



Össur hf. Q2 2015

Investor Meeting

Jón Sigurðsson, President & CEO

Sveinn Sölvason, CFO

24 July 2015

# FORWARD LOOKING STATEMENTS



This presentation contains forward-looking statements, which reflect the Management's current views with respect to certain future events and financial performance. Although the statements are based upon estimates the Management believes to be reasonable, there is no assurance that these statements will be achieved.

Statements containing the financial outlook for 2015 and the following years naturally involve risks and uncertainties, and consequently actual results will differ, and may differ materially, from those projected or implied in the forward-looking statements.

The risks and uncertainties may include unexpected developments in the international currency exchange and securities markets, financing, market driven price decreases for Össur's products, delay or failure of development products, production problems and unexpected cost increases, development of new technologies by competitors, the introduction of competing products within Össur's core areas, exposure to product liability and other lawsuits, changes in reimbursement rules and governmental laws.

# HIGHLIGHTS Q2 2015

SALES  
USD 127 m



- 8% growth LCY, 7% organic LCY
- B&S 8% growth LCY, 8% organic LCY
- Prosthetics 10% growth LCY, 7% organic LCY

OPERATIONS  
EBITDA USD 28 m



- Gross profit margin 63%
- EBITDA margin 22%
- EBITDA 7% growth LCY

HIGHLIGHTS

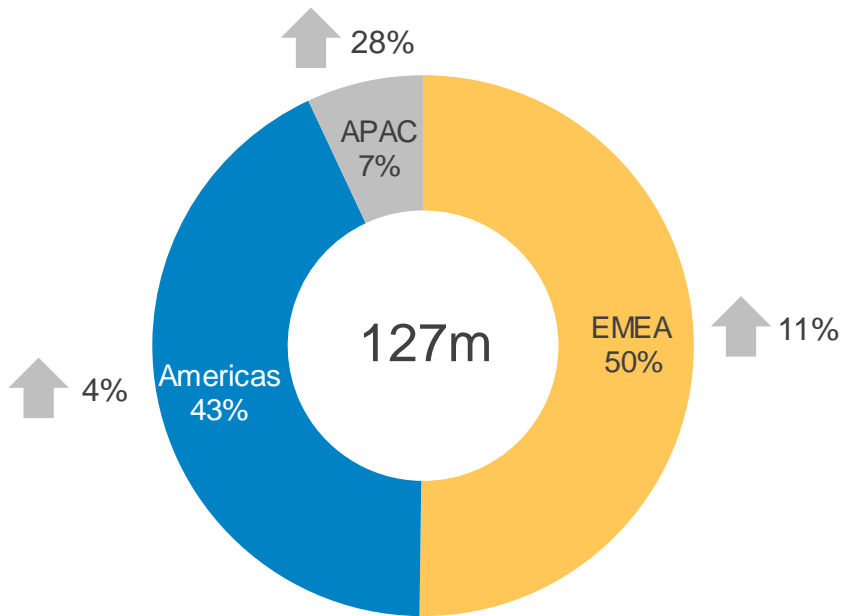


- Strong sales growth in both product segments
- Introduction of mind controlled prosthetics technology

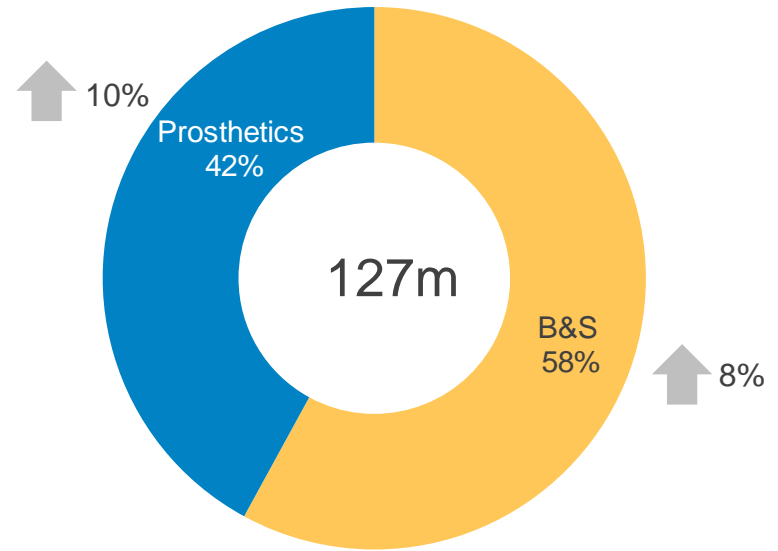
Note:  
All growth numbers refer to year-on-year growth  
EBITDA adjusted for one-time expenses

