

Q2 2017 Results

23 August 2017



Profit & Loss: Key Figures (in million Euro)

	Q2'16	Q2'17	Δ % (excl. X-rate)	H1'16	H1'17	Δ % (excl. X-rate)
Sales	645	622	-3.6%(-4.6%)	1,248	1,210	-3.0%(-4.3%)
Gross Profit*	230	212	-7.8%	425	405	-4.7%
as a % of sales	35.7%	34.1%		34.1%	33.5%	
SG&A*	-129	-129	0.0%	-256	-258	0.8%
as % of sales	20.0%	20.7%		20.5%	21.3%	
R&D*	-35	-36	2.9%	-70	-74	5.7%
Other operating items*	0	0		0	-1	
Recurring EBITDA*	78	60	-23.1%	126	99	-21.4%
as a % of sales	12.1%	9.6%		10.1%	8.2%	
Recurring EBIT*	64	47	-26.6%	98	73	-25.5%
as a % of sales	9.9%	7.6%		7.9%	6.0%	

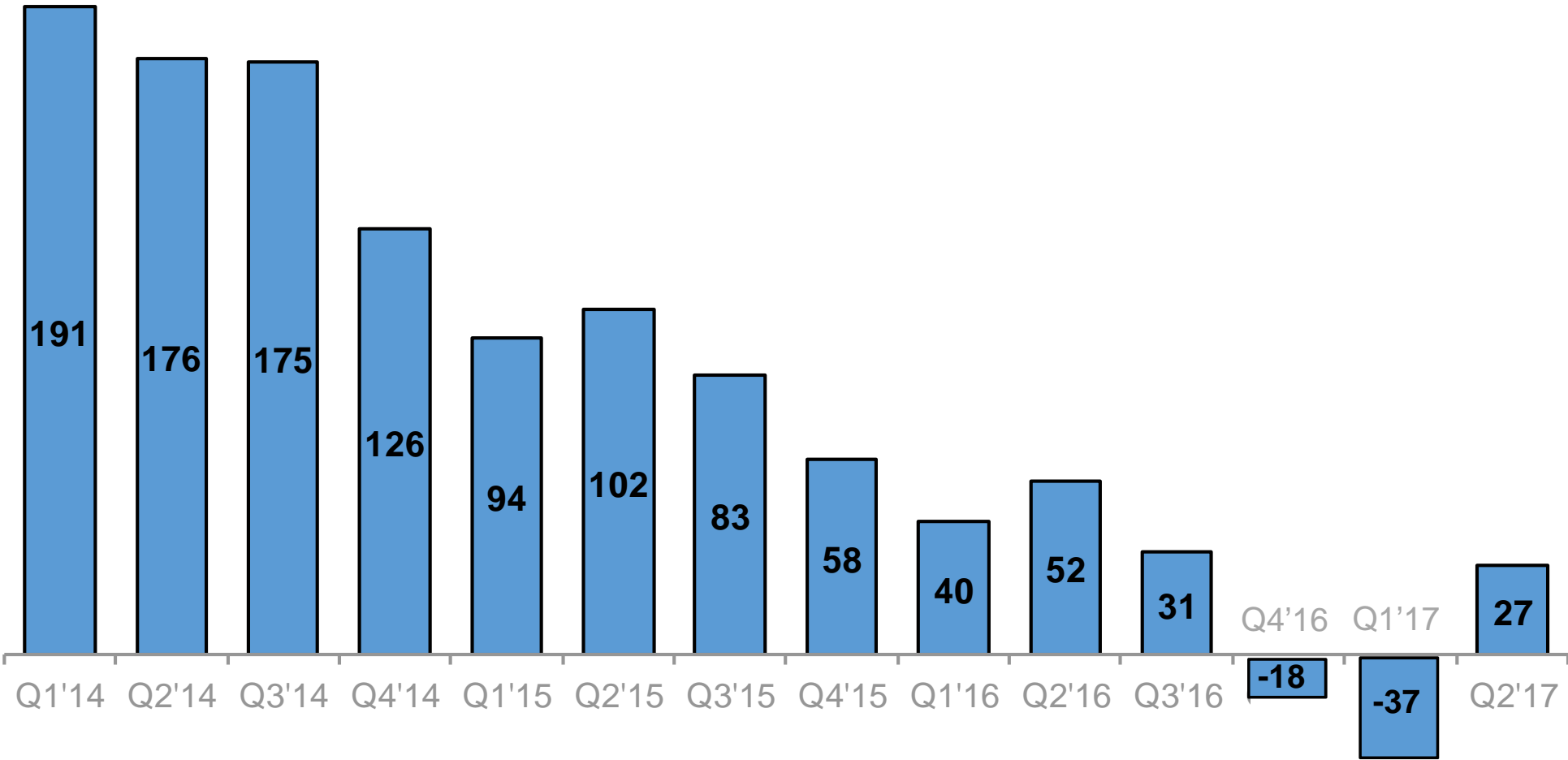
* Before restructuring charges and non-recurring items

