

The Technology Leader for Connections

Q 3/2016

14th November 2016





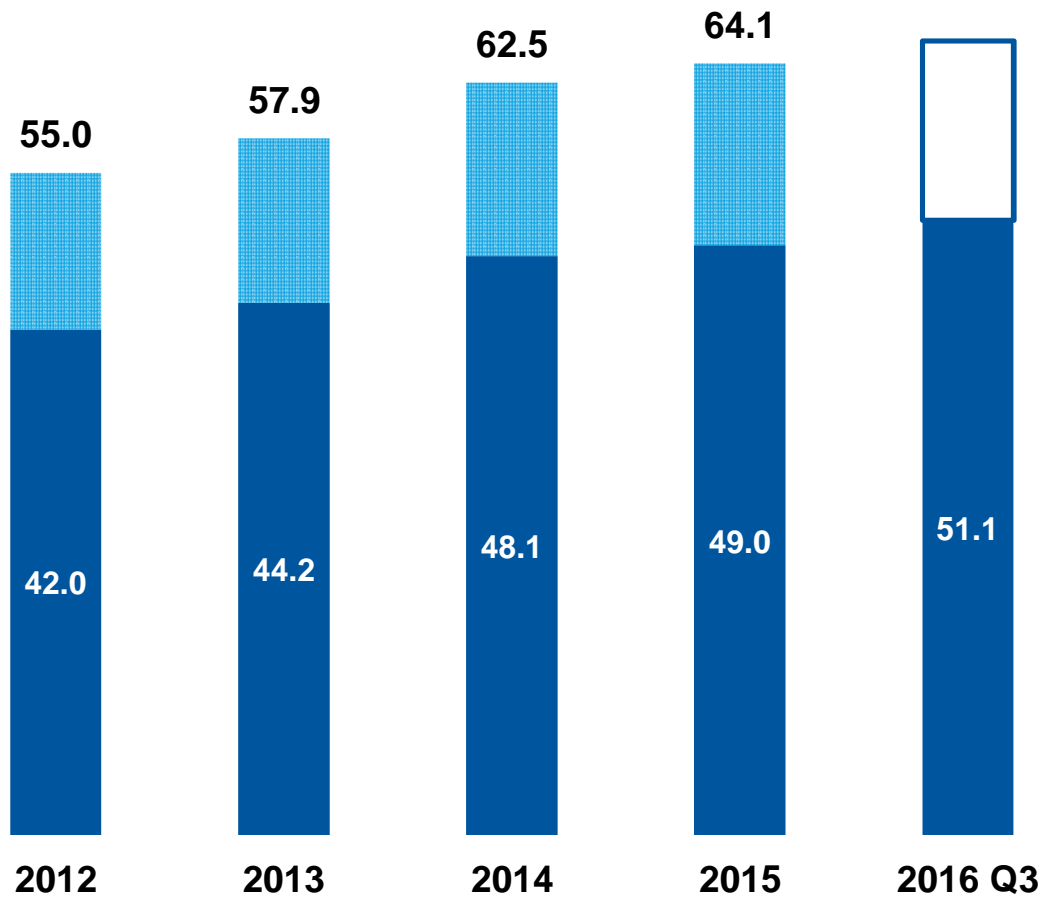
Technology leader for high-tech hoses and connection systems

- 1987 established in Germany/Ruhr region
- 12 sites in Europe, North & South America and Asia
- Sustainable good EBIT margin
- Solide balance sheet with an equity ratio of 44%
- Since 2000 listed in the Prime Standard segment
- 48% Freefloat, more than 50% with 6 major shareholders (thereof a good 6% to the Executive Board)

