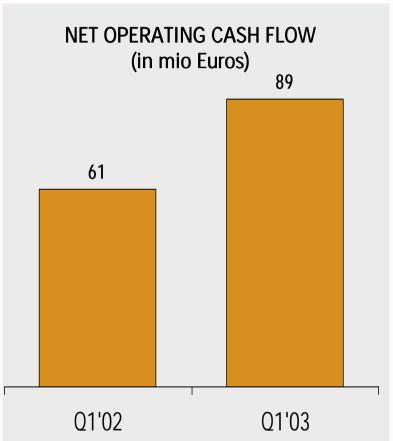


EPS more than doubles to 28 Eurocents.



#### Cash flow



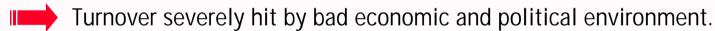




#### Consumer Imaging: Key figures (in mio Euros)

| 10 '03 | 10 '02              | %                               |
|--------|---------------------|---------------------------------|
| 192    | 231                 | -16.9%                          |
| 206    | 231                 | -11.0%                          |
| -21.4  | 1.5                 |                                 |
| -11.1% | 0.6%                |                                 |
|        | 192<br>206<br>-21.4 | 192 231<br>206 231<br>-21.4 1.5 |

<sup>\*</sup> of which 1.0 mio restructuring charges and non-recurring items in '03 and 1.6 mio in '02



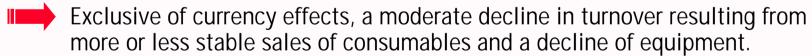


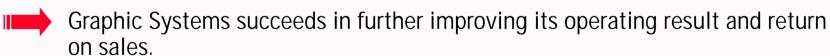


#### Graphic Systems: Key figures (in mio Euros)

|                                  | 10 '03     | 10 '02     | %              |
|----------------------------------|------------|------------|----------------|
| Sales Sales exc. currency effect | 417<br>455 | 459<br>459 | -9.2%<br>-0.8% |
| Operating result before goodwill | 35.8       | 32.5       | +10.2%         |
| Operating result*                | 33.9       | 29.5       | +14.9%         |
| as % of sales                    | 8.1%       | 6.4%       |                |

<sup>\*</sup> of which 2.4 mio restructuring costs and non-recurring items in '03 and 6.5 mio in '02







#### Technology leadership in CtP

|                     |             | Visible light technology*  |                          | Thermal |
|---------------------|-------------|----------------------------|--------------------------|---------|
|                     | Platesetter | Violet                     | Ortho                    |         |
| Commercial Printers |             |                            |                          |         |
|                     | Xcalibur    |                            |                          | X       |
|                     | Galileo     | silver                     | silver                   |         |
| Newspapers          | Polaris     | photopolymer**<br>& silver | photopolymer<br>& silver |         |

<sup>\*</sup> In a visible light technology, the printing plate reacts to visible light exposure; in a thermal technology, the printing plate is heat sensitive.



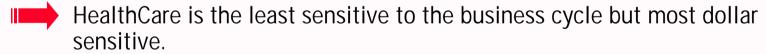


<sup>\*\*</sup> to be launched

#### HealthCare: Key figures (in mio Euros)

| 10 '03 | 10 '02                     | %  |
|--------|----------------------------|--|
| 339    | 362                        | -6.4%  |
| 375    | 362                        | +3.6%  |
| 73.0   | 47.0                       | +55.3%                                       |
| 66.7   | 39.0                       | +71.0%                                       |
| 19.7%  | 10.8%                      |  |
|        | 339<br>375<br>73.0<br>66.7 | 339 362<br>375 362<br>73.0 47.0<br>66.7 39.0 |

