



***aap* Implantate AG**

Q3/9M 2015 Report Conference Call

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Berlin, November 16, 2015

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.

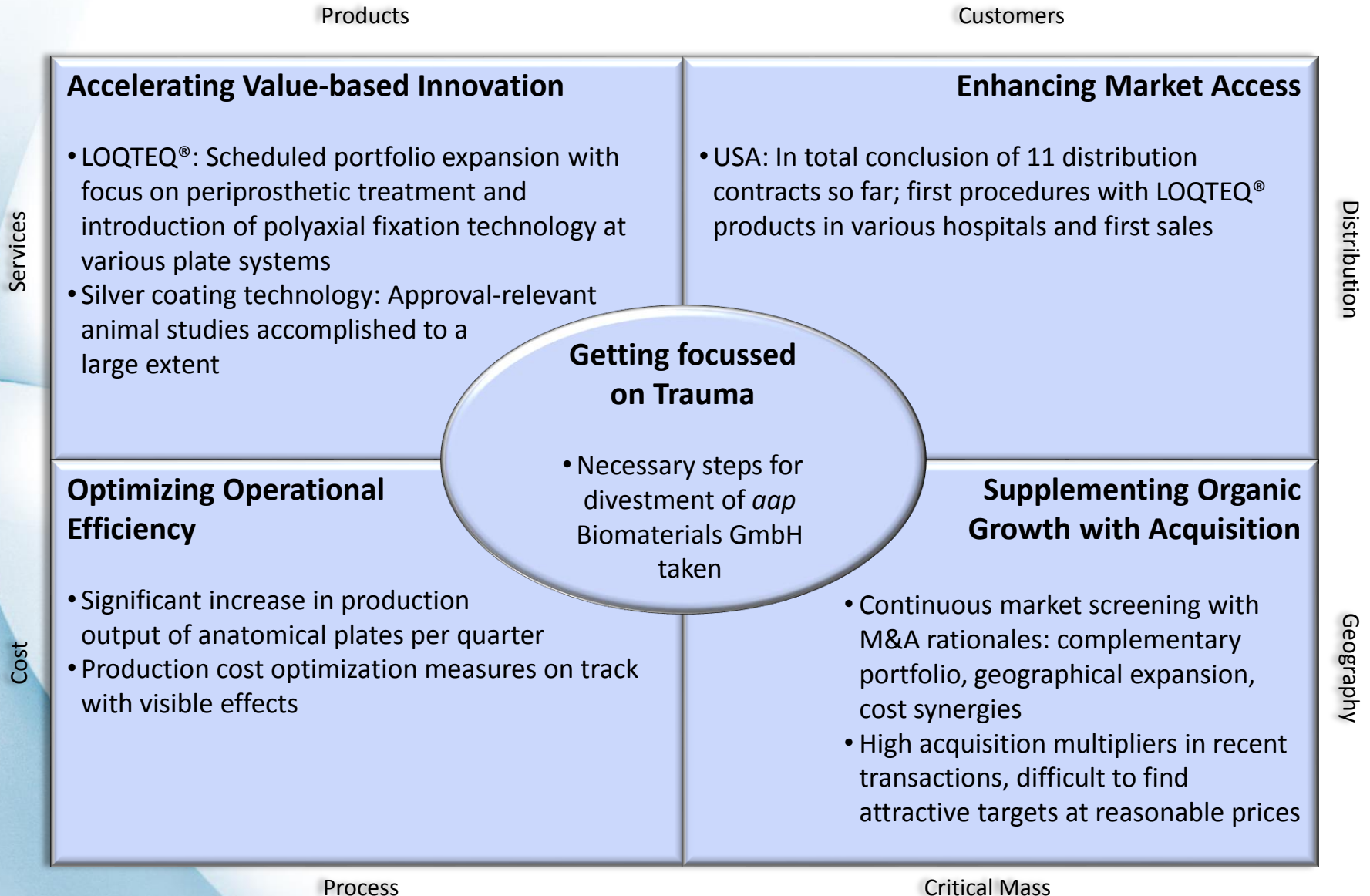
Executive Summary

Q3/2015

- **Sales** in Q3/2015 were 7% up year-on-year to EUR 8.4 million (Q3/2014: EUR 7.8 million) and thus within the guidance of EUR 7.5 million to EUR 9.0 million
- Growth driver was **biomaterials business**, with year-on-year sales increase in Q3/2015 by 27% to EUR 5.4 million (Q3/2014: EUR 4.2 million)
- **Trauma business** showed year-on-year sales decline in Q3/2015 (Q3/2015: EUR 2.9 million vs. Q3/2014: EUR 3.3 million) due to delays
 - in sales development in a number of strategic growth markets (China, Russia and Turkey) due to deteriorated economic framework conditions,
 - in the US market entry due to protracted administrative processes in hospitals and
 - in product approval in Brazil
