

## **HIGHLIGHTS Q1 2008**





- Sales USD 89.8 million
- Sales growth 12%, all organic
- \*\* EBITDA 25.6%
- EBITDA adjusted \* 19.4%
- Healthy prosthetics sales growth across the border
- Excellent growth in traditional Europe
- Challenges at Gibaud and in bracing and support sales in Americas
- Divestment of the wound care product line

<sup>\*</sup> Adjusted for \$5.5m one time income related to the sales of wound care operations

### **MARKETS Q1 2008**



### Americas

- → Sales growth 4%
- → Strong growth in prosthetics
- → Bracing and support growth flat
- → Makena distribution contract

#### •• EMEA<sup>1)</sup>

- → Sales growth 6%
- → Strong growth in prosthetics
- → Traditional Europe healthy growth in bracing and support
- → Compression therapy sales decline 12%
- → Favorable exchange rate developments

### Asia

→ Excellent 27% growth

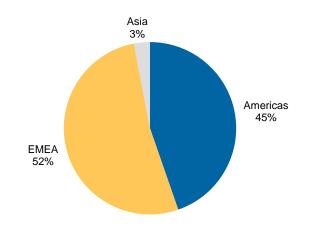
1) EMEA growth presented in LCY. Favorable exchange rate developments result in significantly higher growth rates measured in USD.

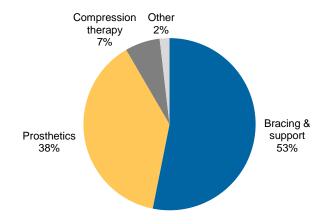
# **SALES SPLIT BY SEGMENT AND GEOGRAPHY Q1 2008**



Life Without Limitations

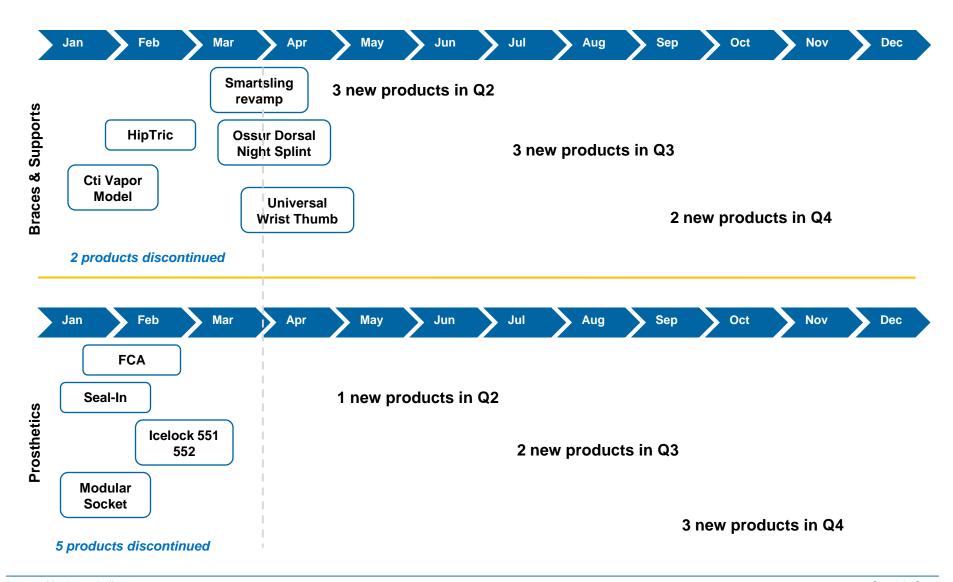






### **MAIN PRODUCT ACTIVITIES 2008**







### **FINANCIAL HIGHLIGHTS Q1 2008**





- Total sales USD 89.8 million
- Organic sales growth 12% in USD, 5% in local currency
- Profit from operations USD 17 million, up 320% from Q1 2007
- EBITDA 25.6% compared to 12.7% in Q1 2007
- EBITDA adjusted 19.4% compared to 14.3% in Q1 2007
- Net profit USD 6.7 million, compared to net loss of 2.7 million in
   Q1 2007
- Cash EPS diluted 2.98 US cents, up by 231% from Q1 2007
- EPS diluted 1.58 US cents, compared to -0.90 US cents in Q1 2007

