



# SEMPERIT GROUP Q1-3 2019 / Q3 2019 INVESTOR PRESENTATION



# Agenda

## Highlights (p.2)

Operational highlights (p.5)

Financial performance (p.12)

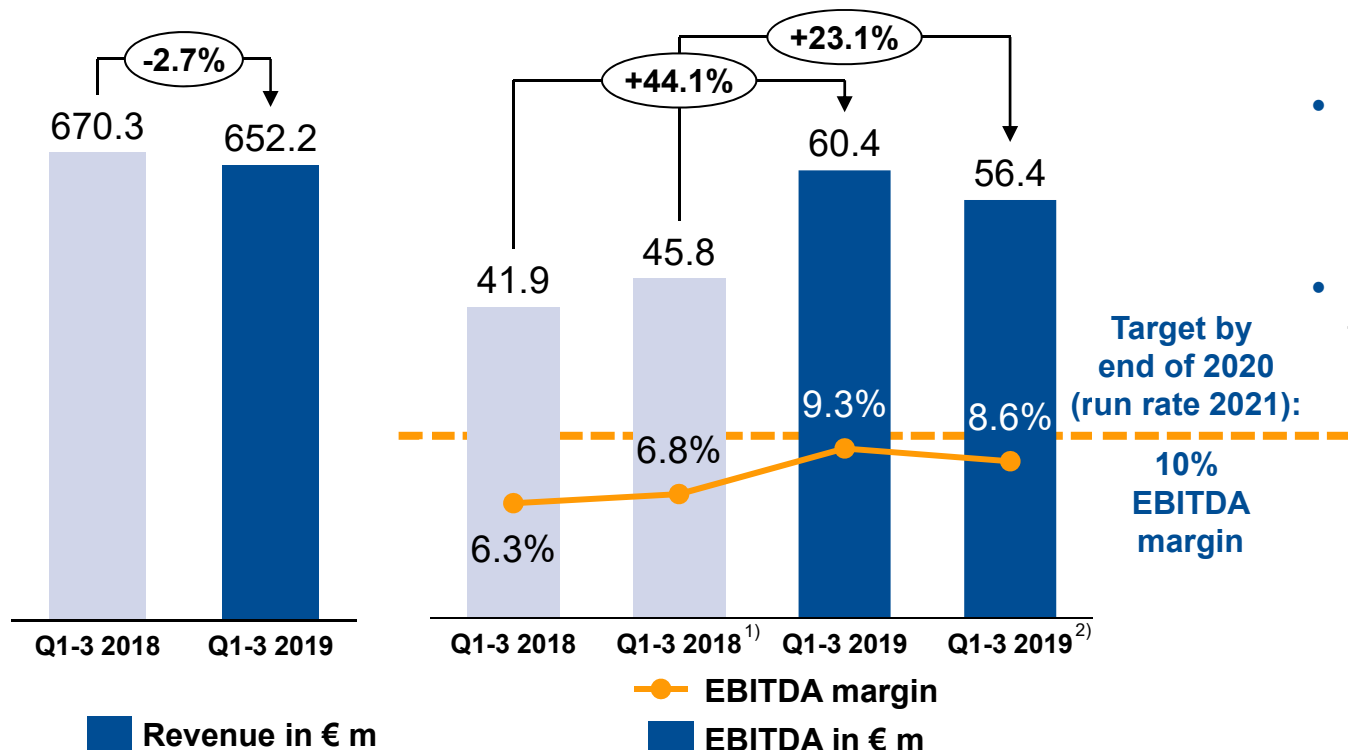
Management agenda (p.23)

Appendix (p.26)



## Transformation programme shows material impact, with Group EBITDA significantly above last year's levels

- Reduced complexity and higher quality of order book clearly supportive ...
- ... however, economic downturn and decreasing order books will impact coming quarters
- Outlook uncertain due to limited visibility



- Revenue –2.7% for Group
  - -1.5% for Industrial Sector
  - -4.9% for Medical Sector
- EBITDA +23.1%<sup>2)</sup> vs. adj. Q1-3'18<sup>1)</sup> for Group
  - +25.3% for Industrial Sector (vs. adjusted Q1-3'18<sup>1)</sup>)
  - Medical Sector turning positive for the second quarter in a row
  - 8.6%<sup>2)</sup> EBITDA margin encouraging

<sup>1)</sup> Q1-3'18: adjusted for the negative one-off effect of € 4m from closure of Sempertrans site in China.

<sup>2)</sup> Q1-3'19: adjusted for the positive one-off effect of € 4m due to release of provision in Sempermed for Brazilian court case for tax liabilities.



## Key topics Q1-3 2019



- **Revenue decreased by 2.7% to € 652.2m**
  - Industrial Sector down only by 1.5% to € 426.2m
  - Medical Sector: revenue decline reduced to -4.9% yoy to € 226.0m
- **Adj. EBITDA € 56.4m, +23.1% vs. adj. € 45.8m Q1-3'18,**
- **Adj. EBIT € 29.0m, +65.7% vs. adj. € 17.5m Q1-3'18**
- **Net Profit € -34.1m vs € -72.9m Q1-3'18**
- **Capex € 25.1m vs. € 57.7m in Q1-3'18**



- **Semperit Group continues to improve at EBITDA level**
  - SemperMove10 delivers tangible improvements
  - Profitability level of the first nine months significantly increased yoy
  - All four segments profitable, including Sempermed (positive for consecutive second quarter at EBITDA level)



- **Focus points – Group**
  - Slowdown of the global economy is expected to have adverse effects
  - Lower order books across all segments – proactive measures taken
  - Strategy project SemperGrowth200 has been initiated
  - Limited short-term visibility – especially H1 2020 remains under pressure

- **Focus points – Sempermed**
  - Stronger price competition in deteriorating market environments and low plant utilization at Sempermed and all other Industrial segments
  - Market predominantly driven through higher level of automation with strong CAPEX by major peers
  - Current order intake and booking situation significantly lower than in H1 2019
  - Keeping up the pace would require higher CAPEX – which might become unreasonably high
  - Strategic options are being examined



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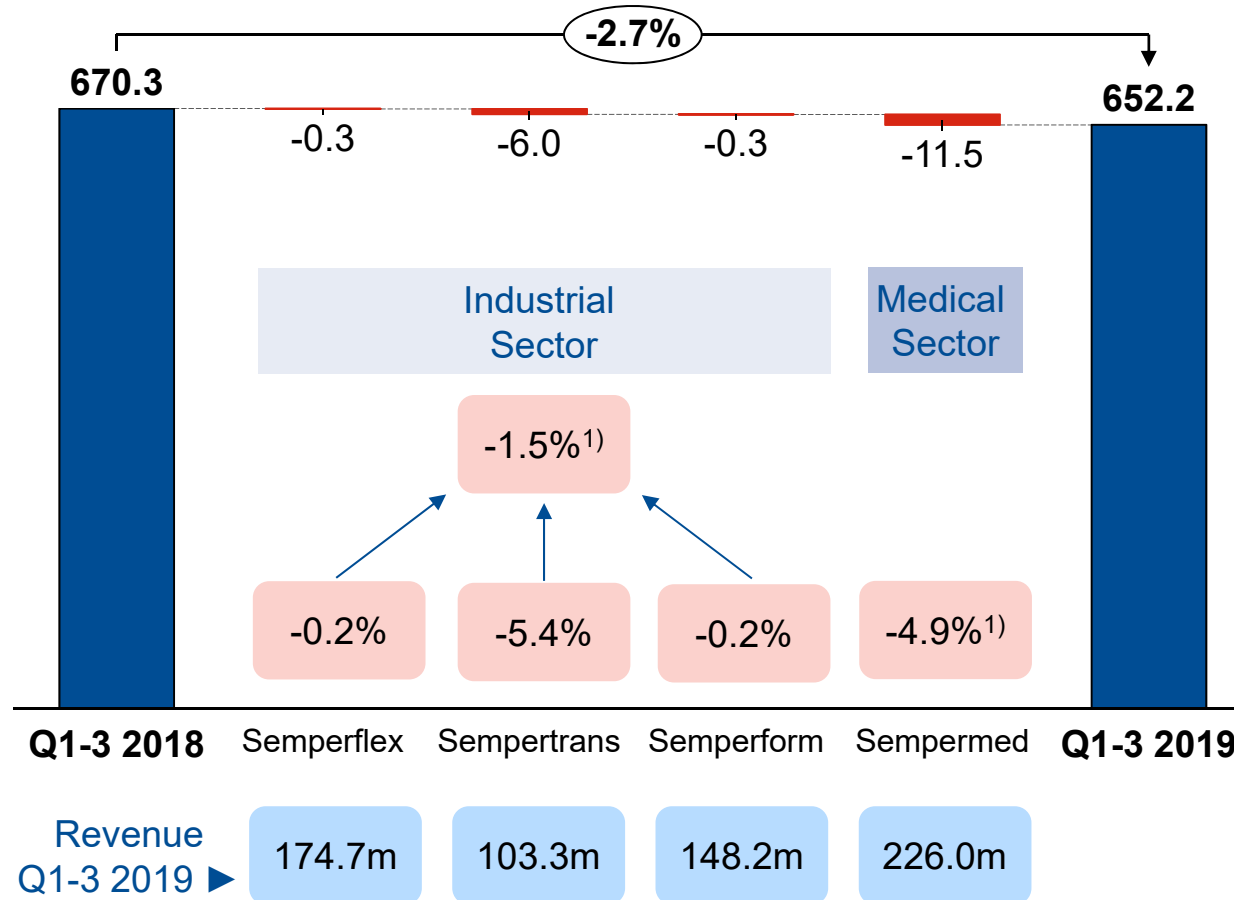
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# Revenue development Q1-3 2019

in € m



## Revenue development

- **Semperfex:** Almost unchanged despite reduced market demand due to destocking
- **Sempertrans:** Decrease due to lower volumes as a result of focus shift to quality of order book and product profitability
- **Semperform:** Stable despite reduced market demand
- **Sempermed:** Lower sales due to strategic change in production portfolio (focus on Nitrile) and reduced outsourcing, thus less traded goods

<sup>1)</sup> All percentage numbers imply year-on-year percentage change for Q1-3'19.

