



# SEMPERIT GROUP FY 2018 INVESTOR PRESENTATION

Dr Martin Füllenbach, CEO

Frank Gumbinger, CFO

22 March 2019



## Highlights 2018: Operating EBITDA +41%



- Revenue increased by 0.5% to € 878.5m



- **Semperit Group bottomed out on operating EBITDA and EBIT level**
  - 3 out of 4 segments profitable
  - Significant increase of profitability



- Reported EBITDA € 46.4m, **operating EBITDA € 50.3m, +40.6% vs. 2017**
- Reported EBIT € –47.7m, **operating EBIT € 15.4m vs. € –0.8m in 2017**



- **Significant net loss of € 80m**, heavily impacted by impairment of € 55m in Sempermed and € 8m for closure of Sempertrans production site in China
- **Capex volume** was € 80.8m in 2018 (€ 74.5m in 2017), **now reduced to half of about € 40m in 2019**



- **Focus points**
  - Material impact of transformation and restructuring process: Group performance bottomed out
  - Focus on profitability, process optimisation, quality improvement and reduction of complexity
  - Regaining technology leadership through, e.g. process innovation in segment Semperflex



# Agenda

## Restructuring and Transformation update (p.4)

Operational highlights (p.11)

Financial performance (p.18)

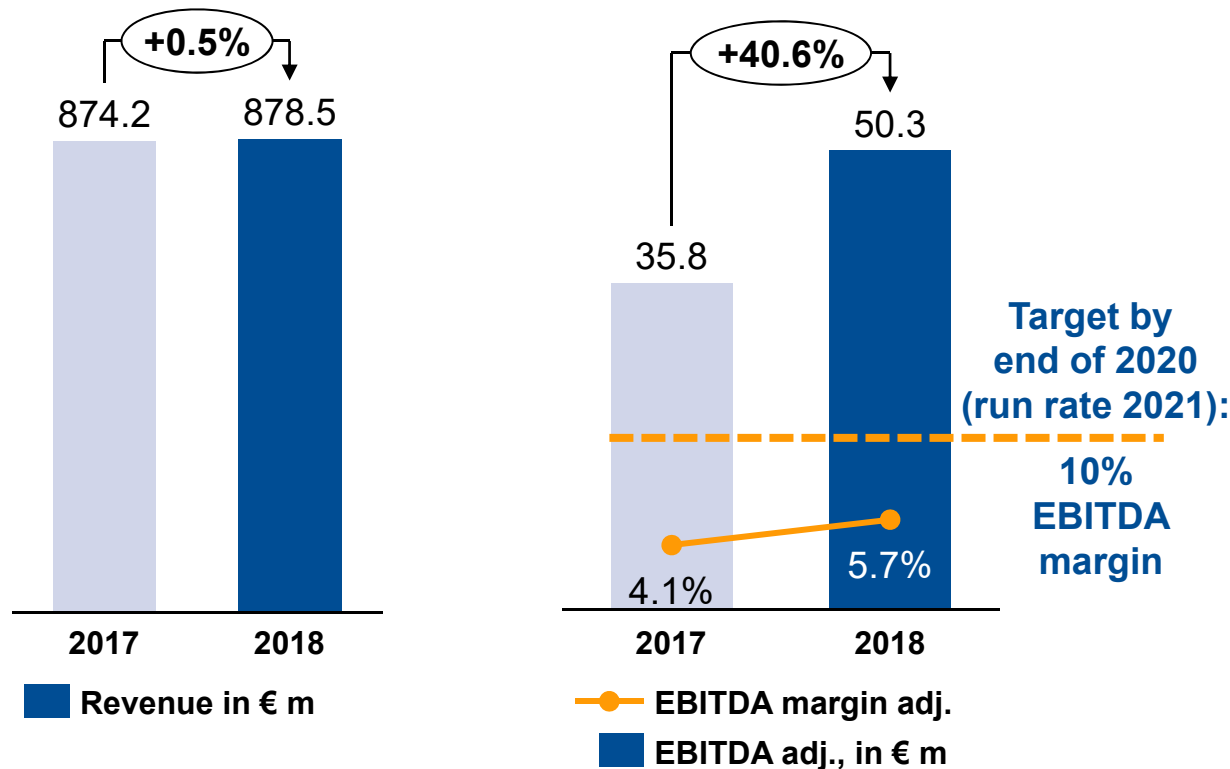
Management agenda (p.29)

Appendix (p.32)



## Transformation programme making a material impact, Group performance bottomed out on operating EBITDA / EBIT level

→ On the back of successful transformation programme, encouraging developments  
→ Achieve target profitability by end of 2020 (run rate 2021)



- Revenue +0.5% for Group
  - +6% for Industrial Sector
  - -8% for Medical Sector
- Operating EBITDA +41% for Group
  - +31% for Industrial Sector to € 75m, restructuring measures in all segments contributed to profitability uplift
  - Medical Sector with negative operating EBITDA of € 4m, ongoing operational restructuring
- Positive operating EBIT of € 15m vs. EBIT loss of € 1m in 2017



## >30 transformation projects to enhance competitiveness ...

### Main Examples

#### Growth



- Enhance **customer intimacy** for organic growth
- Develop and implement **continuous M&A process**
- Enhance **geographical balance** and **new product sales**

#### Operations Excellence



- Centrally steered **Supply Chain Excellence**
- Best practice sharing and further roll-out of **WCM**

#### Profitability



- Continuation of the successful **SemperMove10** programme
- Optimised setup of **SG&A** and Semperit Operating Model to reflect market needs
- **Working capital** improvement

#### Processes & Steering

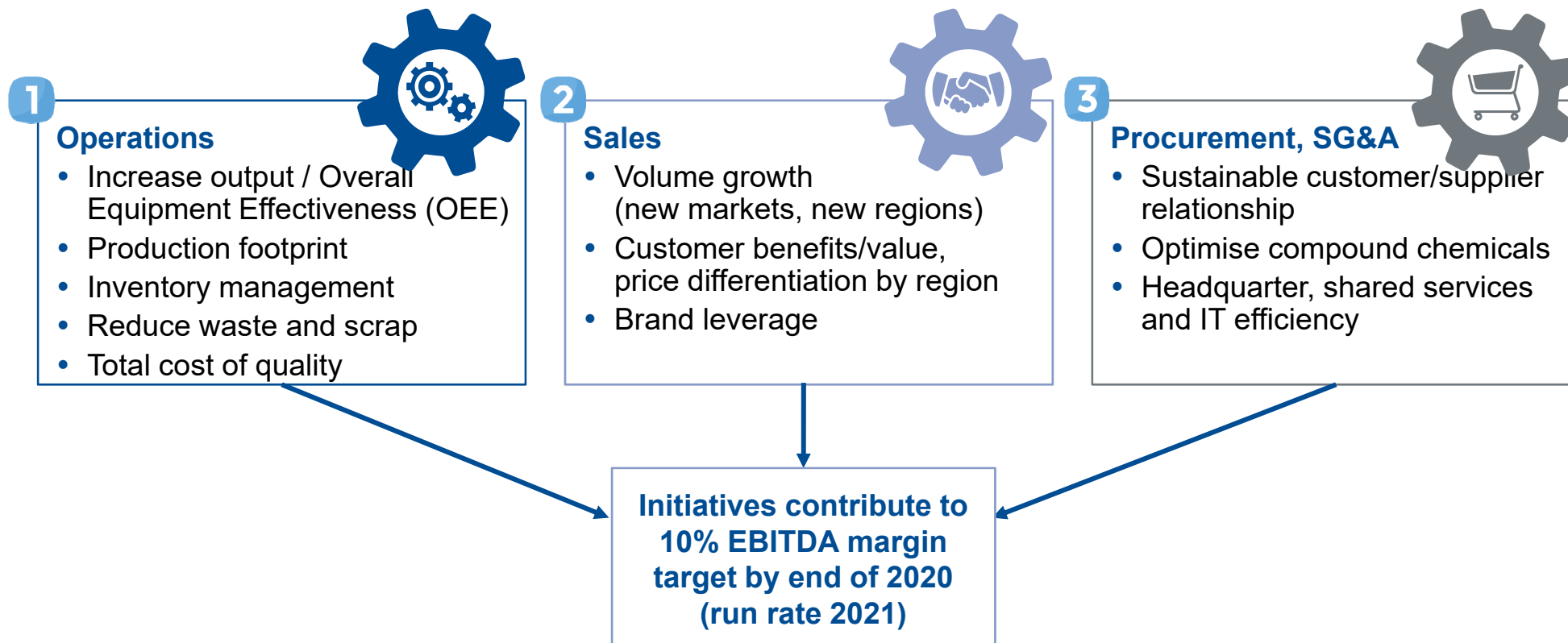


- Implementation of **Finance Transformation** (standardised and harmonised reporting landscape)
- DSGVO/GDPR
- Cyber security

>30 projects to define the future of Semperit



# ... translate in >700 transformation initiatives as part of SemperMOVE10





# 1 Operations

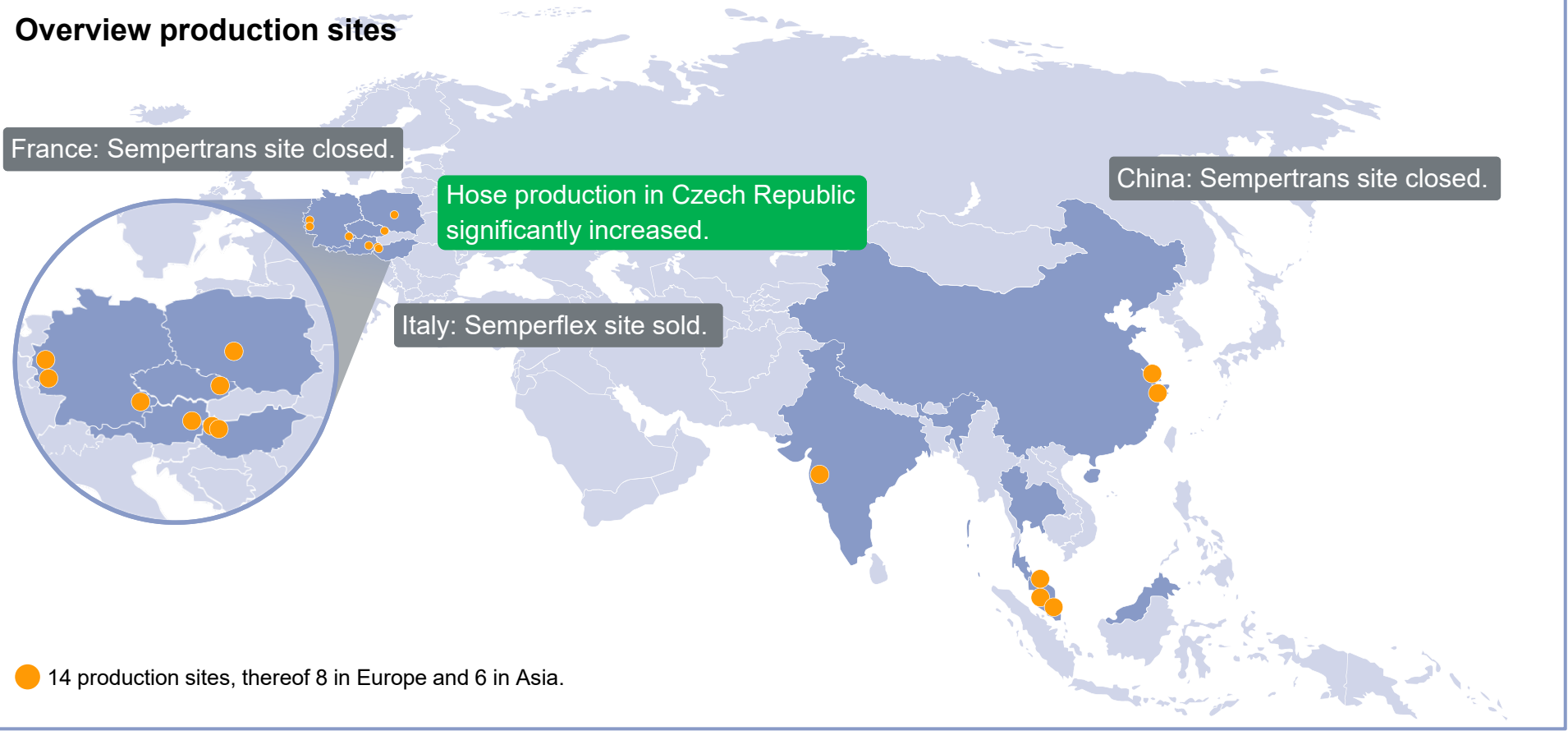
## Reduction of production complexity

4 fully consolidated entities less in 2017/18 to now **44**

In total **3** production sites less in 2017/18 to now **14**

**1** production site closure in **Germany** in 2019, no further closings planned

### Overview production sites





## 2 Sales

### Sales transformation initiatives target three core topics

Topics	Levers	Examples
1 Growth	<ul style="list-style-type: none"><li>Strategic focus on new markets, regions, and customer segments.</li></ul>	<ul style="list-style-type: none"><li>Strategic cooperation with key customers (Semperflex)</li></ul>
2 Portfolio	<ul style="list-style-type: none"><li>Optimisation of customer and product portfolio, especially launching innovative, performance benchmark setting products.</li></ul>	<ul style="list-style-type: none"><li>Track belts for snow cats (Semperform)</li></ul>
3 Pricing	<ul style="list-style-type: none"><li>Organisational processes and tools to support differentiated price setting based on market environment, customer benefit, and region.</li></ul>	<ul style="list-style-type: none"><li>Systematic and transparent price setting tool, following a global price differentiation matrix (Sempertrans)</li></ul>





