

# **SEMPERIT GROUP Q1 2020 INVESTOR PRESENTATION**

Dr Martin Füllenbach, CEO Petra Preining, CFO 20 May 2020



## Key Highlights and Executive Summary (p.2)

Operational Highlights (p.6)

Financial Performance (p.15)

Leadership and Action Plan 2020 (p.23)

Appendix (p.26)



# **Key Highlights Q1'20: Best first quarter result since 2016**



- Revenue down by 6.5% to € 199.1m
  - mainly due to ongoing economic slowdown
  - but against higher Sempermed production volumes
- Corona pandemic:
  - first positive effects on Medical sector
  - only minor impact on Industrial sector



- Restructuring process paying off
- Significant improvement both at EBITDA and EBIT level
  - Increase of profitability against the backdrop of continuous negative impact of economic cycle
  - Material contribution of transformation and restructuring process



- EBITDA at € 16.9m, +2.3% vs. Q1'19
   Operational improvement at Sempermed offsets top-line pressure at Industry
- EBIT € 9.8m vs. € 7.8m in Q1'19
- Net loss close to zero at € -1.7m vs. net profit at € 3.2m in Q1'19
  - Mostly due to negative financial result



- Positive Free Cash flow improved yoy:
   Q1'20 € +23.3m vs. € 18.6m in Q1'19
- Capex at € 6.8m in Q1'20
   (€ 16.2m in Q1'19)
- CAPEX requirements closely monitored:
   2020 to remain below € 40m





# **Executive Summary - Corona Virus Impact**

#### **People**

- Health & Safety is KEY, physical contact reduced to a minimum
- No Semperit employees fell critically ill with corona virus (CoViD-19)

#### **Procurement**

- No bottlenecks with essential raw materials
- Alternative suppliers identified but longer delivery times

#### **Production**

 No critical restrictions for production and only slight slowdown (China back to full capacity, India ramping up)

#### **Customers**

- First impact visible H2'20 might see revenue reduction in the industrial segment materially down yoy due to reduced demand
- Different demand dynamics after external market shock:
  - Semperflex demand for yellow goods is expected to slow down
  - Sempertrans project planning of customers currently still unclear
  - Semperseal construction industry sentiment is on a reduced level
- Very high demand for hygienic equipment from Sempermed



# **Weathering the Corona Storm**

Restructuring



- Prior improvement in operational efficiency, lean production, product quality and technological innovation helped to get prepared for downturn well in advance
- New platform for supply chain, sourcing of raw materials and sales network implied higher flexibility and adaptability to crisis management
- Restructuring effort less of temporary but long-term structural nature

Management Action



- Short time work implemented as of May 1<sup>st</sup> with ~140 Austrian employees involved; similar models for more flexible work time also agreed in Poland, Czech Republic, France, UK, Germany
- Production in Q1'20 almost at full utilization of available capacities, on normalised output level (without corona effects)
- · Supply chain secured
- Set of countermeasures individually applied to varying degree

Special attention



- Semperit fulfils its responsibility and supports Austria with its medical gloves
- Health and safety of employees is key
- Customer intimacy for reliable business relationships is an imperative
- Secure positive impact on Sempermed
- Prepare Industrial Sector for expected negative impact
- Ensure stable financial framework, focus on cash generation
- Implementation of strategic landmark decision to separate medical business delayed



Key Highlights and Executive Summary (p.2)

Operational Highlights (p.6)

Financial Performance (p.15)

Leadership and Action Plan 2020 (p.23)

Appendix (p.26)

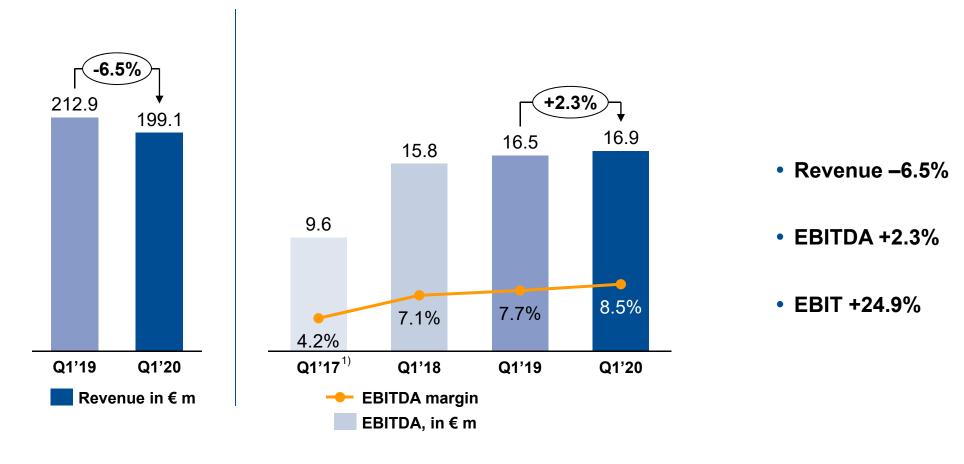




# Group operating profit up despite topline and market pressure - only limited impact on Industrial Sector from corona crisis so far

Additional upside due to exceptional performance at Medical Sector

Despite economic headwind consistent yoy EBITDA improvement for 9th consecutive quarter