- **EBITDA** at EUR 0.3 million in Q3/2015 (Q3/2014: EUR 0.8 million) and thus within the guidance of EUR 0.1 million to EUR 0.6 million
- Transformation of *aap* Implantate AG into a **focused trauma company** remains core objective of our strategic direction

Implementation of Strategic Imperatives

Progress in Q3/2015



Financial Figures Q3/2015

(in EUR million, sales bridge in thousand EUR)

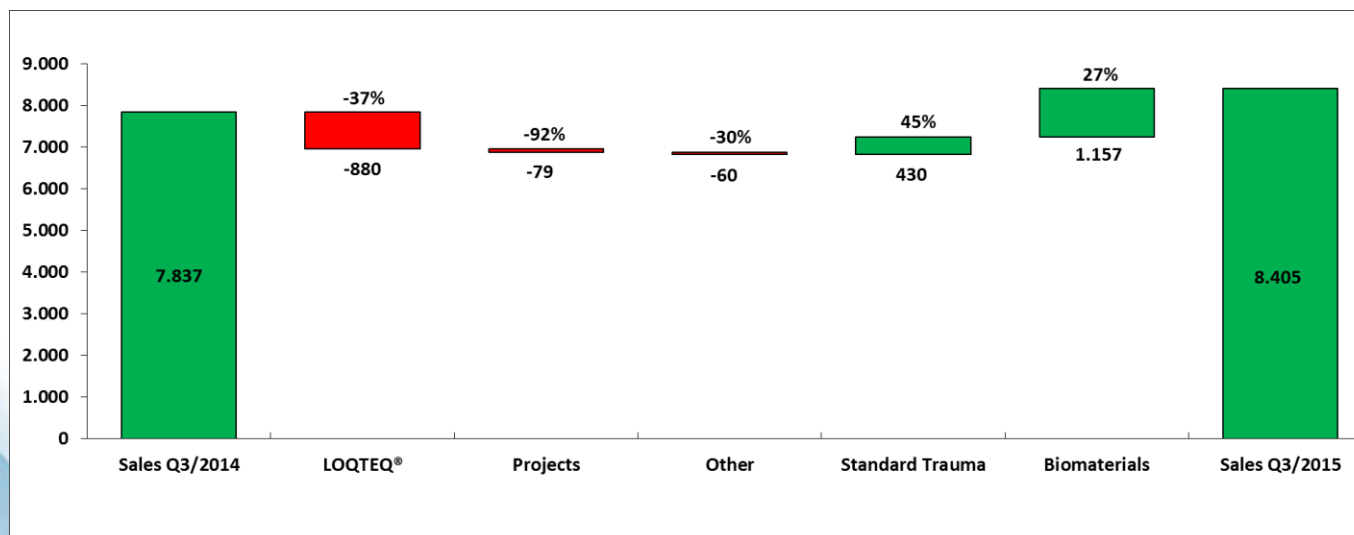
	Q3/2015	Q3/2014	Change
Sales	8.4	7.8	7%
Trauma	2.9	3.3	-14%
<i>of which LOQTEQ®</i>	1.5	2.4	-37%
Biomaterials	5.4	4.2	27%
Projects	0.0	0.1	-92%
Other	0.1	0.2	-30%

	Q3/2015	Q3/2014	Change
EBITDA	0.3	0.8	-60%
EBIT	-0.4	0.2	< -100%

Operative Performance: Sales and EBITDA normalised*

	Q3/2015	Q3/2014	Change
Sales	8.4	7.8	8%
EBITDA	0.4	1.0	-54%

*excluding one-time effects of share disposals, one-time costs incurred in connection with strategic measures, project earnings and related costs



Financial Figures 9M/2015

(in EUR million, sales bridge in thousand EUR)

