

**SEMPERIT** 

Annual Report 2013



**Interesting facts  
for everyone**



**Our**



**Success Factors**

# Going for the goal

The bottom line is success that tells you how well a team works together. Both team play and outstanding individual performance are crucial for success. For Semperit this particularly means that the achievements of our four segments determine together the future for the group as a whole.

EUR **49.7** m  
investments in  
**2013**

**9.4%**  
revenue growth in  
**2013**

EBIT  
**+21.1%** to  
EUR **87.8** m

Earnings  
per share  
**+17.8%** to  
EUR **2.65**



## Record-breaking investment in Poland

By 2015, Semperit will have invested some EUR 40 m in expanding Sempertrans' conveyor belt production in Belchatów, Poland. This is the group's largest organic capital spending programme thus far.

## Latexx Partners acquisition

Semperit passed another milestone of its growth strategy in 2012 when the group acquired the Malaysian company Latexx Partners for about EUR 150 m. The company is a global supplier of examination and protective gloves with some 1,800 employees. Its integration into Semperit Group was a resounding success.



## Ambitious growth strategy

Semperit Group's goal is to achieve average double-digit annual revenue growth in the period from 2010 to 2015 at an EBIT margin between 8% and 11%. The group is well on track for both.

»We are pursuing a two-tier strategy for sustainable growth with acquisitions and reinforcing our existing segments.«

**Thomas Fahnemann**  
Chief Executive Officer  
Chairman





# Stability through diversification

Long-term success not only requires an ambitious strategy and clear goals but also a sound and established foundation. Semperit Group has what it takes. The different principles of Semperit's four segments and its broad geographic presence together spread the risk for the group as only valuable diversification can.

## Diversified operations

The group's segments Sempermed, Semperflex, Sempertrans and Semperform with their various product ranges and demand cycles are the pillars of Semperit's success. This diversification allows Semperit to pursue a long-term strategy with anti-cyclical capital spending.



»The Semperit Group has a solid foundation. In order to keep it that way we will continue to pursue a very cautious financing policy notwithstanding our value-oriented growth ambitions.«

Johannes Schmidt-Schultes  
Chief Financial Officer



Operating cash flow 2013:  
EUR **116.2** m

**0.90 EUR**  
base dividend  
**+0.30 EUR**  
anniversary bonus

Successful issue of a corporate Schuldschein loan totalling  
EUR **125** m

Equity ratio as at year end 2013  
**48.3%**



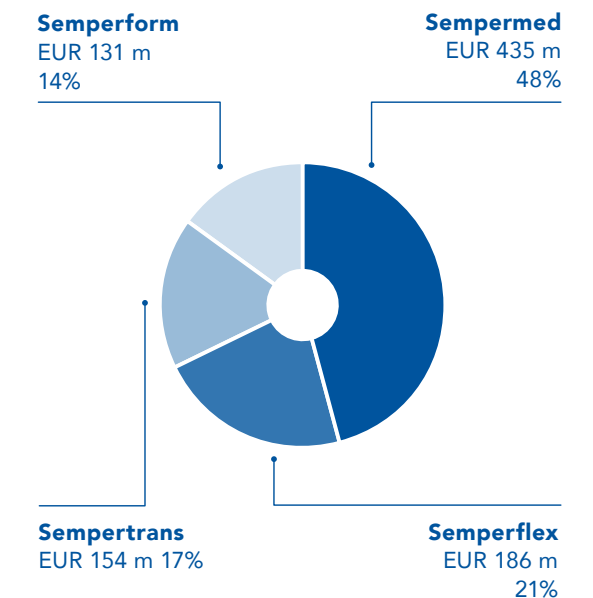
### Strong cash flow generation, ample liquidity

Semperit Group's 2013 operating cash flow reached EUR 116.2 m. Liquid assets of EUR 182.6 m and available credit lines totalling EUR 180 m provide Semperit with ample liquidity to finance its strategic plans.

### Solid balance sheet ratios

Although the group has stepped up its capital spending, Semperit's equity ratio of 48.3% at the end of 2013 remained still well ahead of the industry average.

## Revenue by segment





# Innovation power

Who rests on yesterday's laurels will miss tomorrow's opportunities. That is why Semperit Group constantly invests into evolving its product portfolio and regularly sets new industry standards. After all, we need to live up to our company name that translates into »there is always a solution«.

About  
**EUR 8 m**  
spent on  
R&D in  
**2013**

**340**  
R&D employees

**63**  
R&D projects on various scales  
in **2013**



»In 2013, we finished over 60 R&D projects with a broad range of objectives. We strive to keep up the pace in line with our motto of Getting Better Every Day.«

Richard Ehrenfeldner  
Chief Technical Officer



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## R&D staff of 340

Semperit Group maintains R&D departments in Malaysia, China, India, Poland, Thailand, the Czech Republic, and Austria. The coordination function is fulfilled by our R&D headquarters in Wimpassing, Lower Austria. The group employs 340 people worldwide in research and development.



## Award winner

In December 2013, Sempertrans' new energy-saving conveyor belt that saves up to 25% of energy costs in drive compared to regular conveyor belts received the Innovation Award at the Entrepreneurship Convention in Katowice, Poland.

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## Overview of R&D objectives

Semperit spent about EUR 8 m representing about 1% of revenue on R&D last year. Our research focused on:

- Market-oriented product innovations
- Optimising utilisation of resources
- Making production processes more flexible
- Raising synergy resulting from know-how transfer





# Customer and market focus

Knowing that our customers' demand ultimately decides our business success, Semperit Group has launched numerous measures to improve its customer focus and market cultivation. Delivery times are shortened and initiatives like our Customer Focus Campaign promote a better understanding of general customer needs and specific wishes.



## Customer focus campaign

Semperit started this broad-based initiative in the autumn of 2013 to develop sensible solutions and pinpoint improvement potential through constructive customer feedback and staff suggestions. The group's staff around the globe gets to elect the Customer Focus Champion from their ranks to take centre stage as a role model for all.



»Typically it takes many small steps to make a major improvement in customer relations – that is why we work every day on these small steps.«

**Penny Pan Xiaoyan**  
Marketing & Customer Service, Shanghai, China



»My brand awareness recognises three core virtues: reliability, availability and – the most important – constancy. It has been my best decision thus far to go for Semperguard®.«

**Mårten Gigel**  
Handisafe, customer of Sempermed, Sweden



## Reinforcing distribution

In 2013, Sempermed and Semperflex focused their distribution expansion on Asia and Latin America to be even closer to their customers in these regions. Semperit is now selling its products in more than 100 countries.

## 4

### Check here to make a difference

It is only a small check box on Semperflex's delivery bills, invoices, and the like: Check "I am not happy with Semperit's performance" and the problem will be tackled. It is a simple and easy way for Semperit's customers to tell us where we need to improve. A check mark here allows us to analyse and improve a process chain from the customer's point of view.





# Success stories beyond borders

Major and sustainable success requires going out of one's comfort zone; be it physically, in thought, or solutions. Semperit Group is venturing out taking globalisation as an opportunity to pursue its vision for profitable growth.

22  
production sites in  
12  
countries

Distribution  
in over  
100  
countries

About  
40%  
of revenue realised  
outside of Europe

About  
10,300  
employees on  
3  
continents



## Expanding production capacities in Odry, Czech Republic

To expand its production capacities for industrial and hydraulic hoses by around 30% in the Czech town of Odry, Semperflex invests about EUR 10 m in 2014.

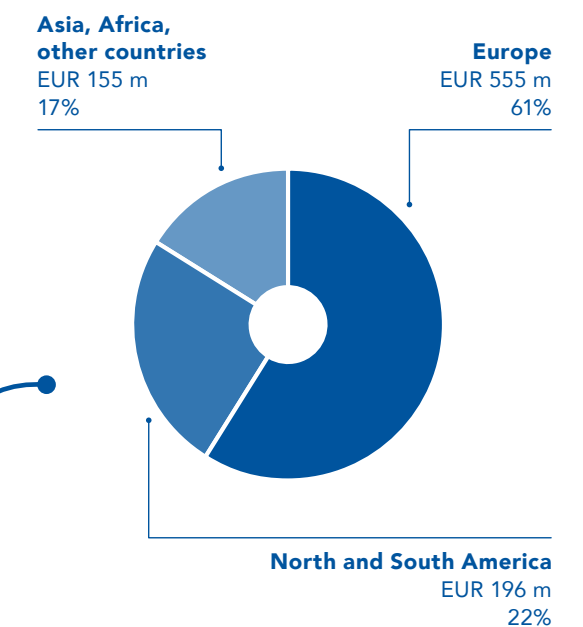
## Bulk order for Sempertrans

In October 2013, Sempertrans landed another major contract as main conveyor belt supplier to German energy group RWE at an estimated order volume of EUR 100 m over the next five years.

## Global business

Whether examination gloves in Japan, hydraulic hoses in the US, conveyor belts in Chile, or window seals in Russia – Semperit products are popular in over 100 countries offering reliable quality for 190 years.

## Revenue by region



»In 2013, we started selling industrial hoses in Asia and it is already paying off.«

Jan Timmermann  
Semperflex Sales Asia Pacific, Singapore



# Active cost and raw materials management

Reliable, economical, and flexible material sourcing is vital for manufacturers like Semperit Group. Which materials of what quality will be needed where and when? What price levels are acceptable considering the competition? Semperit is constantly striving to find the most effective solutions to these problems.

EUR **511** m material costs

Material costs account for **56%** of revenue

»Sustainable optimisation of energy usage was at the heart of many measures while integrating Latexx Partners into our group. We have already implemented first key initiatives that helped us significantly reduce our energy consumption.«

Christof Brunthaller  
Engineering, Asia

## Global sourcing markets

Semperit products are made from raw materials like latex, rubber, reinforcing materials, carbon black, and speciality chemicals on which the group spent a total of 56% of revenue. Optimising this cost factor is the core task of our central Group Procurement & Logistics department.

### Synthetic and natural rubber

Global rubber production comes to some 27 m metric tons per year with synthetic rubber accounting for about 15 m metric tons and natural rubber for around 12 m. The main producers of natural rubber are Thailand, Indonesia, and Malaysia. Synthetic rubber is a petroleum product while natural rubber is harvested from rubber trees.

»Semperit Group covers about 60–70% of its raw material needs from the Asian markets. Building up our procurement organisation in Asia helped us ensure more efficient collaboration between production, logistics, and distribution to the advantage of our customers.«

Kalwant Singh  
Procurement Asia, Singapore





# A strong team

The saying goes that every chain is only as strong as its weakest link. This holds true for companies like Semperit Group. It also puts high demand on human resource management in preparing our staff for the challenges ahead, promoting performance, thinking and planning ahead for our future need of leadership and technical talent.

About **30%** of Leadership Academy participants are from Asia and the US

**13%** share of women in senior and middle management

»We want our employees to be the best managers they can be for Semperit's growth going forward. That is why we started the Leadership Academy in 2013 that will give them a solid grounding with regard to strategy, leadership and change.«

**Natascha Hoxha**  
Human Resources, Vienna, Austria

## About 10,300 employees worldwide

Sempermed is the group's largest segment with around 7,000 employees. Many of them work at its Asian production sites (primarily in Thailand and Malaysia). Semperflex accounts for almost 1,500 employees representing about 14% of Semperit's total staff. At year end, Sempertrans (close to 1,000 employees) and Semperform (over 700) accounted for approx 9% and 7% of total group staff, respectively, while less than 1% worked in the Corporate Center.

»By keeping our employees up to date on the strategy of Semperit Group and its segments, we want to make them aware of how important their contributions to realising these goals are and that we are all pulling in the same direction.«

**Doris Gao**  
Human Resources, Pudong, China

## Targeted professional development

Our Onboarding Academy gives new employees a comprehensive introduction into the world of Semperit. This facilitates their integration into the group and international networking. Our Talent Academy prepares specialists and leadership personnel for their future tasks in the segments and holding. With the view to optimisation of leadership competences our Leadership Academy is designed to provide the requisite know-how.





**... and here are  
the figures proving  
this success:**

## Key performance figures

| in EUR million                                  | 2013  | Change  | 2012  | 2011 <sup>1)</sup> | 2010 <sup>1)</sup> | 2009 <sup>1)</sup> |
|---|-------|---------|-------|--------------------|--------------------|--------------------|
| Revenue   | 906.3 | +9.4%   | 828.6 | 820.0              | 689.4              | 588.1              |
| EBITDA  | 132.5 | +21.9%  | 108.7 | 110.0              | 112.3              | 102.8              |
| EBITDA margin                                   | 14.6% | +1.5 PP | 13.1% | 13.4%              | 16.3%              | 17.5%              |
| EBIT  | 87.8  | +21.1%  | 72.5  | 80.4               | 82.3               | 69.6               |
| EBIT margin                                     | 9.7%  | +0.9 PP | 8.8%  | 9.8%               | 11.9%              | 11.8%              |
| Earnings after tax                              | 54.9  | +18.8%  | 46.2  | 51.8               | 45.4               | 38.8               |
| Earnings per share (EPS) <sup>2)</sup> , in EUR | 2.65  | +17.8%  | 2.25  | 2.52               | 2.21               | 1.89               |
| Gross cash flow                                 | 116.2 | +35.7%  | 85.6  | 89.4               | 91.0               | 92.6               |
| Return on equity                                | 13.3% | +1.9 PP | 11.4% | 13.6%              | 12.9%              | 12.5%              |

## Balance sheet key figures

| in EUR million                                | 2013   | Change  | 2012  | 2011 <sup>1)</sup> | 2010 <sup>1)</sup> | 2009 <sup>1)</sup> |
|---|--------|---------|-------|--------------------|--------------------|--------------------|
| Balance sheet total                           | 852.1  | +3.4%   | 824.5 | 616.7              | 593.5              | 531.5              |
| Equity <sup>2)</sup>                          | 411.5  | +1.3%   | 406.2 | 379.4              | 351.1              | 310.6              |
| Equity ratio                                  | 48.3%  | -1.0 PP | 49.3% | 61.5%              | 59.2%              | 58.4%              |
| Investments in tangible and intangible assets | 49.7   | +20.6%  | 41.2  | 45.1               | 52.5               | 22.7               |
| Employees (at balance sheet date)             | 10,276 | +7.3%   | 9,577 | 8,025              | 7,019              | 6,490              |

## Sector and segment key figures

| in EUR million   | 2013  | Change | 2012  | 2011 <sup>1)</sup> | 2010 <sup>1)</sup> | 2009 <sup>1)</sup> |
|--|-------|--------|-------|--------------------|--------------------|--------------------|
| <b>Medical Sector = Sempermed</b>                                |       |        |       |                    |                    |                    |
| Revenue  | 434.9 | +13.4% | 383.5 | 371.5              | 316.4              | 271.4              |
| EBITDA   | 58.7  | +41.2% | 41.5  | 44.4               | 56.9               | 59.2               |
| EBIT   | 36.6  | +32.7% | 27.6  | 34.4               | 47.1               | 49.6               |
| <b>Industrial Sector = Semperflex + Sempertrans + Semperform</b> |       |        |       |                    |                    |                    |
| Revenue  | 471.5 | +5.9%  | 445.1 | 448.5              | 373.0              | 316.7              |
| EBITDA   | 90.1  | +12.4% | 80.2  | 73.2               | 60.3               | 46.0               |
| EBIT   | 67.7  | +16.3% | 58.2  | 53.5               | 40.1               | 22.5               |
| <b>Semperflex</b>  |       |        |       |                    |                    |                    |
| Revenue  | 186.1 | +3.1%  | 180.6 | 186.9              | 145.5              | 105.3              |
| EBITDA   | 41.5  | +7.5%  | 38.6  | 35.2               | 34.2               | 15.1               |
| EBIT   | 29.7  | +7.6%  | 27.6  | 24.5               | 24.2               | 0.4                |
| <b>Sempertrans</b>   |       |        |       |                    |                    |                    |
| Revenue  | 154.5 | +7.5%  | 143.8 | 147.0              | 118.1              | 114.9              |
| EBITDA   | 23.9  | +12.9% | 21.2  | 14.4               | 3.6                | 15.4               |
| EBIT   | 19.4  | +21.3% | 16.0  | 10.8               | 0.0                | 11.8               |
| <b>Semperform</b>  |       |        |       |                    |                    |                    |
| Revenue  | 130.8 | +8.4%  | 120.7 | 114.6              | 109.4              | 96.5               |
| EBITDA   | 24.7  | +21.0% | 20.4  | 23.6               | 22.5               | 15.5               |
| EBIT   | 18.6  | +27.3% | 14.6  | 18.2               | 15.9               | 10.3               |

Note: Rounding differences in the totalling of rounded amounts and percentages may arise from the use of automatic data processing.

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012). The figures for 2009 and 2010 were not adjusted.

<sup>2)</sup> Attributable to the shareholders of Semperit AG Holding



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# »Semperit sets new revenue and earnings records in 2013.«

An Interview with the Management Board





## The management board of Semperit AG Holding – Thomas Fahnemann, Johannes Schmidt-Schultes, and Richard Ehrenfeldner – talk about the group's business in 2013, corporate strategy targets, and key moves.

**Mr. Fahnemann, you will have been CEO for three years. 2013 was another record-breaking year – did you expect that when you took the helm in April 2011?**

**Fahnemann:** The last three years were quite exciting. Our acquisition of Latexx Partners in 2012 was a major milestone that added fresh fuel to our growth engine for Sempermed. In the industrial business we were also able to accelerate our growth strategy. We are glad to see this boost reflected in revenue and earnings figures but that is no reason to lose sight of our vision and drive to achieve our goals. Over the next few years, we want to secure our position as a leading global player in all our core segments and we have a great deal of work ahead of us. However, I am quite satisfied with our achievements so far.

**190 years of Semperit – what do the shareholders and the company have to celebrate?**

**Schmidt-Schultes:** Semperit Group is one of the oldest and best established companies traded on the Vienna stock exchange with a long corporate history of ups and downs. On the occasion of our 190th corporate anniversary, our shareholders can look forward to an anniversary dividend bonus of EUR 0.30 per share in addition to the dividend of EUR 0.90 per share. We are able to make this proposal to our shareholders at the Annual General Meeting thanks to our good results in the 2013. Revenue rose by 9.4% to EUR 906.3 m and earnings after tax increased by 18.8% to EUR 54.9 m to new all-time highs. The best part of this gratifying development is that all four segments contributed to this success.

**Ehrenfeldner:** From my point of view, this development confirms that we are well positioned in all our operating segments. Semperit's innovation power is a major factor in this development. Just in 2013 alone, we successfully concluded over 60 R&D projects and impressed the market with new products like our energy-saving conveyor belt and the Sempermed® Syntegra UV – a surgical glove that is free of allergenic curing accelerators.

**Sempermed achieved double-digit sales growth. Is that due to the Latexx Partners acquisition at the end of 2012?**

**Fahnemann:** Not exclusively so. The considerable increase in sales volume was the result of generally improved distribution as well as the Latexx Partners acquisition. Overall, segment revenue grew by 13.4% to EUR 434.9 m despite the negative impact of falling prices for natural rubber. The much more important aspect is that Sempermed substantially improved its earnings. Segment EBIT reached EUR 36.6 m which is 32.7% above previous year representing an EBIT margin increase from 7.2% to 8.4% meeting our target range of 8% to 11%.

**How did each segment of Semperit's Industrial Sector perform in 2013?**

**Schmidt-Schultes:** All three segments of our Industrial Sector achieved double-digit margins, in both EBITDA and EBIT. Revenue was up by 5.9% to a combined total of EUR 471.5 m. Considering that almost all our sales markets still struggled with economic challenges in 2013, this is a notable success. The Semperfex segment significantly raised its sales volume in both its industrial and hydraulic hoses units despite increased price pressure resulting in 3.1% revenue growth to EUR 186.1 m. EBIT improved by 7.6% to EUR 29.7 m and the EBIT margin to 16.0% from 15.3% in 2012.