## 3 Procurement

- **Overview**

- From autumn 2017 to now
  - > 300 procurement initiatives
  - > Low double digit savings potential (up to 2021)
  - Single-digit savings achieved in 2018
  - Single-digit additional savings planned for 2019
  - Permanent tracking of all initiatives by corporate controlling

- **Examples**

- Gloves: outsourcing of many items with small production volume to specialised suppliers, low single-digit saving
- Switch to different synthetic rubber type, low single-digit saving
- Wire for hoses: Introduce new Chinese supplier, low single-digit saving



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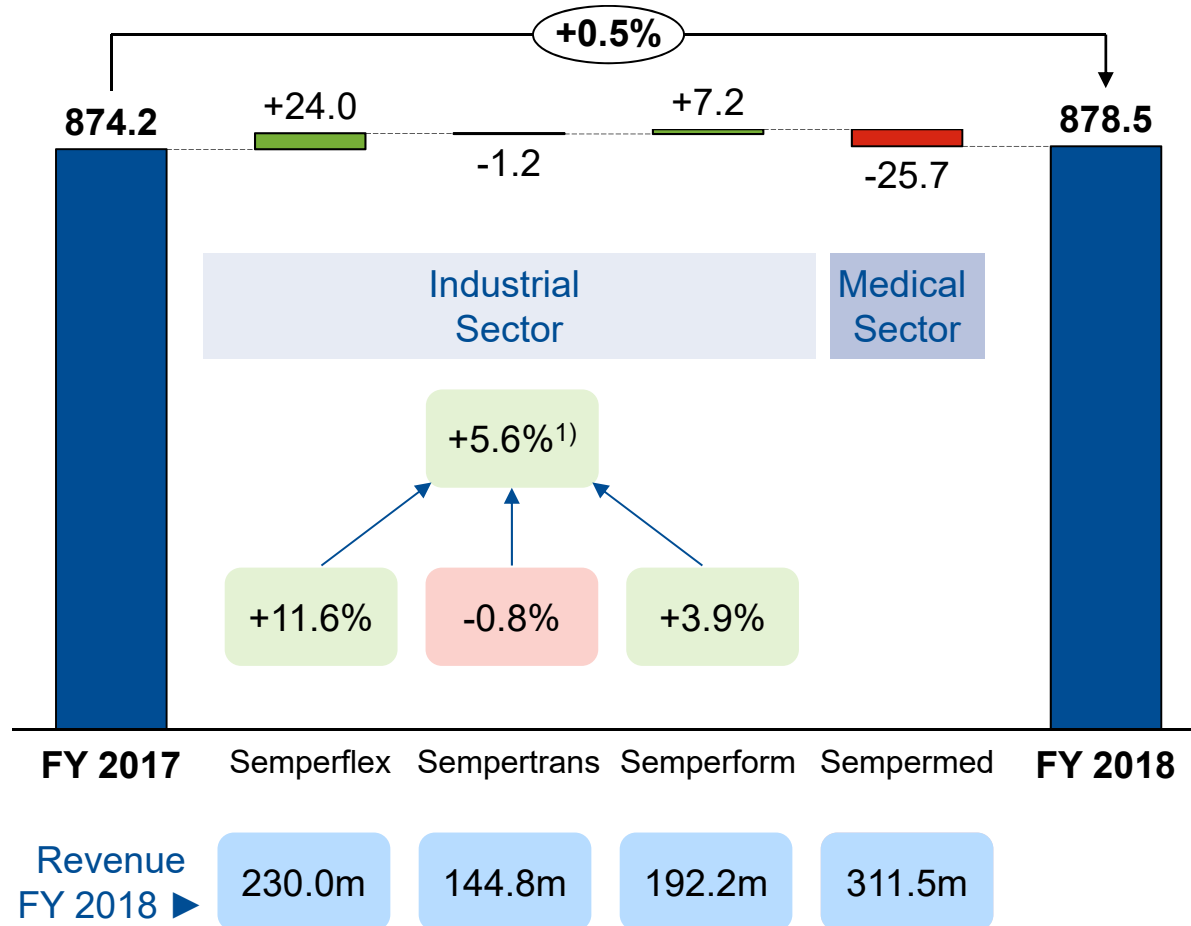
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# Revenue development

in € m



## Revenue development

- Semperflex: mainly higher volume translates into higher revenue
- Sempertrans: Revenue decrease driven by lower volume, mainly impacted by closure of site in France and low production levels in China in H1'2018
- Semperform: Increase mainly due to price adjustments as a result of raw materials price increases
- Sempermed: Lower sales due to focus on own production and less traded gloves

<sup>1)</sup> Change of each segment / sector for FY 2018 vs FY 2017.



# Industrial Sector

## Industrial Sector

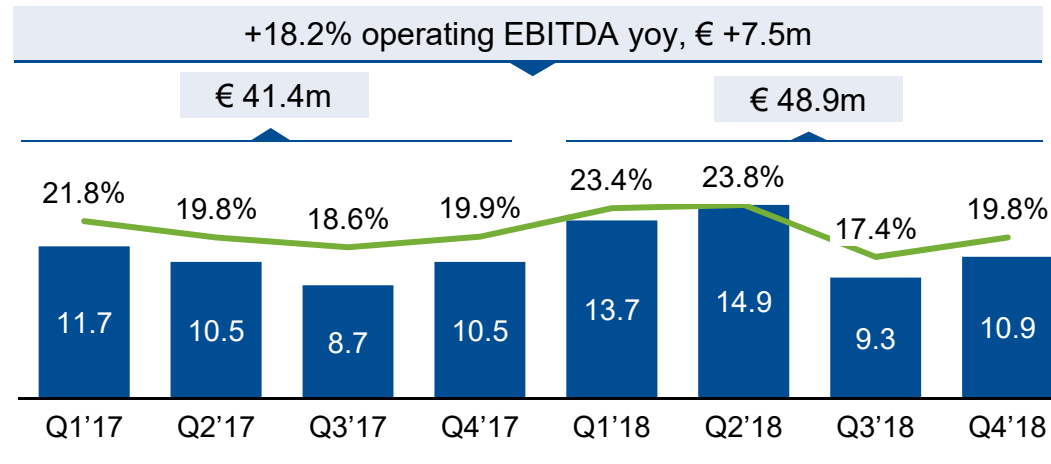


■ EBITDA adj., in € m    — EBITDA margin adj.



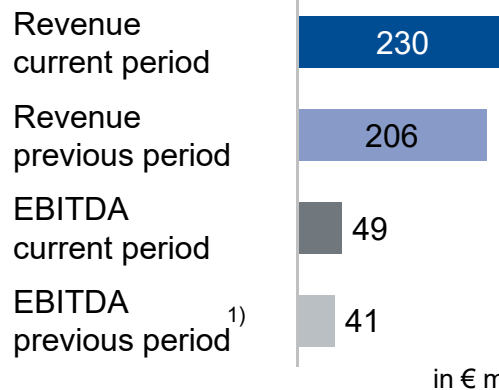
## FY 2018 vs. FY 2017

Semperflex

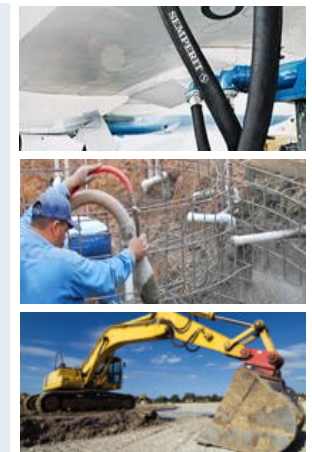


■ EBITDA adj., in € m  
 — EBITDA margin adj.

Semperflex



- Strong increase in revenue
- Increased competitive pressure with slight impact on profitability
- Hydraulics: significant increase in volume
- Higher production capacity of competitors combined with increased inventories at customer end require critical view on business development

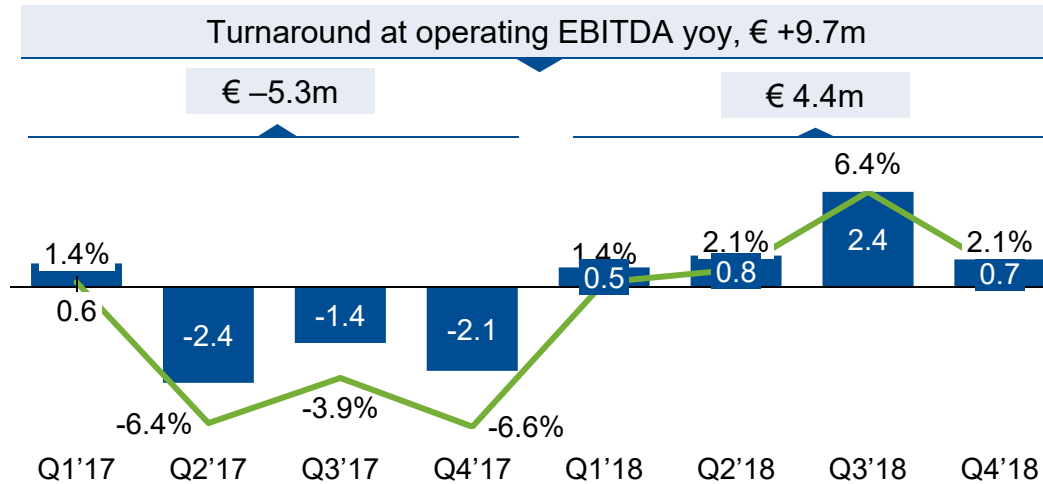


<sup>1)</sup> FY 2017 adjusted for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge of € 1m.



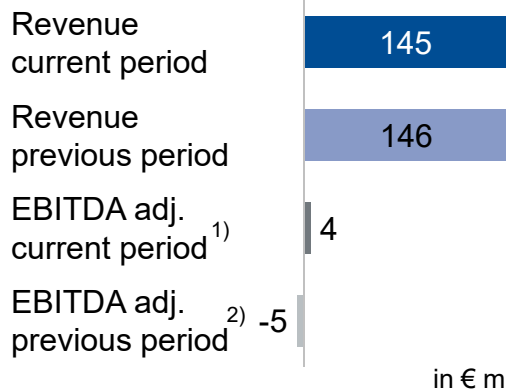
## FY 2018 vs. FY 2017

Sempertrans

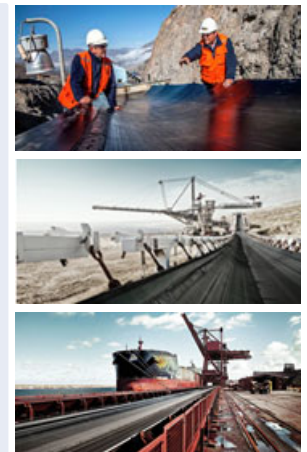


■ EBITDA adj., in € m  
 — EBITDA margin adj.

Sempertrans



- Turnaround at Sempertrans achieved – more measures for improvement are implemented
- Quality of order intake significantly improved
- High competitive pressure continuing
- Production site in China closed in 2018



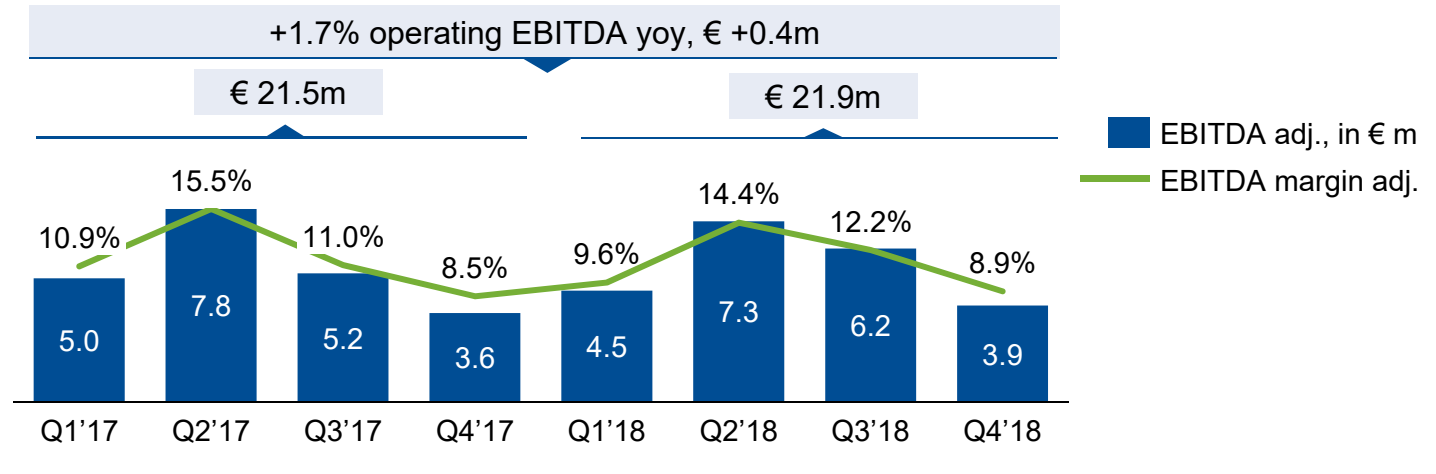
<sup>1)</sup> FY 2018 adjusted for negative one-off effect from closure of production site in China of € 4m.