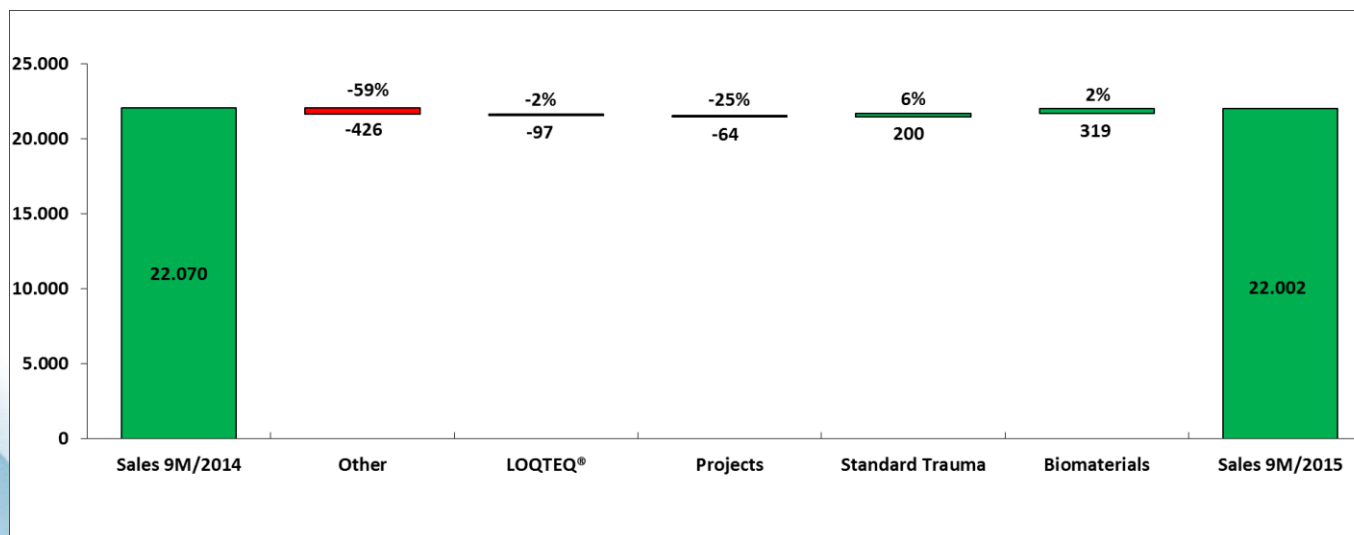
	9M/2015	9M/2014	Change
Sales	22.0	22.1	0%
Trauma	8.5	8.4	1%
<i>of which LOQTEQ®</i>	5.2	5.3	-2%
Biomaterials	13.0	12.7	2%
Projects	0.2	0.3	-25%
Other	0.3	0.7	-59%