Financial Figures – Sales Trend

Group Turnover

€ million



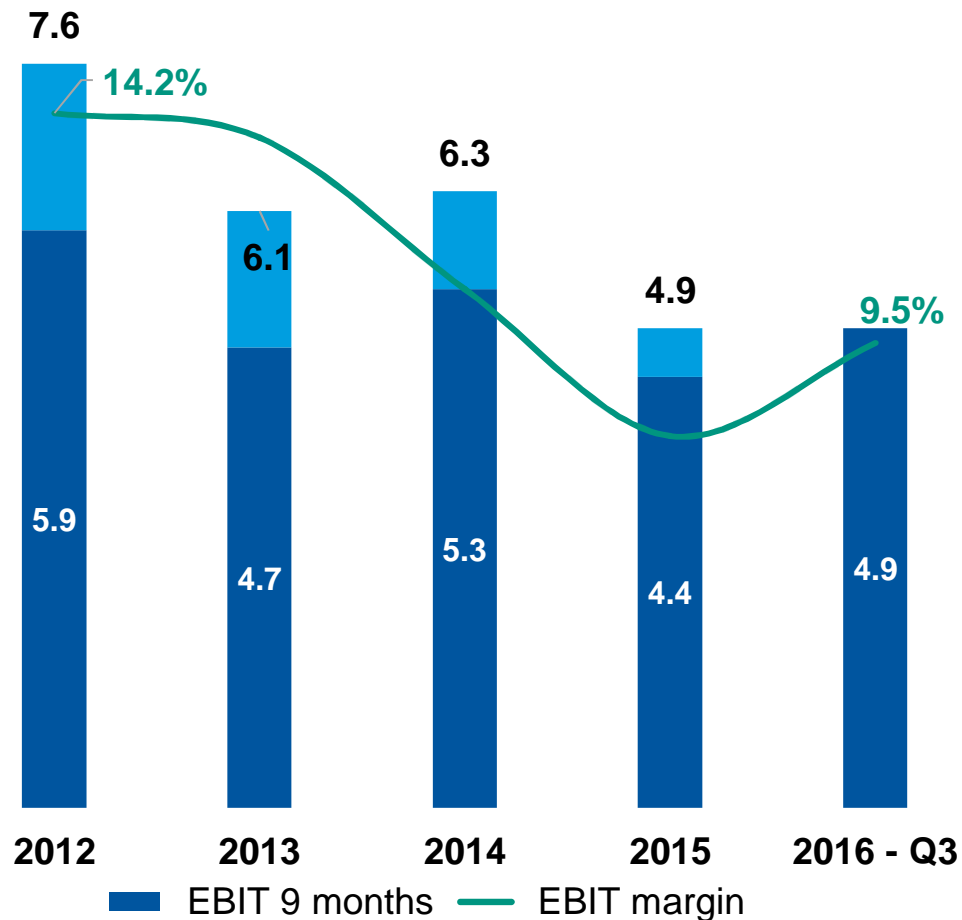
■ thereof 9 months

2016: Solid Growth

- Plus in revenue for 9 months of 4.2% (previous year: +2.0%)
- Outlook 2016: € 66 million at least
- Increasing turnover despite the sale of Russian business in 2015
- Especially in USA lively business
- Share of medical Tec-business at 15.4% (2015: 14.2%)