**Fahnemann:** I am especially proud of Sempertrans' performance that benefitted from focussing on the profitable business of steel reinforced conveyor belts. Segment revenue advanced by 7.5% to EUR 154.5 m and EBIT rose by 21.3% to EUR 19.4 m. This brought the EBIT margin up by 1.4 percentage points to 12.5%.

**Ehrenfeldner:** Last but not least, all major business units of Semperform outperformed the market increasing revenue by more than 8.4% to EUR 130.8 m. Simultaneously EBIT grew by 27.3% to EUR 18.6 m. We may thank our outstanding capacity utilisation, consistent cost management, and particularly our prudent procurement and pricing policy for this excellent result.



**Thomas Fahnemann**  
Chief Executive Officer  
Chairman

**»We substantially improved earnings in the Sempermed segment.«**

»Cost discipline as well as structure and process optimisation contributed to our excellent earnings.«



**Johannes Schmidt-Schultes**  
Chief Financial Officer

**Given its almost flawless track record of revenue and earnings growth in the past ten years – What makes Semperit stand above the competition?**

**Fahnemann:** There are several factors that give Semperit an edge over our peers. Semperit Group's business model proved to be superior particularly in the past few years of global financial and economic turmoil. Our strengths are innovation power and know-how, highly motivated staff, lean and efficient structures, and a global perspective. After all it is our customers who decide about our business success. In the past two to three years, we greatly improved our order processing and customer service. This is paying off now whilst giving us the flexibility and leeway for further growth.

**Schmidt-Schultes:** Besides the factors already mentioned, I also consider the Semperit Group's financial stability and very cautious expansion strategy as key components of our success. For instance, our equity ratio came to 48.3% at year-end 2013, well above the industry average. Furthermore, we have also invested into our organic growth with targeted and sales market-oriented capacity expansion. Our acquisition policy is closely geared to strategic goals and price sensitive. Our cost discipline as well as consistent optimisation of structures and processes made a respectable contribution to our excellent earnings.



**What were your most substantial organic growth investments last year?**

**Ehrenfeldner:** In 2013, we invested heavily into raising production efficiency. Worth mentioning is the large investment of the conveyor belt production at Sempertrans in Belchatów that will be available step by step in the first half of 2015. The investment volume required for this will total some EUR 40 m – representing the largest investment into organic growth in our corporate history. Moreover, we started expanding hose production capacities at Semperflex in Odry, Czech Republic, that will come to a total of EUR 10 m.

**Fahnemann:** I may add that we meticulously prepared these two major investments. This is only in part to accommodate strong demand for conveyor belts as in the bulk order from German energy group RWE – based on RWE’s consumption in the past few years we are expecting an order volume around EUR 100 m for the next five years. The Odry investment also serves to substantially boost Semperflex’s market position.

**How will Semperit finance these and other investment projects?**

**Schmidt-Schultes:** Thanks to our strict financial discipline we closed the financial year 2013 with net liquidity of EUR 43.3 m. That represents the amount to which our cash and cash equivalents exceed our financial debt including the 2013 Corporate Schuldschein loan issue of EUR 125 m. In addition to that, we also have available credit lines totalling EUR 180 m. From a financial point of view, there are no obstacles to our continuing growth.

»We substantially invested into raising production efficiency in 2013.«



**Richard Ehrenfeldner**  
Chief Technical Officer

**What exactly are the growth plans?**

**Fahnemann:** We are still pursuing our goal to achieve an average double-digit annual revenue growth in the period from 2010 to 2015. Comparative growth of 9.5% in the last three years fills me with pride. In addition to further organic growth, we constantly examine possible acquisitions to reinforce our current core business areas. However, we remain very selective about this going forward. We want to keep our EBIT margin for that period within a range of 8-11%. Semperit's 2013 EBIT margin was well on track there at 9.7%.

**Ehrenfeldner:** From an operating perspective it is important that we keep working on optimising our structures and processes. We have made many of our activities more efficient in the past few years. In 2013 we launched the project OPAL in order to make quick progress in this regard. As part of OPAL we will establish group-wide unified and clear processes in all segments and functional units over the next few years that will significantly raise our efficiency across the entire value-added chain.

**Schmidt-Schultes:** I think we also must make sure that we have the necessary human resources at all times going forward. We have achieved some major goals in this regard by setting up the Semperit Leadership Academy and a training programme for aspiring specialists and middle management last year. Our vision to become a continuous high-performance organisation still takes further evolution that we will pursue consistently across all our segments and business units.



**»We will add  
EUR 0.30 as  
a 190th-anni-  
versary bonus  
to the dividend  
of EUR 0.90  
per share.«**

**Johannes Schmidt-Schultes**  
Chief Financial Officer

# »Semperit Group's business model has proven its worth in the financial and economic crisis.«



**Thomas Fahmann**  
Chief Executive Officer  
Chairman

## How do you ensure customer focus along the way?

**Fahmann:** As I said before, our customers decide over our business success. Consistently we have taken far-reaching measures to fundamentally improve our customer focus and more of the same is yet to come. For example, we launched our Customer Focus Campaign in autumn of 2013. This involves regularly gathering constructive feedback from our customers and staff so that we can realise improvement potential. I consider this a core part of our strategy. We furthermore reinforced our distribution channels last year – especially for Sempermed and Semperflex emphasising Asia and Latin America.

## May Semperit's shareholders look forward to another record year in 2014?

**Fahmann:** The market environment remains highly volatile. However, we expect our current good order intake to hold in 2014. Particularly for the Industrial Sector we cannot make reasonable predictions for a longer term. The Medical Sector should continue to be a solid pillar of Semperit Group's business success. We intend to vigorously go forward with implementing our strategic measures in all segments. I am quite confident that we will be able to meet our goals again in 2014.

**Schmidt-Schultes:** We also intend to stay with our current course in dividend policy leaving the distribution to Semperit's shareholders unchanged at some 30% of our after-tax earnings. This is to ensure both continuity of shareholder compensation and smooth financing of our growth projects.

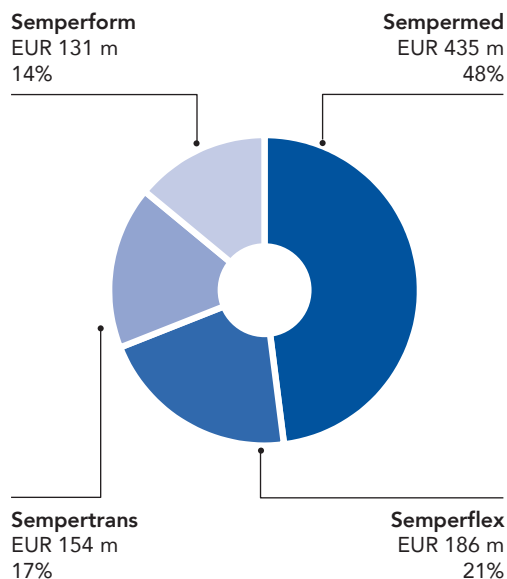


# SEMPERIT GROUP AT A GLANCE

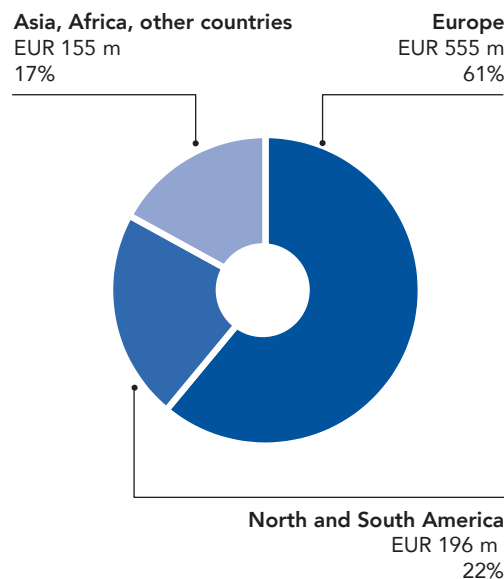
The Semperit Group, with its headquarters in Vienna, is a globally active corporation and one of the world's leading companies in the rubber and plastics industry. In 2013 it employed more than 10,000 people and achieved revenue of EUR 906.3 million and earnings after tax of EUR 54.9 million.

In total, the Semperit Group has 22 production facilities in 12 countries on three continents. In addition, it operates a global distribution network with branches in Asia, Europe, the USA and Latin America (for details see the map of the world on page 32 / 33). Its products are sold in more than 100 countries. The group's customers include leading providers in the medical and industrial sectors, who are supplied with highly specialised rubber and plastic products. The group's most important product categories include examination and surgical gloves, hydraulic and industrial hoses, conveyor belts, escalator handrails, construction profiles, cable car rings, ski foils, and products for railway superstructures.

Revenue split by segments  
in EUR million



Regional revenue split  
in EUR million



The sustained success of the Semperit Group is based on high and competitive quality standards, strong innovation and a clearly defined corporate strategy. As Europe's oldest rubber manufacturer, Semperit looks back on a 190-year corporate history. The associated longstanding experience in the processing of rubber and polymers, in combination with ongoing product innovation and an unrelenting focus on customer and market needs, is the stable foundation for the growth strategy of the Semperit Group. This strategy focuses on profitable, expanding core segments while safeguarding high cost efficiency. The company's solid balance sheet and stable cash flow accompany all strategic plans and further steps towards internationalisation. At the same time, Semperit is firmly committed to the principles of sustainable business. It fulfils its social responsibilities and seeks to achieve the most environmentally sound handling of all types of resources.

| Semperit Group                     |  |  |   |   |
|------------------------------------|--|--|---|---|
| Sector                             | Medical  | Industrial   |   |   |
| Segment                            | Sempermed  | Semperflex   | Sempertrans   | Semperform  |
|                                    |    |    |    |   |
| Product groups and market position | <b>Examination gloves</b><br><br>10% global market share<br>>15% market share in Europe | <b>Hydraulic hoses</b><br><br># 3-4 position globally           | <b>Conveyor belts</b><br><br># 2 position Europe<br>Global presence           | <b>Handrails</b><br><br>Internationally leading position |
|                                    | <b>Surgical gloves</b><br><br>7% global market share<br>>15% market share in Europe     | <b>Industrial hoses</b><br><br># 3-4 position in Western Europe | <b>Additional products</b><br>- Leading position for cable car rings and ski foils<br>- Window and door profiles: a leading position in Europe<br>- Moulded parts |   |

## STRUCTURE OF SEMPERIT GROUP

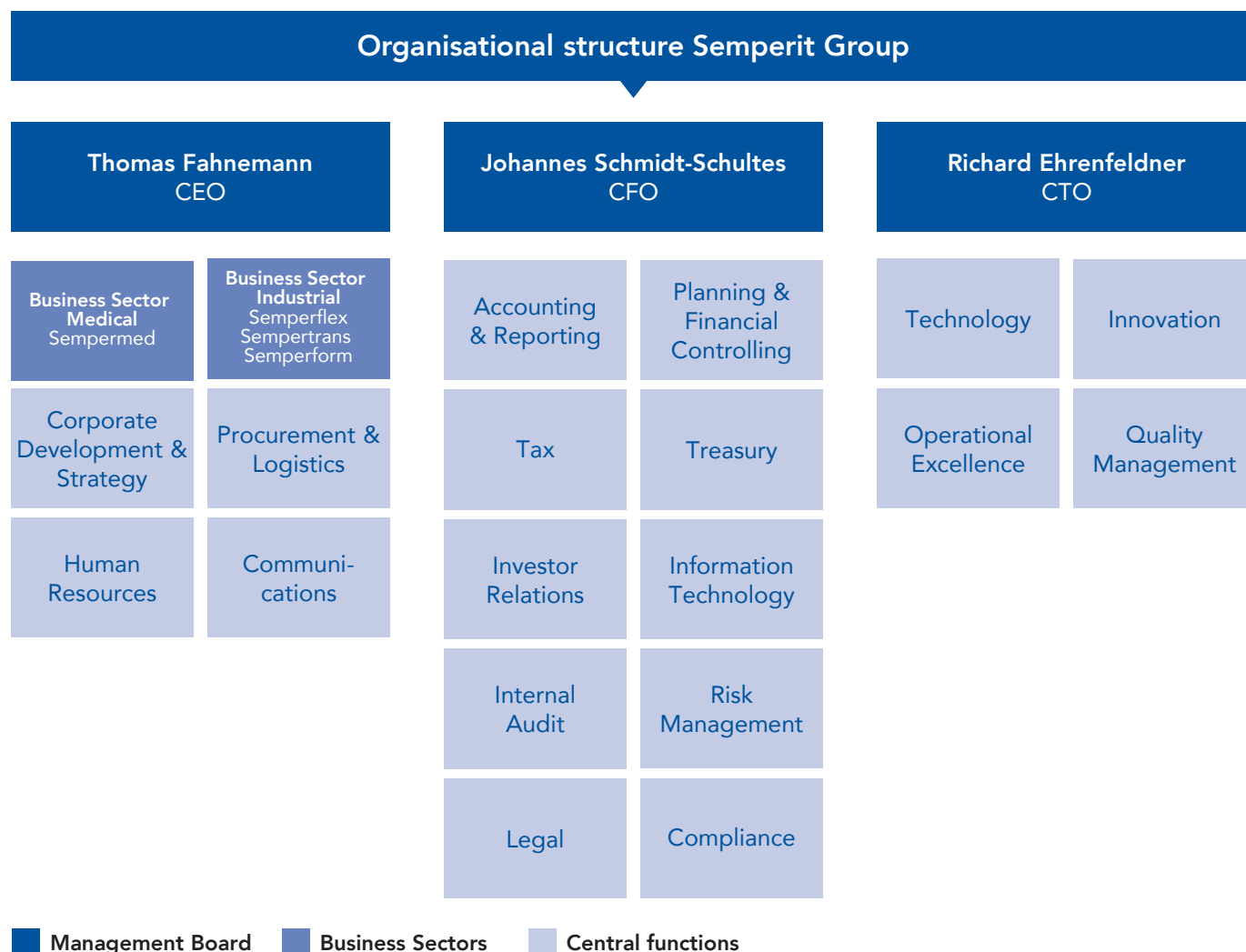
Semperit Group’s operating business comprises the Medical Sector, with the Sempermed segment, and the Industrial Sector, with the Semperflex, Sempertrans and Semperform segments. Semperit has a leading global market position in all its segments.

The segment heads manage the various company units included in their segments and implement the overall strategy of the Semperit Group at the segment level for their areas of responsibility. The Medical Sector’s segment has been managed from Singapore since 2013. The management of this segment is therefore located in close proximity to the key growth market, the major Semperit production facilities in Asia and the raw materials markets.

While Sempermed’s successful global position in the examination and surgical gloves markets largely acts as a stabilising factor for the business, demand in the industrial segments is exposed to varying levels of cyclical influence and the associated growth opportunities. Moreover, due to their high level of specialisation and the company’s successful development of attractive niche markets, the industrial segments are more profitable and dynamic than the Medical Sector.

## MANAGEMENT BOARD OF THE SEMPERIT GROUP

The departmental responsibilities of the Semperit Group’s Management Board as of the start of 2014 are as follows:





The Semperit Group is managed by the Management Board, which is supported with its responsibilities by the group's Executive Committee. This committee consists of the three members of the Management Board, the heads of the segments and the heads of the central corporate units Human Resources, Legal, Procurement & Logistics, Research & Development, Corporate Development, Technology and Accounting & Reporting.

To enable a constructive exchange of information between the individual segments and functions, a monthly meeting of the Management Board and the Executive Committee is foreseen. Business Council meetings take place on a regular basis to coordinate the operating business.

## Executive Committee Semperit AG Holding

|  |                                |                                  |                                |                                      |  |
|--|--------------------------------|----------------------------------|--------------------------------|--------------------------------------|--|
| Thomas Fahnmann                        |                                | Johannes Schmidt-Schultes        |                                | Richard Ehrenfeldner                 |  |
| Chief Executive Officer                |                                | Chief Financial Officer          |                                | Chief Technical Officer              |  |
| Clemens Eichler                        | Gerfried Eder                  | Michael Wolfram                  | Berthold Stöger                | Gerhard Klingenbrunner               |  |
| Head of Sempermed                      | Head of Semperflex             | Head of Sempertrans & Semperform | Head of Global Human Resources | General Counsel                      |  |
| Ernst Stoelzel                         | Armin Holzner                  | Boris Illetschko                 | Franz Körbler                  | Clemens Taschée                      |  |
| Head of Global Procurement & Logistics | Head of Research & Development | Head of Corporate Development    | Head of Technology             | Head of Group Accounting & Reporting |  |

## Sempermed

- 1 **Vienna, Austria**  
Marketing and sales office
- 2 **Wimpassing, Austria**  
Technology and innovation center, production of surgical gloves
- 3 **Budapest, Hungary**  
Sales office
- 4 **Sopron, Hungary**  
Packaging of surgical and protective gloves, quality control
- 11 **Levallois, France**  
Sales office
- 13 **Daventry Northamptonshire, Great Britain**  
Sales office
- 17 **Shanghai, China**  
Quality management and sales office
- 18 **Surat Thani, Thailand**  
Production of powder-free nitrile and latex exam and protective gloves
- 19 **Hatyai, Thailand**  
Production of latex and nitrile exam gloves as well as protective gloves
- 20 **Kamunting, Malaysia**  
Production of latex and nitrile exam gloves as well as protective gloves
- 21 **Nilai, Malaysia**  
Production of porcelain dip mouldings for glove production
- 22 **Singapore**  
Segment management, sales office and supply chain management
- 25 **Bridgeton, New Jersey, USA**  
Distribution center
- 26 **Clearwater, Florida, USA**  
Sales office and distribution center
- 27 **Coppell, Texas, USA**  
Distribution center
- 28 **Ontario, California, USA**  
Distribution center

- 29 **Piracicaba, São Paulo, Brazil**  
Sales office
- 31 **Santiago, Chile**  
Sales office
- 33 **Allershausen, Germany**  
Sterilisation of surgical gloves

## Semperform

- 2 **Wimpassing, Austria**  
Production of handrails, moulded parts and profiles, technology center
- 4 **Sopron, Hungary**  
Production of rubber injection moulded parts
- 8 **Deggendorf, Germany**  
Production of profiles for window and facade construction
- 11 **Levallois, France**  
Sales office
- 13 **Daventry Northamptonshire, Great Britain**  
Sales office
- 17 **Shanghai, China**  
Production and sales of handrails
- 22 **Singapore**  
Sales office
- 24 **Fair Lawn, New Jersey, USA**  
Handrail splicing, warehouse, sales office

## Headquarters

- 1 Vienna, Austria**  
Corporate Headquarters  
Semperit AG Holding

## Sempertrans

- 2 Wimpassing, Austria**  
Technology center
- 9 Belchatów, Poland**  
Production of heavy-duty steel and textile cord belts as well as cables for conveyor belts, development center
- 10 Argenteuil, France**  
Production of textile and steel cord belts, focus on special belts
- 12 Béthune, France**  
Sales, installation and maintenance of conveyor belts
- 15 Roha, India**  
Production of textile conveyor belts mainly sold on the Indian market
- 16 Shandong, China**  
Production of textile and steel cord belts for the domestic and export markets
- 22 Singapore**  
Sales office
- 23 Jakarta, Indonesia**  
Sales office
- 32 Mumbai, India**  
Sales office

## Semperflex

- 2 Wimpassing, Austria**  
Technology center, production of steel-reinforced spiral hydraulic hoses, mandrel built industrial hoses, elastomer- and wear-resistant sheeting
- 5 Odry, Czech Republic**  
Production of long-length industrial hoses, steel-reinforced wire braided hydraulic and pressure washer hoses (Europe's largest manufacturer of hydraulic and industrial hoses), Hydraulic Hose Testing Center
- 6 Rovigo, Italy**  
Production of industrial hoses for special applications
- 7 Waldböckelheim, Germany**  
Sales of hydraulic hoses in Germany, expert center for complete high-pressure hose systems
- 11 Levallois, France**  
Sales office
- 13 Daventry Northamptonshire, Great Britain**  
Sales office

- 14 Nacka, Sweden**  
Sales office
- 17 Shanghai, China**  
Production of steel-reinforced wire braided hydraulic and pressure washer hoses for the Chinese market, Hydraulic Hose Testing Center
- 19 Hatyai, Thailand**  
Production of steel-reinforced wire braided, spiral hydraulic and pressure washer hoses (one of the largest hose plants in Asia), Hydraulic Hose Testing Center
- 22 Singapore**  
Sales office
- 23 Jakarta, Indonesia**  
Sales office
- 24 Fair Lawn, New Jersey, USA**  
Sales office
- 30 São Paulo, Brazil**  
Sales office
- 32 Mumbai, India**  
Sales office, warehouse



## **SEMPERIT – THERE IS ALWAYS A SOLUTION**

The name “Semperit” is derived from the two Latin words “semper” and “ire” and essentially means: “There is always a solution”. In Semperit’s corporate culture, this meaning reflects both the ambition and the motivation of the company: to achieve the goal of providing customers around the world with an innovative and competitive range of products that create sustainable value and enable new opportunities.

