

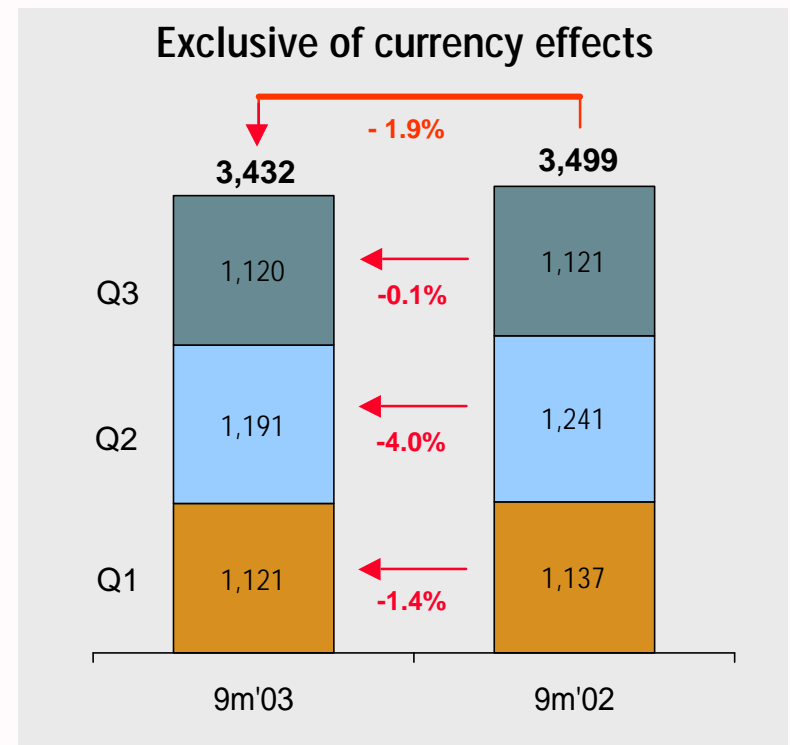
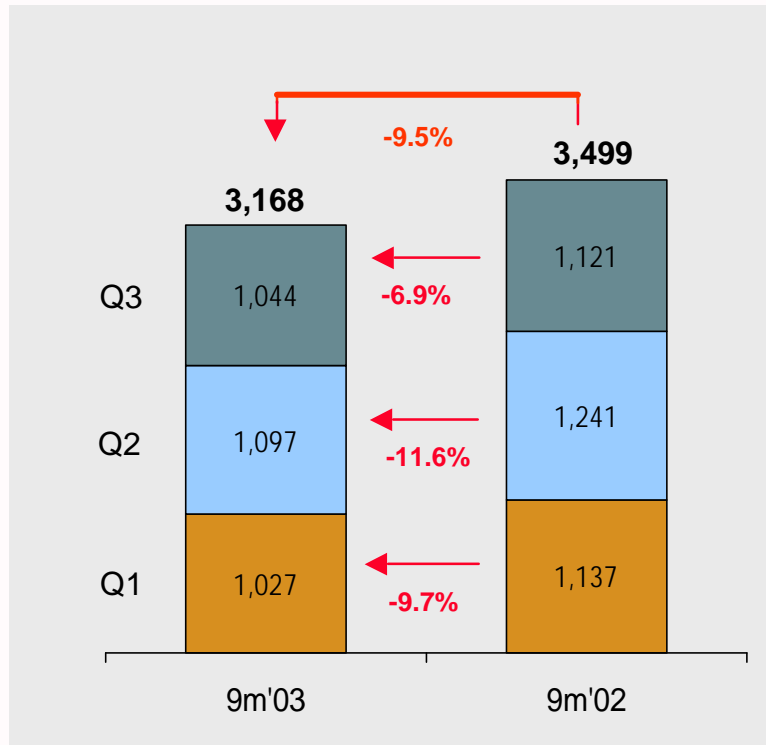


