



ÖSSUR HF. Q3 2013

INVESTOR MEETING



Life Without Limitations



FORWARD LOOKING STATEMENTS



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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 2013 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 Q3 2013



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SALES
USD 105 M



- 5% growth LCY, 3% organic LCY
- B&S 6% growth LCY, 1% organic LCY
- Prosthetics 5% growth LCY, 4% organic LCY

OPERATIONS
EBITDA USD 22 M



- Gross profit margin 62%
- EBITDA margin 21%

HIGHLIGHTS



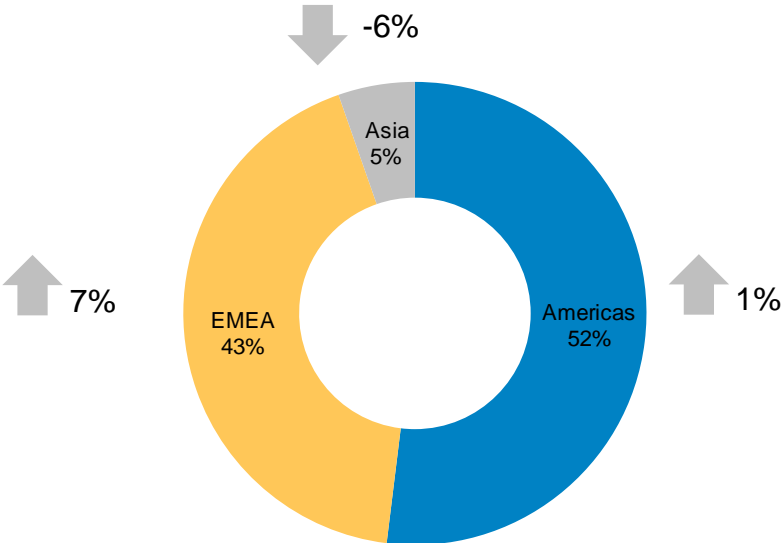
- Strong profits and cash flow
- Two minor acquisitions

GROWTH BY SEGMENTS AND GEOGRAPHY Q3 2013

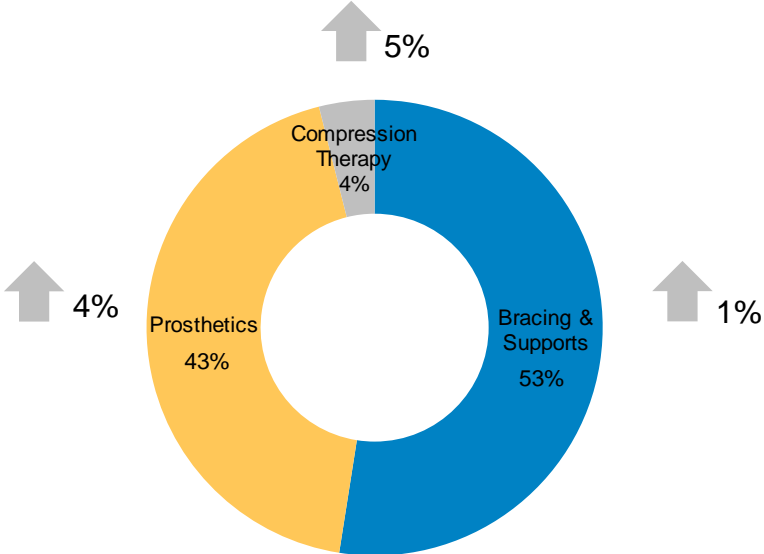


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Sales by geography



Sales by segments



Note: All growth numbers are organic growth in local currency

SEGMENT HIGHLIGHTS



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AMERICAS

EMEA

ASIA

Bracing and supports

- Good growth in direct business
- Negative contribution from own distribution companies, on track for improvement

- Continued good growth across all major markets

- Sales in Japan affected by timing of orders
- Slow quarter

Prosthetics

- Positive signs
- Direct sales offsetting decline in sales to Össur's largest customer

- Overall good growth across all markets and product lines
- Continued strong growth in bionics

- Mixed performance between markets

NEW PRODUCTS Q3 2013



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Eleven products launched during the quarter, 4 bracing and supports products, 5 prosthetic products and 2 compression therapy products