<sup>2)</sup> FY 2017 adjusted for negative one-off effect from closure of production site in France of € 11m.

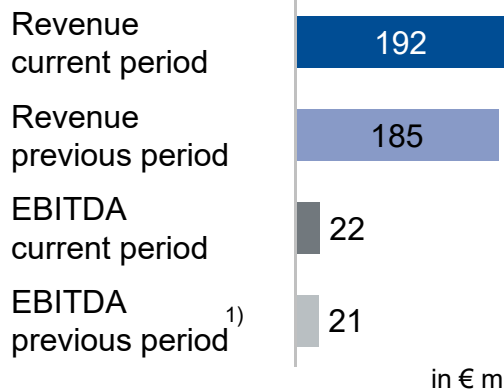


## FY 2018 vs. FY 2017

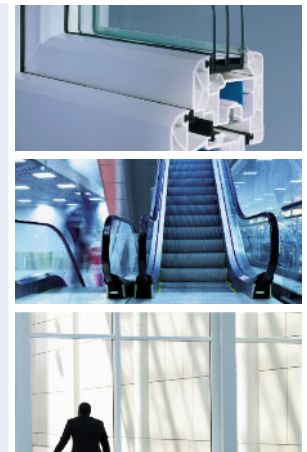
Semperform



Semperform



- Continuous business development across all business units
- Revenue increase due to a combination of moderate price and volume growth
- Higher costs for raw materials continue to impact profitability



<sup>1)</sup> FY 2017 adjusted for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge of € 2m.

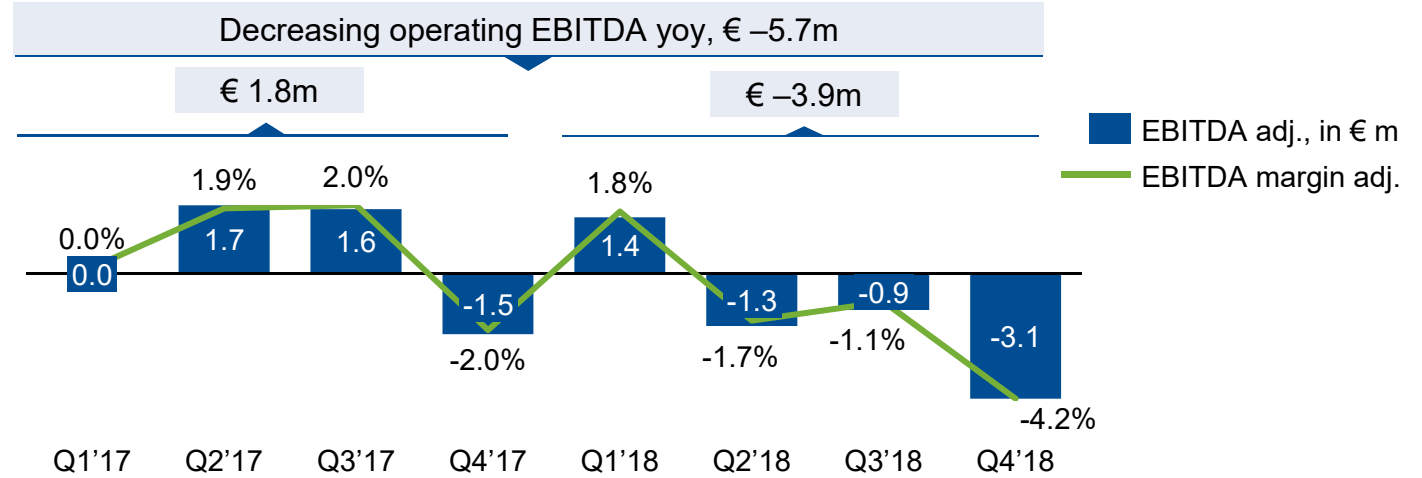


# Medical Sector / Sempermed segment

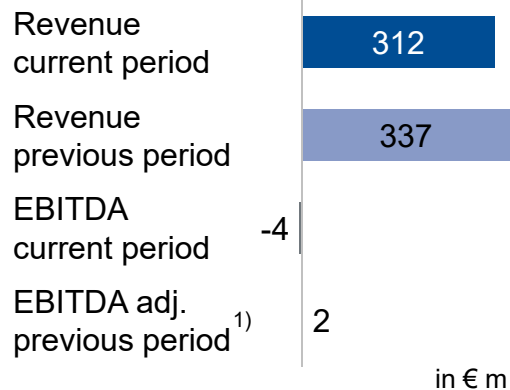
## FY 2018 vs. FY 2017

Medical Sector

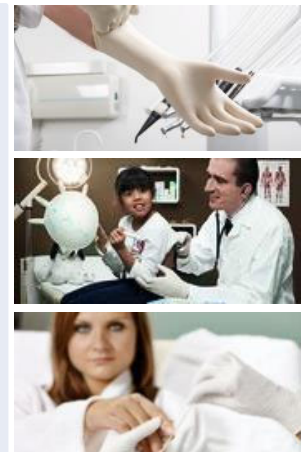
Sempermed



Sempermed



- Revenue decline as a result of substitution of traded goods by internal production
- Difficult competitive environment, especially in North America
- Operational inefficiencies / production quality still impact profitability
- Product innovations introduced in the market: 3g nitrile glove, accelerator-free glove



<sup>1)</sup> FY 2017 adj. for positive one-off effects from JV transaction of € 78m and for expenses from tax audit in Austria, mainly for refund of energy supply charge, € 2m.





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## Financials and Profitability Overview

in € m	FY 2018	FY 2017	Change	Change in EUR m
<b>Revenue</b>	<b>878.5</b>	<b>874.2</b>	<b>+0.5%</b>	<b>4.3</b>
<b>EBITDA adjusted<sup>1)</sup></b>	<b>50.3</b>	<b>35.8</b>	<b>+40.6%</b>	<b>14.5</b>
EBITDA margin adjusted	5.7%	4.1%	+1.6 PP	–
<b>EBITDA</b>	<b>46.4</b>	<b>100.2</b>	<b>-53.7%</b>	<b>-53.8</b>
EBITDA margin	5.3%	11.5%	-6.2 PP	–
<b>EBIT adjusted<sup>1)</sup></b>	<b>15.4</b>	<b>-0.8</b>	<b>–</b>	<b>16.2</b>
EBIT margin adjusted	1.7%	-0.1%	+1.8 PP	–
<b>EBIT</b>	<b>-47.7</b>	<b>37.6</b>	<b>–</b>	<b>-85.3</b>
EBIT margin	-5.4%	4.3%	-9.7 PP	–
<b>Earnings after tax adjusted<sup>1)</sup></b>	<b>-17.3</b>	<b>-43.3</b>	<b>-60.0%</b>	<b>+26.0</b>
<b>Earnings after tax</b>	<b>-80.4</b>	<b>-26.3</b>	<b>&gt;100%</b>	<b>-54.1</b>
<b>Earnings per share (EPS) adj.<sup>2)</sup>, in EUR</b>	<b>-1.07</b>	<b>-2.11</b>	<b>-49.4%</b>	<b>–</b>
<b>Earnings per share (EPS)<sup>2)</sup>, in EUR</b>	<b>-4.13</b>	<b>-1.25</b>	<b>&gt;100%</b>	<b>–</b>

<sup>1)</sup> FY 2018 adjusted for negative one-off effect of € 55m from impairment of Sempermed (adj. for EBIT and EAT only) and for closure of Sempertrans site in China of € 4m (EBITDA) / € 8m (EBIT, EAT).

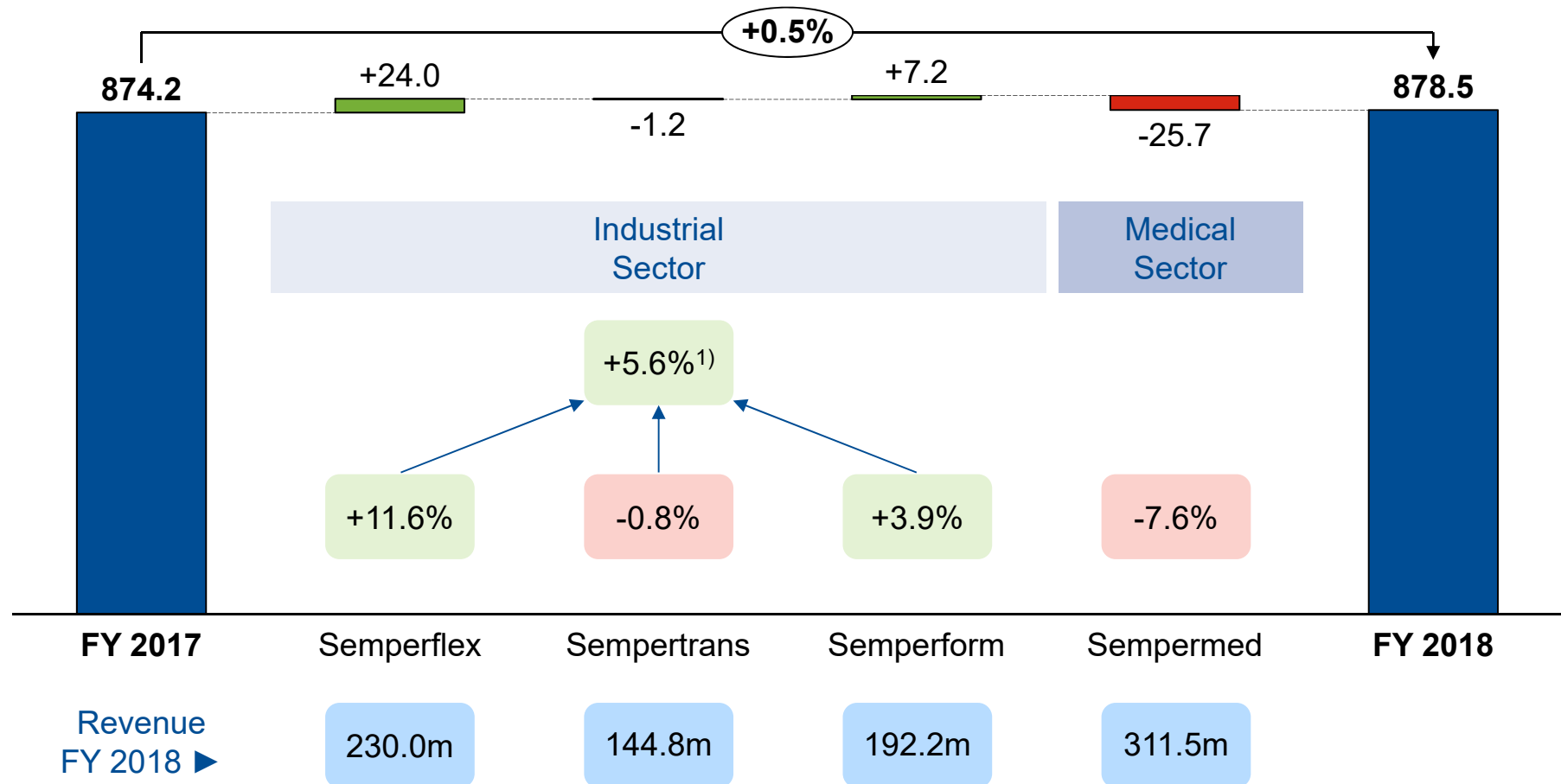
FY 2017 adjusted for positive one-off effects from JV transaction of € 85m for EBITDA and EBIT (€ 65m for EAT) and negative one-off effects from impairment at Sempermed (€ 26m for EBIT, EAT only), from restructuring expenses in France (€ 11m), valuation adjustment in IT (€ 4m EBITDA, € 3m EBIT) and expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge).

<sup>2)</sup> Attributable to the shareholders of Semperit AG Holding from ordinary shares, excluding interest from hybrid capital.



# Revenue development

in € m



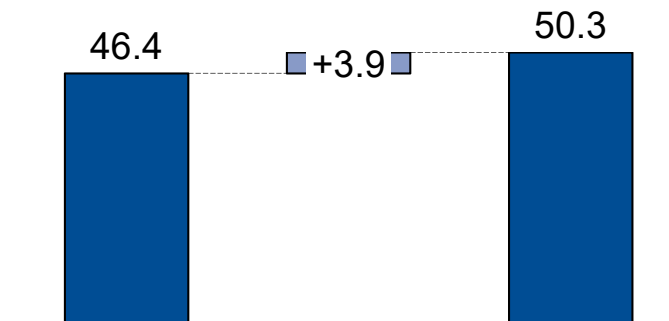
<sup>1)</sup> Change of each segment / sector for FY 2018 vs FY 2017.