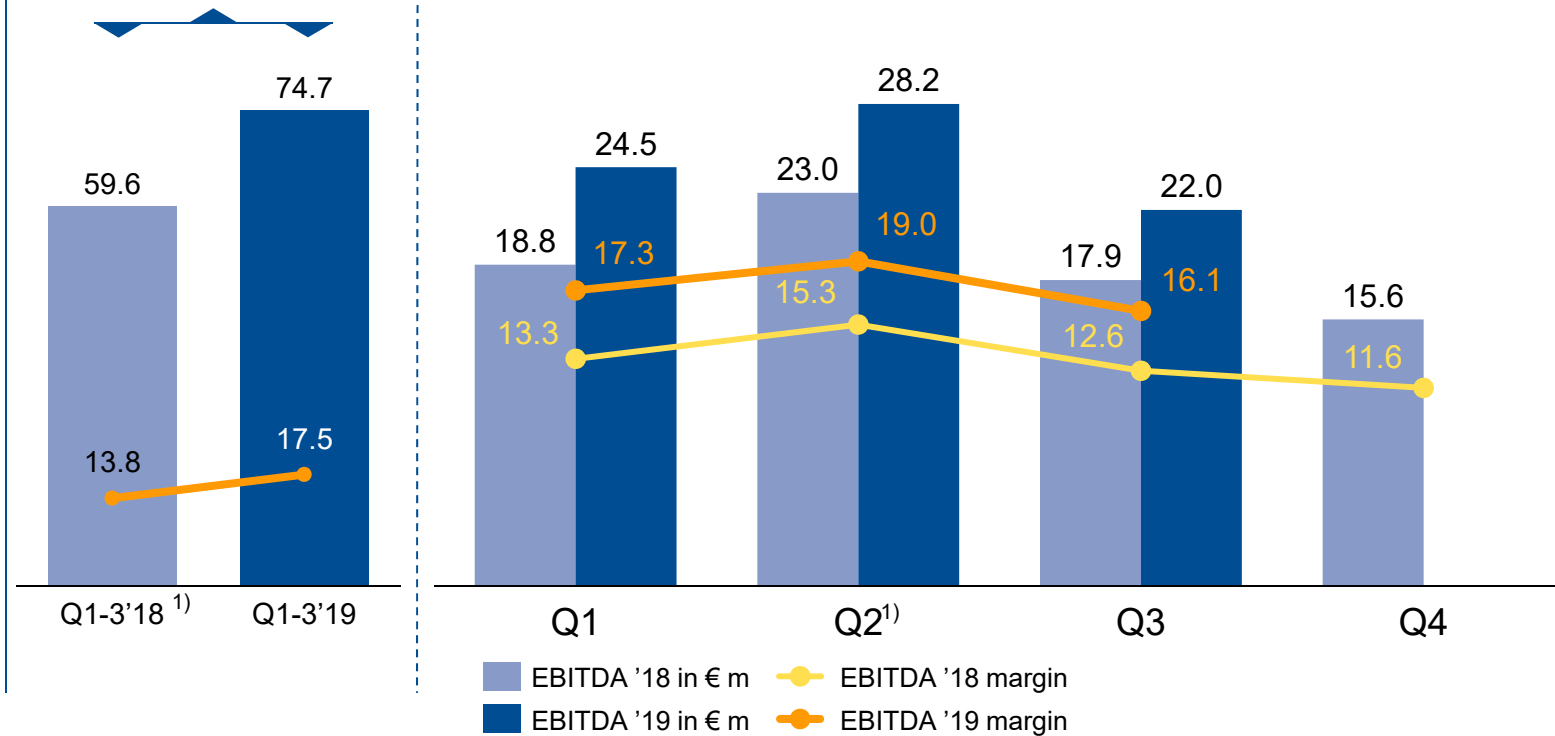


# Industrial Sector EBITDA Q1-3 and Q3 2019

Strong improvement in Industrial Sector: +25.3% EBITDA yoy, +€ 15.1m  
Q1-3'19 result already above FY 2018

Quarterly development with a clearly positive trend despite seasonal headwind in Industrial Sector: Q3'19 yoy EBITDA +23.3% or € 4.1m

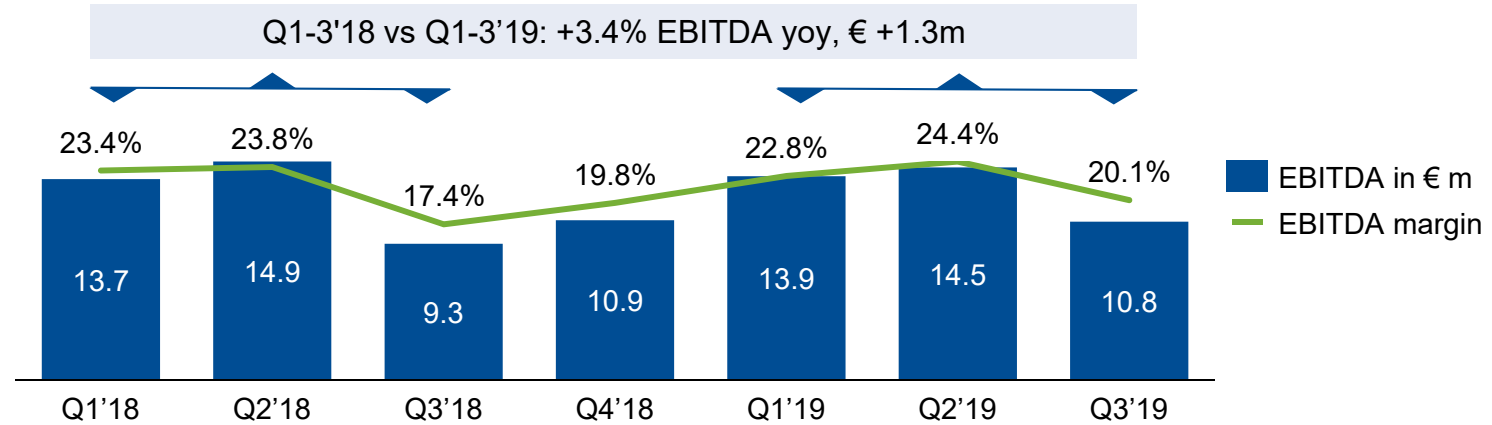
## Industrial Sector



<sup>1)</sup> Q1-3'18 and Q2'18 EBITDA adjusted by € 4m due to closure of Sempertrans site in China.



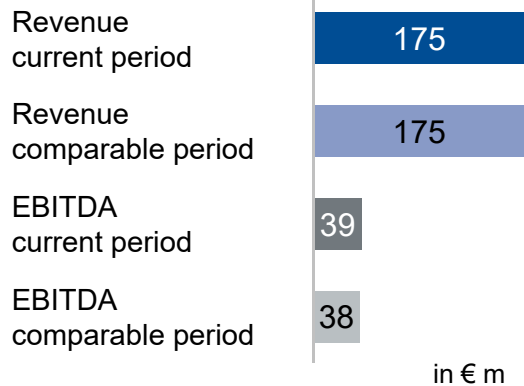
# Semperflex Q1-3 2019



Semperflex



## Q1-3 2019 vs. Q1-3 2018



- Revenue almost unchanged despite reduced market demand due to destocking
- EBITDA in Q1-3'19 slightly improved yoy, while EBITDA margin nearly unchanged
- Size of order book decreased significantly compared to Q1-3'18 – competitive pressure expected to increase further
- Ongoing destocking and partially lower demand of customer base expected to have a negative impact on sales and EBITDA in the coming quarters



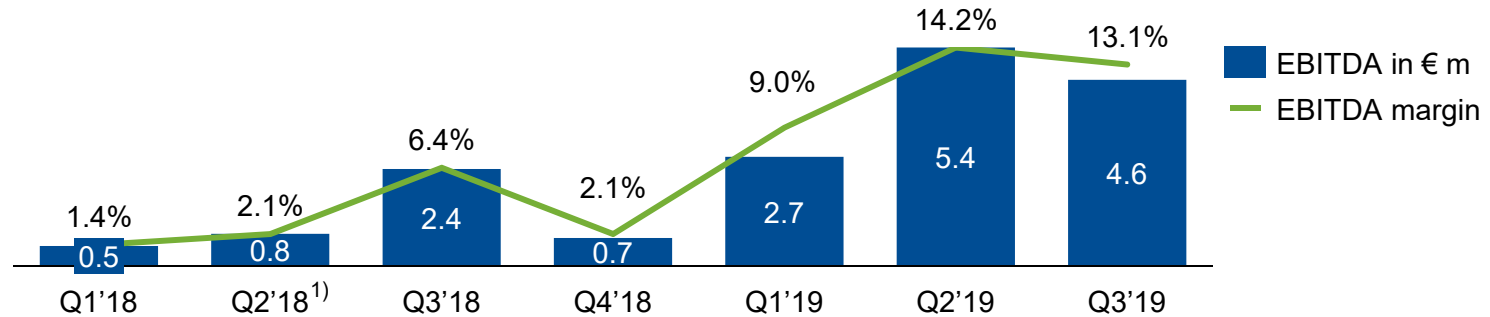




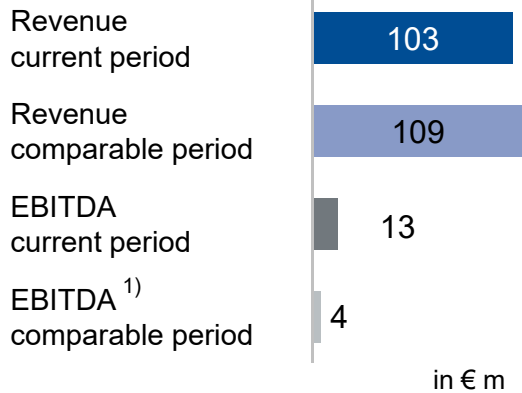
# Sempertrans Q1-3 2019

Q1-3'18 vs Q1-3'19: >100% EBITDA yoy, € +9.1m

## Sempertrans



### Q1-3 2019 vs. Q1-3 2018



- Successful turnaround after closure of Sempertrans sites (FRA & CHN), improved operational performance and quality of order book
- Significant increase in EBITDA yoy<sup>2)</sup>
- Strong improvement of EBITDA margin from 3.3% in Q1-3'18 to 12.3% in Q1-3'19
- Order book slightly under pressure due to reduced market demand especially in European lignite industry



<sup>1)</sup> Q1-3'18 EBITDA: adjusted by € 4m due to closure of Sempertrans site in China.

