



German Equity Forum 2012

aap Implantate AG

Biense Visser, CEO
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November 13, 2012

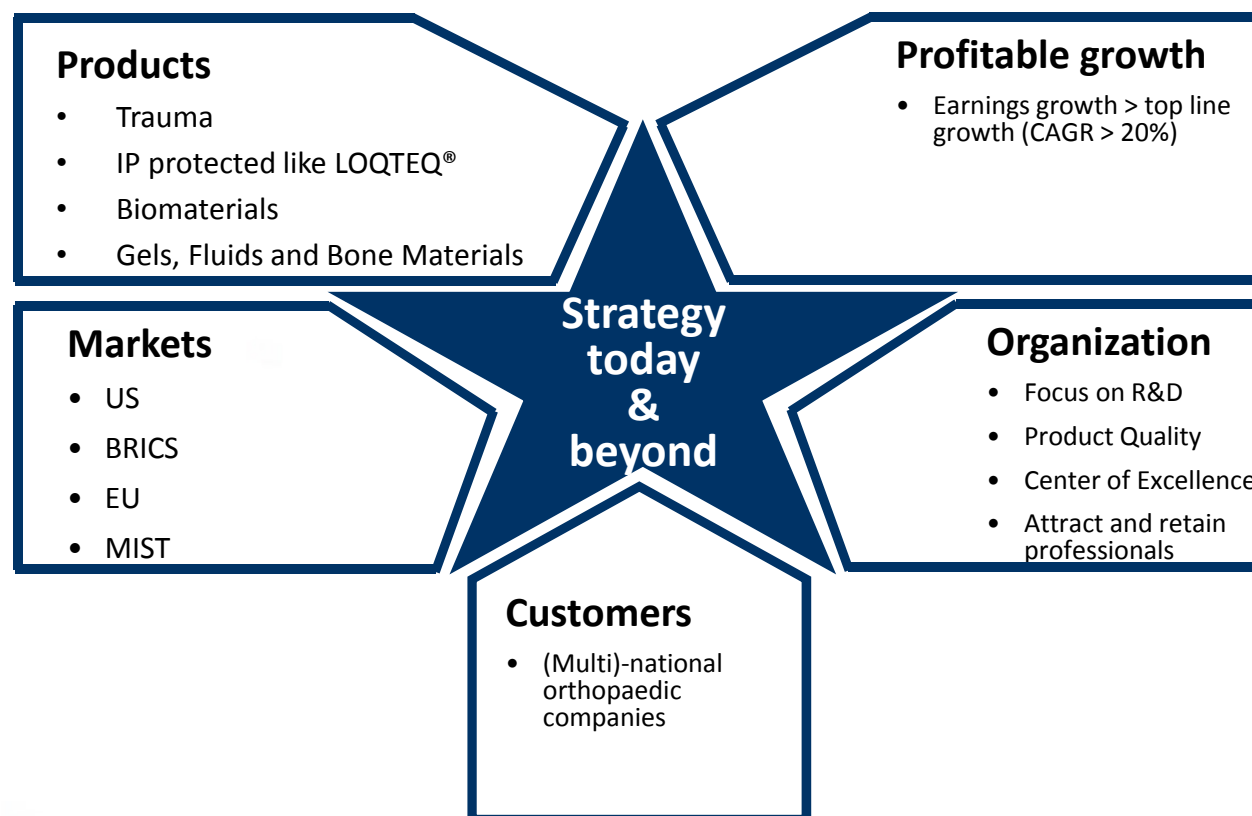
Safe Harbor Statement

Our publication may include predictions, estimates or other information that might be considered forward-looking. While these forward-looking statements represent our current judgment on what the future holds, they are subject to risks and uncertainties that could cause actual results to differ materially. You are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation. Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements in light of new information or future events. Throughout today's discussion, we will attempt to present some important factors relating to our business that may affect our predictions.