# GROWTH BY SEGMENTS AND GEOGRAPHY

Sales by geography

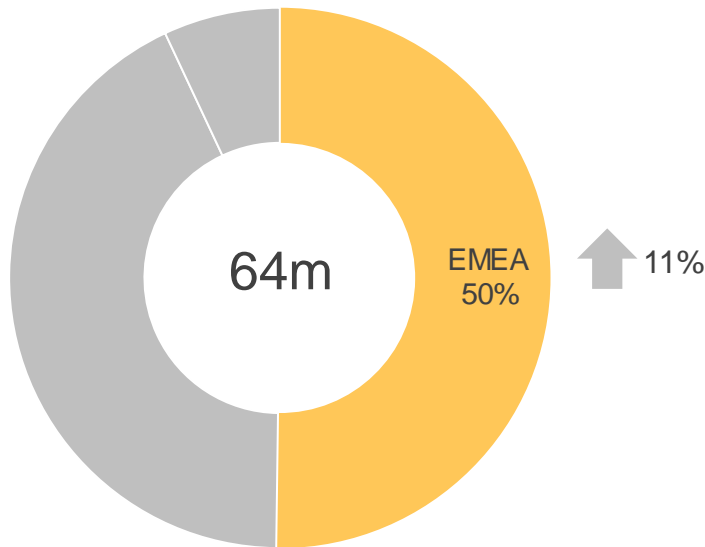


Sales by segments



Note:  
All growth numbers are in local currency

# EMEA 11% SALES GROWTH

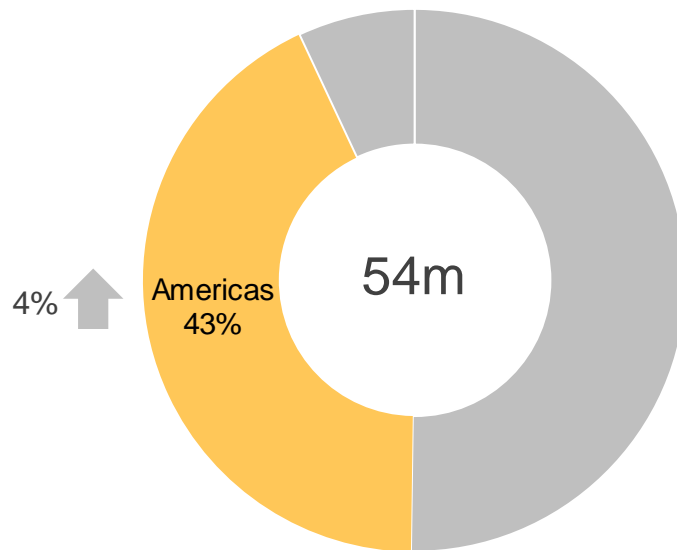


## Highlights

- Strong performance
- Excellent sales growth in B&S
- Continued strong performance in prosthetics