	9M/2015	9M/2014	Change
EBITDA	-0.3	2.4	< -100%
EBIT	-2.3	0.8	< -100%

Operative Performance: Sales and EBITDA normalised*

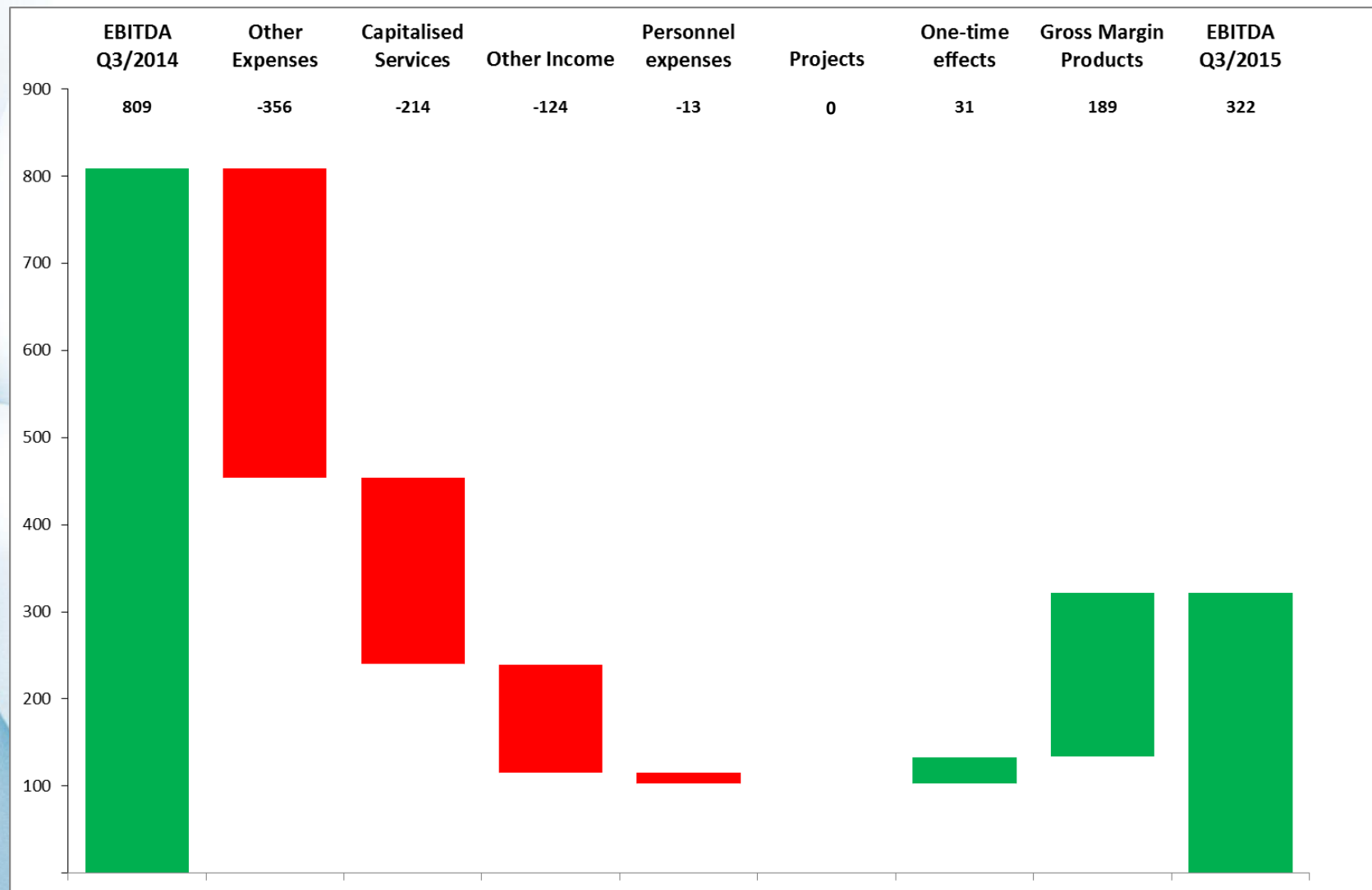
	9M/2015	9M/2014	Change
Sales	21.8	21.9	0%
EBITDA	0.3	1.4	-77%

*excluding one-time effects of share disposals, one-time costs incurred in connection with strategic measures, project earnings and related costs