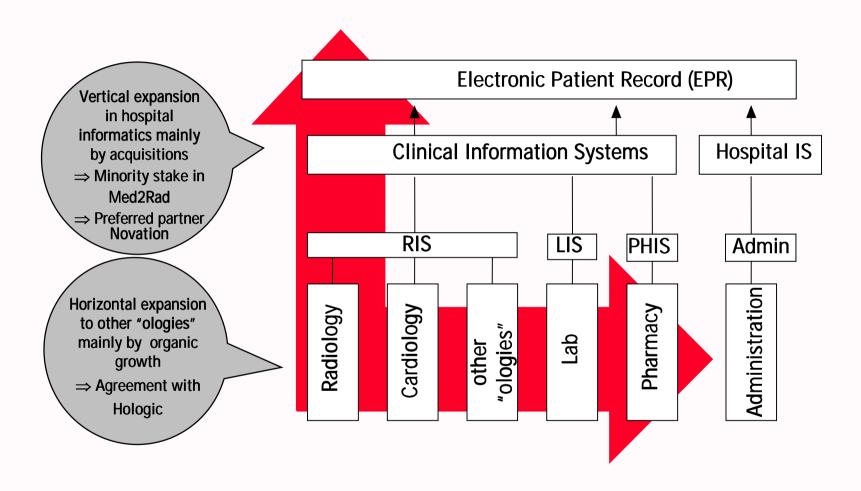
<sup>\*</sup> of which 1.5 mio restructuring costs and non-recurring items in '03 and 16.5 mio in '02







#### HealthCare Growth Strategy





#### Technical Imaging: Key figures (in mio Euros)

|                                  | 10 '03 | 10 '02 | %      |
|----------------------------------|--------|--------|--------|
| Sales                            | 418    | 447    | -6.5%  |
| Sales exc. currency effect       | 460    | 447    | +2.9%  |
| Operating result before goodwill | 80.1   | 57.5   | +39.3% |
| Operating result*                | 72.1   | 47.5   | +51.8% |
| as % of sales                    | 17.2%  | 10.6%  |        |

<sup>\*</sup> of which 5 mio restructuring costs and non-recurring items in '03 and 16.5 mio in '02



Top line growth exclusive of currency effect.



Strong growth in NDT turnover (exclusive of currency effect).



#### From HORIZON to ORION

#### **HORIZON**

- Structuring Agfa into a transparent and flexible company
- Cost cutting
- Reducing working capital
- Internal focus

#### **ORION**

- Focus on the customer
- Top line growth by adapting business model to digital world
- Reducing cost of quality
- Further reducing working capital



# ORION: Technology shift leads to change in the business model

- Adapting the sales model
  - customer segmentation
  - sell software as a stand-alone
- Increased focus on professional services

Agfa intends to continue to be a major and profitable player in the world of imaging and informatics.



#### ORION: Reducing the cost of quality

- Cost leadership, also in equipment
- Timely launches of high quality software
- Increasing revenues and profit of service delivery

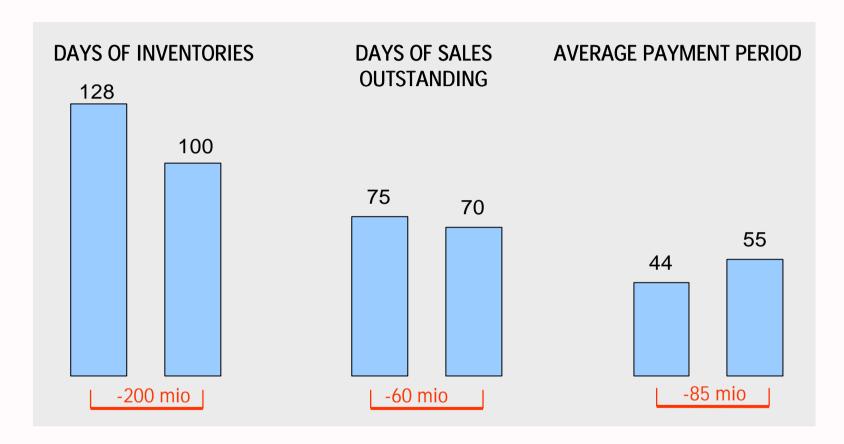


- Lower warranty costs
- Less destructions
- Lower sales costs
- Lower service costs
- Decreased logistics costs
- Lower production costs of equipment >

Additional cost savings of ±200 mio Euros



## ORION: further reducing working capital

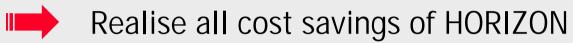


Further reduction of working capital could free up  $\pm$  350 mio Euros.



#### Focus points







Agfa intends to continue to be a major and profitable player in the world of imaging and informatics.

