

# Q3 2017 Results

8 November 2017



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

	Q3'16	Q3'17	Δ % (excl. X-rate)	9M'16	9M'17	Δ % (excl. X-rate)
Sales	625	593	-5.1%(-2.9%)	1,873	1,803	-3.7%(-3.9%)
Gross Profit*	209	195	-6.7%	634	600	-5.4%
as a % of sales	33.4%	32.9%		33.8%	33.3%	
SG&A*	-124	-117	-5.6%	-380	-375	-1.3%
SG&A as % of sales	19.8%	19.7%		20.3%	20.8%	
R&D*	-35	-35	0.0%	-105	-109	3.8%
Other operating items*	-1	-2		-1	-3	
Recurring EBITDA*	63	53	-15.9%	189	152	-19.6%
as a % of sales	10.1%	8.9%		10.1%	8.4%	
Recurring EBIT*	49	40	-18.4%	147	113	-23.1%
as a % of sales	7.8%	6.7%		7.8%	6.3%	

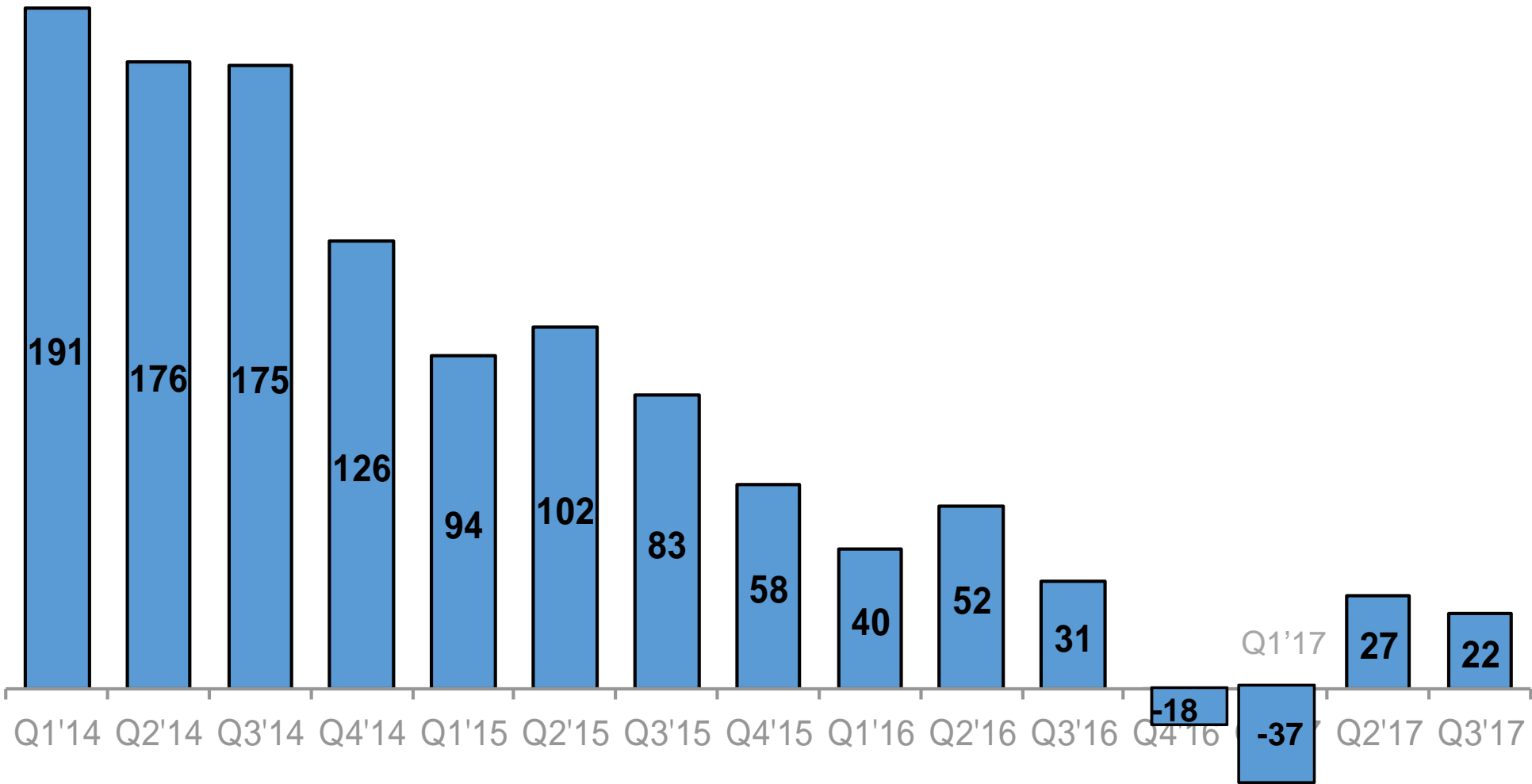
\* Before restructuring charges and non-recurring items

