

Q2 2018 Results

22 August 2018



Profit & Loss: Key Figures (in million Euro)

	Q2'17	Q2'18	Δ % (excl. X-rate)	H1'17	H1'18	Δ % (excl. X-rate)
Sales	622	559	-10.0%(-6.3%)	1.210	1.108	-8.4%(-3.9%)
Gross Profit*	213	180	-15,5%	405	358	-11,7%
as a % of sales	34,3%	32,2%		33,5%	32,3%	
SG&A*	-129	-119	-8,3%	-258	-239	0,8%
as % of sales	20,8%	21,2%		21,3%	21,6%	
R&D*	-36	-35	-2,3%	-74	-73	5,7%
Other operating items*	0	10		-1	14	
Recurring EBITDA*	60	49	-19,5%	99	86	-13,2%
as a % of sales	9,7%	8,7%		8,2%	7,8%	
Recurring EBIT*	47	35	-24,7%	73	60	-17,9%
as a % of sales	7,6%	6,3%		6,0%	5,4%	

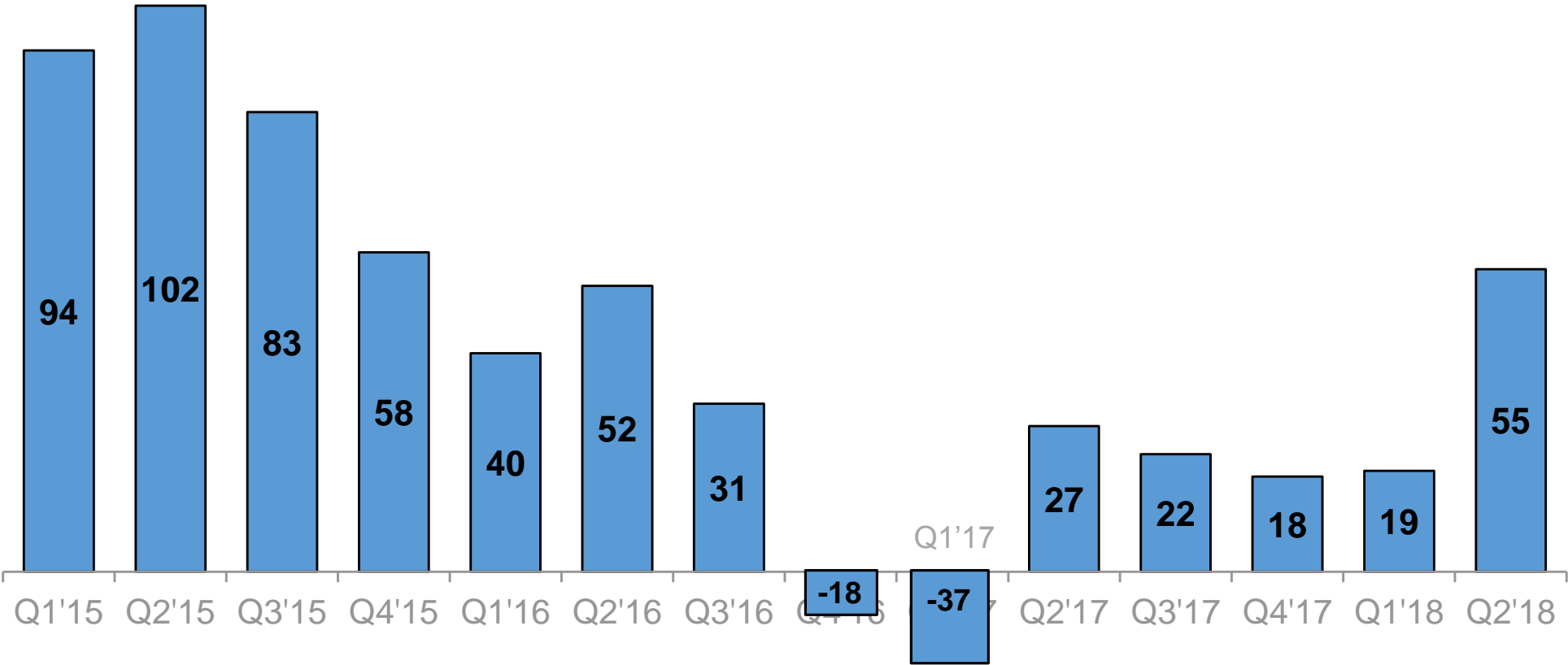
* Before restructuring charges and non-recurring items

Profit & Loss: Key Figures (in million Euro)