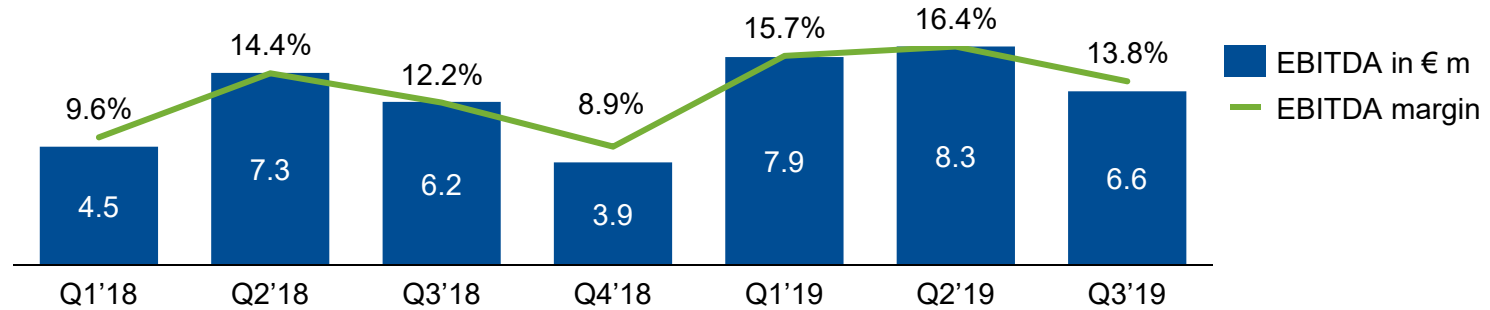
<sup>2)</sup> Q1-3'19 EBITDA: positive effects of € 1.3m profit from sale of assets of closed factory in China, and + € 1.7 m insurance claim.



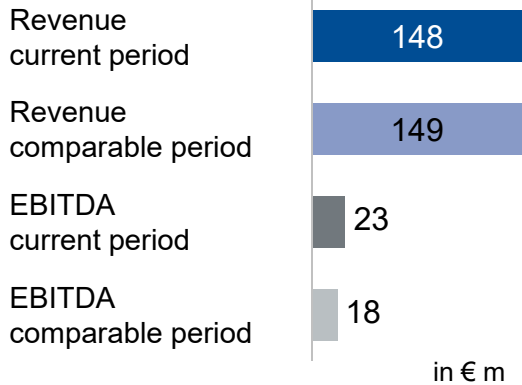
# Semperform Q1-3 2019

Q1-3'18 vs Q1-3'19: +26.3% EBITDA yoy, € +4.7m

Semperform



## Q1-3 2019 vs. Q1-3 2018



- Revenue stable despite reduced market demand
- Further EBITDA (+26.3%) and EBITDA margin (+3.2PP) improvement
- Economic downturn impacts order book
- Leading technology: more and more customers prefer Semperit's rubber solution over plastic filter-membranes
- Successful expansion of Profiles apart from construction also into the industrial sector

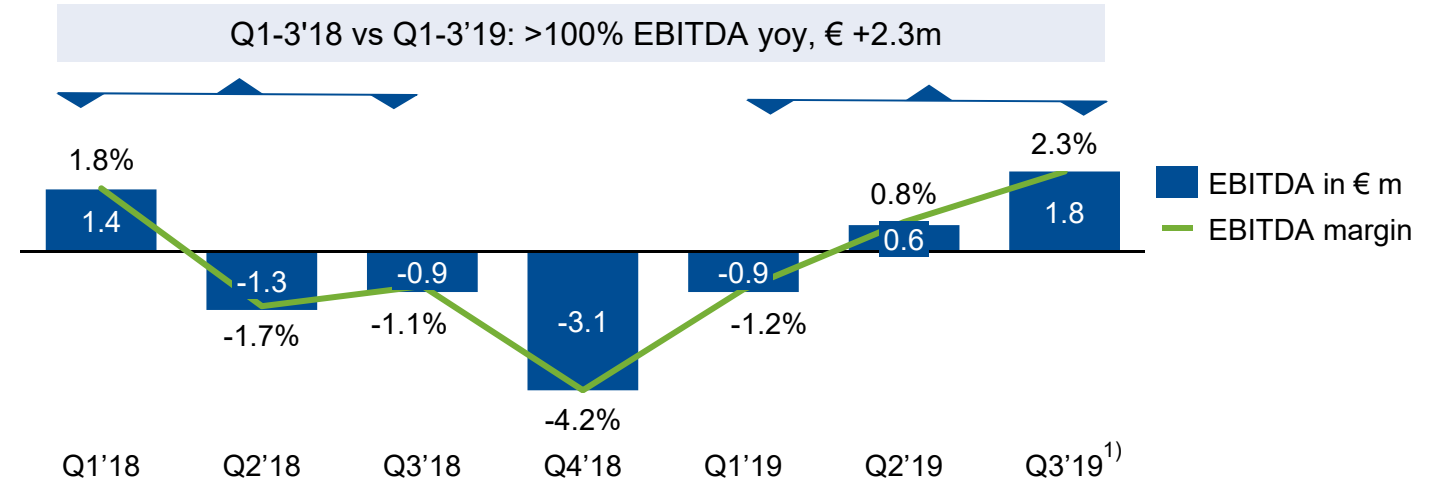




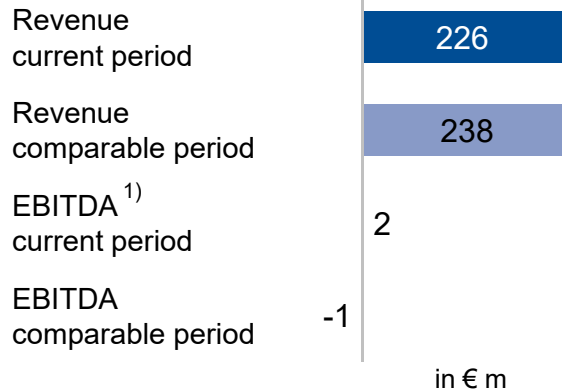
# Medical Sector / Sempermed segment Q1-3 2019

Medical Sector

Sempermed



## Q1-3 2019 vs. Q1-3 2018



- Lower revenue level mainly driven by strategic change in production portfolio (focus on Nitrile) and reduced outsourcing
- Ongoing operational improvements resulted in higher profitability
- Order book declining mainly due to inventory streamlining by key business customers and increasingly difficult market conditions



<sup>1)</sup> Q1-3'19 and Q3'19 EBITDA adjusted for € 4m due to release of provision in Sempermed for Brazilian court case for tax liabilities



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## Top Line Financials and Profitability Overview – Q1-3 2019

in EUR m	Q1-3 2019 <sup>1)</sup>	Q1-3 2018 <sup>2)</sup>	Change	Change in EUR m
<b>Revenue</b>	<b>652.2</b>	670.3	-2.7%	-18.1
<b>EBITDA adjusted</b>	<b>56.4</b>	45.8	+23.1%	+10.6
EBITDA margin adjusted	<b>8.6%</b>	6.8%	+1.8 PP	–
<b>EBITDA</b>	<b>60.4</b>	41.9	+44.1%	+18.5
EBITDA margin	<b>9.3%</b>	6.3%	+3.0 PP	–
<b>EBIT adjusted</b>	<b>29.0</b>	17.5	+65.4%	+11.5
EBIT margin adjusted	<b>4.4%</b>	2.6%	+1.8 PP	–
<b>EBIT</b>	<b>-13.7</b>	-45.5	-69.8%	+31.8
EBIT margin	<b>-2.1%</b>	-6.8%	+4.7 PP	–
<b>Earnings after tax</b>	<b>-34.1</b>	-72.9	-53.2%	+38.8