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

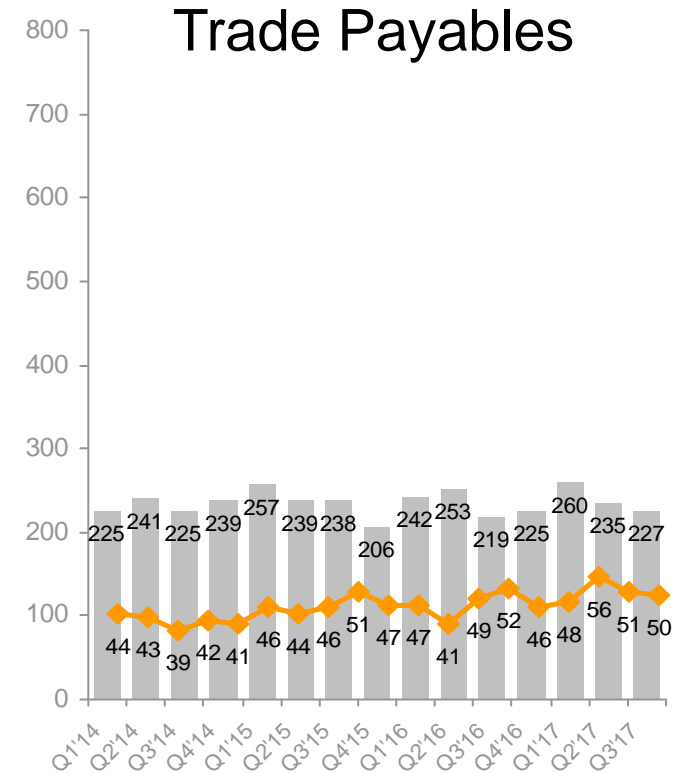
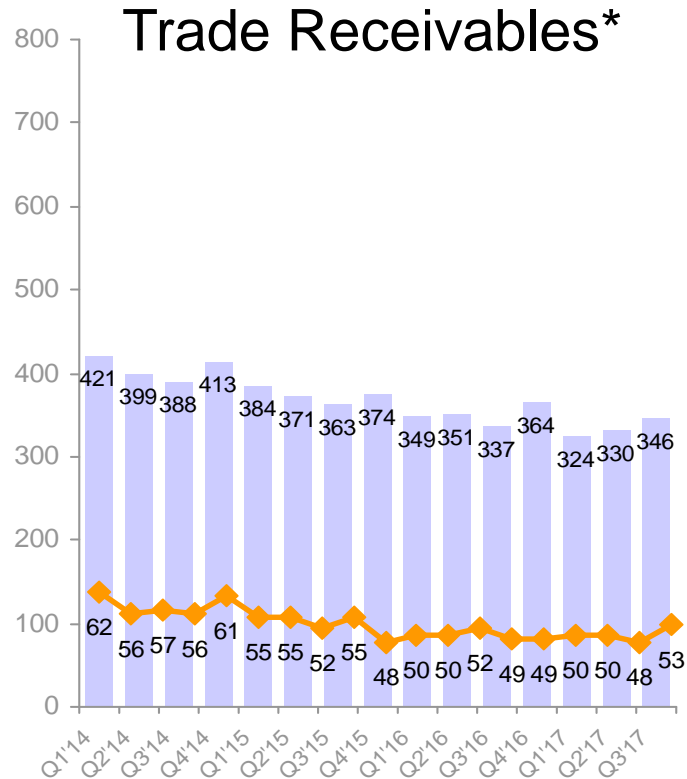
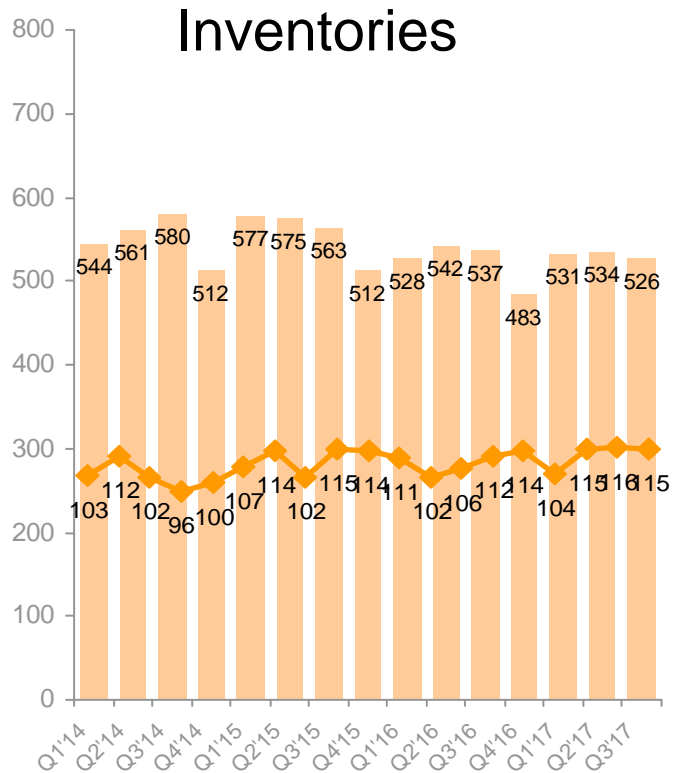
	Q3'16	Q3'17	Δ %	9M '16	9M '17	Δ %
Recurring EBIT*	49	40	-18.4%	147	113	-23.1%
Restructuring and non-recurring	-6	-9		0	-14	
Operating result	43	31	-27.9%	147	99	-32.7%
Non-operating result	-11	-8		-40	-28	
Profit before taxes	32	23		107	71	
Taxes	-7	-9		-32	-22	
Net result	25	14		75	49	
of which attr to equity holders of the company	22	12		68	44	
of which attr to non controlling interests	3	2		7	5	