Profit & Loss: Key Figures (in million Euro)

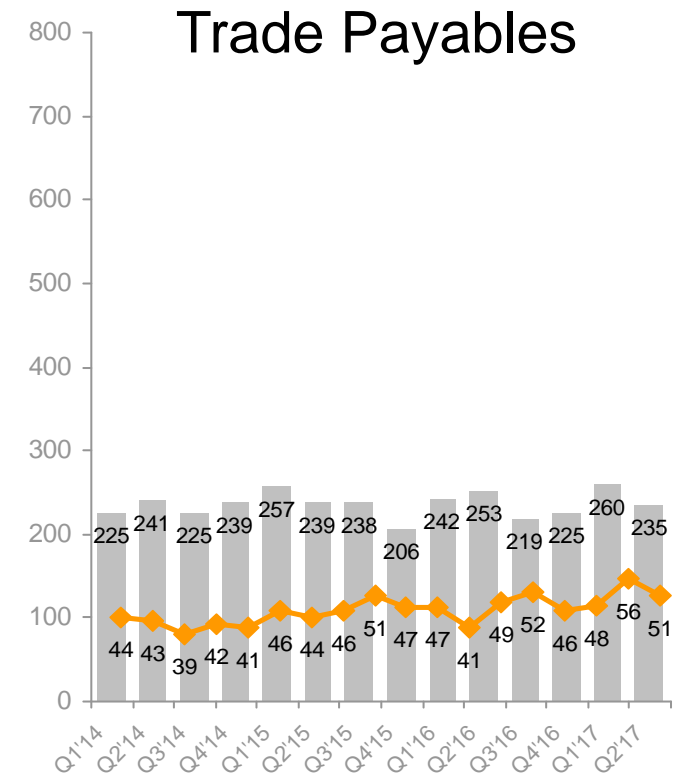
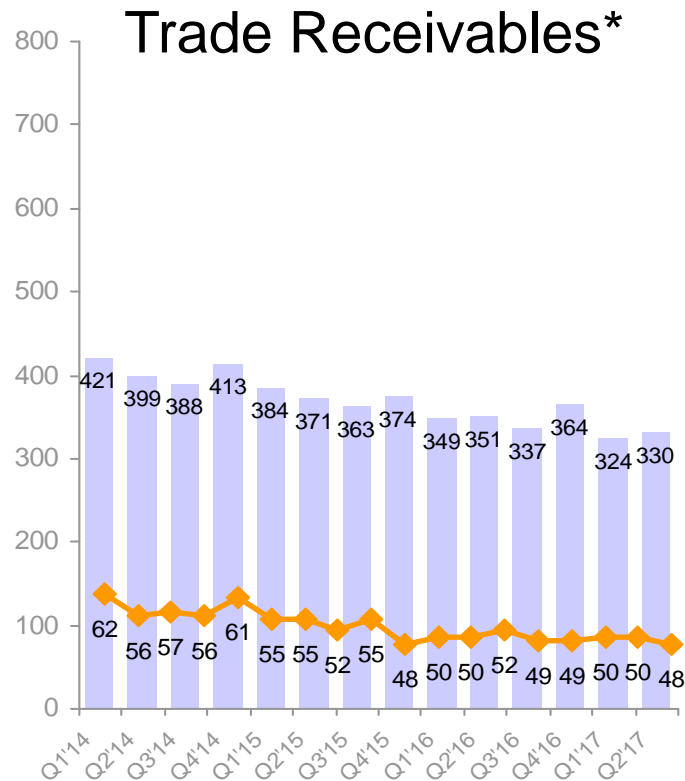
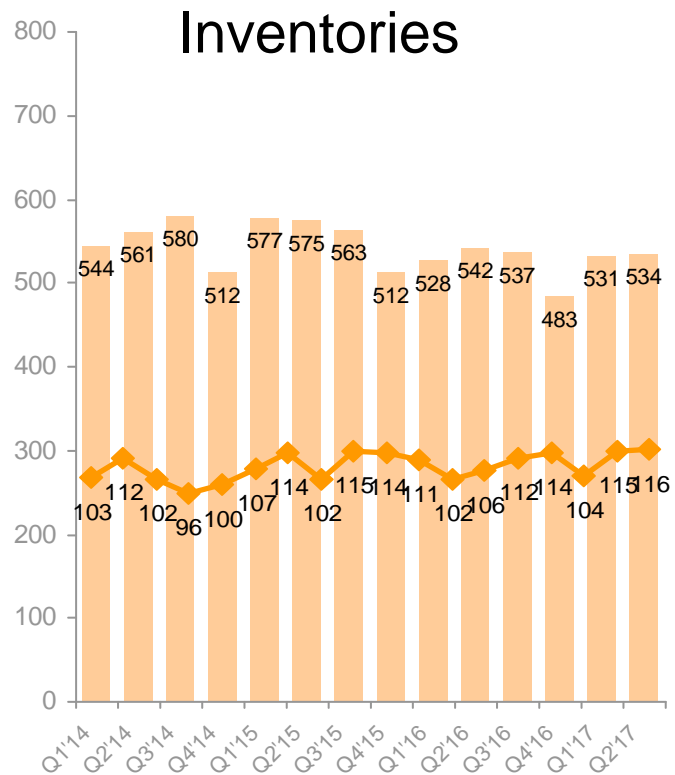
	Q2 '16	Q2 '17	Δ %	H1 '16	H1 '17	Δ %
Recurring EBIT*	64	47	-26.6%	98	73	-25.5%
Restructuring and non-recurring	10	-2		6	-5	
Operating result	74	45	-39.2%	104	68	-34.6%
Non-operating result	-21	-8		-29	-20	
Profit before taxes	53	37		75	48	
Taxes	-13	-10		-25	-13	
Net result	40	27		50	35	
of which attr to owners of the company	38	26		46	32	
of which attr to non controlling interests	2	1		4	3	