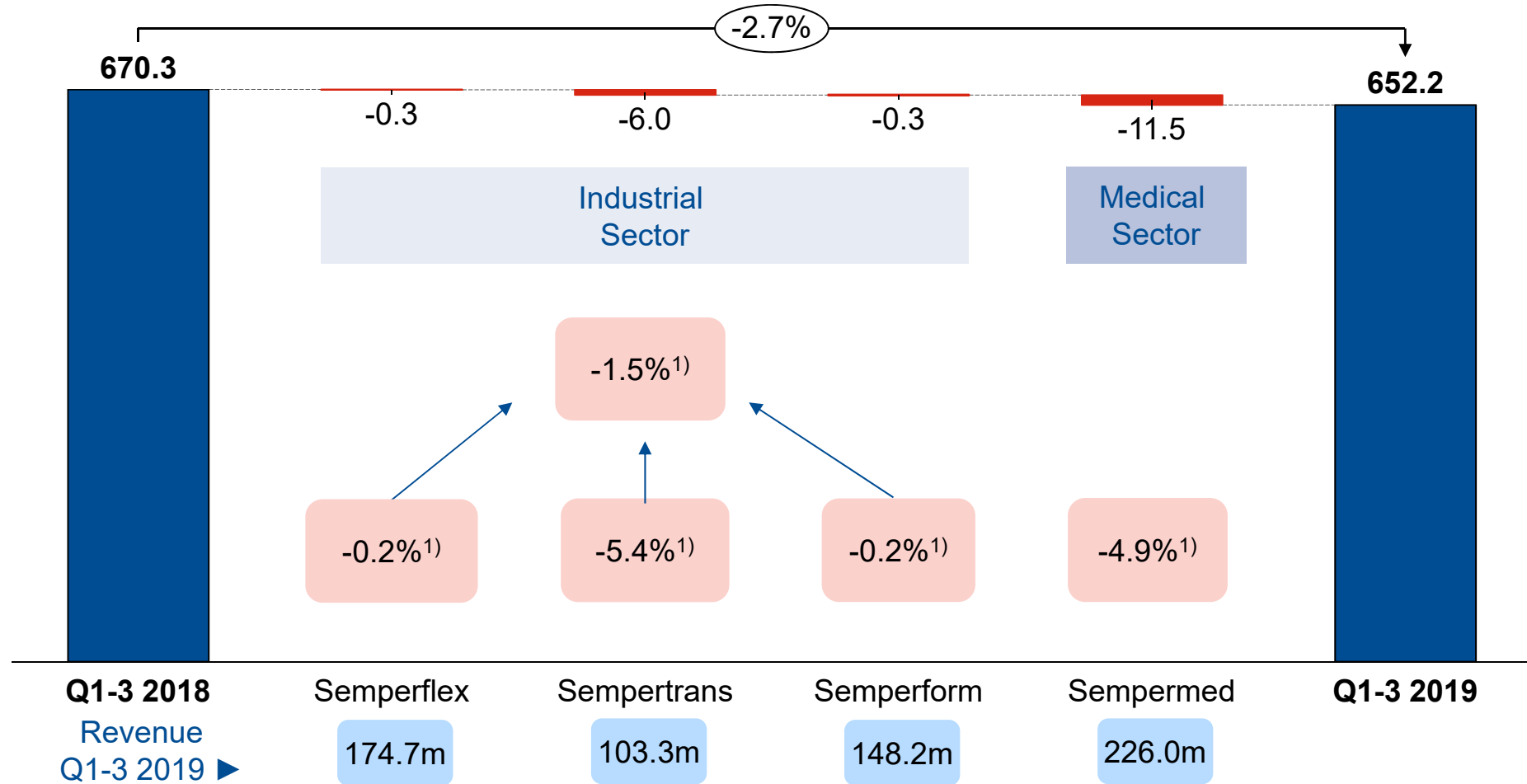
<sup>1)</sup> Q1-3'19: adjusted for negative one-off effect of € 47m from impairment of Sempermed (adj. for EBIT and EAT) and € 4m (EBITDA, EBIT, EAT) due to release of provision in Sempermed for Brazilian court case for tax liabilities

<sup>2)</sup> Q1-3'18: adjusted for negative one-off effect of € 55m from impairment of Sempermed (adj. for EBIT and EAT) and € 4m (EBITDA) / € 8m (EBIT, EAT) from closure of Sempertrans site in China



# Revenue development Q1-3 2019

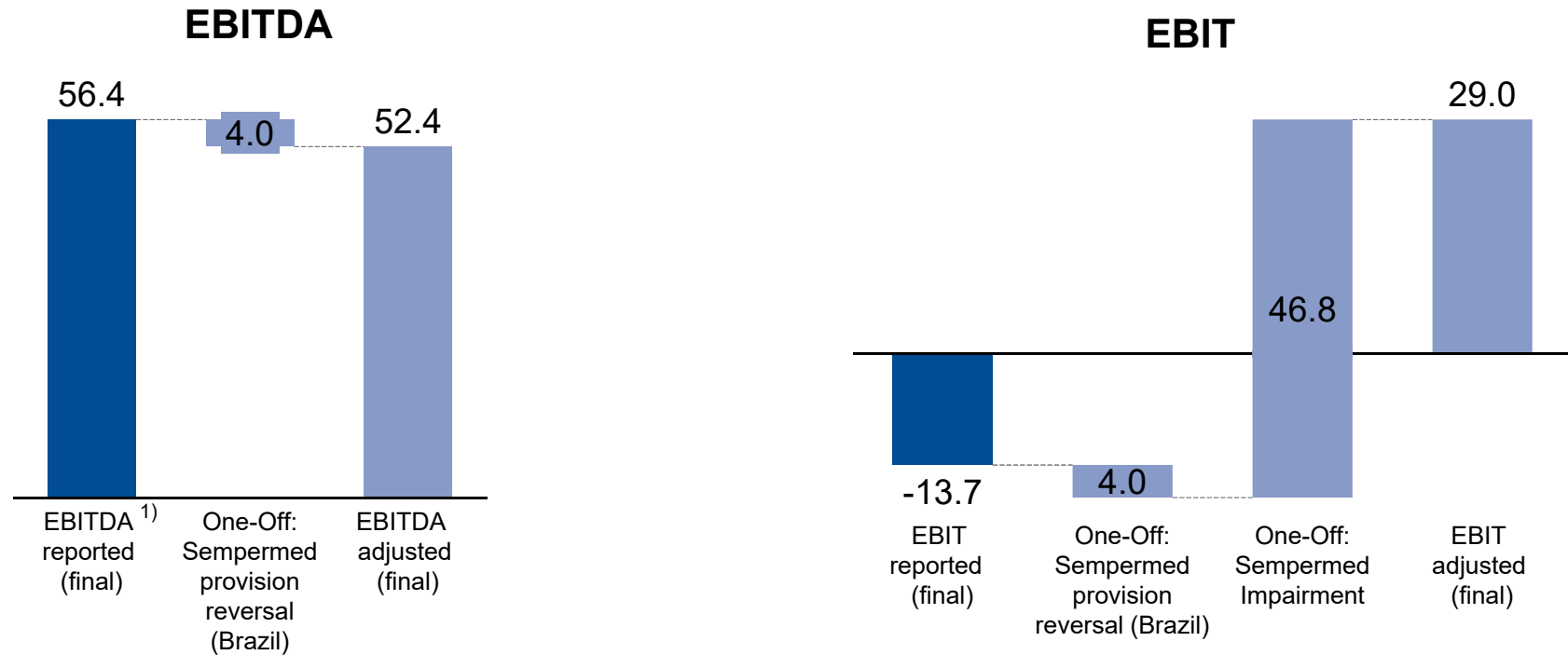
in € m



<sup>1)</sup> All percentage numbers imply year-on-year percentage change for Q1-3'2019.



## From reported to operating EBITDA / EBIT Q1-3 2019



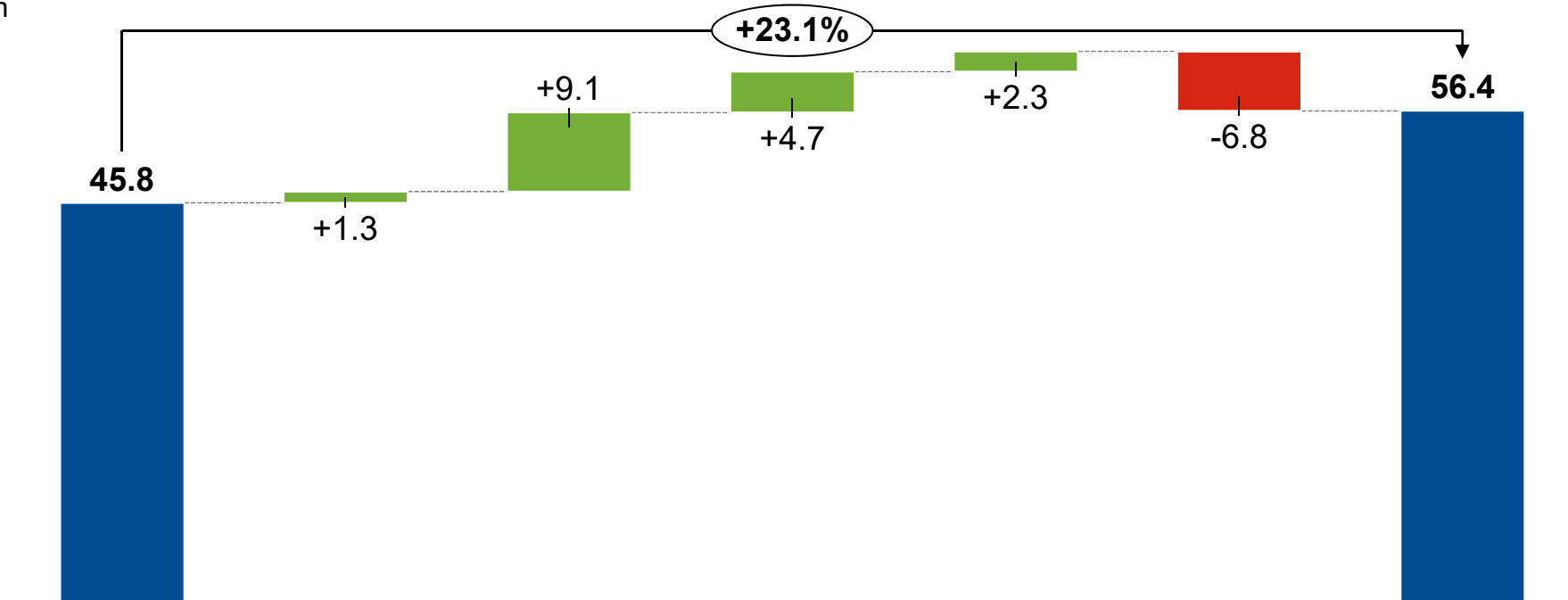
- EBITDA: due positive decision on November 12<sup>th</sup> 2019 of the Brazilian courts with regards to tax liabilities EUR 4.0 m were released from provisions (effective in the segment Sempermed, recognised as a one-off item) – reported figures are adjusted accordingly
- EBIT: Impairment losses at EUR 46.8 m were recognised in the segment Sempermed in Q3'19 due to the significant increase of the competitive environment – thus reported EBIT amounts to EUR -13.7 m, while adjusted EBIT reaches EUR 29.0 m

<sup>1)</sup> Q1-3'19 EBITDA: Sempertrans positive effects of € 1.3m profit from sale of assets of closed factory in China, and + € 1.7 m insurance claim – reported figures not adjusted



# Adjusted EBITDA development Q1-3 2019

in € m



	Q1-3 2018 <sup>1)</sup>	Semperfex	Sempertrans <sup>1)</sup>	Semperform	Sempermed	Corporate	Q1-3 2019 <sup>2)</sup>
adj. EBITDA Q1-3 2018	45.8m	38.0m	3.6m	18.0m	-0.8m	-13.0m	
adj. EBITDA Q1-3 2019		39.3m	12.7m	22.7m	1.5m	-19.8m	56.4m
adj. EBITDA margin Q1-3 2019		22.5%	12.3%	15.3%	0.7%	–	8.6%