	Q2 '17	Q2 '18	Δ %	H1 '17	H1 '18	Δ %
Recurring EBIT*	47	35	-24,7%	73	60	-17,9%
Restructuring and non-recurring	-2	-9		-5	-14	
Operating result	45	26	-41,1%	68	46	-32,1%
Non-operating result	-8	-10		-20	-20	
Profit before taxes	37	16		48	26	
Taxes	-10	-10		-13	-13	
Net result	27	6		35	13	
of which attr to owners of the company	26	5		32	10	
of which attr to non controlling interests	1	1		3	3	

* Before restructuring charges and non-recurring items

Net Financial Debt (in million Euro)



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

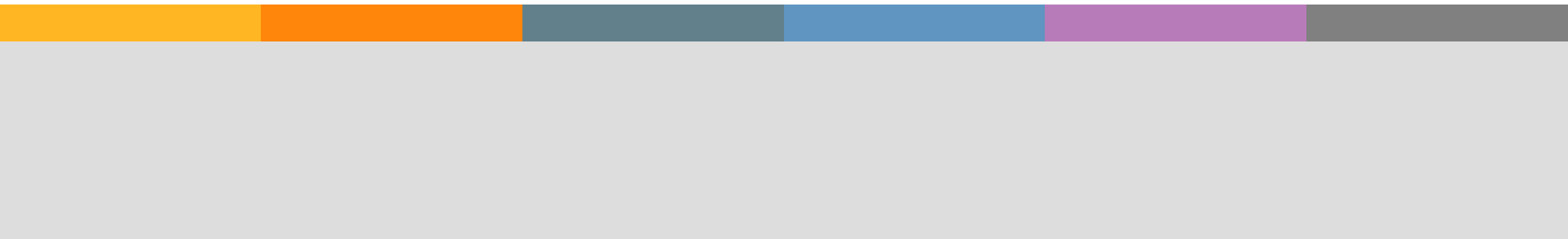
	Q4 2017	Q2 2018
Inventories (Mio Eur)	476	516
• DIOH in days	105	118
Trade Receivables, Contract Assets, Contract liabilities (Mio Eur)	393	351
• DSO in days	55	56
Trade Payables (Mio Eur)	(224)	(226)
• DPO in days	50	52
Trade Working Capital (Mio Eur)	644	641
• Trade Working Capital as % of sales	26%	27%

Main Group Drivers behind Key Figures

Q2 2018

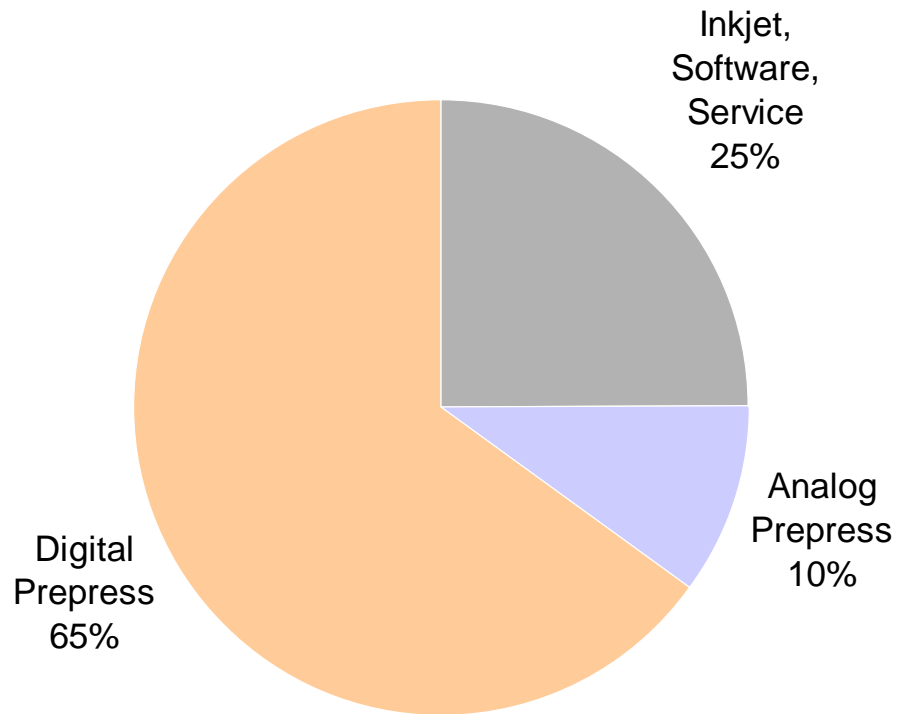
- The Agfa-Gevaert Group's top line evolution was strongly impacted by the previously announced product portfolio reorganization in the Agfa Graphics business group's prepress business and by the strength of the Euro. Excluding these elements, the Group's revenue decline was limited to 3.6%. The Agfa HealthCare business group's hardcopy film business continued to recover following the reorganization of the Chinese distribution channels in 2017.
- Net profit of 6 million Euro
- Net financial debt of 55 million Euro