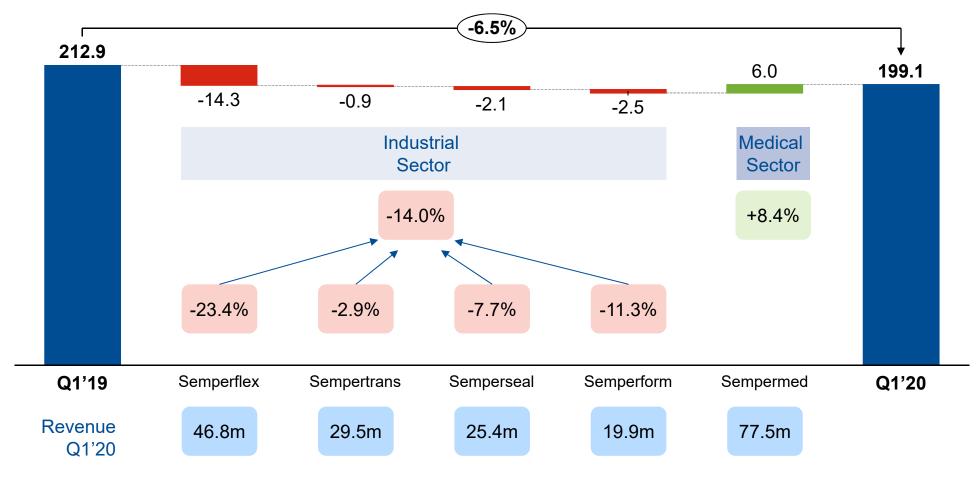
1) Q1'17 adjusted for positive non-operational one-off effects from JV transaction of € 85m for EBITDA





# Revenue development

in € m



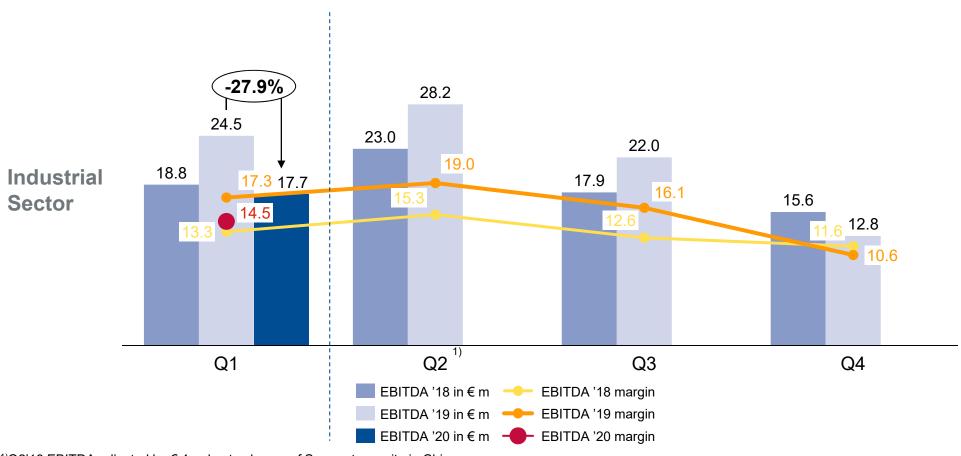
<sup>&</sup>lt;sup>1)</sup> Semperform has been split into Semperseal and Semperform as of 1.1.2020 Change of each segment / sector for Q1'20 vs Q1'19.





# **Industrial Sector EBITDA Q1 2020**

Against strong Q1'19 comparison, Q1'20 still respectable against significant economic downturn



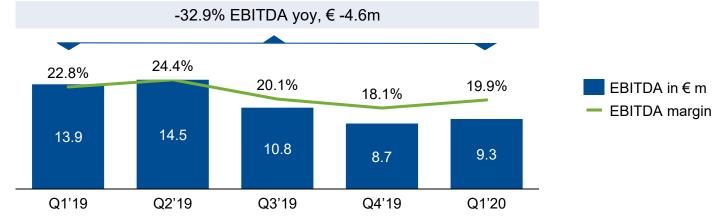
<sup>1)</sup>Q2'18 EBITDA adjusted by € 4m due to closure of Sempertrans site in China.





#### **Semperflex**





Revenue current period
Revenue comparable period
EBITDA current period
EBITDA comparable period

EBITDA in € m

- Revenue down due to reduced market demand as expected, aggravated by corona impact in Feb (China) and 2nd half of March (Europe)
- EBITDA in Q1'20 below Q1'19, while EBITDA margin only slightly down yoy (-2.9PP)
- Size of order book decreased significantly yoy, however recovered somewhat after Q4'19 due to restocking as a reaction to the corona pandemic
- Production in China recovered after corona lockdown and reached an all-time high daily output



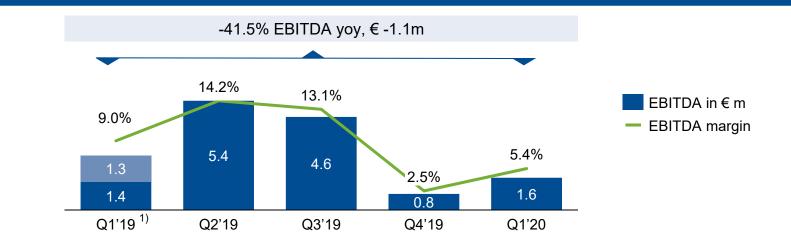


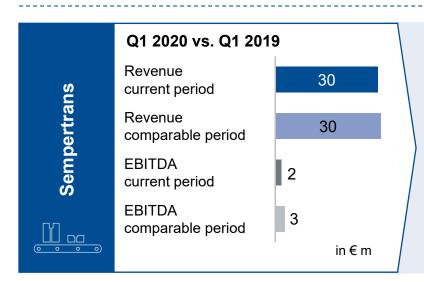




**Sempertrans** 

# **Sempertrans Q1 2020**





- Positive non-operational effect of €1.3m in Q1'19 distorts comparison with Q1'20 result¹)
- Q1'20 EBITDA at Q1'19 level<sup>1)</sup>
- Reported EBITDA margin declined yoy due to nonoperational proceeds booked in Q1'19<sup>1)</sup>
- Order book slightly below Q1'19 level but above the level of Q4'19
- Cost of quality reduced to a third vs Q1'19







