

# Q4 and Full Year 2017 Results

March 7, 2018



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

	Q4'16	Q4'17	Δ % (excl. X-rate)	FY'16	FY'17	Δ % (excl. X-rate)
Sales	664	640	-3,6%(-0,1%)	2.537	2.443	-3,7%(-2,9%)
Gross Profit*	223	214	-4,0%	857	814	-5,0%
as a % of sales	33,6%	33,4%		33,8%	33,3%	
SG&A*	-129	-121	-6,2%	-509	-496	-2,6%
as a % of sales	19,4%	18,9%		20,1%	20,3%	
R&D*	-36	-35	-2,8%	-141	-144	2,1%
Other operating items*	2	-1		1	-4	
Recurring EBITDA*	76	70	-7,9%	265	222	-16,2%
as a % of sales	11,4%	10,9%		10,4%	9,1%	
Recurring EBIT*	61	56	-8,2%	208	169	-18,8%
as a % of sales	9,2%	8,8%		8,2%	6,9%	

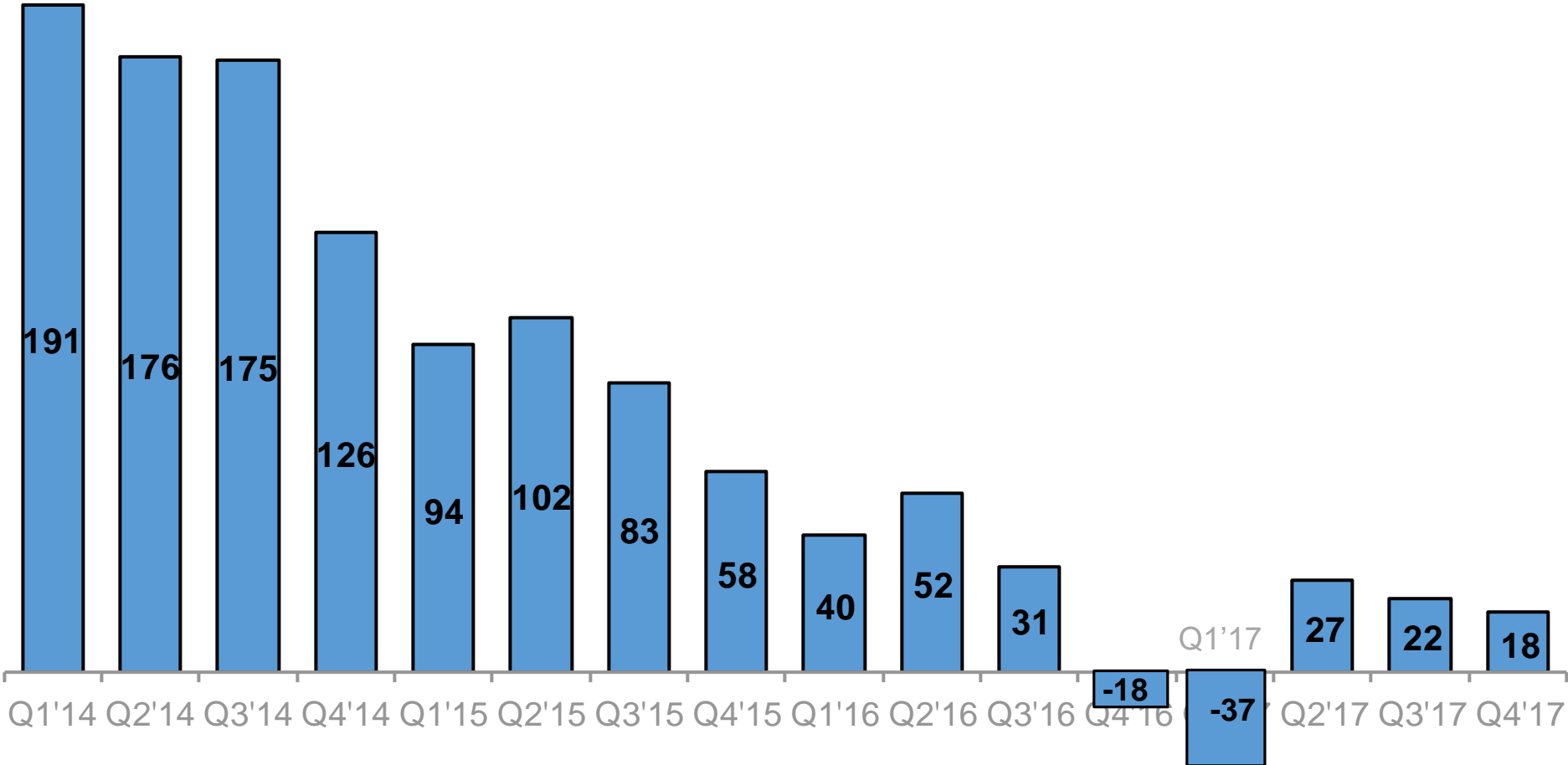
\* Before restructuring charges and non-recurring items