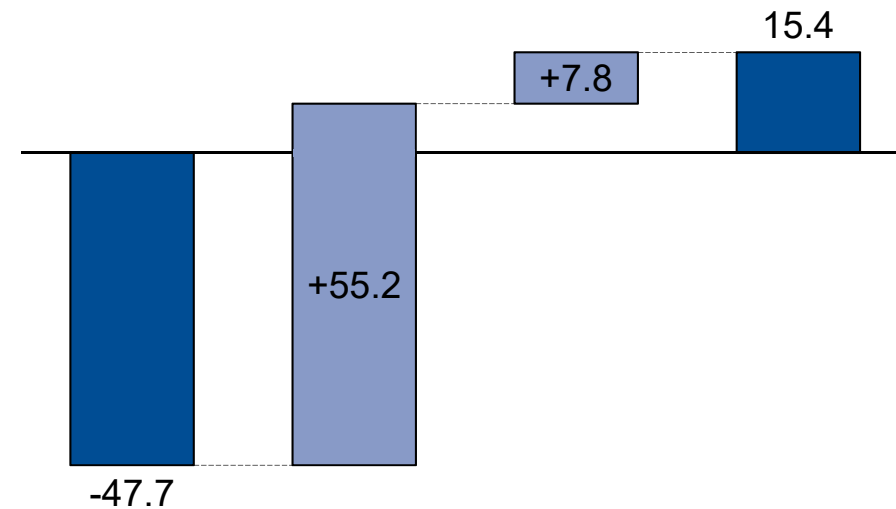
## From reported to operating EBITDA / EBIT

**EBITDA: small one-off effect from the closure of the Sempertans production site in China**  
**EBIT: heavily impacted by impairment at Sempermed segment**

in € m



**Reported EBITDA FY 2018**    Expense for closure of Sempertans site in China    **Adj. EBITDA FY 2018**

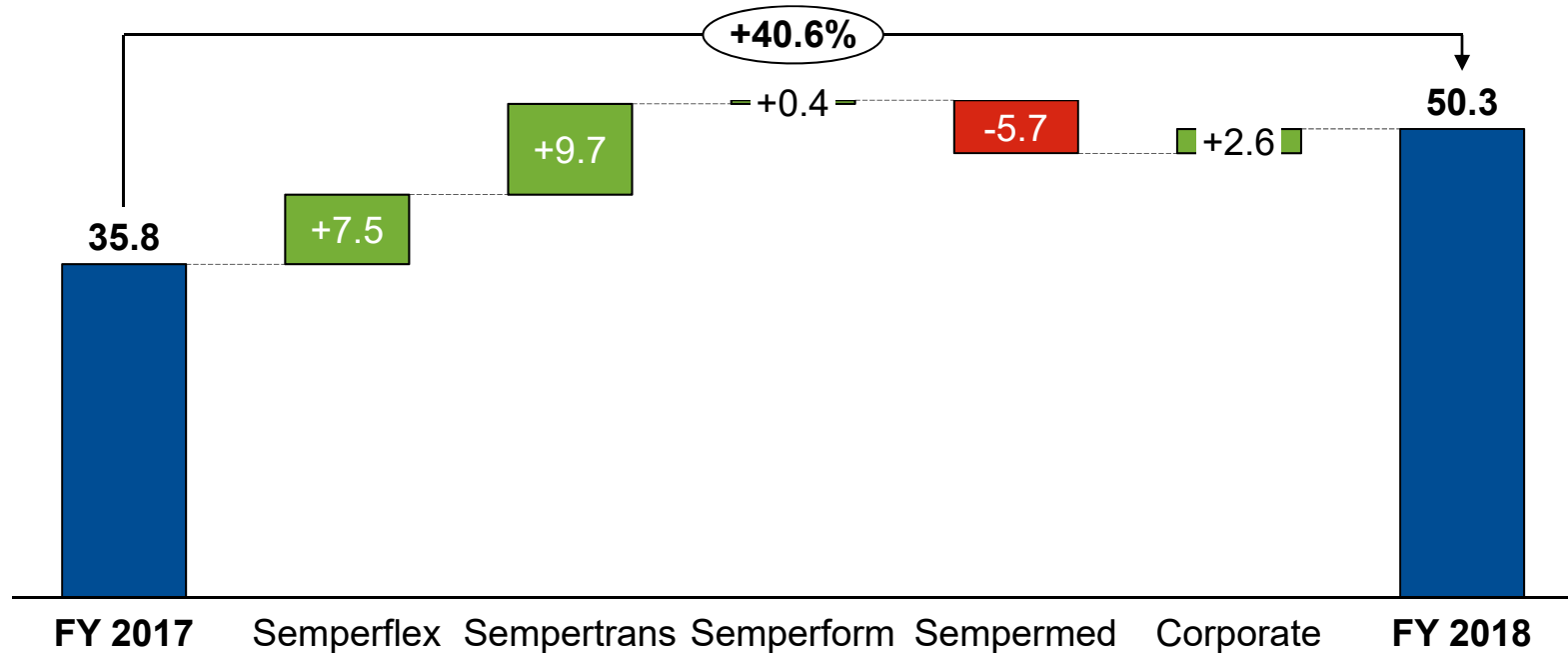


**Reported EBIT FY 2018**    Impairment Sempermed    Expense for closure of Sempertans site in China    **Adj. EBIT FY 2018**



# Operating EBITDA development

in € m



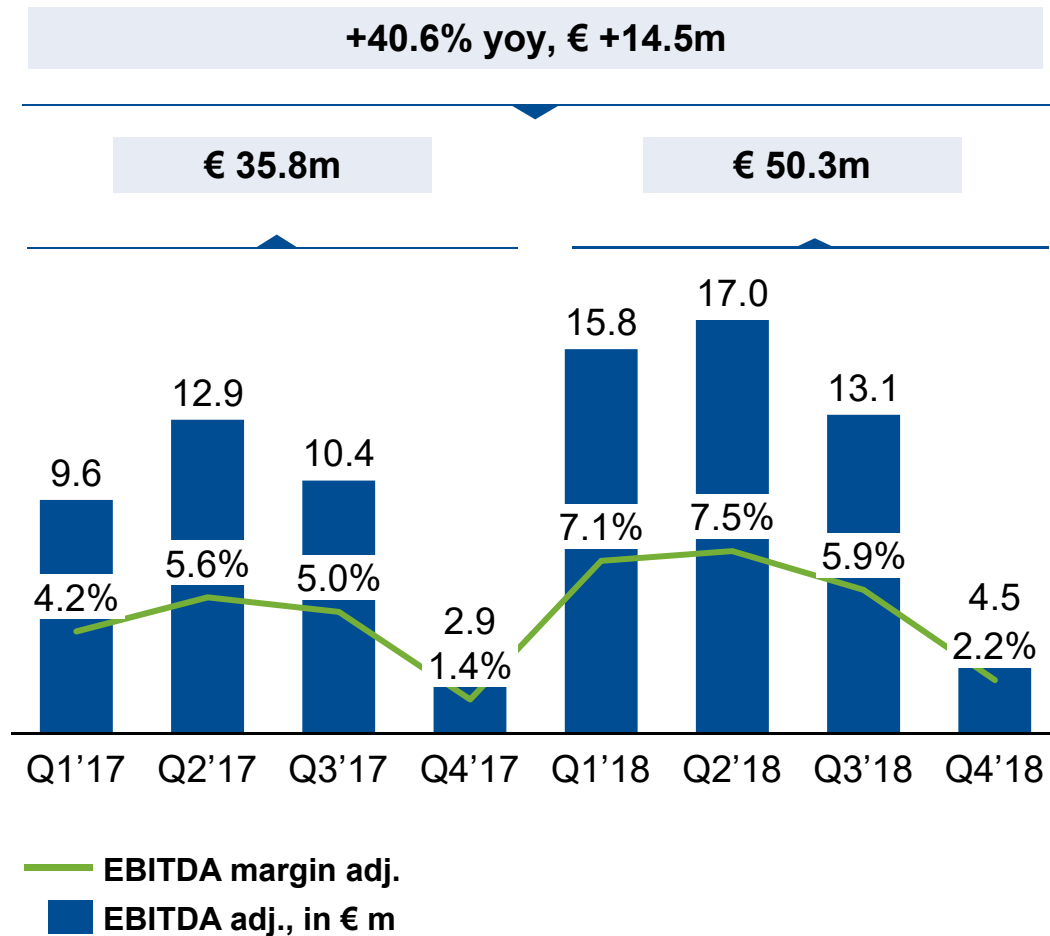
	FY 2017	Semperflex	Sempertrans	Semperform	Sempermed	Corporate	FY 2018
Operating EBITDA FY 2017 <sup>1)</sup>	35.8m	41.4m	-5.3m	21.5m	1.8m	-23.6m	
Operating EBITDA FY 2018 <sup>2)</sup>		48.9m	4.4m	21.9m	-3.9m	-21.0m	50.3m
Operating EBITDA margin FY 2018		21.3%	3.0%	11.4%	-1.3%	–	5.7%

<sup>1)</sup> FY 2017 adjusted for positive one-off effects from JV transaction of € 85m for Sempermed and negative one-off effects from restructuring expenses in France for Sempertrans (€ 11m), valuation adjustment in IT (€ 3m) and expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge).

<sup>2)</sup> FY 2018 adjusted for negative one-off effects of € 4m from closure of Sempertrans production site in China.



## Operating EBITDA and EBITDA margin by quarter



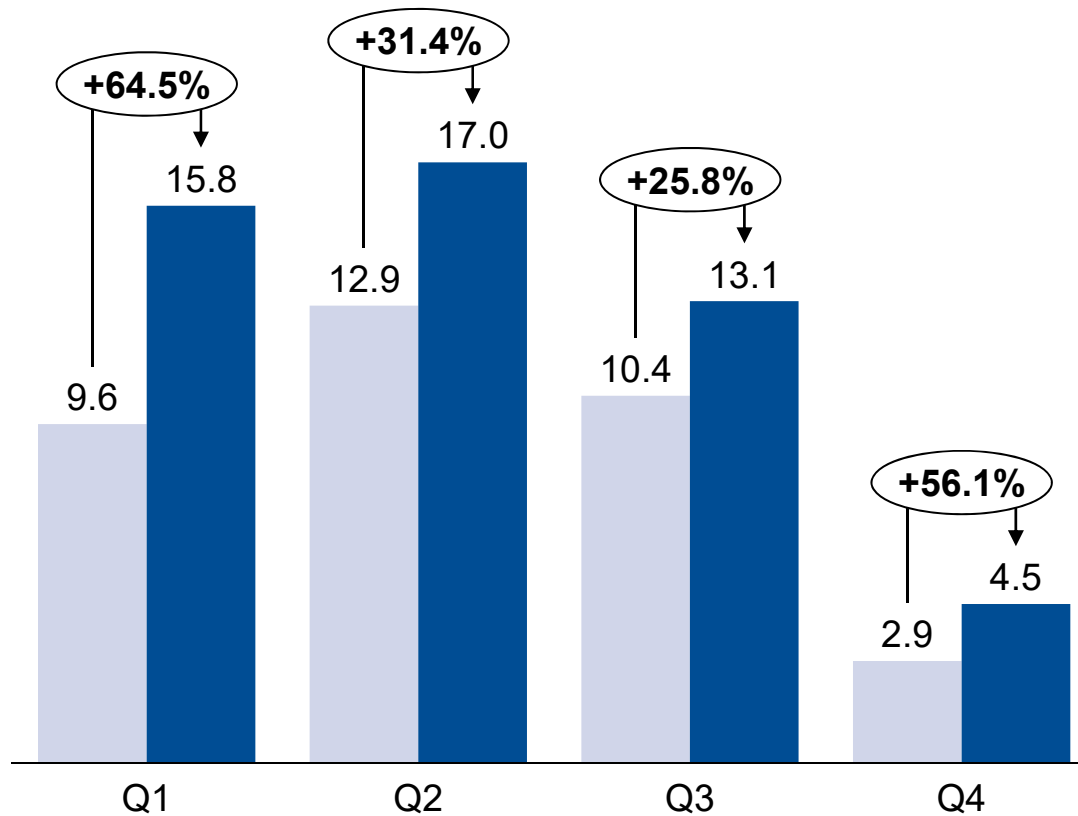
### Operating EBITDA development

- Strong increase in EBITDA
- EBITDA margin of 5.7% for FY 2018 well below target of ~10% by end of 2020 (run rate 2021)
- All industrial segments positive on operating EBITDA and EBIT level
- Third and fourth quarter in general weaker due to seasonality



