



*Life Without Limitations*

# Össur hf.



## Operational Overview Q2 2004

## *New products*



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**Iceross® Transfemoral Seal-In™**



**TT Flex-skin™**



**PAM (Patient Activity Monitor)**

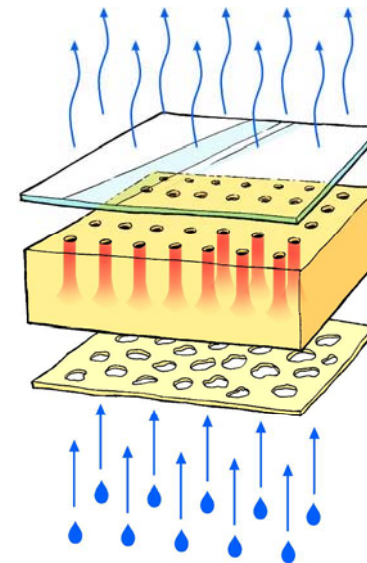
# Rheo & Gentleheal



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Rheo Knee™



Gentleheal™

## *Financial highlights*



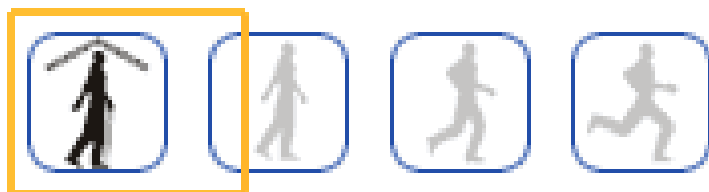
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- Key ratios
- Sales
- Expenses
- Balance sheet 30. June



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- Key ratios Q2

# Income statement Q2



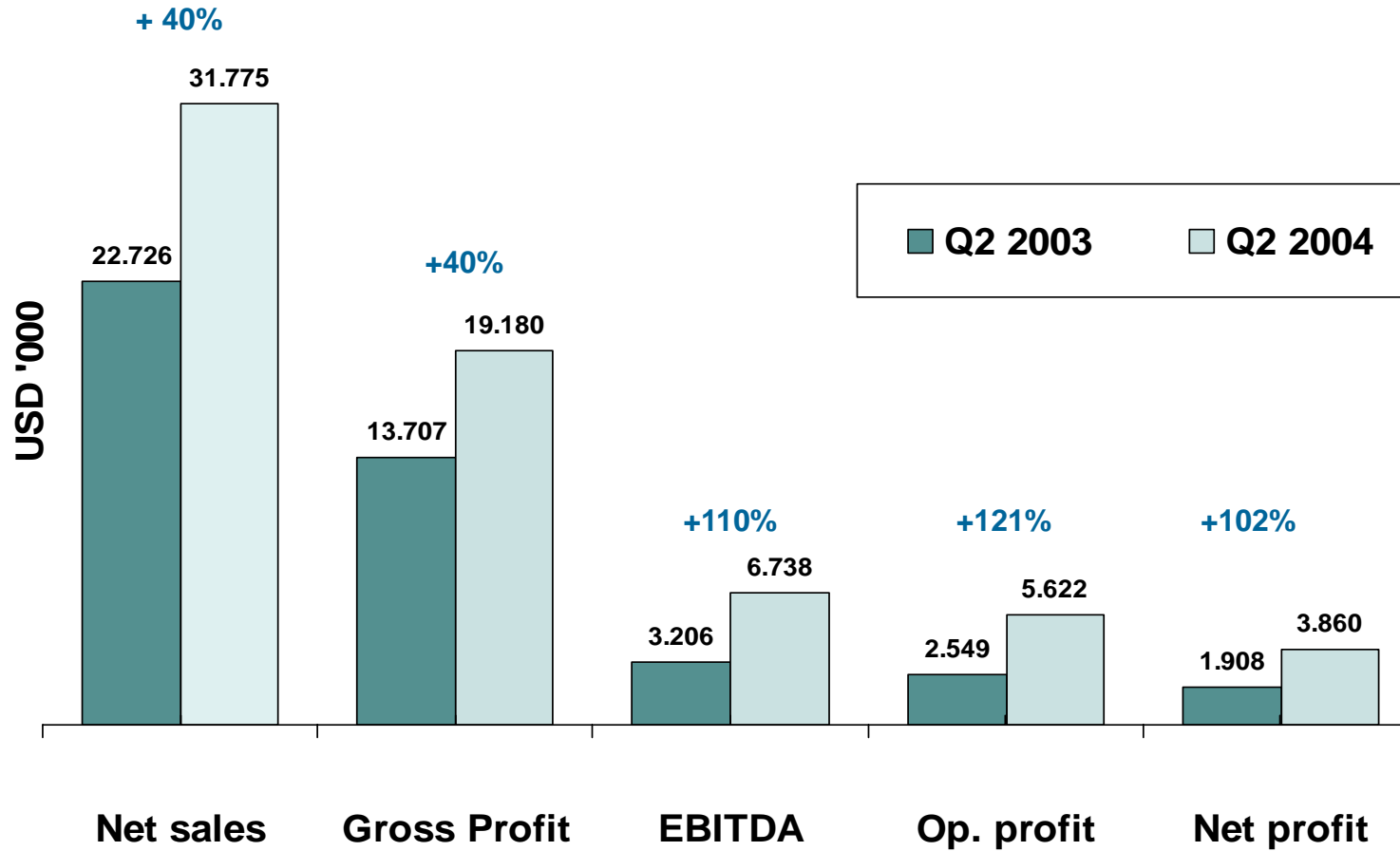
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<b>USD</b>	<b>Q2 2004</b>	<b>%</b>	<b>Q2 2003</b>	<b>%</b>	<b>Q2 Change</b>	<b>%</b>
<b>Net sales</b> .....	31.775	100,0%	22.726	100,0%	9.049	39,8%
<b>Cost of goods sold</b> .....	-12.595	-39,6%	-9.019	-39,7%	-3.576	39,6%
<b>Gross profit</b> .....	19.180	60,4%	13.707	60,3%	5.473	39,9%
<b>Other income</b> .....	307	1,0%	22	0,1%	285	
<b>Sales and marketing expenses</b> .....	-6.856	-21,6%	-5.013	-22,1%	-1.843	36,8%
<b>Research and development expenses</b> ..	-2.156	-6,8%	-2.595	-11,4%	439	-16,9%
<b>General and administrative expenses</b> ...	-4.853	-15,3%	-3.572	-15,7%	-1.281	35,9%
<b>Profit from operations</b> .....	5.622	17,7%	2.549	11,2%	3.073	120,6%
<b>Interest income/(expenses)</b> .....	-696	-2,2%	-247	-1,1%	-449	181,8%
<b>Profit before tax</b> .....	4.926	15,5%	2.302	10,1%	2.624	114,0%
<b>Income tax</b> .....	-1.066	-3,4%	-394	-1,7%	-672	170,6%
<b>Net profit for the period</b> .....	3.860	12,1%	1.908	8,4%	1.952	102,3%
<b>EBITDA</b>	6.738	21,2%	3.206	14,1%	3.532	110,2%