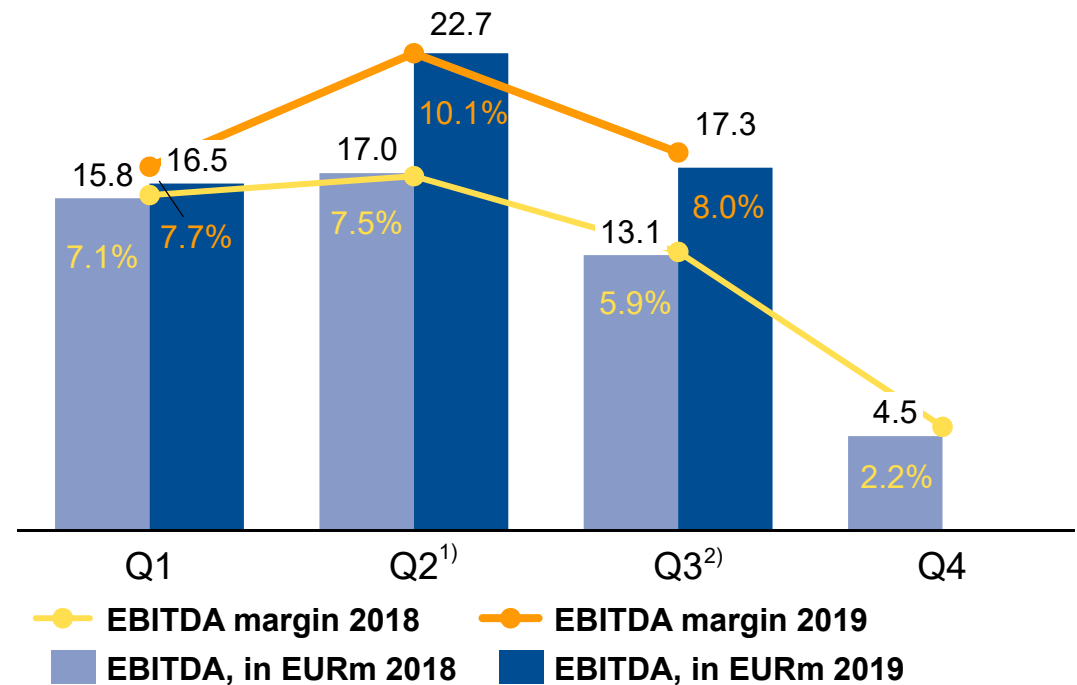
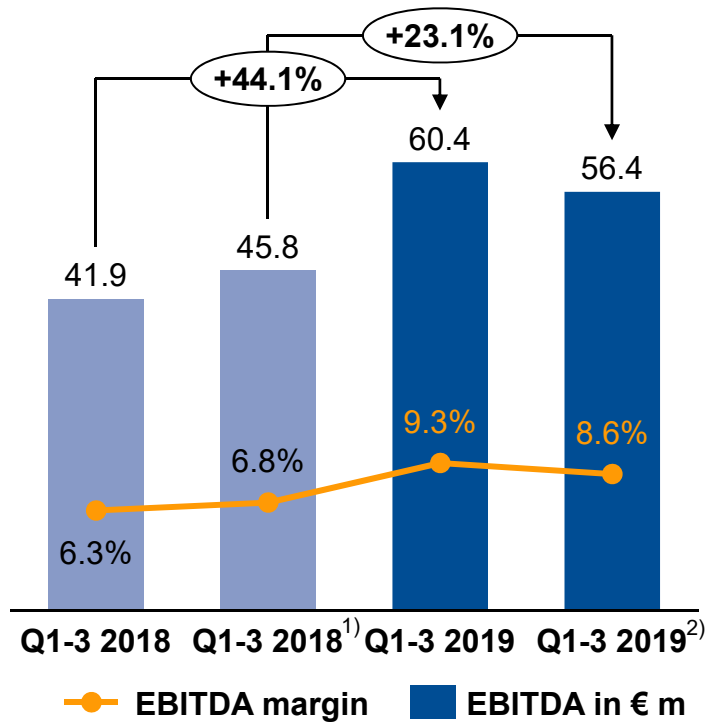
<sup>1)</sup> Q1-3'18: adjusted for the negative one-off effect of € 4m from closure of Sempertrans site in China

<sup>2)</sup> Q1-3'19: adjusted for the positive one-off effect of € 4m due to release of provision in Sempermed for Brazilian court case for tax liabilities.





# Sempermove10 shows material impact: Consistent yoy EBITDA improvement for 7th consecutive quarter



- Despite seasonal decline Q3'19 outperforms best quarter of 2018 (Q2)
- Q1-3 2019 EBITDA exceeds FY 2018 level

<sup>1)</sup> Q1-3 2018 and Q2 2018 EBITDA adjusted by € 4m due to closure of Sempertrans site in China.

<sup>2)</sup> Q1-3 2019 and Q3 2019 EBITDA adjusted by € 4m due to release of provision in Sempermed for Brazilian court case for tax liabilities.

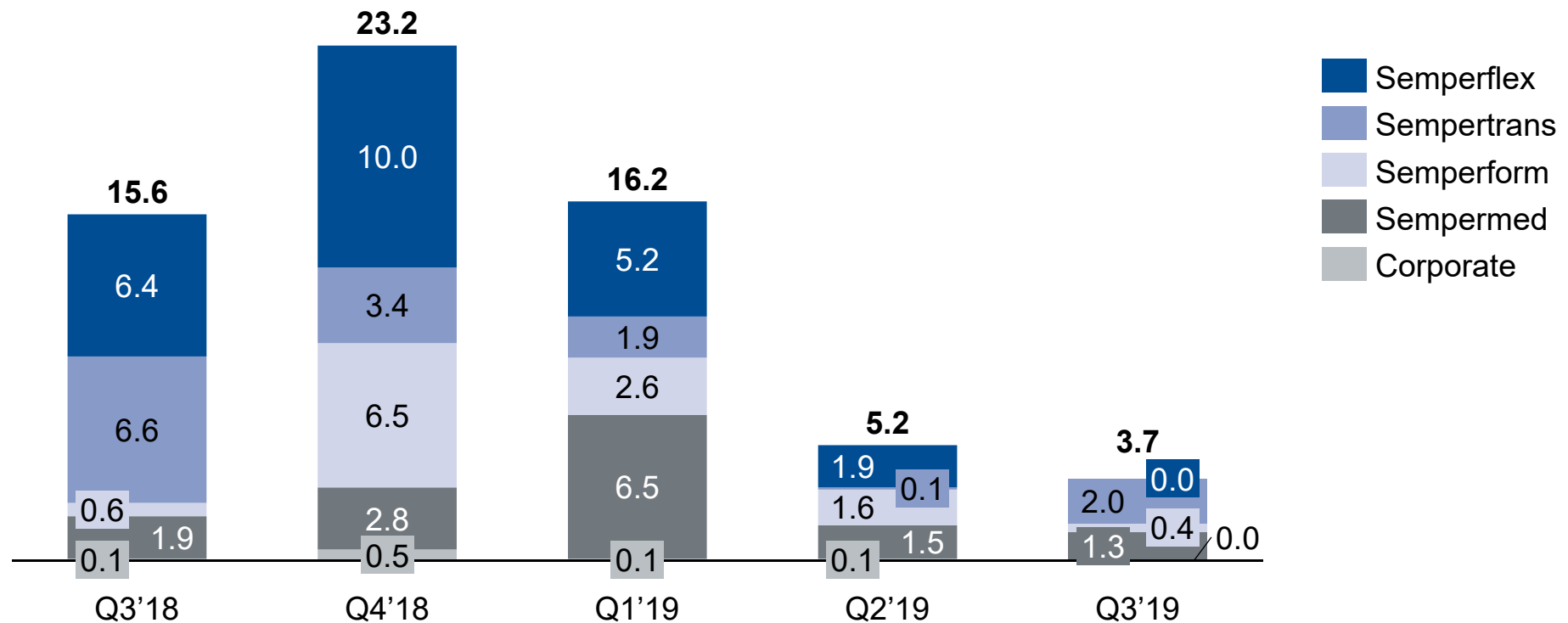


## CAPEX by quarter

- FY 2018: overall CAPEX of € 81m, approx. 50% for Semperflex and mixing
- As planned CAPEX of € 25.1m implies predominantly maintenance CAPEX
- FY 2019: overall CAPEX of about € 40m planned