## Operating EBITDA by quarter 2018 vs. 2017

■ 2017 EBITDA adj., in € m  
■ 2018 EBITDA adj., in € m



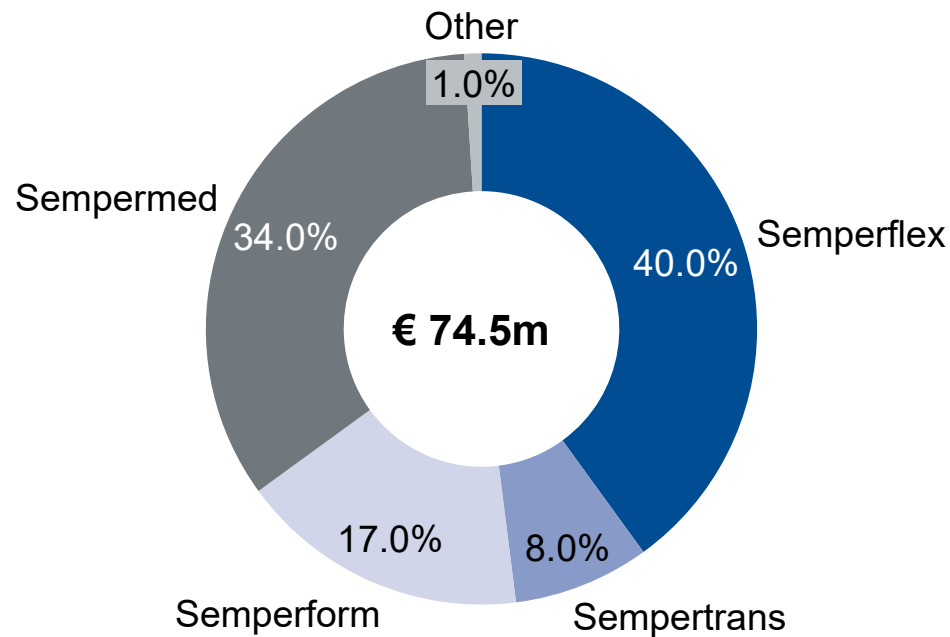
### Operating EBITDA development

- Continuous improvements for operating EBITDA for 4 quarters in a row
- Third and fourth quarter in general weaker due to seasonality

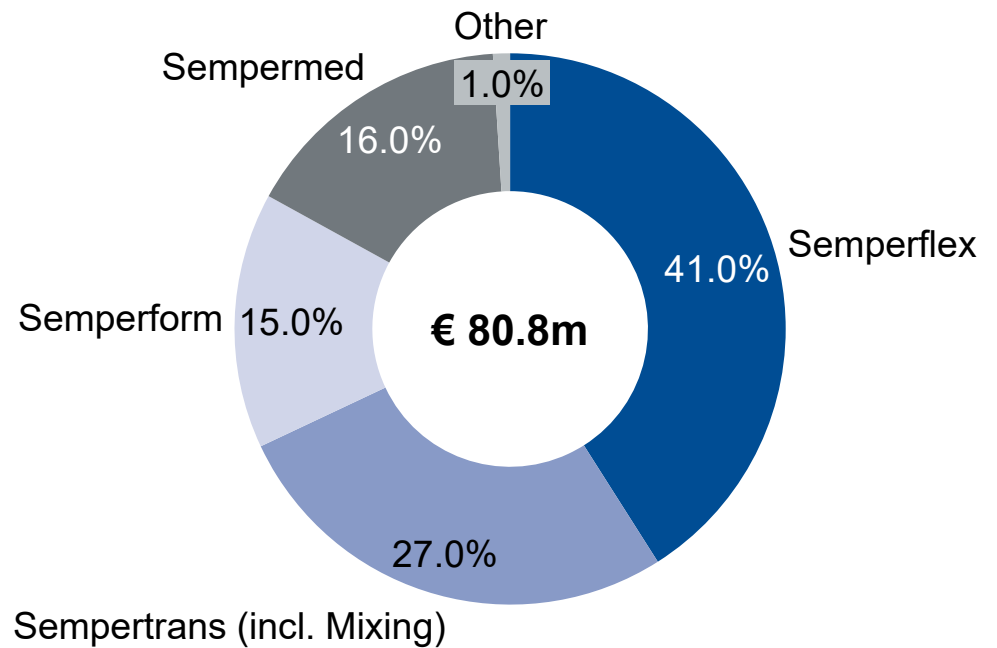


## Investments (Capex) by year

- Capex in FY 2017 and FY 2018 higher as outdated production capacity was replaced as well as increase of production capacity
- Planned Capex for FY 2019: about € 40m, **half the volume of FY 2018**



**FY 2017**



**FY 2018**

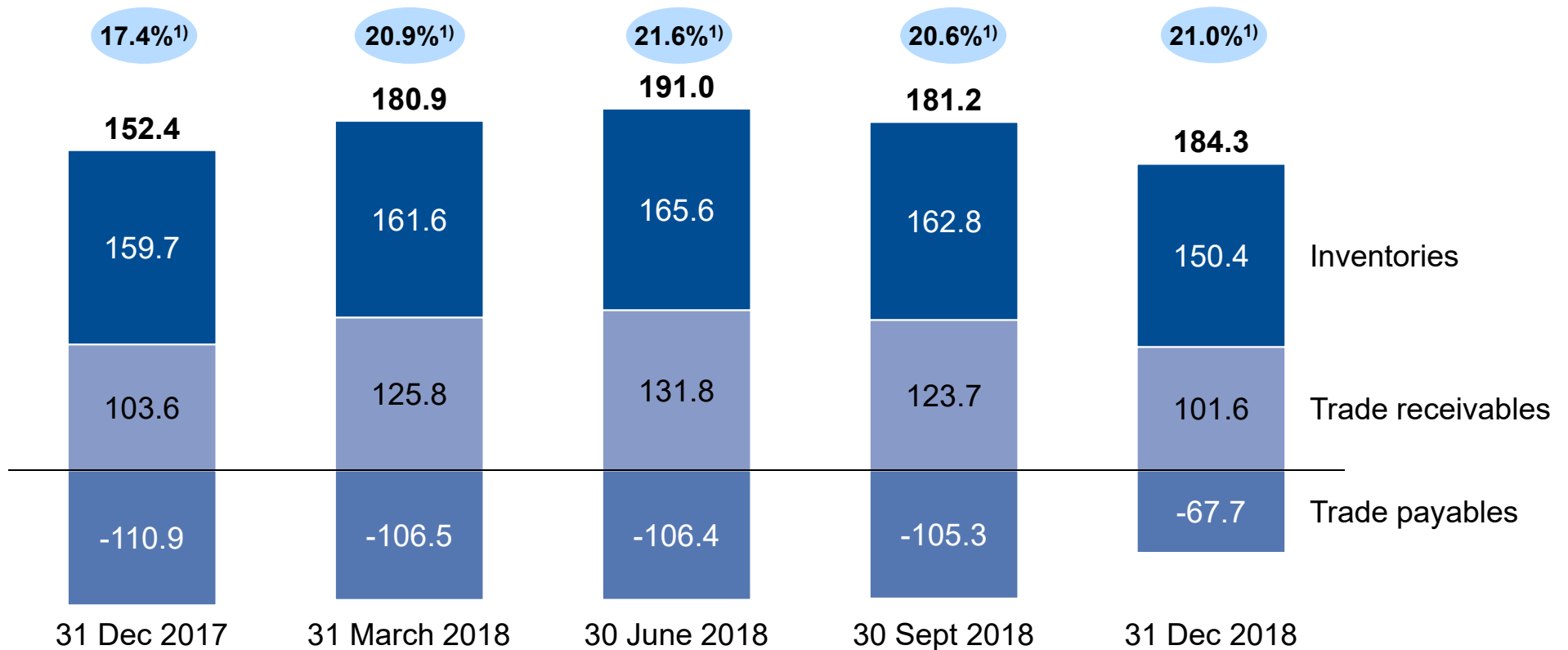




# Working Capital Overview

## Components of Working Capital

in € m



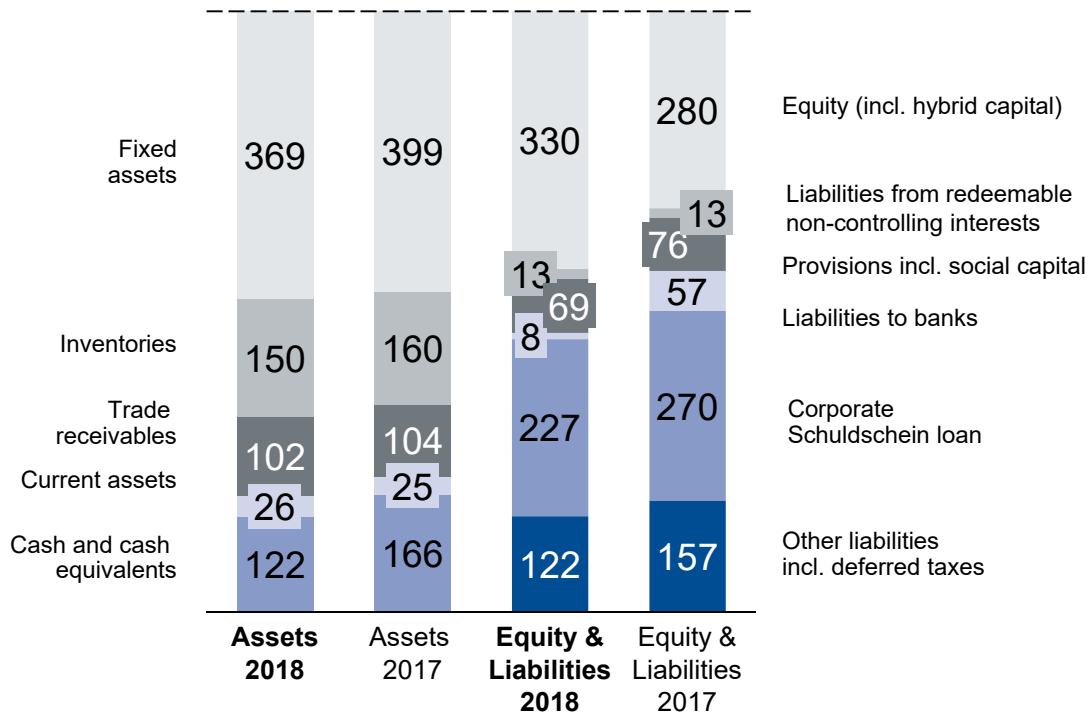
<sup>1)</sup> Trade Working Capital in % of LTM revenues



# Balance sheet structure and financial profile

## Balance sheet structure

Balance sheet 2018: € 769m  
Balance sheet 2017: € 853m



## Financial Transformation

- Euro Cash Pool implemented in several European countries
- Early repayment of one tranche of a corporate Schuldschein of USD 37m in November 2018

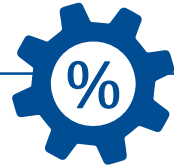
## Financial profile as of 31 December 2018

- Cash and cash equivalents of € 121.5m
- Financial liabilities:
  - Corporate Schuldschein loan of € 227m
  - Liabilities to banks of € 8m
- Net debt of € 113m
  - down by € 48m since end of Dec. 2017
  - Net debt / EBITDA of 2.4x, compared to 1.6x as of end of Dec. 2017
- Hybrid capital of € 130.0m strengthens equity
- Equity ratio of 42.9% vs. 32.6% Dec. 2017



# Financial Policy Framework

## Focus on Value Management



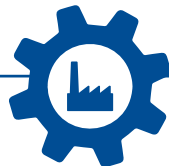
- EBITDA margin of **10%** at Group level level by end of 2020 (run rate 2021)



- Equity ratio of **>30%**



- Net debt/EBITDA **< 3.5x**



- Working Capital to revenue **< 25%**, focus to stay closer to **20%**<sup>1)</sup>



- Total Capex of about € 40m in FY 2019
  - mostly for maintenance

<sup>1)</sup> Working capital to last twelve months revenue.



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# Management agenda 2019

Focus on SemperMOVE10 to reach 10% EBITDA margin at Group level by end of 2020 (run rate 2021)

## Operations initiatives



- Increase output / Overall Equipment Effectiveness (OEE)
- Production footprint
- Inventory management
- Reduce waste and scrap
- Total cost of quality

## Sales initiatives



- Volume growth (new markets, new regions)
- Customer benefits/value, price differentiation by region
- Brand leverage

## Procurement, SG&A initiatives



- Sustainable customer/supplier relationship
- Optimise compound chemicals
- Backoffice and IT efficiency

## Investments

- Overall Capex of about € 40m for FY 2019
  - further reduction to support FCF generation
  - mostly for maintenance
  - half the amount of FY 2018

## Potential adverse external effects

- Additional capacities from competitors to come on stream / excess production capacities
- Risk of economic recession, further trade disputes
- So far no significant impact

## Financial impact

- Positive free cash flow
- Gradual improvement in EBITDA level



## Contact and financial calendar

### Investor Relations Semperit

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### Financial Calendar 2019

22.03.2019	Publication of 2018 annual financial statements
08.05.2019	Annual general meeting, Vienna
14.05.2019	Dividend payment day <sup>1)</sup>
28.05.2019	Report on Q1 2019
14.08.2019	Half-year financial report 2019
21.11.2019	Report on Q1-3 2019

<sup>1)</sup> No dividend proposed for FY 2018.

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The terms “Semperit” or “Semperit Group” in this presentation refer to the group; “Semperit AG Holding” or “Semperit Aktiengesellschaft Holding” is used to refer to the parent company (individual company).

We have prepared this presentation and verified the information it contains with the greatest possible care. Nevertheless, rounding, typesetting and printing errors cannot be ruled out. Rounding of differences in the summation rounded amounts and percentages may arise from the automatic processing of data.

The forecasts, plans and forward-looking statements contained in this presentation are based on the knowledge and information available and the assessments made at the time that this presentation was prepared. As is true of all forward-looking statements, these statements are subject to risk and uncertainties. As a result, actual events may deviate significantly from these expectations. No liability whatsoever is assumed for the accuracy of projections or for the achievement of planned targets or for any other forward-looking statements. Words such as “expect,” “want”, “believe,” “anticipate,” “includes,” “plan,” “assumes,” “estimate,” “projects,” “intends,” “should,” “will,” “shall,” or variations of such words are generally part of forward-looking statements.