* Before restructuring charges and non-recurring items

Net Financial Debt (in million Euro)



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



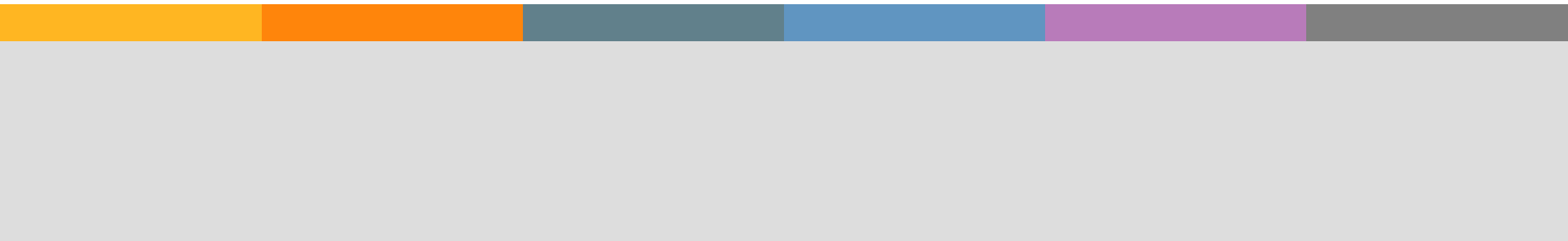
* Trade receivables minus deferred revenue and advanced payments from customers