### CAPEX per segment

in € m

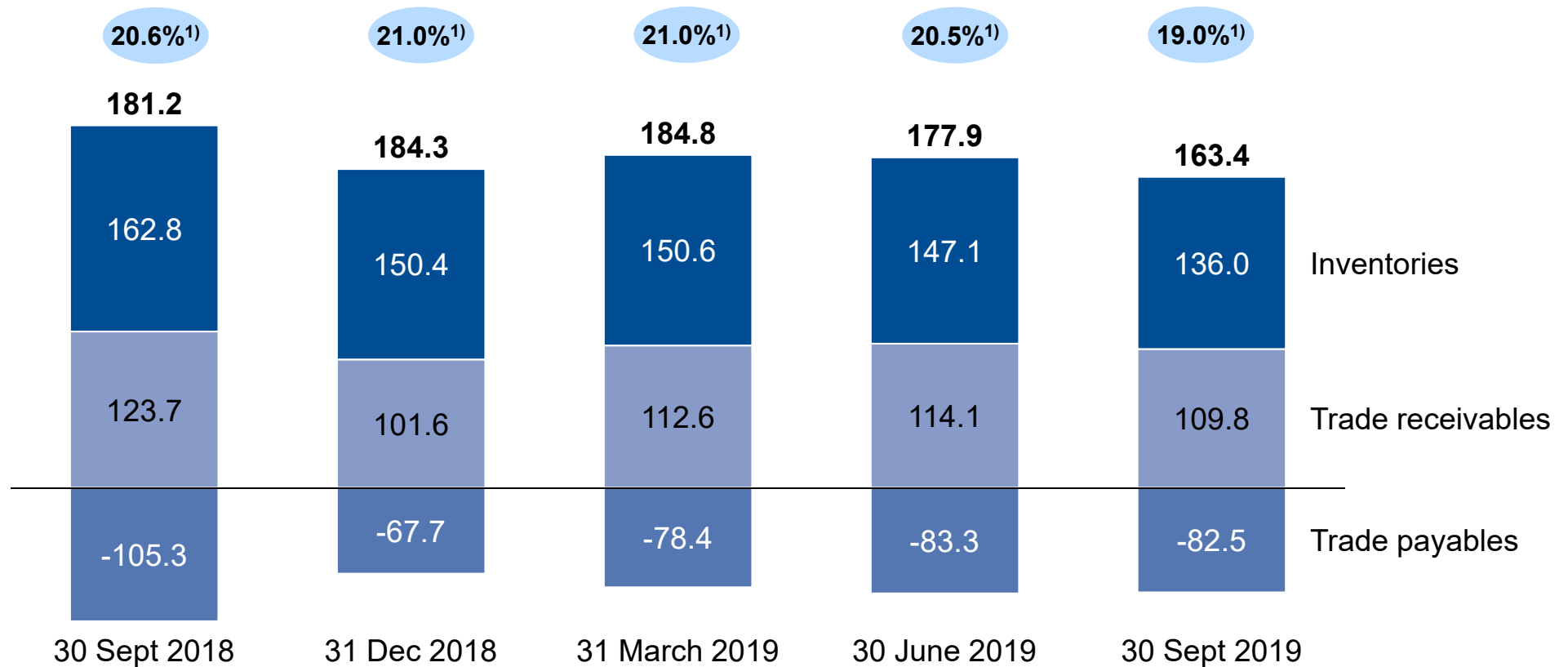




# Working Capital Overview

## Components of Working Capital

in € m



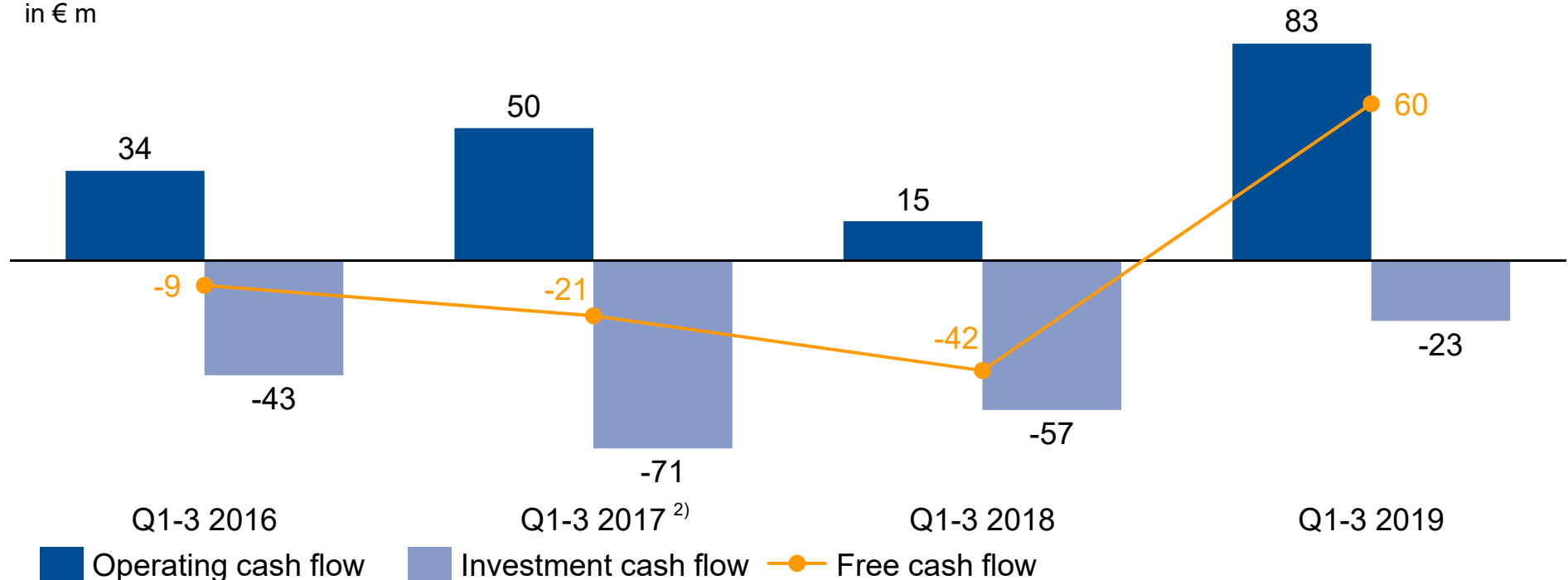
<sup>1)</sup> Trade Working Capital in % of LTM revenues



# Free cash flow development

- Improved results, active WC management and strict CAPEX control support cashflow development
- First positive free cash flow after negative previous years

Development of cash flow components<sup>1)</sup>  
in € m



<sup>1)</sup> Cash flow calculation methodology change as of end of 2018, numbers for Q1-3 2016-2018 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.

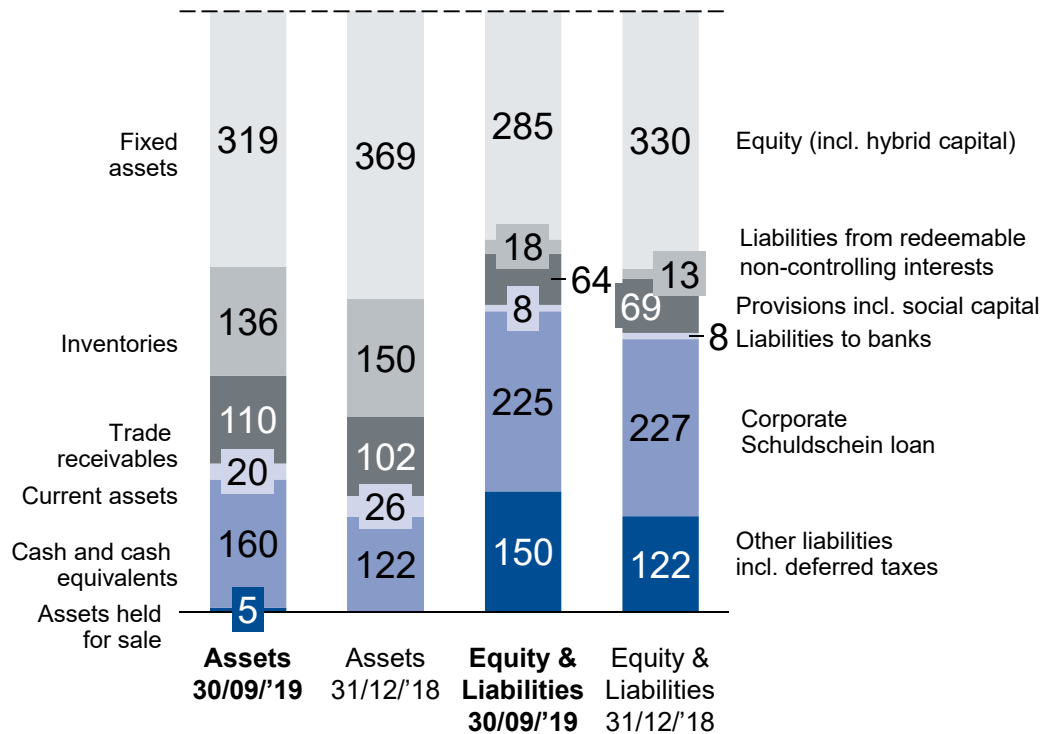
<sup>2)</sup> 2017 investment cash flow adjusted by 160 EUR m (Joint Venture Termination)



# Balance sheet structure and financial profile

## Balance sheet structure

Balance sheet 30/09/2019: € 750m  
Balance sheet 31/12/2018: € 769m



## Financial profile as of 30 September 2019

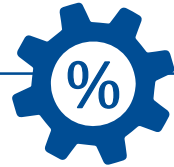
- Cash and cash equivalents of € 160m
- Financial liabilities:
  - Corporate Schuldschein loan of € 225m
  - Liabilities to banks of € 8m
- Net debt of € 73.2m
  - down by € 39.5m since end of Dec. 2018
  - Net debt / EBITDA of 1.1x, compared to 2.4x as of end of Dec. 2018
- Hybrid capital of € 130.0m strengthens equity
- Equity ratio of 37.9% vs. 42.9% Dec. 2018



# Financial Policy Framework

no change since Q1'19

## Focus on Value Management



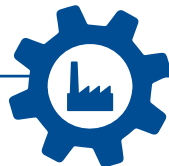
- EBITDA margin of **10%** at Group level by end of 2020 (run rate 2021)



- 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



- Safeguard SemperMove10
- Address global economic downturn...
- ... and take proactive initiatives
- Finalise strategic transformation plan
- Develop strategic options for Sempermed





## Contact and financial calendar

### Investor Relations Semperit

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### Financial Calendar 2020

20.03.2020	Publication of 2019 annual financial statements
21.04.2020	Annual general meeting, Vienna
27.04.2020	Dividend payment day
20.05.2020	Report on Q1 2020
14.08.2020	Half-year financial report 2020
19.11.2020	Report on Q1-3 2020