# Third quarter results 2003 Telephone Conference

November 13th, 2003

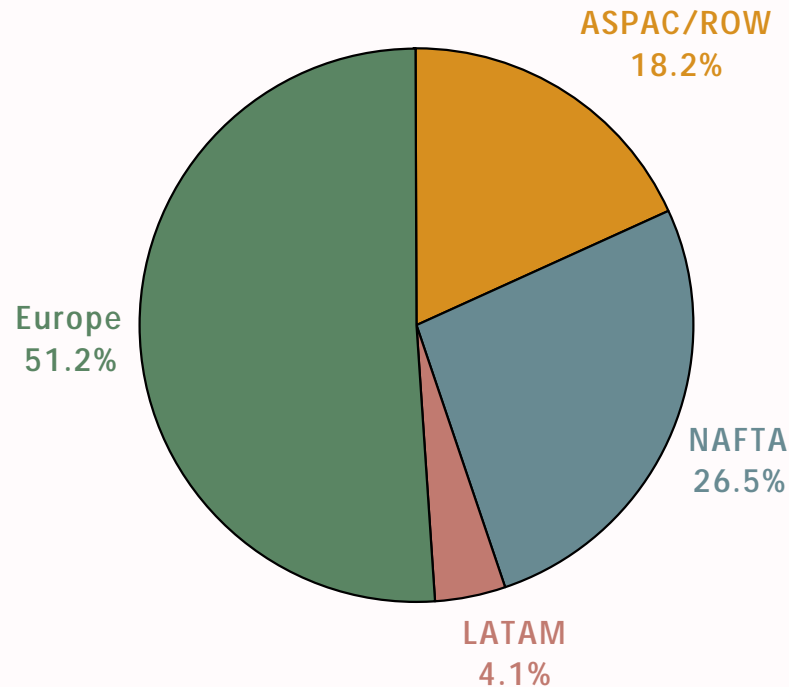


# Trends in turnover (in mio Euros)



➡ Excluding currency effects, sales stabilized in Q3.

# Sales trend per region (YTD)



Δ previous year  
(excl. currency effect) :

- Europe -7.3% (-5.8%)
- Nafta -16.0% (-0.6%)
- Aspac -5.9% (+3.7%)
- Latam -5.2% (+12.8%)

➡ Europe is lagging.

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

	Q1 '03	Q2 '03	Q3 '03	Q3' 02	9M' 03	9M' 02
Sales	1,027	1,097	1,044	1,121	3,168	3,499
COGS	576	636	605	647	1,817	1,998
Gross profit	451	461	439	474	1,351	1,501
Gross profit margin	43.9%	42.0%	42.0%	42.3%	42.6%	42.9%