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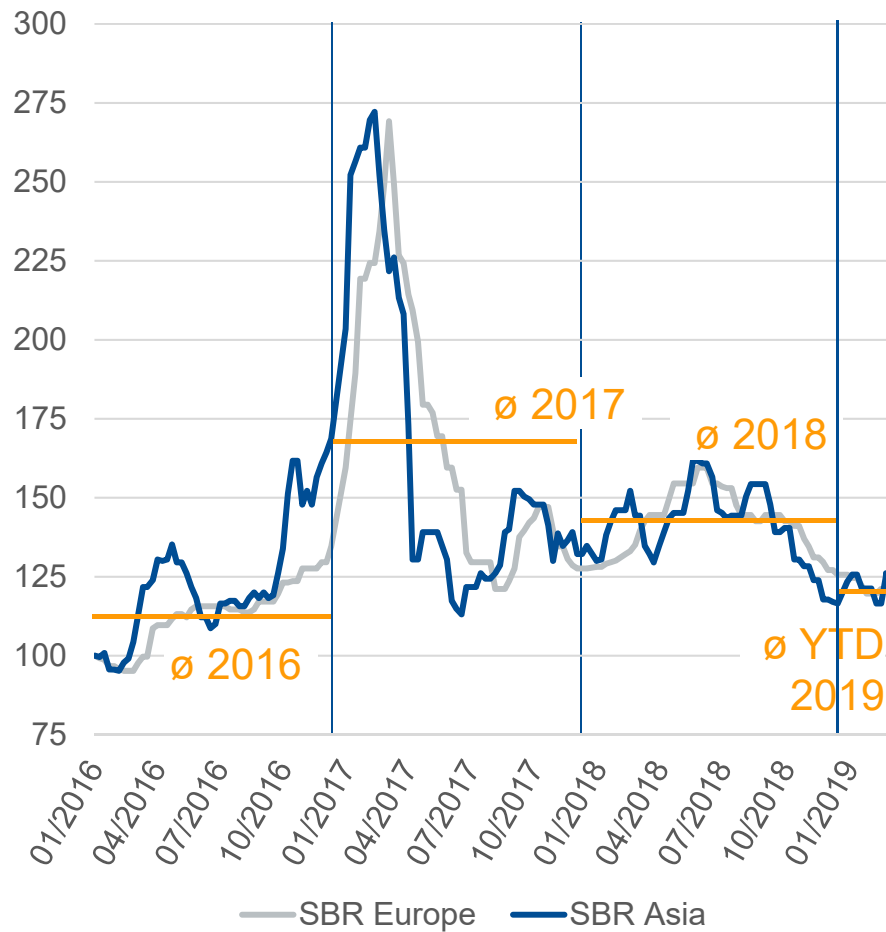
**Appendix (p.32)**



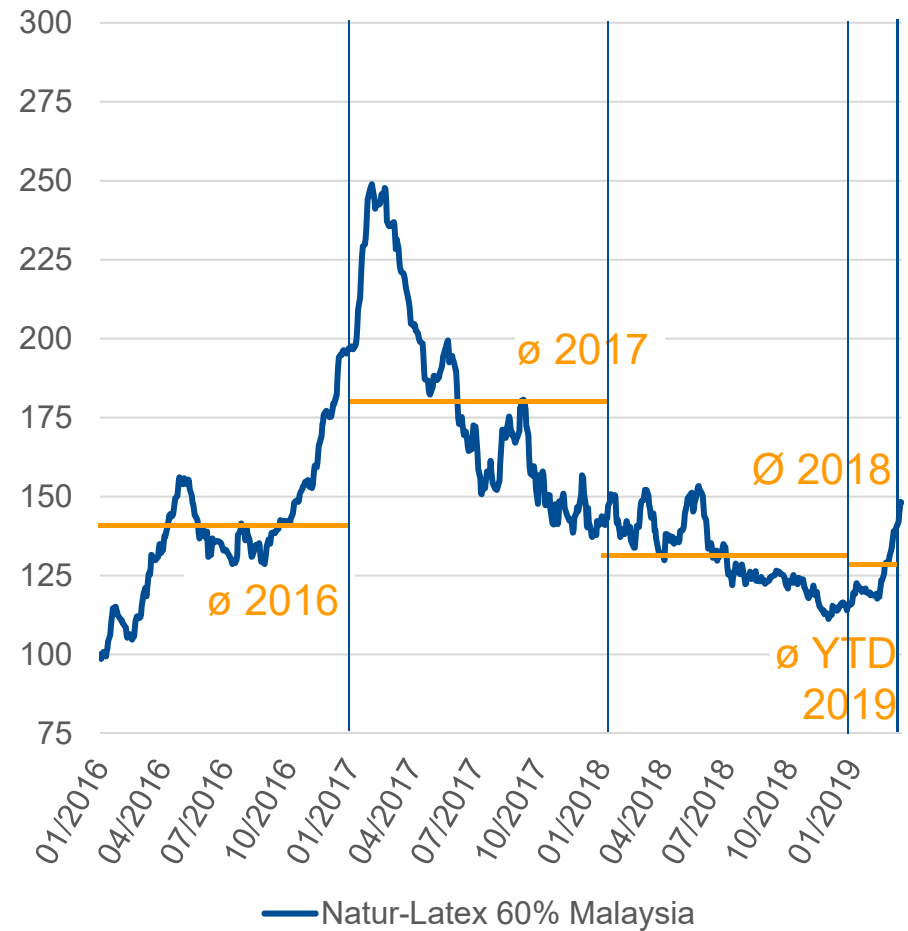
# Overview price indices rubber

Price movements for raw materials<sup>1)</sup> became highly unpredictable

Price indices Synthetic rubber



Price index Natural Latex rubber



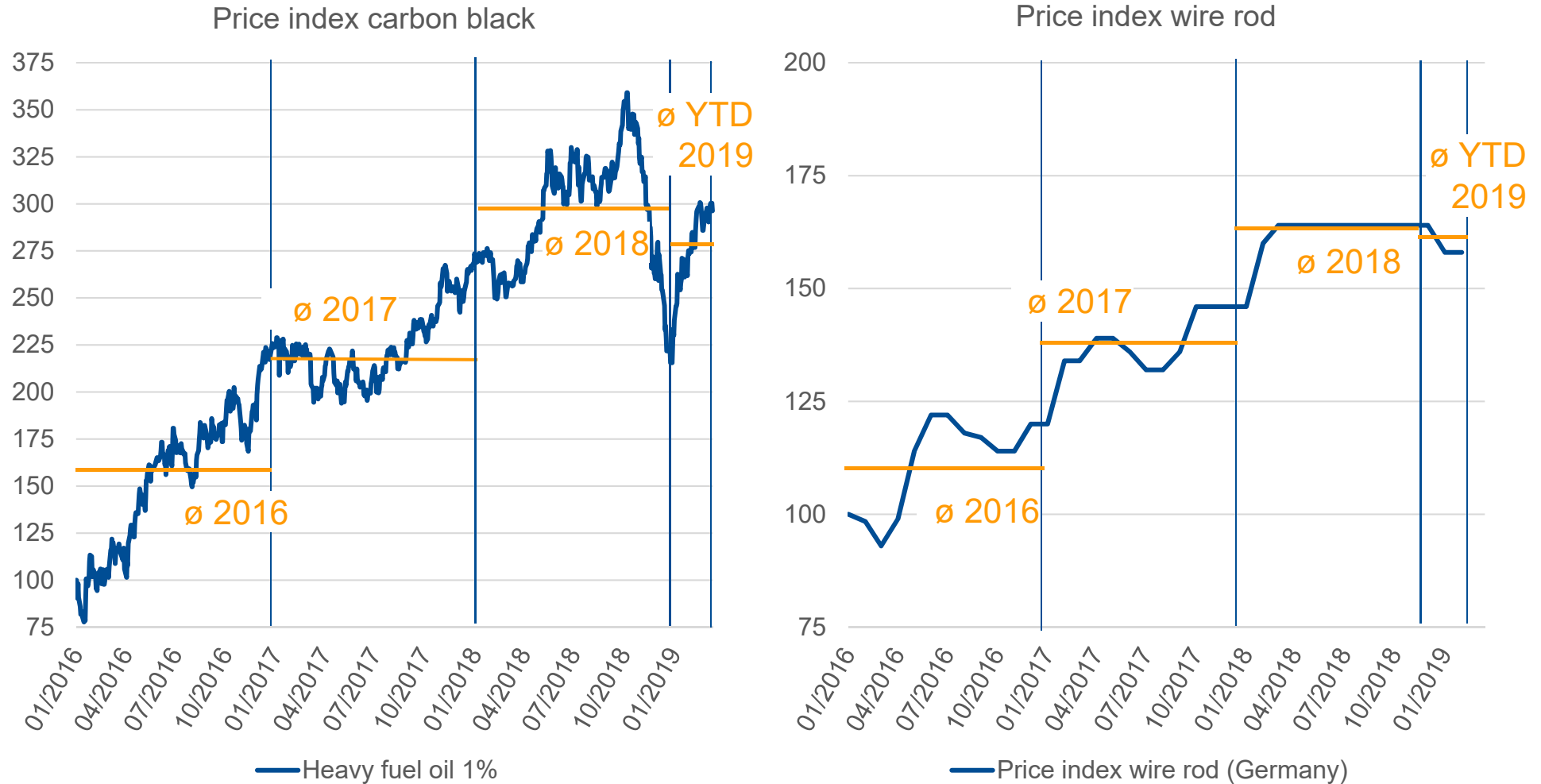
<sup>1)</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2016 = 100





# Overview price indices carbon black / wire rod

## Significant increase for raw materials<sup>1)</sup> used in industrial segments



<sup>1)</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2016 = 100



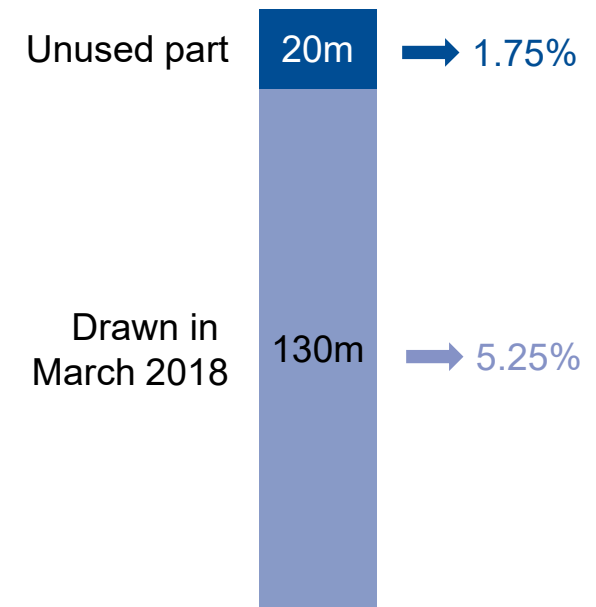
## Hybrid Capital Line with B & C

- **Overview**

- Contract between Semperit AG Holding and B & C Holding GmbH (100% subsidiary of B & C Industrieholding GmbH) signed on 12<sup>th</sup> Dec. 2017, total volume of up to € 150m
- Can be drawn in up to three tranches until end of 2019
- Interest rate agreed amounts to 5.25%, commitment fee (for unused part of the line) is set at 1.75%
- € 130m drawn in March 2018

- **Benefits for Semperit**

- Financial support for transformation process
- Strengthening of balance sheet



The core shareholder supports the transformation process and emphasises its long-term commitment to Semperit.