# Key ratios Q2 2004 / 2003



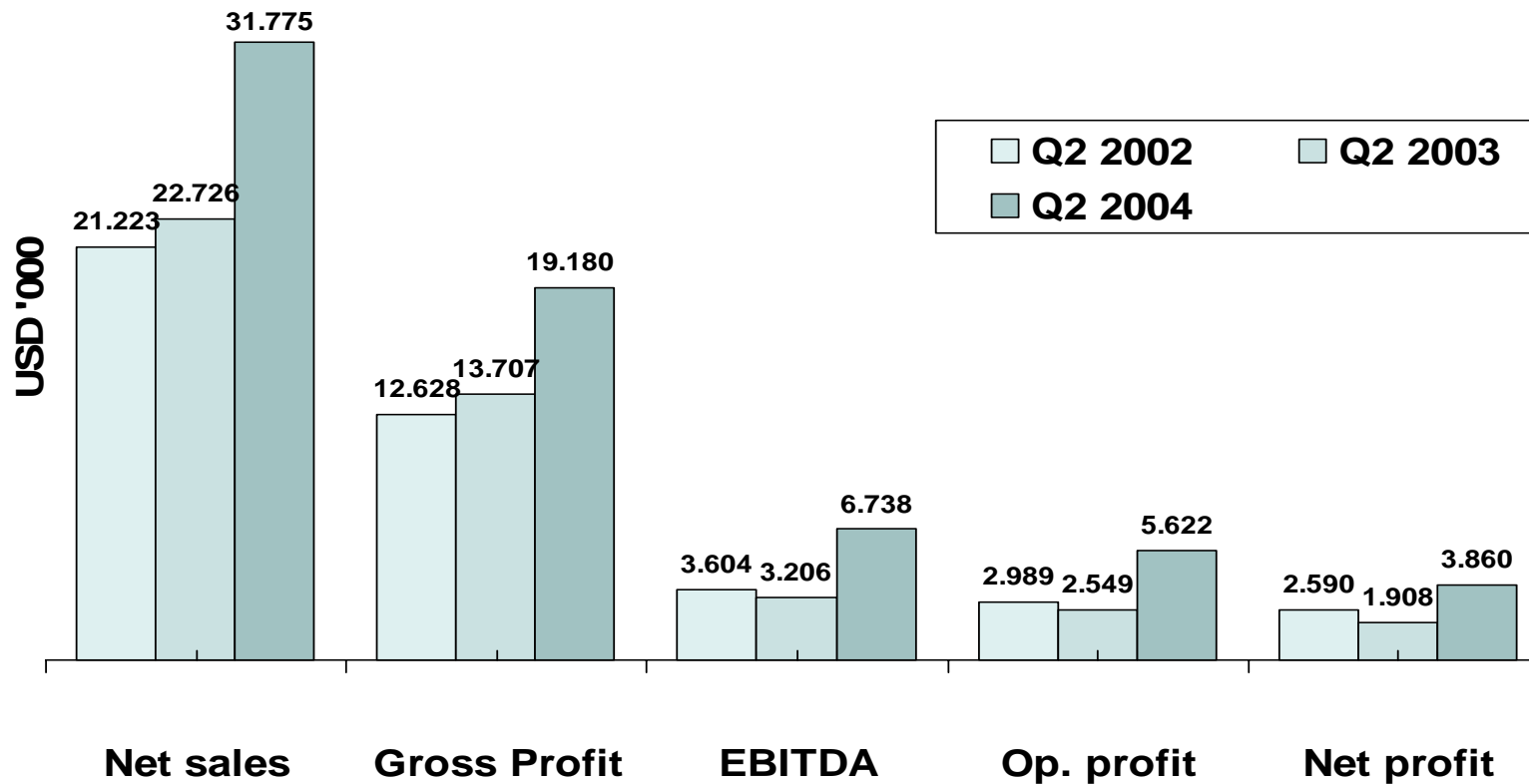
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# Key ratios Q2 2002 - 2004



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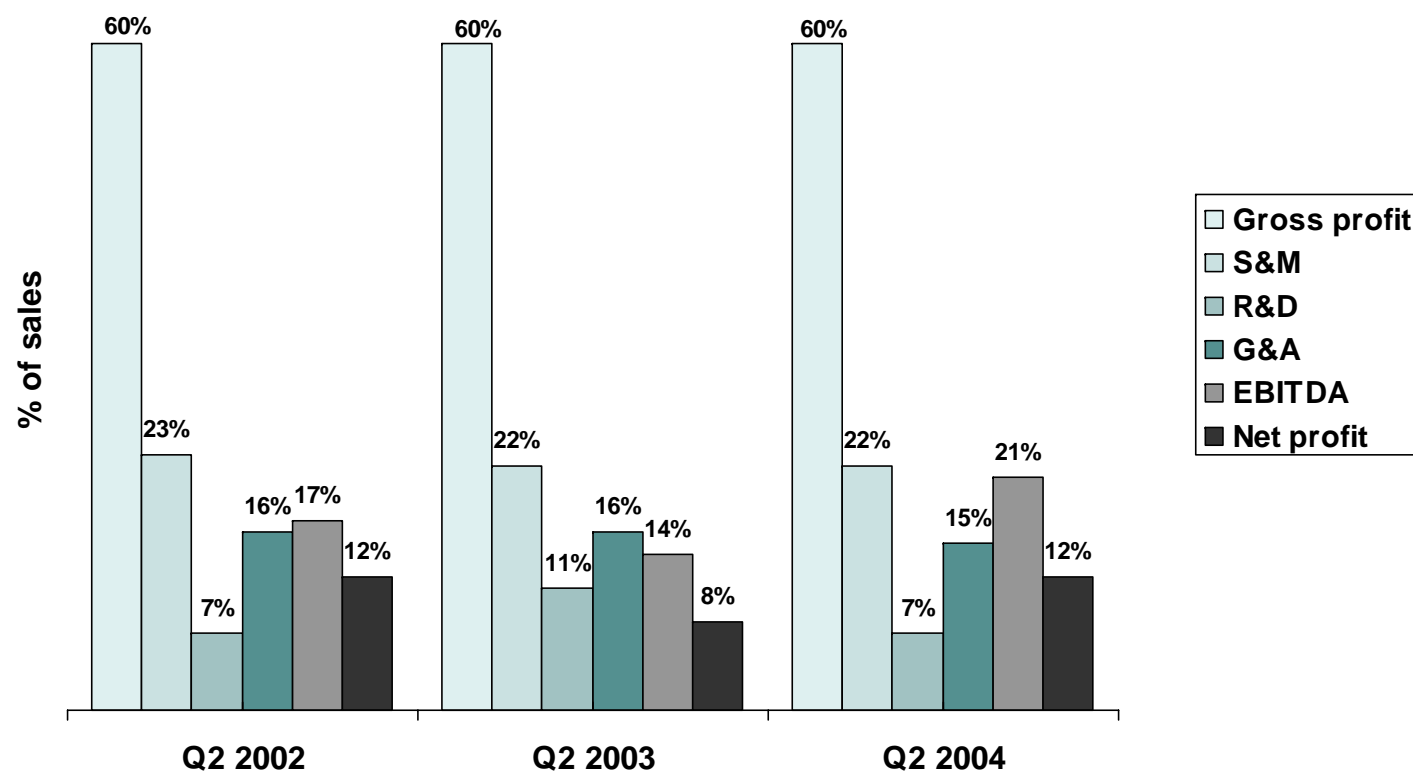