\* Before restructuring charges and non-recurring items

# Net Financial Debt (in million Euro)



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



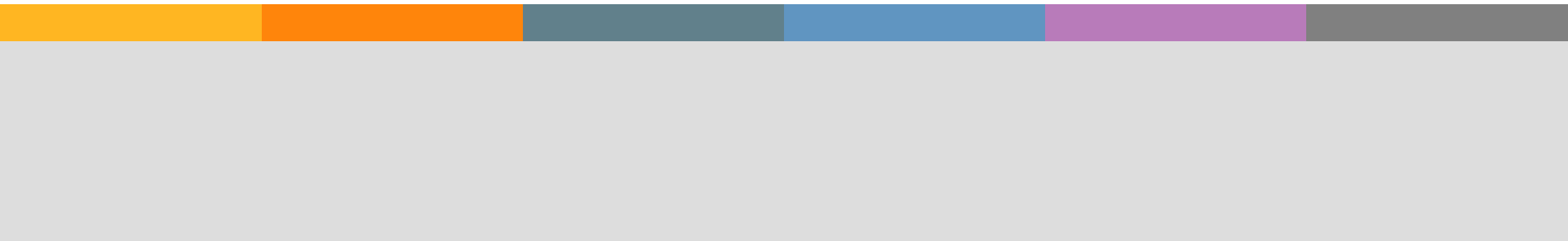
\* Trade receivables minus deferred revenue and advanced payments from customers