aap Overview

- German based and listed international MedTech company,
 - WKN: 506660, Prime Standard, public since 1999
 - Market Cap: approx. €40 million (as of 10/2012)
- Transformation from a highly diversified Healthcare company (2007) to a focused Medical Technology company
- Strategy: Profitable growth with IP-protected products under own label
- Focus on Trauma and Biomaterials
- Sites in Germany (Berlin and Dieburg) and The Netherlands (Nijmegen), 271 employees (as of 30/09/2012)

aap's Strategy



Snapshot of Transformation

Profit & Loss point of view					
in € million	2008	2009	2010	2011	2012e
Product sales*	29.5	25.8	27.5	29.2	33.3
EBITDA (products)*	3.4	1.2	2.8	4.1	4.6 – 4.9
Cash-EBIT ¹ (products)*	-6.6	-3.7	-2.2	-0.7	0.2 – 0.4

- ¹ Cash-EBIT: EBIT excluding capitalized development work and depreciation thereof
- *Figures adjusted: 2008, 2009, 2010 & 2012 excluding effects of Analytics segment and project business

Strategy point of view : FOCUS on core business					
	2008	2009	2010	2011	2012e
Dental	+				
Analytics	+				
Medical Aesthetics	+				
Recon	+	+	+	+	
Trauma	+	+	+	+	+
Biomaterials	+	+	+	+	+

Snapshot of Transformation

Efficiency point of view					
	2008	2009	2010	2011	2012e
Number of Sites	6	5	4	3	3
Legal Entities	11	10	7	5	3
Employees (FTE*)	292	227	241	251	251
Sales (Products) /FTE*	€114 k	€110 k	€117 k	€123 k	€ 133 k
EBITDA (Products) /FTE*	€13 k	€5 k	€12 k	€16 k	€18.3 k - €20.0 k

Balance Sheet point of view					
in € million	12/31/2008	12/31/2009	12/31/2010	12/31/2011	12/31/2012e
Equity ratio	62%	71%	70%	73%	74%
Net debt	13.2	7.6	9.3	6.9	<5
DCR rolling (last 4 quarters)	3.6	1.2	2.7	1.7	<1.5
ICR rolling (last 4 quarters)	4.0	7.7	6.1	6.8	>9

*Full-time-equivalents excluding Analytics business

Trauma-Products



Plates • Screws • Shoulder • LOQTEQ®

Sales forecast (incl. LOQTEQ®) 2012: €7 million
 Sales forecast (incl. LOQTEQ®) 2013: €11 million