# Key ratios Q2 2002-2004



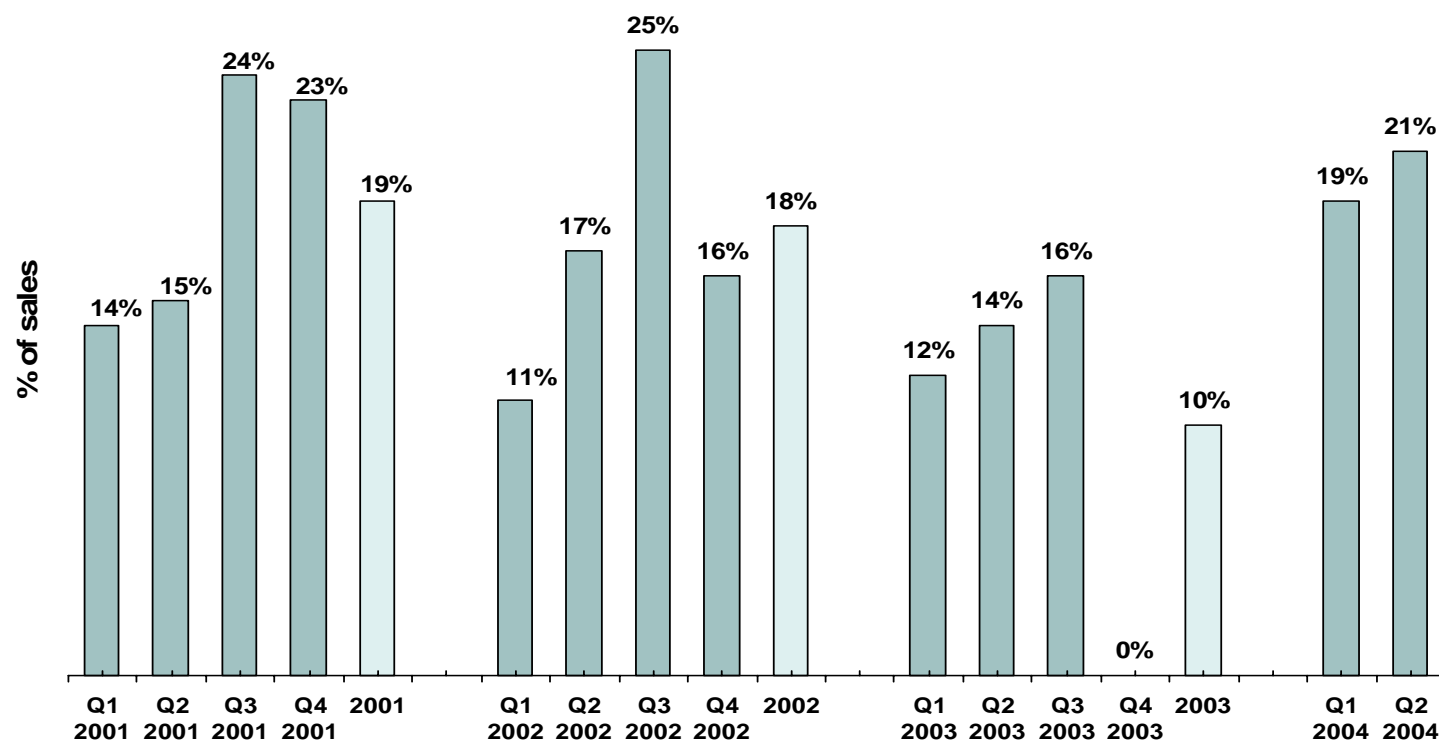
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# EBITDA ratio



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# Income statement YTD 2004



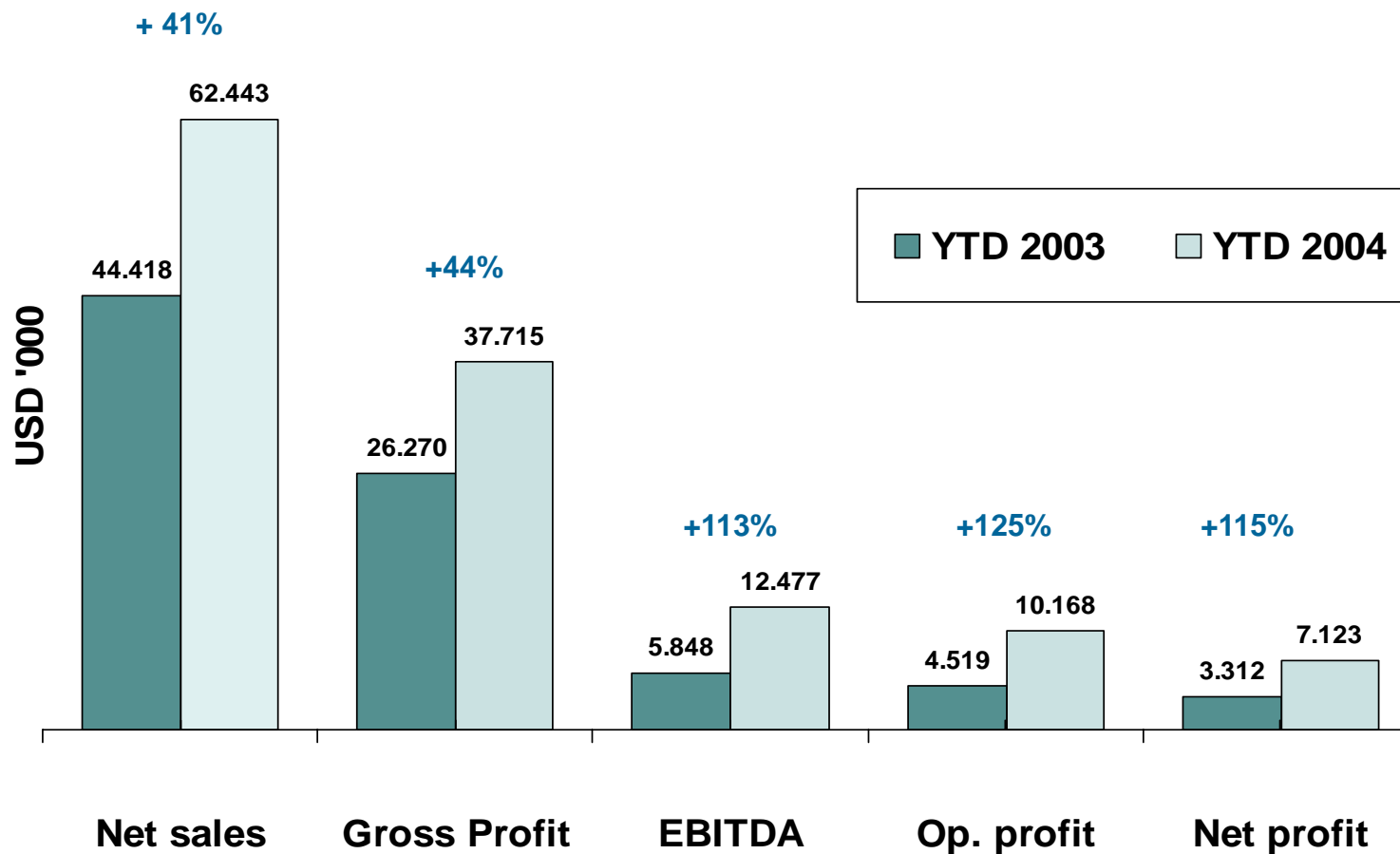
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<b>USD</b>	<b>YTD 2004</b>	<b>%</b>	<b>YTD 2003</b>	<b>%</b>	<b>YTD Change</b>	<b>%</b>
<b>Net sales</b> .....	62.443	100,0%	44.418	100,0%	18.025	40,6%
<b>Cost of goods sold</b> .....	-24.728	-39,6%	-18.148	-40,9%	-6.580	36,3%
<b>Gross profit</b> .....	37.715	60,4%	26.270	59,1%	11.445	43,6%
<b>Other income</b> .....	332	0,5%	104	0,2%	228	219,2%
<b>Sales and marketing expenses</b> .....	-13.696	-21,9%	-9.885	-22,3%	-3.811	38,6%
<b>Research and development expenses</b> ..	-4.476	-7,2%	-4.852	-10,9%	376	-7,7%
<b>General and administrative expenses</b> ...	-9.707	-15,5%	-7.118	-16,0%	-2.589	36,4%
<b>Profit from operations</b> .....	10.168	16,3%	4.519	10,2%	5.649	125,0%
<b>Interest income/(expenses)</b> .....	-974	-1,6%	-373	-0,8%	-601	161,1%
<b>Profit before tax</b> .....	9.194	14,7%	4.146	9,3%	5.048	121,8%
<b>Income tax</b> .....	-2.071	-3,3%	-834	-1,9%	-1.237	148,3%
<b>Net profit for the period</b> .....	7.123	11,4%	3.312	7,5%	3.811	115,1%
<b>EBITDA</b>	12.477	20,0%	5.848	13,2%	6.629	113,4%