- ➡ Gross profit margin affected by lower sales, adverse currency effects and price erosion, which compensated the benefits of the Horizon plan.
- ➡ Results also affected by the deterioration of the markets for Consumer Imaging.

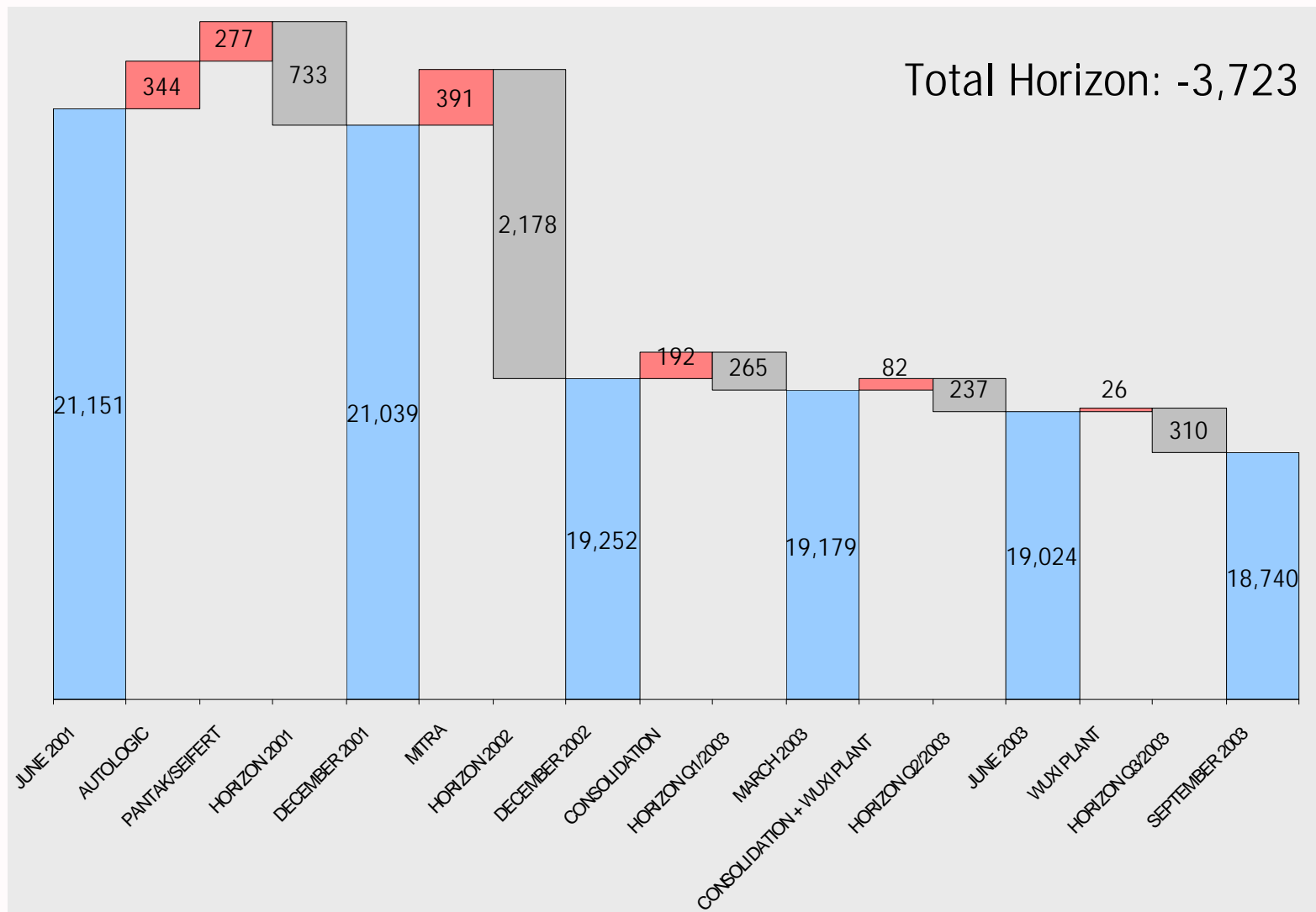
# P&L: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3' 03	Q3' 02	9M' 03	9M' 02
Gross profit	451	461	439	474	1,351	1,501
				-7.4%		-150 (-10.0%)
SG&A	273	272	269	276	814	877
				-2.5%		-7.2%
R&D	58	61	60	59	179	181
				+1.7%		-1.1%
Restructuring & non-recurring expenses	8	14	24	13	46	67
Other operating expenses (net)	27	10	15	9	52	73*
Operating result	85	104	71	117	260	303
				-39.3%		-43 (-14.2%)
Return on sales	8.3%	9.5%	6.8%	10.4%	8.2%	8.7%

