

Press Release

3 August 2016



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NORMA Group achieves solid growth in the first half of 2016

- Sales increased by 1.9 percent to EUR 462.8 million in the first half of 2016
- Adjusted EBITA rose by 3.1 percent to EUR 83.9 million
- Adjusted EBITA margin climbed to 18.1 percent
- Outlook for fiscal year 2016 confirmed

Maintal, Germany, 3 August 2016 – NORMA Group, a global market leader in engineered joining technology, posted solid growth in the first half of its current fiscal year 2016. Sales rose by 1.9 percent to EUR 462.8 million in the first half of the year compared to the first six months of the previous year (H1 2015: EUR 454.3 million). Organic growth of 2.8 percent was achieved while currency effects contributed negatively at minus 0.9 percent. From January to June 2016, adjusted earnings before interest, taxes and amortization of intangible assets (adjusted EBITA) increased by 3.1 percent to EUR 83.9 million compared to the first half of the previous year (H1 2015: EUR 81.4 million). The adjusted EBITA margin for the period January to June of 2016 improved to 18.1 percent compared to the first six months of the previous year (H1 2015: 17.9 percent).

“We look back on a good first half of 2016,” said Werner Deggim, CEO of NORMA Group. “Earnings and the Group’s organic growth were in line with our expectations. Despite the sluggish macroeconomic environment and negative currency effects, we are satisfied with how the business developed in the first six months of the year. The US market for commercial vehicles is still weak and the business in China has developed slightly weaker than expected. We are sticking to our forecast for the Group for financial year 2016.”

Group sales in the second quarter of 2016 increased by 1.4 percent to EUR 236.2 million compared to the same quarter of the previous year (Q2 2015: EUR 232.9 million). The adjusted EBITA reached EUR 43.8 million from April to June 2016, an increase of 3.9 percent compared to the second quarter of 2015 (Q2 2015: EUR 42.1 million). The adjusted EBITA margin increased to 18.5 percent in the second quarter of 2016 (Q2 2015: 18.1 percent).

Strong sales growth in the EMEA region

In the **EMEA region (Europe, Middle East and Africa)**, NORMA Group increased its sales by 7.1 percent in the first six months of 2016 to EUR 227.3 million compared to the same period last year (H1 2015: EUR 212.3 million). This was due, among other factors, to the continued recovery of the overall economic situation and the good order situation, particularly in the Western European automotive business.

Sales in the **Americas** region declined by 3.1 percent to EUR 198.5 million compared to the first half of 2015 (H1 2015: EUR 204.9 million) in the first half of 2016 due to the continued weak environment in the area of commercial vehicles as well as agricultural and construction machines.

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In the **Asia-Pacific** region, NORMA Group recorded a slight 0.4 percent decline in sales from January to June 2016 to EUR 37.0 million (H1 2015: EUR 37.2 million). This was mainly due to negative currency effects.

Agreement to acquire Parker Autoline

In June 2016, NORMA Group signed an agreement to acquire all assets of the Autoline business from Parker's Fluid System Connectors Division ("Parker Autoline"). Parker Autoline develops, manufactures and markets quick connectors for connecting fluid lines in motor vehicles. By acquiring Parker Autoline, NORMA Group plans to expand its product portfolio in the area of quick connectors and thereby to strengthen its market position. The completion of the transaction depends on the usual closing conditions and is expected in the second half of 2016.

Successful placement of promissory note

NORMA Group issued a promissory note in the amount of EUR 150 million on 1 August, 2016 and increased the scope to strategically develop the Group. The promissory note will be used to finance the planned acquisition of Parker Autoline in the medium term. In addition, the company will repay a share of the promissory note that has been issued in 2013.

Group equity amounted to EUR 433.4 million as of 30 June 2016, and was thus 0.8 percent higher compared to the end of the previous year (31 December 2015: EUR 429.8 million). The equity ratio was at 36.9 percent as of 30 June 2016 (31 December 2015: 36.8 percent) despite the dividend payment totaling EUR 28.7 million in June 2016. Net debt including hedging instruments decreased to EUR 354.1 million at the end of the second quarter of 2016 compared to the end of 2015 (31 December 2015: EUR 360.9 million).

Including temporary workers, NORMA Group employed a total staff of 6,435 on June 30, 2016. This represents an increase of 129 employees compared to the end of the previous year (December 31, 2015: 6,306 employees).

Outlook for 2016 confirmed

NORMA Group confirms the forecast for the Group for fiscal year 2016. Compared to 2015, the company expects solid organic consolidated sales growth of between 2 and 5 percent in 2016. NORMA Group will strive to achieve a sustainable adjusted EBITA margin at the same level of previous years of over 17.0 percent (2015: 17.6 percent; 2014: 17.5 percent; 2013: 17.7 percent).

NORMA Group in figures

Key figures at a glance (in EUR millions)	H1 2016	H1 2015	Fiscal year 2015
Income statement	01/01 – 06/30/2016	01/01 – 06/30/2015	01/01 – 12/31/2015

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Sales	462.8	454.3	889.6
Adjusted EBITA*	83.9	81.4	156.3
Adjusted EBITA margin*	18.1%	17.9%	17.6%
Balance sheet	06/30/2016	06/30/2015	12/31/2015
Total assets	1,174.1	1,157.9	1,167.9
Equity	433.4	395.5	429.8
Equity ratio	36.9%	34.2%	36.8%
Net debt**	354.1	395.5	360.9

Key figures at a glance (in EUR millions)	Q2 2016	Q2 2015	Q1 2016
Income statement	04/01 – 06/30/2016	04/01 – 06/30/2015	01/01 – 03/31/2016
Sales	236.2	232.9	226.6
Adjusted EBITA	43.8	42.1	40.1
Adjusted EBITA margin	18.5%	18.1%	17.7%

*Adjustments: in 2016 by acquisition-related costs (EUR 1.2 million) and depreciation of purchase price allocations; in 2015 by integration costs (EUR 0.3 million), step up effects from purchase price allocations (PPA) (EUR 2.5 million) and depreciation of PPA

**Net debt including hedging instruments in the amount of EUR 6.0 million in H1/2016, EUR 23.0 million in H1/2015, EUR 3.4 million in FY 2015

Additional information is available from NORMA Group's Investor Relations section at www.investors.normagroup.com. Please visit www.normagroup.com/Images for press photos.

Upcoming events

The publication of the financial results for the third quarter of fiscal year 2016 is scheduled for 2 November 2016.



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About NORMA Group

NORMA Group is a global market leader in engineered joining technology. The company manufactures a wide range of innovative connecting solutions and water management technology offering more than 35,000 products to customers in 100 countries with around 6,500 employees. NORMA Group helps its customers and business partners to react to global challenges such as climate change and increasing scarcity of resources. 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 sales of around EUR 890 million in 2015. 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. NORMA Group SE is listed on the German stock exchange (Prime Standard) and included in the MDAX index.

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.