SEMPERIT AG Holding

# REPORT ON THE 1ST QUARTER 2011

# **HIGHLIGHTS**

- Revenue increase of +27% to EUR 194 million
- Worsening of the raw material situation with respect to price and availability
- Increased pressure on margins
- Earnings after tax up +20% to EUR 11 million
- New production line for examination gloves put into operation in Surat Thani, Thailand
- Management change: Thomas Fahnemann assumes position of Chief Executive Officer replacing Rainer Zellner

# **Key Figures for the Semperit Group**

		1–3/2011	1–3/2010	Changes 2011/2010 in %	2010
Revenue	in EUR million	193.7	152.4	+27.1	689.4
Earnings before interest, taxes, depreciation and amortization (EBITDA)	in EUR million	25.3	23.8	+6.2	112.3
Earnings before interest and tax (EBIT)	in EUR million	18.0	16.2	+11.3	82.3
EBITDA margin	in %	13.1	15.6	-2.6 <sup>1)</sup>	16.3
EBIT margin	in %	9.3	10.6	-1.3 <sup>1)</sup>	11.9
Earnings after tax	in EUR million	11.2	9.3	+20.3	45.4
Earnings per share	in EUR	0.54	0.45	+20.3	2.21
Balance sheet total	in EUR million	605.5	567.7	+6.7	593.5
Capital and reserves	in EUR million	355.2	333.6	+6.5	351.1
Equity ratio	in %	58.7	58.8	-0.1 <sup>1)</sup>	59.2
Return on equity <sup>2)</sup>	in %	12.6	11.2	+1.41)	12.9
Gross cash flow	in EUR million	21.8	22.6	-3.7	91.0
Investments in tangible and intangible assets	in EUR million	9.5	18.6	-49.0	60.0
Number of employees (at balance sheet date)		7,364	7,010	+5.0	7,019
Sempermed					
Revenue	in EUR million	86.2	73.3	+17.5	316.4
Operating profit (EBIT) = segment results	in EUR million	8.1	10.0	-19.2	47.1
Semperflex					
Revenue	in EUR million	46.5	31.8	+46.1	145.5
Operating profit (EBIT) = segment results	in EUR million	7.5	3.5	+115.5	24.2
Semperform					
Revenue	in EUR million	26.6	21.4	+24.3	109.4
Operating profit (EBIT) = segment results	in EUR million	2.6	2.1	+24.1	15.9
Sempertrans					
Revenue	in EUR million	34.4	25.9	+33.0	118.1
Operating profit (EBIT) = segment results	in EUR million	2.3	0.8	+195.9	0.0

<sup>&</sup>lt;sup>1)</sup> Percentage points <sup>2)</sup> Calculated on the basis of the full-year projection; 3.2% isolated for Q1 2011 (Q1 2010: 2.8%).

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## Dear shareholders!

As the new Chief Executive Officer of the Semperit Group, I would like to take this opportunity to express my thanks to my predecessor, Rainer Zellner, for handing over an outstandingly managed

» Continue to accelerate profitable growth. «

company. Semperit boasts a solid capital base, strong market positions and a competitive cost structure, which will enable the company to successfully expand its business operations. I will do everything I can to promote the profitable growth of the Semperit Group in the upcoming years.

The first quarter of 2011 proceeded satisfactorily for the Semperit Group. Supported by a positive market environment, we succeeded in further increasing total revenue by +27% to EUR 194 million. However, a not insubstantial share of this revenue growth can be attributed to the significant

» Rigorous resource management. «

increases in the selling prices of almost all our products, which were made necessary by the massive rise in raw material costs. In addition to increasing raw material prices, we were also increasingly faced with the problem

of supply shortfalls in the past few months. On the basis of rigorous resource management, we succeeded in procuring the required materials on time and were thus able to avoid production interruptions.

Despite this greater burden on the cost side, we could improve earnings before interest and tax (EBIT) of the Semperit Group by +11% to EUR 18 million. Earnings after tax were improved by +20% up to EUR 11 million.

We assume that the strong demand for products manufactured by the Semperit Group will also continue in the months to come. In many busi-

» Full capacity utilization in many business areas. « ness areas our production capacities are already fully booked until the summer. Against the backdrop of this environment, a key success factor will be the ability to effectively deal with the availability and

price volatilities of raw materials. In any case, we will take advantage of the positive economic environment to further press ahead with the growth of our company.



