

		2016-TOT	2017-Q1	2017-Q2	2017-Q3	2017-Q4	2017-FY	2017-Q4	2017_TOT
EUR/USD (gem)		€ 1,11	€ 1,066	€ 1,103	€ 1,178			€ 1,178	€ 1,200
Uitgangspunt HAE-markt in 2017									
Totale marktmarktaandeel		USD 1.500.000 EUR 1.352.936 3,4%	EUR 395.755 3,8%	EUR 382.480 3,9%	EUR 358.219 7,2%			EUR 358.128 11,4%	EUR 1.494.582 6,5%
Y-O-Y groei van de markt									12,5%
		FY 2016A	17_Q1	17_Q2	17_Q3			17_Q4	FY 2017A
Product Sales	Product verkopen	13.689	15.192	14.917	25.878	32.690	88.677	41.000	96.987
	Stijging/daling			-2%	73%				199%
Amortised License fee income	Licentie vergoeding	2.184	268	268	205	204	945	247	988
<b>Revenues</b>	<b>Inkomsten</b>	<b>15.873</b>	<b>15.460</b>	<b>15.185</b>	<b>26.084</b>	<b>32.894</b>	<b>89.622</b>	<b>41.247</b>	<b>97.977</b>
	Stijging/daling			-2%	72%			58%	183%
Cost of product sales	Kosten van productverkoop	-4.474	-1.705	-2.040	-4.262	-4.438	-12.445	-6.740	-14.747
Inventory impairments	Afschrijvingen	-209	8	80	-	-	-	-	88
<b>Cost of sales</b>	<b>Verkoopkosten</b>	<b>-4.683</b>	<b>-1.697</b>	<b>-1.960</b>	<b>-4.262</b>	<b>-4.438</b>	<b>-12.445</b>	<b>-6.740</b>	<b>-14.659</b>
	Stijging/daling			15%	117%			58%	213%
<b>Gross Profit</b>	<b>Brutowinst</b>	<b>11.190</b>	<b>13.763</b>	<b>13.225</b>	<b>21.822</b>	<b>28.456</b>	<b>77.177</b>	<b>34.507</b>	<b>83.318</b>
	%	82%	91%	89%	84%			84%	178%
<b>Other income</b>	<b>Overige Inkomsten</b>	<b>335</b>	<b>84</b>	<b>83</b>	<b>440</b>	<b>183</b>	<b>790</b>	<b>83</b>	<b>690</b>
Research and development	Onderzoek en ontwikkeling	-15.388	-4.689	-4.465	-3.914	-5.589	-18.657	-3.914	-16.982
	Stijging/daling			-5%	-12%			0%	10%
General and administrative	Algemene en administratieve uitgaven	-4.642	-1.375	-1.253	-1.680	-1.666	-5.974	-1.680	-5.988
	Stijging/daling			-9%	34%			0%	29%
Marketing and Sales	Marketing en verkoop	-3.035	-3.911	-7.229	-8.175	-12.107	-31.422	-9.000	-28.315
	Stijging/daling			85%	13%			10%	833%
<b>Costs</b>	<b>Kosten</b>	<b>-23.065</b>	<b>-9.975</b>	<b>-12.947</b>	<b>-13.769</b>	<b>-19.362</b>	<b>-56.053</b>	<b>-14.594</b>	<b>-51.285</b>
	Stijging/daling			30%	6%			6%	122%
<b>Operational Result</b>	<b>Operationeel resultaat</b>	<b>-11.539</b>	<b>3.873</b>	<b>363</b>	<b>8.494</b>	<b>9.277</b>	<b>21.914</b>	<b>19.997</b>	<b>32.735</b>
	%	-84%	25%	2%	33%			48%	33%
Fair value gain/loss on revaluation de	winst / verlies op herwaardering de	79	-2.426	1.201	-13.961	-25.098	-40.284	14.728	-458
	Herwaardering conv obligaties Vrijval reservering voor conv				-			-1.206	15.934
Other financial income and expense	Overige financiële baten en lasten	-6.075	-7.194	-26.032	-2.022	-35.779	-71.027	-2.022	-37.270
	Rentelast lening USD100 M								
<b>Financial Income and expenses</b>	<b>Financiële baten en lasten</b>	<b>-5.996</b>	<b>-9.620</b>	<b>-24.831</b>	<b>-15.983</b>	<b>-60.877</b>	<b>-111.311</b>	<b>12.706</b>	<b>-37.728</b>
<b>Result before income taks</b>	<b>Resultaat voor belastingen</b>	<b>-17.536</b>	<b>-5.747</b>	<b>-24.468</b>	<b>-7.489</b>	<b>-51.600</b>	<b>-89.397</b>	<b>32.704</b>	<b>-4.992</b>
Income taks expense	Vennootschapsbelasting (25%)		-	-		9.442	9.442		
<b>Net result</b>	<b>Netto resultaat</b>	<b>-17.536</b>	<b>-5.747</b>	<b>-24.468</b>	<b>-7.489</b>	<b>-42.158</b>	<b>-79.955</b>	<b>32.704</b>	<b>-4.992</b>
Attributable to:									
Owners of the parent		-17.536	-5.747	-24.468	-7.489	-42.158	-79.955	32.704	-4.992
<b>Totaal netto result</b>	<b>Totaal netto resultaat</b>	<b>-17.536</b>	<b>-5.747</b>	<b>-24.468</b>	<b>-7.489</b>	<b>-42.158</b>	<b>-79.955</b>	<b>32.704</b>	<b>-4.992</b>
	%	-110%			-29%			79%	-5%
<b>Basic earnings per share</b>	<b>Winst per aandeel (660 mio)</b>	<b>-0,027</b>	<b>-0,009</b>	<b>-0,037</b>	<b>-0,011</b>		<b>-0,122</b>	<b>0,050</b>	<b>-0,008</b>