\* Including an impairment of 14.5 mio Euros for Talk Technology

➡ The operating result's trend of Q3 is mainly explained by lower gross profit and higher restructuring charges.

# Horizon: Staff levels (FTEs)

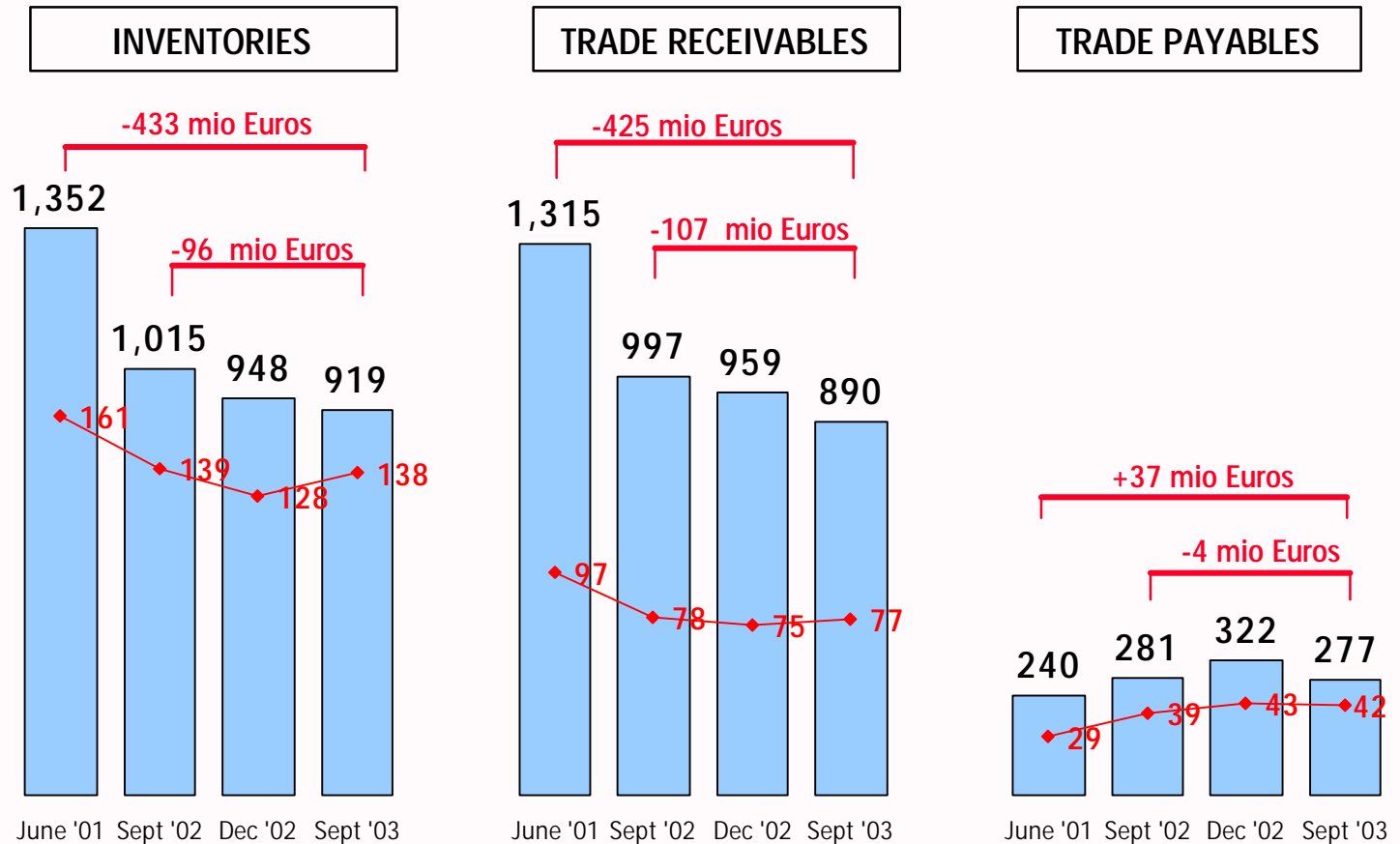


# P&L: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3 '03	Q3 '02	9 M '03	9M '02
Operating result	85	104	71	117	260	303
				-39.3%		-14.2%
Non-operating result	-21	-19	-15	-23	-55	-73
				-34.8%		-24.7%
Profit before taxes	64	85	56	94	205	230
				-40.4%		-10.9%
Taxes	25	25	21	3	71	78
Net result	39	60	35	90	134	149
				-61.1%		-10.1%

- ➡ Significantly lower financial charges due to lower interest rates and lower debt.
- ➡ Net result decreases 10% for the nine-month period.

# Working capital (in mio Euros and days) ◆◆◆

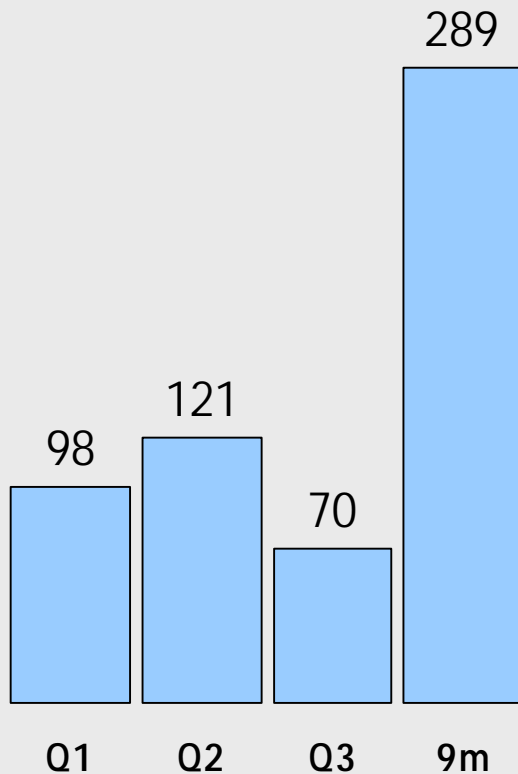


➡ Continuous efforts to decrease working capital.

