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Ossur Investor Presentation 5 February 2008

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**OSSUR 2007** 

JON SIGURDSSON - PRESIDENT & CEO

Ossur Investor Presentation 5 February 2008

### **HIGHLIGHTS 2007**





- Sales USD 335.6 million
- Sales growth 33%
- Organic growth 7%
- \*\* EBITDA USD 64.4 million
- EBITDA margin 19.2%
- Turnaround in traditional Europe, harvesting from restructuring in 2006
- Gibaud in line with the business case
- Challenges in bracing and support sales in Americas – major focus on integration and restructuring
- Continuing success of the Bionic Products
- Strengthened financial structure and expanded shareholder base following private placement

## **MARKETS 2007**





#### • Americas

Growth 3% in local currency

Strong double digit growth in prosthetics

Sales decline in bracing and support

Major focus on the B&S sales channel restructuring

Bracing and support sales expected to pick up in Q1

2008

#### EMEA

Growth 74% in local currency (including acquired growth)

Pro forma growth 4% in local currency

Healthy growth in prosthetics

Bracing and support growth in line with market growth

Harvesting from 2006 restructuring

Gibaud in line with business case

Somas integration completed

#### • Asia

Growth 12% in local currency

## PRODUCTS 2007













#### **Prosthetics**

- Growth at 9% in local currency
- Key new products: Iceross®Synergy, Mauch®Knee and Mauch®Knee plus
- Product mix shifting to Bionics
  - Bionic sales in line with expectations
  - Trend expected to continue

### Bracing and support

- Growth including acquisitions 29% in local currency
- Organic sales decline 4% in local currency
- Key products, CTi and Unloader redesigned and growing strongly
- Sales decline in Americas due to restructuring.
- Europe and Gibaud on track

### Compression therapy

Pro forma sales growth of 2% in local currency



# FINANCIALS 2007

# HJORLEIFUR PALSSON - CFO

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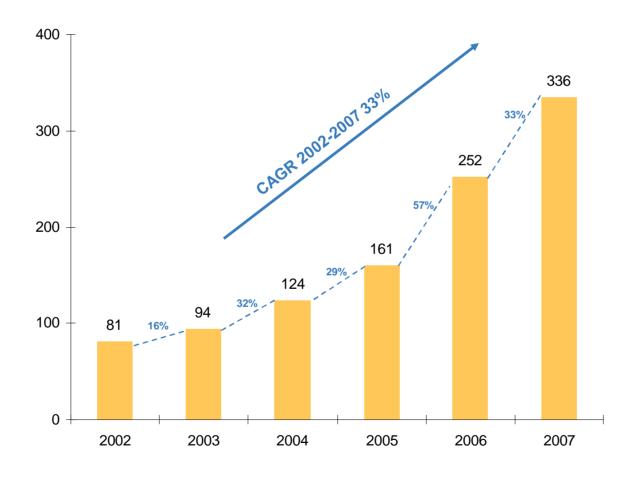
### **FINANCIAL HIGHLIGHTS 2007**



- Total sales USD 335.6 million, up by 33% from 2006
- Profit from operations USD 39.7 million, up by 101%
- Net profit USD 7.6 million, up by 74%
- EBITDA USD 64.4 million, up by 63%
- EBITDA ratio 19.2% compared to 15.7% in 2006
- EPS diluted 1.94 US cents, up by 71%
- Cash EPS diluted 8.24 US cents, up by 31%
- Net cash provided by operating activities USD 45.7 million, up by 186%
- Equity ratio 39% following private placement, up from 26%