## Sectors and Group: FY 2018 vs FY 2017

in EUR m	Industrial Sector			Medical Sector			Semperit Group <sup>1)</sup>		
	FY 2018	FY 2017	%	FY 2018	FY 2017	%	FY 2018	FY 2017	%
<b>Revenue</b>	<b>567.0</b>	537.0	+5.6%	<b>311.5</b>	337.1	-7.6%	<b>878.5</b>	874.2	+0.5%
<b>EBITDA</b>	<b>71.3</b>	42.9	+66.1%	<b>-3.9</b>	77.9	-	<b>46.4</b>	100.2	-53.7%
EBITDA margin	12.6%	8.0%	+4.6 PP	-1.3%	23.1%	-24.4 PP	5.3%	11.5%	-6.2 PP
<b>Adj. EBITDA<sup>2)</sup></b>	<b>75.2</b>	57.6	+30.6%	<b>-3.9</b>	1.8	-	<b>50.3</b>	35.8	+40.6%
Adj. EBITDA margin <sup>2)</sup>	13.3%	10.7%	+2.5 PP	-1.3%	0.5%	-1.8 PP	5.7%	4.1%	+1.6 PP
<b>EBIT</b>	<b>44.6</b>	22.4	+98.7%	<b>-69.6</b>	38.0	-	<b>-47.7</b>	37.6	-
EBIT margin	7.9%	4.2%	+3.7 PP	-22.3%	11.3%	-33.6 PP	-5.4%	4.3%	-9.7 PP
<b>Adj. EBIT<sup>2)</sup></b>	<b>52.4</b>	37.1	+41.4%	<b>-14.3</b>	-12.1	18.4%	<b>15.4</b>	-0.8	-
Adj. EBIT margin <sup>2)</sup>	9.2%	6.9%	+2.3 PP	-4.6%	-3.6%	-1.0 PP	1.7%	-0.1%	+1.8 PP
<b>Earnings after tax</b>	<b>-</b>	-	-	<b>-</b>	-	-	<b>-80.4</b>	-26.3	>100%
<b>Adj. Earnings after tax<sup>2)</sup></b>	<b>-</b>	-	-	<b>-</b>	-	-	<b>-17.3</b>	-43.3	-60.0%
<b>Earnings per share in EUR</b>	<b>-</b>	-	-	<b>-</b>	-	-	<b>-4.13</b>	-1.25	>100%
<b>Adj. Earnings per share in EUR</b>	<b>-</b>	-	-	<b>-</b>	-	-	<b>-1.07</b>	-2.11	-49.4%
<b>Investments</b>	<b>67.0</b>	48.5	+38.2%	<b>12.7</b>	25.3	-49.7%	<b>80.8</b>	74.5	+8.6%
<b>Employees</b>	<b>3,654</b>	3,648	+0.2%	<b>2,979</b>	3,051	-2.4%	<b>6,773</b>	6,838	-1.0%

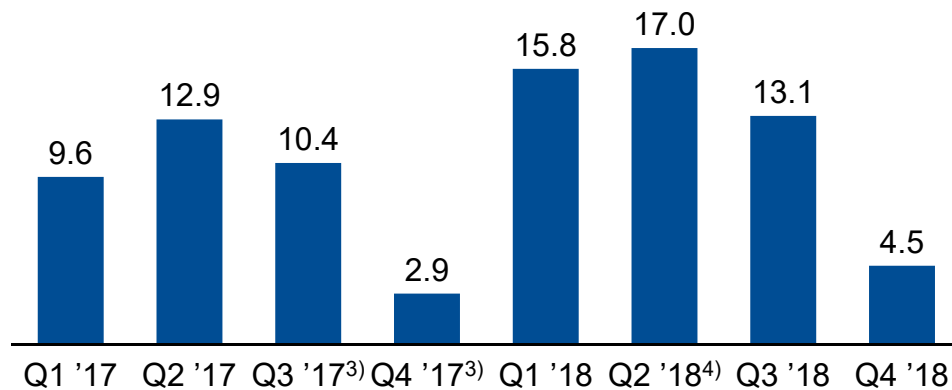
- <sup>1)</sup> Including Corporate Center costs (Holding, supporting functions, special projects), reported figures: EBITDA: € -21.0m in FY 2018 (€ -20.6m in FY 2017), EBIT € -22.7m (€ -22.8m).  
<sup>2)</sup> FY 2018 adjusted for negative one-off effect of € 55m from impairment of Sempermed (adj. for EBIT and EAT only), € 4m (EBITDA) / € 8m (EBIT, EAT) from closure of Sempertrans site in China. FY 2017 adjusted for positive one-off effects from JV transaction of € 85m (€ 65m for EAT) and negative one-off effects from impairment at Sempermed (€ 26m adj. for EBIT, EAT only), from restructuring expenses in France (€ 11m), valuation adjustment in IT (€ 4m EBITDA, € 3m EBIT) and expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge). <sup>3)</sup> Attributable to the shareholders of Semperit AG Holding from ordinary shares, excluding interest from hybrid capital.



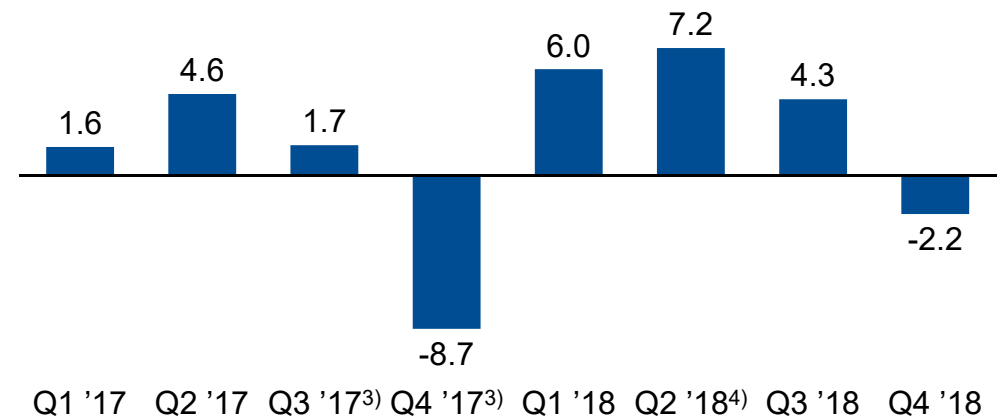
# Semperit Group adj. where applicable

Semperit Group adj. where applicable																
in EUR m	FY 2015 <sup>1)</sup>	Q1 2016 adj. <sup>2)</sup>	Q2 2016 adj. <sup>2)</sup>	Q3 2016 adj. <sup>2)</sup>	Q4 2016 adj. <sup>2)</sup>	FY 2016 adj. <sup>2)</sup>	Q1 2017 adj. <sup>3)</sup>	Q2 2017 adj. <sup>3)</sup>	Q3 2017 adj. <sup>3)</sup>	Q4 2017 adj. <sup>3)</sup>	FY 2017 adj. <sup>3)</sup>	Q1 2018	Q2 2018 adj. <sup>4)</sup>	Q3 2018	Q4 2018	FY 2018
<b>Revenue</b>	914.7	219.5	219.2	208.9	204.8	<b>852.4</b>	229.3	232.3	208.4	204.2	<b>874.2</b>	220.9	227.6	221.7	208.2	<b>878.5</b>
<b>EBITDA</b>	96.2	24.6	25.5	17.4	7.2	<b>74.7</b>	9.6	12.9	10.4	2.9	<b>35.8</b>	15.8	17.0	13.1	4.5	<b>50.3</b>
EBITDA margin	10.5%	11.2%	11.7%	8.3%	3.5%	<b>8.8%</b>	4.2%	5.6%	5.0%	1.4%	<b>4.1%</b>	7.1%	7.5%	5.9%	2.2%	<b>5.7%</b>
<b>EBIT</b>	66.7	16.5	17.1	8.4	-0.9	<b>41.1</b>	1.6	4.6	1.7	-8.7	<b>-0.8</b>	6.0	7.2	4.3	-2.2	<b>15.4</b>
EBIT margin	7.3%	7.5%	7.8%	4.0%	-0.4%	<b>4.8%</b>	0.7%	2.0%	0.8%	-4.3%	<b>-0.1%</b>	2.7%	3.2%	1.9%	-1.0%	<b>1.7%</b>

EBITDA adj. per quarter



EBIT adj. per quarter



<sup>1)</sup> Values for 2015 restated <sup>2)</sup> Figures for 2016 without profit contribution from SSC and adj. in Q4 2016 for JV transaction. <sup>3)</sup> Q1 2017 adj. for positive one-off effects from JV transaction of € 85m. Figures for Q2, Q3 and Q4 2017 adj. for impairment at Sempermed (€ 26m adj. for EBIT only), restructuring expenses/closure in France (€ 11m) and valuation adjustment in IT (€ 4m EBITDA, € 3m EBIT), expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge).

<sup>4)</sup> Q2 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (€ 4m for EBITDA, € 8m for EBIT and EAT) and for impairment of Sempermed of € 55m (adj. for EBIT and EAT only).



# Semperflex and Sempertrans (adj. where applicable)

Semperflex (Hoses)																
in EUR m	FY 2015 <sup>1)</sup>	Q1 2016 <sup>2)</sup>	Q2 2016 <sup>2)</sup>	Q3 2016 <sup>2)</sup>	Q4 2016 <sup>2)</sup>	FY 2016 <sup>2)</sup>	Q1 2017	Q2 2017	Q3 2017 adj. <sup>3)</sup>	Q4 2017	FY 2017 adj. <sup>3)</sup>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018
Revenue	203.4	47.8	48.8	43.4	44.9	184.9	53.5	53.2	46.8	52.5	206.1	58.8	62.8	53.4	55.1	230.0
EBITDA	46.1	11.8	12.5	8.8	10.3	43.4	11.7	10.5	8.7	10.5	41.4	13.7	14.9	9.3	10.9	48.9
EBITDA margin	22.7%	24.7%	25.7%	20.2%	22.9%	23.5%	21.8%	19.8%	18.6%	19.9%	20.1%	23.4%	23.8%	17.4%	19.8%	21.3%
EBIT	38.2	9.7	10.5	6.7	8.4	35.3	9.6	8.6	6.8	7.8	32.7	11.1	12.3	6.9	8.1	38.4
EBIT margin	18.8%	20.4%	21.5%	15.5%	18.6%	19.1%	18.0%	16.1%	14.5%	14.8%	15.9%	18.9%	19.7%	12.9%	14.8%	16.7%

Sempertrans (Conveyor belts)																
in EUR m	FY 2015 <sup>1)</sup>	Q1 2016	Q2 2016	Q3 2016	Q4 2016	FY 2016	Q1 2017	Q2 2017 adj. <sup>4)</sup>	Q3 2017 adj. <sup>4)</sup>	Q4 2017 adj. <sup>4)</sup>	FY 2017 adj. <sup>4)</sup>	Q1 2018	Q2 2018 adj. <sup>5)</sup>	Q3 2018	Q4 2018	FY 2018
Revenue	164.9	42.6	38.9	32.7	34.1	148.4	41.3	36.8	35.7	32.1	146.0	34.6	37.0	37.6	35.5	144.8
EBITDA	23.2	5.8	5.7	3.0	1.4	15.9	0.6	-2.4	-1.4	-2.1	-5.3	0.5	0.8	2.4	0.7	4.4
EBITDA margin	14.0%	13.6%	14.5%	9.2%	4.1%	10.7%	1.4%	-6.4%	-3.9%	-6.6%	-3.6%	1.4%	2.1%	6.4%	2.1%	3.0%
EBIT	19.9	4.8	4.7	2.1	0.5	12.1	-0.3	-3.3	-2.2	-3.0	-8.9	-0.4	-0.1	1.6	-0.4	0.7
EBIT margin	12.1%	11.3%	12.1%	6.3%	1.5%	8.2%	-0.8%	-8.9%	-6.3%	-9.6%	-6.1%	-1.1%	-0.2%	4.3%	-1.1%	0.5%

<sup>1)</sup> Values for 2015 restated <sup>2)</sup> Values for 2016 restated, the business unit Sheeting was reclassified from segment Semperflex to segment Semperform.

<sup>3)</sup> Adj. for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge (€ 1m) <sup>4)</sup> Adj. for restructuring expenses/closing in France (€ 11m)

<sup>5)</sup> Adj. for € 4m (EBITDA) / € 8m (EBIT) from closure of Sempertrans site in China.



## Semperform and Sempermed (adj. where applicable)

### Semperform (Window and door profiles, Handrails)

	FY 2015 <sup>1)</sup>	Q1 2016 <sup>2)</sup>	Q2 2016 <sup>2)</sup>	Q3 2016 <sup>2)</sup>	Q4 2016 <sup>2)</sup>	FY 2016 <sup>2)</sup>	Q1 2017	Q2 2017	Q3 2017 adj. <sup>5)</sup>	Q4 2017	FY 2017 adj. <sup>5)</sup>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018
in EUR m																
<b>Revenue</b>	<b>152.8</b>	43.2	47.6	44.3	38.1	<b>173.1</b>	45.3	50.1	46.9	42.7	<b>185.0</b>	47.5	50.7	50.3	43.7	<b>192.2</b>
<b>EBITDA</b>	<b>24.3</b>	7.4	9.1	7.6	6.1	<b>30.2</b>	5.0	7.8	5.2	3.6	<b>21.5</b>	4.5	7.3	6.2	3.9	<b>21.9</b>
EBITDA margin	<b>15.9%</b>	17.2%	19.0%	17.3%	16.0%	<b>17.4%</b>	10.9%	15.5%	11.0%	8.5%	<b>11.6%</b>	9.6%	14.4%	12.2%	8.9%	<b>11.4%</b>
<b>EBIT</b>	<b>19.1</b>	5.7	7.2	5.7	4.0	<b>22.5</b>	3.0	5.8	3.2	1.3	<b>13.3</b>	2.4	5.1	4.2	1.5	<b>13.2</b>
EBIT margin	<b>12.5%</b>	13.1%	15.2%	12.8%	10.4%	<b>13.0%</b>	6.6%	11.5%	6.8%	3.0%	<b>7.2%</b>	5.0%	10.1%	8.4%	3.4%	<b>6.9%</b>

### Sempermed (Gloves)

	FY 2015 <sup>1)</sup>	Q1 2016 adj. <sup>3)</sup>	Q2 2016 adj. <sup>3)</sup>	Q3 2016 adj. <sup>3)</sup>	Q4 2016 adj. <sup>3)</sup>	FY 2016 adj. <sup>3)</sup>	Q1 2017 adj. <sup>4)</sup>	Q2 2017 adj. <sup>4)</sup>	Q3 2017 adj. <sup>5)</sup>	Q4 2017	FY 2017 adj. <sup>4) 5)</sup>	Q1 2018	Q2 2018 adj. <sup>6)</sup>	Q3 2018	Q4 2018	FY 2018
in EUR m																
<b>Revenue</b>	<b>393.7</b>	85.9	83.8	88.6	87.6	<b>346.0</b>	89.2	92.2	78.8	76.9	<b>337.1</b>	80.0	77.1	80.4	73.9	<b>311.5</b>
<b>EBITDA</b>	<b>29.4</b>	4.0	1.3	-0.1	-1.7	<b>3.4</b>	0.0	1.7	1.6	-1.5	<b>1.8</b>	1.4	-1.3	-0.9	-3.1	<b>-3.9</b>
EBITDA margin	<b>7.5%</b>	4.6%	1.6%	-0.2%	-2.0%	<b>1.0%</b>	±0.0%	1.9%	2.0%	-2.0%	<b>0.5%</b>	1.8%	-1.7%	-1.1%	-4.2%	<b>-1.3%</b>
<b>EBIT</b>	<b>17.2</b>	0.8	-2.2	-4.1	-4.6	<b>-10.1</b>	-2.8	-1.2	-1.5	-6.7	<b>-12.1</b>	-2.2	-5.1	-3.9	-3.1	<b>-14.3</b>
EBIT margin	<b>4.4%</b>	0.9%	-2.6%	-4.6%	-5.3%	<b>-2.9%</b>	-3.1%	-1.3%	-1.8%	-8.6%	<b>-3.6%</b>	-2.8%	-6.6%	-4.8%	-4.2%	<b>-4.6%</b>

<sup>1)</sup> Values for 2015 restated <sup>2)</sup> Values for 2016 restated, the business unit Sheeting was reclassified from segment Semperflex to segment Semperform

<sup>3)</sup> Adj. for negative one-off effects in Q4 2016 and without profit contribution from SSC for FY 2016

<sup>4)</sup> Q1 2017 Sempermed adj. for positive one-off effects from JV transaction of € 78m for EBITDA/EBIT; Q2 2017 adj. for impairment at Sempermed (€ 26m, EBIT only).