Note:  
All growth numbers are in local currency

# AMERICAS 4% SALES GROWTH

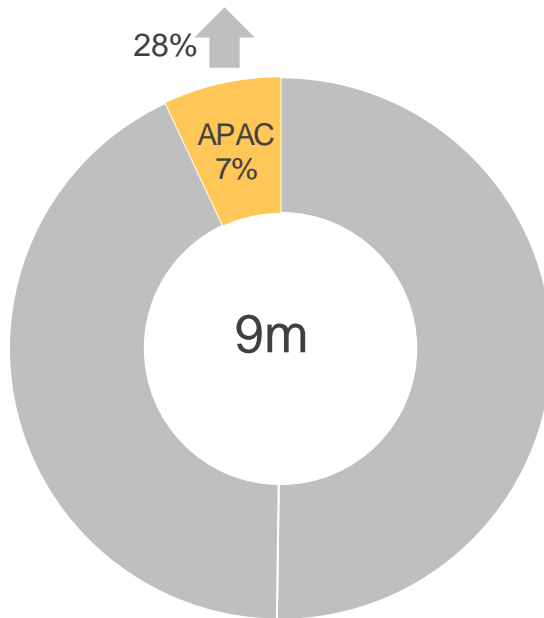


## Highlights

- B&S sales growth driven by high end products
- Good performance in prosthetics
- Closer relationship with customers through partnership services program

Note:  
All growth numbers are in local currency

# APAC 28% SALES GROWTH



## Highlights

- Excellent prosthetics sales growth
- Acquired companies performing well
- Investment in new markets

Note:  
All growth numbers are in local currency

# NEW INNOVATION IN Q2

## B&S



Form Fit® OA Wraparound

## Prosthetics



Unity® for Balance™ J & Assure



Balance™ Knee Control

## MIND CONTROLLED PROSTHETICS TECHNOLOGY INTRODUCED



Myoelectric sensors (IMES) are surgically implanted in the amputees residual muscle tissue.

Two amputees have been living with Össur's mind-controlled Bionic prostheses for more than one year.

Mind-controlled Bionic prosthetic legs are a remarkable clinical breakthrough in next-generation Bionic technology.





## Financials Q2 2015

# FINANCIALS Q2



Financials USD m	Q2 2015	Q2 2014
Net Sales	127	133
Gross profit	80 63%	85 64%
EBIT	22 17%	25 19%
EBITDA	27 21%	29 22%
EBITDA adjusted	28 22%	29 22%
Net profit for the period	16 12%	17 13%
Net debt/EBITDA	0.8	1.0
Cash generated by operations	23 18%	24 18%

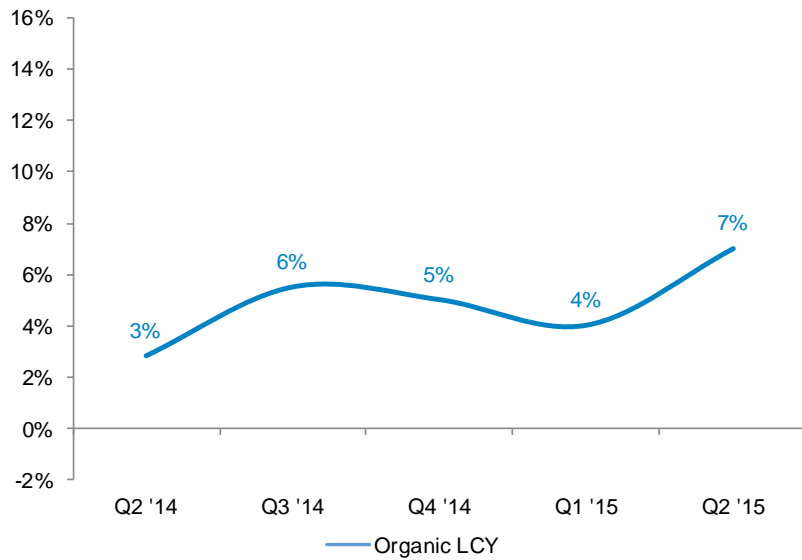
- 8% sales growth, LCY
- 7% organic sales growth, LCY
  