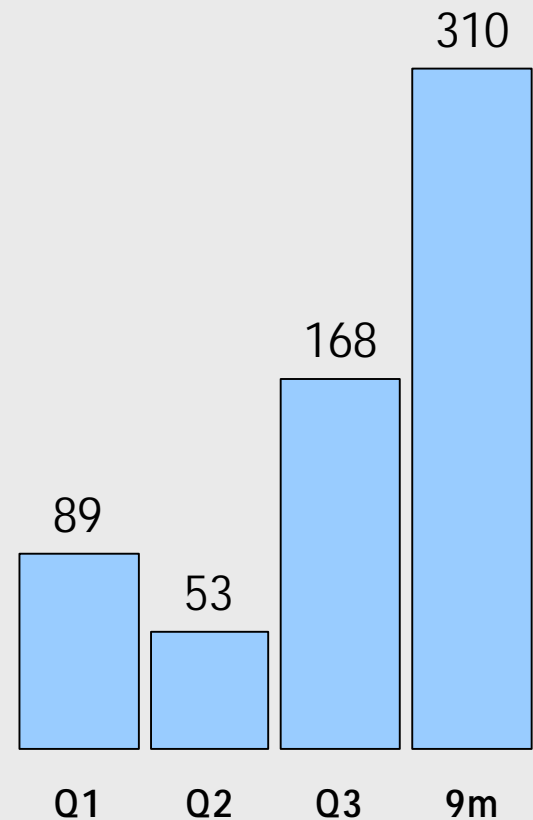


# Cash flow (in mio Euros)

## GROSS OPERATING CASH FLOW

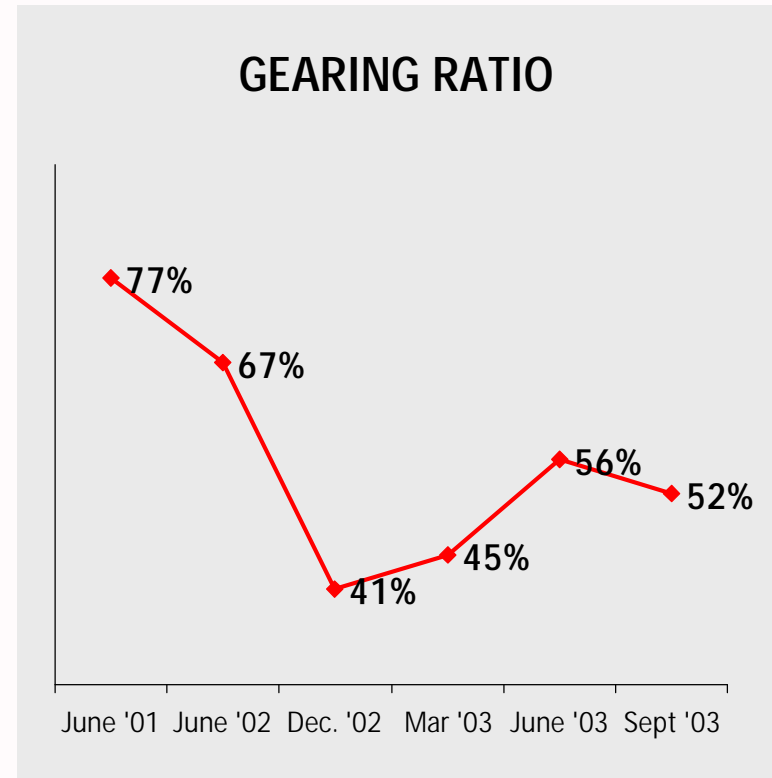
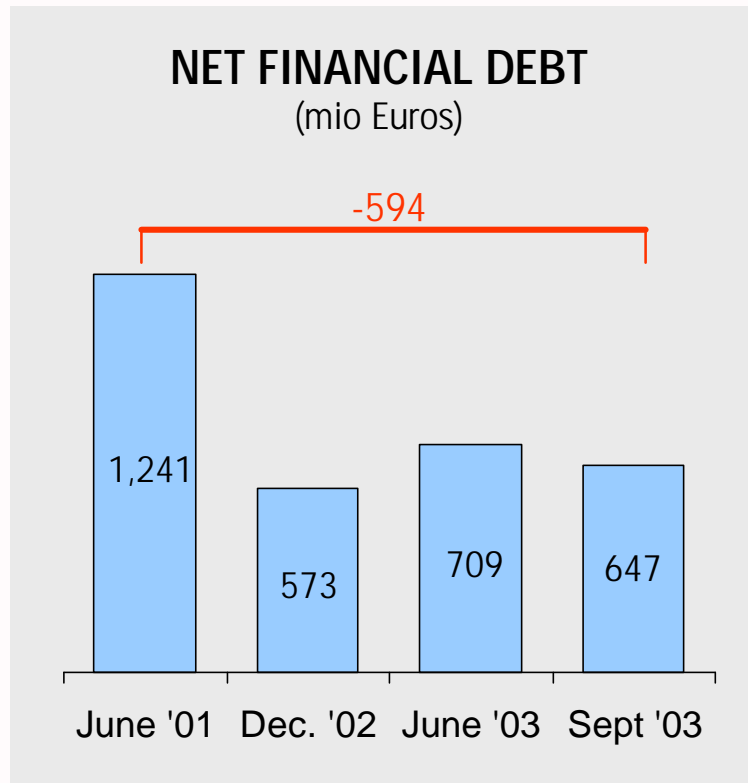


## NET OPERATING CASH FLOW



➡ Agfa continues to generate substantial cash.