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

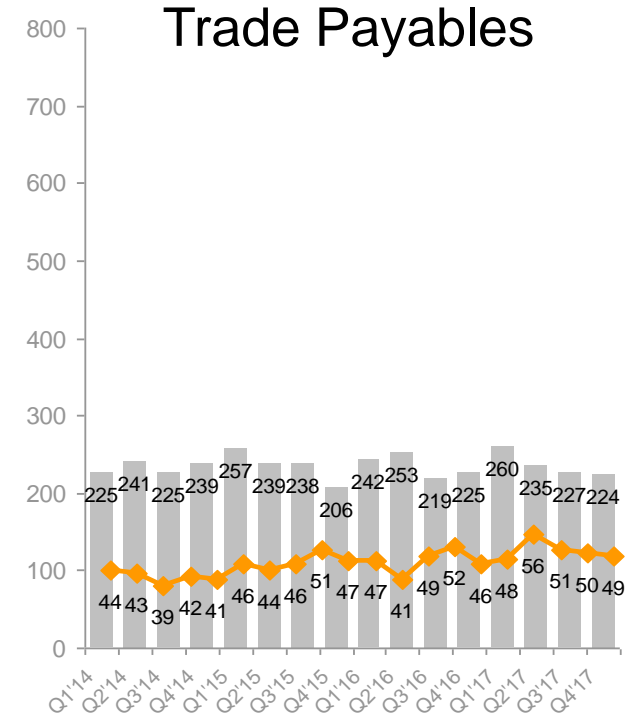
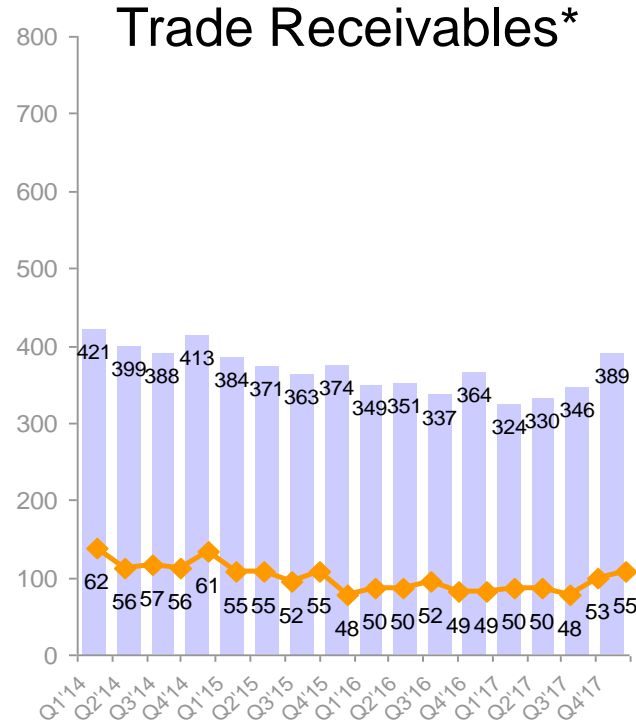
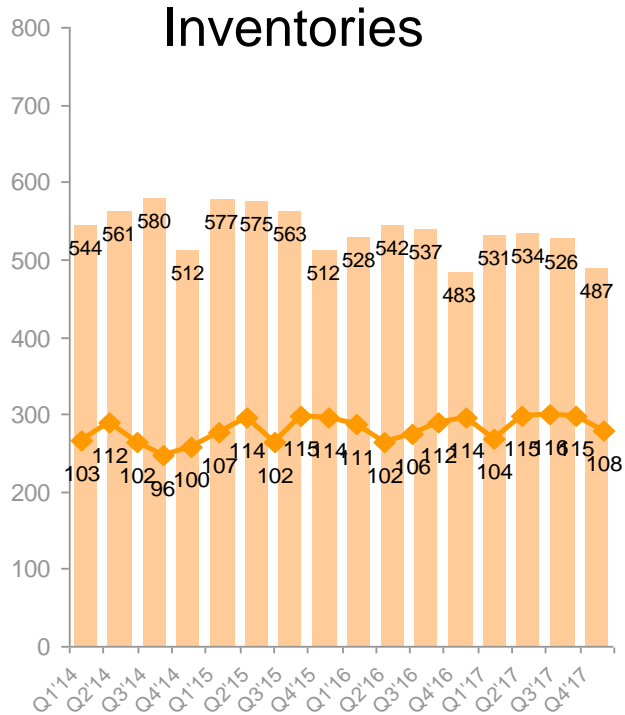
	Q4 '16	Q4 '17	Δ %	FY'16	FY'17	Δ %
Recurring EBIT*	61	56	-8,2%	208	169	-18,8%
Restructuring and non-recurring	-42	-17	-59,5%	-42	-31	-26,2%
Operating result	19	39		166	138	
Non-operating result	-11	-11		-51	-39	
Share of result of equity accounted investees - net of income tax	0	-1		0	-1	
Profit before taxes	8	27		115	98	
Taxes	-3	-31		-35	-53	
Net result	5	-4		80	45	
of which attr to equity holders of the company	2	-7		70	37	
of which attr to non controlling interests	3	3		10	8	