# Key ratios YTD 2004 / 2003



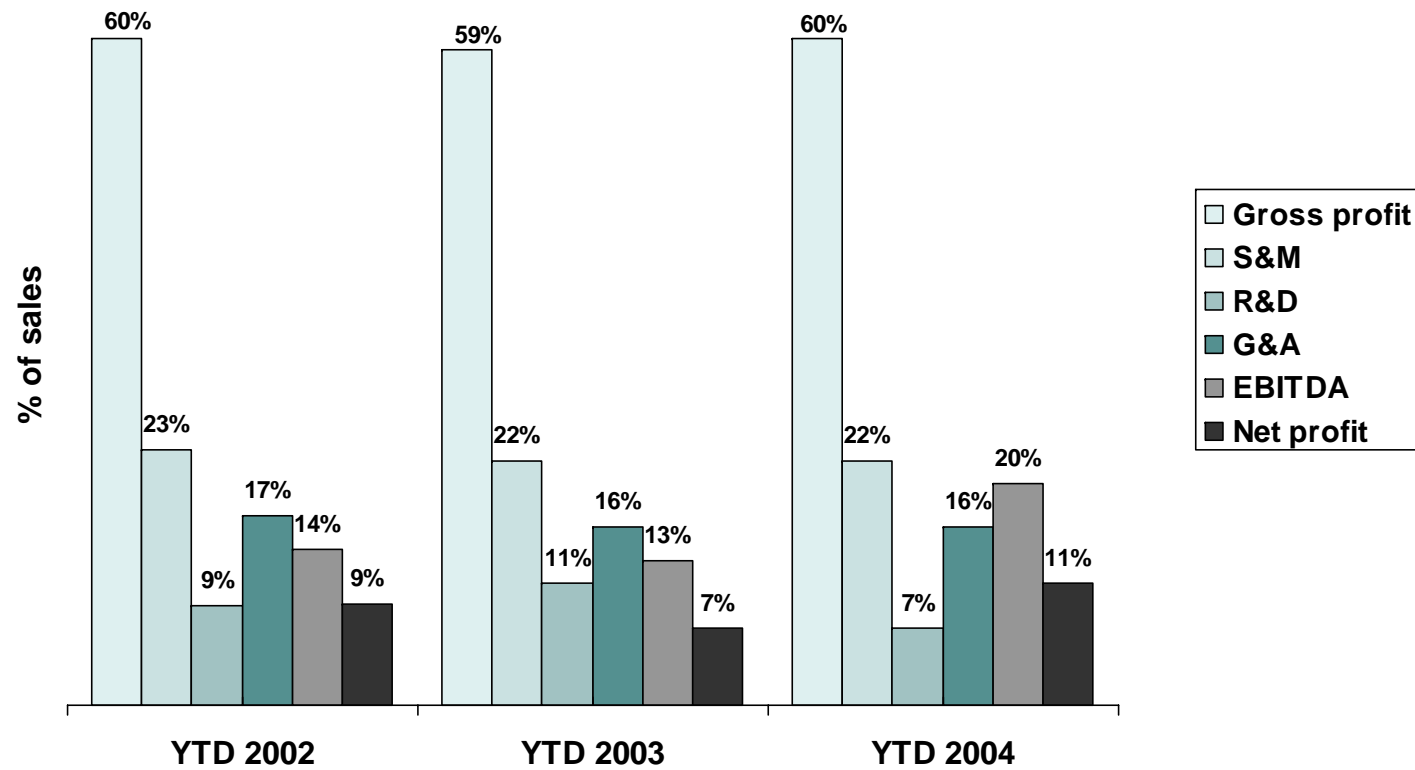
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# Key ratios YTD 2002-2004



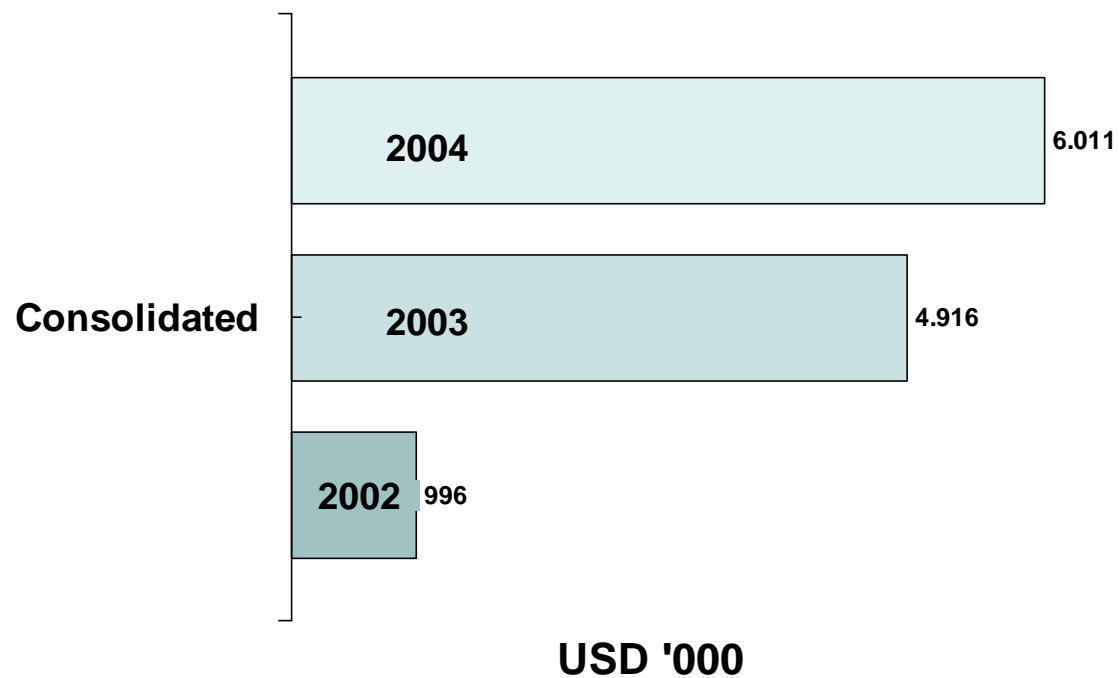
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# Cash flow YTD 2002-2004