Group EBIT & EBIT Margin

€ million

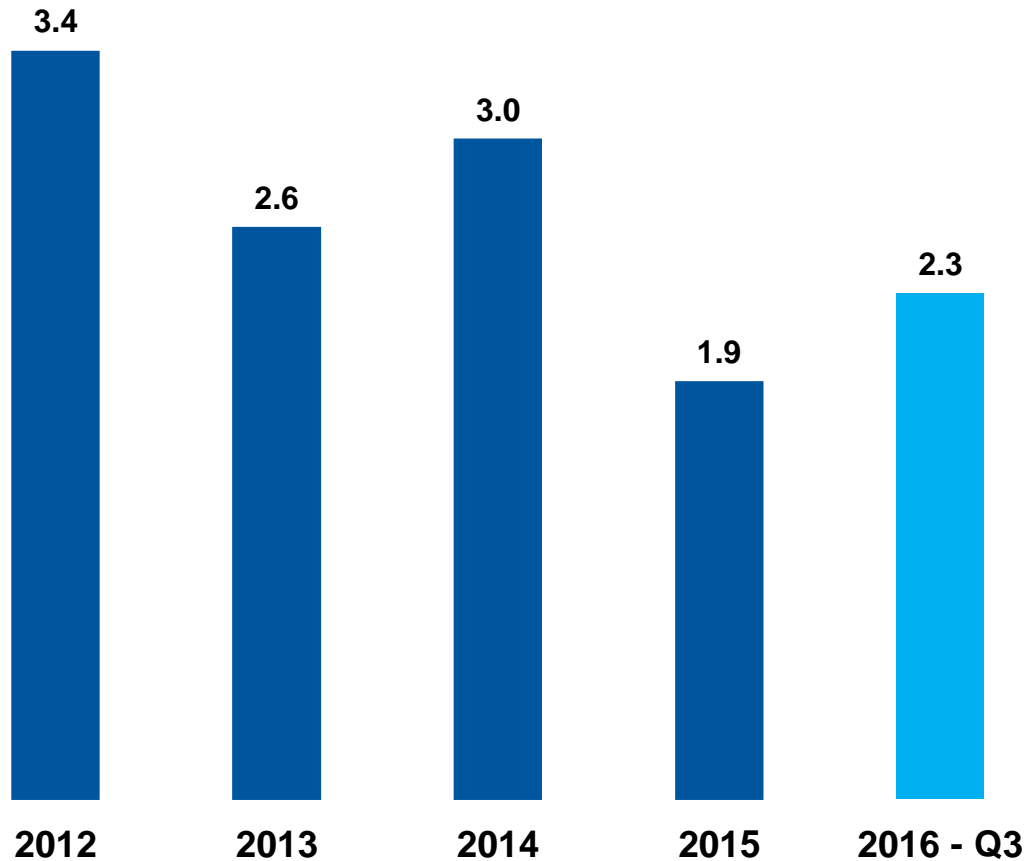


Profitability increasing again

- Cost of materials ratio: 31.4% (previous year: 31.9%)
- Staff cost ratio: 38.3% (previous year: 38.5%)
- EBIT margin: 9.5% (previous year: 9.0%)
- Ongoing process of optimization at all important sites initiated