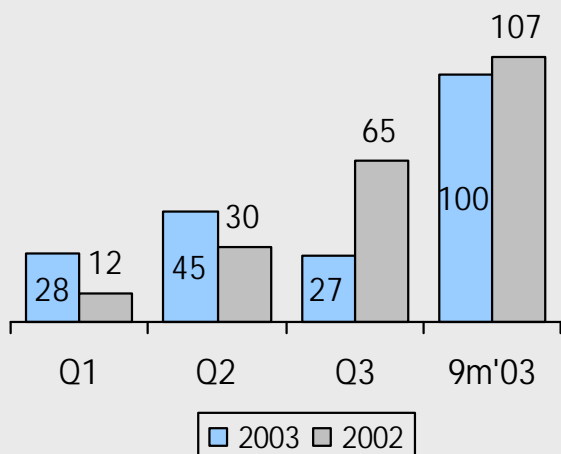
# Balance sheet: Key figures



- ➡ Net financial debt slightly increases since December '02, mainly because of payment of dividend (67 mio Euros) and share buy back (200 mio Euros).
- ➡ Agfa feels comfortable with net debt between 700 and 800 mio Euros.

# Earnings per share

## EARNINGS PER SHARE (in Eurocents)



## SHARE BUY BACK PROGRAM

### Outstanding shares per end of period

♦ Dec. '02 :	139,231,600
♦ March '03 :	134,245,442
♦ June '03 :	130,469,113
♦ Sept. '03 :	128,498,659

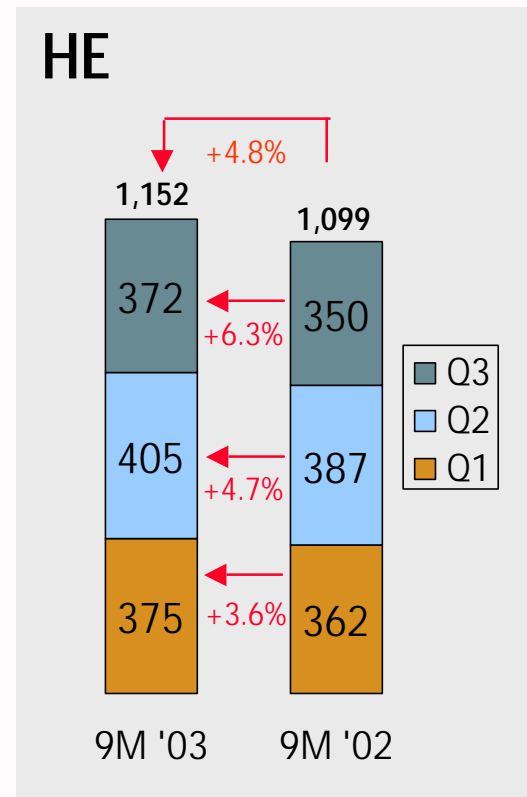
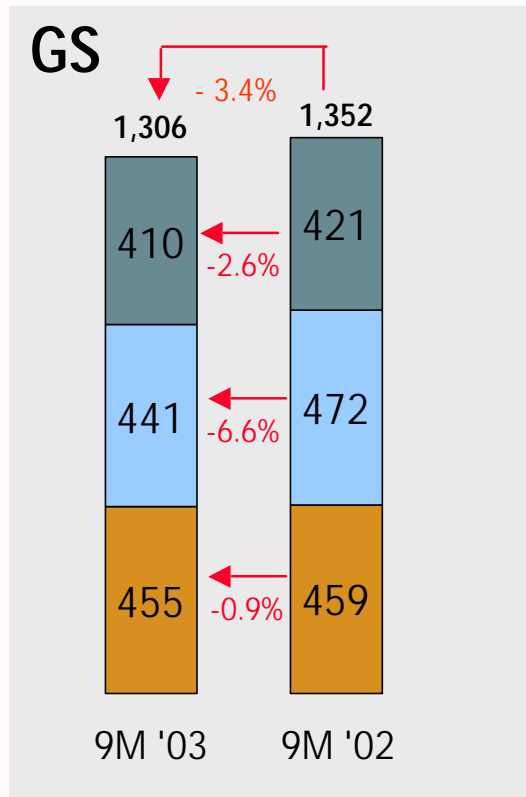
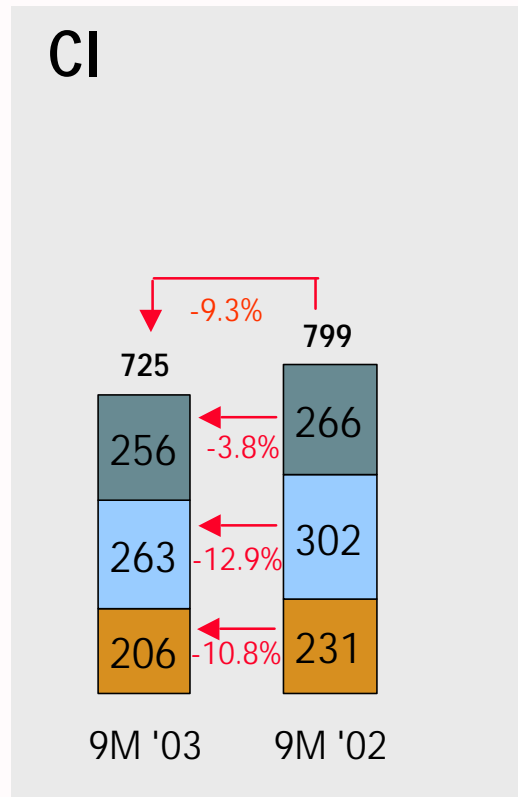
### Weighted average :