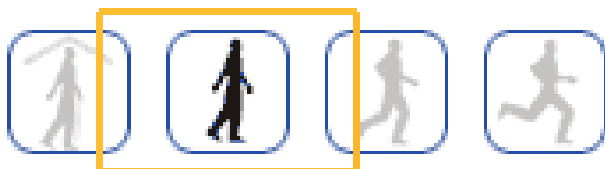


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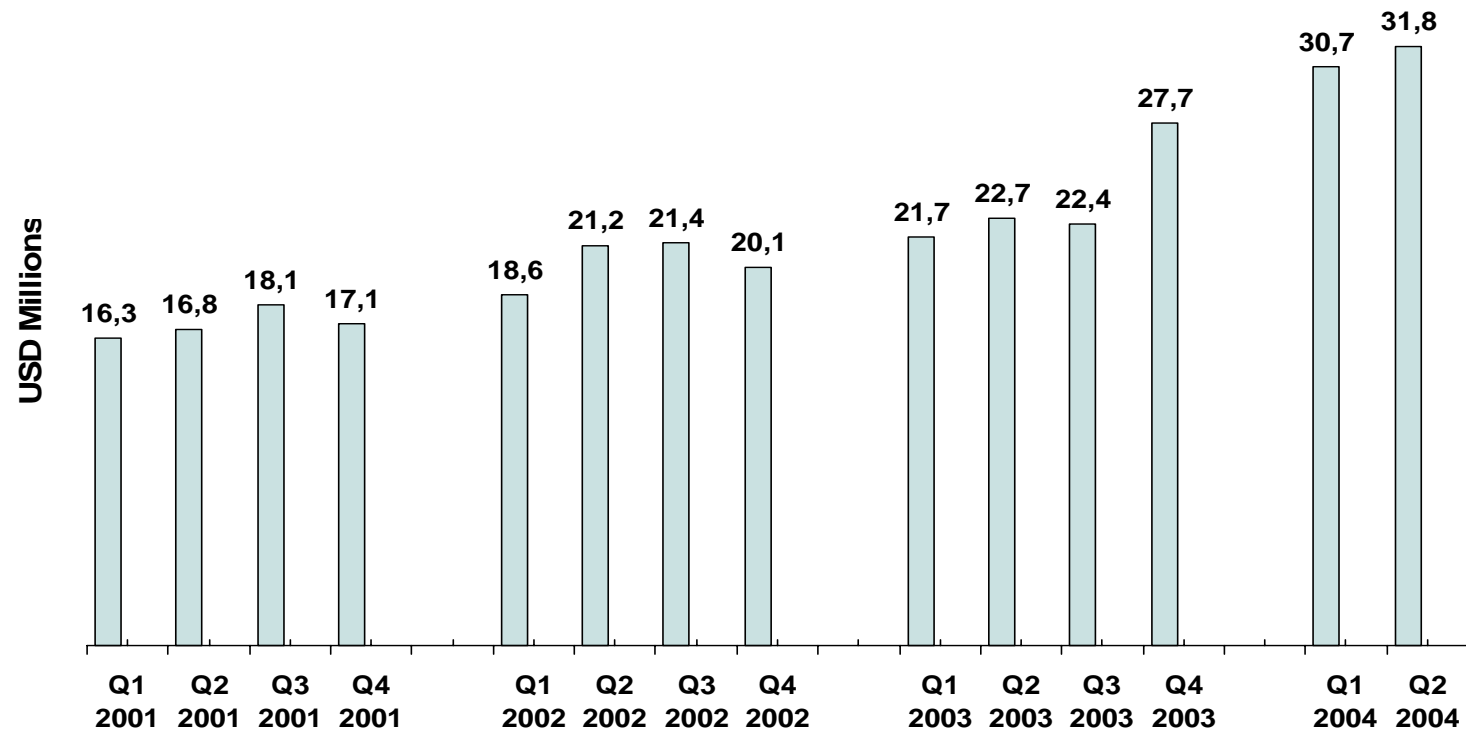


- Q2 Sales

# Net sales by quarters 2001-2004



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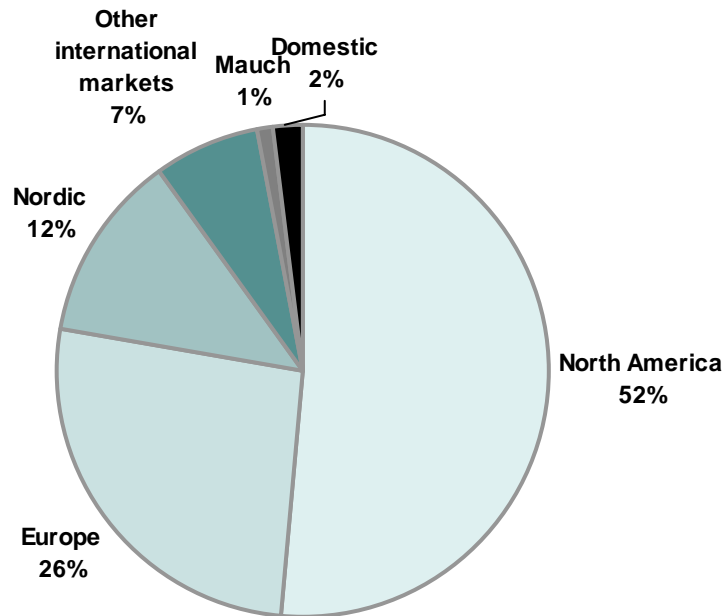