- Currency headwinds
- One time cost of 1.5 m USD
- Stable EBITDA margin
- EBITDA adjusted growth LCY 7%

Note:  
EBITDA adjusted for one-time expenses

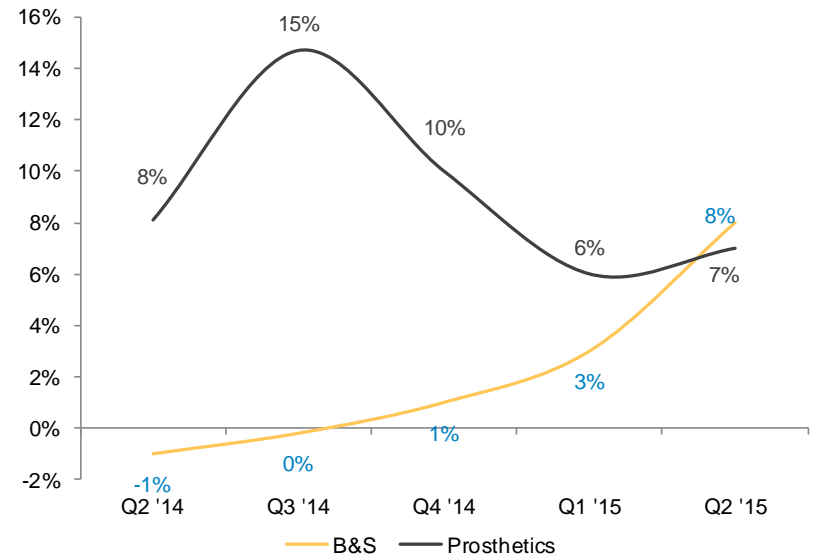
# ORGANIC SALES 7% GROWTH



SALES

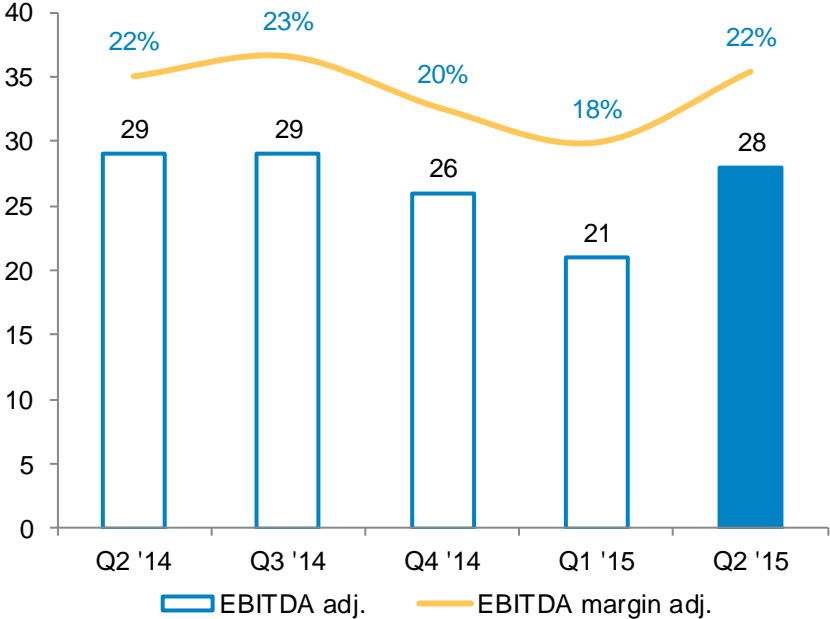


SALES BY SEGMENTS



Note:  
Organic growth in local currency

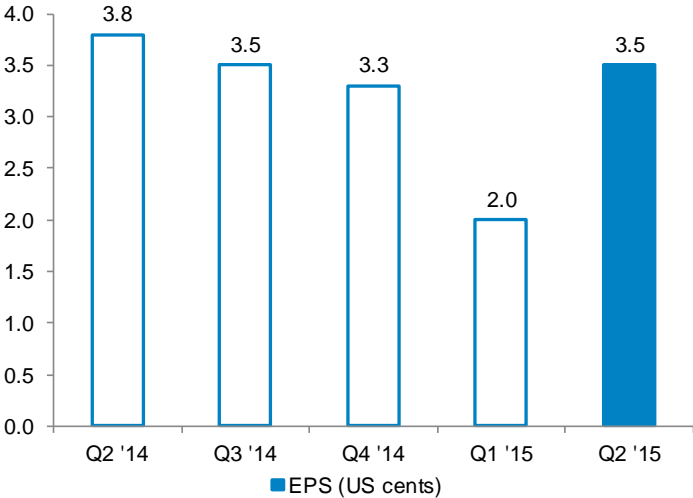
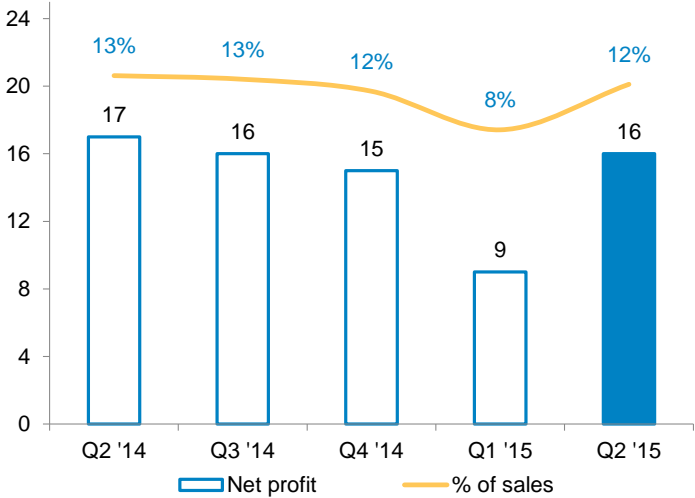