\* Before restructuring charges and non-recurring items

# Net Financial Debt (in million Euro)



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



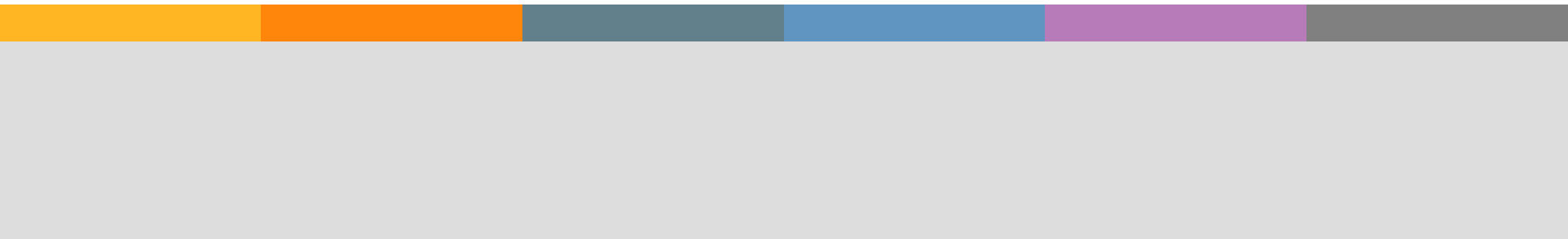
\* Trade receivables minus deferred revenue and advanced payments from customers

# Main Group Drivers behind Key Figures

## Q4 2017

- Excluding the effects of the strength of the Euro versus other currencies, the Agfa-Gevaert Group's top line would have been almost stable compared to the fourth quarter of 2016. The strong performance of the growth engines counterbalanced the decline in the traditional businesses.
- Impacted by adverse raw material effects, the Group's gross profit amounted to 214 million Euro, or 33.4% of revenue.
- Recurring EBIT at 56 million Euro.
- Net result negatively impacted by a one-off non-cash tax expense of 25 million Euro related to changes in tax regulation.
- Net debt position of 18 million Euro.

