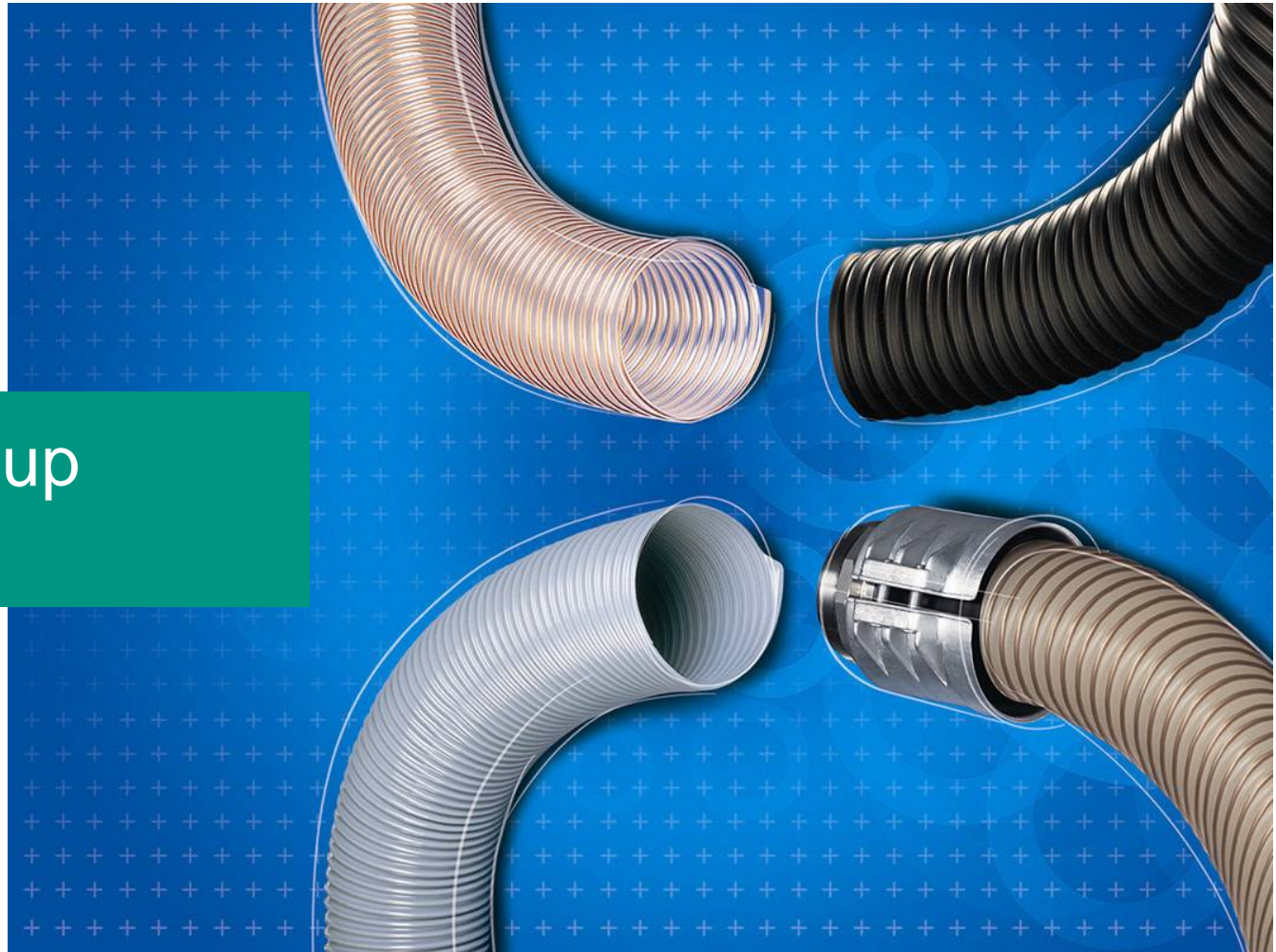


# The Masterflex Group

30th March 2015



# Agenda

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## **MASTERFLEX GROUP**

 **MASTERFLEX**

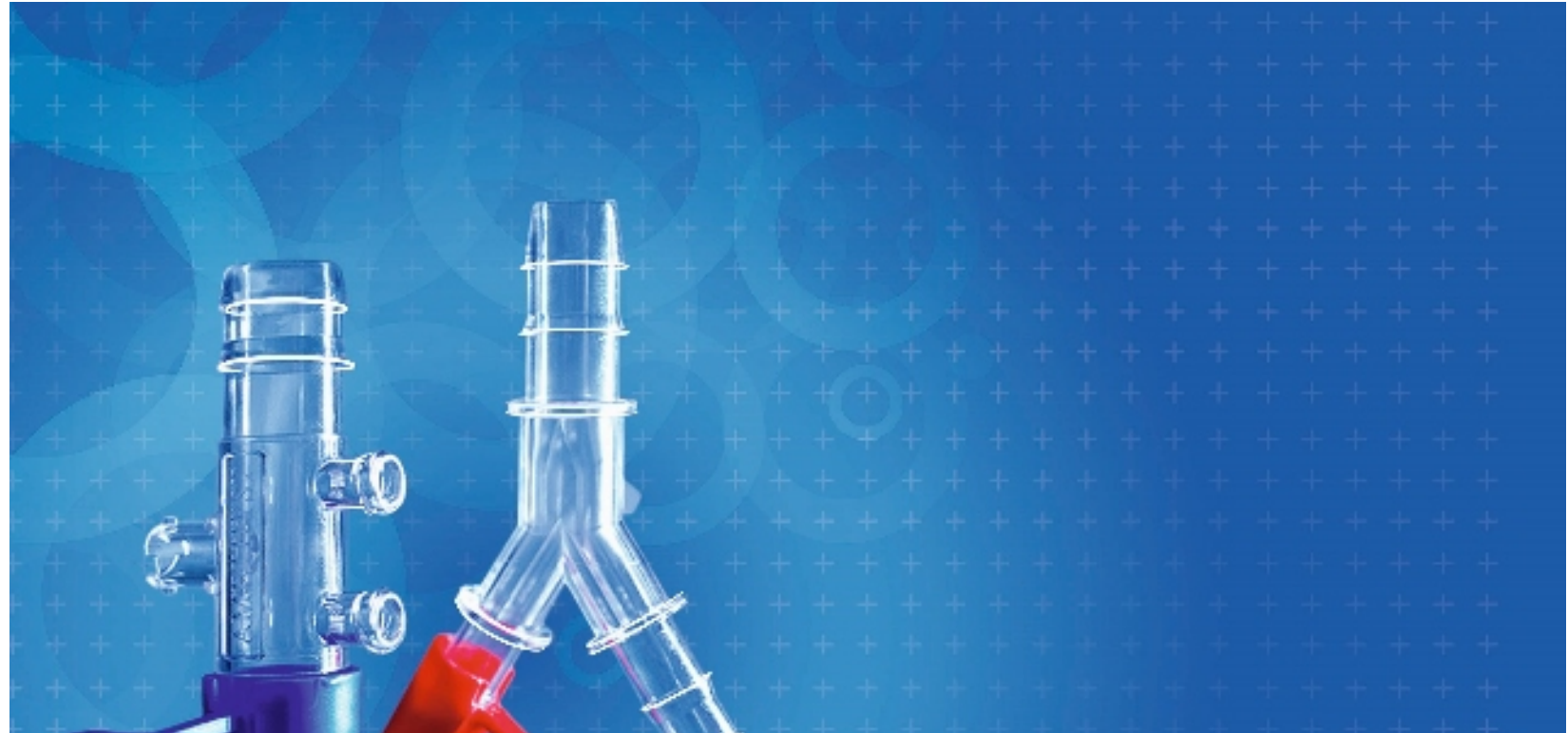
 **MATZEN & TIMM**

 **NOVOPLAST**  
SCHLAUCHTECHNIK

 **FLEIMA-PLASTIC**

 **MASTERDUCT**

- Leading international market position
- Stable double-digit EBIT margin
- Established 1987 in Germany/Ruhr region
- Equity-Ratio of approx. 45%
- Market presence with 5 product brands
- Trading on the Stock Exchange since 2000
- 13 locations in Europe,  
North-/South America und Asia
- 56% free float, 44% with 5 major shareholders  
(incl. treasury shares)
- 567 employees worldwide
- Legal form SE since 2012