## **VISION AND MISSION OF SEMPERIT GROUP**

With its vision for the next several years, the Semperit Group strives to be a global player with a leading market position in all of its core segments, while safeguarding its success with an efficient and performance-oriented corporate culture. Moreover this vision is based, on a geographically balanced distribution of revenue – in the long term one third of total revenue is to be generated in North and South America, one third in Europe, and the other third in Asia and the rest of the world. When doing so, Semperit combines the region’s local roots with their global focus. For employees, the Semperit Group is a reliable and loyal employer that promotes both individual perspectives and entrepreneurial thinking.

Semperit operates in business-to-business markets. Business partners expect an optimum quality and maximum efficiency, which is our mandate. In both production and sales, Semperit operates globally and holds leading market positions in its fields of expertise. The group satisfies its customers with innovation, while being as pragmatic as it is experienced in finding solutions. In addition to its employee and customer focus, Semperit is firmly committed to making a profit. This is the only way the company can finance its growth targets, expand its global market positions, and ensure its competitiveness in the long term.

In the interest of its customers, the Semperit Group makes valuable contributions to health care and the technical infrastructure with highly sophisticated products and services. Thereby, Semperit values longstanding partnerships characterised by mutual respect and fair treatment.

### KEY FACTORS AND MEGATRENDS IN THE MEDICAL SECTOR

Demand in the Medical Sector is generally less dependent on macroeconomic conditions and cycles, and follows rather its own trends, which are listed in the following overview:

- Catch-up process in demand due to growing awareness of the importance of hygiene and increasing prosperity in the growth markets of Asia, Latin America and Africa
- Stricter hygiene regulations in food retailing, hospitality, security services and nursing care
- According to the UN, the world's population is expected to increase from nearly 7 billion people today to 7.7 billion by 2020
- Stronger demand for medical products and services due to demographic changes and longer life expectancies

During the past several years, the global demand for examination and surgical gloves has grown at an average rate of between 5% and 7% annually. Worldwide annual consumption is currently approximately 170 billion pieces for examination gloves and 2.0 billion pairs for surgical gloves. In addition to this trend in demand, our business depends to a significant extent on the evolution of raw material prices and the ability of the company to flexibly manage its production and pricing.

### KEY FACTORS AND MEGATRENDS IN THE INDUSTRIAL SECTOR

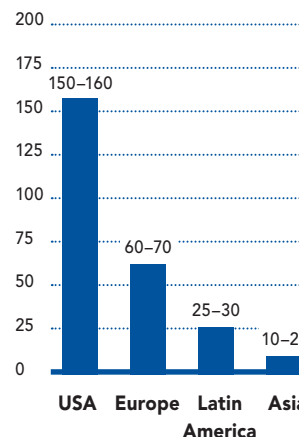
The success of the Semperit Group's industrial segments is closely connected with developments and prospects in their respective customer sectors.

#### Semperflex segment

The hydraulic and industrial hoses produced in the Semperflex segment are used in the construction and transport industry; as a result, the extent of investments in infrastructure determines demand.

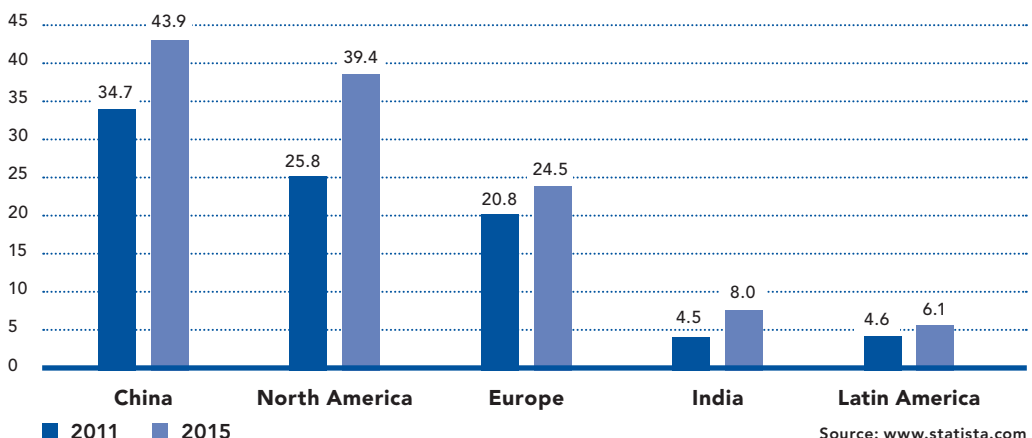
On the other side, Semperflex products are also used in agricultural machinery such as tractors, combines and harvesters, so the development and prosperity of the agricultural sector influences demand as well. One factor that is particularly relevant in this context is the catch-up process in Asia, Latin America and Africa with regard to automation through the increased use of machinery.

Consumption of examination gloves per capita per year



Source: Semperit

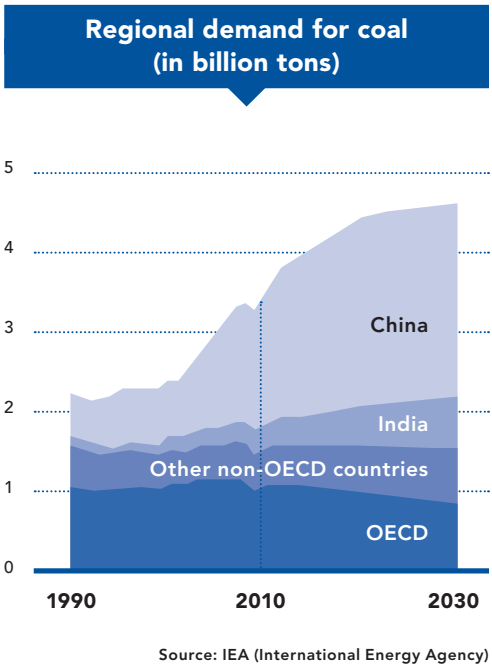
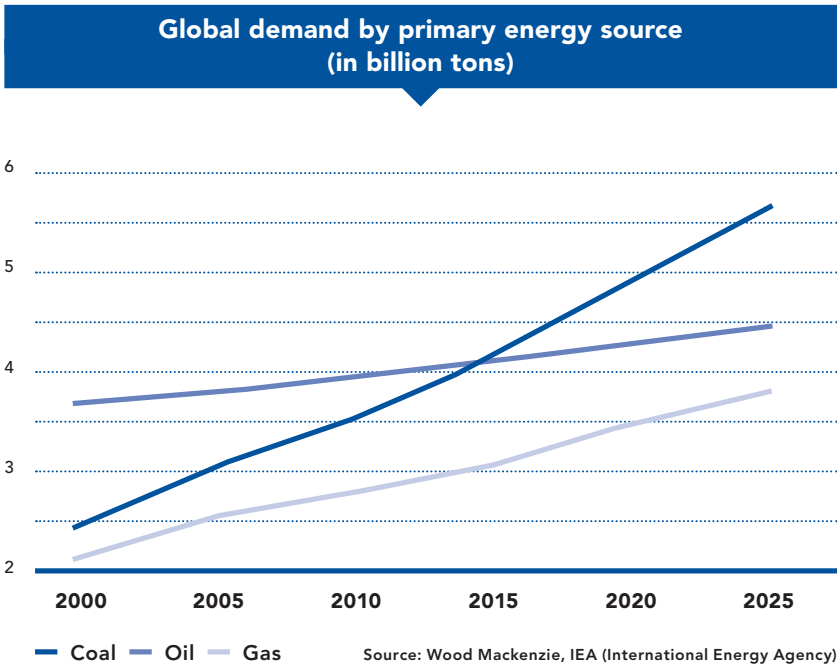
Regional demand of building machines (in USD billion)



Source: www.statista.com

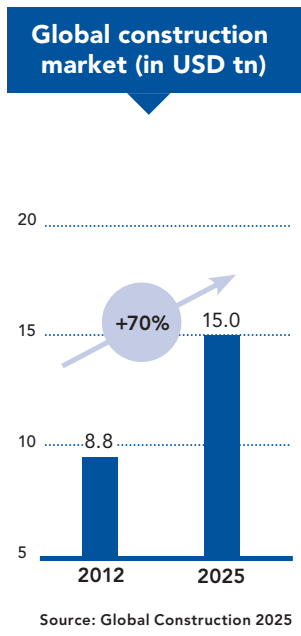
**Sempertrans segment**

A key factor influencing business in the Sempertrans segment is the global demand for raw materials extracted by mining and transported via Semperit conveyor belts. The increasing importance of coal as a primary source of energy is just one example of the associated growth potential. In the opinion of renowned experts, coal will already be more important than oil and gas in the next few years. Driven primarily by growth in China and India, the global need for coal will continue to grow.



**Segment Semperform**

The Semperform segment operates mainly in Europe and is successfully positioned in market niches. The success of its most important product group, window profiles, depends on investments in infrastructure and business trends in the construction industry. Demand for the products of the Industrial Moulds unit is dependent on trends in the construction and industrial sectors as well as railway superstructure activity. Business in the Handrails unit, another main product of the segment, is influenced by infrastructure investment and urbanisation (department stores, subways, airports), mainly in Asia. Demand for sheaves and bullwheel liners is determined by the utilisation of existing skiing installations as well as the construction of new ones, making it ultimately impacted by the amount of snowfall in winter sport destinations. Sales of ski foils and elastomer sheeting by the Semperform segment are correlated with the sales of skis and snowboards.





## OUR VALUES

Respect, interaction, and responsibility for each other are not economic success factors that can be directly measured. Yet the way we cooperate is crucial for the success of our company. That is why we orient our daily work through the following principles:



### Trust and responsibility

- We trust each other to make the right decisions and delegate responsibilities to the lowest practical level.
- We provide transparency and proactively provide information.
- We seek input and are open for constructive feedback.
- We openly talk about mistakes and learn from them.
- We provide orientation by clear target setting and foster high performance.



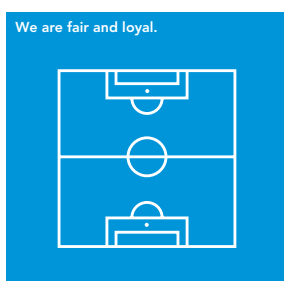
### Appreciation and reliability

- We actively appreciate good performance and focus on the strengths of our employees.
- We listen to each other and respect different opinions.
- We are reliable by keeping deadlines. Priorities are mutually agreed in an open way.



### Initiative and dedication

- We create an entrepreneurial environment, take initiative to maximize profit and act as a role model.
- We decide fast but also involve stakeholders in the decision making process.
- We encourage our employees to find innovative solutions and recognize their success.



### Fairness and loyalty

- We are loyal by sticking to decisions and commitments.
- We give equal opportunities to employees and care about their personal development.
- We share knowledge, success and failure.



### Integrity and sincerity

- We fully commit to legal compliance and live the company rules.
- We walk the talk and motivate people to speak out.
- We fully commit to fair and equal treatment.

# CORPORATE STRATEGY

**Semperit Group is pursuing an ambitious growth strategy and is actively exploiting opportunities to expand its internationalisation and become more diversified. In addition to organic growth, this strategy is also based on acquisitions, which, however, are only undertaken if they adhere to strict selection criteria.**

The overall objective of the group's strategy is to generate a sustained and continuous increase in the company's enterprise value, making it a successful company in the rubber and plastics industry. The strongest impetus for growth is expected to come from the Sempermed, Semperflex and Sempertrans segments. With its broad market positioning and robust cash flow, the Semperform segment stabilises the group's performance.

## OVERVIEW OF STRATEGIC OBJECTIVES

Accelerating revenue and earnings growth have been defined as central elements of the Semperit corporate strategy. The group's declared objective is to generate double-digit revenue growth on average in the years 2010 to 2015. This is to be achieved both organically and through selective acquisitions.

| Metric  | 2010 – 2013  | Strategy 2015   |
|---|--|---|
| Double-digit revenue growth on average from 2010 until 2015 | Average annual growth rate of 9.5% achieved in 2010 to 2013  | Ambitious organic growth strategy and selective strategic acquisitions in the Medical and Industrial Sectors  |
| EBIT margin 8% to 11% (range)                               | EBIT margin within the range<br>Strong contribution of the Industrial Sector   | Increase the flexibility and efficiency in production, global cost management, quality-oriented pricing, active raw materials management  |
| Net liquidity / net debt                                    | No net debt, instead net liquidity of EUR 43.3 million as at the end of 2013 <sup>1)</sup><br>Corporate Schuldschein loan issued in July 2013 for EUR 125 million,<br>at the end of 2013, the group's credit line totalling EUR 180 million is fully available | Improvement in the capital structure through exploitation of different financing possibilities, active working capital management and optimised cash management. Net debt to EBITDA ratio to be no more than 1.5x (at normal business conditions) |

<sup>1)</sup> The net liquidity is calculated by offsetting cash and cash equivalents against liabilities to banks and corporate Schuldschein loan.

For the Medical and Industrial Sectors, this means adapting to different circumstances. While capacity growth in the Medical Sector must be aligned with long-term market opportunities, the Industrial Sector – including the Semperflex, Sempertrans, and Semperform segments – experiences strong cyclical demand in many areas. This explains why their production capacities and resources must be adapted quickly and flexibly to the respective developments in demand.

The stability of the Medical Sector combined with the dynamics of the Industrial Sector, together with our international focus, give the Semperit Group a valuable sectoral and geographical diversification.

## STRATEGY PROCESS

The Semperit Group launched a company-wide process to refocus and define its corporate strategy at the end of 2010. In early 2011, this initiative evolved into a comprehensive package of measures to achieve the company's growth objectives. By the end of 2013, key milestones on this ambitious path to international growth were achieved in all segments and at the total group level. The strategic goals are established, regularly reviewed, and updated by the Executive Committee, which comprises not only of the members of the Management Board, but also the heads of the segments and the central administrative units. The Supervisory Board of Semperit AG Holding is regularly involved in this process by the Management Board. The Strategy Committee meets once a year. The segment heads are then responsible for implementing the measures agreed in this meeting and are supported in their efforts by the corporate administrative units. The overall strategy process is managed by the Corporate Development department, which in 2013 developed long-term strategic priorities for 2020 together with the Executive Committee and selected employees.

## GROWTH POTENTIAL

The Semperit Group's strategy is to achieve and secure leading market positions in all of its segments. This growth strategy is based on strong organic growth, but it also includes selective acquisitions in the core operational business. From a regional perspective, the expansion strategy of Semperit Group is primarily focused on the growth markets of Asia and Latin America. The most important demand trend in the Medical Sector is the continuously growing global need for both examination and surgical gloves. In the Industrial Sector, demand is driven in by the global need for raw materials and energy, by the expansion of infrastructure, and by automation in the agricultural sector.

The Semperit Group continues to aim for both organic and selective inorganic growth and is constantly investing to expand its capacity and modernise its plants. The most recent examples of this are the major investments made at the conveyor belt plant in Belchatów, Poland and the expansion of production capacity for hydraulic and industrial hoses at the group's plant in Odry, Czech Republic. With the acquisition and successful integration of Latexx Partners, Malaysia, an important step was taken towards continuing the international growth strategy in the Medical Sector.



## KEY SUCCESS FACTORS OF THE SEMPERIT GROUP

Building on its continuous track record of success over the last 20 years, the Semperit Group is currently pursuing a strategy to significantly accelerate growth. The following success factors form the solid foundation of all related initiatives and objectives.

### Focus on the market and customer relationships

Ensuring and constantly optimising the company's customer focus and market orientation are at the core of all of Semperit's efforts. These include in particular the improvement of the overall order processing and logistics chain and the intensification of ongoing communication with customers. A strong local presence ensures physical proximity to customers and a competitive product portfolio tailored to the needs of the local markets. In 2013 a Customer Focus Campaign was launched throughout the group, making a valuable contribution to optimising the group's customer orientation. As part of this campaign, all employees make suggestions for improvement and then each month nominate a Customer Focus Champion from among their colleagues.

To strengthen customer focus, the business unit Semperflex Hydraulics, for example, initiated the so-called Perfect Shipment Campaign, enabling customers to provide direct and unbureaucratic feedback using a commenting option that is attached to the delivery documents and all other documents of Semperflex Hydraulics. This way potential for improvement can be identified quickly and causes of dissatisfaction are systematically resolved.

### Innovation and product development

The group-wide Semperit research and development centre in Wimpassing is responsible for the continuous expansion of the product portfolio and the ongoing optimisation of production processes and resource utilisation. This means, for example, that it conducts targeted R&D activities to minimise the use of raw materials and energy, as well as to minimise waste and scrap in the manufacturing process. Decades of expertise, combined with modern technology and intensive research and development activities, ensure the creation of innovative product solutions to meet specific market needs and customer requirements. For instance, in 2013 Sempermed was the world's first manufacturer to successfully launch a surgical glove made from the natural-latex-like material polyisoprene. Further innovations are presented on page 63 of this report.

### Focus on performance and organisational development

The Semperit Group believes that the commitment of its employees and a strong set of common corporate values are critical success factors for achieving its growth strategy. To meet the associated requirements, in 2013 the Semperit Leadership Academy was organised for all managers, and a programme to promote future managers (Talent Academy) was initiated as well. To support the cultural change of the organisation, a "Change Buddy" initiative was launched to strengthen the international anchoring of the group's values and leadership culture. The OPAL project (Optimisation of Processes and Standardisation of Application Landscape) plays an important role in Semperit's growth strategy. In the next several years, this extensive project aims to establish standard, rapid and simple IT-supported processes group-wide in all segments and functions in order to boost efficiency even further along the entire value chain. The kick-off of the project took place in the Sempermed segment, where OPAL was started as a pilot project during the year under review.

The development of a performance-oriented leadership culture is just as important a part of the Human Resources strategy as are professional feedback meetings and tools to promote the international exchange of experience within the group and to manage internal career- and succession planning. Details on human resources at Semperit can be found beginning on page 74 of this report.

#### **Solid balance sheet structure, high earnings capacity**

With an equity ratio of 48.3% at the end of 2013 and a return on equity of 13.3% for the financial year 2013, the Semperit Group has achieved a disproportionately high result compared to the sector average. The priority of the company's financial management is to maintain this solid basis and ensure strong internal financing capabilities through stable cash flow generation. In addition, the group's dividend policy aims to ensure an attractive and steady remuneration to shareholders at levels customary for the sector. A payout ratio of 30% of the annual net profit (earnings after tax) is targeted for 2013 and subsequent years.

Securing liquidity and maintaining a very attractive capital structure are a particularly high priority during times of economic uncertainty. With cash and cash equivalents of EUR 182.6 million and an unutilised credit line totalling EUR 180 million, Semperit Group has sufficient liquidity to finance its strategic plans. The successful issue of a EUR 125 million corporate Schuldschein loan in July 2013 also confirmed Semperit Group's attractiveness on the capital markets. Semperit AG Holding's shareholder structure also ensures stability, with a long-term majority owner, B & C Industrieholding GmbH, which held 54.2% of the company's shares as at 31 December 2013.