# Sales by markets

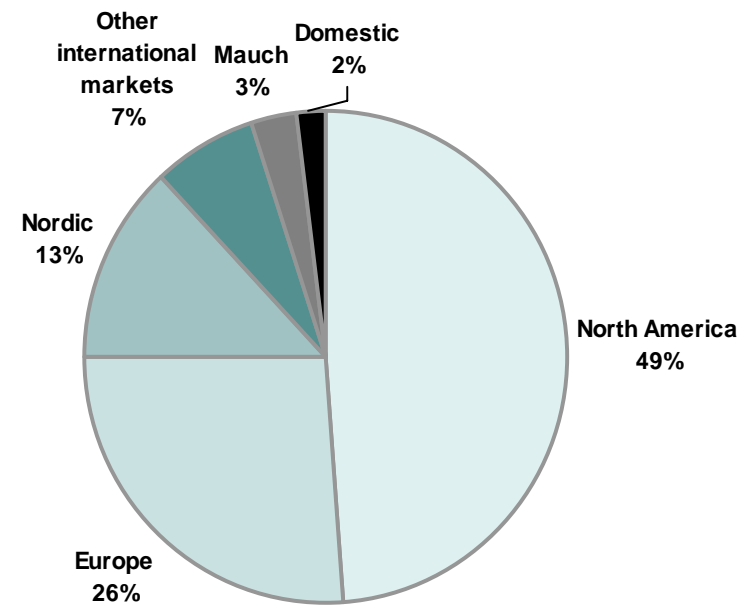


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## Q2 2004



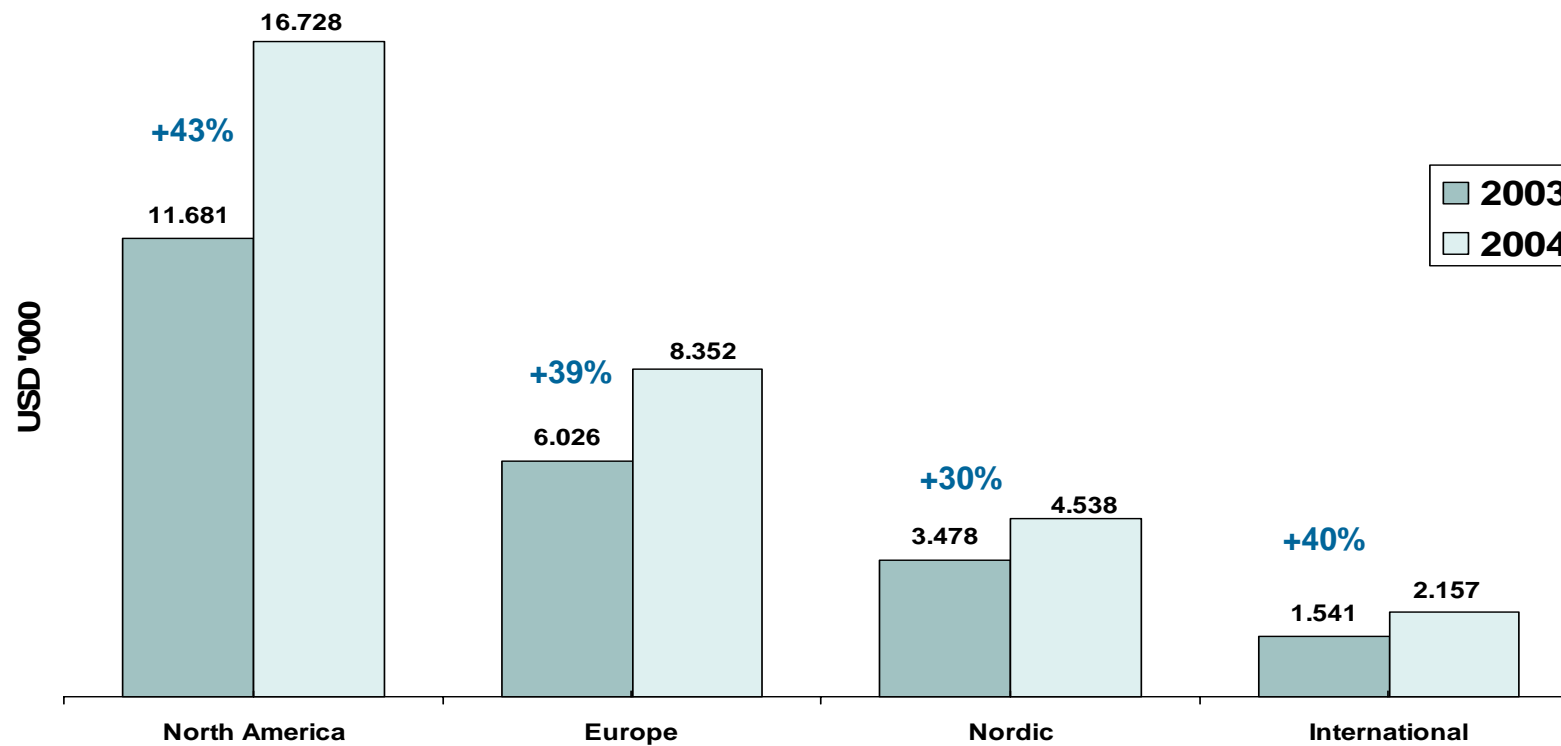
## 2003



# Sales by markets Q2 2004 / 2003



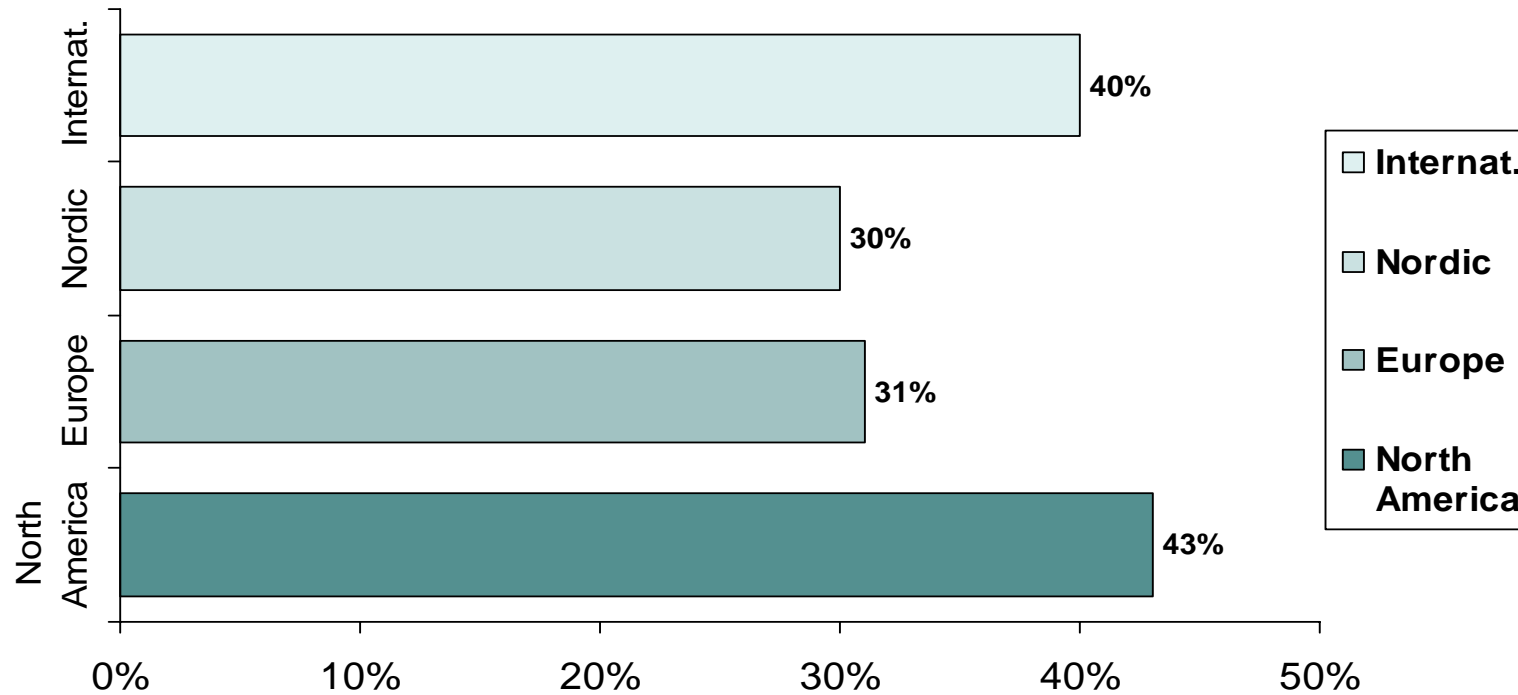
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# Sales growth Q2 2004 in local currency

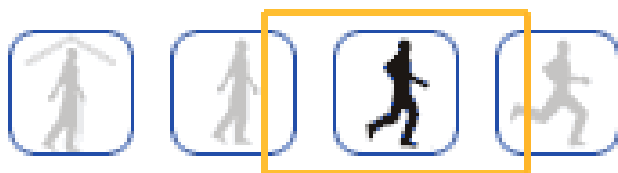


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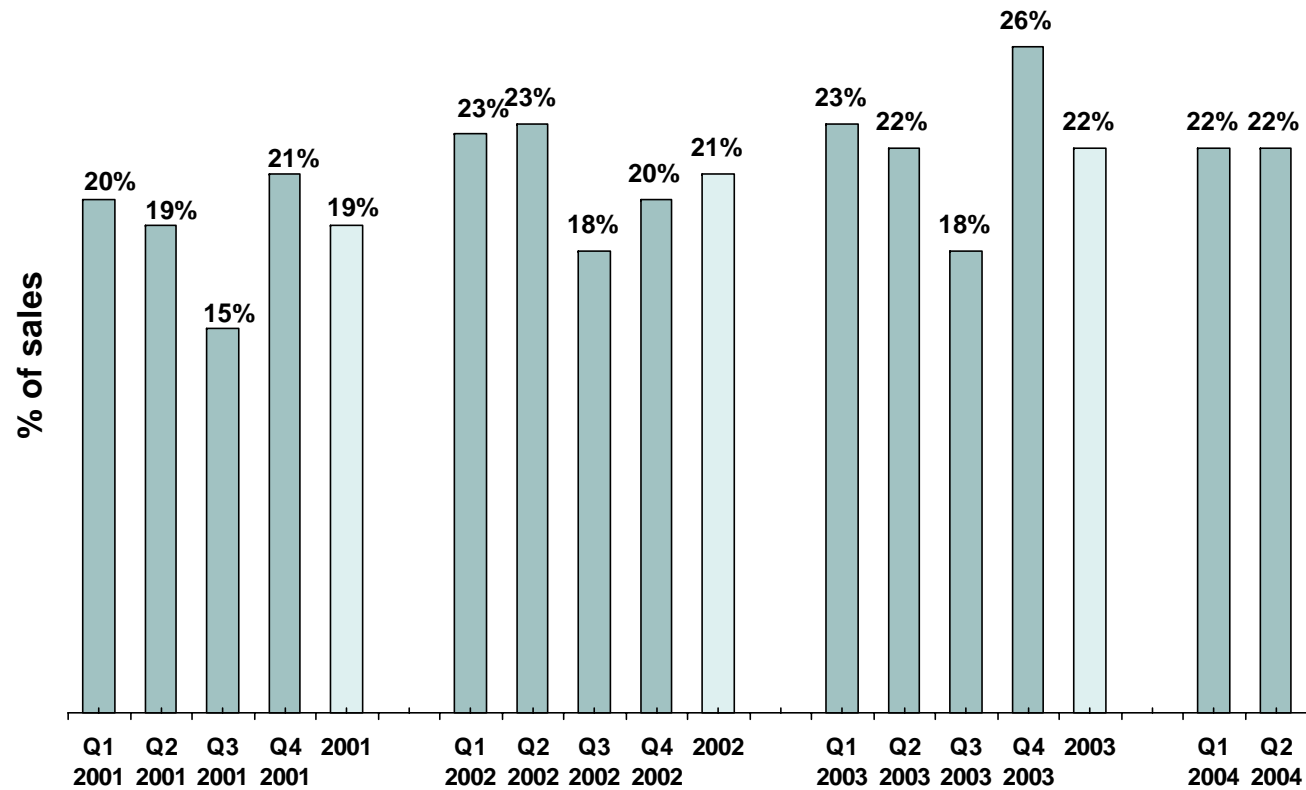