Main Group Drivers behind Key Figures

Q2 2017

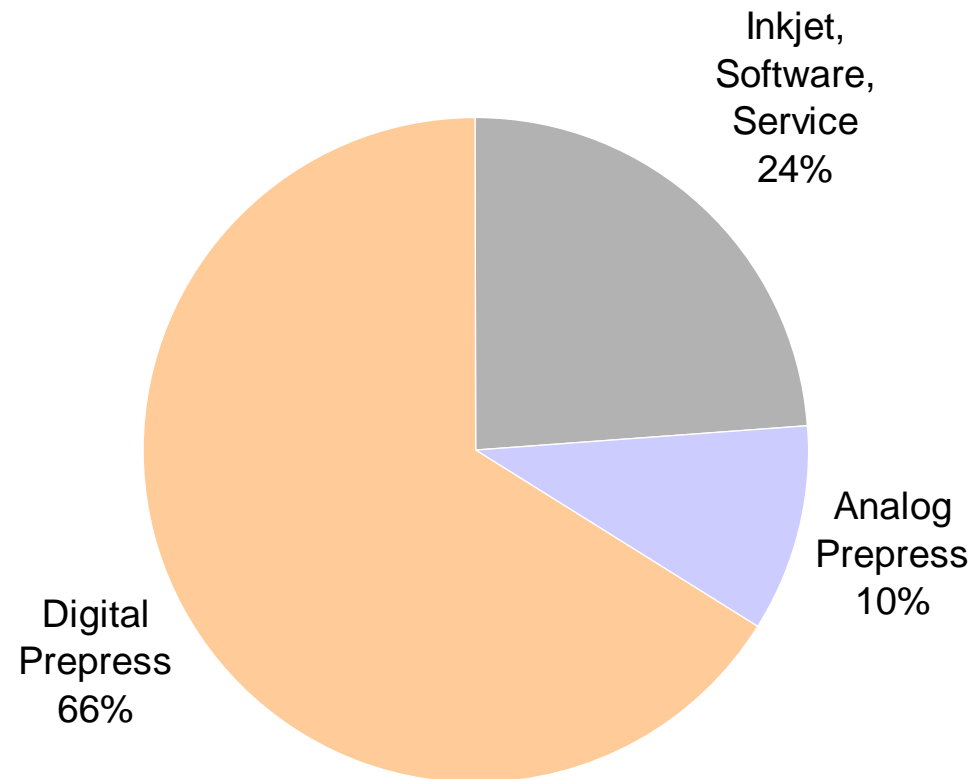
- Good performance of most of the growth engines
- Top line impacted by the reorganization of the hardcopy distribution channels in China
- Net profit of 27 million Euro
- Net financial debt of 27 million Euro

Graphics



Graphics: YTD Sales per Business Segment

1H 2017
100% = 609 million Euro



Graphics: Key Figures (in million Euro)

	Q2'16	Q2'17	Δ % (excl. curr.)	H1'16	H1'17	Δ % (excl. curr.)
Sales	321	309	-3.7%(-4.4%)	628	609	-3.0%(-4.3%)
Gross Profit*	100	93	-7.0%	189	183	-3.2%
as a % of sales	31.2%	30.1%		30.1%	30.0%	
SG&A*	-67	-65	-3.0%	-132	-131	-0.8%
as % of sales	20.9%	21.0%		21.0%	21.5%	
R&D*	-11	-11	0.0%	-22	-22	0.0%
Other operating items*	0	-1		5	0	
Recurring EBITDA*	28.9	22.9	-20.8%	53.6	42.8	-20.1%
as a % of sales	9.0%	7.4%		8.5%	7.0%	
Recurring EBIT*	22.3	16.8	-24.7%	40.3	30.5	-24.3%
as a % of sales	6.9%	5.4%		6.4%	5.0%	