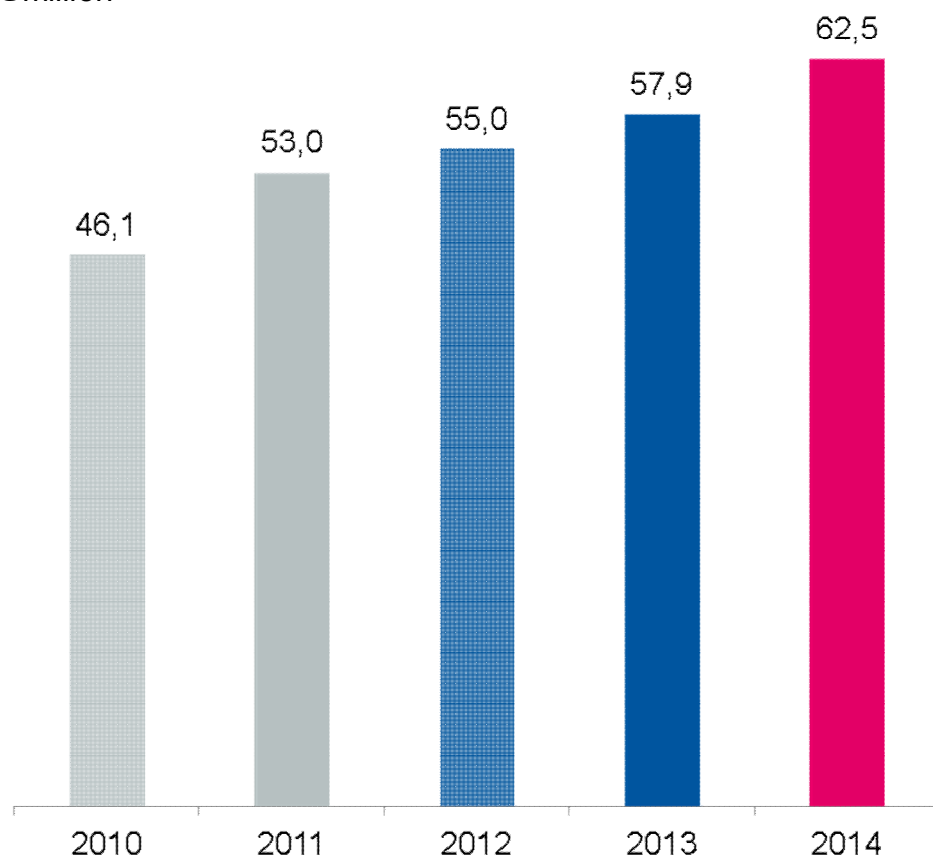


## The Financial Year 2014

# Financial Year 2014 – Sales Trend

## Turnover

€ million

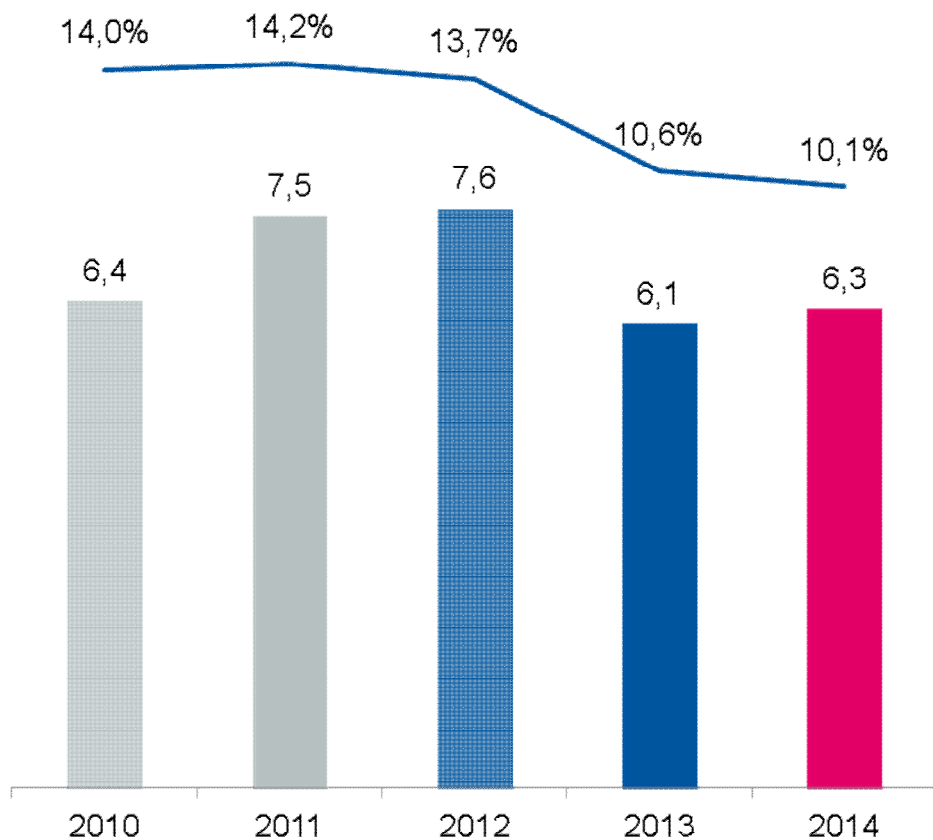


### Successful Course in 2014

- Dynamic sales growth of 7.9% (previous year 5.3%)
- Export activities in particular dynamic
- Increasing revenue in medical technology (2014: 14.4%; 2013: 13.1%, 2008: 9.2% of turnover)
- Compliance system expanded