♦ Q1 '03 :	138,245,491
♦ Q2 '03 :	132,869,748
♦ Q3 '03 :	129,851,876

➡ 8.2% of the shares are held as treasury stocks.

# Sales trends per business group

(excl. currency effects)



➡ HE's growth accelerates, while weak market conditions in CI and GS seem to level off.

# Consumer Imaging: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3 '03	Q3 '02	9M '03	9M '02
<b>Sales</b>	192	250	238	266	680	799
				-10.5%		-14.9%
<b>Sales exc. currency effect</b>	206	263	256	266	725	799
				-3.8%		-9.3%
<b>Restructuring* charges</b>	-1.0	-8.2	-13.8	-3.7	-23.0	-11.1
<b>Operating result</b>	-21.4	-3.5	-24.2	+5.7	-49.1	30.4
<b>Return on sales</b>	-11.1%	-1.4%	-10.2%	2.1%	-7.2%	3.8%

\*restructuring and non-recurring expenses

- ➡ Results of CI heavily affected by Lab Equipment, which is confronted with low sales and high R&D costs.
- ➡ Agfa will run Consumer Imaging for cash.

# Graphic Systems: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3 '03	Q3 '02	9M '03	9M '02
<b>Sales</b>	417	405	<b>386</b>	421	<b>1,208</b>	1,352
			↑	-8.3%	↑	-10.7%
<b>Sales exc. currency effect</b>	455	441	<b>410</b>	421	<b>1,306</b>	1,352
			↑	-2.6%	↑	-3.4%
<b>Operating result*</b>	33.9	27.1	<b>23.3</b>	35.2	<b>84.3</b>	90.9
			↑	-33.8%	↑	-7.3%
<b>Return on sales</b>	8.1%	6.7%	<b>6.0%</b>	8.4%	<b>7.0%</b>	6.7%

\* Including restructuring charges of 2.4 mio, 3.6 mio and 4.8 mio Euros in Q1,Q2 and Q3 of 2003 and 6.5 mio, 12.8 mio and 3.9 mio Euros in the corresponding quarters of last year.

➡ Lower sales and increased price erosion explain the trend of results.

# Wuxi: A State-of-the-Art Factory



- Capacity of 25 mio m<sup>2</sup>
- Investment of 50 mio Euros
- Completed in just over one year

➡ The Wuxi factory will supply the fast growing Chinese and Asia markets with analogue and digital printing plates.

# HealthCare: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3 '03	Q3 '02	9M '03	9M '02
Sales	339	364	341	350	1,044	1,099
			▲	-2.6%	▲	-5.0%
Sales exc. currency effect	375	405	372	350	1,152	1,099
			▲	+6.3%	▲	+4.8%
Operating result*	66.7	71.4	64.6	66.9	202.7	158.1**
			▲	-3.4%	▲	+28.2%
Return on sales	19.7%	19.6%	18.9%	19.1%	19.4%	14.4%