* Before restructuring charges and non-recurring items

Graphics: Main Drivers behind Key Figures

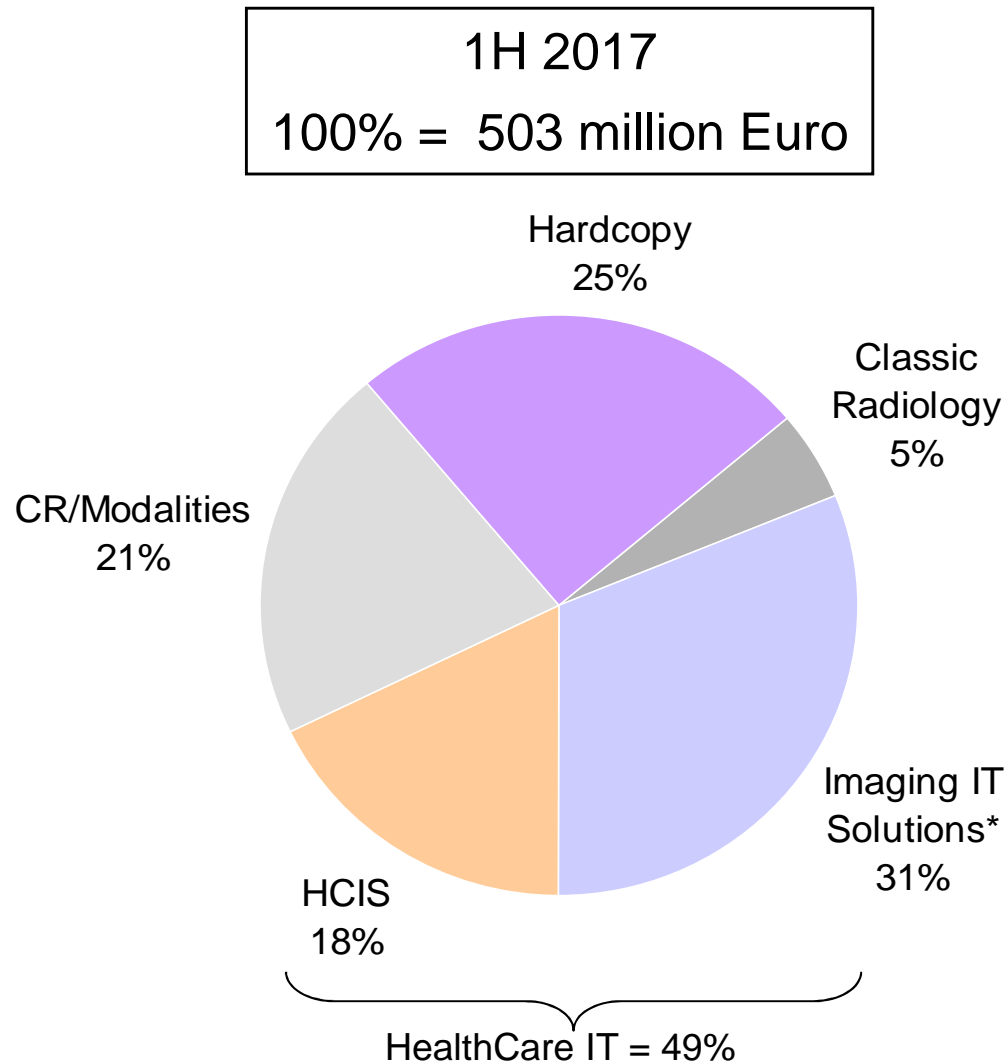
Q2 2017

- Based on the strong performance of the Anapurna wide-format equipment product range and the substantial increase in ink volumes for both wide-format and industrial applications, the Inkjet segment posted double-digit top line growth. In the prepress segment, the sustainable chemistry-free solutions continued to perform well, but due to competitive pressure in the offset markets, Agfa Graphics' revenue decreased by 3.7%.
- Gross profit margin decreased mainly due to adverse raw material effects.
- Recurring EBIT at 16.8 million Euro.
- Business highlights
 - Introduction of a LED version of the Jeti Tauro wide-format printer
 - EDP award for Agfa Graphics' UV LED inks
 - Continuous success of the eco-friendly chemistry-free printing plates

HealthCare



HealthCare: YTD Sales per Business Segment



* Includes Radiology and Cardiology IT

HealthCare: Key Figures (in million Euro)