Thomas Fahnemann

Chairman of the Management Board

### **Business environment**

The upswing on the global economy continued at the beginning of the year 2011. In particular, the emerging markets in Asia provided important impetus for the expansion of the world economy. The U.S. economy grew unexpectedly strongly, driven by exports, investments and expenditures on durable consumer goods.

Expansion of global economy

The economy did not develop uniformly in the European countries. Whereas the recession persisted in Ireland and several Southern European countries, the German economy flourished along with all those economies closely tied to Germany. The upturn in Austria was thus also quite vigorous.

In this environment, prices for natural and synthetic rubber rose strongly during the first three months of 2011. There was a downward price correction for natural rubber in February, but the overall increase over the entire first quarter was once again very significant.

Price increase for raw materials

Whereas a sufficient supply of natural rubber was available, the shortage of synthetic rubbers posed an additional problem along with the considerable price increases. World capacity for several types of synthetic rubber is currently too low. In the first quarter, the Semperit Group still succeeded in procuring sufficient quantities in order to process existing orders, but the struggle for available supplies is increasingly intensifying.

Low capacity with synthetic rubber

Carbon black, an important filling material used in the production of rubber mixtures, continued to be in short supply in the first quarter of 2011. The price of carbon black rose significantly as did the costs of chemical ingredients such as softeners and activators. Reinforcing materials such as steel wires and textiles were also subject to price hikes.

## **Financial performance**

On basis of increased demand in almost all markets, total revenue of the Semperit Group climbed by +27% to EUR 194 million. In addition to the higher level of sales, the underlying reason was the large-scale selling price increases, in some cases in the double-digit range.

Group revenue +27%

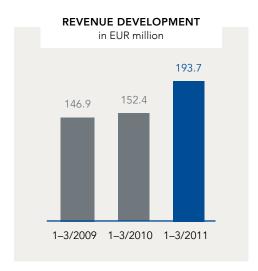
Earnings before interest, tax, depreciation and amortization (EBITDA) amounted to EUR 25 million, a rise of +6% from the prior-year quarter. Despite considerably high raw material prices, this improvement was mainly related to higher sales volumes. The EBITDA margin was 13%, below the previous year's figure of 16%. EBIT rose by +11% from the first quarter of 2010 to EUR 18 million. However, the EBIT margin fell to 9%.

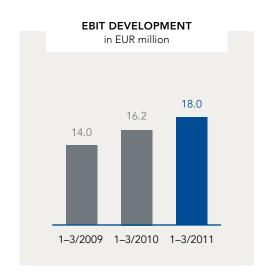
**EBIT +11%** 

In the first three months of 2011, the results attributable to redeemable non-controlling shares was slightly lower than the comparable figure in the previous year. For this reason, the financial results of minus EUR 3 million remained unchanged from the prior-year quarter. Accordingly, the earnings after tax rose by +20% to EUR 11 million.

Earnings after tax up +20% The increase in working capital tied up in trade receivables and inventories is due to the sales and revenue growth, as well as higher raw material costs. Investments in tangible and intangible fixed assets totaled EUR 10 million, below the EUR 19 million invested in the previous year, which also included the purchase of the machinery and equipment of the conveyor belt plant acquired in China. Cash and cash equivalents at the end of the first quarter of 2011 amounted to EUR 119 million.

Cash and cash equivalents: EUR 119 million

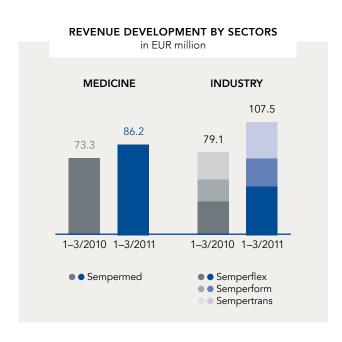




## Performance of the divisions

The Semperit Group managed to report a gratifying business development especially in the industrial sector (Semperflex, Semperform, Sempertrans), whereas revenue growth in the medical sector (Sempermed) was due to selling price increases. The industrial sector achieved considerable volume growth in all divisions.

Considerable volume growth in the industrial business



## **Sempermed**

Revenue of the Sempermed division increased by +18% to EUR 86 million during the first quarter of 2011. Most of the revenue growth can be attributed to the significant increases in selling prices

necessitated by massive raw material price hikes. EBIT amounted to EUR 8 million, a decline of 19% below the outstanding figure for the prior-year quarter. Margins came under pressure due to the rising costs of materials.