Group Profit

€ million

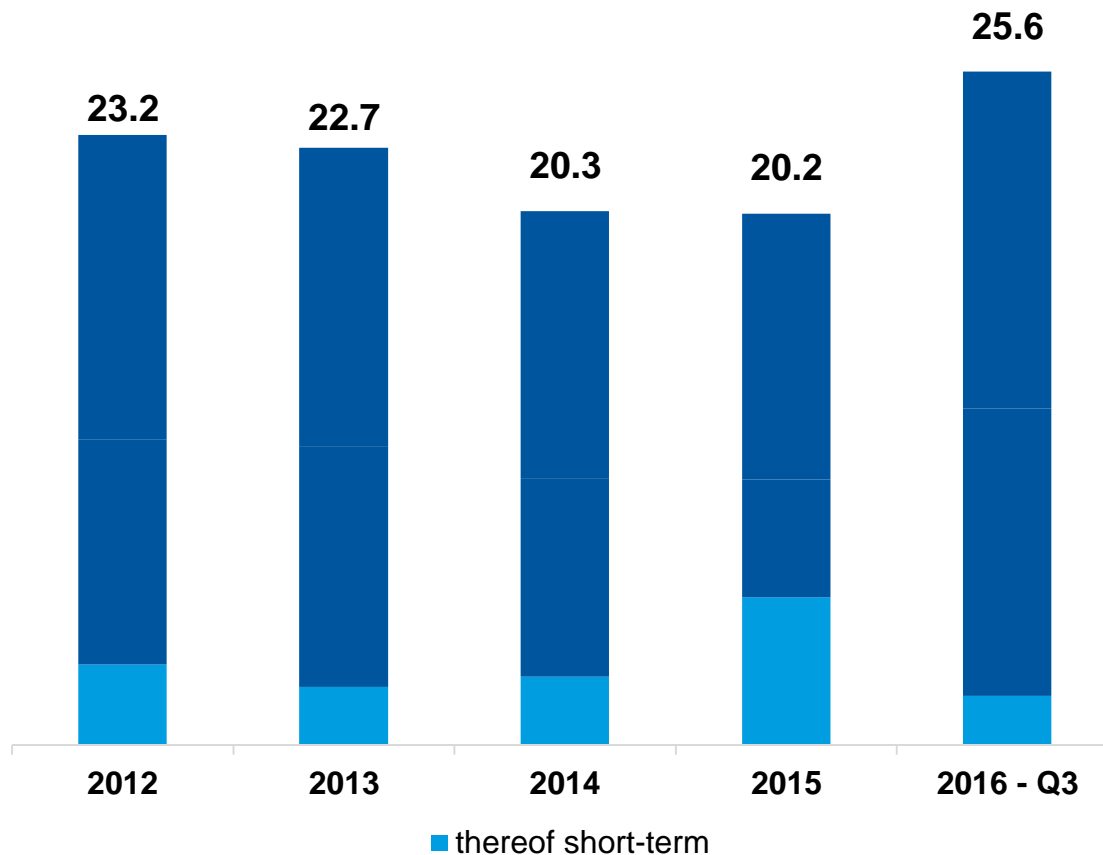


Profit after 9 months improved

- Financial result: € -0.9 million (previous year: € -0.8 million)
- Net profit: € 2.3 million (previous year: € 2.2 million)
- EpS: € 0.26 (previous year: € 0.26)
- Extraordinary charges (€ 0.6 million) caused by court decision made up again

Financial Liabilities

€ million



Solid Funding for Ongoing Growth

- New group syndication loan until 2021 incl. M&A- facility
- Short-term debt sustainably reduced
- Equity ratio of 44.2% (End of 2015: 47.7%)

Financial Figures: Solid Balance Sheet

ASSETS

Long-term assets €32.8 million
(52.3%)

Intangible assets 6.4%

Tangible assets 43.2%

Financial assets* 2.7%

Current assets €29.9 million
(47.7%)

Inventories 22.7%

Receivables** 14.7%

Cash 10.3%

Total assets € 62.7 million

EQUITY & LIABILITIES

Equity €27.7 million
(44.2%)

Long-term debts €23.8 million
(38.0%)

thereof financial debts 34.9%

thereof **pensions** 0.0%

Short-term debts €11.2 million
(17.8%)