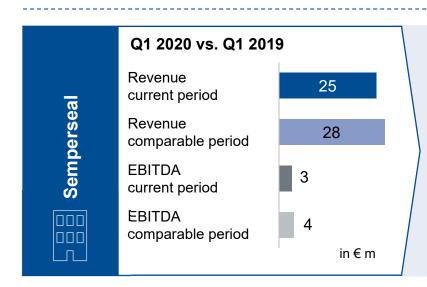
<sup>1)</sup> Q1'19 Revenue and EBITDA: positive effects of € 1.3m profit from sale of assets of closed factory in China



Semperseal

## Semperseal Q1 2020





- Split of former Semperform into Semperseal (focuses on profiles and sheeting) and Semperform
- Top line pressure due to reduced market demand though some restocking
- EBITDA decreased by 16.1% yoy, EBITDA margin only slightly down (-1.3PP) yoy
- Order book below Q1'19 due to economic downturn
- US focus remains but next steps delayed
- · All operational KPIs are heading north







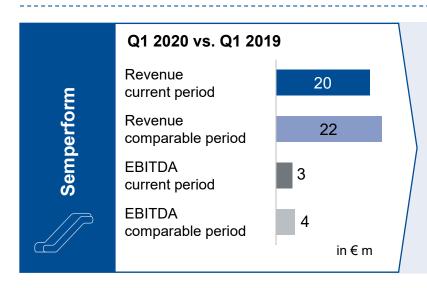


# Semperform Q1 2020



### Semperform





- Revenue down yoy (-11.3%) due to reduced economic activity starting in late 2019 (mainly effecting order intake of engineered solutions)
- EBITDA also down by 12.6% yoy
- EBITDA margin stable yoy
- Order book at a solid level with no major impact from the corona crisis YTD
- Handrail factory in Shanghai with remarkable rampup after closure was extended until mid February

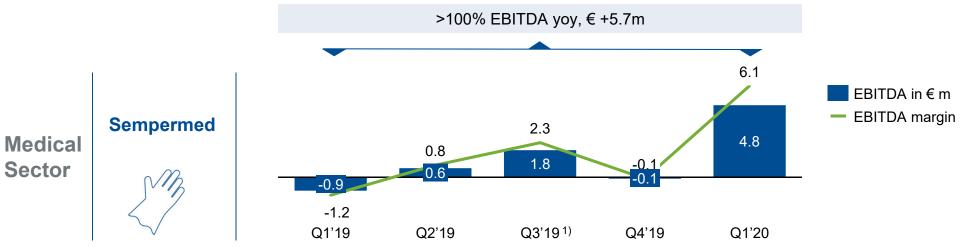


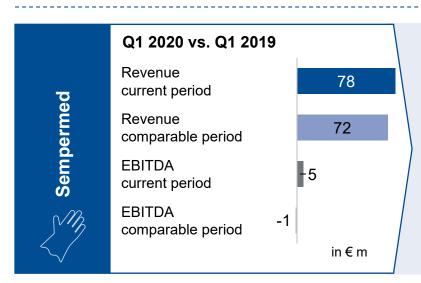






# **Medical Sector / Sempermed segment Q1 2020**





- Markedly improved Q1'20 performance after successful restructuring and turnaround in 2019
- Higher revenue level driven by rising demand and very high production output
- EBITDA and EBITDA margin improved through significantly higher operational efficiencies
- Order book improved dramatically, order intake at historically exceptional level
- Exam gloves output in Q1'20 more than +20% yoy







<sup>&</sup>lt;sup>1)</sup> Q3'19 EBITDA adjusted for € 4m due to release of provision in Sempermed for Brazilian court case for tax liabilities





Key Highlights and Executive Summary (p.2)

Operational Highlights (p.6)

Financial Performance (p.15)

Leadership and Action Plan 2020 (p.23)

Appendix (p.27)



# Q1 2020: Solid financial position to cope with the crisis



Pandemic reinforced and accelerated transformation effort

Best Q1 results since 2016

Active working capital management

Improved free cash flow generation

Liquidity well secured – strong balance sheet

Net debt further reduced – low gearing



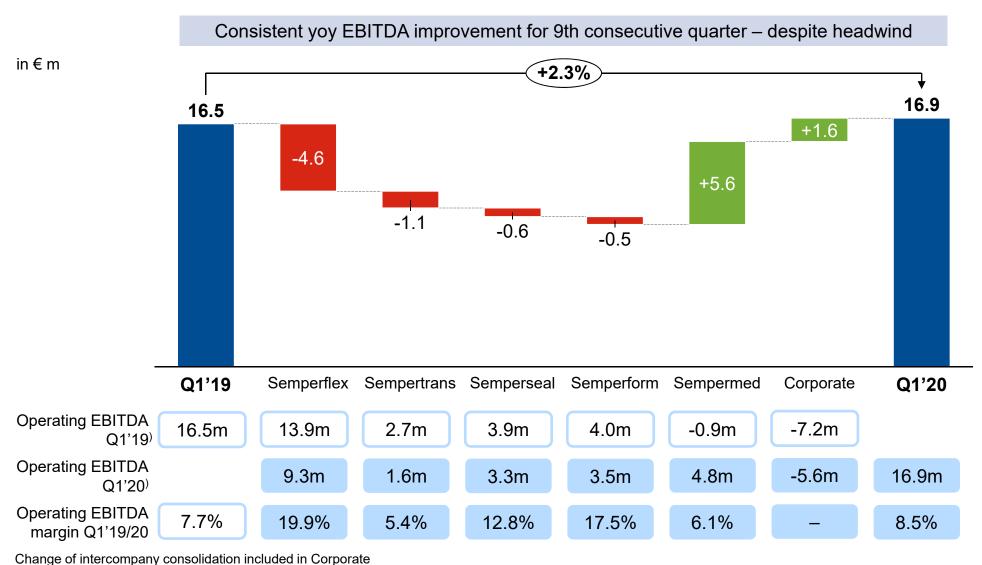
# Financials and Profitability Overview

in € m	Q1 2020	Q1 2019	Change	Change in EUR m
Revenue	199.1	212.9	-6.5%	-13.8
EBITDA	16.9	16.5	+2.3%	+0.4
EBITDA margin	8.5%	7.7%	+0.8 PP	_
EBIT	9.8	7.8	+24.9%	+2.0
EBIT margin	4.9%	3.7%	+1.2 PP	_
Earnings after tax	-1.7	3.2	_	-5.0
Earnings per share (EPS) <sup>1)</sup> , in EUR	-0.17	0.07	_	-0.2

<sup>1)</sup> Attributable to the shareholders of Semperit AG Holding from ordinary shares, excluding interest from hybrid capital.