Graphics



Graphics: YTD Sales per Business Segment

1H 2018
100% = 520 million Euro



Graphics: Key Figures (in million Euro)

	Q2'17	Q2'18	Δ % (excl. curr.)	H1'17	H1'18	Δ % (excl. curr.)
Sales	309	261	-15.5%(-12.0%)	609	520	-14,6%(-9.7%)
Gross Profit*	94	71	-24,8%	183	140	-23,4%
as a % of sales	30,4%	27,0%		30,0%	27,0%	
SG&A*	-65	-59	-8,9%	-131	-119	-8,4%
as % of sales	21,1%	22,8%		21,5%	23,0%	
R&D*	-11	-11	2,8%	-22	-23	2,2%
Other operating items*	-1	7		0	11	
Recurring EBITDA*	23,0	12,9	-58,8%	42,8	21,1	-50,8%
as a % of sales	7,4%	4,9%		7,0%	4,1%	
Recurring EBIT*	16,9	7,0	-44,0%	30,5	9,3	-69,6%
as a % of sales	5,5%	2,7%		5,0%	1,8%	

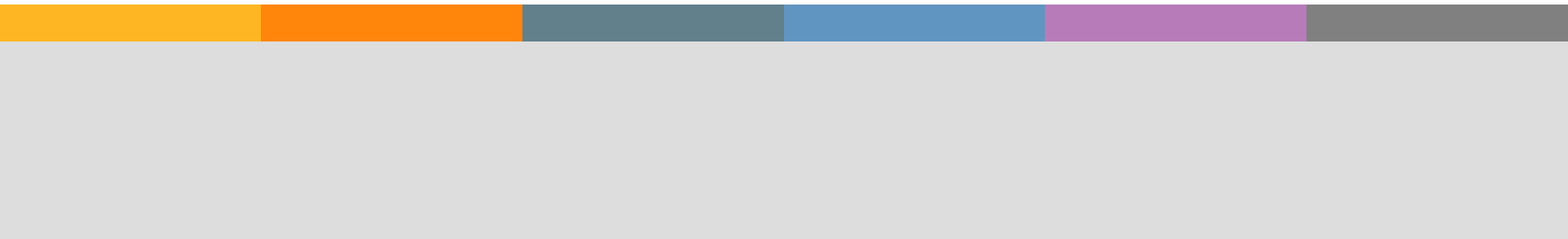
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Graphics: Main Drivers behind Key Figures

Q2 2018

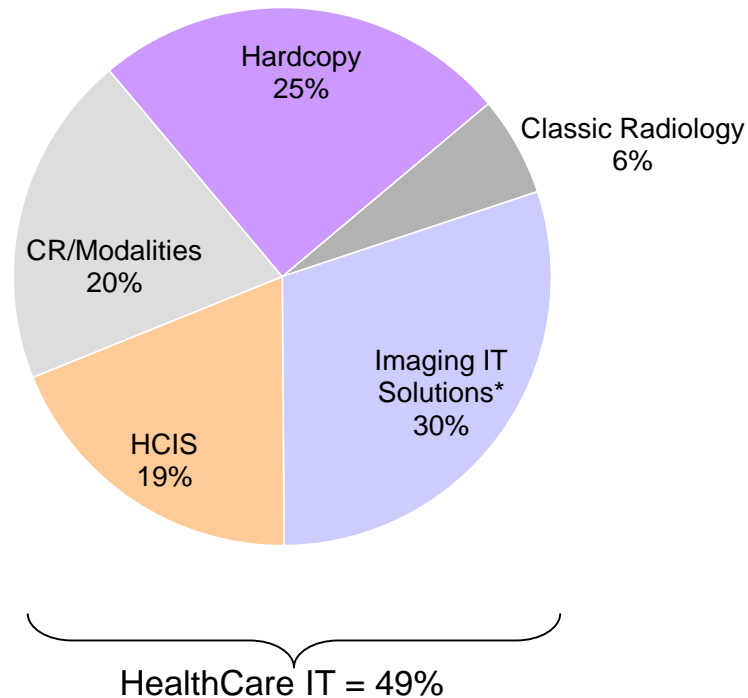
- Excluding the effects of the strength of the Euro and of the decision to discontinue certain prepress-related reseller activities in the United States, Agfa Graphics' top line decreased by 6.5%.
- Mainly due to product and regional mix effects, as well as the high aluminum price, Agfa Graphics' gross profit margin decreased from 30.4% of revenue in the second quarter of 2017 to 27.0%.
- Recurring EBIT at 7.0 million Euro.
- Business highlights
 - Introduction InkTune and PressTune software solutions
 - Introduction hybrid Jeti Tauro H3300 LED inkjet printer