# SEMPERMED

With revenue of EUR 434.9 million, the Sempermed segment contributed more than 50% of Semperit Group's revenue in 2013. Sempermed develops, produces and distributes a wide range of examination, protective and surgical gloves.



## PRODUCT PORTFOLIO

### Examination and protective gloves

The Sempermed segment generates most of its revenues from the sale of examination and protective gloves. The Sempercare® brand covers the broad range of medical examination gloves for daily use in hospitals and care facilities, as well as in dental and medical practices.

Semperguard® is the brand for disposable and re-usable gloves offering protection in various areas such as in laboratories, pharmaceuticals and the food industry, as well as in professional cleaning and hygiene. Due to the increasing awareness of the importance of hygiene, the consumer market, which is supplied by retailers, is growing in significance for this product group.

Sempermed produces its examination and protective gloves for global distribution at several locations. In Thailand Semperit operates two plants jointly with Sri Trang Agro Industry: in Hatyai, a city in the south of Thailand not far from the border with Malaysia, Sempermed operates one of the world's largest production facilities in its sector. About 300 kilometres north of Hatyai is Surat Thani, where Sempermed produces gloves since 2011. Semperit has significantly strengthened its global market position since the acquisition of Latexx Partners in the fourth quarter of 2012. Since then, Semperit has also had considerable production capacity in Kamunting, Malaysia.

The technology centre in Wimpassing is responsible for the technological enhancement of all Sempermed production facilities. In addition to safeguarding and continuously improving quality standards, it focuses on improving efficiency and ensuring that all resources are used as sparingly as possible. The further automation of work processes, such as packaging, is just as important for this as are ongoing improvements to formulas and the search for product characteristics that meet customer requirements and expectations.

### Surgical gloves

High-quality surgical gloves made from natural latex (powdered and powder-free) and synthetic polyisoprene are sold in different versions to medical facilities under the internationally renowned Sempermed® brand. All surgical gloves are produced in Wimpassing, Lower Austria, while labour-intensive quality control and packaging activities are carried out in Sopron, Hungary, which is located around 60 kilometres away. The surgical gloves are then sterilised in Seibersdorf, Austria and Allershausen, Germany.



## MARKETS AND DISTRIBUTION

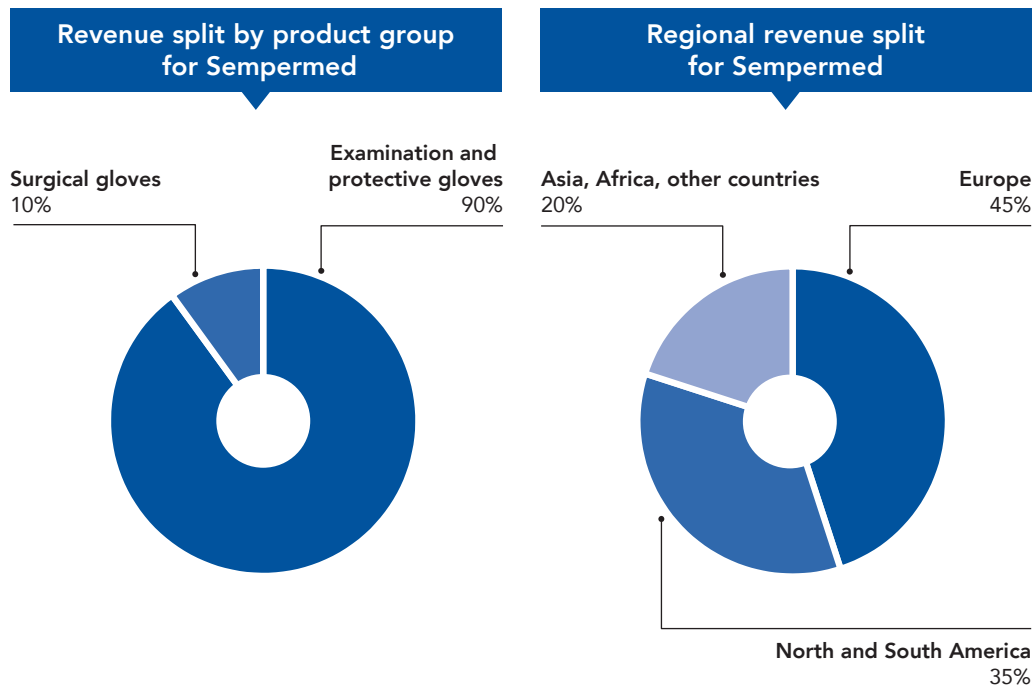
With a 45% share of Sempermed revenue, Europe is the most important sales market for Sempermed, followed by North and South America with 35%. Around 20% of the segment's revenue is generated in the Asia-Pacific region.

Sempermed (including Latexx Partners) sold 17.7 billion units of examination and protective gloves, giving it a global market share of about 10%. This figure includes around 2.0 billion units of vinyl gloves and niche products, which are acquired by Sempermed for resale. The 17.7 billion units that were sold in 2013 represent a gain of somewhat more than 30% compared with the previous year. In addition to higher sales, this increase is also attributable to the first full-year contribution from Latexx Partners.

The share of examination and protective gloves produced from the synthetic material nitrile increased in 2013 to about 45%, from 35% in 2012, mostly due to the acquisition of Latexx Partners. Around another 45% of all Sempermed products (2012: 55%) contain natural latex as their basic material. The remainder is attributable to gloves from vinyl/PVC.

In the considerably smaller market for surgical gloves, Sempermed sold somewhat more than 130 million pairs in 2013 (an amount similar to the previous year), achieving a global market share of around 7%.

All gloves are sold via an established global network of selected distribution partners and the company's own sales branches. To support distribution activities, Sempermed uses fairs such as Medica and A+A in Düsseldorf, Germany as a forum for showcasing the latest product developments and explaining their possible uses. The most important product launch in 2013 was the Sempermed Syntegra® UV, a surgical glove made without any allergy-causing accelerator chemicals.



## BUSINESS PERFORMANCE AND HIGHLIGHTS IN 2013

2013 was a strong year for Sempermed: revenue increased by 13.4% to EUR 434.9 million, with EBIT climbing by 32.7% to EUR 36.6 million. The EBIT margin improved as well, rising from 7.2% to 8.4%. Besides the first full-year contribution of Latexx Partners, the absence of the negative special effects in the first months of 2012 was mainly responsible for this improvement.

The integration of Latexx Partners continued successfully in 2013, enabling Semperit to establish a standardised working relationship within the segment towards the end of 2013. The product portfolio that Latexx Partners provides is a meaningful supplement to the segment's overall product range. In the meantime, a large portion of the gloves produced by Latexx Partners are already distributed via Sempermed distribution channels.

### Key figures Sempermed

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 434.9 | +13.4%  | 383.5 | 371.5              |
| EBITDA                            | 58.7  | +41.2%  | 41.5  | 44.4               |
| EBITDA margin                     | 13.5% | +2.7 PP | 10.8% | 12.0%              |
| EBIT                              | 36.6  | +32.7%  | 27.6  | 34.4               |
| EBIT margin                       | 8.4%  | +1.2 PP | 7.2%  | 9.3%               |
| Investments                       | 33.2  | +66.2%  | 20.0  | 20.7               |
| Employees (at balance sheet date) | 7,007 | +7.0%   | 6,548 | 5,016              |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

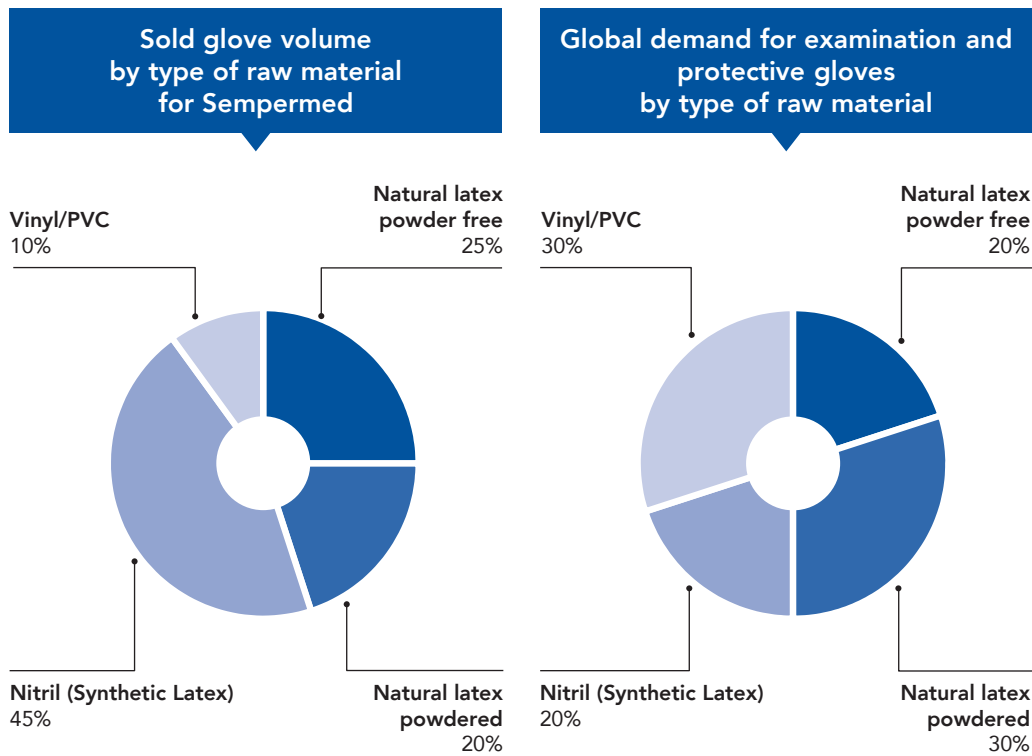


## MARKET TRENDS AND POTENTIAL

### Examination and protective gloves

Global demand for examination and protective gloves has strong regional differences and peculiarities. The total market for 2013 is estimated to be around 170 billion units, with North America, Europe and Asia each accounting for about 30% and the remaining 10% attributable to Latin America and other markets. The estimated breakdown by type of raw material used indicates there is currently an even balance between the raw material natural latex and the synthetic alternatives of nitrile and vinyl/PVC. Looking forward over the coming years, the market share of nitrile- and vinyl/PVC gloves is likely to continue expanding.

Annual per capita consumption in the USA is 150 to 160 units of gloves, about ten times more than that in Asia. The comparable amount for Europe is between 60 to 70 gloves. Due to the higher starting point in the USA and Europe, annual growth in these markets is just 4% to 6%. By contrast, growth is considerably more dynamic in Asia and the countries of Latin America, as well as in Eastern European markets such as Russia and Ukraine, which are growing at annual rates of 8% to 10%. This momentum is attributable to heightened awareness of the importance of hygiene, as well as stricter rules in public medicine and the lower starting point. In total, annual global volume growth of 5% to 7% is expected over the next several years. Sempermed's objective is to grow somewhat faster than the overall market and thus gain market share. In 2013 the segment achieved this objective.



The acquisition of Latexx Partners in Malaysia was very important for the strategic goal of increasing market share. In addition, Sempermed continues to expand its sales activities in fast growing markets. To achieve that, a sales office for Latin America was opened in Santiago de Chile and in Singapore for the Asian market in 2013. An increase in market share in Europe and the USA is likewise targeted.

### **Surgical gloves**

Global demand for surgical gloves currently stands at about 2.0 billion pairs or 4.0 billion units and is growing by around 3% per year. Given their area of application and the resulting significant need for protection, the target customer groups are conservative and must be continually convinced of the sustained reliability of the products and future product innovations. Sempermed benefits from its strong brand and will intensify its efforts to differentiate itself from its competitors.



# SEMPERFLEX

With revenue of EUR 186.1 million in 2013, Semperflex contributes somewhat more than 20% to Semperit Group's revenue. Semperflex develops, produces and distributes hydraulic and industrial hoses as well as elastomer and wear-resistant sheeting.



## PRODUCT PORTFOLIO

Semperflex's largest business unit is the Hydraulic Hoses unit. Its hoses are used for the transmission of pressure and energy in powerful, heavy-duty machinery such as excavators and cranes. The segment's portfolio includes standard hydraulic hoses, hydraulic hoses used for modern, heavy-duty hydraulic applications and spiral hoses, which satisfy customers with their features regarding pressure, temperature and impulse resistance.

The Industrial Hoses unit covers a broad range of hose applications for industrial and technical requirements. For instance, Semperflex's industrial hoses can be found in milk collecting- or sewer cleaning wagons as well as in aircraft fuelling systems, in mining, in the beverages industries, at steel mills and in the construction industry.

Elastomer and wear-resistant sheeting is a further element of Semperflex's business. Elastomer sheeting is primarily sold to punching companies and technical traders for producing all kinds of seals. Wear-resistant sheeting is used for lining, among other things, and is characterised by high workability and abrasion resistance.

## PRODUCTION FACILITIES

Spiral hydraulic hoses, industrial hoses fabricated using steel spikes and elastomer and wear-resistant sheeting are produced at the Wimpassing facility in Austria. In Hatyai, Thailand, Semperflex operates, together with Sri Trang Agro Industry, one of the largest hose plants in Asia, which has been producing hydraulic hoses for global distribution for over 15 years. A further plant for hydraulic hoses in Asia is operated in Shanghai, China.

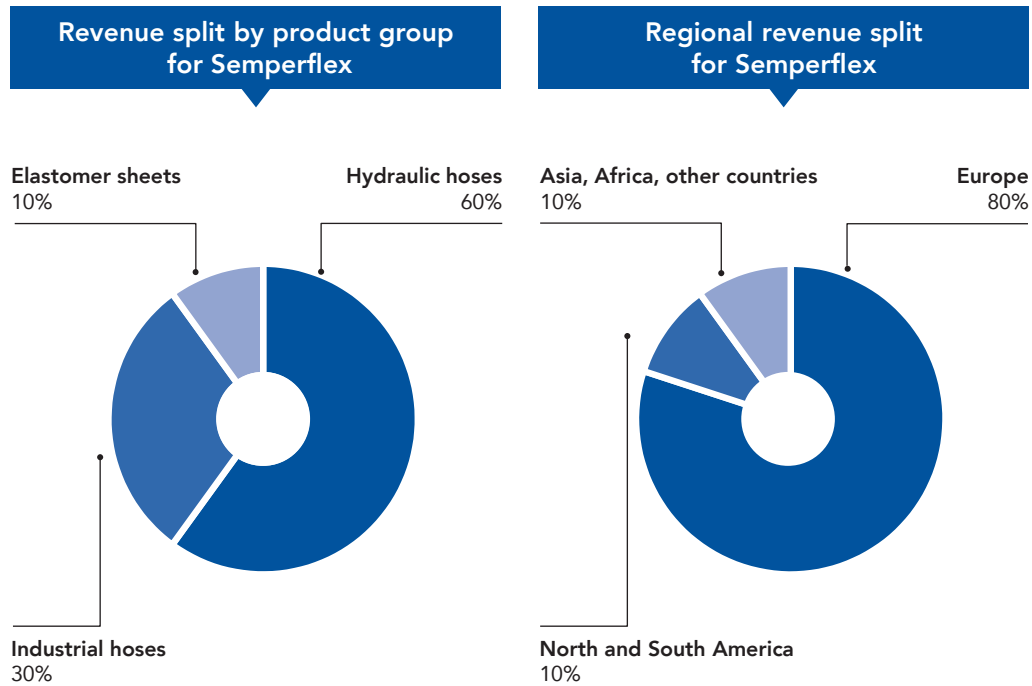
The competence and production centre for long-length industrial hoses is based in Odry, Czech Republic. Hydraulic braid hoses are also manufactured here for the European market. In addition, in the central hydraulic hose testing centre the quality assurance for this product group is performed. Bespoke industrial hoses for individual applications are produced in Rovigo in Northern Italy. In order to be prepared for stronger demand, in 2014 around EUR 10 million will be invested to expand capacity in the Czech Republic. Europe's largest hose plant will therefore expand even further.

## MARKETS AND DISTRIBUTION

The customers of the Hydraulic Hose unit primarily include large, renowned companies that connect the corresponding fittings to hoses for resale, as well as dealers. 50% of the end users of hydraulic hoses are found in the construction industry (e.g., in construction machinery such as excavators), with around 30% in agriculture (e.g., in agricultural machinery such as combines) and 20% in the mining industry (e.g., special vehicles in mines). Geographically, Europe accounts for around 60% of unit sales, with the remainder divided between North and South America as well as Asia.

Industrial hoses are sold via technical distribution partners to customers in the chemicals, gas, process and oil industries. In addition, the segment supplies customers from the food, automotive and recycling sectors. Until now, sales took place almost exclusively in Europe, where new products made it possible to increase unit sales and grow market share. In 2013 Semperflex began to strengthen its marketing of industrial hoses in Asia and the USA, and it won the first orders in these regions. This led to good utilisation of the new ribbon lap machine for industrial hoses that was additionally installed in Wimpassing, Austria (investment volume of nearly EUR 3 million). The possibilities of distribution for hydraulic hoses are broader because global product standards make worldwide distribution possible.

Elastomer and wear-resistant sheeting are used, for example, as linings in car interiors or in the food industry for processing foods or liquids. Their sales market is limited to Europe.



## BUSINESS PERFORMANCE AND HIGHLIGHTS IN 2013

In 2013 economic conditions were once again a challenge for the performance of the Semperflex segment. Although the segment is particularly exposed to these economic fluctuations, it still managed to increase sales. Despite slightly lower prices, Semperflex prevailed quite well against the competition and increased its revenue by 3.1% to EUR 186.1 million, while also improving its profitability.

The increase in both EBITDA and EBIT, each by more than 7%, surpassed the growth in revenue. EBITDA rose by 7.5% to EUR 41.5 million and the EBITDA margin stood at 22.3%, following 21.4% in the previous year. Compared with the strong result in 2012, EBIT improved by 7.6% to EUR 29.7 million, and the EBIT margin was 16.0%, up from 15.3%.

### Key figures Semperflex

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 186.1 | +3.1%   | 180.6 | 186.9              |
| EBITDA                            | 41.5  | +7.5%   | 38.6  | 35.2               |
| EBITDA margin                     | 22.3% | +0.9 PP | 21.4% | 18.8%              |
| EBIT                              | 29.7  | +7.6%   | 27.6  | 24.5               |
| EBIT margin                       | 16.0% | +0.7 PP | 15.3% | 13.1%              |
| Investments                       | 6.0   | -60.2%  | 15.0  | 16.1               |
| Employees (at balance sheet date) | 1,467 | +11.5%  | 1,315 | 1,352              |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## MARKET TRENDS AND POTENTIAL

The hydraulic and industrial hoses produced in the Semperflex segment are used in the construction and transport industry; as a result, the extent of investment in infrastructure determines demand. In addition, Semperflex products are also used in agricultural machinery such as tractors, combines and harvesters, so the development and prosperity of the agricultural sector influences demand, too. Increasing automation in Asia and Latin America through the expanded use of machines is relevant in this regard.

Sales trends varied in 2013: demand in Europe and the USA was subdued. In Asia demand was mixed, and there were considerable declines in some cases. All in all, the global market in 2013 grew at a low single-digit rate.



# SEMPERTRANS

As one of the world's largest producers of technical conveyor belts, Sempertrans generated revenue in 2013 of EUR 154.5 million, thus contributing more than 17% to Semperit Group's total revenue.