Continued growth



Sales of surgical gloves developed in a stable manner during the period under review. The considerably larger business segment for examination gloves only showed a small volume growth in the first quarter of 2011. Demand in Europe continued to grow dynamically, whereas business in the USA declined slightly. Nevertheless, revenue with examination gloves in all regions still considerably surpassed the prior-year figures as a consequence of the implemented selling price increases.

Lower sales rise for examination gloves



Once again, the production lines at the Hatyai site were converted in the first quarter of 2011 to enable the manufacturing of nitrile gloves as a consequence of the particularly high price of latex. In particular, demand for nitrile products on the part of hospitals is increasing for price reasons. At the same time, the first production line was put into operation at the new examination glove facility in Surat Thani.

Trend towards nitrile gloves

# **Semperflex**

The Semperflex division once again expanded during the reporting period. Against the backdrop of a positive market environment, the order situation developed very satisfactorily in the first quarter of 2011. Revenue rose by +46% to EUR 47 million. Although the prices had to be hiked significantly as a result of rising raw material costs, product margins continued to decline. However, by exploiting economies of scale Semperflex succeeded in improving EBIT to EUR 7 million (previous year: EUR 3 million).

Considerable revenue increase

Semperflex was particularly impacted by the lack of availability of some types of synthetic rubber during the first quarter of 2011. In several cases the division had to resort to using more expensive materials due to supply shortfalls.

Burden of raw material supply shortfall

The hydraulic hose segment benefitted from increased demand in all markets. Business was par-

ticularly good in the USA, where Semperflex could improve its market position. In addition to rising demand on all markets, the delivery share gains achieved by Semperflex mainly in 2009 and 2010 helped push up the volume of incoming orders.

Perceptible growth in demand for hydraulic hoses

The good demand development also continued for industrial hoses and in all product groups. With the exception of Southern Europe, all markets developed positively for Semperflex Industrial. Germany, Scandinavia and Russia showed themselves to be quite dynamic, with demand once again fully picking up steam.

Good order situation for industrial hoses





All production facilities were operating at full capacity due to the good level of demand. In the first quarter of 2011 additional capacities created in the Czech Republic and China considerably raised total output. Furthermore, the decision was made to further expand capacity at the manufacturing facilities located in Thailand and China.

Higher output

The volume of incoming orders for elastomer sheeting remained good in the first quarter of 2011. Output could be increased compared to the previous year as the result of efficiency enhancement measures. However, due to its high material share, the earnings of the elastomer sheeting segment were more seriously impacted by the raw material price hikes than any other segment of the Semperflex division. Accordingly, it suffered considerable margin losses despite selling price increases passed on to customers.

Strong cost burden on elastomer sheeting

## **Semperform**

The Semperform division reported a considerable rise in revenue of +24% to EUR 27 million in the first quarter of 2011. Business developed satisfactorily in all segments, though at different growth rates. Similar to the situation with industrial hoses, the business development was not only negatively affected by rising raw material costs but also by supply shortfalls. However, the significant growth in sales helped push up EBIT by +24% to EUR 3 million.

Revenue and earnings improvement

The seal profile segment for windows and doors continued to enjoy good demand in the first quarter of 2011. Sales and revenue rose significantly both in Germany as well as in the Eastern European countries.

Good order situation for window and door seal profiles

The railway superstructure segment succeeded in winning numerous new orders during the reporting period. Not only did the business in France proceed more favourably than in the previous year, but the Austrian and German markets also achieved major increases.

Gains achieved by the railway superstructure segment

The handrail segment profited from increased demand for spare parts in all markets in the first quarter of 2011. However, business in the OEM (Original Equipment Manufacturer) segment in the Asian growth market stagnated at the prior-year level due to tough competition and increasing price pressure.

Handrails: Focus on spare parts



Following a rather weak period for business in 2010, the order situation for cable car rings was very good during the reporting period. Sales of ski membranes also developed extremely positively thanks to the significant upswing in the ski industry.

Highly dynamic growth for cable car rings and ski membranes

The pipe construction business continued to develop very gratifyingly, whereas demand for filter membranes remained constant at a moderate level, similar to the situation prevailing in 2010. The sponge rubber segment profited from the recovery of the construction industry in the period under review.