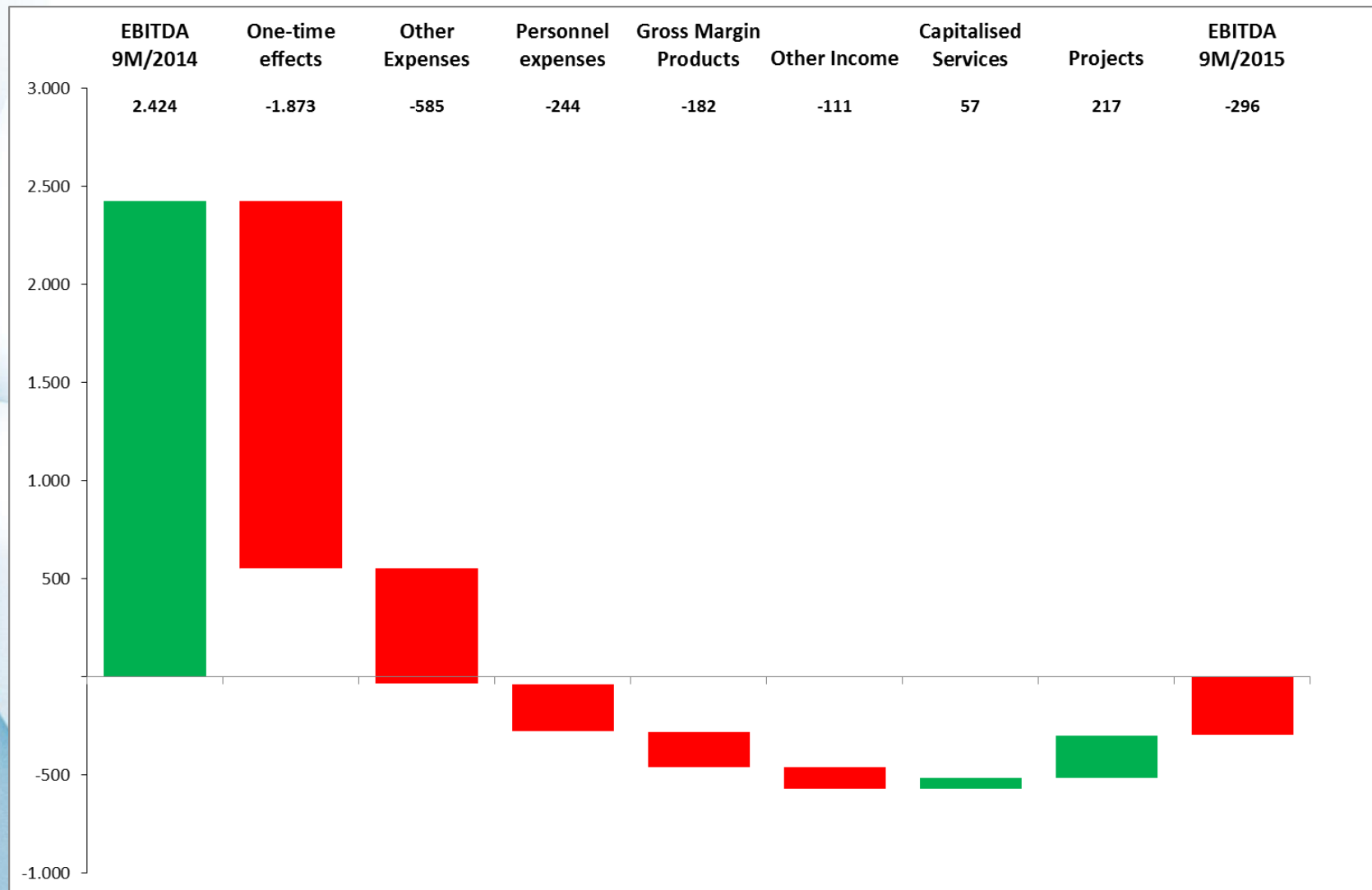
Financial Figures Q3/2015

(in thousand EUR)



Financial Figures 9M/2015

(in thousand EUR)



Highlights 9M/2015 (Balance Sheet)

- Total assets 09/30/2015: EUR 61.5 million (12/31/2014: EUR 57.9 million) → +6%
 - Non-current assets: EUR +0.6 million
 - Healthy relative share of intangible assets of 25%
 - Current assets → EUR +3.1 million
 - Inventory: EUR +2.3 million → development trauma business (set-up US business; extension LOQTEQ® portf.)
 - Trade receivables: +0.9 million, but trade receivables product business EUR +2.0 million
 - Cash at EUR 11.7 million (EUR -0.5 million): almost no change, but financing needs via short-term loans
 - Equity → EUR -2.0 million
 - Net result 9M/2015 → EUR -2.1 million
 - Increase subscribed capital → EUR +0.2 million → inflow from exercising stock options
 - Equity ratio: 71% (12/31/2014: 79%)
 - Debts → EUR +5.7 million
 - Decrease in long-term financial liabilities bank: EUR -0.8 million
 - Increase in short-term financial liabilities bank: EUR +4.7 million
 - Trade payables: EUR +1.6 million
 - Other liabilities: EUR +0.2 million
- Working Capital: EUR 18.5 million (12/31/2014: EUR 16.9 million)
- Working Capital-turn TTM (sales): 1.7 (FY 2014: 1.8)
- Net Cash 09/30/2015: EUR 3.1 million (12/31/2014: EUR 7.7 million) → slight improvement compared to 06/30/2015