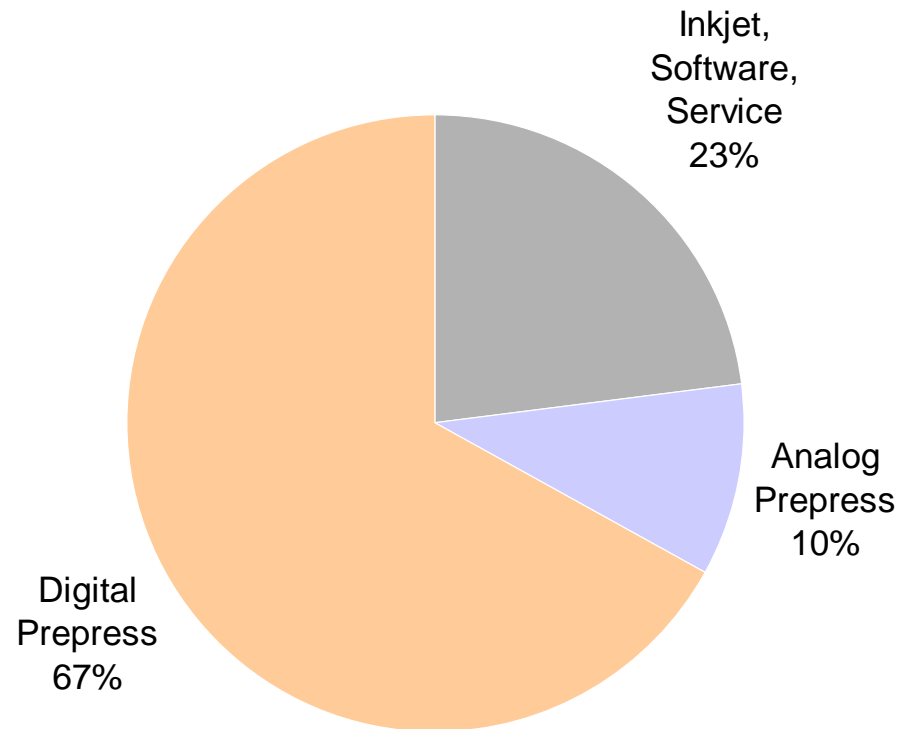
# Graphics





# Graphics: YTD Sales per Business Segment

FY 2017  
100% = 1,195 million Euro



# Graphics: Key Figures (in million Euro)

	Q4'16	Q4'17	$\Delta$ % (excl. curr.)	FY'16	FY'17	$\Delta$ % (excl. curr.)
Sales	331	302	-8,8%(-4,4%)	1.267	1.195	-5.7%(-4,4%)
Gross Profit*	98	85	-13,3%	378	347	-8,2%
as a % of sales	29,6%	28,1%		29,8%	29,0%	
SG&A*	-67	-61	-9,0%	-263	-251	-4,8%
as a % of sales	20,2%	20,2%		20,8%	21,0%	
R&D*	-12	-10	-16,7%	-43	-43	0,0%
Other operating items*	-1	-1		7	-1	
Recurring EBITDA*	29,0	20,0	-31,0%	106,5	77,0	-27,7%
as a % of sales	8,8%	6,6%		8,4%	6,4%	
Recurring EBIT*	22,3	14,1	-36,8%	79,8	52,8	-33,8%
as a % of sales	6,7%	4,7%		6,3%	4,4%	