HealthCare



HealthCare: YTD Sales per Business Segment

1H 2018
100% = 487 million Euro



* Includes Radiology and Cardiology IT

HealthCare: Key Figures (in million Euro)

	Q2'17	Q2'18	Δ % (excl. curr.)	H1'17	H1'18	Δ % (excl. curr.)
Sales	263	248	-5.7%(-1.4%)	503	487	-3.0%(+1.9%)
Gross Profit*	105	97	-8,1%	196	190	-2,9%
as a % of sales	39,9%	38,9%		39,0%	39,0%	
SG&A*	-58	-53	-7,7%	-115	-108	-6,1%
as % of sales	22,0%	21,5%		22,9%	22,1%	
R&D*	-23	-22	-4,0%	-47	-46	-2,5%
Other operating items*	2	2		2	4	
Recurring EBITDA*	32,1	29,7	-7,7%	48,4	52,8	9,1%
as a % of sales	12,2%	12,0%		9,6%	10,8%	
Recurring EBIT*	25,7	23,4	-9,1%	35,8	40,2	12,2%
as a % of sales	9,8%	9,4%		7,1%	8,2%	

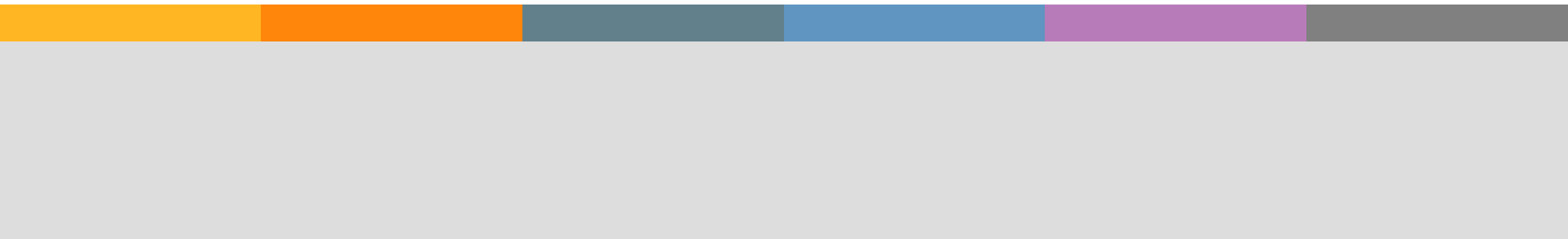
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HealthCare: Main Drivers behind Key Figures

Q2 2018

- Excluding the effects of the strong Euro, Agfa HealthCare's revenue decrease was limited to 1.4%.
- Following the reorganization of the Chinese distribution channels in 2017, the hardcopy business posted satisfactory volume growth. The HealthCare Information Solutions range reported continuous top line and order book growth. Following a strong start to the year, the Imaging IT Solutions range somewhat slowed down in the second quarter.
- Agfa HealthCare's gross profit margin reached 38.9% of revenue, versus 39.9% in the second quarter of 2017.
- Recurring EBIT at 23.4 million Euro
- Business highlights
 - FDA 510(k) clearance for DR 800 multi-purpose imaging system
 - Several important contracts for Enterprise Imaging
 - Acquisition of French e-health software solution specialist Inovelan

Specialty Products



Specialty Products: Key Figures (in million Euro)

	Q2 '17	Q2 '18	Δ % (excl. curr.)	H1'17	H1'18	Δ % (excl. curr.)
Sales	49	50	1,4%(2.7%)	98	101	2.7%(4.7%)
Gross profit*	14	13	-8,9%	26	27	4,4%
as a % of sales	28,4%	25,6%		26,7%	26,5%	
SG&A*	-6	-6	-7,2%	-13	-12	-6,5%
as a % of sales	12,7%	11,6%		12,7%	11,6%	
R&D*	-2	-2	-10,4%	-5	-4	-9,0%
Other operating items*	0	1		-1	0	
Recurring EBITDA*	6,1	6,9	12,0%	9,6	13,6	41,1%
as a % of sales	12,4%	13,7%		9,8%	13,4%	
Recurring EBIT*	5,3	5,9	10,6%	8,0	11,6	45,5%
as a % of sales	10,8%	11,8%		8,1%	11,5%	

* Before restructuring charges and non-recurring items

Specialty Products: Main Drivers behind Key Figures

Q2 2018

- Agfa Specialty Products' top line grew by 1.4% (2.7% excluding currency effects) to 50 million Euro. Synaps Synthetic Paper, Security and the Specialty Chemicals business performed particularly well.
- Recurring EBIT amounted to 5.9 million Euro (11.8% of revenue).
- Business highlights
 - Agreement with De Nora for the development of a solution for hydrogen and oxygen production based on the Zirfon Perl membrane.

Questions & Answers