## Group EBIT and Margin

€ million and %, continuing business units

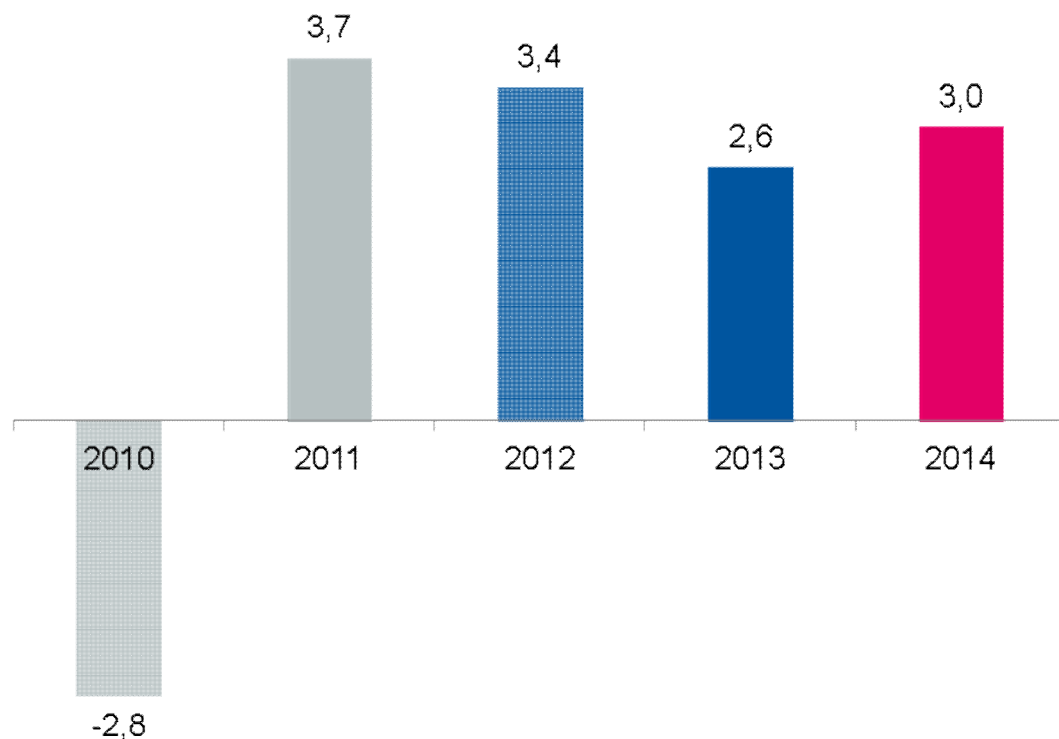


### Profitable Business Model

- Current EBIT margin: 10.1%
- Staff cost ratio: 37.1%  
(previous year 37.5%)
- Cost of materials ratio: 32.5%  
(previous year 31.1%)