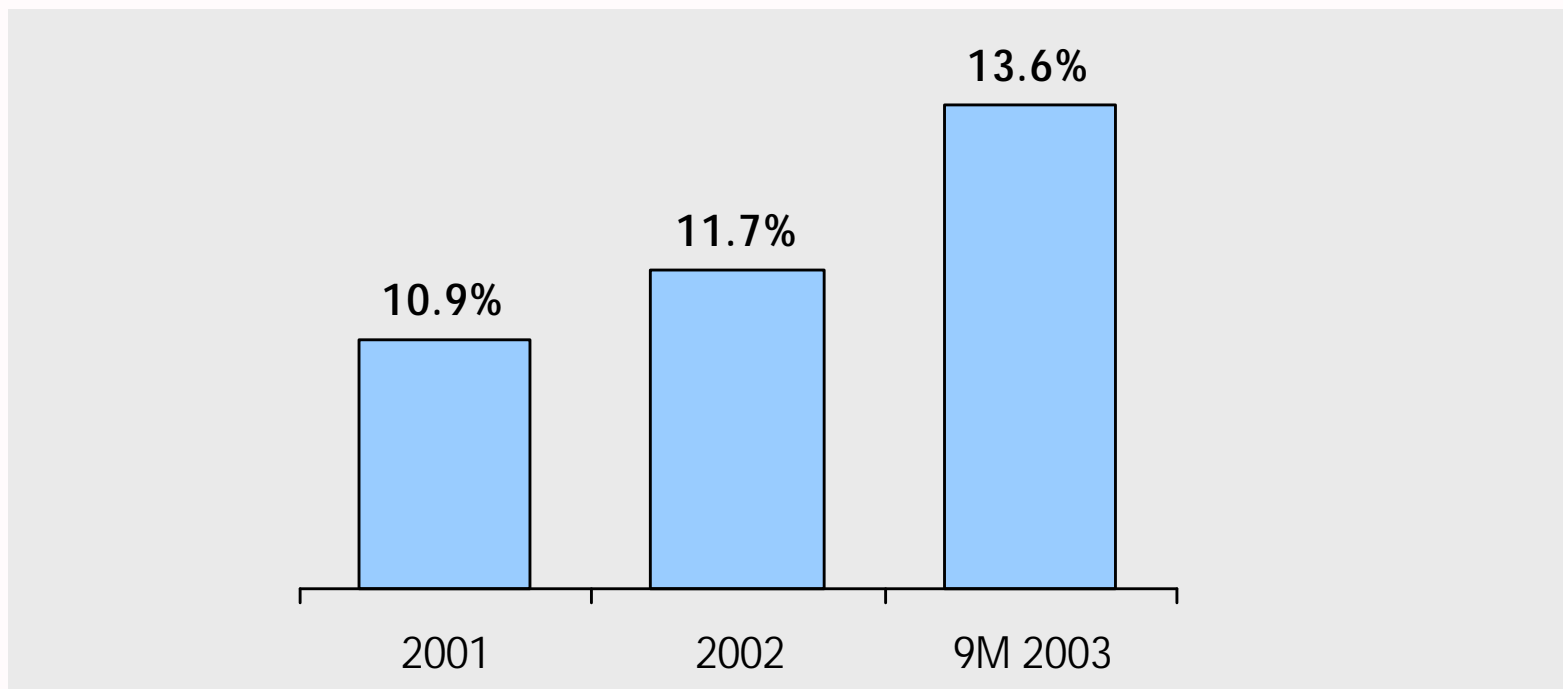
\* Including respectively 1.5 mio, 1.7 mio and 3.4 mio Euros restructuring charges in Q1, Q2 and Q3 2003 and 16.5 mio, 9.9 mio and 2.8 mio Euros for the corresponding periods of last year.

\*\* Including an impairment of 14.5 mio Euros for Talk Technology.

➡ Continuously strong financial performance



## Service revenues as % of total HealthCare sales



➡ Service revenues show rising trend as the transition to digital continues.

# Technical Imaging: Key figures (in mio Euros)

	Q1 '03	Q2 '03	Q3 '03	Q3 '02	9M '03	9M '02
<b>Sales</b>	418	442	<b>420</b>	434	<b>1,280</b>	1,348
			↑	-3.2%	↑	-5.0%
<b>Sales exc. currency effect</b>	460	489	<b>454</b>	434	<b>1,403</b>	1,348
			↑	+4.7%	↑	+4.1%
<b>Operating result*</b>	72.1	80.6	<b>71.9</b>	76.0	<b>224.6</b>	181.1**
			↑	-5.4%	↑	+24.0%
<b>Return on sales</b>	17.2%	18.2%	<b>17.1%</b>	17.5%	<b>17.5%</b>	13.4%

\* Including restructuring and non-recurring charges of respectively 5.0 mio, 2.2 mio and 5.4 mio Euros in Q1, Q2 and Q3 of 2003 and 16.5 mio, 11.4 mio and 5.3 mio Euros in the corresponding quarters of 2002.

\*\* Including an impairment of 14.5 mio euros for Talk Technology.

- ➡ Non-Destructive Testing and Industrial Imaging represent resp. 12% and 6% of the turnover of Technical Imaging
- ➡ Excluding currency effects, NDT continues to grow, in spite of the recession in the aviation industry.



# Q&A



2003