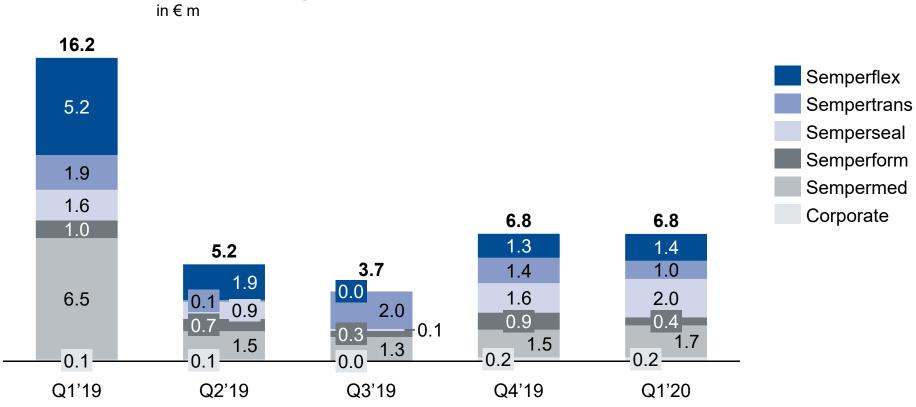
# EBITDA development





- Q1'20 CAPEX under strong control and below Q1'19 (-58%) main focus on maintenance
- FY 2020 CAPEX to remain below € 40m

# **CAPEX** per segment

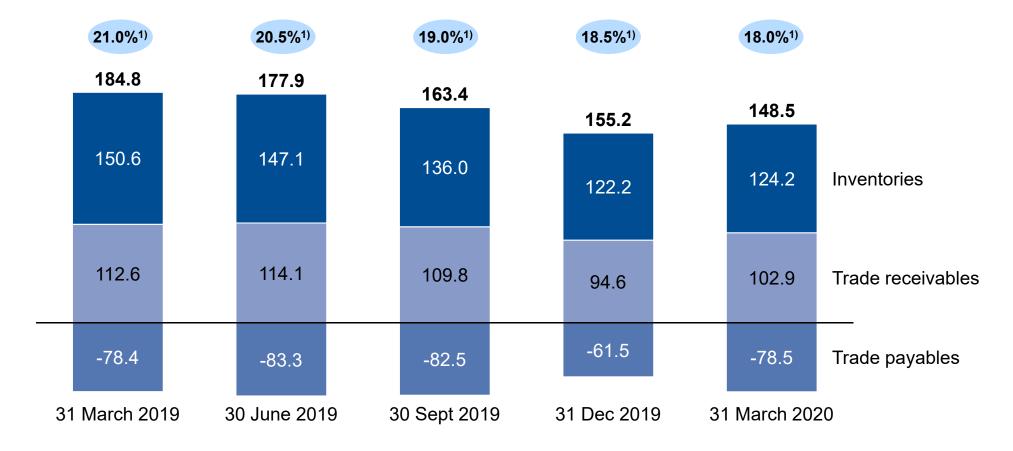




# **Working Capital Overview**

#### **Components of Working Capital**

in € m



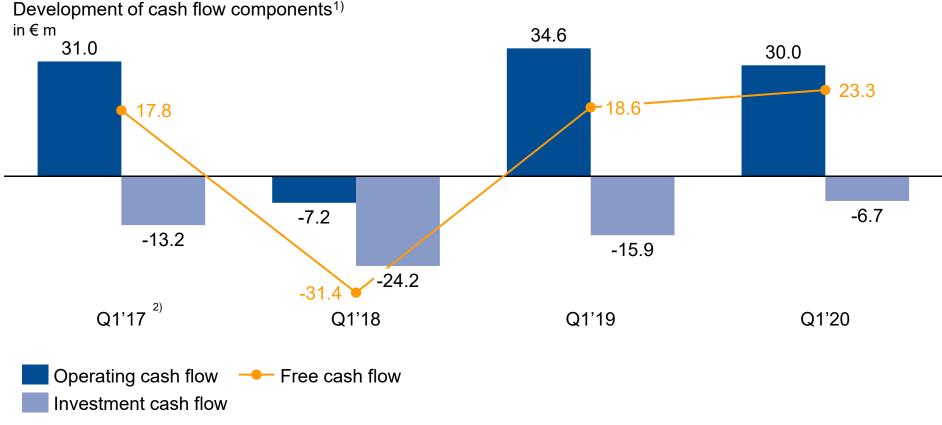
<sup>1)</sup> Trade Working Capital in % of LTM revenues





# Free cash flow development

- Improved results, active WC management and strict CAPEX control support cashflow development
- Q1'20 FCF increased yoy by 25%



<sup>&</sup>lt;sup>1)</sup> Cash flow calculation methodology change as of end of 2018, Q1 2017 and Q1 2018 adjusted accordingly: "interest received" is now shown under cash flow from investing activities instead of operating activities, "interest paid" now included in cash flow from financing activities instead of operating activities.