Solid development



## **Sempertrans**



The conveyor belt division Sempertrans succeeded in increasing its revenues by +33% to EUR 34 million in the first three months of 2011 on the basis of a good order volume at the end of 2010. However, incoming orders fell somewhat in the first quarter of 2011. EBIT improved from the prior-year level of EUR 1 million to EUR 2 million during the reporting period.

Revenue and earnings improvement



In particular, the order volume for standard textile conveyor belts developed negatively in all markets. The situation was aggravated by competitive pressure in a highly competitive environment featuring rapidly rising raw material prices.

Decline in order intake for textile conveyor belts



In contrast, the order situation for high quality metal conveyor belts was more favourable. Mining sector demand for conveyor belts rose in Eastern Europe and South America. Business was stable in Western Europe, where the main customers are busy in the cement and steel industries and are operators of quarries.

Positive trend for metal conveyor belts

### **Outlook**

In our opinion, the upswing of the global economy will continue, even if the price increases for raw material and energy along with the more restrictive approach to economic policy on the part of the industrialized nations and emerging markets end up having a dampening effect. In any case, the current economic situation should ensure the high capacity utilization of all production companies.

High capacity utilization at all production sites

Against this backdrop, the further development of raw material markets poses a big risk to the business development of the company. From today's perspective, the situation on raw material markets is expected to deteriorate further, in terms of both price levels and availability. The ability to fully pass on raw material price hikes to customers in a timely manner seems to be limited. For this reason, margins are likely to come under even more pressure in the upcoming quarterly periods. In this environment, Semperit will do everything in its power to further improve its productivity and cost structure in order to be able to also generate satisfactory results in the entire year 2011.

Pressure on margins

# **Consolidated balance sheet**

#### Assets

in TEUR	31.3.2011	31.12.2010
Non-current assets		
Intangible assets	5,752	6,031
Tangible assets	195,044	199,843
Financial assets	12,352	13,397
Investments in associated companies	560	560
Other receivables and assets	608	767
	214,315	220,599
Deferred Taxes	11,394	10,761
Current assets		
Inventories	130,543	113,704
Trade receivables	105,401	85,531
Other receivables and assets	24,522	23,695
Cash and cash equivalents	119,372	139,186
	379,838	362,116
Assets	605,547	593,476

#### **Equity and liabilities**

31.3.2011	31.12.2010
21,359	21,359
21,503	21,503
299,706	288,613
12,675	19,590
355,244	351,065
81,381	83,405
41,647	41,998
19,014	18,924
5,639	5,974
896	972
148,578	151,274
3,846	4,206
8,843	5,710
26,191	24,848
42,354	40,969
20,491	15,404
97,879	86,931
605,547	593,476
	21,359 21,503 299,706 12,675 355,244  81,381 41,647 19,014 5,639 896 148,578 3,846  8,843 26,191 42,354 20,491 97,879

# **Consolidated income statement**

in TEUR	1.1.–31.3.2011	1.1.–31.3.2010
Revenue	193,664	152,399
Changes in inventories	7,325	8,738
Own work capitalised	216	223
Operating revenue	201,205	161,360
Other operating income	5,413	4,842
Material costs	-123,206	-90,561
Personnel expenses	-28,998	-26,055
Other operating expenses	-29,125	-25,765
Earnings before interest, taxes, depreciation and amortization (EBITDA)	25,290	23,822
Depreciation and amortisation of tangible and intangible assets	-7,272	-7,633
Earnings before interest and tax (EBIT)	18,019	16,189
Interest and other income from financial investments	370	531
Expenses on financial assets	-3	-12
Interest and other financial assets	<b>–</b> 51	-69
Profit/loss attributable to redeemable non-controlling shares	-3,634	-3,740
Financial results	-3,318	-3,290
Earnings before tax (EBT)	14,700	12,900
Income taxes	-3,493	-3,584
Earnings after tax	11,207	9,316
Earnings per share (undiluted)	0.54	0.45
Avarage number of outstanding shares	20,573,434	20,573,434

# Consolidated statement of comprehensive income pursuant to IFRS

in TEUR	1.1.–31.3.2011	1.1.–31.3.2010
Earnings after tax	11,207	9,316
Other comprehensive income		
"Available for sale" financial assets	-152	98
thereof deferred taxes	38	-25
Currency translation differences of the period	-6,928	13,649
Reclassification in the net profit	14	0
	-7,028	13,722
Total recognised comprehensive income	4,179	23,038