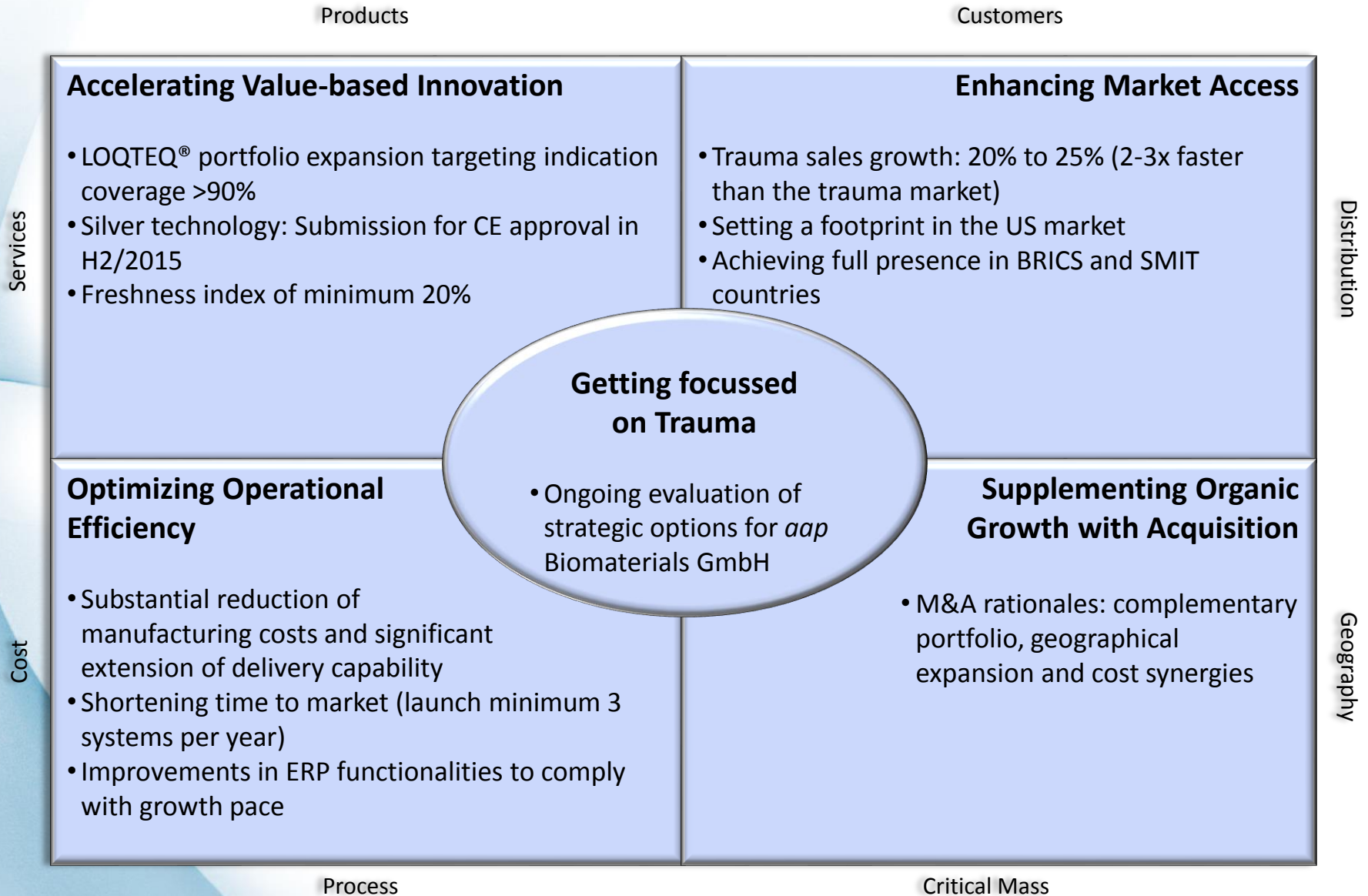
Highlights 9M/2015 (Cash Flow)

- Operating Cash flow 9M/2015: EUR -2.5 million
 - Net result of EUR -2.1 million in 9M/2015
 - Increase in operating working capital in 9M/15: EUR +2.6 million → development trauma & set-up US business (EUR +1.5 million); trade receivables biomaterials business (EUR +1.1million)
- Investing Cash Flow 9M/2015: EUR -2.0 million
 - Investments: EUR -2.1 million
 - Machinery and other equipment: EUR -0.9 million
 - Intangibles: EUR -1.2 million → mainly silver and LOQTEQ® developments
- Financing 9M/2015: EUR 4.0 million
 - Usage of credit facility: EUR +4.6 million → short-term financing growth related
 - Redemption financing for machinery: EUR -0.8 million
 - Proceeds from issue of new shares: EUR +0.2 million
- Cash 09/30/2015: EUR 11.7 million (12/31/2014: EUR 12.2 million)
- Liquidity reserves (Cash and free credit facilities): EUR 13.0 million (12/31/2014: EUR 16.7 million)

Outlook 2015

- Updated Outlook 2015:
 - **Sales:** EUR 27.5 million – EUR 31.5 million
 - **EBITDA:** EUR -1.5 million – EUR 1.0 million
- Transformation of *aap* Implantate AG into a **focused trauma company** remains core objective of our strategic direction

Management Agenda 2015



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