## PRODUCT PORTFOLIO

Sempertrans specialises in developing, producing and distributing conveyor belts, succeeding in this business with its comprehensive and high-quality product portfolio. Technical conveyor belts are used in mining, the steel industry, the cement industry, in power stations as well as in civil engineering and in the transport industry (particularly for ports). The Sempertrans product range comprises both textile and steel-cord conveyor belts and is therefore optimally aligned to the requirements of the respective applications. Their core product characteristics include high resistance to abrasion, heat and oil, coupled with excellent high-strength performance. On average, a conveyor belt is used in line operations for three to seven years depending on the load. In total, every year Semperit's plants produce conveyor belts with a total length of around 1,500 kilometres.

Sempertrans uses its extensive technical expertise to support customers with the design and configuration of conveyor belts in order to optimise the effectiveness of the customer's entire production plant. Additionally, repair and consulting services for assembly, operation and maintenance provide valuable feedback for the ongoing enhancement of the product portfolio.

With more than 50 years of experience, Sempertrans is able to offer an optimum solution for just about any application. Sempertrans' steel-cord conveyor belts are highly reliable and durable. With belt widths ranging from 500 millimetres to 3,200 millimetres, they must also satisfy a wide variety of requirements that vary depending on the specific application. Sempertrans steel-cord conveyor belts are particularly suitable for challenging conditions and wide axle distances, impressing customers with their high tensile strength.

Sempertrans produces textile conveyor belts in widths of 400 to 2,750 millimetres for transporting bulk materials of all characteristics. For example, the Transoil conveyor belt has been specifically developed for transporting products containing oil or fat, while Transflam and Transtherm offer fire and heat-resistant conveyor belts.

## PRODUCTION FACILITIES

Sempertrans produces high-quality steel-cord and textile conveyor belts at its Belchatów facility in Poland. This facility specialises in heavy-duty, high-strength wide/extra-wide steelcord belts. Stolin, which is located at the same site, also produces steel cords for internal use, thus ensuring individualised solutions and short delivery times. Next to Paris, the Argenteuil site specialises in producing technically complex textile and steel-cord conveyor belts for special uses.

In Asia, Sempertrans has two production facilities in the fast growing markets of India and China. In India, Sempertrans Nirlon has belonged to the Semperit Group since 2000. Light and medium heavy textile conveyor belts meeting the highest possible standards of quality are produced in the city of Roha, approximately 120 kilometres southeast of Mumbai. Semperit acquired a majority stake in Sempertrans Best in China in 2009. Located in the province of Shandong, this production facility manufactures textile and steel-cord conveyor belts.

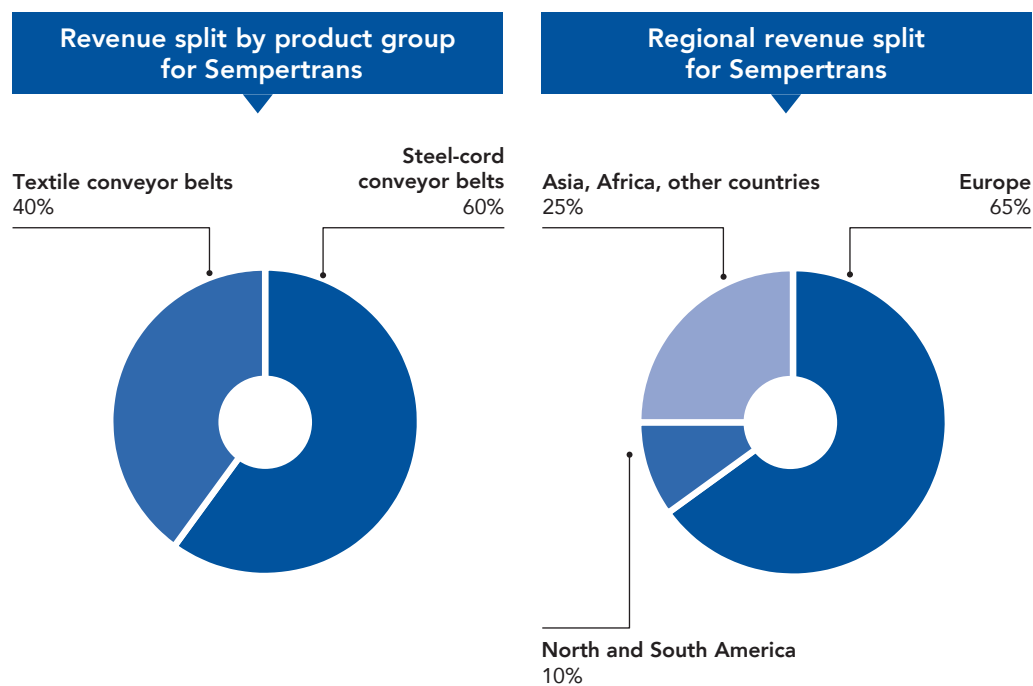
### Considerable expansion and awards for the plant in Belchatów, Poland

A decision was made to expand the production of conveyor belts at the plant in Belchatów, Poland due to strong demand for its products. Between 2013 and 2015 a total of EUR 40 million will be invested to achieve this goal. This investment, which is the largest-ever organic investment by the Semperit Group will lay the foundation for continuing the expansion into new markets and countries in line with the group's growth strategy. With the decision for the Belchatów location Semperit is enlarging its strong technological position in the high-quality segment of conveyor belts and is creating additional jobs in Europe.

Sempertrans Belchatów received three significant awards during the year under review: the Polish Innovation Award, one of the most important prizes for product innovations in Poland, was awarded for the newly developed energy-efficient conveyor belt. Due to its significantly lower roll resistance plant operators can save up to 25% of the drive energy. This innovation award was followed by the presentation of the Euro Partner Awards as well as the accolade as the leading Polish exporter in the chemical industry by the Polish Ministry of Economy.

## MARKETS AND DISTRIBUTION

Directly supplied customers primarily include companies in mining (particularly open-pit mining) and heavy-duty industry. In addition, the segment supplies plant construction companies, distributors and service providers. All customer segments are addressed by a globally active sales team and professional key account management. With Sempertrans Maintenance France Nord, global customers have access to a professional service unit with extensive skills and many years of experience in the on-site installation and maintenance of conveyor belts.



## BUSINESS PERFORMANCE AND HIGHLIGHTS IN 2013

The Sempertrans segment posted a very strong performance in 2013, raising revenue by 7.5% to EUR 154.5 million thanks to impressive double-digit volume growth and despite lower raw material prices. Compared with 2012, revenue, EBITDA and EBIT were considerably higher. In 2013 it became clear that the turnaround in the Sempertrans segment is sustainable. In 2010 the segment broke even, whereas in 2012 it already achieved double-digit EBIT margins. EBITDA improved considerably to EUR 23.9 million (+12.9%) in 2013, with EBIT rising to EUR 19.4 million (+21.3%). There were associated increases in the EBITDA margin from 14.7% to 15.5% and in the EBIT margin from 11.1% to 12.5%.

## Key figures Sempertrans

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 154.5 | +7.5%   | 143.8 | 147.0              |
| EBITDA                            | 23.9  | +12.9%  | 21.2  | 14.4               |
| EBITDA margin                     | 15.5% | +0.8 PP | 14.7% | 9.8%               |
| EBIT                              | 19.4  | +21.3%  | 16.0  | 10.8               |
| EBIT margin                       | 12.5% | +1.4 PP | 11.1% | 7.3%               |
| Investments                       | 6.8   | +264.4% | 1.9   | 2.0                |
| Employees (at balance sheet date) | 968   | +1.0%   | 958   | 942                |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

### Order for energy-saving conveyor belts

A first major order in January 2013 underscores the successful market launch of the energy-efficient conveyor belts that were developed in 2012: Sempertrans supplied around 30 kilometres of conveyor belts to the Polish power company PGE. The conveyor belt enables a significant reduction in roll resistance, thus achieving energy savings of up to 25% compared with conventional conveyor belts.

### Major order from RWE

In 2013 Semperit received a major order from the German energy company RWE, making Semperit the primary supplier of conveyor belts to this German group. In the future, Sempertrans will supply more than half of RWE's total need for steel-cord conveyor belts. The new agreement takes effect starting 1 January 2014 and encompasses an order volume of about EUR 100 million over the next five years based on a RWE's consumption for the last several years. This is the largest single order that the Semperit Group has ever received. The group's relationship with RWE, which has been in place since 2001, will therefore be considerably expanded.

## MARKET TRENDS AND POTENTIAL

The rising demand for raw materials and energy are two current megatrends that will be driven in the coming years by Asia and Latin America in particular. In order to benefit from this trend, Sempertrans will strengthen its position in these regions to achieve greater market share. The segment's strategic focus remains on high-quality applications in growth markets – especially in Europe, South America and Asia. The group's own sales offices in Singapore and Jakarta, Indonesia are responsible for strengthening the marketing efforts in the priority market of Southeast Asia.

Due to the decline in raw material prices, mining companies have been scrutinising individual new projects in greater detail, leading recently to more cautious investment decisions and thus a slight weakening in growth. But in the medium to long term, Semperit continues to believe that the demand for conveyor belts will be good.



# SEMPERFORM

As one of the leading European manufacturers of moulded and extrusion products made of rubber and plastic, the Semperform segment generated revenues of EUR 130.8 million in the 2013 financial year, contributing about 15% of the total revenue of the Semperit Group.



## PRODUCT PORTFOLIO

Semperform has a comprehensive portfolio of products ranging from window and door profiles, elastomer and insulation profiles, escalator handrails, through to cableway rubber rings, sheaves and bullwheel liners, and rubber foils.

With about a 40% share of the segment's revenue, the Construction Profile unit is Semperform's largest business area, offering seals for windows, doors and facades. Thanks to custom-made section profiles, its rubber window seals not only ensure thermal insulation, but also provide protection between frames and window casements. Semperform is one of the market leaders in Europe in the business with seals for plastic windows. Semperform's seals for doors and gates are characterised by their special surface coating, which prevents abrasion against a sliding surface. Semperform's seals for aluminium windows and facades are used all around the world and have proven to be extremely weather resistant and durable. All of the seals are manufactured in Deggendorf, Germany, which has an annual capacity of more than 400 million metres. The main base material is EPDM (ethylene propylene diene monomer).

Injection moulding items for sealing or absorbing purposes are included in the Industrial Moulds unit, which contributes about 30% of the segment's revenue. For example, elastic mountings for sleepers are manufactured for railway-track superstructures to absorb noise (sleeper shoes), or sleepers that are used for prefabricated track parts. The portfolio also includes pipe construction, sanitary and industrial seals. The moulds are produced in Wimpassing, Austria, and in Sopron, Hungary.

Semperform manufactures escalator handrails with varying technical specifications and characteristics at the plants in Wimpassing, Austria, and Shanghai, China. Not only is Semperform one of the market leaders in this product range in terms of volume, it has also positioned itself as a quality and technology leader. The Chinese market accounts for roughly two-thirds of the annual sales volumes of the Handrails unit. Handrails are safety components for use both indoors and outdoors and represent very sophisticated technology. The advantages of Semperit handrails lie in the high dimensional stability of the profiles and the significant tensile strength, which exceed statutory safety standards.

Special applications complete the product portfolio of Semperform, contributing about 10% of the segment's sales. One of the applications are foils used as ski foils in the products of almost every popular brand, providing stability to the ski or snowboard. Semperit is the global market leader in this niche market. Semperform cableway rubber rings are used as sheaves and liners for wearing parts such as rolls or discs in ropeway installations. In addition to the construction of new skiing installations, demand depends on the use of existing installations and, therefore, ultimately on the weather and snowfall in winter sports destinations.

For portfolio optimisation purposes, the production of sponge and foam rubber was discontinued in the first half of 2013. For all of 2012 about 1% of the segment's revenue was attributable to these products.

## MARKETS AND DISTRIBUTION

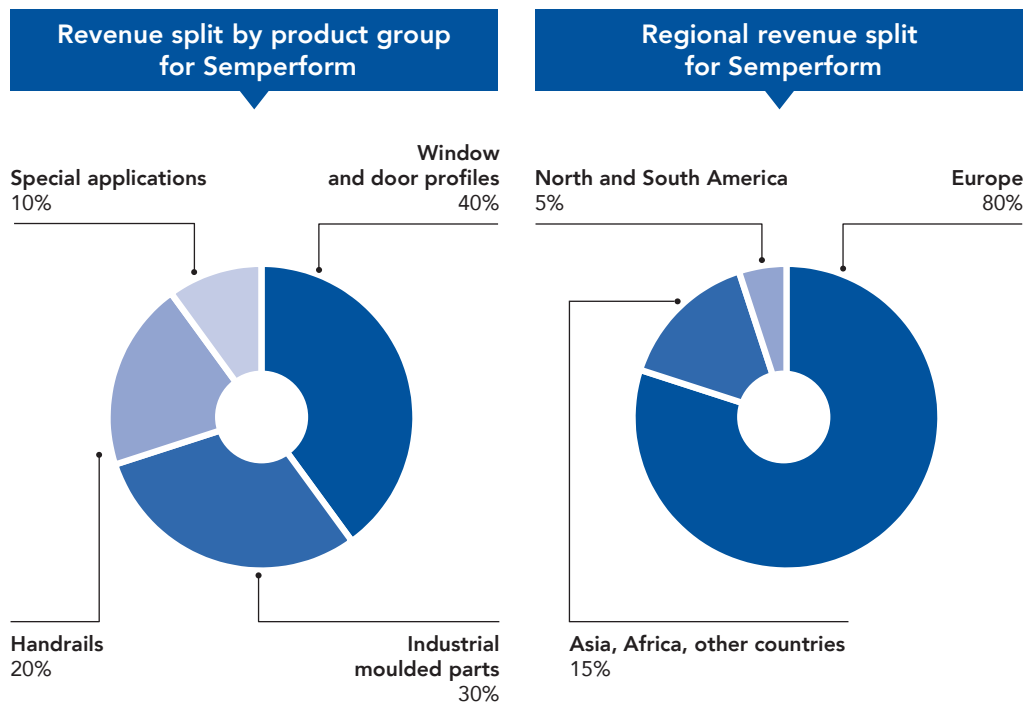
About 80% of Semperform’s products are sold in Europe, about 15% in Asia, Africa and other countries, with the remainder sold in North and South America. Although the products vary considerably, there is potential for synergies, particularly in the production of raw material mixtures.

Seals for windows, doors and facades (Construction Profile unit) are primarily sold to system providers in these sectors. The main sales markets are Austria, Germany, France, Poland, Ukraine and Russia.

The elastic rubber bearings sold by the Industrial Moulds unit are used primarily in the European railway superstructure area. The sales market for seals for pipe construction, sanitary and industrial applications is likewise Europe.

Escalator handrails, which have been produced since 1955, are sold to OEM customers (original equipment manufacturers); moreover, the after sales market is important for this unit, too. Besides the classic black, Semperit’s handrails are available in other colours as well, and are used practically everywhere in the world – particularly in department stores, public transportation infrastructure such as subway stations, railway stations or airports, and in office buildings.

The Special Applications unit has positioned itself as one of the global market leaders in the niche market for cableway rubber rings, supplying all major manufacturers of cableways, chairlifts, tow lifts and ropeway installations. Semperit is a leading global provider of ski and snowboard foils as well.



## BUSINESS PERFORMANCE AND HIGHLIGHTS IN 2013

In 2013 the Semperform segment posted an increase in revenue of 8.4% to EUR 130.8 million. This improvement is primarily attributable to double-digit volume growth in all business units (with the exception of the Special Applications unit). On the other hand, price effects were negative. Compared with 2012, the segment boosted its EBITDA and EBIT at double-digit rates.

All in all, for 2013 the Semperform segment posted EBITDA of EUR 24.7 million versus EUR 20.4 million in the previous year. EBIT was EUR 18.6 million compared with EUR 14.6 million in 2012, a growth rate of more than 20%. In a year-on-year comparison, the EBITDA margin rose from 16.9% to 18.9%, while the EBIT margin went from 12.1% to 14.2%.

### Key figures Semperform

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 130.8 | +8.4%   | 120.7 | 114.6              |
| EBITDA                            | 24.7  | +21.0%  | 20.4  | 23.6               |
| EBITDA margin                     | 18.9% | +2.0 PP | 16.9% | 20.6%              |
| EBIT                              | 18.6  | +27.3%  | 14.6  | 18.2               |
| EBIT margin                       | 14.2% | +2.1 PP | 12.1% | 15.9%              |
| Investments                       | 3.1   | -17.6%  | 3.8   | 5.6                |
| Employees (at balance sheet date) | 743   | +7.6%   | 691   | 674                |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## MARKET TRENDS AND POTENTIAL

Semperform benefits from its successful positioning in selected niche markets, which are subject to different conditions and seldom have stronger momentum than overall economic growth.

In the Construction Profile unit, Semperform's aim is to fully exploit its current market position in Europe and the East European markets. The focus in the Industrial Moulds unit is on the railway superstructure area.

Due to the great importance of the Chinese market for the Handrails unit, Semperform worked extensively during 2013 on a differentiated product design in order to satisfy local requirements and price expectations as best as possible. A competitively priced handrail, the "Commercial Line", was successfully launched in the market and is in great demand for use in department stores. Its further commercial success depends on infrastructure investments and growing urbanisation (department stores, subways, airports), particularly in Asia.

In special applications, such as cableway rings and ski foils, Semperform's objective is to defend its international positions and selectively expand them. But as its market position is already strong, further expansion is only possible to a limited extent. Nevertheless, there is additional potential for the use of cableway rings through the expansion or new construction of urban cableways, such as those in Medellin, Columbia, and London, Great Britain.



# CORPORATE CENTER

**The Semperit Group pursues a clearly defined corporate strategy with ambitious growth targets. The achievement of these goals requires a robust and professional Corporate Center organisation.**

The Corporate Center includes specialised departments that support the group's operational units with fundamental issues in areas such as human resources, finance, procurement and logistics and legal. In close coordination with the Management Board, these specialised departments define the group's policies for their respective areas of responsibility. The Corporate Center is actively addressing the following challenges:

- Increasingly complex business processes
- Growing regulatory requirements in many areas
- Strengthening of the corporate centre functions due to the group's organic and non-organic growth

## **STANDARDISATION OF REPORTING**

In 2013 the Semperit Group's reporting process underwent a structured and standardised analysis. Based on the outcome of this analysis, its quality and quantity were improved and significantly expanded. In addition, major initial steps were taken to implement the SAP FC system as the group's new planning, reporting, analysis and consolidation tool. The go-live date for the deployment is scheduled for the second half of 2014, with the new system expected to largely replace existing external and internal reporting formats.

## **CREDIT MANAGEMENT**

This function is responsible for the management of the group's receivables from customers. Active receivables management was intensified in 2013; transparency was enhanced through standardised reporting and systems were further professionalised to track and manage customer receivables. The success of these measures can be seen in their positive contribution to the reduction in working capital.

## EFFECTIVE RISK MANAGEMENT

In 2013 the group refined its approach to tracking risks for all segments and business units by optimising the risk management system. Working in close cooperation with the central risk management function, regional and local risk managers in the individual corporate units evaluate the relevant risks and agree measures to reduce risk with the respective responsible managers (e.g., production head, IT head, etc.).

Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H. has audited and certified the effectiveness of the Semperit Group's risk management system for the financial year 2013 in accordance with Rule 83 of the Austrian Corporate Governance Code.

The group-wide minimum standards for the internal control system (ICS) were implemented in 2013 throughout Europe. In 2014 these minimum standards will be implemented in units outside Europe as well.

## SINGLE IT LICENSE AGREEMENT FOR OFFICE APPLICATIONS

As part of the extension of the Microsoft Enterprise Agreement, the license agreement was rolled out to all major corporate units. This ensures that the most current software versions and updates will always be available so that they can be used globally. The replacement of the hitherto non-homogeneous licensing conditions with a group-wide agreement provides standardisation and harmonisation, while optimising costs at the same time. One example for the practical application of this agreement is the integration of Latexx Partners. The flexibility of the agreement made it possible for Semperit to include Latexx Partners into the group's IT landscape in a cost-effective manner in just six months.