## **INCOME STATEMENTS Q1 2008**



Income Statements	Q1	% of	Q1	% of	
(USD '000)	2008	sales	20071)	sales	Change
Net sales	89,754	100.0%	80,380	100.0%	11.7%
Cost of goods sold	(36,577)	-40.8%	(36,004)	-44.8%	1.6%
Gross profit	53,177	59.2%	44,376	55.2%	19.8%
Other income	5,739	6.4%	320	0.4%	1691.2%
Sales & marketing expenses	(23,499)	-26.2%	(22,233)	-27.7%	5.7%
Research & development expenses	(5,424)	-6.0%	(5,052)	-6.3%	7.4%
General & administrative expenses	(12,952)	-14.4%	(13,353)	-16.6%	-3.0%
Profit from operations	17,041	19.0%	4,058	5.0%	319.9%
Financial income /(expenses)	(9,043)	-10.1%	(7,852)	-9.8%	15.2%
Profit/(loss) before tax	7,998	8.9%	(3,794)	-4.7%	n/a
Income tax	(1,314)	-1.5%	1,088	1.4%	n/a
Net profit for the period	6,684	7.4%	(2,706)	-3.4%	n/a
EBITDA	22,950	25.6%	10,240	12.7%	124.1%
EBITDA adjusted <sup>2)</sup>	17,449	19.4%	11,528	14.3%	51.4%

<sup>1)</sup> Q1 2007 cost of goods sold and operating expenses at Gibaud have been reclassified in accordance with IFRS accounting principles

Excluding \$ 5.5m sales gain related to the divestment of the wound care product line in Q1 2008.

# **BALANCE SHEETS 31 MARCH 2008**



USD '000	31 March 2008	31 December 2007	% Change
Fixed assets	508,827	503,564	1%_
Current assets	142,531	132,257	8%
Total assets	651,358	635,821	2%
Stockholders' equity	259,336	250,282	4%_
Long-term liabilities	251,513	239,361	5%_
Current liabilities	140,509	146,178	-4%
Total equity and liabilities	651,358	635,821	2%
Net Debt / EBITDA LTM	3.6	4.4	
Net Debt / EBITDA LTM adj.*	4.4	4.8	
Equity ratio	40%	39%	

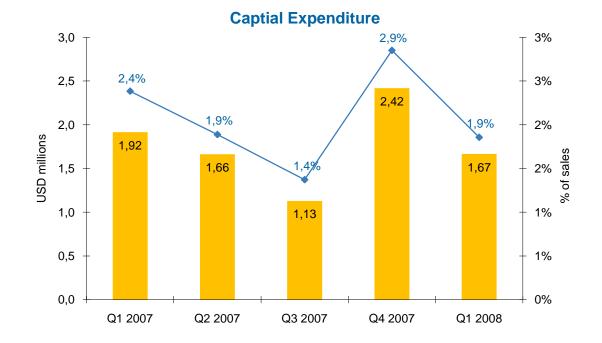
<sup>\*</sup> Excluding \$ 5.5m sales gain related to the divestitment of the wound care product line.

## **CASH AND CAPEX**





Cash Ratios (USD '000)	Q1 2008	% of sales	Q1 2007	% of sales	Change
Working capital provided by operating activities	19,505	22%	5,504	7%	254%
Net cash provided by operating activities	14,278	16%	2,111	3%	576%
Cash EPS diluted (US cents)	2.98		0.90		230%



# **MAIN SHAREHOLDERS 31 MARCH 2008**



Life Without Limitations

Fund 144,952,40 Company 84,040,2 Family 37,526,7 24,446,9 nd 14,660,1 nd 13,274,8	15 19.87 69 8.87 07 5.78
Family 37,526,7  CEO 24,446,9  nd 14,660,1	69 8.87 07 5.78
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nd 14,660,1	
10.074.0	04 0.47
12 27/10	94 3.47
nd 13,274,8	91 3.14
nd 7,870,2	1.86
nd 7,673,2	288 1.81
nk 7,593,0	1.80
nd 6,806,8	1.61
5,434,3	1.28
4,460,6	1.05
nd 3,637,1	27 0.86
3,560,3	0.84
Fund 2,544,4	0.60
368,481,8	46 87.11
54,518,1	54 12.89
	nd 7,673,2 nk 7,593,0 nd 6,806,8 5,434,3 4,460,6 nd 3,637,1 3,560,3 Fund 2,544,4 368,481,8