## Consolidated Net Income \*

€ million



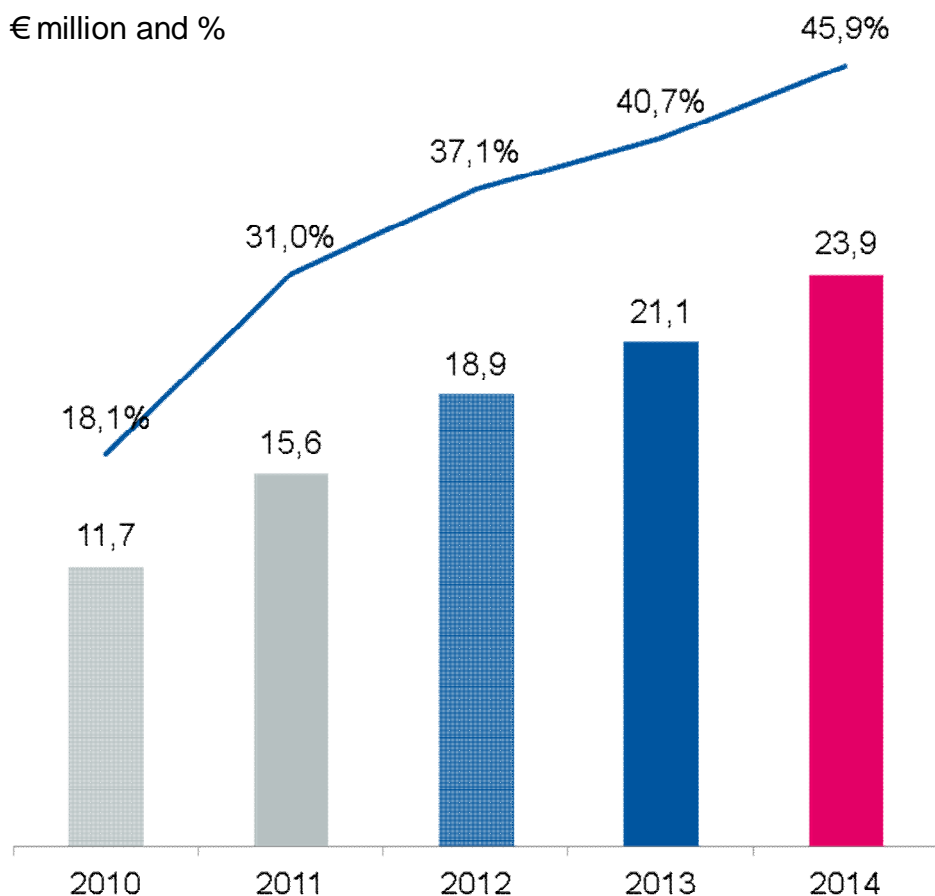
\* Previous year figures adjusted according to IAS 8

## Net Income Increasing Again

- Financial result: € -1.1 million  
(2013: € -1.6 million)
- Earnings per share: € 0.34  
(2013\*: € 0.29)
- Adjustment of deferred taxes according to IAS 8 in years 2010 to 2013

## Equity and Equity Ratio\*

€ million and %



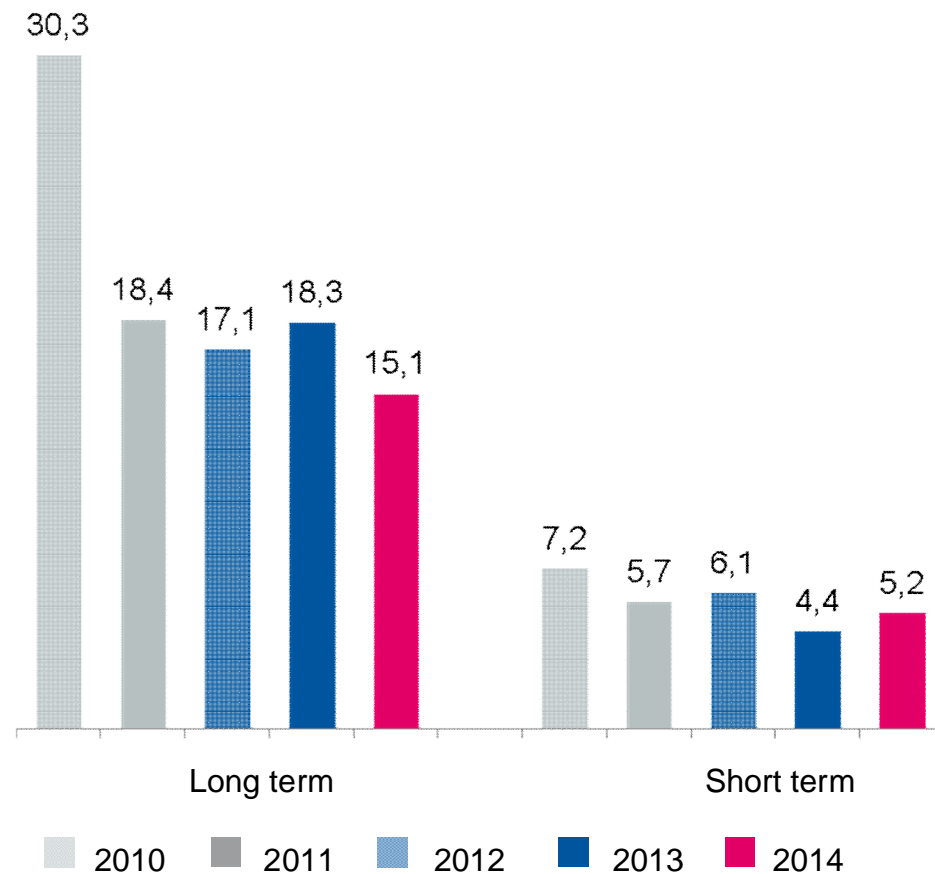
\* Previous year figures adjusted according to IAS 8