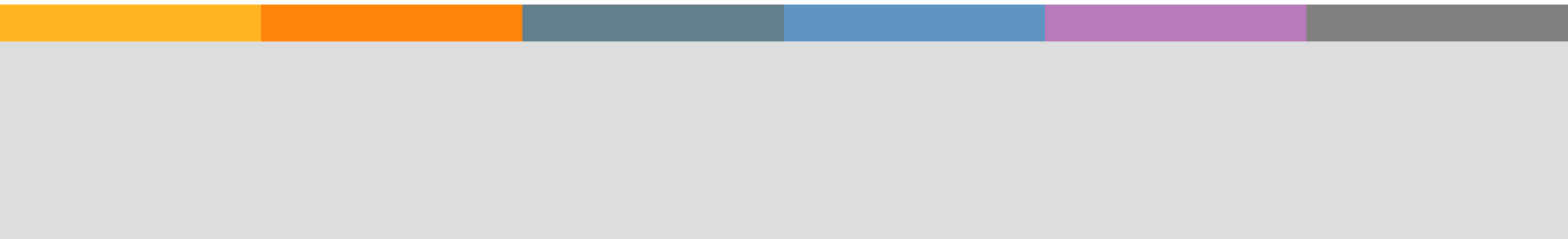
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# Graphics: Main Drivers behind Key Figures