thereof trade payables 5.1%

thereof financial debt 5.9%

Total equity & liabilities € 62.7 million

* incl. deferred taxes ** incl. miscellaneous

Stock price development in 2016



1st January

2016

November

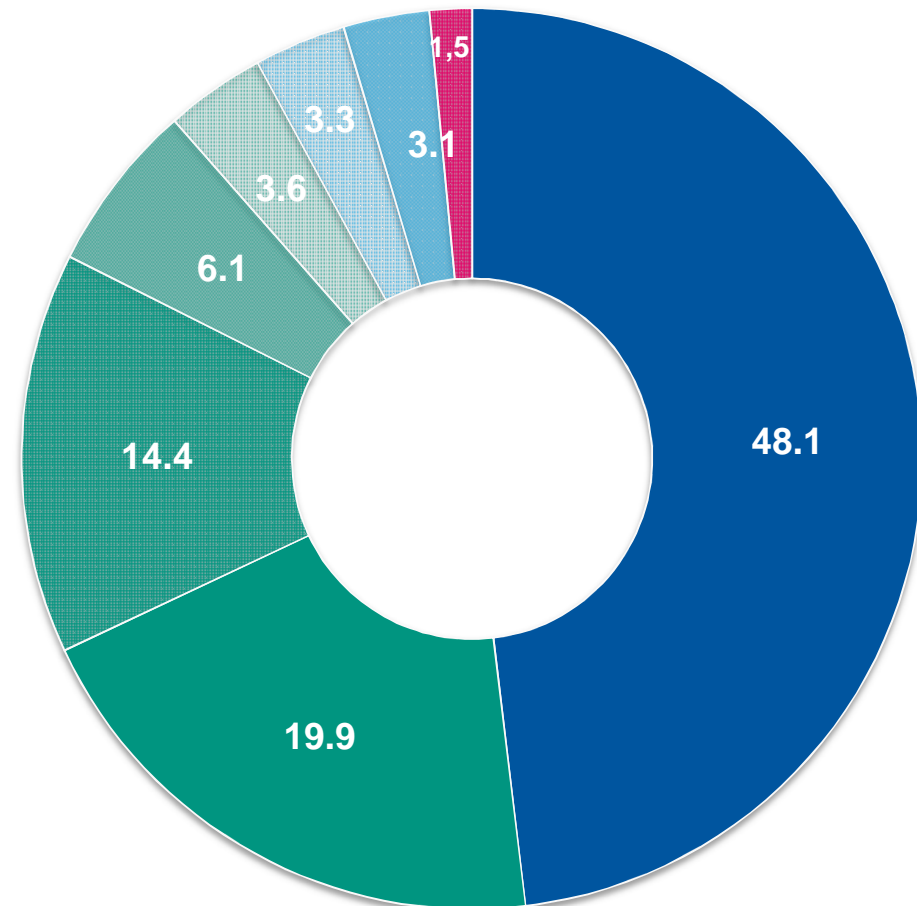
Share: gathered momentum again

- After losses in springtime, the share price substantially above €6
- Market cap: €60.7 million
- PE ratio*: 22.8
- P/B ratio*: 2.19

* Share price of 3.11.: €6.85. EpS 2016e: 0.30 (DZ Bank 8/2016)

Stockholders: largely stable structure together with slightly decreasing free float

- Free flow (48.1%)
- SVB GmbH & Co. KG/ Family Schmidt (19.9%)
- Stichting Administratiekantoor Monolith (14.4%)
- BBC GmbH/ Dr. Bastin, Becks (6.1%)
- Baden-württ. Versorgungsanstalt für Ärzte, Zahn- und Tierärzte (3.6%)
- Families Bischooping (3.3%)
- J.F. Müller & Sohn (3.1%)
- Treasury shares (1.5%)