### Increasing Equity

- Drivers: net income and capital measures (in 2010)
- Equity ratio at 45.9%
- Ability for dividend distribution 2014 achieved (individual accounts relevant)

## Financial Liabilities

€ million

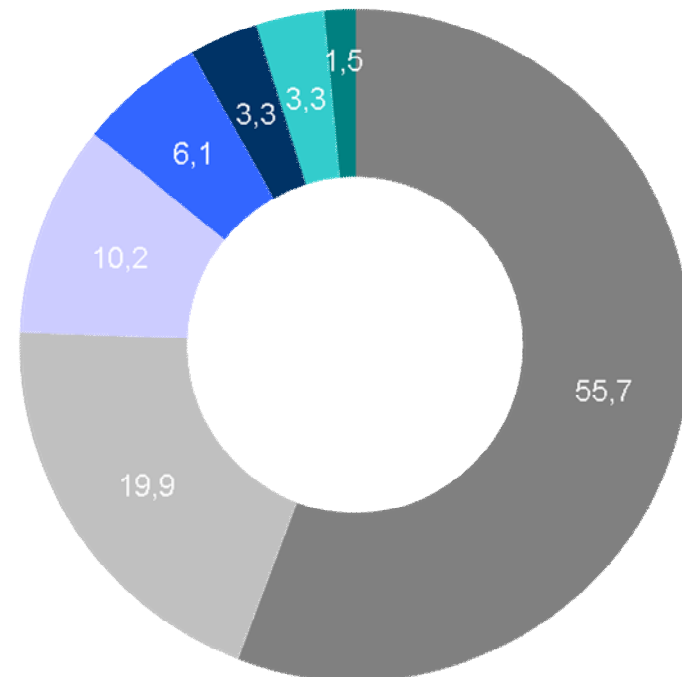


### Strong Debt Reduction Achieved

- Drivers: further increased net cash flow from operating activities
- Group refinancing until 2018
- M&A facility available
- Net debt / EBITDA: 1.7

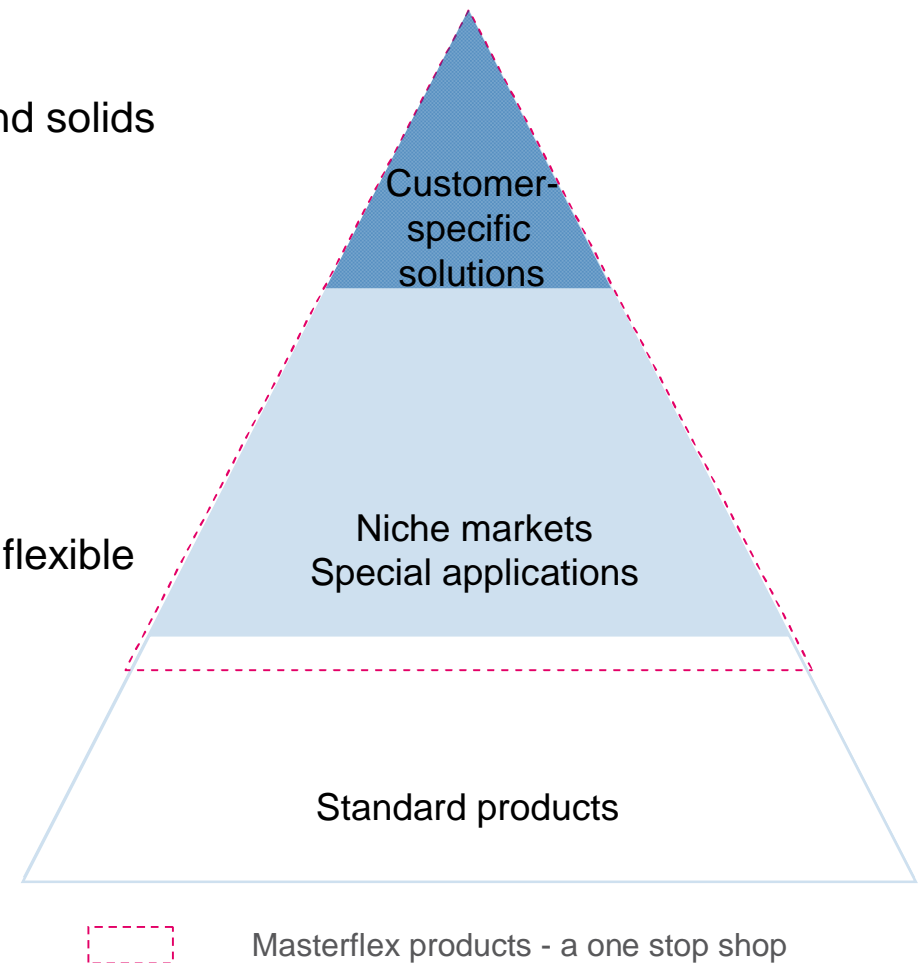
## Structure Stable since Last Capital Increase