# Main Group Drivers behind Key Figures

## Q3 2017

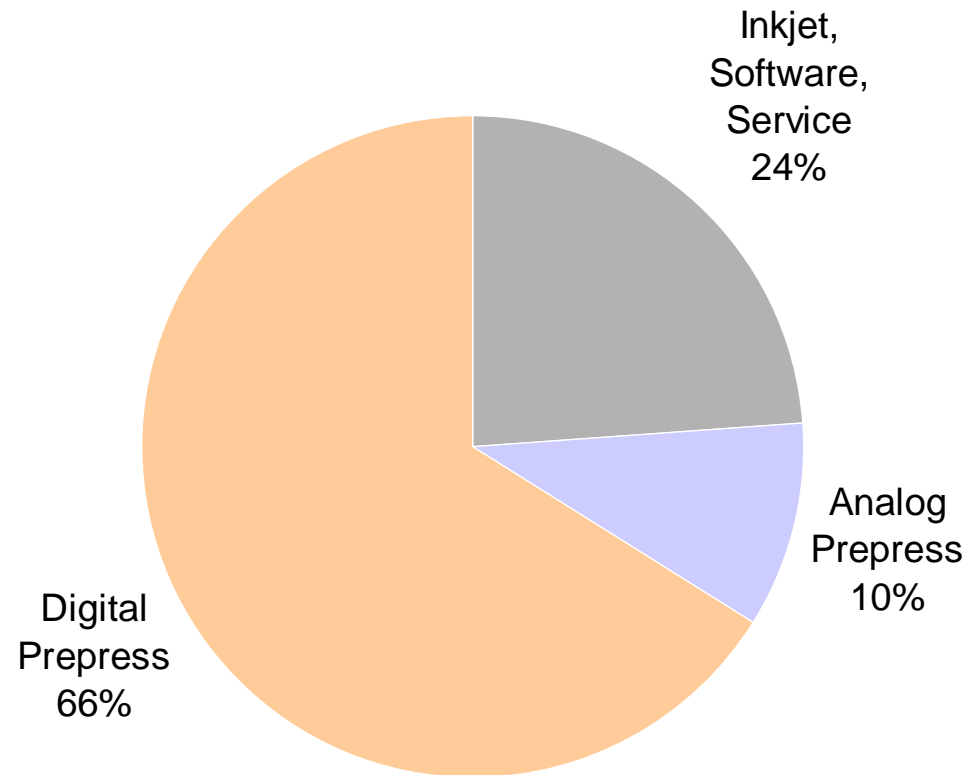
- Most of the Agfa-Gevaert Group's growth engines performed well in the third quarter of 2017. The Group's top line decrease was mainly due to the strength of the Euro versus other currencies and the decline in the traditional businesses. Excluding currency effects, the decrease would be limited to 2.9%, which shows a clear improvement compared to the first half of the year.
- Net profit of 14 million Euro
- Net debt at 22 million Euro

# Graphics



# Graphics: YTD Sales per Business Segment

9M 2017  
100% = 893 million Euro





# Graphics: Key Figures (in million Euro)

	Q3'16	Q3'17	$\Delta$ % (excl. curr.)	9M'16	9M'17	$\Delta$ % (excl. curr.)
Sales	308	284	-7.8%(-4.7%)	936	893	-4.6%(-4.4%)
Gross Profit*	91	79	-13.2%	280	262	-6.4%
as a % of sales	29.5%	27.8%		29.9%	29.3%	
SG&A*	-64	-59	-7.8%	-196	-190	-4.1%
as % of sales	20.8%	20.8%		20.9%	21.3%	
R&D*	-9	-11	22.2%	-31	-33	6.5%
Other operating items*	0	-1		5	-1	
Recurring EBITDA*	23.9	14.2	-40.6%	77.5	57.0	-26.5%
as a % of sales	7.8%	5.0%		8.3%	6.4%	
Recurring EBIT*	17.2	8.2	-52.3%	57.5	38.7	-32.7%
as a % of sales	5.6%	2.9%		6.1%	4.3%	