# **NET SALES AND GROWTH 2002 - 2007**





## EBITDA AND EBITDA RATIO 2002 - 2007

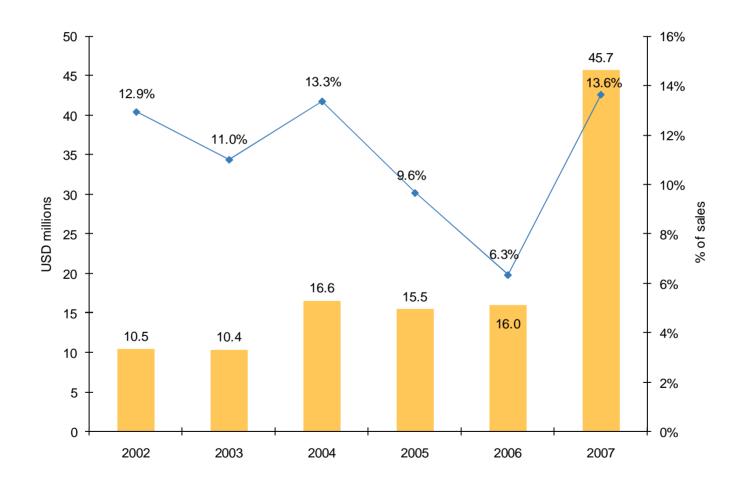




# **NET CASH PROVIDED BY OPERATING ACTIVITIES**



Net cash provided by operating activities increased by 186% from 2006



## **INCOME STATEMENTS 2007**



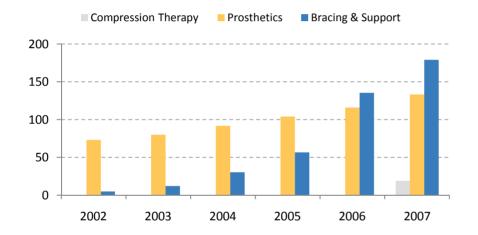
Life Without Limitations

Income Statements (USD '000)	2007	% of sales	2006	% of sales	Change
Net sales	335,609	100.0%	252,133	100.0%	33.1%
Cost of goods sold	(139,911)	-41.7%	(102,756)	-40.8%	36.2%
Gross profit	195,698	58.3%	149,377	59.2%	31.0%
Other income	12,033	3.6%	530	0.2%	2170.4%
Sales & marketing expenses	(85,553)	-25.5%	(67,620)	-26.8%	26.5%
Research & development expenses	(20,176)	-6.0%	(17,925)	-7.1%	12.6%
General & administrative expenses	(62,286)	-18.6%	(36,165)	-14.3%	72.2%
Restructuring expenses			(8,453)	-3.4%	
Profit from operations	39,716	11.8%	19,743	7.8%	101.2%
Financial income /(expenses)	(31,663)	-9.4%	(20,602)	-8.2%	53.7%
Profit/(loss) before tax	8,053	2.4%	(859)	-0.3%	
Income tax	(473)	-0.1%	5,219	2.1%	
Net profit for the period	7,580	2.3%	4,360	1.7%	73.9%
EBITDA	64,392	19.2%	39,493	15.7%	63.0%
EBITDA adjusted*	58,424	17.4%	47,946	19.0%	21.9%

<sup>\* 2007:</sup> Excluding \$1.4 m inventory step-up related to the acquisitions of Gibaud and Somas, \$3.6m legal expenses related to the Company's wound care business, \$7.6 m other income related to the sale of the option to buy Ossur's headquarters in Iceland and \$3.4m other income related to a litigation settlement.

# **SALES BY PRODUCT SEGMENT**



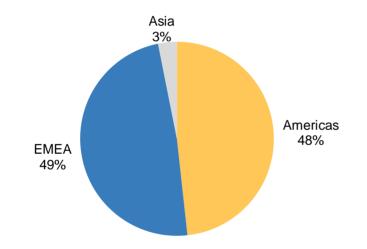


USD '000	% of sales	Growth USD	Pro forma growth LCY
Bracing & support	53%	34%	-2%
Prosthetics	40%	13%	9%
Compression	6%	n/a	2%
Other	1%	238%	100%
Total	100%	33%	3%



# SALES BY GEOGRAPHICAL SEGMENT





USD '000	Growth USD	Pro forma growth LCY
Americas	3%	2%
EMEA	89%	4%
Asia	15%	12%
Total	33%	3%



## **BALANCE SHEETS 31 DECEMBER 2007**



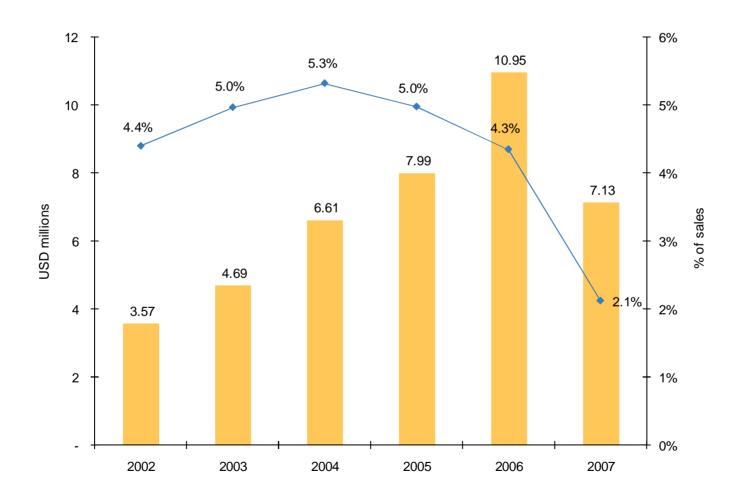
USD '000	31 December 2007	31 December 2006	% Change
Fixed assets	503,564	489,319	3%
Current assets	132,257	123,433	7%
Total assets	635,821	612,752	4%
Stockholders' equity	250,282	161,639	55%
Long-term liabilities	239,361	234,538	2%
Current liabilities	146,178	216,575	-33%
Total equity and liabilities	635,821	612,752	4%
Net Debt / EBITDA	4.4	8.9	
Net Debt / EBITDA adj. 1)	4.8	7.4	
Equity ratio	39%	26%	