<sup>2)</sup> Q1 2017 investment cash flow adjusted by 160 EUR m (Joint Venture Termination)

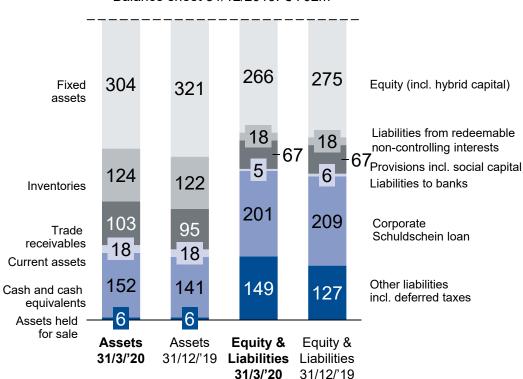




# **Balance sheet structure and financial profile**

#### **Balance sheet structure**

#### Balance sheet 31/3/2020: € 706m Balance sheet 31/12/2019: € 702m



#### Financial profile as of 31 March 2020

- Cash and cash equivalents of € 152m
- Financial liabilities:
  - Corporate Schuldschein loan partially repaid already in Q1'20, thus at € 202m
  - Liabilities to banks of € 5m
- Newly agreed more flexible undrawn Credit Facility of € 75m to secure additional liquidity
- Net debt further reduced to € 54.3m
  - Down by € 19.2m since end of Dec. 2019
  - Net debt / EBITDA of 0.8x, compared to 1.1x as of end of Dec. 2019
- Hybrid capital of € 130m strengthens equity remaining undrawn € 20m line prolonged until end of 2020
- Equity ratio of 37.5% vs. 39.0% Dec. 2019





Key Highlights and Executive Summary (p.2)

Operational Highlights (p.6)

Financial Performance (p.15)

Leadership and Action Plan 2020 (p.23)

Appendix (p.26)





# Leadership and action plan 2020

#### Crisis management and specific actions against corona impact

#### Transformation process not only continued but accelerated through the crisis

- Customised approach defined for specific Semperit markets
- Reset cost structure to be in a position to cope with potentially longer lasting crisis
- Management focus on cash generation, strong balance sheet and liquidity
- Address expected material top line and margin pressure in H2 2020
  - Costs containment
  - Customer intimacy
  - Flexibly adapt organisational and financial structures
  - Sempermed upside potential: positive market dynamics thus higher market prices
- Continue implementing industrial strategy:
  - Decision on separation from Medical Business remains valid
  - Regional diversification with stronger focus on North America confirmed but delayed
  - Focus on customer intimacy especially in these days and build on our position as a reliable partner
  - Digitisation new opportunities through corona crisis





# **Contact and financial calendar**

#### **Investor Relations Semperit**

Judit Helenyi, Director Investor Relations

+43 1 79777 - 310 www.semperitgroup.com/en/ir Modecenterstrasse 22 1031 Vienna, Austria

#### **Financial Calendar 2020**

20.05.2020	Report on Q1 2020
22.07.2020	Annual general meeting, Vienna
28.07.2020	Dividend payment day <sup>1)</sup>
14.08.2020	Half-year financial report 2020
19.11.2020	Report on Q1-3 2020

<sup>1)</sup> No dividend proposed for FY 2019

#### **Disclaimer**

The information provided in this presentation does not constitute an offer for the sale of securities nor an invitation to submit an offer to purchase shares of Semperit AG Holding, but exclusively serves information purposes.

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.

Furthermore, there is no guarantee that the contents are complete. Statements referring to people are valid for both men and women.





Key Highlights and Executive Summary (p.2)

Operational Highlights (p.6)

Financial Performance (p.15)

Leadership and Action Plan 2020 (p.23)

Appendix (p.26)





# Sectors and Group: Q1 2020 vs Q1 2019

	Industrial Sector				Medical Sector		Semperit Group <sup>1)</sup>				
in EUR m	Q1 2020	Q1 2019	%	Q1 2020	Q1 2019	%	Q1 2020	Q1 2019	%		
Revenue	121.6	141.4	-14.0%	77.5	71.5	8.4%	199.1	212.9	-6.5%		
EBITDA	17.7	24.5	-27.9%	4.8	-0.9	_	16.9	16.5	+2.3%		
EBITDA margin	14.5%	17.3%	-2.8 PP	6.1%	-1.2%	+7.3 PP	8.5%	7.7%	+0.7 PP		
EBIT	11.4	18.4	-38.2%	4.3	-2.8	_	9.8	7.8	+24.9%		
EBIT margin	9.3%	13.0%	-3.7 PP	5.5%	-3.9%	+9.4 PP	4.9%	3.7%	+1.2 PP		
Earnings after tax	-	_	_	-	_	_	-1.7	3.2	_		
Earnings per share in EUR	-	_	_	-	_	_	-0.17	0.07	_		
Adj. Earnings per share in EUR	-	_	_	-	_	_	-0.33	3.14	_		
Additions in tangible and intangible assets	3.8	8.4	-54.4%	0.9	1.7	-45.2%	4.8	16.2	-52.8%		
Employees	3,133	3,636	-13.8%	3,301	3,137	+5.2%	7,046	6,914	+1.9%		



<sup>1)</sup> Including Corporate Center costs (Holding, supporting functions, special projects) and consolidation, reported figures EBITDA: € -5.6m in Q1 2020 (€ -7.2m in Q1 2019), EBIT € -5.8m in Q1 2020 (€ -7.7m in Q1 2019).