- Free float (55.7%)
- SVB GmbH & Co. KG/ Families Schmidt (19.9%)
- Stichting Administratiekantoor Monolith (10.2%)
- BBC GmbH/ Dr. Bastin, Becks (6.1%)
- Families Bischooping (3.3%)
- Baden-Württembergische Versorgungsanstalt für Ärzte, Zahnärzte und Tierärzte (3.3%)
- Treasury shares (1.5%)



# The Business Model

- **Specialist provider** of high-tech hoses and connection systems for over 25 years
- Flexible solutions for transporting gases, liquids and solids
- Typical applications:
  - High heat or pressure
  - Aggressive chemicals or highly abrasive solids
  - Microbe-infection or electrostatic charge
  - Sterility and torsion-free
- Consultation oriented sale of application-oriented, flexible hoses and connection systems
- ➔ Engineering, production and sales of high-tech hoses and connection systems



# The Business Model – Our Customers

## Mechanical engineering



## Automotive industry



## Manufacturing industry



## Food manufacturers



## Pharmaceutical



## Medical technology



## Rail industry



## Aviation



## Renewable energy



# The Business Model – Products and Brands

**MASTERFLEX**

- Clip hoses
- Profile-extruded hoses
- PU hoses
- templine® heated hoses



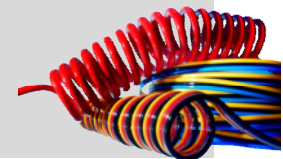
**MATZEN & TIMM**

- Special hoses
- Suction hoses
- Elastomer hoses
- Bellows



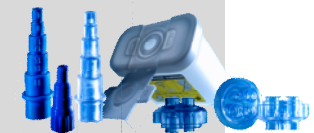
**NOVOPLAST**  
SCHLAUCHTECHNIK

- Pneumatic hoses
- Compressed air hoses
- Moulded hoses
- Medical tubes



**FLEIMA-PLASTIC**

- Medical clamps
- Customer-specific items
- Hose connectors
- Casing components

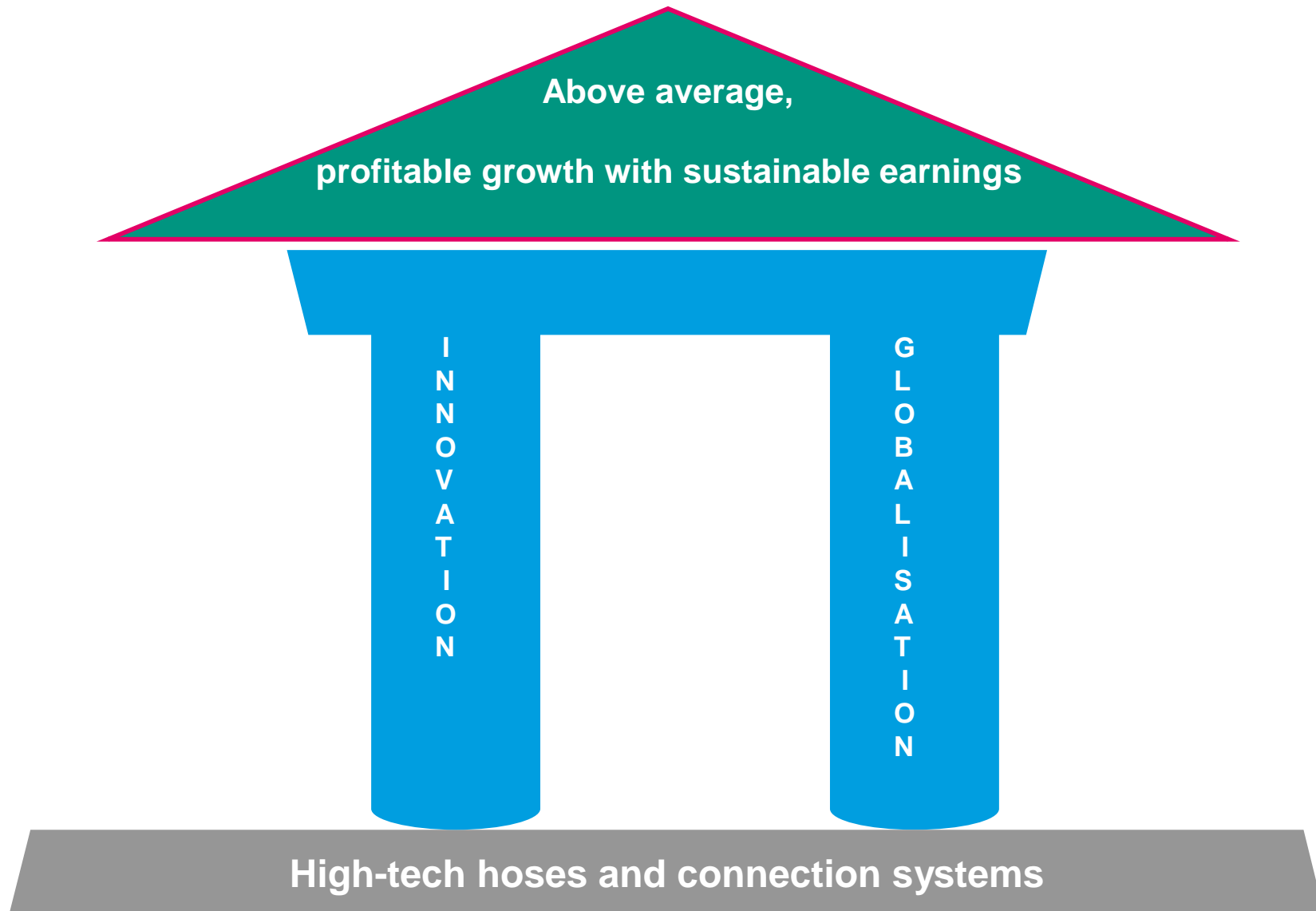


**MASTERDUCT**

- Spiral hoses
- Pneumatic hoses
- Ventilation & air conditioning hoses
- PU hoses and clip hoses



# Our Growth Strategy



## Market Presence now Updated

- Umbrella brand and product brands consolidated *as far as possible* since beginning of 2013



- **NOW:** Complete consolidation of brands, icons and CD



- In addition gradual standardization of email addresses: [ir@masterflexgroup.com](mailto:ir@masterflexgroup.com)

## Forecast for 2015

- Growth above the expected global economy growth rate
- Slightly increasing EBIT → Double-digit EBIT margin