## TRANSFER PRICE STUDY

Global corporations like Semperit Group must process their intercompany transactions based on the arm's length principle. In order to be able to document the group's compliance with this obligation towards the respective national tax authority, a transfer price study is necessary that explains and supports the methods used by the group. In 2013 the current transfer price study was rolled out globally for all relevant corporate units and will be concluded in the first quarter of 2014.

| Area of action                | Initiatives  | Date      | Implementation status |
|-------------------------------|--|-----------|-----------------------|
| Group Accounting & Reporting  | Implementation of SAP FC as a planning, reporting, analysis and consolidation tool | 2013/2014 | In progress           |
|                               | Development of a CAPEX and OPEX spending database                                  | 2013/2014 | In progress           |
|                               | Standardisation of accounting processes in a new SAP template                      | 2014/2015 | New target            |
|                               | Group-wide harmonisation of auditors   | 2013      | Implemented           |
| Global Credit Management      | Group-wide standardisation of credit checks  | 2014      | New target            |
| Investor & Creditor Relations | Expansion of the contents of IR work   | 2013      | Implemented           |
|                               | Support for the issuance of the corporate Schuldschein loan                        | 2013      | Implemented           |
|                               | Stronger presence in additional investor centres                                   | 2014      | New target            |

| Area of action                   | Initiatives   | Date              | Implementation status                           |
|----------------------------------|---|-------------------|---|
| Group IT                         | Harmonisation and centralisation of email systems   | 2013/2014         | In progress                                     |
|                                  | Conclusion of a group-wide Microsoft Enterprise Agreement   | 2013              | Implemented                                     |
|                                  | Harmonisation of IT systems and application landscape   | 2013/2014         | In progress                                     |
| Group Legal Department           | Reorganisation of the legal department  | 2013/2014         | Implemented / further roll-out                  |
|                                  | Adjustment of policies for the daily business   | 2014              | New target                                      |
| Internal Audit & Risk Management | Review of the internal control system (ICS) and group-wide harmonisation through minimum standards      | 2013/2014<br>2013 | Europe concluded, further roll-out<br>Completed |
|                                  | Effectiveness of the risk management system for 2013 to be confirmed by the group's auditor             |                   |   |
| Group Tax                        | Conclusion of the transfer price study / update of the documentation                                    | 2013<br>2014      | Completion in Q1 2014<br>New target             |
|                                  | Harmonisation of tax reporting  |                   |   |
| Group Treasury                   | Issue of a corporate Schuldschein loan totalling EUR 125 million  | 2013              | Implemented                                     |
|                                  | Implementation of SEPA (Single Euro Payments Area) and EMIR (European Market Infrastructure Regulation) | 2013              | Implemented                                     |
|                                  | Harmonisation of global cash management   | 2013/2014         | Ongoing implementation                          |
|                                  | Implementation of a treasury management system  | 2014/2015         | New target                                      |
| Global Procurement & Logistics   | Establishment and expansion of strategic supplier partnerships  | 2013/2014         | In progress                                     |
| Global Human Resources           | Enhancement of corporate values and management principles   | 2013/2014         | Implemented / ongoing expansion                 |
|                                  | 360-degree feedback, Leadership Academy, Talent Academy, expatriate policy, succession planning         | 2013/2014         | Implemented / ongoing expansion                 |
| Corporate Development            | Evaluating and approaching potential acquisition targets  | 2013/2014         | Ongoing implementation                          |
|                                  | Establishment of a target strategy process and implementation for future strategic developments         | 2013              | Implemented                                     |
|                                  | Establishment of a business-process-management function   | 2013              | Implemented                                     |
|                                  | Optimisation of processes and standardisation of the application landscape                              | 2013/2014         | In progress                                     |
| Group Communications             | Customer Focus Campaign to strengthen internal and external customer orientation                        | 2013/2014         | In progress                                     |
|                                  | Latexx Partners: implementation of values, new website, new corporate identity                          | 2013              | Implemented                                     |
|                                  | Social media guideline for dealing with new media   | 2013              | Implemented                                     |
|                                  | Introduction of the intranet  | 2014              | New target                                      |

# RESEARCH AND DEVELOPMENT

**The successful research and development work of generations of skilled engineers, chemists, physicists, basic scientists, plastics engineers and application engineers has been a major influence on the 190-year history of the Semperit Group. Today, Semperit's research and development activities focus on three foundations: enhancing ingredients (formulas and production), product development and process development.**

The research and development departments of Semperit Group are located in Malaysia, China, India, Poland, Thailand, the Czech Republic, Germany and Austria, with the research and development centre in Wimpassing, Austria coordinating all their associated activities. With more than 60 employees in research and development, the Wimpassing site is also used to coordinate work with external development partners and facilitate cross-departmental knowledge transfer and sharing of experience. Around 340 people are employed in research and development worldwide. Annual R&D spending amounts to more than EUR 8 million or about 1% of revenue. Semperit's innovative capacity can also be seen in the fact that the group possesses about 50 patent families.

## RESEARCH STRATEGY

The Semperit Group's research strategy is focused on the following objectives:

- Market-oriented product innovations as a basis to continue the growth strategy
- Optimising the use of resources: the energy and materials used in the production and design of products are constantly being optimised. The resulting benefits in terms of quality help ensure competitive advantages.
- More flexible production methods enable the group to respond rapidly to changes in raw material prices and market demand
- Knowledge transfer as a precondition for achieving synergies



### Market-oriented product innovations

Semperit's products are distributed in more than 100 countries around the world and are in constant competition with the offerings of other global and regional suppliers. In this environment ongoing product, material, and process innovations as well as the identification and development of attractive market niches are significant aspects of sustainable growth.

The time needed for the innovation process is a major competitive factor. It extends from the moment when the idea is first born to prototype design, testing and production, all the way to the first proposals to customers. Both in the interest of customers and to benefit from rapid generation of cash receipts, this time span (the "idea to market" period) must be continuously reduced.

### Optimising the use of resources

Semperit has two key programmes to optimise the use of resources: the Waste-of-Material Programme (WOM Programme) and the Waste-of-Properties Programme (WOP Programme). The foundation of both programmes are stable and reproducible processes. To achieve such processes, it is necessary to constantly scrutinise and continuously improve not only the actual production of the products themselves, but also the key basic and auxiliary processes of the rubber processing industry such as mixing, shaping, and vulcanising.

The WOM Programme focuses on reducing the amount of waste, scrap, and customer complaints by improving stability and through the optimal control of processes. The contents of the programme also include the ongoing optimisation of product designs and the use of consumables in manufacturing. The WOP Programme refers to the characteristics of both raw materials and materials developed and manufactured internally. It involves critically scrutinising which end-product characteristics are actually expected by customers, and what potential efficiencies exist in this regard. In 2014 the Waste-of-Energy Programme (WOE Programme) will be launched as well. This programme aims to reduce the consumption of energy at production sites with the help of structured processes.

## Highlights in research and development in 2013

|             |  |
|-------------|--|
| Sempermed   | Integration of Latexx Partners<br>Sempermed Syntegra UV successfully launched in the market  |
| Semperflex  | Commissioning of a new ribbon lap machine in Wimpassing, Austria<br>Extensive expansion of the industrial-hose portfolio for oil, air and water applications |
| Sempertrans | Introduction of new conveyor-belt materials<br>Development of a pipe conveyor belt (sealed conveyor belt)  |
| Semperform  | Development of a weldable material for window sealing profiles (registered for patent)   |

### More flexible production methods

In order to optimise the company's ability to respond to fluctuations in raw material prices and shifts in demand, the flexibility of production processes is a high priority. This flexibility is made possible by developing procurement alternatives for strategically important raw materials that can only be acquired from a limited number of suppliers. As soon as an alternative material is found, globally identical formulas are created and the respective machines are optimally adjusted to their use in order to avoid a loss of production efficiency.

In addition to material savings and flexibility, it is also important to optimise the alignment of the materials in use to individual machine types. The more material and machine are aligned with each other, the greater the throughput speed and the higher the production quantity per hour. The interplay between materials, machines, and employees, as well as proper transport and storage, are constantly under review at Semperit in order to achieve continual improvements in efficiency.

One example of these ongoing efforts to improve production methods is the realisation of new production designs using prototype lines for nitrile examination gloves at the Latex Partners plant in Malaysia. The focus here was on improving energy efficiency and increasing the level of automation in production processes.

### Knowledge transfer

An important strategic foundation for research and development activities is the ongoing exchange of expertise within the Semperit Group. When doing so, strategies spanning both segments and countries are explained in order, for example, to make production methods more flexible and/or efficient.

In basic research Semperit Group cooperates with numerous international research institutions and universities. This cooperation covers diverse fields of research such as basic development to modify elastomer surfaces, the life expectancy of dynamically stressed objects, rheology (deformation and flow behaviour) of rubber mixtures and adhesion of elastomers with reinforcing materials such as steel. In addition, the group also conducts basic research at so-called K-plus centres, which are research facilities operated jointly by business and scientific experts for a limited period of time.

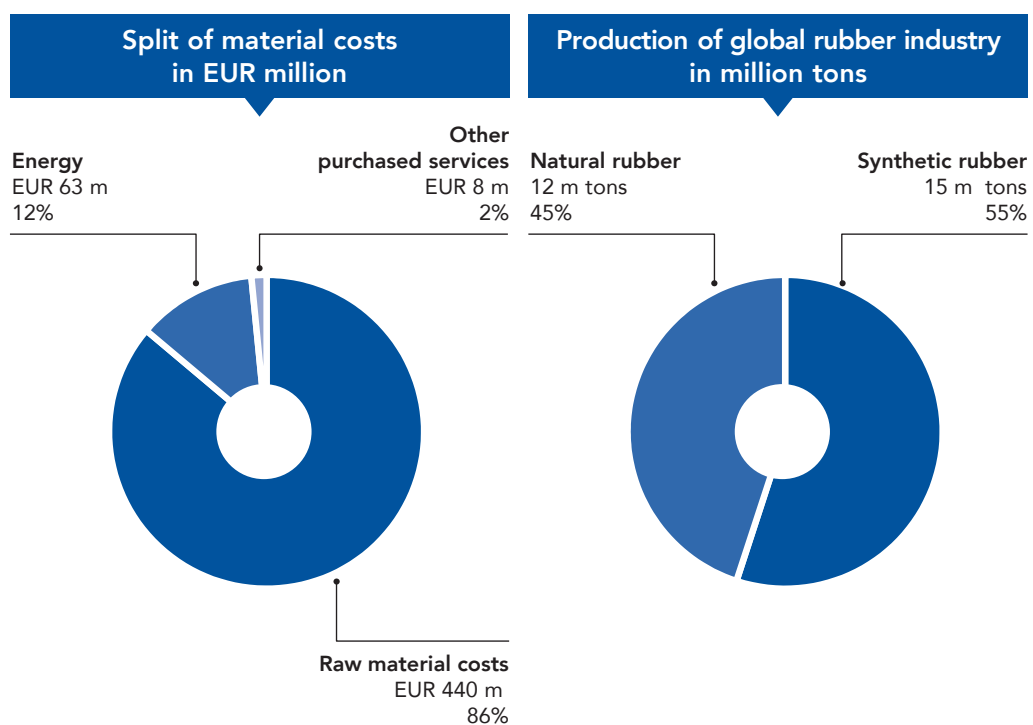
### Selected research collaborations

- Technical University of Vienna, Austria
- Technical University of Graz, Austria
- Leoben University of Mining, Austria
- Polymer Competence Center, Leoben, Austria
- AC<sup>2</sup>T-Competence Centre, Wiener Neustadt, Austria
- German Institute of Rubber Technology in Hanover, Germany
- Cracow University of Technology, Poland
- University of Wroclaw, Poland
- Zlin Technical Institute, Czech Republic

# ACTIVE COST AND RAW MATERIALS MANAGEMENT

Given the high percentage of raw materials in the total expenditures of the Semperit Group, pursuing a proactive purchasing policy along with integrated raw materials management are strategically important.

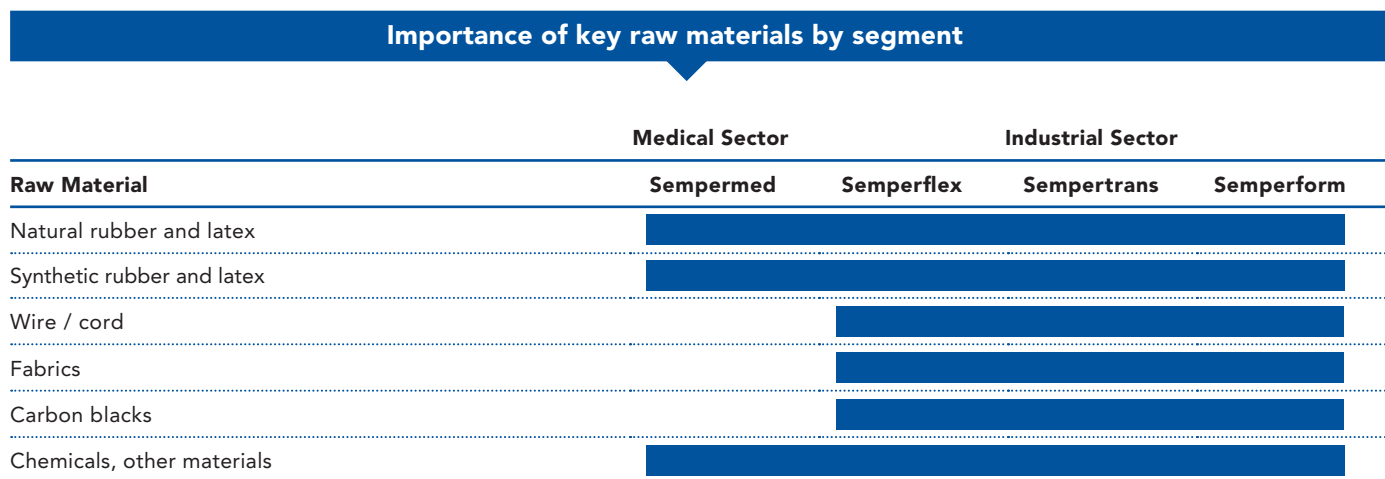
In 2013 the Semperit Group spent EUR 510.7 million for material costs (slightly less than 60% of its revenue). Due to the product portfolio, a large part of these expenditures relate to raw materials such as latex and rubber, reinforcing materials, carbon blacks, and chemicals that are required for production. As part of the group's active approach to cost and raw materials management, the risks incurred due to volatile trends in raw material costs are minimised. Detailed market analyses enable measures to be introduced in a timely manner, leading to delivery conditions that meet the needs of the market.



Thanks to the flexible design of production lines and formulas, the raw materials used can be changed quickly. Group-wide programs ensure that resource utilisation is continuously optimised (for details see page 63, research and development).

### GROUP PROCUREMENT & LOGISTICS

Due to the significance of the most critical raw materials to all segments (see table), potential synergies resulting from procurement are ensured by the central Group Procurement & Logistics department. As around 60% to 70% of the total raw material need of the Semperit Group is covered via procurement markets in Asia, the purchasing organisation in Asia was strengthened further to ensure the necessary proximity to the market. This initiative is intended to better utilise purchasing opportunities in Asia, including in Southeast Asia and China. This relates not only to raw materials, but also to capital equipment. The integration of Latexx Partners in Malaysia into the global procurement and logistics organisation was completed in 2013.



#### Supplier partnerships

As a central service provider Group Procurement & Logistics also focuses on the expansion of strategic supplier partnerships for the most important raw materials. This involved identifying opportunities for improvement and agreeing implementation measures to achieve them. An important aspect of these partnerships is also technical collaboration. Here the group pursues the goal of operating production systems more efficiently and achieving a continuous improvement in production processes by using raw materials with a consistent level of quality.

#### Supply chain management

Due to the global positioning of the Semperit Group, it is highly important for the company to optimise logistics processes to enable consistently reliable delivery. Conveyor belts, which are produced by Semperit in Poland and China among other locations, are used around the world, just as are the examination gloves produced by Semperit in Thailand or Malaysia. Logistics services for global production and distribution are continuously purchased on a bundled basis. As part of the group’s ongoing enhancement of its global business organisation, supply chain processes are defined at the local, regional and global levels, and then anchored accordingly in the respective organisation.



### Active working capital management

To minimise working capital and the financial resources invested therein, the Semperit Group uses concrete targets to actively manage the inventory levels at its production facilities and implements optimisation measures in order processing. Efforts are also constantly undertaken to improve supplier and customer payment terms.

## THE RUBBER INDUSTRY AT A GLANCE

Around 27 million tons of synthetic and natural rubber are produced annually around the world, of which about 15 million are attributable to synthetic rubber and nearly 12 million to natural rubber. The main consumers of this production are tyre manufacturers, accounting for between 70% and 80% of the annual volume produced. Demand for the raw material rubber is therefore strongly correlated with that for tyres of all types of motor vehicles. Nevertheless, the price of rubber is influenced not just by sales in the motor vehicle industry, but also by several other factors such as the production quantities of the raw material itself, environmental conditions (storms) – impacting natural rubber – or the price of crude oil – impacting synthetic rubber.

### Natural rubber and natural latex

Nearly 12 million tons of natural rubber and latex are produced each year, of which roughly 30% comes from both Thailand and Indonesia, with Malaysia, Vietnam and India each producing less than 10%. The remainder is harvested in other countries. As a renewable resource, natural latex comes from rubber trees, and 80% to 90% of it is processed into rubber. 10% to 20% of natural latex is used in purified form in manufacturing, e.g., in the production of examination gloves. Rubber trees must be grown for about seven years after planting before they can be tapped for the first time with an incision in the bark. One tree can provide roughly 100 millilitres of latex daily, which corresponds to about 30 – 40 grams of solid rubber.

In the Southeast Asian countries mentioned above, the majority of the total area under cultivation is managed by so-called smallholders. The average area under cultivation is about two hectares, which can yield roughly two to three tons of solid rubber per year. These quantities are sold to intermediaries who supply the processing industry with latex or raw rubber. 80% to 90% of the processed quantities are demanded and purchased by the markets in the form of rubber. The pricing of the rubber also takes place through product exchanges. Due to the structure of the industry to tap latex, production can fluctuate considerably. This creates significant challenges for Semperit in both production and purchasing.

### Synthetic rubber and latex

Around 15 million tons of synthetic rubber and latex are produced annually. The basic raw material is crude oil, which refineries process in several distillation steps into products such as naphtha. In subsequent stages it is then manufacturing at petrochemical plants into further products such as butadiene, which is the basis for most types of synthetic rubber.

## ENERGY MIX

The expenditures on energy that Semperit Group incurred in 2013 for production totalled approximately EUR 63 million. The figure shows the distribution of energy sources utilised. In addition to conventional sources of energy such as electricity, natural gas, and steam, Semperit in Thailand uses biomass almost exclusively. This involves taking rubber trees at the end of their lives and using them as fuel to heat rubber baths used in glove production. This closes the sustainability cycle: from the planting of the tree to the harvesting of the tree's natural latex – a renewable raw material – to using the tree as fuel.

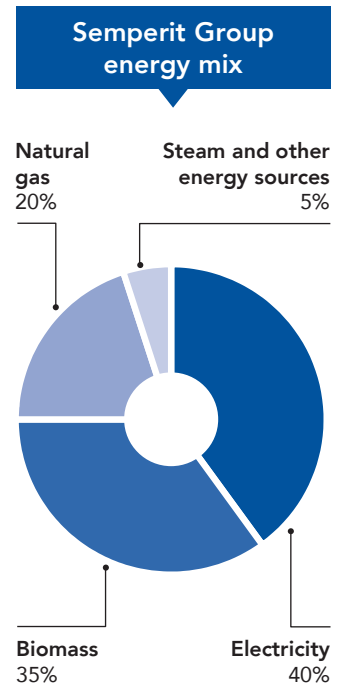
## DEVELOPMENT IN THE RAW MATERIALS MARKETS

Prices increased in major raw materials submarkets at the beginning of 2013. But by the middle of 2013 they started to decline again, leading to a low in the third quarter. As the third quarter progressed, the prices for major raw materials already started to stabilise. But this trend was based not on strengthened demand from the main consumer of rubber products, the tyre and automobile industry, but rather as a response to this low point that prices reached in the third quarter. The price level then moved sideways during the fourth quarter.