<sup>5)</sup> Adj. for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge (€ 2m for Semperform, € 2m for Sempermed)

<sup>6)</sup> Adj. for negative one-off effect of € 55m from impairment of Sempermed (adj. for EBIT only)



## Key figures 2008-2018

Key performance figures											
in EUR m	2008	2009	2010 <sup>1)</sup>	2011 <sup>1)</sup>	2012	2013	2014 <sup>3)</sup>	2015 <sup>3)</sup>	2016 adj. <sup>4)</sup>	2017 adj. <sup>5)</sup>	2018 adj. <sup>6)</sup>
Revenue	655.3	588.1	689.4	820.0	828.6	906.3	858.3	914.7	852.4	874.2	878.5
<b>EBITDA</b>	87.9	102.8	112.3	110.0	108.7	132.5	101.9	96.2	74.7	35.8	50.3
EBITDA margin	13.4%	17.5%	16.3%	13.4%	13.1%	14.6%	11.9%	10.5%	8.8%	4.1%	5.7%
<b>EBIT</b>	58.7	69.6	82.3	80.4	72.5	87.8	63.8	66.7	41.1	-0.8	15.4
EBIT margin	9.0%	11.8%	11.9%	9.8%	8.8%	9.7%	7.4%	7.3%	4.8%	-0.1%	1.7%
<b>Earnings after tax</b>	44.9	38.8	45.4	51.8	46.2	54.9	37.8	46.4	15.2	-43.9	-17.3
<b>EPS<sup>2)</sup>, in EUR</b>	1.83	1.89	2.21	2.52	2.25	2.65	1.85	2.26	0.74	-2.13	-1.07
<b>Gross cash flow</b>	78.0	92.6	91.0	89.4	85.6	116.2	89.9	55.7	48.1	32.2	37.4
<b>Return on equity</b>	12.9%	12.5%	12.9%	13.6%	11.4%	13.3%	8.6%	12.8%	4.6%	-15.8%	-4.2%

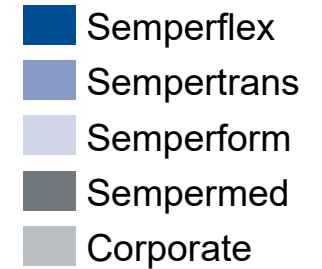
Balance sheet key figures											
in EUR m	2008	2009	2010 <sup>1)</sup>	2011 <sup>1)</sup>	2012	2013	2014 <sup>3)</sup>	2015 <sup>3)</sup>	2016	2017	2018
<b>Balance sheet total</b>	485.5	531.5	593.5	616.7	824.5	852.1	826.3	937.8	1034.5	853.2	768.8
<b>Equity<sup>2)</sup></b>	291.9	310.6	351.1	379.4	406.2	411.5	443.8	363.3	329.3	278.5	329.5
<b>Equity ratio</b>	60.1%	58.4%	59.2%	61.5%	49.3%	48.3%	53.7%	38.7%	31.8%	32.6%	42.9%
<b>Investments in tangible and intangible assets</b>	27.6	22.7	52.5	45.1	41.2	49.7	67.4	71.8	65.1	74.5	80.8
<b>Employees, at balance sheet date, FTEs</b>	7,064	6,649	7,019	8,025	9,577	10,276	6,888	7,053	6,974	6,838	6,773

<sup>1)</sup> 2011 restated (see Annual Report 2012, Notes 2.18), 2010 not restated. <sup>2)</sup> Attributable to shareholders of Semperit AG Holding from ordinary shares, excluding interest from hybrid capital. <sup>3)</sup> 2014 and 2015 restated. <sup>4)</sup> 2016 without profit contribution from SSC / Thai glove JV, impairment Sempermed and trade tax / levies in Brazil. <sup>5)</sup> 2017 adjusted for positive one-off effects from JV transaction of € 85m (€ 65m for net profit) and negative one-off effects from impairment at Sempermed (€ 26m adj. EBIT, EAT only), from restructuring expenses in France (€ 11m), valuation adjustment in IT (€ 4m EBITDA, € 3m EBIT) and expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge). <sup>6)</sup> 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (€ 4m for EBITDA, € 8m for EBIT and EAT) and for impairment of Sempermed of € 55m (adj. for EBIT and EAT only).



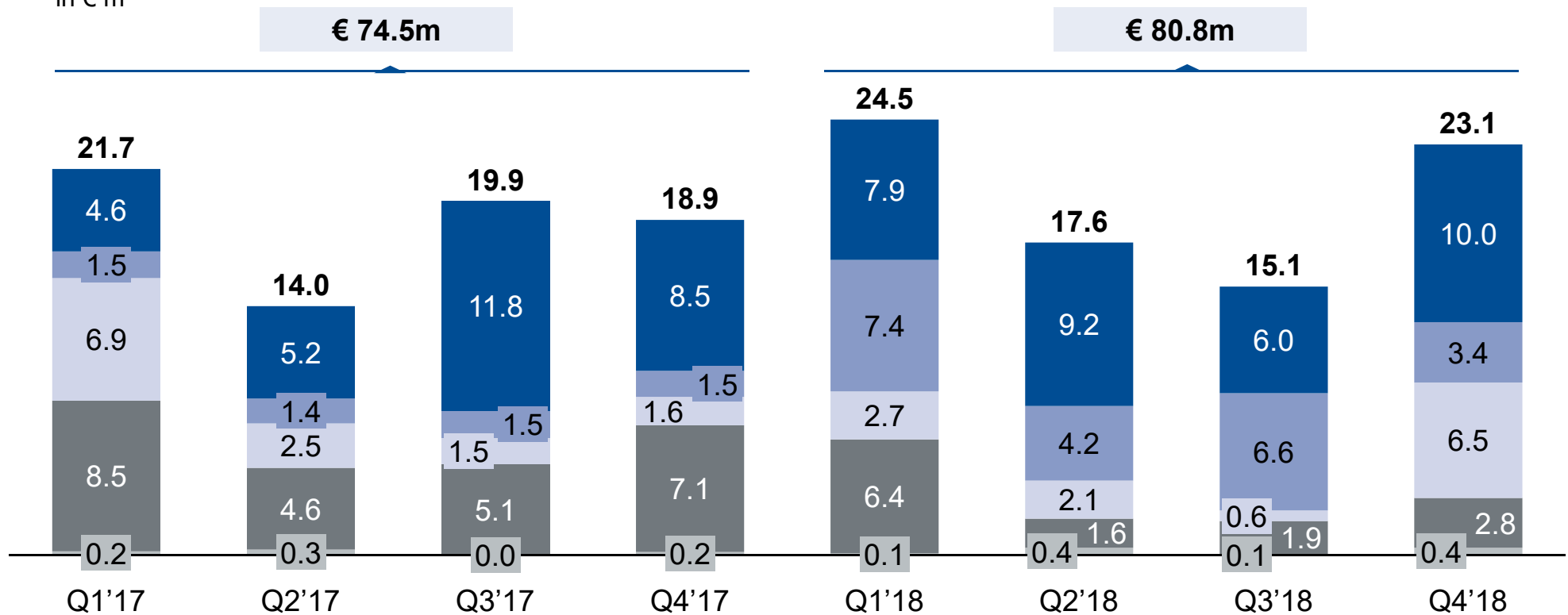
# Investments by quarter

- FY 2017: overall Capex of € 75m, approx. 40% for Semperflex, >30% Sempermed
- FY 2018: overall Capex of € 81m, approx. 50% for Semperflex and mixing
- FY 2019: overall Capex of € about 40m planned



## CAPEX per segment

in € m

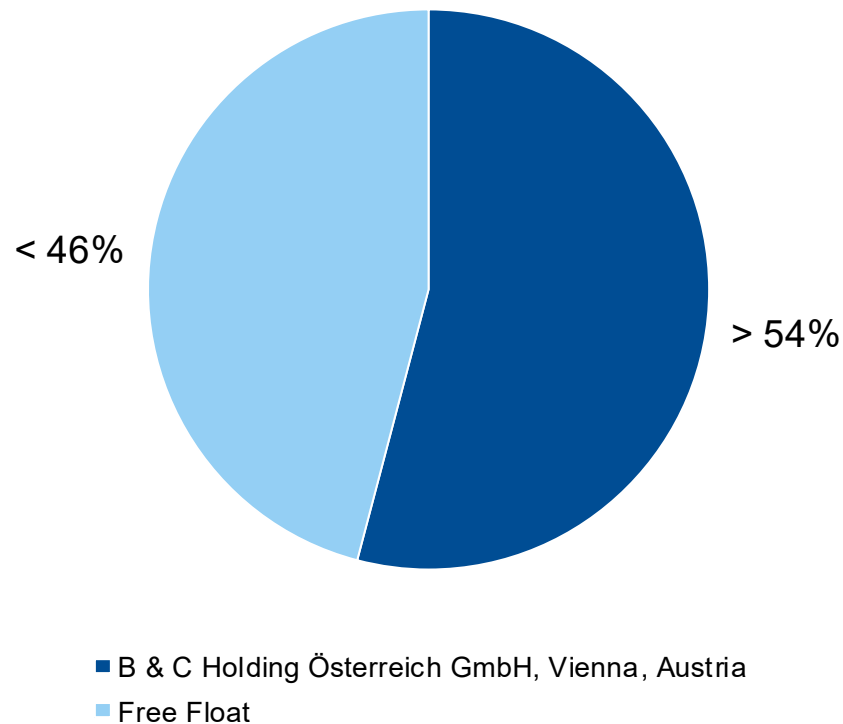






## Shareholder Structure

Shareholder structure



- Semperit is listed on the Vienna Stock Exchange since 1890
- Total of 20,573,434 shares
- B & C Holding Österreich GmbH is part of B & C Privatstiftung, an Austrian based private foundation / trust
- Primary focus of B & C is pursuing the foundation's mission to "foster Austrian entrepreneurship"
- Semperit benefits from a supportive ownership structure with long-term commitment from B & C



# Product / market position / segment overview, FY 2018

## Semperit Group

Group	Industrial Sector			Medical Sector	
	Semperflex	Sempertrans	Semperform	Sempermed	
Revenue	€ 878m	€ 230m / 26% <sup>1)</sup>	€ 145m / 17% <sup>1)</sup>	€ 192m / 22% <sup>1)</sup>	€ 312m / 35% <sup>1)</sup>
EBITDA adj. <sup>2)</sup>	€ 50m	€ 49m	€ 4m	€ 22m	€ -4m
Employees <sup>2)</sup>	6,773	1,776 / 27% <sup>1)</sup>	878 / 13% <sup>1)</sup>	1000 / 15% <sup>1)</sup>	2,979 / 44% <sup>1)</sup>

### Products and market position

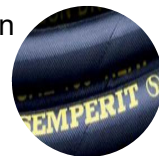
#### Hydraulic hoses

# 3 position globally / leader in hose only



#### Industrial hoses

# 2 - 3 position in Europe



#### Conveyor belts

One of the leading providers for heavyduty steel and textile cord belts



#### Profiles / Handrails

Leading position in construction (**profiles, piping, gaskets**) and infrastructure (**handrails, sheave liners, rail track**) business with European focus



#### Examination gloves

Among the top 10 glovemakers in the world



#### Surgical gloves

Leading position in Europe



1) revenue / employees in % of Group revenue / employees.

2) Group figure includes corporate center of € -21m, 140 employees.