- Expenses

# S&M 2001-2004



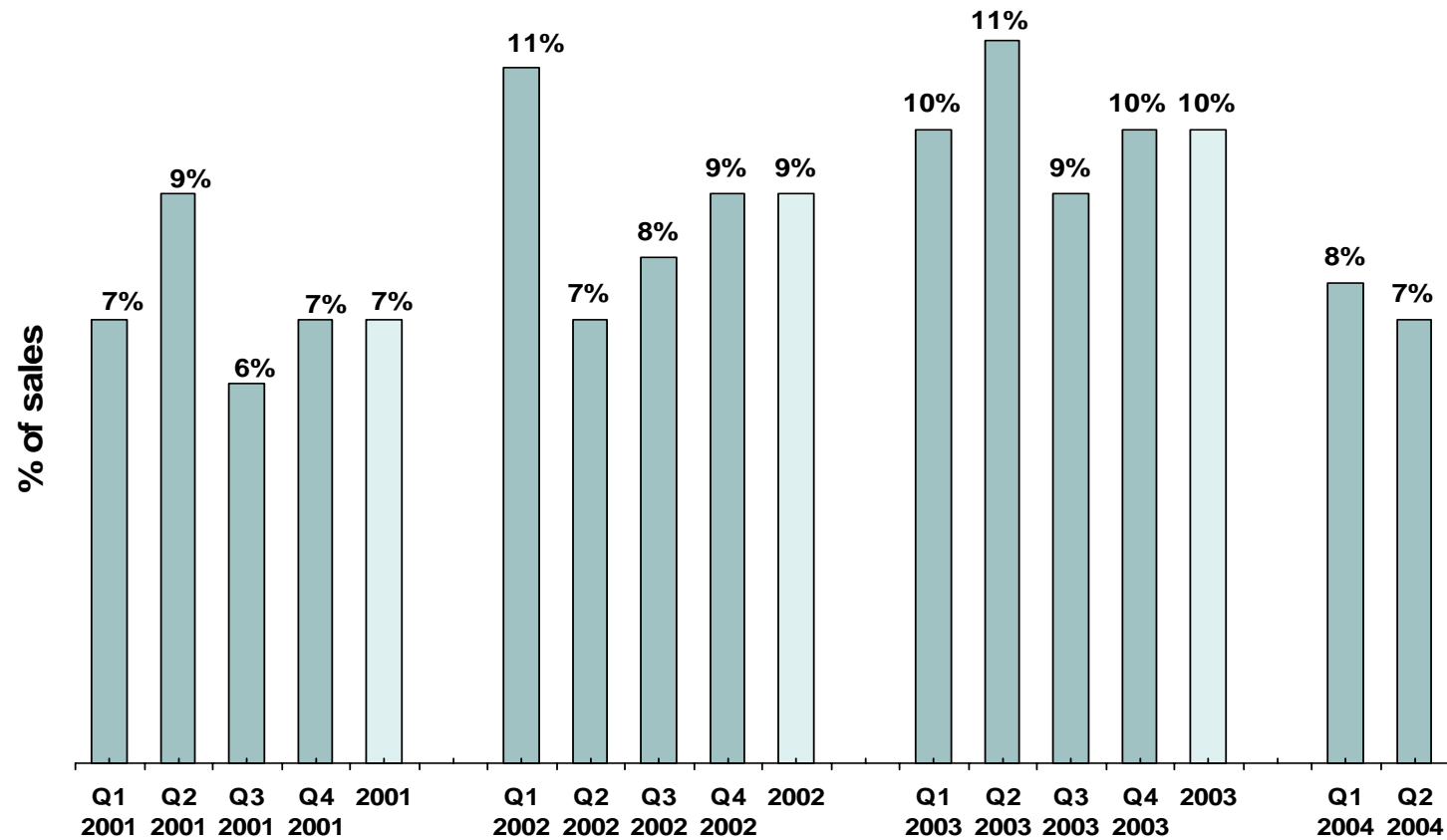
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# R&D 2001-2004



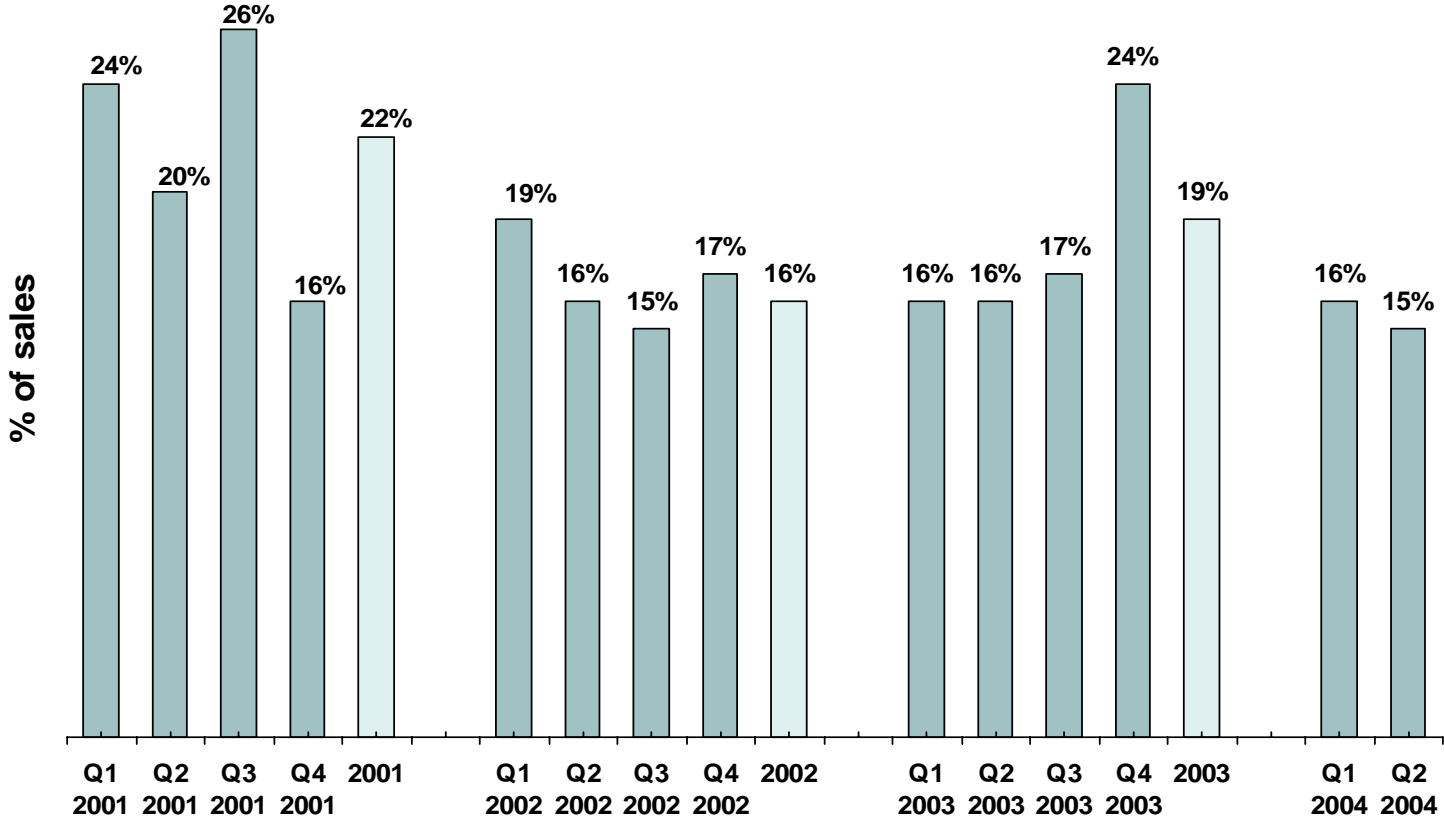
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# G&A 2001-2004