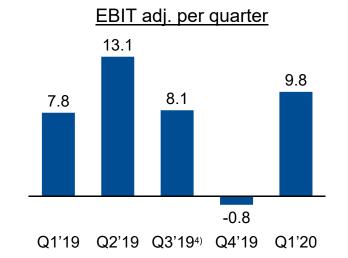


# Semperit Group adj. where applicable

Semperit Group a	dj. where ap	plicable														
in EUR m	Q1 2017 adj. <sup>1)</sup>	Q2 2017 adj. <sup>1)</sup>	Q3 2017 adj. <sup>1)</sup>	Q4 2017 adj. <sup>1)</sup>	FY 2017 adj. <sup>1)</sup>	Q1 2018	Q2 2018 adj. <sup>2)</sup>	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019 adj. <sup>3)</sup>	Q4 2019 adj. <sup>4)</sup>	FY 2019	Q1 2020
Revenue	229.3	232.3	208.4	204.2	874.2	220.9	227.6	221.7	208.2	878.5	212.9	224.4	214.9	188.3	840.6	199.1
EBITDA	9.6	12.9	10.4	2.9	35.8	15.8	17.0	13.1	4.5	50.3	16.5	22.7	17.3	7.4	63.8	16.9
EBITDA margin	4.2%	5.6%	5.0%	1.4%	4.1%	7.1%	7.5%	5.9%	2.2%	5.7%	7.7%	10.1%	8.0%	3.9%	7.6%	8.5%
EBIT	1.6	4.6	1.7	-8.7	-0.8	6.0	7.2	4.3	-2.2	15.4	7.8	13.1	8.1	-0.8	28.2	9.8
EBIT margin	0.7%	2.0%	0.8%	-4.3%	-0.1%	2.7%	3.2%	1.9%	-1.0%	1.7%	3.7%	5.8%	3.8%	-0.4%	3.4%	4.9%

# 22.7 16.5 17.3 16.9

Q2'19 Q3'194) Q4'19 Q1'20



<sup>1)</sup> Q1 2017 adj. for positive one-off effects from JV transaction of € 85m. Figures for Q2, Q3 and Q4 2017 restructuring expenses/closure in France (€ 11m) and valuation adjustment in IT (€ 4m EBITDA), expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge).

Q1'19



<sup>&</sup>lt;sup>2)</sup> Q2 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (€ 4m for EBITDA).

<sup>&</sup>lt;sup>3)</sup> Q3 2019 adjusted for negative one-off effect of € 47m from impairment of Sempermed (adj. for EBIT) and € 4m (EBITDA, EBIT) due to release of provision in Sempermed for Brazilian court case for tax liabilities.

<sup>&</sup>lt;sup>4)</sup> Q4 2019: impairment figure of Q3 2019 stepped up by € 2m due to additions to assets and FY deviations



# Semperflex and Sempertrans (adj. where applicable)

Semperflex (Hoses)																
in EUR m	Q1 2017 adj. <sup>1)</sup>	Q2 2017 adj. <sup>1)</sup>	Q3 2017 adj. <sup>1)</sup>	Q4 2017 adj. <sup>1)</sup>	FY 2017 adj. <sup>1)</sup>	Q1 2018	Q2 2018	Q3 2018 adj. <sup>2)</sup>	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020
Revenue	53.5	53.2	46.8	52.5	206.1	58.8	62.8	53.4	55.1	230.0	61.1	59.7	53.8	48.0	222.7	46.8
EBITDA	11.7	10.5	8.7	10.5	41.4	13.7	14.9	9.3	10.9	48.9	13.9	14.5	10.8	8.7	47.9	9.3
EBITDA margin	21.8%	19.8%	18.6%	19.9%	20.1%	23.4%	23.8%	17.4%	19.8%	21.3%	22.8%	24.3%	20.1%	18.1%	21.5%	19.9%
EBIT	9.6	8.6	6.8	7.8	32.7	11.1	12.3	6.9	8.1	38.4	11.1	11.5	7.7	5.7	36.0	6.5
EBIT margin	18.0%	16.1%	14.5%	14.8%	15.9%	18.9%	19.7%	12.9%	14.8%	16.7%	18.2%	19.2%	14.3%	11.9%	16.2%	13.9%

Sempertrans (Conv	eyor belts)															
in EUR m	Q1 2017 adj. <sup>1)</sup>	Q2 2017 adj. <sup>1)</sup>	Q3 2017 adj. <sup>1)</sup>	Q4 2017 adj. <sup>1)</sup>	FY 2017 adj. <sup>1)</sup>	Q1 2018	Q2 2018 adj. <sup>2)</sup>	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020
Revenue	41.3	36.8	35.7	32.1	146.0	34.6	37.0	37.6	35.5	144.8	30.4	37.8	35.1	30.6	134.0	29.5
EBITDA	0.6	-2.4	-1.4	-2.1	-5.3	0.5	0.8	2.4	0.7	4.4	2.7	5.4	4.6	0.8	13.5	1.6
EBITDA margin	1.4%	-6.4%	-3.9%	-6.6%	-3.6%	1.4%	2.1%	6.4%	2.1%	3.0%	9.0%	14.2%	13.1%	2.5%	10.1%	5.4%
EBIT	-0.3	-3.3	-2.2	-3.0	-8.9	-0.4	-0.1	1.6	-0.4	0.7	1.8	3.8	3.6	-0.3	8.9	0.6
EBIT margin	-0.8%	-8.9%	-6.3%	-9.6%	-6.1%	-1.1%	-0.2%	4.3%	-1.1%	0.5%	6.0%	10.0%	10.4%	-0.9%	6.7%	1.9%



<sup>1)</sup> Q1 2017 adj. for positive one-off effects from JV transaction of € 85m. Figures for Q2, Q3 and Q4 2017 restructuring expenses/closure in France (€ 11m) and valuation adjustment in IT (€ 4m EBITDA), expenses resulting from tax audit in Austria (€ 5m, mainly for refund of energy supply charge).

<sup>&</sup>lt;sup>2)</sup> Q2 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (€ 4m for EBITDA).