## Short- to medium term perspective

- More growth – also through acquisitions in the hose business
- Return to dividends



**Vision: Global market leader in all targeted markets!**

Thank you for your attention!

## Financial Calendar 2015

30 March	Annual report 2014, Financial press and Analysts' conference
11 May	Q 1/2015
16 June	Annual general meeting
10 August	Q 2/2015
9 November	Q 3/2015
23 - 25 November	Equity Forum, Frankfurt

## Contacts

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## Annex - y-o-y Comparison of Key Figures

2013 Financial Year versus 2014	31.12.2013*	31.12.2014	Change
<b>Turnover (k€)</b>	57,904	62,466	7.9%
<b>EBITDA (k€)</b>	8,769	9,172	4.6%
<b>EBIT (k€)</b>	6,114	6,317	3.3%
<b>EBT (k€)</b>	4,537	5,194	14.5%
<b>Consolidated result</b> from continuing operations (k€)	2,867	3,232	12.7%
<b>Consolidated result</b> from discontinued operations (k€)	-80	-154	-92.5%
<b>Consolidated result</b> attributable to shareholders (k€)	2,596	3,043	17.2%
<b>Earnings per share (€)</b>	0.29	0.34	17.2%
<b>EBIT margin (%)</b>	10.6	10.1	
<b>Number of employees</b>	550	567	3.1%
<b>Consolidated equity (k€)</b>	21,063	23,835	13.2%
<b>Consolidated total assets (k€)</b>	51,730	51,982	0.5%
<b>Consolidated equity ratio (%)</b>	40.7	45.9	

\* Previous year figures adjusted according to IAS 8

# Annex – Disclaimer

This report contains forward-looking statements regarding future developments which are based on current assessments and planning of the management. Such forward-looking statements are characterised by words such as “expect”, “would”, “up to”, “possible”, “anticipate” and similar expressions. These statements are subject to risks and uncertainties. Should one of these factors of uncertainty or other imponderables occur or should the assumptions underlying the statements prove to be incorrect, the actual developments could differ significantly from the possible developments specified or implied in these statements. The Company does not intend to and assumes no obligation to update forward-looking statements on an ongoing basis, as these statements are based exclusively on the circumstances at the date of their publication.

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