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## Sectors and Group Q1-3 2019 vs Q1-3 2018

in EUR m	Industrial Sector			Medical Sector			Semperit Group <sup>1)</sup>		
	Q1-3 2019	Q1-3 2018	%	Q1-3 2019	Q1-3 2018	%	Q1-3 2019	Q1-3 2018	%
<b>Revenue</b>	<b>426.2</b>	432.7	-1.5%	<b>226.0</b>	237.5	-4.9%	<b>652.2</b>	670.3	-2.7%
<b>EBITDA</b>	<b>74.7</b>	55.8	+34.0%	<b>5.6</b>	-0.8	–	<b>60.4</b>	41.9	+44.1%
EBITDA margin	<b>17.5%</b>	12.9%	+4.6 PP	<b>2.5%</b>	-0.3%	+2.8 PP	<b>9.3%</b>	6.3%	+3.0 PP
<b>Adj. EBITDA<sup>1)</sup></b>	<b>74.7</b>	59.6	+25.3%	<b>1.5</b>	-0.8	–	<b>56.4</b>	45.8	+23.1%
Adj. EBITDA margin <sup>2)</sup>	<b>17.5%</b>	13.8%	+3.8 PP	<b>0.7%</b>	-0.3%	+1.0 PP	<b>8.6%</b>	6.8%	+1.8 PP
<b>EBIT</b>	<b>55.0</b>	35.3	+55.7%	<b>-47.2</b>	-66.4	-28.8%	<b>-13.7</b>	-45.5	-69.8%
EBIT margin	<b>12.9%</b>	8.2%	+4.7 PP	<b>-20.9%</b>	-27.9%	+7.0 PP	<b>-2.1%</b>	-6.8%	+4.7 PP
<b>Adj. EBIT<sup>2)</sup></b>	<b>55.0</b>	43.2	+27.4%	<b>-4.5</b>	-11.2	-59.5%	<b>29.0</b>	17.5	+65.4%
Adj. EBIT margin <sup>2)</sup>	<b>12.9%</b>	10.0%	+2.9 PP	<b>-1.7%</b>	-4.7%	+3.0 PP	<b>4.4%</b>	2.6%	+1.8 PP

<sup>1)</sup> Including Corporate Center costs (Holding, supporting functions, special projects): EBITDA: € -19.8m in Q1-3 2019 (€ -13.0m in Q1-3 2018)

<sup>2)</sup> Q1-3 2018 adjusted for negative one-off effect of € 4m (EBITDA); Q1-3 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



## Sectors and Group: Q3 2019 vs Q3 2018

in EUR m	Industrial Sector			Medical Sector			Semperit Group <sup>1)</sup>		
	Q3 2019	Q3 2018	%	Q3 2019	Q3 2018	%	Q3 2019	Q3 2018	%
<b>Revenue</b>	<b>136.7</b>	141.3	-3.2%	<b>78.2</b>	80.4	-2.8%	<b>214.9</b>	221.7	-3.1%
<b>EBITDA</b>	<b>22.0</b>	17.9	+23.3%	<b>5.8</b>	-0.9	–	<b>21.3</b>	13.1	+63.1%
EBITDA margin	<b>16.1%</b>	12.6%	+3.5 PP	<b>7.5%</b>	-1.1%	+8.6 PP	<b>9.9%</b>	5.9%	+4.0 PP
<b>Adj. EBITDA<sup>2)</sup></b>	<b>22.0</b>	17.9	+23.3%	<b>1.8</b>	-0.9	–	<b>17.3</b>	13.1	+32.1%
Adj. EBITDA margin <sup>2)</sup>	<b>15.6%</b>	12.6%	+3.0 PP	<b>2.3%</b>	-1.1%	+3.4 PP	<b>8.0%</b>	5.9%	+2.1 PP
<b>EBIT</b>	<b>15.5</b>	12.7	+22.0%	<b>-43.0</b>	-3.9	>100%	<b>-34.6</b>	4.3	–
EBIT margin	<b>11.3%</b>	9.0%	+2.3 PP	<b>-55.0%</b>	-4.8%	-50.2 PP	<b>-16.1%</b>	1.9%	-18.0 PP
<b>Adj. EBIT<sup>2)</sup></b>	<b>15.5</b>	12.7	+22.0%	<b>-0.3</b>	-3.9	-92.3%	<b>8.1</b>	4.3	+86.7%
Adj. EBIT margin <sup>2)</sup>	<b>10.8%</b>	9.0%	+1.8 PP	<b>-0.4%</b>	-4.8%	+4.4 PP	<b>3.8%</b>	1.9%	+1.8 PP

<sup>1)</sup> Including Corporate Center costs (Holding, supporting functions, special projects), reported figures: EBITDA: € -6.6m in Q3 2019 (€ -3.9m in Q3 2018)

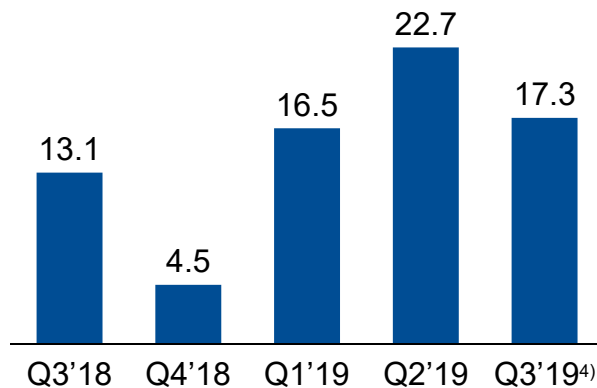
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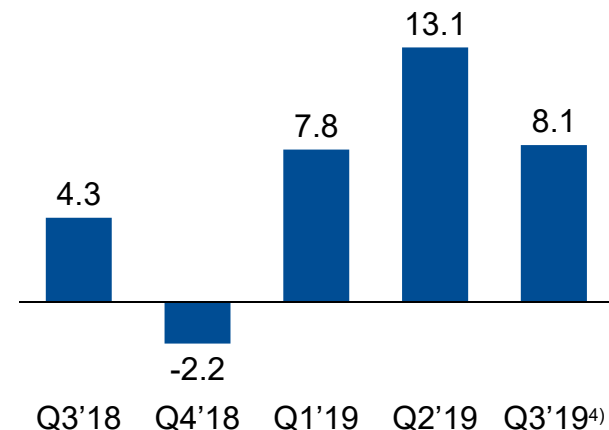
# Semperit Group adj. where applicable

Semperit Group adj. where applicable														
in EUR m	FY 2016 adj. <sup>1)</sup>	Q1 2017 adj. <sup>2)</sup>	Q2 2017 adj. <sup>2)</sup>	Q3 2017 adj. <sup>2)</sup>	Q4 2017 adj. <sup>2)</sup>	FY 2017 adj. <sup>2)</sup>	Q1 2018	Q2 2018 adj. <sup>3)</sup>	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019 adj. <sup>4)</sup>
Revenue	852.4	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
EBITDA	74.7	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
EBITDA margin	8.8%	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%
EBIT	41.1	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
EBIT margin	4.8%	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%

EBITDA adj. per quarter



EBIT adj. per quarter



<sup>1)</sup> Figures for 2016 without profit contribution from SSC and adj. for JV transaction.

<sup>2)</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>3)</sup> Q2 2018 adjusted for negative one-off effects from closure of Sempertrans site in China (€ 4m for EBITDA).

<sup>4)</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.



# Semperflex and Sempertrans (adj. where applicable)

## Semperflex (Hoses)

in EUR m	FY 2016 <sup>1)</sup>	Q1 2017 adj. <sup>2)</sup>	Q2 2017 adj. <sup>2)</sup>	Q3 2017 adj. <sup>2)</sup>	Q4 2017 adj. <sup>2)</sup>	FY 2017 adj. <sup>2)</sup>	Q1 2018	Q2 2018 adj. <sup>3)</sup>	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019
<b>Revenue</b>	<b>184.9</b>	53.5	53.2	46.8	52.5	<b>206.1</b>	58.8	62.8	53.4	55.1	<b>230.0</b>	61.1	59.7	<b>53.8</b>
<b>EBITDA</b>	<b>43.4</b>	11.7	10.5	8.7	10.5	<b>41.4</b>	13.7	14.9	9.3	10.9	<b>48.9</b>	13.9	14.5	<b>10.8</b>
EBITDA margin	<b>23.5%</b>	21.8%	19.8%	18.6%	19.9%	<b>20.1%</b>	23.4%	23.8%	17.4%	19.8%	<b>21.3%</b>	22.8%	24.3%	<b>20.1%</b>
<b>EBIT</b>	<b>35.3</b>	9.6	8.6	6.8	7.8	<b>32.7</b>	11.1	12.3	6.9	8.1	<b>38.4</b>	11.1	11.5	<b>7.7</b>
EBIT margin	<b>19.1%</b>	18.0%	16.1%	14.5%	14.8%	<b>15.9%</b>	18.9%	19.7%	12.9%	14.8%	<b>16.7%</b>	18.2%	19.2%	<b>14.3%</b>

## Sempertrans (Conveyor belts)

in EUR m	FY 2016	Q1 2017 adj. <sup>2)</sup>	Q2 2017 adj. <sup>2)</sup>	Q3 2017 adj. <sup>2)</sup>	Q4 2017 adj. <sup>2)</sup>	FY 2017 adj. <sup>2)</sup>	Q1 2018	Q2 2018 adj. <sup>3)</sup>	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019
<b>Revenue</b>	<b>148.4</b>	41.3	36.8	35.7	32.1	<b>146.0</b>	34.6	37.0	37.6	35.5	<b>144.8</b>	30.4	37.8	<b>35.1</b>
<b>EBITDA</b>	<b>15.9</b>	0.6	-2.4	-1.4	-2.1	<b>-5.3</b>	0.5	0.8	2.4	0.7	<b>4.4</b>	2.7	5.4	<b>4.6</b>
EBITDA margin	<b>10.7%</b>	1.4%	-6.4%	-3.9%	-6.6%	<b>-3.6%</b>	1.4%	2.1%	6.4%	2.1%	<b>3.0%</b>	9.0%	14.2%	<b>13.1%</b>
<b>EBIT</b>	<b>12.1</b>	-0.3	-3.3	-2.2	-3.0	<b>-8.9</b>	-0.4	-0.1	1.6	-0.4	<b>0.7</b>	1.8	3.8	<b>3.6</b>
EBIT margin	<b>8.2%</b>	-0.8%	-8.9%	-6.3%	-9.6%	<b>-6.1%</b>	-1.1%	-0.2%	4.3%	-1.1%	<b>0.5%</b>	6.0%	10.0%	<b>10.4%</b>

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

<sup>2)</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>3)</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	FY 2016 <sup>1)</sup>	Q1 2017	Q2 2017	Q3 2017 adj. <sup>4)</sup>	Q4 2017	FY 2017 adj. <sup>4)</sup>	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019
<b>Revenue</b>	<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>	49.9	50.5	<b>47.8</b>
<b>EBITDA</b>	<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>	7.9	8.3	<b>6.6</b>
EBITDA margin	<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>	15.7%	16.4%	<b>13.8%</b>
<b>EBIT</b>	<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>	5.4	5.9	<b>4.2</b>
EBIT margin	<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>	10.9%	11.6%	<b>8.7%</b>

## Sempermed (Gloves)

in EUR m	FY 2016 adj. <sup>2)</sup>	Q1 2017 adj. <sup>3)</sup>	Q2 2017 adj. <sup>3)</sup>	Q3 2017 adj. <sup>4)</sup>	Q4 2017	FY 2017 adj. <sup>3) 4)</sup>	Q1 2018	Q2 2018 adj.	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019 adj. <sup>5)</sup>
<b>Revenue</b>	<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>	71.5	76.4	<b>78.2</b>
<b>EBITDA</b>	<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>	-0.9	0.6	<b>1.8</b>
EBITDA margin	<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>	-1.2%	0.8%	<b>2.3%</b>
<b>EBIT</b>	<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>	-2.8	-1.4	<b>-0.3</b>
EBIT margin	<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>	-3.9%	-1.9%	<b>-0.4%</b>

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

<sup>2)</sup> Adj. for negative one-off effects in Q4 2016 and without profit contribution from SSC for FY 2016

<sup>3)</sup> Q1 2017 Sempermed adj. for positive one-off effects from JV transaction of € 78m for EBITDA.