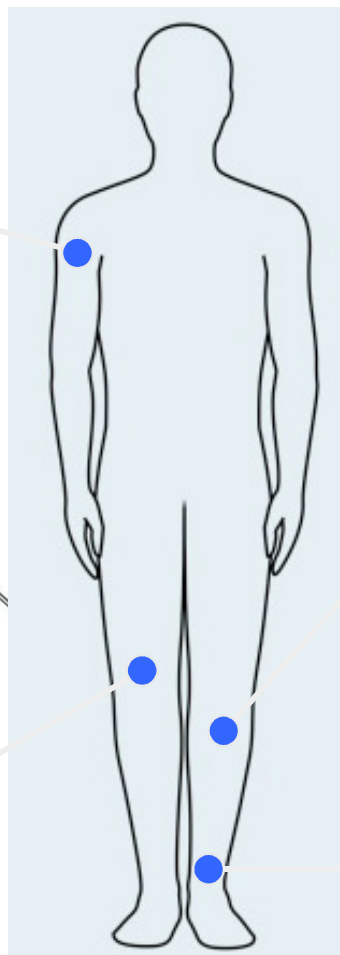
LOQTEQ® Anatomical Areas 2012



Proximal Humerus



Distal Femur



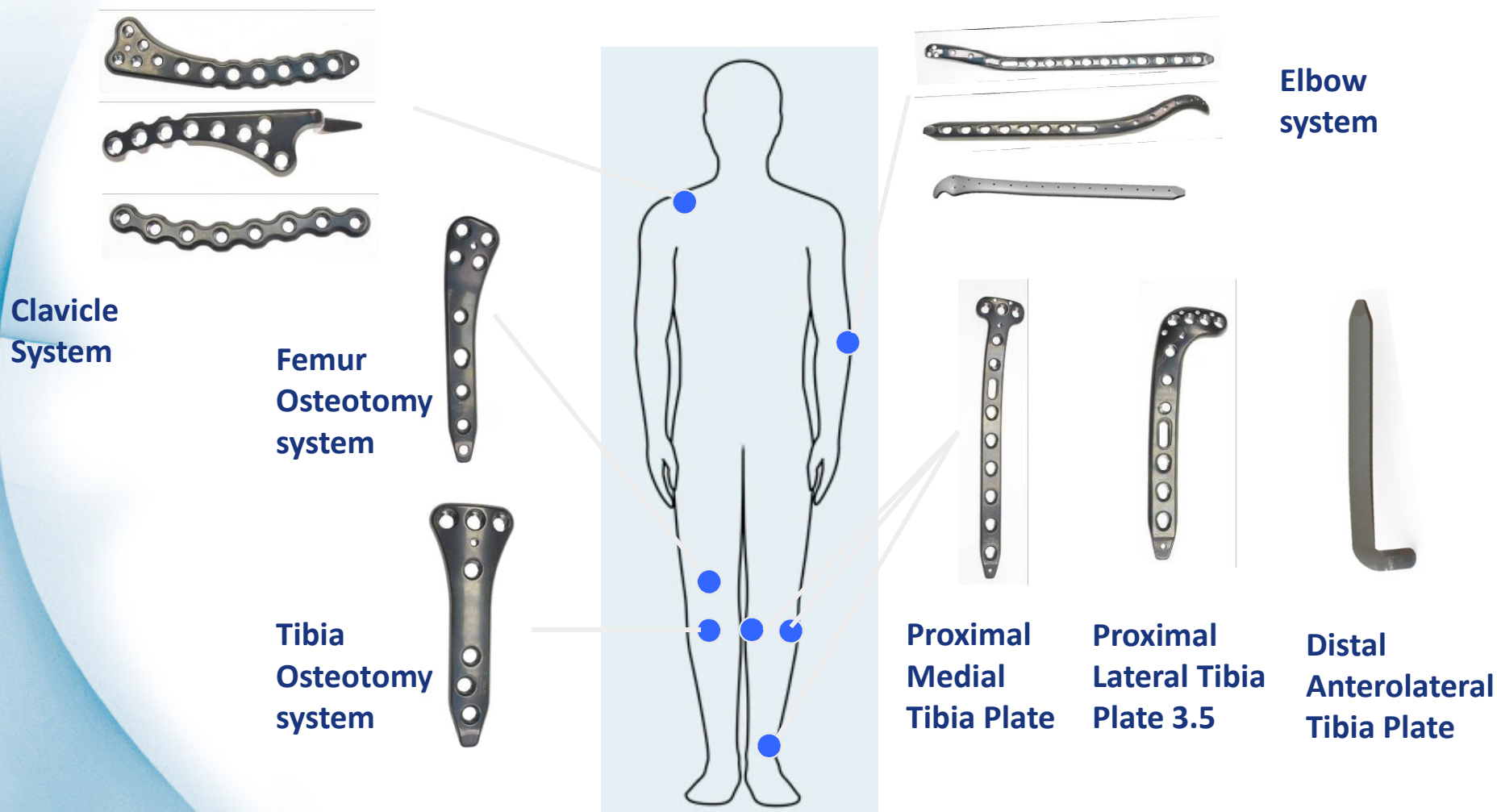
Proximal Tibia



Distal Tibia



Product Line Extension LOQTEQ® 2013



→ LOQTEQ®-portfolio will cover approx. 80% of the most common indications

Biomaterials



Sales forecast 2012 (Products and Projects): €21 million

Sales forecast 2013 (Products and Projects): €21 million

Gels, Fluids and Bone Materials



Focus:

- Sterile filling of inflammable materials
- Sterile filling and formulation of Gels/Liquids
- Cleaning and sterilization of Human Allografts (Tissue Processing)

Unique selling points:

- FDA approved
- CE approved
- Pharmaceutical GMP approved

Sales forecast 2012: €6 million

Sales forecast 2013: €7 million

aap – Products of international standard

Global Ortho/Spine League

2004



Global Ortho/Spine League

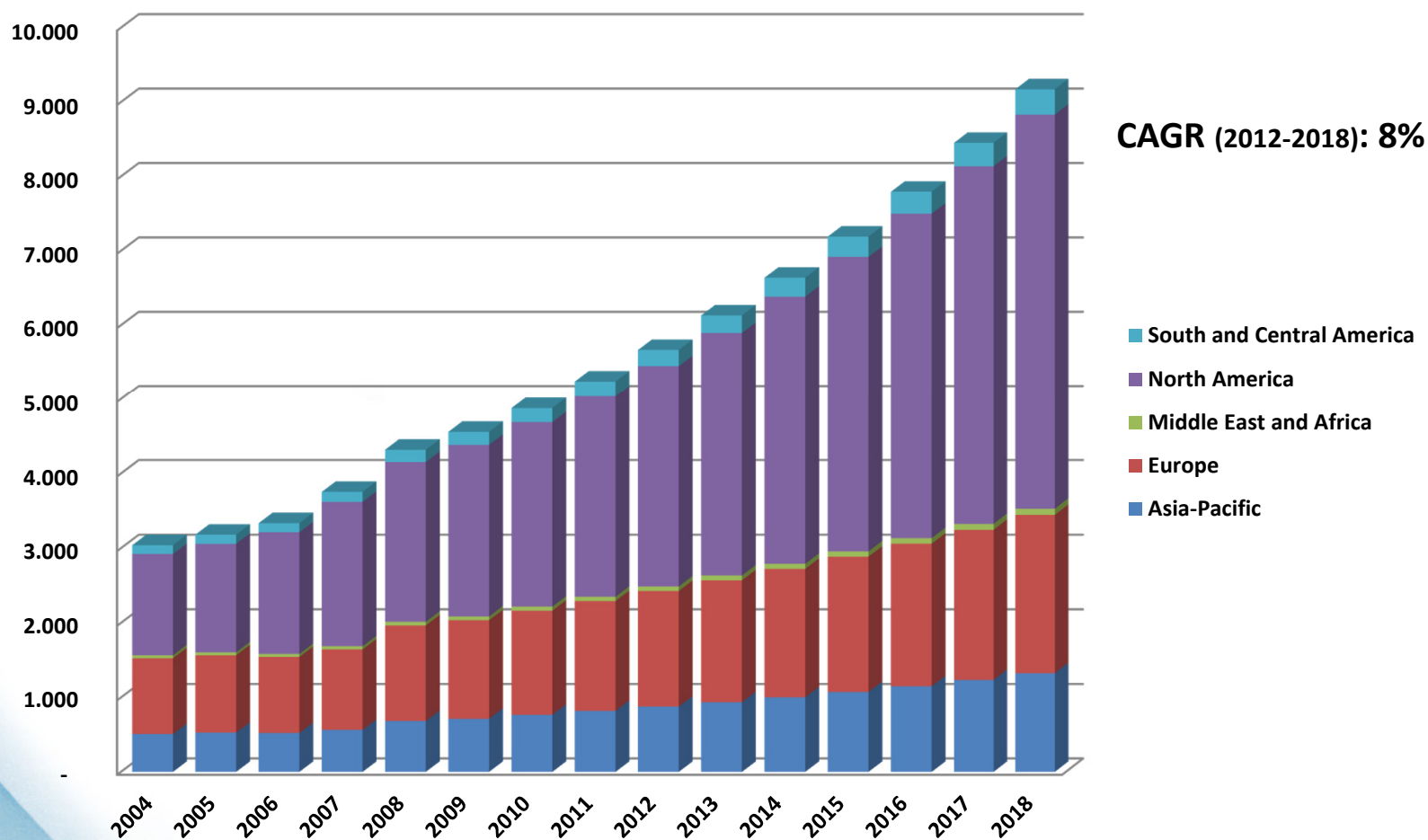
2012



Recent M&A Transactions

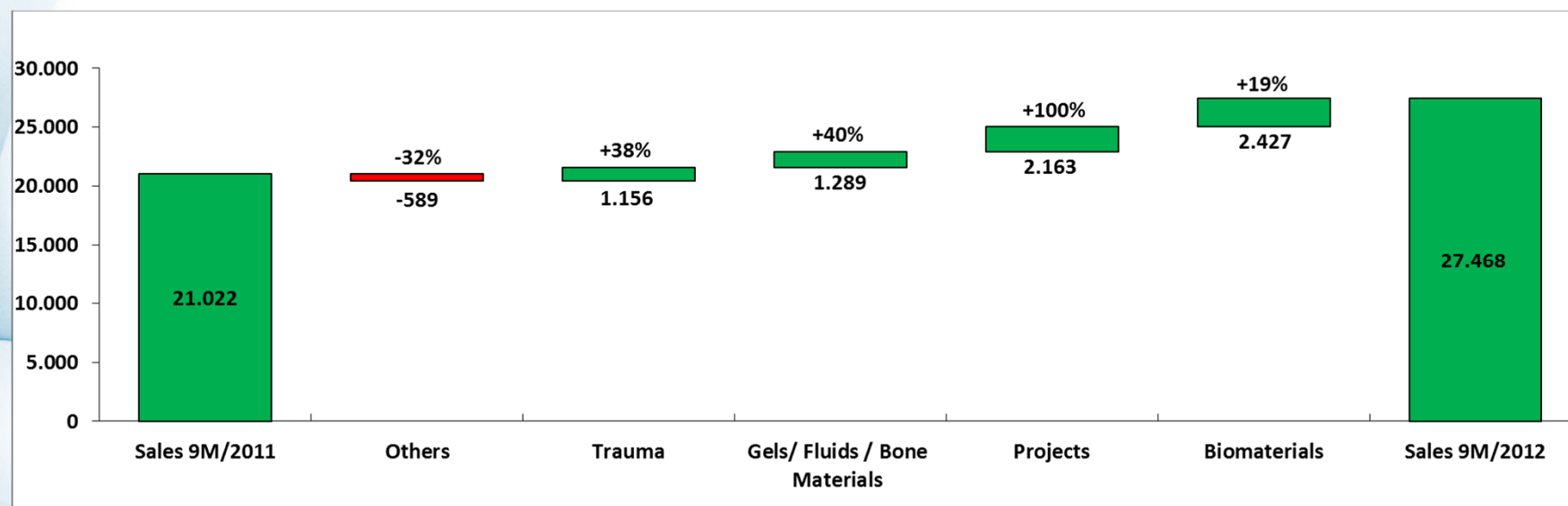
- Stryker Completes Acquisition of Privately-Held Memometal Technologies S.A. for \$162 million - (July 6, 2011)
 - Memometal has a broad range of products for the foot and ankle as well as the hand and wrist market
 - Memometal: Total sales in 2010: \$30 million; EBITDA: \$0 million
 - Transaction value: 5.4 times annual revenue
- Tornier to Acquire OrthoHelix Surgical Designs for \$135 million - (August 24, 2012)
 - OrthoHelix is focused on specialty implantable screw and plate systems for the repair of small bone fractures and deformities predominantly in the foot and ankle
 - OrthoHelix: Expected sales 2012: \$29 million; EBITDA positive
 - Transaction value: 4.7 times annual revenue
- Medtronic Signs Agreement to Acquire China Kanghui Holdings for \$755 million - (September 27, 2012)
 - Kanghui has a product portfolio in trauma, spine and joint reconstruction
 - Kanghui: Total sales in 2011: \$52.1 million / Net income: \$19.3 million
 - Transaction value: 14 times annual revenue / 40 times annual profits