# Semperform and Sempermed (adj. where applicable)

Semperform (Window and door profiles, Handrails)																
in EUR m	Q1 2017	Q2 2017	Q3 2017 adj. <sup>1)</sup>	Q4 2017	FY 2017 adj. <sup>1)</sup>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019	Q1 2020
Revenue	45.3	50.1	46.9	42.7	185.0	47.5	50.7	50.3	43.7	192.2	49.9	50.5	47.8	42.4	190.6	19.9
EBITDA	5.0	7.8	5.2	3.6	21.5	4.5	7.3	6.2	3.9	21.9	7.9	8.3	6.6	3.3	26.0	3.5
EBITDA margin	10.9%	15.5%	11.0%	8.5%	11.6%	9.6%	14.4%	12.2%	8.9%	11.4%	15.7%	16.4%	13.8%	7.8%	13.6%	17.5%
EBIT	3.0	5.8	3.2	1.3	13.3	2.4	5.1	4.2	1.5	13.2	5.4	5.9	4.2	0.5	16.0	2.6
EBIT margin	6.6%	11.5%	6.8%	3.0%	7.2%	5.0%	10.1%	8.4%	3.4%	6.9%	10.9%	11.6%	8.7%	1.1%	8.4%	12.9%

Sempermed (Gloves)																
in EUR m	Q1 2017 adj. <sup>2)</sup>	Q2 2017 adj. <sup>2)</sup>	Q3 2017 adj. <sup>1)</sup>	Q4 2017	FY 2017 adj. <sup>1) 2)</sup>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019 adj. <sup>3)</sup>	Q4 2019	FY 2019	Q1 2020
Revenue	89.2	92.2	78.8	76.9	337.1	80.0	77.1	80.4	73.9	311.5	71.5	76.4	78.2	67.3	293.3	77.5
EBITDA	0.0	1.7	1.6	-1.5	1.8	1.4	-1.3	-0.9	-3.1	-3.9	-0.9	0.6	1.8	-0.1	1.4	4.8
EBITDA margin	±0.0%	1.9%	2.0%	-2.0%	0.5%	1.8%	-1.7%	-1.1%	-4.2%	-1.3%	-1.2%	0.8%	2.3%	-0.1%	0.5%	6.1%
EBIT	-2.8	-1.2	-1.5	-6.7	-12.1	-2.2	-5.1	-3.9	-3.1	-14.3	-2.8	-1.4	-0.3	-0.9	-5.5	4.3
EBIT margin	-3.1%	-1.3%	-1.8%	-8.6%	-3.6%	-2.8%	-6.6%	-4.8%	-4.2%	-4.6%	-3.9%	-1.9%	-0.4%	-1.4%	-1.9%	5.5%



¹) Adj. for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge (€ 2m for Semperform, € 2m for Sempermed)

<sup>&</sup>lt;sup>2)</sup> Q3 2017 Sempermed adj. for positive one-off effects from JV transaction of € 78m for EBITDA.

<sup>&</sup>lt;sup>3)</sup> Q3 2019 adjusted for negative one-off effect of € 46.8m from impairment of Sempermed (adj. for EBIT) and € 4m (EBITDA, EBIT) due to release of provision in Sempermed for Brazilian court case for tax liabilities.



# **Key figures 2009-2019**

Key performance figures											
in EUR m	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>	2019 adj. <sup>7)</sup>
Revenue	588.1	689.4	820.0	828.6	906.3	858.3	914.7	852.4	874.2	878.5	840.6
EBITDA	102.8	112.3	110.0	108.7	132.5	101.9	96.2	74.7	35.8	50.3	63.8
EBITDA margin	17.5%	16.3%	13.4%	13.1%	14.6%	11.9%	10.5%	8.8%	4.1%	5.7%	7.6%
EBIT	69.6	82.3	80.4	72.5	87.8	63.8	66.7	41.1	-0.8	15.4	28.2
EBIT margin	11.8%	11.9%	9.8%	8.8%	9.7%	7.4%	7.3%	4.8%	-0.1%	1.7%	3.4%
Earnings after tax	38.8	45.4	51.8	46.2	54.9	37.8	46.4	15.2	-43.9	-17.3	-0.2
EPS <sup>2)</sup> , in EUR	1.89	2.21	2.52	2.25	2.65	1.85	2.26	0.74	-2.13	-1.07	-0.33
Gross cash flow	92.6	91.0	89.4	85.6	116.2	89.9	55.7	48.1	32.2	37.4	46.7
Return on equity	12.5%	12.9%	13.6%	11.4%	13.3%	8.6%	12.8%	4.6%	-15.8%	-4.2%	-16.3%

Balance sheet key figures											
in EUR m	2009	2010 <sup>1)</sup>	<b>2011</b> <sup>1)</sup>	2012	2013	2014 <sup>3)</sup>	2015 <sup>3)</sup>	2016	2017	2018	2019
Balance sheet total	531.5	593.5	616.7	824.5	852.1	826.3	937.8	1034.5	853.2	768.8	701.8
Equity <sup>2)</sup>	310.6	351.1	379.4	406.2	411.5	443.8	363.3	329.3	278.5	329.5	273.4
Equity ratio	58.4%	59.2%	61.5%	49.3%	48.3%	53.7%	38.7%	31.8%	32.6%	42.9%	39.0%
Investments in tangible and intangible assets	22.7	52.5	45.1	41.2	49.7	67.4	71.8	65.1	74.5	80.8	31.4
Employees, at balance sheet date, FTEs	6,649	7,019	8,025	9,577	10,276	6,888	7,053	6,974	6,838	6,773	6,902

<sup>1) 2011</sup> restated (see Annual Report 2012, Notes 2.18), 2010 not restated.

<sup>7)</sup> FY 2019 adjusted for positive one-off effects of € 4m (EBITDA, EBIT, EAT) due to release of provision in Sempermed for Brazilian court case for tax liabilities and for negative one-off effects of € 48.8m from impairment at Sempermed from impairment of Sempermed (adj. for EBIT and EAT)



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

<sup>3) 2014</sup> and 2015 restated.