<sup>4)</sup> Adj. for expenses resulting from tax audit in Austria, mainly for refund of energy supply charge (€ 2m for Semperform, € 2m for Sempermed)

<sup>5)</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.



## 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).





# Overview price indices Butadiene

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

Price indices Butadiene as main raw material for synthetic rubber / latex



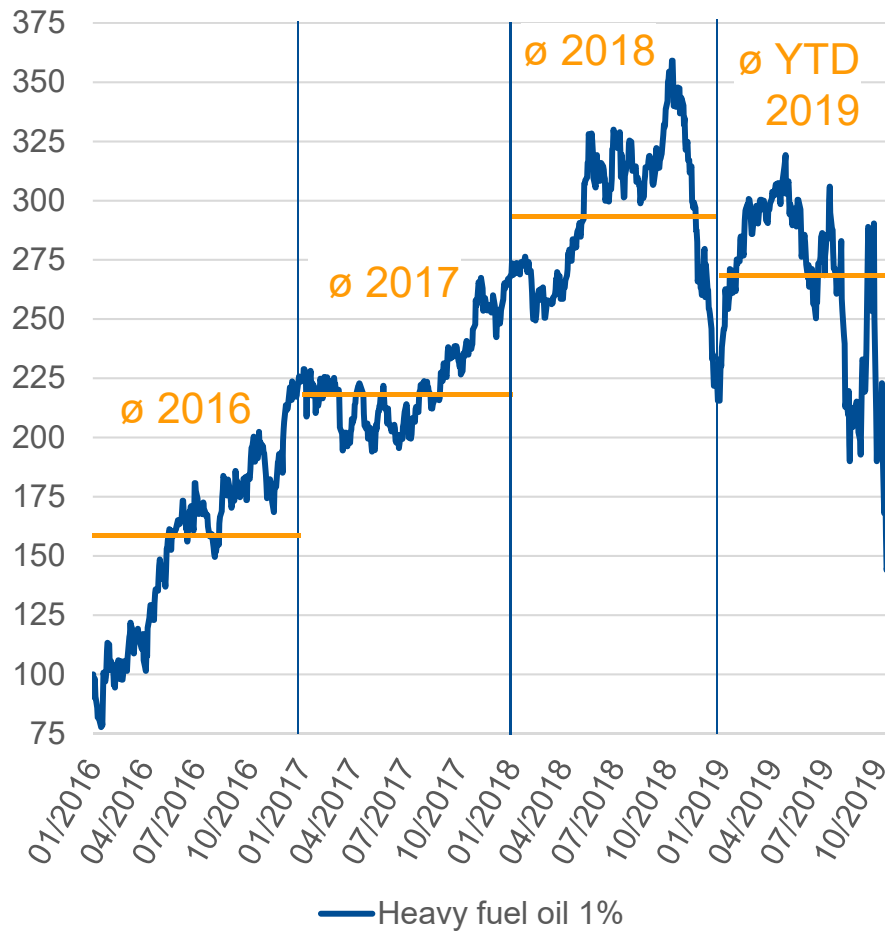
<sup>1)</sup> Selected raw materials are shown for illustration purposes only. Indices based on 01/01/2016 = 100



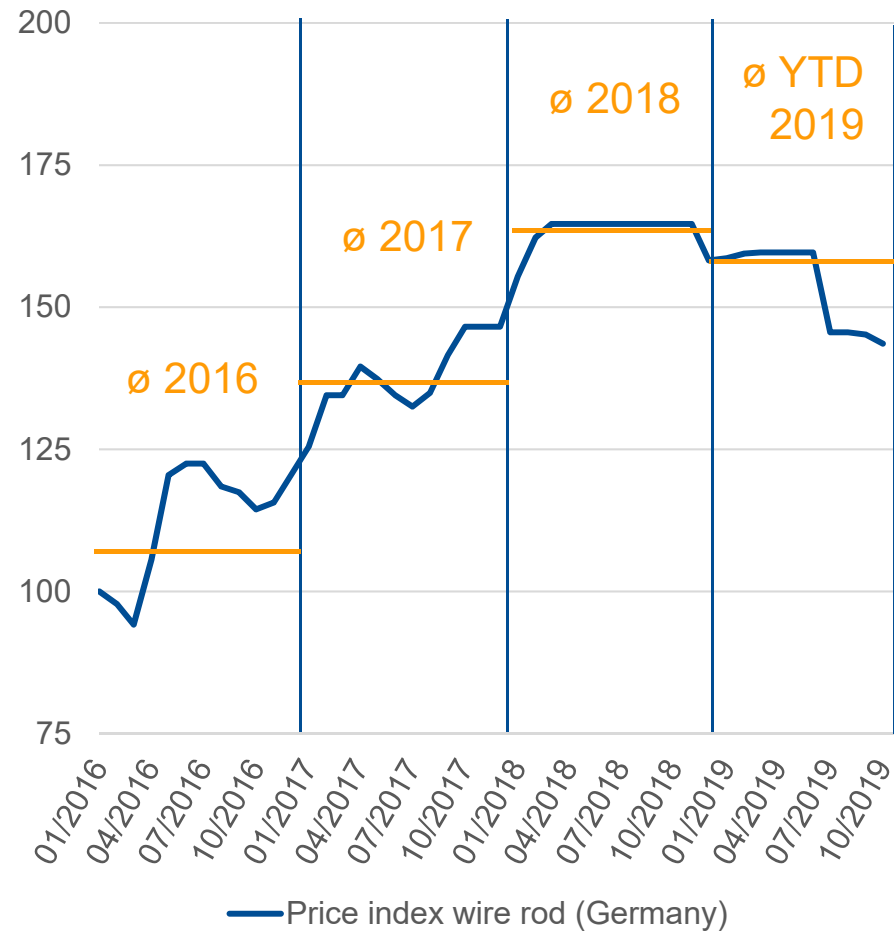
# Overview price indices carbon black / wire rod

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

Price index carbon black



Price index wire rod



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



# 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.	€ 50m <sup>2)</sup>	€ 49m	€ 4m	€ 22m	€ -4m
Employees	6,773 <sup>2)</sup>	1,776 / 27% <sup>3)</sup>	878 / 13% <sup>3)</sup>	1000 / 15% <sup>3)</sup>	2,979 / 44% <sup>3)</sup>

### Products and market position

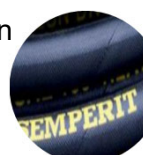
#### Hydraulic hoses

# 3 position globally / leader in hose only



#### Industrial hoses

# 2 - 3 position in Europe



#### Conveyor belts

One of the leading providers for heavy duty 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



<sup>1)</sup> Revenue in % of Group revenue.

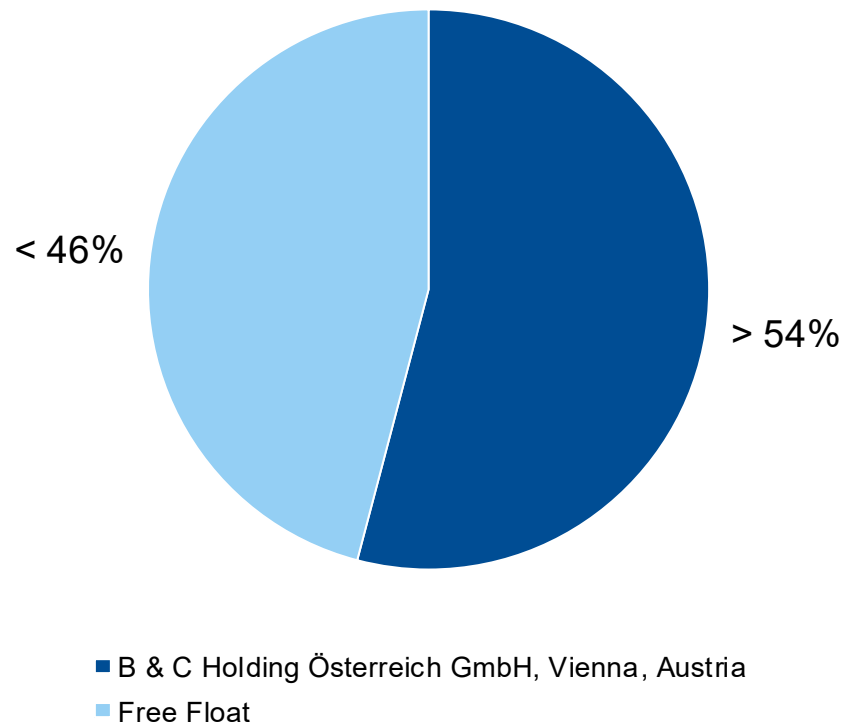
<sup>2)</sup> Group figure includes corporate center of € -21m, 140 employees.

<sup>3)</sup> Employees in % of Group employees.



## 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