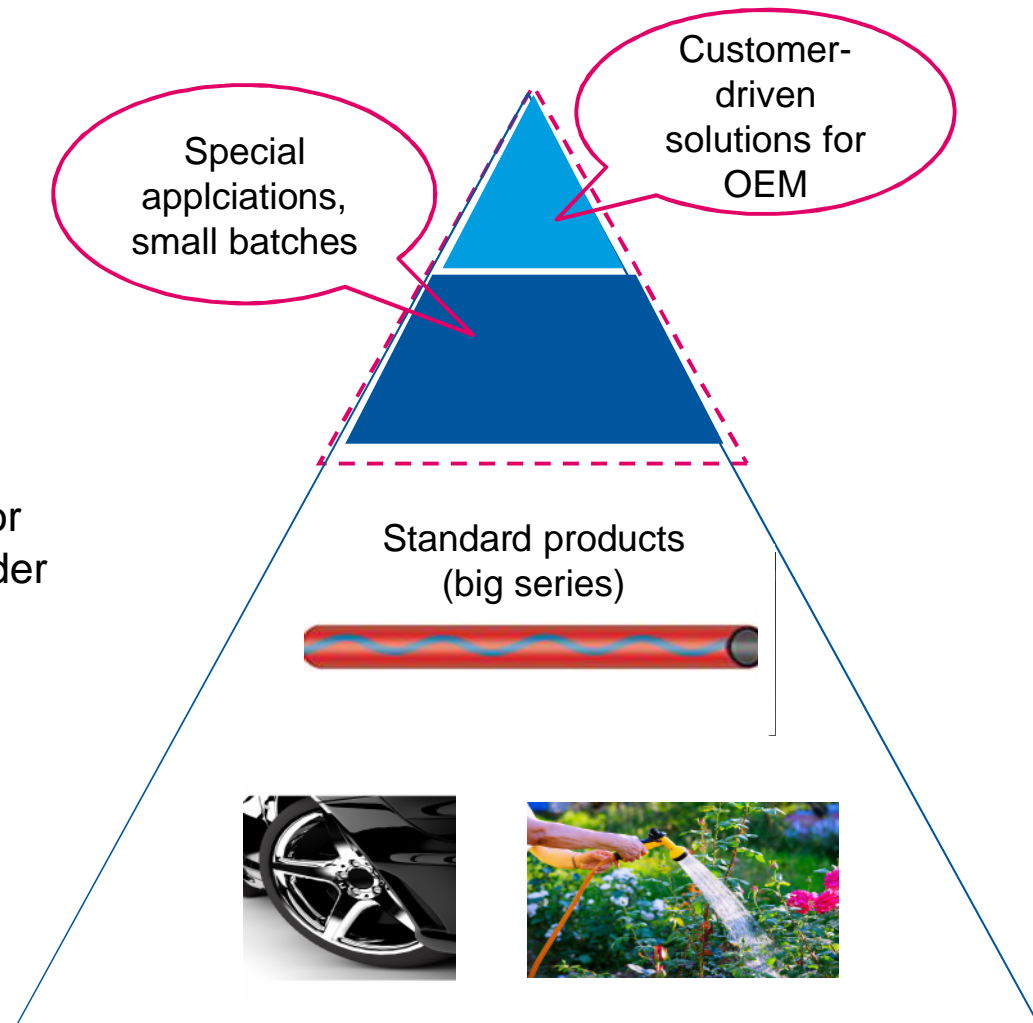


Besides hoses, clips as well as adaptors, connectors and protective caps are part of a proper patient care to ensure proper inflow and outflow. Fleima-Plastic supplies these impeccable quality moulded parts.

The Business Model

Hoses and Connecting Parts

- **Total** market volume: €21 billion (Europe, Americas, Asia)
- Market for **special hoses**: €2 billion
- Our long-term **goal**: €200 million
- **Our solutions: Durable** connections for transport of gases, fluids and solids under **special** requirements
- **Consultation driven** sale and development work
- **Focus** on top selling and high margin products



Data: ProdCom/Eurostat; own survey

Our Product Range

Brand	Product	Materials	Markt players
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MASTERFLEX



PU, PVC,
textiles

Schauenburg,
Norres, IPL

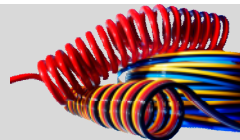
MATZEN & TIMM



VMQ (silicone),
CMS (Hypalon®)

Hutchinson, MST,
Flexfab

NOVOPLAST
SCHLAUCHTECHNIK



PU, PVC,
PA, PE

Parker, Festo,
Raumedic

FLEIMA-PLASTIC



PC
ABS, PVC

Spang & Brands,
diverse

MASTERDUCT



PU, PVC,
metals

Hi-tech Duravent,
Schauenburg, Kanaflex

Our customer sectors



* Turnover 2015

Extension of the Gelsenkirchen-Site

Start of new construction on 1st April



Beginning of June and ...