Orthopedic Devices (Trauma Fixation) Value By Geography Global 2004-2018 in US\$ Millions

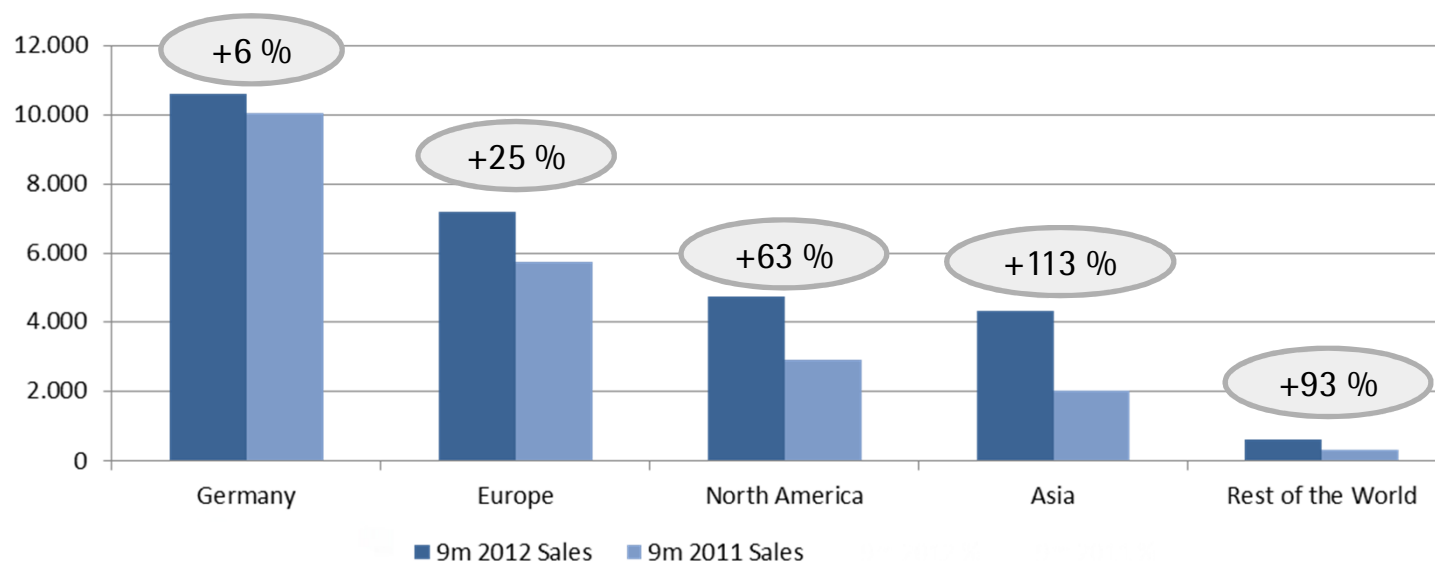


Quelle: Online-Datenbank von **GlobalData**

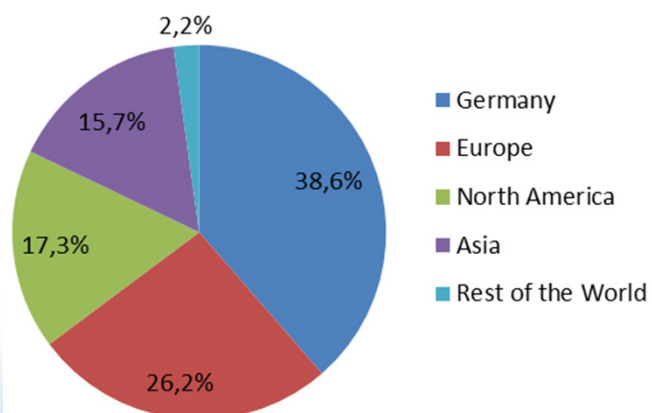
Sales-Bridge 9M 2012 vs. 9M 2011 (in €k)