CTI[®] CUSTOM



Designed to fit unique anatomies and meet individual needs

VARI-FLEX w/UNITY™



A vacuum suspension system

ASPIRE LINE



Foot, liner and components for emerging markets



FINANCIALS Q3 2013



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Financials USD '000	Q3 2013	Q3 2012
Net Sales	104,738	98,517
Gross profit	65,389 62%	61,687 63%
Profit from operations	18,558 18%	15,027 15%
Net profit for the period	12,681 12%	9,887 10%
EBITDA	22,295 21%	18,242 19%
Net debt/EBITDA	1.2	1.4
Cash generated by operations	24,227 23%	16,940 17%

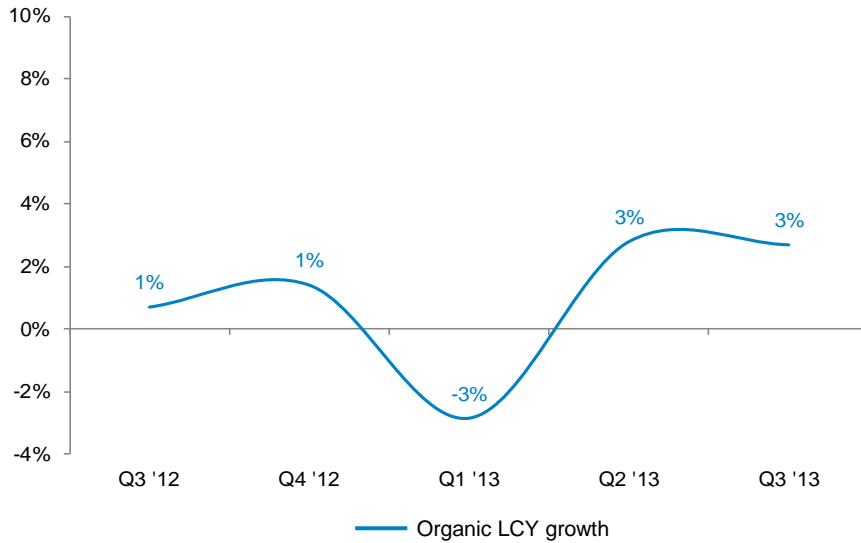
- 5% growth LCY, 3% organic LCY
- Stable gross profit margin
- OPEX declining
- EBITDA margin 21%
- Increase in net profits