# **Consolidated cash flow statement**

in TEUR	1.1.–31.3.2011	1.1.–31.3.2010
Earnings after tax	11,207	9,316
Depreciation/write-ups of tangible and intangible assets	7,272	7,591
Profit and loss from asset disposal	-134	1,183
Changes in non-current provisions	-261	782
Other non-cash expense/income	41	-25
Profit/loss attributable to redeemable non-controlling shares	3,634	3,740
Gross cash flow	21,760	22,587
Increase/decrease in inventories	-16,838	-16,898
Increase/decrease in trade receivables	-19,871	-15,372
Increase/decrease in other receivables and assets and deferred taxes	-1,301	-4,183
Increase/decrease in trade payables	1,385	5,124
Increase/decrease in other liablilities and current provisions and deferred taxes	9,128	1,481
Changes in working capital resulting from currency translation adjustments	-2,952	1,498
Cash flow from operating activities	-8,689	-5,763
Proceeds from sale of tangible and intangible assets	921	54
Proceeds from sale of current and non-current financial assets	2,000	0
Investments in tangible and intangible assets	-9,503	-10,532
Investments in current and non-current financial assets	-1,110	-2,170
Net cash outflow on acquisition of businesses	0	-1,840
Cash flow from investing activities	-7,692	-14,489
Dividends to non-controlling shareholders of subsidiaries	0	-11,013
Cash flow from financing activities	0	-11,013
Net increase/-decrease in cash and cash equivalents	-16,381	-31,265
Effects resulting from currency translation	-3,434	9,916
Cash and cash equivalents at the beginning of the period	139,186	185,756
Cash and cash equivalents at the end of the period	119,372	164,407

# Consolidated statement of changes in equity

in TEUR	Share capital	Capital reserves	Revenue reserves	Revaluation reserves	Currency translation	Total
Balance at 31.12.2009	21,359	21,503	267,085	-182	793	310,558
Total recognised comprehensive income	0	0	9,316	74	13,649	23,038
Balance at 31.03.2010	21,359	21,503	276,401	-109	14,441	333,596
Balance at 31.12.2010	21,359	21,503	288,811	-198	19,590	351,065
Total recognised comprehensive income	0	0	11,207	-114	-6,914	4,179
Balance at 31.03.2011	21,359	21,503	300,019	-312	12,675	355,244

## Notes to the interim financial statements

#### Accounting and valuation methods

These interim financial statements as at March 31, 2011 have been prepared in keeping with the principles set forth by the International Financial Reporting Standards (IFRS) as contained in IAS 34, Interim Financial Reporting. There have been no major changes made in the accounting and valuation methods applied by the Semperit Group. For more detailed information on the accounting and valuation methods applied, readers are referred to the consolidated annual financial statements for the year ending December 31, 2010, which are the basis for these interim statements.

This interim report of the Semperit Group has neither been audited nor subject to an auditor's review.

#### Associated companies (equity method)

The net book value of Isotron Deutschland GmbH on March 31, 2011 amounted to TEUR 560 (December 31, 2010: TEUR 560).

#### Purchase and sale of tangible and intangible fixed assets

In the first three months of 2011, the Semperit Group purchased tangible and intangible fixed assets amounting to TEUR 9,503 (previous year: TEUR 18,619). In contrast, tangible and intangible fixed assets with a net book value of TEUR 785 (previous year: TEUR 144) were disposed of.

#### Dividend

On April 21, 2011 a dividend of EUR 1.25 per share was paid.

Year	Number of shares	Total dividend in TEUR	Dividend per share in TEUR
2011	20,573,434	25,717	1.25
2010	20,573,434	23,659	1.15

#### Contingent liabilities

There were no material changes in respect to contingent liabilities since the last balance sheet date.

#### Transactions with related parties and individuals

Balances and transactions between Semperit AG Holding and its subsidiaries are eliminated within the context of consolidation and are not further described here.

B&C Semperit Holding GmbH is the direct majority shareholder of Semperit Aktiengesellschaft Holding and B&C Privatstiftung is the dominant legal entity. B&C Industrieholding GmbH is the shareholder holding an indirect majority stake. It prepares and publishes consolidated financial statements, in which the Semperit Group is included in consolidation. B&C Privatstiftung and all its subsidiaries are considered as related parties or individuals of the Smperit Group pursuant to IAS 24.