<sup>&</sup>lt;sup>4)</sup> 2016 without profit contribution from SSC / Thai glove JV, impairment Sempermed and trade tax / levies in Brazil.

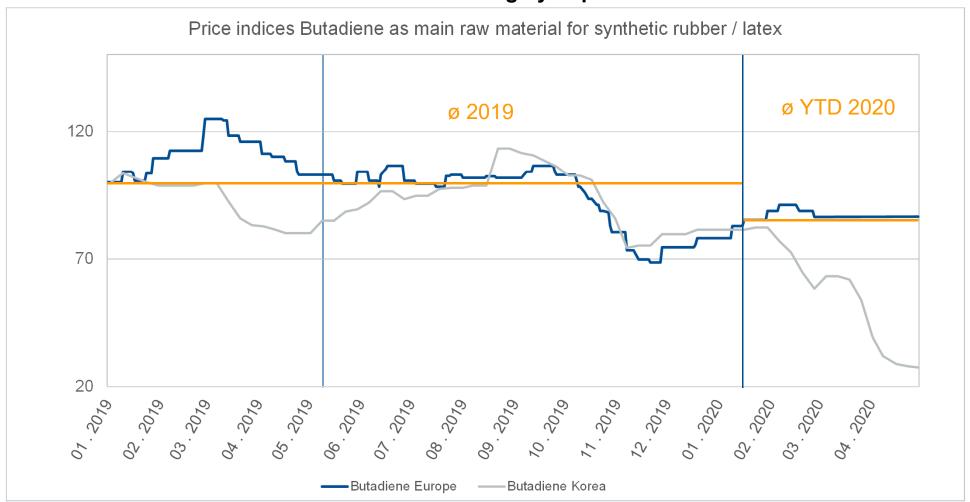
<sup>5) 2017</sup> adjusted for positive one-off effects from JV transaction of € 85m (€ 65m for net profit) and negative one-off effects from impairment at Sempermed (€ 26m adj. EBIT, EAT only), from restructuring expenses in France (€ 11m), valuation adjustment in IT (€ 4m EBITDA, € 3m EBIT) and expenses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

<sup>6) 2018</sup> 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).



# **Overview price indices Butadiene**

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



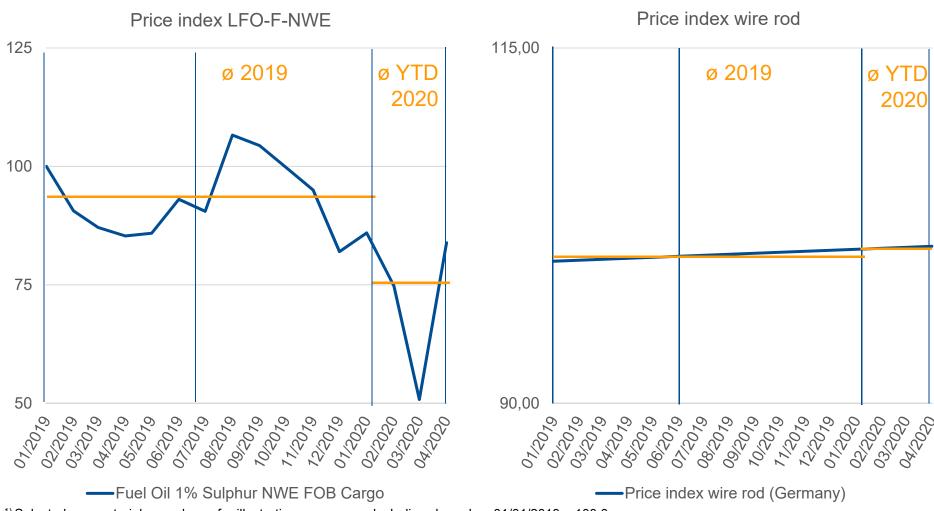
<sup>&</sup>lt;sup>1)</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2019 = 100.0





# Overview price indices LFO-F-NWE / wire rod

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



<sup>&</sup>lt;sup>1)</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2019 = 100.0





# **Product / market position / segment overview, FY 2019**

			Semperi	it Group	
	Croup		Industrial Sector		Medical Sector
	Group	Semperflex	Sempertrans	Semperform <sup>4)</sup>	Sempermed
Revenue	€ 841m	€ 223m / 26% <sup>1)</sup>	€ 134m / 16% <sup>1)</sup>	€ 191m / 23% <sup>1)</sup>	€ 293m / 35% <sup>1)</sup>
EBITDA adj.	€ 64m <sup>2)</sup>	€ 48m	€ 14m	€ 26m	€1m
Employees	6,9022)	1,672 / 27% <sup>3)</sup>	939 / 13%3)	990 / 15%3)	3,165 / 44%3)

**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



#### Among the top 10 glovemakers in the world

**Examination gloves** 

#### **Surgical gloves**

Leading position in Europe



Revenue in % of Group revenue.

<sup>&</sup>lt;sup>2)</sup> Group figure includes corporate center of € -25m, 136 employees.

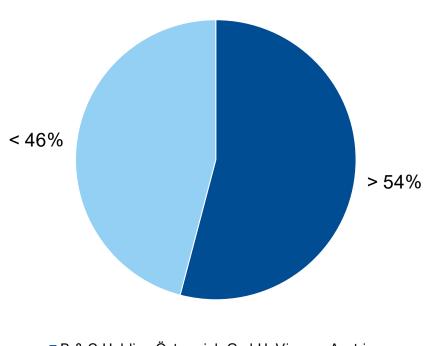
B) Employees in % of Group employees.

The business units Profiles and Rubber

Sheeting were separated from the Semperform segment and are operated as a segment of theirown under the name Semperseal as of 1 January 2020.

# Shareholder Structure

#### Shareholder structure



- B & C Holding Österreich GmbH, Vienna, Austria
- Free Float

- 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