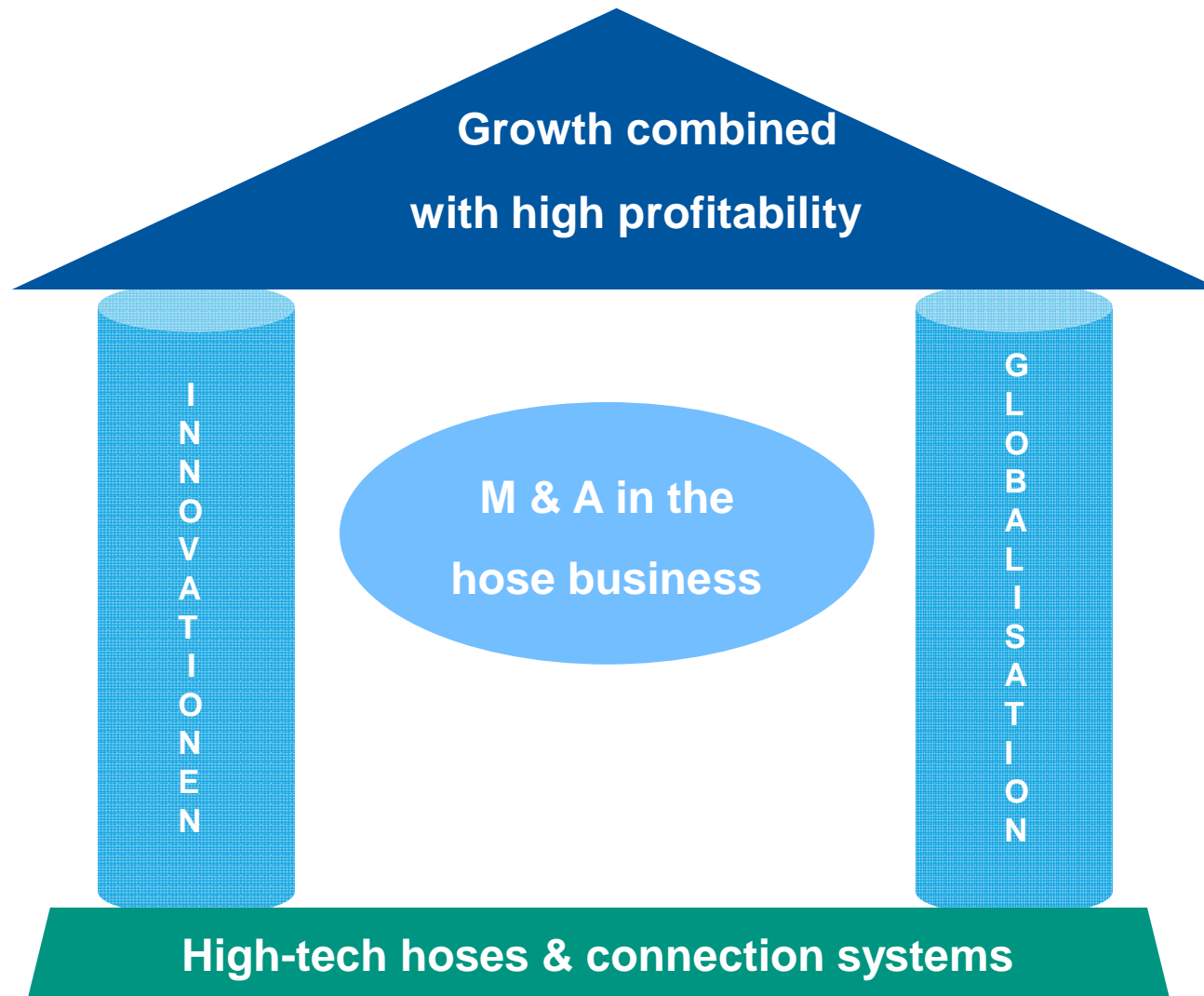
Key aspects of this investment

- Start of preparation in 02/2016; final inspection in 11/2016 (ahead of schedule)
- Cost of approx. €7 million: €5 million for buildings; €2 million for machines
- Overall 7,700 square meter new: up to 2,400 square meter for production; 3,500 square meter for store, R&D and logistics

..... End of November



Our Growth Strategy



Forecast for 2016

- Growth above the global economy growth rate (2.9%e)
- EBIT significant above the previous year
(2015: € 4.9 million)
- 9 months 2016: Outlook more than **fulfilled!**

Medium term perspective

- Growth also through acquisitions in the hose business
- Return to dividends



Thank you for your
attention!



Welding is an important technology for connecting metal sheets in a long-lasting and resilient manner.

Sparks can often fly! And so that flying sparks do not set the welding robot on fire, with its pneumatic hose feeds, flame-resistant smooth hoses are fitted, part of the Xflame family from Novoplast Schlauchtechnik.

Financial Calendar 2016/2017

30 March Financial press conference

7 April DFVA Analyst's conference

9 May Release to Q1/2016

14 June AGM, Gelsenkirchen

12 August Half year report 2016

14 November Release to Q3/2016

21 - 23 November German Equity Forum, Frankfurt

31 March 2017 Financial press conference

27 June 2017 AGM, Gelsenkirchen

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Annex – Key Figures year-on-year

2014 Financial Year versus 2015	31.12.2014	31.12.2015	Change
Turnover (€k)	62,466	64,112	2.6%
EBITDA (€k)	9,172	7,672	-16.4%
EBIT (€k)	6,317	4,870	-22.9%
EBT (€k)	5,194	3,872	-25.5%
Consolidated result from continuing operations (€k)	3,232	2,252	-30.3%
Consolidated result from discontinued operations (€k)	-154	-374	-142.9%
Consolidated result attributable to shareholders (€k)	3,043	1,948	-36.0%
Earnings per share (€)	0.34	0.22	-35.3%
EBIT margin (%)	10.1	7.6	
Number of employees	567	609	7.4%
Consolidated equity (€k)	23,835	26,012	9.1%
Consolidated total assets (€k)	51,982	54,484	4.8%
Consolidated equity ratio (%)	45.9	47.7	

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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