SALES 3% GROWTH

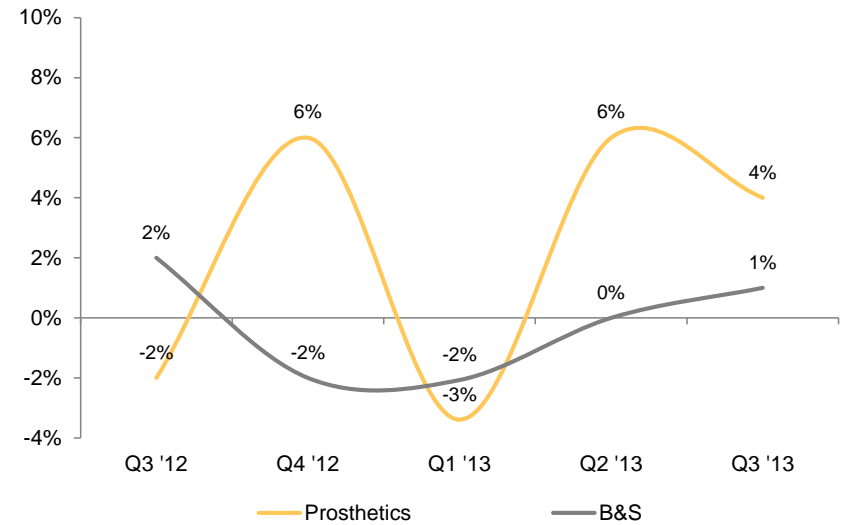


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SALES



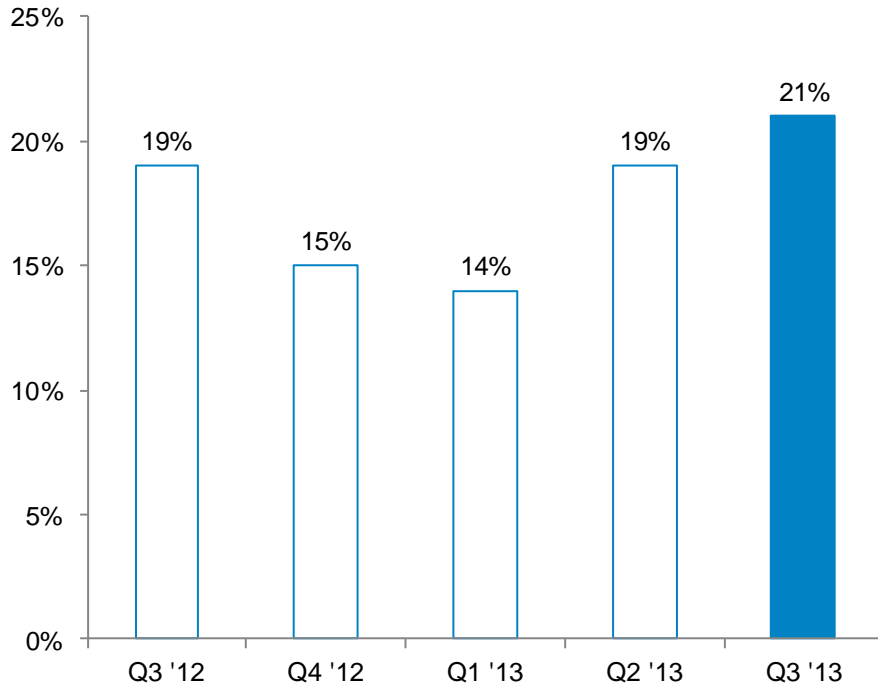
SALES BY SEGMENTS



EBITDA MARGIN 21%



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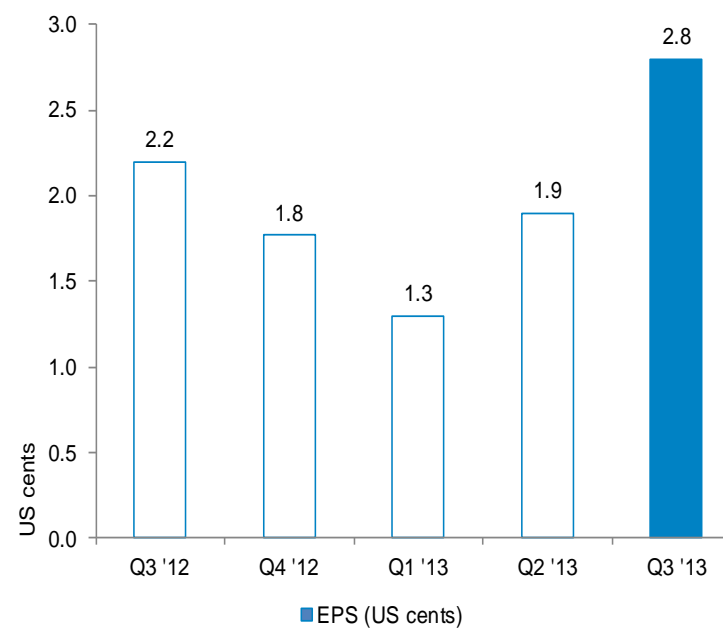
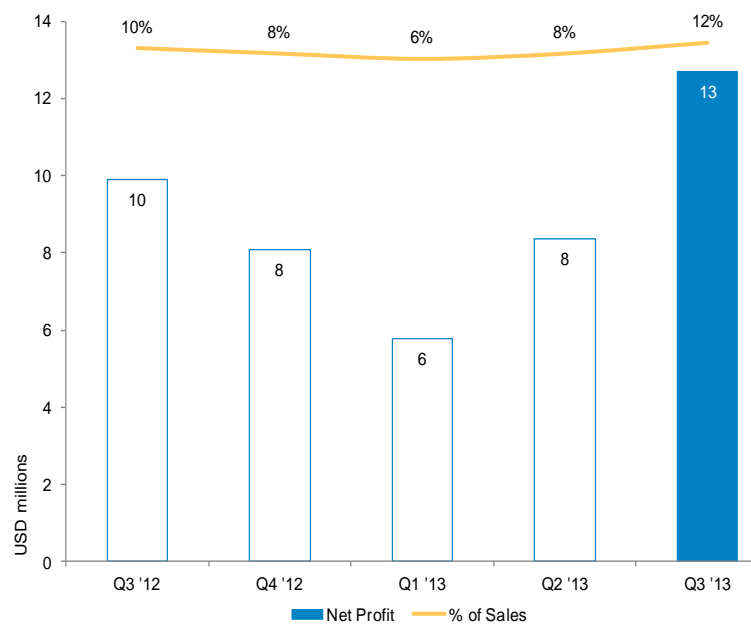
Note: Q2 2013 adjusted for one time cost