Following the drop in prices for natural rubber and latex in the second quarter of 2013, prices recovered in the third quarter and moved sideways during the fourth. The average price in 2013 was more than 15% lower than the comparable price for 2012.

Following a decline in the second quarter of 2013, the price for synthetic rubber also stabilised during the third quarter, and has been rising slightly again since September. This development has been driven primarily by an increase in the price for the basic raw material butadiene. As with natural rubber, the average prices for synthetic rubber were lower than in 2012.

Industrial carbon blacks play a crucial role in the processing of rubber. They increase the rigidity of the rubber, making it stiffer and harder through a strengthening process, while providing it with better impact resistance and tensile strength, as well as optimal abrasion resistance. Global annual demand amounts to approximately nine million tons. The production of carbon blacks requires a significant amount of energy. The average prices on the carbon black market were marginally lower in 2013 than in 2012.



# CORPORATE RESPONSIBILITY

**The Semperit Group is committed to the principles of sustainable corporate management and is convinced that it can realise its ambitious growth strategy only with equal consideration of commercial, social and environmental factors.**

These diverse aspects are taken into account in the group's operational and strategic planning. The Management Board of Semperit AG Holding is supported in this regard by central specialist departments, which are responsible for the specific design of both measures and objectives. The company's organisational structure makes it possible to take into account the regional characteristics of the corporate units as best as possible without ignoring the overall objectives of the group. The concerns of various interest groups are included in these considerations by, for example, conducting information events and maintaining a regular dialogue.

All in all, this results in several key areas of action where further aspects of the corporate strategy are specified. These aspects are explained in more detail starting on page 38 of this report. The areas of action at a glance include:

- Establishing a performance-oriented, future-oriented corporate culture and a common set of values (see further details on page 37)
- Positioning as an attractive and fair employer (see page 74)
- Handling of all types of resources as carefully as possible
- Developing products with environmental added value (see page 63)
- Responsibility to society

## **AN ATTRACTIVE AND FAIR EMPLOYER**

In order to enable integration into the company and international networking across all corporate divisions, newly hired employees participate in an extensive introductory programme as part of the company's Onboarding Academy. The Talent Academy prepares future specialists and managers for responsibilities in the segments and in the Holding (see the chapter on employees, page 74).

Semperit creates working conditions that go far beyond the average level of the respective region. Voluntary social benefits are offered and extraordinary work performance is rewarded accordingly. In total, the Semperit Group employs nearly 10,300 people, about three quarters of whom are located in Asia, with the rest in Europe as well as North and South America.

## **HANDLING OF RESOURCES AS CAREFULLY AS POSSIBLE**

Due to the fact that Semperit Group spends about 55% to 60% of its revenue for materials and purchased services, the economical use of resources is a high priority for the group. The objective of the key Waste-of-Material Programme (WOM Programme) is to continuously reduce the amount of waste, scrap, and customer complaints by improving production processes. In addition, all raw materials, compounds, and processes to be used for the first time are investigated and optimised during the planning stage regarding their impact on the environment. Whenever technically possible, the central materials development department avoids the use of environmentally harmful raw materials.

Waste is recycled back into the cycle of materials wherever physically and commercially possible. If recycling is not possible or practical, materials are incinerated under controlled conditions by a qualified waste disposal company. In order to reduce packaging materials, various reusable pallets, wire mesh crates, and PAL boxes are used instead of disposable containers.

### **External certifications**

All Semperit AG Holding production sites have been certified under ISO 9001 for many years. In addition, the Medical Sector is certified under ISO 13485. Since 2011, the Semperit Rubber & Plastic Products Co. Ltd. plant in Shanghai undergoes an external audit of its environmental system in accordance with ISO 14001. Sempertrans Best (Shandong) Belting Co. Ltd. has introduced a certified health and safety management system as per OHSAS 18001 in addition to its environmental management system. The group aims to achieve similar certifications during the next several years for all Semperit production locations.

Moreover, the Semperit Group supports the REACH guidelines (Registration, Evaluation and Authorisation of Chemicals), which took effect in 2007 to promote the responsible use of chemical substances.



### Improvement in energy efficiency

Group-wide measures are undertaken to continuously reduce energy consumption, which especially takes place at global production sites.

In 2014 the Waste-of-Energy Programme (WOE Programme) will be launched. This major initiative is intended to achieve two primary objectives: first, to increase employees' awareness regarding the use of energy and second, to examine the energy chain – from generation to distribution through to the individual consumers of energy – regarding potential savings. This programme aims to further lower not only energy costs, but also the CO<sub>2</sub> emissions caused by energy consumption.

Despite higher levels of production, during the last three years energy consumption at the group's European plants remained nearly unchanged (refer also to the chapter on costs and raw materials management on page 66).

### Consumption of production plants in Europe

| in gigawatt hours (GWh) | 2010       | 2011       | 2012       | 2013       | Average change<br>2010 – 2013 |
|-------------------------|------------|------------|------------|------------|-------------------------------|
| Natural gas             | 122        | 116        | 115        | 126        | 1.1%                          |
| Electricity             | 102        | 102        | 98         | 106        | 1.4%                          |
| Steam                   | 36         | 33         | 30         | 30         | -5.5%                         |
| <b>Total</b>            | <b>260</b> | <b>251</b> | <b>243</b> | <b>263</b> | <b>0.4%</b>                   |

### DEVELOPING PRODUCTS WITH ENVIRONMENTAL ADDED VALUE

The ongoing enhancement of products and their application areas as well as the rigorous optimisation of production are a key priority for Semperit (refer to the chapter on research and development starting on page 63). Environmental factors have become more important in recent years. One example of this is a recent product innovation developed by the Sempertrans segment, which successfully launched an innovative, energy-saving conveyor belt. This product features a new rubber mixture, which enables a considerable reduction in roll resistance. Installation operators thus benefit from energy savings of up to 25% compared with conventional conveyor-belt solutions. For example, the Polish power company PGE, which placed a major order for 30 kilometres of these belts, achieved an energy-saving potential of up to 45 million KWh per year. This represents roughly the average annual consumption of 10,000 Western European households.

Urban cableways make an important contribution to reducing CO<sub>2</sub>. The Semperform segment provides the rubber lining for this innovative mobility concept. For example, the cableway of the Columbian metropolis of Medellin was awarded the "Sustainable Transport Award" for achieving annual savings of 20,000 tons of CO<sub>2</sub>. In addition, seals for windows and doors from the Semperform segment improve the energy efficiency of buildings.

## RESPONSIBILITY TO SOCIETY

Semperit Group feels a particular responsibility and commitment towards the people in the regions where it is located. Thailand, where Semperit has been active for 25 years, is especially important for the group because of its status as the world's largest producer of natural rubber. The integration of Latexx Partners in Malaysia, which was acquired in 2012, also took place with special consideration for local conditions. In the next several years, considerable financial resources will be invested in the further expansion and construction of manufacturing plants which will support economic development in this region. To increase production capacity, considerable investments will also be made during the next several years at the production sites in Odry, Czech Republic and Belchatów, Poland.

## SOCIAL COMMITMENT

In addition to financial support of social projects, Semperit regularly donates examination and surgical gloves to charitable causes. In addition, since 2010 the money that had been spent on Christmas presents has instead been donated to the international charity "Médecins Sans Frontières" (Doctors Without Borders) for a mobile clinic in India.

Alongside these sponsorship activities undertaken by Semperit AG Holding, the respective corporate units are responsible for supporting local projects and initiatives in a commercially reasonable manner. For instance, Siam Sempermed Corp. Ltd. in Hatyai, Thailand has been carrying out maintenance projects in the local SOS Children's Village for several years. It also provides educational materials and sports equipment.

To alleviate the devastating effects of the flooding in Austria, Germany and the Czech Republic in the spring of 2013, which particularly impacted the private lives of Semperit employees in Deggendorf, Germany, a donation account was set up. Semperit AG Holding tripled all donations that were made, raising more than EUR 25,000 in unbureaucratic emergency aid for German employees and the Red Cross in Austria, Germany and the Czech Republic.

# RESPONSIBILITY FOR MORE THAN 10,000 EMPLOYEES

When implementing the growth strategy of the Semperit Group, professional human resource management that meets the current and future needs of the group is a high priority. The objective is to promote the skills and performance orientation of every employee while meeting the group's need for specialists and managers.

## HUMAN RESOURCES STRATEGY

The Semperit Group has an ambitious growth strategy that is supported by effective and modern human resources policies. The overall goals of these policies are to position the company as an attractive employer, to implement modern management tools, to promote internationality, and to create the conditions for a performance-oriented and fair corporate culture with a clear set of values (see page 37).

| Area of action  | Initiatives   | Date        | Implementation status                                    |
|---|---|-------------|--|
| Strengthening the corporate image and attractiveness as an employer | Expansion of recruiting measures and stronger presence at job fairs in Poland, the Czech Republic and China | 2013/2014   | Implemented / ongoing expansion                          |
| Cultural and organisational development                             | Customer focus campaign   | 2013        | Implemented  |
|   | Corporate values and management principles enhanced   | 2013 / 2014 | Ongoing implementation                                   |
| Systems and tools for human resources management                    | Job evaluation at a global level  | 2013        | Global roll-out completed, also at Latexx Partners       |
| Personal development, career and succession planning                | Definition of career paths, succession planning for key positions, Talent Academy                           | 2013 / 2014 | Completed globally, Talent Academy new as of end of 2013 |
| Global leadership and performance management                        | 360-degree feedback, Leadership Academy, bonus system   | 2013        | Completed / ongoing implementation                       |

### Strategic areas of action in the next several years

The emphasis of personnel recruiting in the next several years is on recruiting regional talent and employer branding. The group aims to boost diversity, not only among employees but also within the ranks of management.

The focus in the growth area of action is on management culture, company and employee development, and management skills. Strengthening these four key elements supports the successful further development of the Semperit Group.

As far as the performance area is concerned, Semperit Group aims to live “best practices” and thus pursues the goal of establishing a high-performance organisation that operates globally to provide its customers the greatest possible added value.

### 360-degree feedback

The 360-degree feedback tool was introduced in 2012 to assess management regarding the jointly defined leadership principles. This initiative was expanded during the year under review to include middle management and team leaders. The feedback process is conducted anonymously, enabling a high level of objectivity. In addition to self-assessments by the managers themselves, direct feedback is obtained from supervisors, employees and colleagues, as well as from customers and other external business partners.

### Integration of Latexx Partners

An important part of the integration of Latexx Partners was the implementation of Semperit's human resources strategy. This involved, for example, including all Latexx Partners functions into the job-evaluation process, the introduction of 360-degree feedback, the conclusion of target agreements for managers and the expansion of the Onboarding- and Leadership Academy. During the Semperit Value Campaign, the employees of Latexx Partners were introduced to the corporate values of the Semperit Group and updated thereafter in regular town hall meetings.

### Expatriates

Human resources aims to create a global organisational structure that is oriented towards the strategic objectives of the group. In 2012 there were just two expatriates working in the company, whereas in the meantime there are now 15 expatriates globally, located mostly in Asia.

## EQUAL OPPORTUNITIES

In keeping with its self-understanding as a fair and responsible employer, Semperit would like to steadily expand equal opportunity within the company. As a traditional industrial company with a technical focus, at the end of 2013 the share of women in Austria was somewhat more than 20%. The percentage was nearly 30% throughout Europe and more than 35% group-wide. The share of women in management (Management Board, Executive Committee, department heads) totalled 13%. Using flexible work models such as flexitime and part-time work, as well as special arrangements for employees with young children, the group aims to continuously increase the proportion of female employees.

## TRAINING AND CONTINUING EDUCATION

Semperit Group's management understands that the expertise and innovative strength of employees are critical success factors for expanding the company's current market positions. The group therefore offers an extensive training and continuing education program to teach employees the necessary professional skills so that they are optimally prepared for their operational and strategic challenges. As part of a comprehensive training catalogue, personal development training is offered to provide employees with skills for conflict, time- and target management, as well as presentation techniques. In addition, employees have the opportunity to participate in specialised training courses. In the 2013 financial year, 17 apprentices were trained in Austria. Semperit therefore offers these young people well-founded access to the world of work, while subsequently gaining qualified specialists who are familiar with the group's processes.

### Onboarding Academy and mentoring programme

The Onboarding Academy is a comprehensive training programme offered to new employees. It provides a rapid overview of the entire group, while enabling integration into the company and international networking across all corporate divisions. In addition, technicians and chemists are offered in-depth training with specific details on their respective areas of professional expertise.

A mentoring programme helps employees to become acquainted with the company. The objective here is for an experienced employee to play the role of a mentor and provide advice to the new Semperit colleague (the mentee).



Sportive employees from Semperit in India



### Talent Academy

In 2012 the group commenced initiatives to define career paths, create succession planning for key positions and to create a structure for talent identification; these initiatives were successfully concluded in 2013. The Semperit Talent Academy launched its activities in the fourth quarter of the year under review with the unveiling of two development centres for 19 employees. These centres are intended to prepare future experts and managers for their responsibilities in the segments and in the Holding. The employees selected to take part first complete an analysis of their potential, then three modules follow. Around 50% of the participating employees come from Austria, with the remainder from other countries in Europe and from Asia. 60% of the participants are women.

### Leadership Academy

Building on the insights obtained through the 360-degree feedback programme, training priorities were created for the Semperit Leadership Academy in order to further strengthen and optimise the leadership skills of the company's management at all levels. Semperit Leadership Academy is very international at the middle-management level – in addition to Austria, around 20% of the participants came from other European countries and around 30% were from Asia and the USA.

### Internal know-how transfer

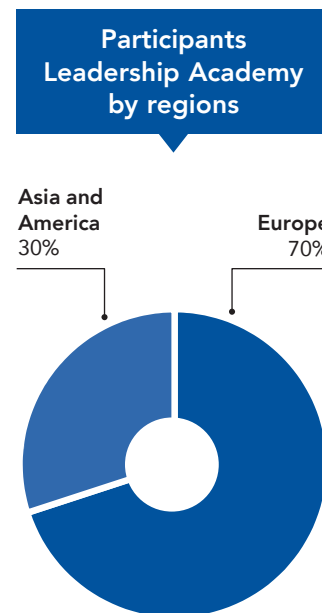
The Semperit Group places great importance on the exchange of knowledge and experience within the company in order to promote cross-border and cross-departmental cooperation amid the company's growing internationalisation and diversification. International meetings of technicians and sales employees, as well as cross-departmental training programmes, ensure the desired synergistic effects.

The company holds town hall meetings twice a year at all locations around the world. During these meetings, members of the Management Board and other managers answer employee questions and provide first-hand information about the corporate strategy, internal programmes and organisational changes.

As part of the XPERIENCE XCHANGE programme, newly hired employees and talented young managers meet several times a year with top managers to exchange their experiences and discuss current issues relevant to the company.

## COLLABORATIONS AND EMPLOYER BRANDING

In order to meet the current and future need for specialists and managers, the Semperit Group supports several collaborations with technical higher education institutions, universities and technical colleges, with the aim of attracting qualified and ambitious employees. In addition, the group provides internships and support for numerous theses and dissertations that are relevant to the company. By taking part in career fairs and recruitment days, Semperit presents itself as an attractive employer with fascinating occupational fields and career opportunities. During the year under review, these personnel marketing and recruiting measures, which have focused on Austria until now, were expanded to include Poland, the Czech Republic and China.



## SALES GROWTH LEADS TO AN INCREASE IN EMPLOYEES

At the end of 2013, the Semperit Group employed about 10,300 people, 7,000 or 68% of whom are attributable to the Sempermed segment. The production facilities for examination and protective gloves in Thailand and Malaysia alone employ more than 6,300 or 60% of all the people working for the Semperit Group. The increase in the number of employees was mainly caused by the Sempermed and Semperflex segments. The average age of all employees is about 35 years.

### Number of employees as at year-end

|                             | 2013          | Structure     | Change<br>2013 vs.<br>2012 | 2012         | 2011         |
|-----------------------------|---------------|---------------|----------------------------|--------------|--------------|
| Sempermed                   | 7,007         | 68.2%         | 7.0%                       | 6,548        | 5,016        |
| Semperflex                  | 1,467         | 14.3%         | 11.5%                      | 1,315        | 1,352        |
| Sempertrans                 | 968           | 9.4%          | 1.0%                       | 958          | 942          |
| Semperform                  | 743           | 7.2%          | 7.6%                       | 691          | 674          |
| Corporate Center            | 91            | 0.9%          | 40.5%                      | 65           | 41           |
| <b>Total</b>                | <b>10,276</b> | <b>100.0%</b> | <b>7.3%</b>                | <b>9,577</b> | <b>8,025</b> |
| thereof Austria             | 739           | 7.2%          | 4.7%                       | 706          | 708          |
| thereof Semperit AG Holding | 80            | 0.8%          | 46.0%                      | 55           | 38           |

## SAFETY AND HEALTH

Semperit is fully aware of its special responsibility to employees, and actively takes measures to constantly improve operational safety and promote health. Safety-related and workplace-specific training is offered regularly, and new employees are given extensive safety instructions as part of their initial training. The Safety department offers all employees access to general training documents and safety training programs. To identify appropriate preventive measures, all incidents that result in narrowly averted accidents must be reported at Semperit as well.

As part of a project that was started in 2013 entitled "Safety, Health and Environment (SHE)", which focuses on standards in these areas, it is planned that all units of the Semperit Group will implement the ISO 14001 environmental management standard and the ISO 45001 health standard.

## SEMPERIT GROUP AWARDS AND CUSTOMER FOCUS CAMPAIGN

Every year the group recognises the special achievements of individual employees, teams or company divisions by presenting the Semperit Group Awards in eleven categories. In addition, in the year under review the Customer Focus Award was bestowed for the first time, for which every employee could be nominated by colleagues. This award is part of the group's Customer Focus Campaign intended to further optimise the company's customer orientation. As part of this campaign, employees actively make suggestions for improvement.

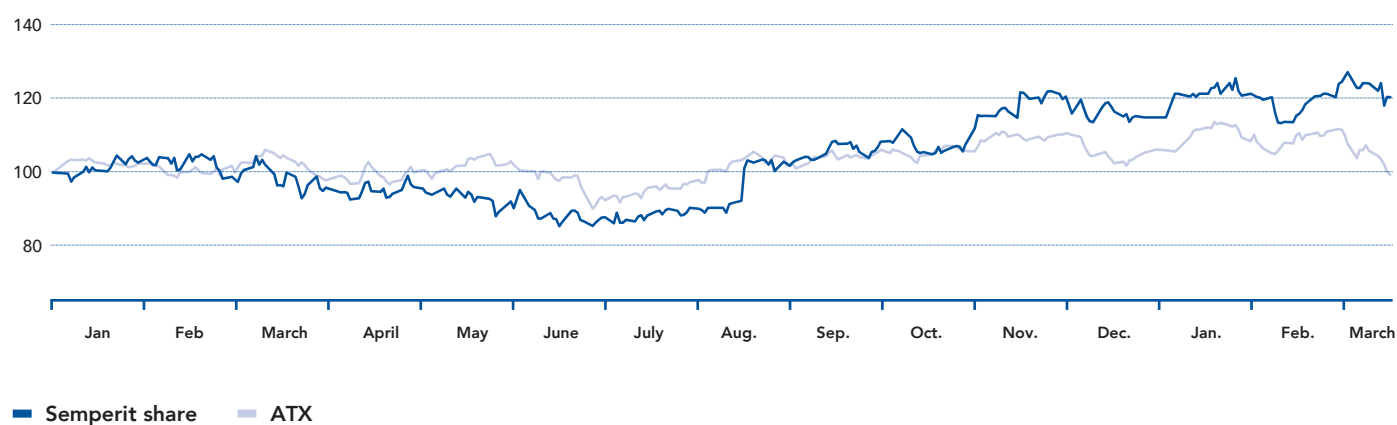
# INVESTOR RELATIONS

With a stock market listing that dates back to 1890, Semperit is one of the oldest stocks trading on the Vienna stock exchange. Semperit shares gained 14.8% and thus showed a better development than the ATX with 6.1% in 2013.