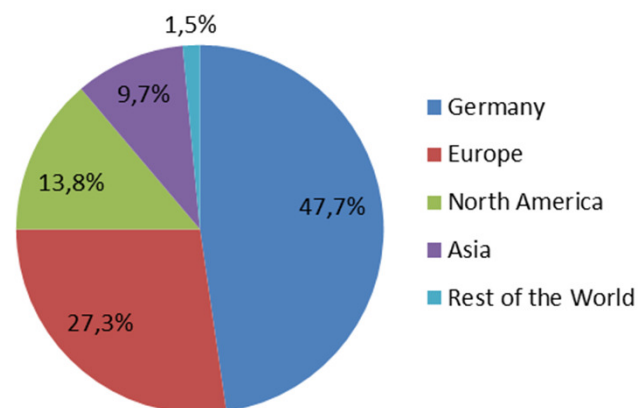
Sales by region 9M/2012 vs. 9M/2011



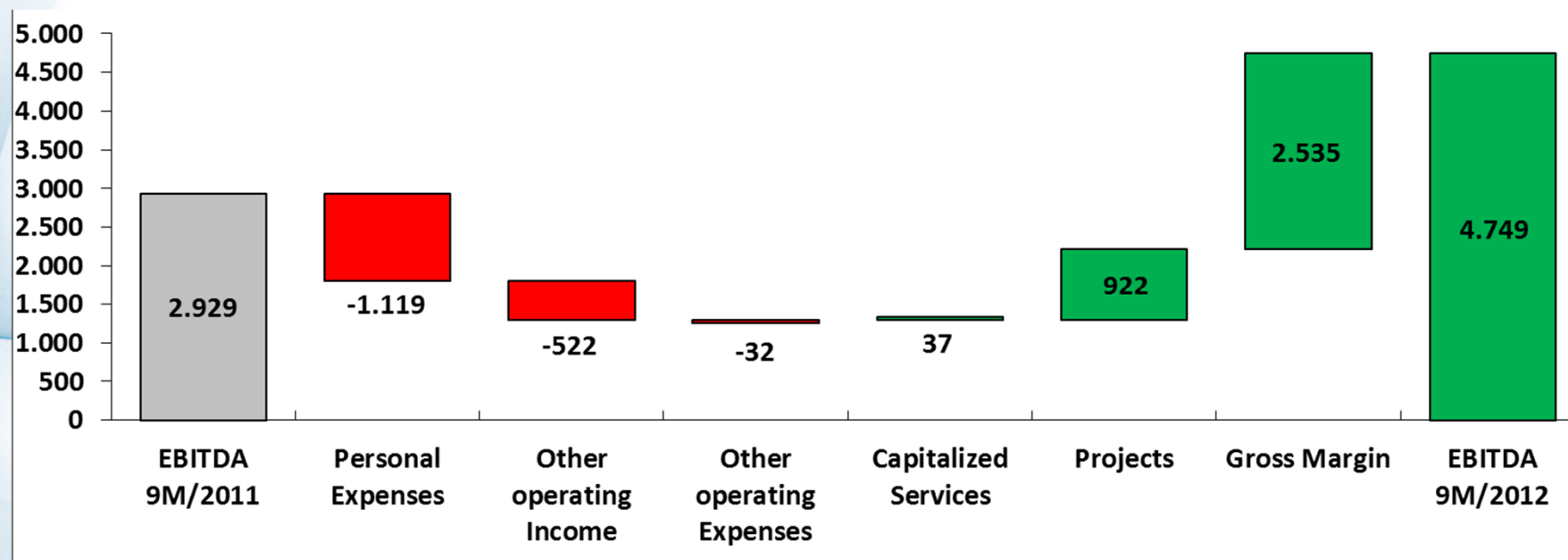
9m 2012



9m 2011



EBITDA-Bridge 9M 2012 vs 9M 2011 (in €k)