<sup>1)</sup> Excluding \$1.4 m inventory step-up related to the acquisitions of Gibaud and Somas, \$3.6m legal expenses related to the Company's wound care business, \$7.5 m other income related to the sale of the option to buy Ossur's headquarters in Iceland and \$3.4m other income related to a litigation settlement.

# **CAPITAL INVESTMENTS 2007**



## Capital investments amounted to USD 7.1 million in 2007, or 2.1% of sales



# MAIN SHAREHOLDERS 31 DECEMBER 2007



Life Without Limitations

Name		Shares	Percentage
William Demant Invest A/S	Investment Fund	144,952,402	34.27
Eyrir Invest ehf	Investment Company	84,040,215	19.87
Mallard Holding S.A.	Founder & Family	37,526,769	8.87
Vik Investment Holding S.a.r.L.	President & CEO	24,446,907	5.78
ATP-Arbejdmarkedets Tillægspension	Pension Fund	14,660,194	3.47
Arion safnreikningur	Custody Bank	9,868,239	2.33
Gildi -lífeyrissjóður	Pension Fund	8,917,568	2.11
Lífeyrissjóður verslunarmanna	Pension Fund	7,870,283	1.86
Sameinaði lífeyrissjóðurinn	Pension Fund	7,352,371	1.74
Lífeyrissjóðir Bankastræti 7	Pension Fund	5,859,163	1.39
Landsbanki Íslands hf.	Bank	5,814,240	1.37
BYR sparisjóður	Bank	4,545,138	1.07
Mycenaean Holding S.a.r.L.	VP of R&D	3,560,347	0.84
Stafir lífeyrissjóður	Pension Fund	3,316,211	0.78
Kaupþing banki hf.	Bank	3,037,373	0.72
Top 15 Shareholders		365,767,420	86.47
Others		57,232,580	13.53
Total number of shares		423,000,000	100.00



FINANCIALS Q4 2007

HJORLEIFUR PALSSON - CFO

### FINANCIAL HIGHLIGHTS Q4 2007



- Total sales USD 84.9 million, up 33% from Q4 2006
- Profit from operations USD 16.2 million, up from USD 0.4 million in Q4 2006
- Net profit USD 6.6 million compared to net loss of USD 3.7 million in Q4 2006
- EBITDA USD 22.7 million, up from USD 5.6 million in Q4 2006
- EBITDA 26.8% compared to 8.8% in Q4 2006
- EPS diluted 1.62 US cents, up from -0.96 US cents in Q4 2006
- Cash EPS diluted 3.22 US cents, up by 747% in Q4 2006
- Equity ratio 39% following private placement









## **INCOME STATEMENTS Q4 2007**



Income Statement Q4 2007 (USD '000)	Q4 2007	% of sales	Q4 2006	% of sales	% change
Net sales	84,870	100.0%	63,844	100.0%	32.9%
Cost of goods sold	(37,041)	-43.6%	(26,945)	-42.2%	37.5%
Gross profit	47,829	56.4%	36,899	57.8%	29.6%
Other income	11,205	13.2%	286	0.4%	3,817.8%
Sales & marketing expenses	(21,592)	-25.4%	(16,758)	-26.2%	28.8%
Research & development expenses	(5,259)	-6.2%	(4,744)	-7.4%	10.8%
General & administrative expenses	(16,026)	-18.9%	(9,785)	-15.3%	63.8%
Restructuring expenses			(5,453)	-8.5%	
Profit from operations	16,157	19.0%	444	0.7%	3,534.2%
Financial income /(expenses)	(8,445)	-10.0%	(5,807)	-9.1%	45.4%
Profit/(loss) before tax	7,712	9.1%	(5,363)	-8.4%	-243.8%
Income tax	(1,064)	-1.3%	1,656	2.6%	-164.3%
Net profit for the period	6,648	7.8%	(3,707)	-5.8%	-279.3%
EBITDA	22,731	26.8%	5,616	8.8%	304.8%
EBITDA adjusted*	13,473	15.9%	11,069	17.3%	21.7%

<sup>\* 2007:</sup> Excluding \$1.7m legal expenses related to the Company's wound care business, \$ 7.6 m other income related to the sale of the option to buy Ossur's headquarters in Iceland and \$3.4m other income related to a litigation settlement.