# EBITDA MARGIN 22%



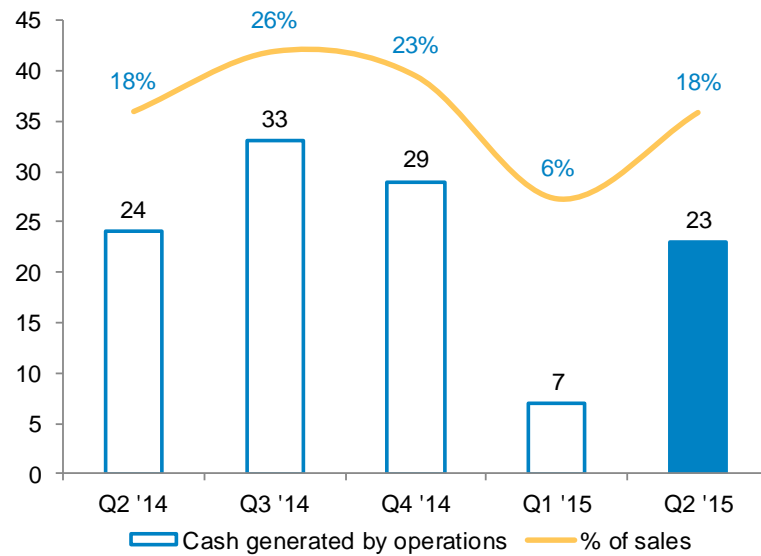
- Stable EBITDA margin
- Growth in EBITDA adjusted 7% LCY

Note:  
EBITDA adjusted for one-time expenses

# NET PROFIT AND EPS



# CASH FLOW FROM OPERATIONS



- Increase in accounts receivables
- High CAPEX in the quarter

# 2015 GUIDANCE



	Actual 1H 2015	Guidance 2015
Sales growth LCY	7%	4-6%
Sales growth Organic LCY	6%	3-5%
EBITDA margin	20%	20-21%

# WE IMPROVE PEOPLE'S MOBILITY