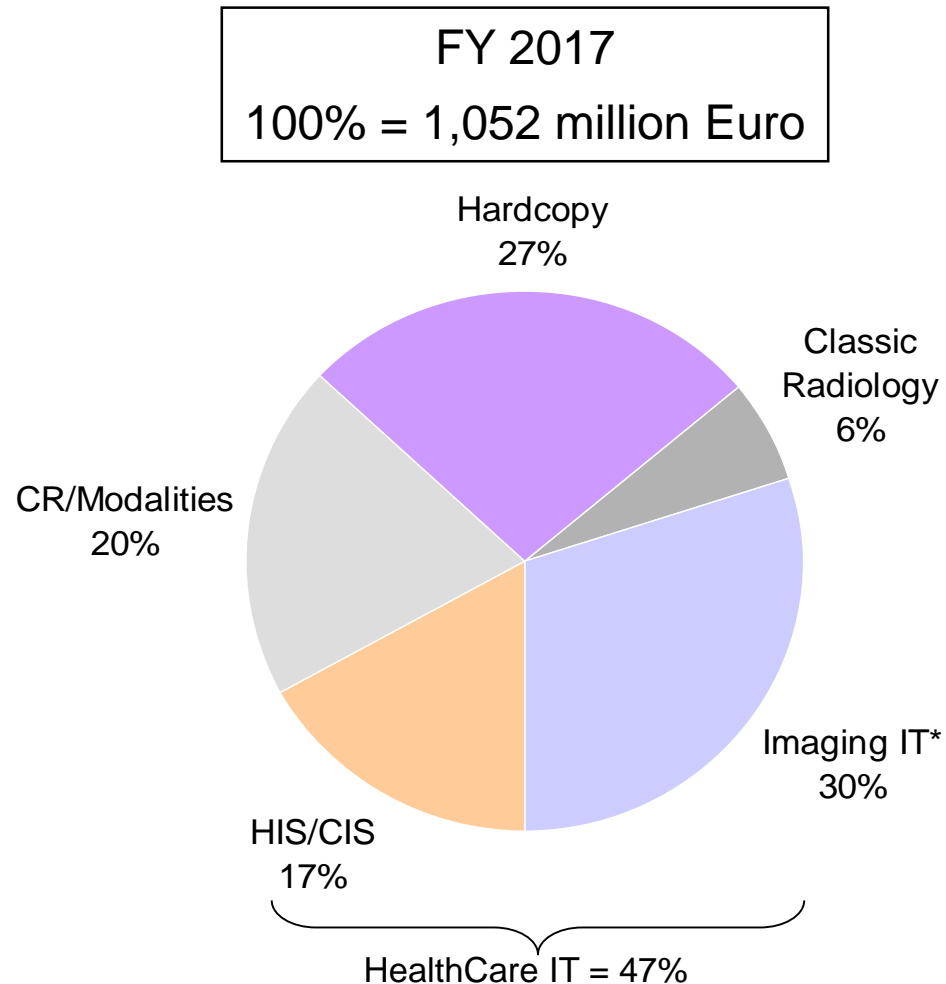
## Q4 2017

- Excluding the impact of the strength of the Euro, Agfa Graphics' revenue decline was limited to 4.4%. Continuing the good performance of the previous quarters, the business group's inkjet segment posted strong double-digit growth (excluding currency effects). Like in the previous quarters, competitive pressure in the offset markets continued to weigh on prepress volumes and printing plate prices.
- Mainly due to adverse raw material effects and competitive pressure effects, Agfa Graphics' gross profit margin decreased from 29.6% in the fourth quarter of 2016 to 28.1%.
- Recurring EBIT at 14.1 million Euro.
- Business highlights:
  - Several remarkable inkjet wins
  - Launch of version 10.5 of Apogee Prepress and Apogee WebApproval
  - Major upgrade of PrintSphere cloud-based data sharing and automation service

# HealthCare



# HealthCare: YTD Sales per Business Segment



\* Includes Radiology and Cardiology IT

# HealthCare: Key Figures (in million Euro)

	Q4'16	Q4'17	Δ % (excl. curr.)	FY'16	FY'17	Δ % (excl. curr.)
Sales	288	291	1,0%(3,7%)	1 090	1 052	-3,5%(-3,3%)
Gross Profit*	114	117	2,6%	435	418	-3,9%
as a % of sales	39,6%	40,2%		39,9%	39,7%	
SG&A*	-56	-54	-3,6%	-222	-221	-0,5%
as a % of sales	19,4%	18,6%		20,4%	21,0%	
R&D*	-22	-23	4,5%	-91	-93	1,1%
Other operating items*	1	0		-1	1	
Recurring EBITDA*	43,6	47,0	7,8%	146,5	131,1	-10,5%
as a % of sales	15,1%	16,2%		13,4%	12,5%	
Recurring EBIT*	37,1	40,6	9,4%	120,3	105,9	-12,0%
as a % of sales	12,9%	14,0%		11,0%	10,1%	

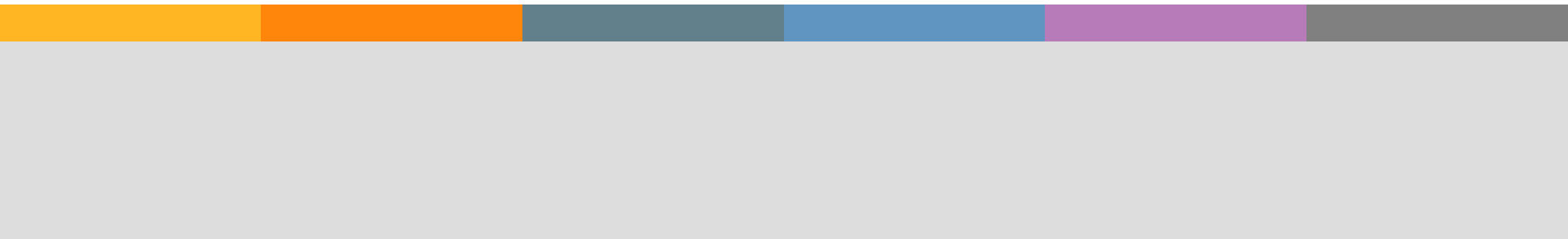
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# HealthCare: Main Drivers behind Key Figures

## Q4 2017

- The Agfa HealthCare business group posted solid fourth quarter results. On a currency comparable basis, Agfa HealthCare's top line grew by 3.7% versus the fourth quarter of 2016. The HealthCare Information Solutions growth engine performed well and the Imaging IT Solutions range posted double-digit growth (excluding currency effects), mainly driven by strong sales figures for the Enterprise Imaging platform in the USA. The hardcopy top line evolution normalized following the reorganization of the distribution channels in China.
- Agfa HealthCare improved its gross profit margin from 39.6% in the fourth quarter of 2016 to 40.2%.
- Recurring EBIT at 40.6 million Euro.
- Business highlights:
  - Important DR contract with Florida Hospital, part of Adventist Health System
  - Major contract for Enterprise Imaging platform in Southwestern Ontario
  - Go live Enterprise Imaging platform at UMass Memorial in the USA