	Q2'16	Q2'17	Δ % (excl. curr.)	H1'16	H1'17	Δ % (excl. curr.)
Sales	277	264	-4.7%(-6.2%)	531	503	-5.3%(-6.9%)
Gross Profit*	116	105	-9.5%	213	196	-8.0%
as a % of sales	41.9%	39.8%		40.1%	39.0%	
SG&A*	-56	-58	3.6%	-111	-115	3.6%
as % of sales	20.2%	22.0%		20.9%	22.9%	
R&D*	-23	-23	0.0%	-45	-47	4.4%
Other operating items*	1	2		-2	2	
Recurring EBITDA*	43.9	32.1	-26.9%	66.4	48.4	-27.1%
as a % of sales	15.8%	12.2%		12.5%	9.6%	
Recurring EBIT*	37.3	25.7	-31.1%	53.4	35.8	-33.0%
as a % of sales	13.5%	9.7%		10.1%	7.1%	

* Before restructuring charges and non-recurring items

HealthCare: Main Drivers behind Key Figures

Q2 2017

- The DR growth engine performed well, while the HealthCare Information Solutions range posted continuous top line and order book growth. The Imaging IT Solutions range saw a temporary slowdown, but the continuously strong order book for the Enterprise Imaging platform ensures future top line growth. Agfa HealthCare's top line decrease was mainly attributable to the reorganization of the hardcopy distribution channels in China.
- The business group's gross profit margin amounted to 39.8% of revenue. Recurring EBIT at 25.7 million Euro
- Business highlights
 - Successful completion of the re-certification audit cycle for the Information Security Management System
 - Introduction of the new version of the Integrated Care Suite
 - Agfa HealthCare customer Medius Klinik Nürtingen became the 1st hospital in Germany to be certified EMRAM stage 6

Specialty Products



Specialty Products: Key Figures (in million Euro)

	Q2 '16	Q2 '17	Δ % (excl. curr.)	H1'16	H1'17	Δ % (excl. curr.)
Sales	47	49	4.3%(4.1%)	89	98	10.1%(9.7%)
Gross profit*	13	14	7.7%	23	26	13.0%
as a % of sales	27.7%	28.6%		25.8%	26.5%	
SG&A*	-7	-7	0.0%	-13	-13	0.0%
as a % of sales	14.9%	14.3%		14.6%	13.3%	
R&D*	-1	-2	100.0%	-3	-5	66.7%
Other operating items*	1	0		0	-1	
Recurring EBITDA*	6.9	6.1	-11.6%	8.9	9.6	7.9%
as a % of sales	14.7%	12.4%		10.0%	9.8%	
Recurring EBIT*	5.9	5.4	-8.5%	7.0	8.0	14.3%
as a % of sales	12.6%	11.0%		7.9%	8.2%	

* Before restructuring charges and non-recurring items

Specialty Products: Main Drivers behind Key Figures

Q2 2017

- Agfa Specialty Products' revenue increased to 49 million Euro. The future-oriented businesses (mainly Synaps Synthetic Paper and Orgacon Electronic Materials), the Printed Circuit Board business, as well as a number of classic film product ranges performed well.
- Recurring EBIT at 5.4 million Euro
- Business highlights
 - Successful delivery of the voting cards for the General Parliament elections in Malta
 - Launch of UNIQOAT, the next generation high reflective backsheet product range

Study aiming at focused growth



Agfa announces study aiming at focused growth

- Agfa-Gevaert NV (Agfa) today announced that the Board of Directors has asked the Management to study how to organise the HealthCare IT activities into a stand-alone legal entity structure and organisation within the Agfa-Gevaert Group.
- Increasing the independence of the HealthCare IT activities would be a natural progression in the continued transformation of the Group. In such a set-up, HealthCare IT would be able to increase its focus on the large and attractive markets it is already in. The main part of the Agfa-Gevaert Group, which would consist of Agfa Graphics, Agfa Specialty Products and Agfa HealthCare's Imaging business, would also be better positioned to pursue growth, profitability and new opportunities.

Questions & Answers