\* Before restructuring charges and non-recurring items

# Graphics: Main Drivers behind Key Figures

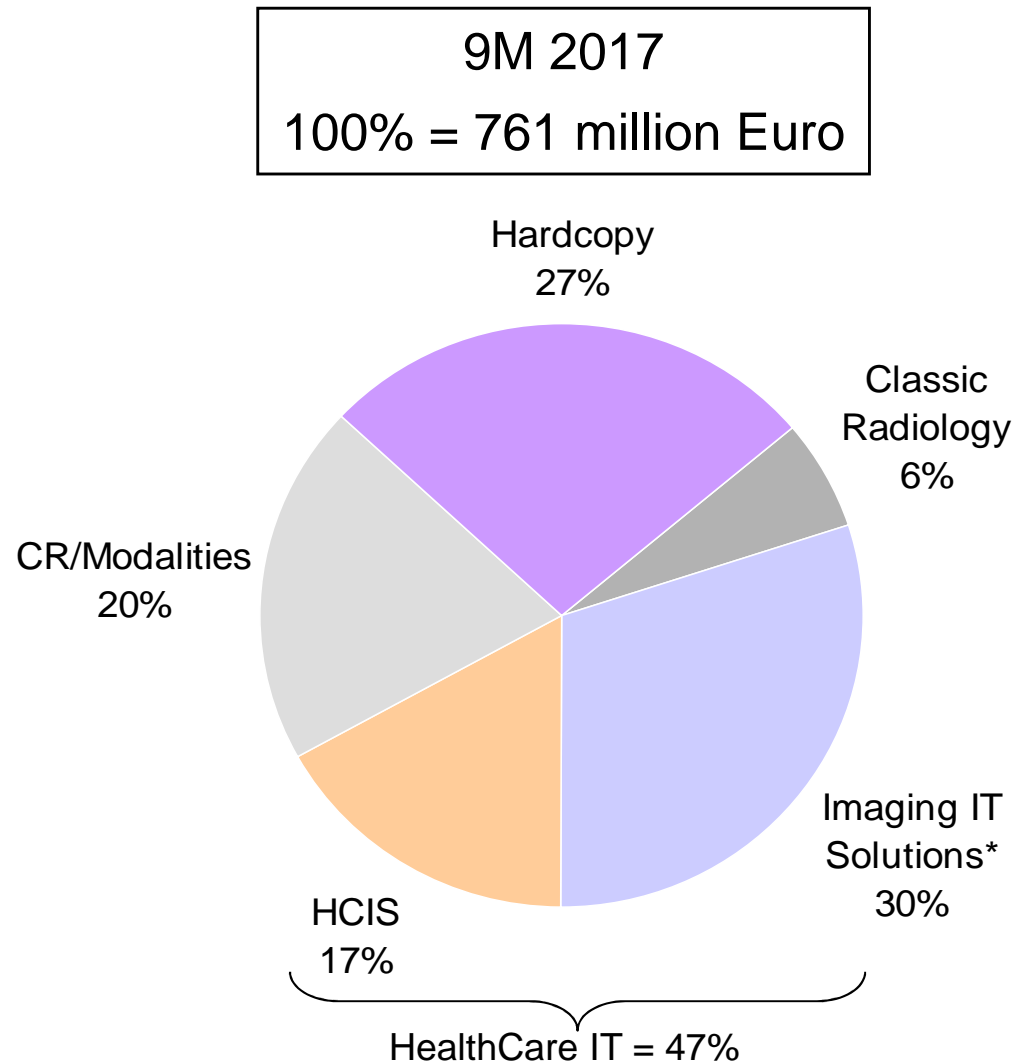
## Q3 2017

- Continuing the good performance of the previous quarters, the business group's inkjet segment posted double-digit growth.
- Competitive pressure in the offset markets continued to weigh on prepress volumes and printing plate prices, although the price pressure started to ease somewhat due to increasing aluminum prices.
- Mainly due to adverse raw material effects and competitive pressure effects, Agfa Graphics' gross profit margin decreased to 27.8%.
- Recurring EBIT at 8.2 million Euro
- Business highlights:
  - IPW recognized Agfa Graphics with the Vendor of the Year award
  - Agfa Graphics teamed up with Monotech Systems (India)
  - Agfa Graphics acquired the software developer and reseller Bodoni Systems