# Specialty Products





# Specialty Products: Key Figures (in million Euro)

	Q4'16	Q4'17	$\Delta$ % (excl. curr.)	FY'16	FY'17	$\Delta$ % (excl. curr.)
Sales	45	47	4,4%(6,8%)	180	195	8,3%(9,2%)
Gross Profit*	11	11	0,0%	44	48	9,1%
as a % of sales	24,4%	23,4%		24,4%	24,6%	
SG&A*	-6	-6	0,0%	-24	-24	0,0%
as a % of sales	13,3%	12,8%		13,3%	12,3%	
R&D*	-1	-2	100,0%	-6	-8	-33,3%
Other operating items*	0	0		-1	-1	
Recurring EBITDA*	4,2	3,5	-16,7%	16,5	18,0	9,1%
as a % of sales	9,3%	7,4%		9,2%	9,2%	
Recurring EBIT*	3,2	2,7	-15,6%	12,9	14,7	14,0%
as a % of sales	7,1%	5,7%		7,2%	7,5%	

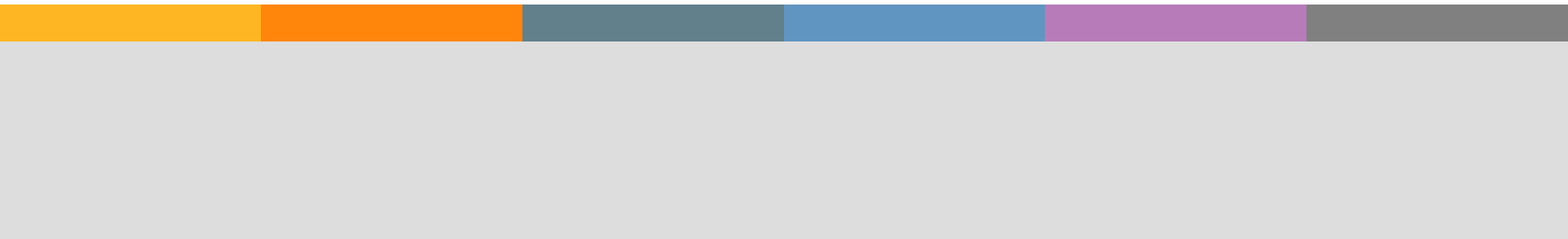
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# Specialty Products: Main Drivers behind Key Figures

## Q4 2017

- Strong performances by the Printed Circuit Board business, Synaps Synthetic Paper and the Specialty Chemicals business (including Orgacon Electronic Materials) resulted in a 4.4% revenue increase.
- The business group's recurring EBITDA amounted to 3.5 million Euro (7.4% of revenue). Recurring EBIT amounted to 2.7 million Euro (5.7% of revenue).
- Business highlight:
  - Development of a range of durable PVC-based security card solutions in close co-operation with Bilcare.

# Pensions



# Pension status (4 material countries)

Excluding Belgian DC-plans

Mio Euro	2016	2017	Delta
<b>Funded Status</b>	<b>(1179)</b>	<b>(1078)</b>	<b>(101)</b>
Obligations	2220	2110	(110)
Assets	1041	1032	(9)

# Pension cost and cash outflow (4 material countries)

Excluding Belgian DC-plans

Mio Euro	2016	2017	2018 (Est)
Pension Cost in Ebit	23	23	21
Net interest cost	29	24	23
Non recurring	3	-	-
<b>Total pension cost</b>	<b>55</b>	<b>47</b>	<b>44</b>
<b>Pension cash outflow</b>	<b>80</b>	<b>69</b>	<b>73</b>

- Pension cost:
  - Total recurring pension cost expected to decline versus 2017.
- Pension cash outflow:
  - Cash flow guidance : expected cash outflow below EBITDA about 50 million Euro