Financial Figures 2012

In € million	Q1-Q3/2012	Q1-Q3/2011	Change on year
Sales	27.5	21.0	+31%
EBITDA	4.7	2.9	+62%
EBIT	2.4	0.8	>100%
Cash-EBIT	1.2	-0.6	n.a.
Operative cash flow	6.1	1.9	>100%
In € million	Q3/2012	Q3/2011	Change on year
Sales	8.9	6.9	+25%
EBITDA	1.2	0.8	+50%
EBIT	0.5	0.1	>100%
Cash-EBIT	0	-0.3	n.a.
Operative cash flow	1.2	0.2	>100%

In € million	30/09/2012	31/12/2011	Change on year
Equity (ratio)	50.2 (74%)	48.4 (73%)	+4%
Balance sheet total	67.8	66.2	+2%
Number of employees	271	266	+2%

Outlook 2012/2013

- **Outlook 2012:**
 - Confirming total sales: approx. €35.5 million (+22%)
 - Increasing EBITDA: from approx. €5.2 million to between €5.7 million and €5.9 million (+39% to +44%)
- **Focus in 2012:**
 - LOQTEQ® total sales in 2012 of approx. €2.0 million
 - Signing new distribution partners in core markets like USA and the BRICS- and MIST-countries
 - Gaining new and additional regulatory approvals
 - Planning and preparing for launching LOQTEQ®-Product line extensions
- Conference in the field of cleaning and sterilizing human bone material for Bone and Tissue banks
- Repayment of debts totalling approx. €2.3 million
- **Outlook Q4/2012**
 - Sales: between €8.0 million and €8.4 million (-2% to +2%)
 - EBITDA: between €1.0 million and €1.2 million (-17% to +0%)
- **First Outlook 2013:** 10% sales increase with a stronger EBITDA growth

Share Development 2012 (YTD) compared to “Peers”



Legend: *aap* Implantate AG / Stryker / Exactech / Zimmer / Orthofix / S&P 500

Source: <http://finance.yahoo.com/>

Analyst Opinion

aap Implantate

Reuters: AAQG.DE

Bloomberg: AAQ GY

Year *	Sales EUR m		Adj. IFRS- Earnings per sh. EUR		Cash flow per share EUR		PER	PCF	Dividend per share EUR
2011	29.2	(29.2)	0.01	(0.01)	0.11	(0.11)	52.5	6.2	0.00
2012e	35.6	(35.6)	0.04	(0.04)	0.14	(0.14)	32.2	8.9	0.00
2013e	36.2	(36.2)	0.04	(0.04)	0.15	(0.15)	31.0	8.7	0.00
2014e	40.6	(40.6)	0.06	(0.06)	0.17	(0.17)	20.6	7.4	0.00

* Fiscal year end December – In brackets: Figures from the last publication

Analyst: Dr. Christa Bähr

EQUITIES

Flash
4 Oct 2012

Buy (prev. Buy)

Closing price 3 Oct 2012

(in EUR): 1.27

Fair value: 1.30 (prev. 1.30)

Rating History	
Date	Recommendation
Since March 31, 2010	Buy
April 29, 2009	Hold
September 2, 2008	Buy

Source: Research Report 10/4/2012 by

DZ BANK
Bank on Germany

Stockholder Structure

direct and indirect, according to our information

	<u>09/30/2012</u>
	Capital Stock: 30,670,056
Elocin B.V.	20.89%
Noes Beheer B.V.	17.82%
Jürgen W. Krebs	11.99%
Deepblue Holding AG	5.30%
Other Investors with a close relationship to <i>aap</i>	approx. 10%
Total (Holdings of Investors close to <i>aap</i>)	approx. 66%
Free-Float*	34.00%

* According to own calculation

Thank you for your Attention



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