# HealthCare



# HealthCare: YTD Sales per Business Segment



\* Includes Radiology and Cardiology IT

# HealthCare: Key Figures (in million Euro)

	Q3'16	Q3'17	$\Delta$ % (excl. curr.)	9M'16	9M'17	$\Delta$ % (excl. curr.)
Sales	271	258	-4.8%(-3.6%)	802	761	-5.1%(-5.7%)
Gross Profit*	108	105	-2.8%	321	301	-6.2%
as a % of sales	39.9%	40.7%		40.0%	39.6%	
SG&A*	-55	-52	-5.5%	-166	-167	0.6%
as % of sales	20.3%	20.2%		20.7%	21.9%	
R&D*	-25	-23	-8.0%	-70	-70	0.0%
Other operating items*	0	-1		-2	1	
Recurring EBITDA*	36.5	35.7	-2.2%	102.9	84.1	-18.3%
as a % of sales	13.5%	13.8%		12.8%	11.1%	
Recurring EBIT*	29.8	29.5	-1.0%	83.2	65.3	-21.5%
as a % of sales	11.0%	11.4%		10.4%	8.6%	

\* Before restructuring charges and non-recurring items

# HealthCare: Main Drivers behind Key Figures

## Q3 2017

- Most of the business group's growth engines performed well in the third quarter.
- The topline decline was largely attributable to the hardcopy and classic X-ray product ranges. However, the top line impact of the reorganization of the hardcopy distribution channels in China started to abate in the third quarter. The situation should further normalize in the next quarters.
- Agfa HealthCare improved its gross profit margin to 40.7%.
- Recurring EBIT at 29.5 million Euro
- Business highlights:
  - Contract with Hôpitaux Luxembourgeois for a national-level Enterprise Imaging platform
  - Long-term collaboration with STC Solutions (Saudi Arabia) for cloud based Enterprise Imaging solutions

# Specialty Products



# Specialty Products: Key Figures (in million Euro)

	Q3'16	Q3'17	$\Delta$ % (excl. curr.)	9M'16	9M'17	$\Delta$ % (excl. curr.)
Sales	46	50	8.7% <del>(10.8%)</del>	135	148	9.6% <del>(10.0%)</del>
Gross Profit*	10	11	10.0%	33	37	12.1%
as a % of sales	21.7%	22.0%		24.4%	25.0%	
SG&A*	-5	-5	0.0%	-18	-18	0.0%
as % of sales	10.9%	10.0%		13.3%	12.2%	
R&D*	-2	-1	-50.0%	-5	-6	20.0%
Other operating items*	-1	0		-1	-1	
Recurring EBITDA*	3.4	4.9	44.1%	12.3	14.5	17.9%
as a % of sales	7.4%	9.8%		9.1%	9.8%	
Recurring EBIT*	2.7	4.0	48.1%	9.7	12.0	23.7%
as a % of sales	5.9%	8.0%		7.2%	8.1%	

\* Before restructuring charges and non-recurring items



# Specialty Products: Main Drivers behind Key Figures

## **Q3 2017**

- Agfa Specialty Products' revenue increased to 50 million Euro. The strong performances of the Printed Circuit Board business, Synaps Synthetic Paper and the Specialty Chemicals (including Orgacon Electronic Materials) more than compensated for the decline of the classic film products.
- The business group's recurring EBITDA improved to 4.9 million Euro (9.8% of revenue). Recurring EBIT amounted to 4.0 million Euro (8.0% of revenue).

# Questions & Answers