Related parties and individuals of the Semperit Group include the members of the Management and Supervisory Boards of Semperit Aktiengesellschaft Holding, the managing directors and Supervisory Board members of all companies which directly or indirectly own a majority stake in Semperit Aktiengesellschaft Holding, and finally the members of the Management Board of B&C Privatstiftung and the close relatives of these Management and Supervisory Board members and managing directors.

The following fully-consolidated companies – Semperflex Asia Corp. Ltd., Semperform Pacific Corp. Ltd., Siam Sempermed Corp. Ltd., Shanghai Semperit Rubber & Plastic Products Co. Ltd., Shanghai Sempermed Gloves Co. Ltd. and Semperflex Shanghai Ltd. - undertake business transactions with the non-controlling co-partner of these subsidiaries Sri Trang Agro Plc under established market conditions. Sempertrans Best (Shandong) Belting Co. Ltd. undertakes business transactions with the joint venture partner Wang Chao Coal & Electricity Group, the non-controlling co-partner of these subsidiaries, under established market conditions. Furthermore, insignificant business transactions were carried out with related parties and individuals at prevailing market rates.

#### Significant events after the balance sheet date

The longstanding Chief Executive Officer Rainer Zellner vacated his position on the Management Board at the end of the 122<sup>nd</sup> Annual General Meeting, on April 14, 2011. Thomas Fahnemann was named to serve as the new CEO and Chairman of the Management Board. At the same time, Johannes Schmidt-Schultes was appointed to be the new Chief Financial Officer of Semperit AG Holding effective April 15, 2011.

Patrick F. Prügger was elected to serve on the Supervisory Board of Semperit AG Holding for a period of three years to succeed Walter Lederer, whose Supervisory Board mandate expired with the end of the Annual General Meeting. Veit Sorger and Michael Junghans were re-elected to the positions of Chairman and Deputy Chairman of the Supervisory Board respectively.

## Statement of the legal representatives

We confirm to the best of our knowledge that the consolidated interim financial statements prepared in accordance with the International Financial Reporting Standards (IFRS) give a true and fair view of the assets, liabilities, financial position and profit or loss of the Semperit Group, and that the first quarter Group Management Report gives a true and fair view of the assets, liabilities, financial position and profit or loss with respect to the important events that have occurred during the first three months of the financial year and their impact on the consolidated interim financial statements, of the principal risks and uncertainties for the remaining nine months of the financial year, and of the major related party transactions disclosed.

Vienna, May 5, 2011

The Management Board

Thomas Fahnemann

Chairman

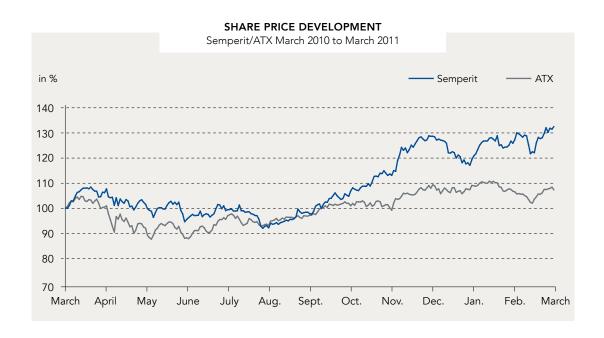
Johannes Schmidt-Schultes

Richard Ehrenfeldner

Richard Stralz

# The Semperit share

KEY DATA		
International Securities Identification Number (ISIN)	AT0000785555	
Share price low 1st Quarter 2011	in EUR	35.27
Share price high 1st Quarter 2011	in EUR	41.05
Share price at March 31, 2011	in EUR	41.05
Market capitalization at March 31, 2011	in EUR million	844.4
Earnings per share 1st Quarter 2011	in EUR	0.54



## Financial calendar

Half-year financial report 2011	August 9, 2011
Report on the 1st-3rd Quarter 2011	November 15, 2011

#### **IMPRINT**

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We have prepared this Report on the 1st Quarter and verified the information contained in it with the greatest possible care. In spite of this, rounding, typesetting and printing errors cannot be ruled out. Rounding of differences in the totalling of rounded amounts and percentages may arise from the automatic processing of data.

The forecasts, plans and forward-looking statements contained in this report are based on the knowledge and information available and the assessments made at the time that this report was prepared. As is true of all forward-looking statements, these statements are subject to risk and uncertainties. As a result, the 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.

Statements referring to people are valid for both men and women. This interim report was prepared in German and English. In case of doubt, the German version shall take precedence.

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