- Gross profit margin stable
- OPEX ratio declining
- Savings on track

NET PROFIT AND EPS



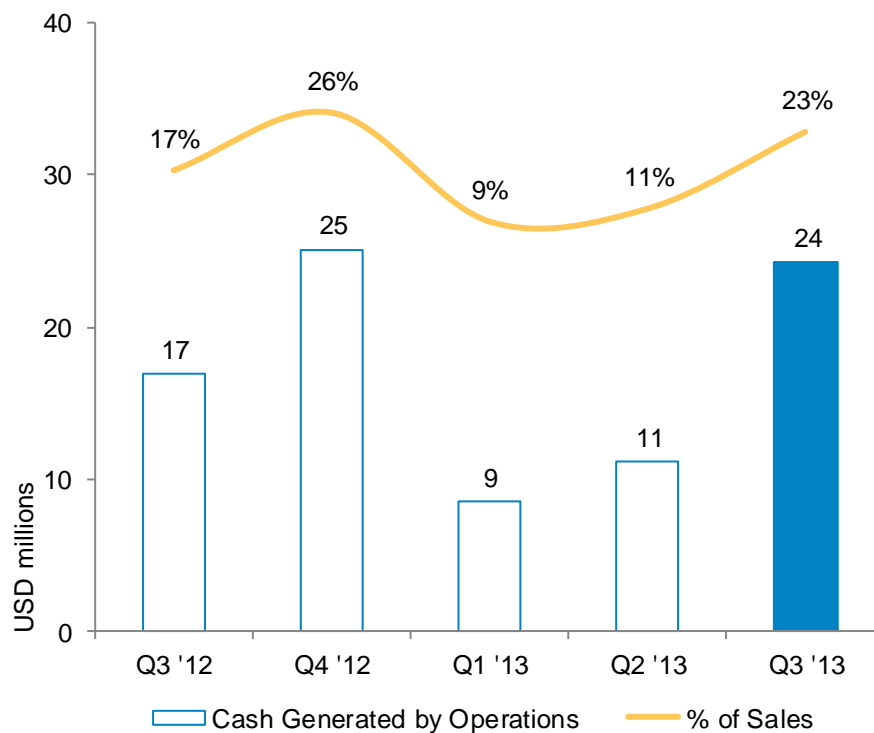
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CASH FLOW FROM OPERATIONS



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- Good profit from operations
- Positive impact from working capital

IMPACT FROM ACQUISITIONS



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	Impact on Össur		Full year sales	
	Q4 Sales	Q4 EBITDA	FY 2013 Sales	FY 2013 EBITDA
Two minor acquisitions (completed Q3)	USD ~8 m	18-20%	USD ~30 m	~ 10%
TeamOlmed (completed Q4)	USD ~16 m	18-20%	USD ~52 m	~ 12%
Total	USD ~24 m	18-20%	USD ~82 m	~ 10%

GUIDANCE



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	Q3 2013	YTD 2013	Guidance 2013
Sales growth organic LCY	3%	2%	2 - 4%
EBITDA adj. margin	21%	18%	18 - 19%

Q&A



WE IMPROVE PEOPLE'S MOBILITY

