

Press release

18/02/2015



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NORMA Group posts successful financial year 2014

- Preliminary sales increase by 9.3% year on year to the record level of EUR 694.7 million in 2014
- Preliminary adjusted EBITA improves by 7.9% to EUR 121.5 million
- Preliminary adjusted EBITA margin remains at a high level of 17.5%

Maintal, Germany, 18 February 2015 – NORMA Group SE (“NORMA Group”), a global market leader in engineered joining technology, continued on its successful course in financial year 2014 by increasing both its sales and its earnings to record levels. According to preliminary and unaudited figures, sales rose by 9.3% to EUR 694.7 million in 2014 compared to the previous year (2013: EUR 635.5 million). The acquisitions made in 2013 and 2014 contributed EUR 22.0 million to this result. Sales grew organically by 6.5% in financial year 2014. The MDAX-listed company increased its adjusted operating earnings (adjusted EBITA) by 7.9% to EUR 121.5 million from EUR 112.6 million the previous year. The adjusted EBITA margin in financial year 2014 remained at a high level of 17.5% (2013: 17.7%). The figures for 2014 were thus in line with the forecast. NORMA Group had expected to achieve solid organic growth in sales of around 4 to 7% in financial year 2014 compared to the previous year and an adjusted EBITA margin at the same level as in previous years of over 17%. Net debt ex hedging instruments amounted to EUR 352.9 million as of the reporting date 31 December 2014 compared to EUR 138.2 million on 31 December 2013. This figure also includes financial debt for acquisitions in 2014.

“We are pleased that we were able to end financial year 2014 successfully. NORMA Group managed to continue its growth despite the global economic uncertainties and geopolitical crises,” says Werner Deggim, CEO of NORMA Group. “The scarcity of resources will continue to drive our international business, in particular the shortage of fresh water supplies. The global water market is demanding more efficient and sustainable solutions. For this, we are optimally positioned with the acquisition of the U.S. company National Diversified Sales, Inc. that specialises in water management.”

Strong growth in the fourth quarter of 2014

Sales increased significantly by 15.3% in the fourth quarter of 2014 to EUR 176.2 million compared to the same quarter of the previous year (Q4 2013: EUR 152.8 million). Acquisitions contributed EUR 14.9 million toward this figure. Adjusted EBITA increased by 6.0% to EUR 29.2 million (Q4 2013: EUR 27.6 million). The adjusted EBITA margin from October to December 2014 was thus 16.6% (Q4 2013: 18.0%).

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NORMA Group SE – Preliminary figures for financial year 2014*

Key figures at a glance (in EUR million)	Financial year 2014	Financial year 2013	Financial year 2012
Income statement	01/01-31/12/2014	01/01-31/12/2013	01/01-31/12/2012
Sales	694.7	635.5	604.6
Adjusted EBITA	121.5	112.6	105.4
Adjusted EBITA margin	17.5%	17.7%	17.4%
Balance sheet	31/12/2014	31/12/2013	31/12/2012
Net debt**	352.9	138.2	174.2

Key figures at a glance (in EUR million)	Q4 2014	Q4 2013	Q4 2012
Income statement	01/10 – 31/12/2014	01/10 – 31/12/2013	01/10 – 31/12/2012
Sales	176.2	152.8	137.3
Adjusted EBITA	29.2	27.6	21.9
Adjusted EBITA margin	16.6%	18.0%	15.9%

**The results shown in this document are preliminary and have as yet been neither approved by the supervisory board nor reviewed by an external auditor.*

***Net debt excluding hedging instruments (2014: EUR 20.2 million).*

Adjusted by depreciation from PPA adjustments and other expenses mainly related to the acquisition of NDS (in particular other operating expenses).

Additional information is available from the Investor Relations section at
www.investors.normagroup.com.

Upcoming events

A comprehensive report with more detailed explanation will be provided upon presentation of the final financial figures for 2014 on 25 March 2015.

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About NORMA Group

NORMA Group is an international market and technology leader in engineered joining technology. The company manufactures a wide range of innovative joining technology solutions in three product categories (clamp, connect and fluid) and offers more than 35,000 high-quality products and solutions to

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more than 10,000 customers in 100 countries. NORMA Group joining products can be found in vehicles and trains, ships and aircraft, buildings and water management as well as in applications for the pharmaceutical and biotechnology industry. The company generated preliminary sales of around EUR 695 million in 2014. With around 6,000 employees, NORMA Group operates a global network of 22 production facilities as well as numerous sales and distribution sites across Europe, the Americas, and Asia-Pacific. NORMA Group has its headquarters in Maintal, Germany. Since April 2011, NORMA Group SE is listed on the German stock exchange and included in the MDAX index since March 2013.

Disclaimer

This press release contains certain future-oriented statements. Future-oriented statements include all statements which do not relate to historical facts and events and contain future-oriented expressions such as “believe”, “estimate”, “assume”, “expect”, “forecast”, “intend”, “could” or “should” or expressions of a similar kind. Such future-oriented statements are subject to risks and uncertainties since they relate to future events and are based on the company’s current assumptions, which may not in the future take place or be fulfilled as expected. The company points out that such future-oriented statements provide no guarantee for the future and that the actual events including the financial position and profitability of NORMA Group SE and developments in the economic and regulatory fundamentals may vary substantially (particularly on the down side) from those explicitly or implicitly assumed in these statements. Even if the actual assets for NORMA Group SE, including its financial position and profitability and the economic and regulatory fundamentals, are in accordance with such future-oriented statements in this press release, no guarantee can be given that this will continue to be the case in the future.