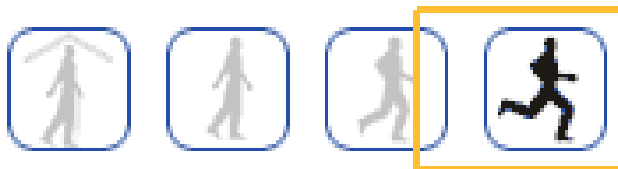


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- Balance sheet

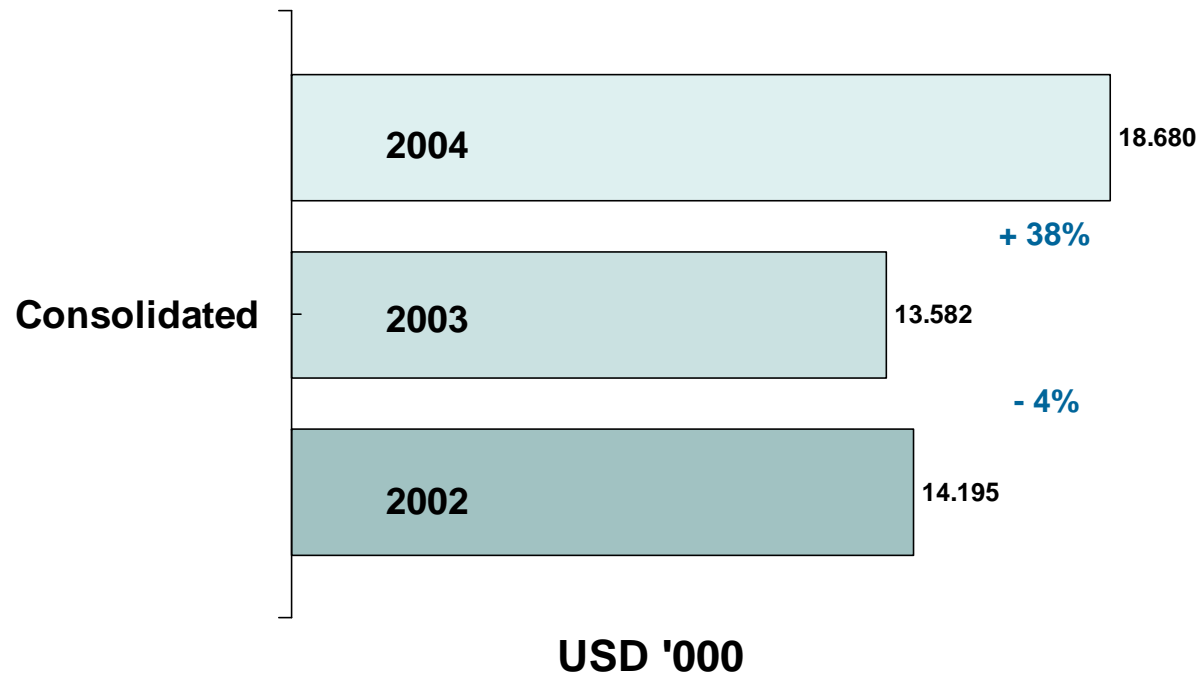


## Balance sheet



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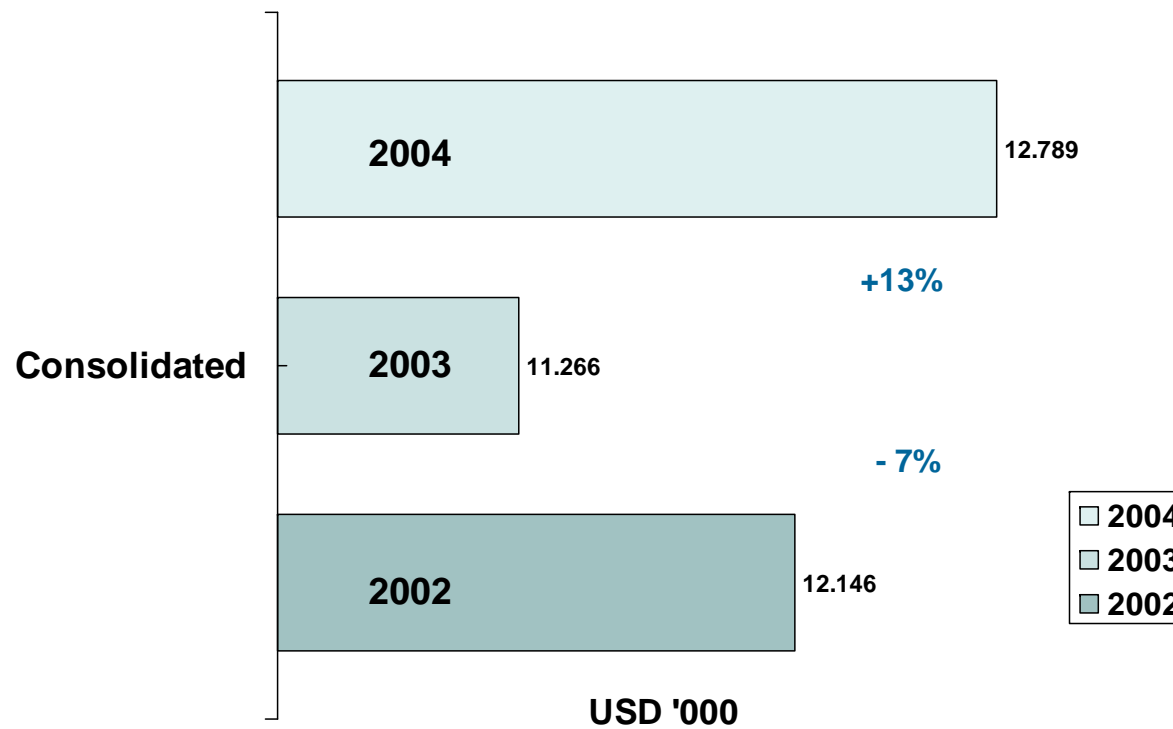
	31.6.2004	31.3.2004	31.12.2003
Equity ratio	48%	44%	43%
Current ratio	2.1	2.2	1.8



# Inventories 31. June 2002-2004



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