## PERFORMANCE OF THE CAPITAL MARKETS

The international debt crisis largely dominated the global stock exchanges again in 2013. Due to the loose monetary policy of the USA and Europe – the US Federal Reserve and the European Central Bank both provided cheap money – most of the stock exchanges generated profits in 2013. However, with an increase of 6.1%, the ATX developed below average compared to international benchmarks. The German share index DAX gained 25.5%, the Europe-wide share index EuroStoxx 50 showed an increase of 17.9%, the most important US index Dow Jones improved its results by 26.5% and the Nikkei index of Tokyo's stock exchange even closed at a plus of 56.7%.

Share price performance of Semperit and ATX, indexed 1.1.2013



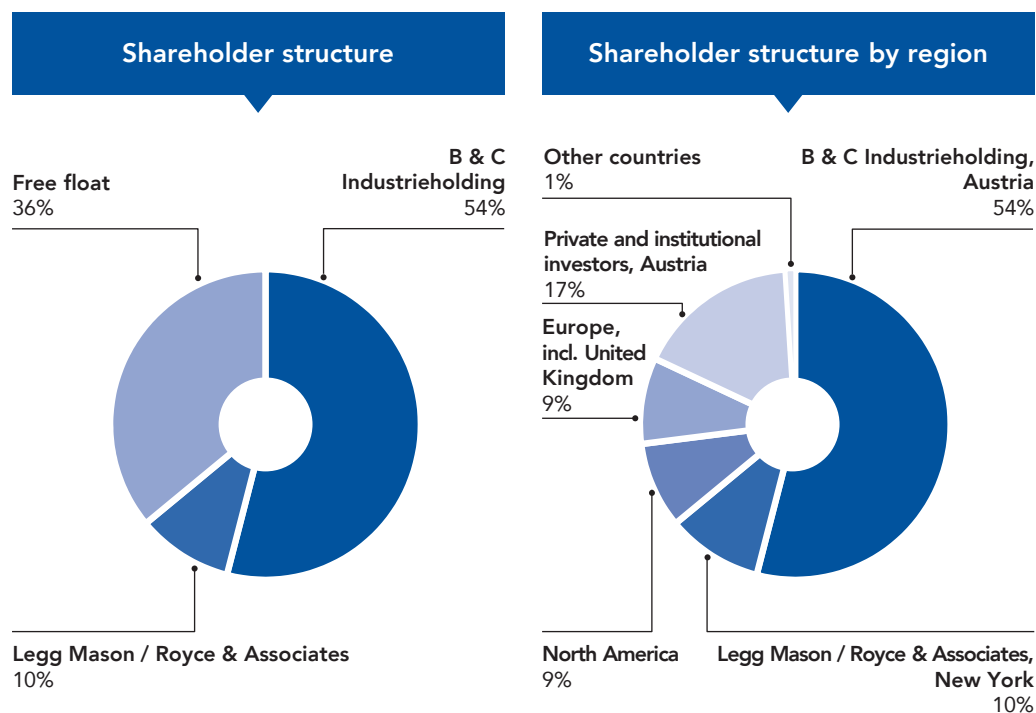
## PERFORMANCE OF SEMPERIT SHARE

Starting off from a closing price of EUR 31.36 at the end of 2012, the Semperit shares traded downwards during the first two quarters, with its lowest point at EUR 26.86 in mid-June 2013. At the end of June the trend changed directions and the price clearly rose on the basis of the good results in the third and fourth quarters of 2013. At the end of November it recorded an annual high at EUR 38.22. The good results and the conclusion of a contract with the German energy group RWE for the supply of conveyor belts were received positively by investors. The Semperit share closed at EUR 36.00 at the end of 2013, which is an increase of 14.8%.

The market capitalisation of Semperit AG Holding at the end of 2013 totalled EUR 740.6 million, compared with EUR 645.2 million at the end of 2012. The average daily trading volume of Semperit shares was at EUR 0.3 million (single counting) in the reporting year.

## SHAREHOLDER STRUCTURE

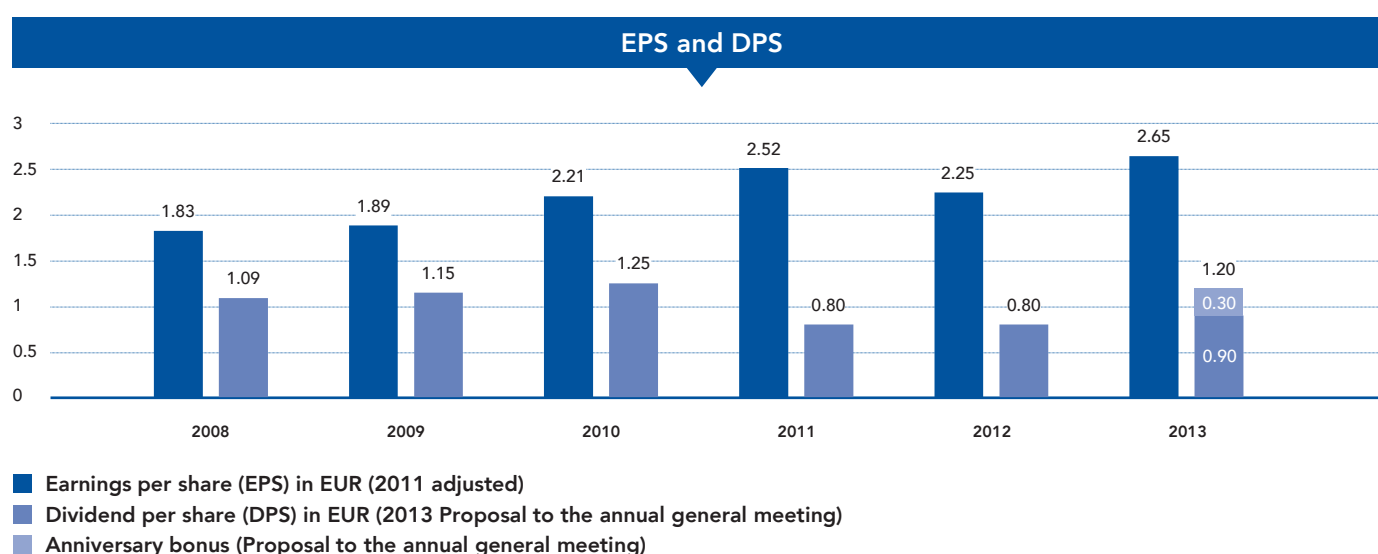
Semperit AG Holding is listed with 20,573,434 no-par value bearer shares in the Prime Market of the Vienna Stock Exchange. B & C Industrieholding GmbH, with 54.18% (11,145,917 shares), is the majority owner and a long-term core shareholder. The owner of B & C Industrial Holding GmbH is the B & C Foundation, a private foundation established under Austrian law with the mission of fostering Austrian entrepreneurship. The remaining shares are diversified holdings.



## DIVIDEND POLICY

At the Annual General Meeting on 29 April 2014 the Management Board will propose an ordinary dividend of EUR 0.90 per share, an increase of 10 cents. In addition, the Management Board will propose to pay an anniversary bonus of EUR 0.30 to celebrate "190 years of Semperit." The total dividend will therefore be EUR 1.20, a gain of 50% versus the previous year. EUR 24.7 million will thus be distributed in total. Based on the ordinary dividend, the dividend payout ratio<sup>1)</sup> for the financial year 2013 is therefore 33.9%, compared with 35.6% in the previous year. In terms of the total dividend, the payout ratio is 45.2%. Given the share price of EUR 36.00 at the end of 2013, this results in a dividend yield of 3.3%.

The dividend policy of the Semperit Group continues to aim for a dividend payout ratio of around 30% of the earnings due to shareholders after tax – assuming continued successful performance and that no unusual circumstances occur.



## COMMUNICATION WITH THE CAPITAL MARKET

Semperit AG Holding intends to provide current and potential shareholders with a complete picture of the company's business performance through a transparent and prompt communications policy. This should enable an accurate valuation of Semperit shares on the markets and facilitate a long-term relationship of trust with both shareholders and the general public.

The Chairman of the Management Board, the Chief Financial Officer, and Investor Relations actively seek dialogue with key players in the financial markets. On one hand, participation in conferences and roadshows in European financial centres and in New York, Boston and Toronto was paramount. On the other hand, numerous institutional investors were invited to meetings with the Management Board and used the opportunity to visit the core production facility in Wimpassing. The intensification of Investor Relations activities is reflected, in part, by the number of analysts who regularly cover Semperit shares: Baader Bank, Deutsche Bank, Erste Bank, Hauck & Aufhäuser, HSBC, Kepler Cheuvreux and Raiffeisen Centrobank (RCB).

<sup>1)</sup> The calculation basis for the payout ratio is earnings after tax.



Great importance is attached to the Investor Relations website. In addition to financial reports, presentations and conference calls, the new share chart tool has been a feature since November 2013. It offers more opportunities for comparison with indices and selected shares: [www.semperitgroup.com/en/ir](http://www.semperitgroup.com/en/ir).

### Key figures Semperit share

| Key figures                                   |                 | 2013       | Change  | 2012       |
|---|-----------------|------------|---------|------------|
| Price at 31.12.                               | in EUR          | 36.00      | +14.8%  | 31.36      |
| Lowest price                                  | in EUR          | 26.86      | +0.8%   | 26.65      |
| Highest price                                 | in EUR          | 38.22      | +12.7%  | 33.90      |
| Market capitalisation at 31.12.               | in EUR million  | 740.6      | +14.8%  | 645.2      |
| Number of shares issued                       | in unit         | 20,573,434 | –       | 20,573,434 |
| Price-to-earnings ratio                       |                 | 13.6       | –2.7%   | 13.9       |
| Earnings per share (EPS)                      | in EUR          | 2.65       | +17.8%  | 2.25       |
| Dividend per share                            | in EUR          | 0.90       | +12.5%  | 0.80       |
| Dividend payout ratio                         |                 | 33.9%      | –1.7 PP | 35.6%      |
| Anniversary bonus                             | in EUR          | 0.30       | –       | –          |
| Dividend payout ratio incl. anniversary bonus |                 | 45.2%      | +9.6 PP | 35.6%      |
| Average trading volume per day <sup>1)</sup>  | in EUR thousand | 265        | +0.3%   | 264        |
| Average traded shares per day <sup>1)</sup>   | in unit         | 8,578      | –1.7%   | 8,727      |

<sup>1)</sup> Single counting

### Financial Calendar 2014

|            |   |
|------------|---|
| 27.3.2014  | Publication of FY 2013 and press conference |
| 29.4.2014  | Annual general meeting, Vienna              |
| 6.5.2014   | Ex-dividend day                             |
| 8.5.2014   | Dividend payment day                        |
| 20.5.2014  | Report on the first quarter of 2014         |
| 19.8.2014  | Half-year financial report 2014             |
| 18.11.2014 | Report on the first three quarters of 2014  |

# CORPORATE GOVERNANCE REPORT

## AUSTRIAN CORPORATE GOVERNANCE CODE

In 2002 the Austrian Corporate Governance Code established a regulatory framework for the management and monitoring of Austrian joint stock companies. This code contains internationally adopted standards as well as significant related regulations stipulated in the Austrian Stock Corporation-, Stock Exchange-, and Capital Markets Acts and the basic principles encompassed in the OECD Guidelines for Corporate Governance.

These rules are aimed at ensuring the responsible management and supervision of companies and corporations, with the goal of achieving sustainable and long-term creation of value. The code seeks to create a high level of transparency for all company stakeholders. It creates guidelines for the equal treatment of all shareholders, for transparency, open communication between the Management and Supervisory Boards, the avoidance of conflicts of interest between bodies, and efficient monitoring by the Supervisory Board and the auditor.

Companies voluntarily undertake to comply with the guidelines contained in the current version of the Austrian Corporate Governance Code. The version of the code that was applicable in the 2013 financial year was published in July 2012 and takes into account the 2nd Stability Act of 2012. The Austrian Corporate Governance Code can be viewed on the "www.corporate-governance.at" website.

## STATEMENT ON CORPORATE GOVERNANCE

The Semperit Group hereby declares that it will voluntarily observe the Austrian Corporate Governance Code and that it also intends to observe the code in the future, or justify any deviations from it. The Supervisory Board also reached a corresponding unanimous decision. Semperit AG Holding complies with all legally binding L-rules (Legal Requirements). Unless otherwise declared, the C-rules (Comply or Explain) will be observed by the relevant bodies and the company.

## CORPORATE BODIES OF SEMPERIT AG HOLDING: MANAGEMENT BOARD

### Thomas Fahnemann

Chairman of the Management Board since 14 April 2011; previously Deputy Chairman of the Management Board since joining the company on 1 December 2010; period of office ends: 31 December 2016.

Departmental responsibilities: Business Sector Medical (Sempermed), Business Sector Industrial (Semperflex, Sempertrans, and Semperform), Corporate Development & Strategy, Procurement & Logistics, Human Resources, Communications.

Following his studies in business administration in Mainz, Germany, Thomas Fahnemann, born in 1961, completed an Executive MBA Program at Northwestern University in Chicago. Thomas Fahnemann began his professional career with Hoechst AG in Frankfurt in 1983. He subsequently assumed several executive positions in Germany and the USA. In 1995 he was appointed Group Department Manager for Trevira in North Carolina, USA, and starting in 1998 served as Chief Operating Officer for KoSa in Houston, USA. In 2003 he became CEO and Chairman of the Management Board of Lenzing AG in Austria. From 2009 to 2010 he was Chairman of the Management Board of RHI AG, Vienna. He exercises no Supervisory Board mandates in other companies not included in the consolidated financial statements pursuant to C-rule 16 of the Austrian Corporate Governance Code.

### Johannes Schmidt-Schultes

Member of the Management Board since 15 April 2011; Chief Financial Officer (CFO); period of office ends: 30 April 2017.

Departmental responsibilities: Accounting & Reporting, Planning & Financial Controlling, Tax, Treasury, Investor Relations, Information Technology, Internal Audit, Risk Management, Legal, Compliance.

Johannes Schmidt-Schultes, born in 1966, concluded his studies in economics at the University of Hanover in 1993. In 1996 he graduated with a PhD from the Ludwig Maximilian University in Munich, Germany. He studied abroad at Aston University in Birmingham, UK, as well as at the University of California in Berkeley, USA. During his doctoral studies, Johannes Schmidt-Schultes worked for the strategy consultants Bain & Company in Munich. From 1996 to 1999 he served as Head of the Department of Investment Controlling and Group Development at VIAG AG in Munich, and from 1999 to 2001 he was Managing Director of Finance for Kloeckner & Co in Vienna. In 2001 he moved to Deutsche Telekom Group – first as CFO of T-Mobile Austria in Vienna and then, from 2004 to 2007, of T-Mobile UK in Hatfield, UK. From 2007 to 2011 he was Deputy Chief Financial Officer of the Australian telecommunications company Telstra Corporation, which is based in Melbourne. He exercises no Supervisory Board mandates in other companies not included in the consolidated financial statements pursuant to C-rule 16 of the Austrian Corporate Governance Code.

### Richard Ehrenfeldner

Member of the Management Board since 1 October 2001; Chief Technical Officer (CTO); period of office ends: 31 May 2015.

Departmental responsibilities: Technology, Innovation, Operational Excellence, Quality Management.

After concluding his studies in process engineering (chemical plant engineering) at the Graz University of Technology, Richard Ehrenfeldner, born in 1954, commenced his professional career in 1984 with AT&S in Leoben, where he headed the Departments of Production and Expansion with a particular focus on large investments in expanding production capabilities. In 1989 he moved to Semperit AG Holding. As Technical Manager of the Sempermed segment, he was responsible for the expansion of manufacturing facilities as well as the construction and development of new plants in Sopron, Hatyai and Shanghai. He exercises no Supervisory Board mandates in other companies not included in the consolidated financial statements pursuant to C-rule 16 of the Austrian Corporate Governance Code.

### Composition and function of the Management Board

The Management Board consists of three members. It has full responsibility for managing the company for the benefit of the enterprise while taking into account the interests of shareholders and employees as well as the public interest (L-rule 13).

Internal rules of procedure govern the allocation of business responsibilities and cooperation between members of the Management Board. Decisions of primary importance are taken by the Management Board as a whole. The Management Board itself takes full responsibility for communication tasks that have a significant impact on how the company is perceived by its stakeholders. Legally binding regulations, the Articles of Association, and the internal rules of procedure laid down by the Supervisory Board form the basis for corporate management. In addition, behavioural guidelines are also contained in the Austrian Corporate Governance Code.

## SUPERVISORY BOARD

The Supervisory Board consists of six shareholder representatives and three employee representatives. The Supervisory Board has resolved to establish the following committees consisting of its own members to carry out specific functions: Executive Committee, Remuneration Committee, Audit Committee, Nominating Committee, and Strategy Committee. The authority to make decisions and pass resolutions rests in the hands of the entire Supervisory Board. The Supervisory Board supervises the Management Board and supports it in managing the company, particularly when decisions of primary importance are to be made.

### Meetings of the Supervisory Board and its committees

The Supervisory Board convened for five meetings during the 2013 financial year. No member of the Supervisory Board attended less than 50% of the meetings in the course of 2013.

The Audit Committee led by Veit Sorger carried out its activities in accordance with prevailing legal regulations (three meetings), and in particular dealt with the 2012 annual and consolidated financial statements, risk management, corporate governance, and preparation for the audit of the annual and consolidated financial statements for 2013.

The Nominating Committee under the chairmanship of Veit Sorger, met once to deal with appointments for Supervisory Board positions becoming vacant and regarding issues in connection with the extension of the Management Board mandate for Thomas Fahnemann and Johannes Schmidt-Schultes.

The Strategy Committee led by Veit Sorger met once to deal with fundamental questions about the strategic development of the group.

The Remuneration Committee, chaired by Veit Sorger, held five meetings, at which it discussed the objectives of the members of the Management Board and the remuneration system for Management Board members.

In the 2013 financial year, the Supervisory Board conducted a self-evaluation for a second time by distributing a questionnaire focused on issues such as the control function of the Supervisory Board towards the Management Board and the Management Board's adherence to its information-notification duties towards the Supervisory Board. An external provider performed the anonymous evaluation of the questionnaires completed by the Supervisory Board members. The results of the self-evaluation show that the activities of the Supervisory Board are assessed to be good.

The Supervisory Board implemented individual suggestions for improvement from the 2012 self-evaluation process. In addition, a catalogue of measures was established aimed at achieving an even further improvement in the efficiency of the Supervisory Board's activities.

## CORPORATE BODIES OF SEMPERIT AG HOLDING: SUPERVISORY BOARD

|                                     |                         | Year of birth | First appointed | End of current term of office <sup>1)</sup>                             | Supervisory Board positions in other listed companies  |
|-------------------------------------|-------------------------|---------------|-----------------|---|--|
| <b>Shareholder representatives</b>  |                         |               |                 |   |  |
| Veit Sorger<br>Chairman             | 2) 3) 4) 5)<br>6) 7) 8) | 1942          | 26.05.2004      | Until the Annual General Meeting resolving upon the 2014 financial year | Lenzing AG, Binder+Co AG   |
| Michael Junghans<br>Deputy Chairman | 2) 3) 4) 5)<br>6) 7)    | 1967          | 28.04.2010      | Until the Annual General Meeting resolving upon the 2015 financial year | Lenzing AG (Chairman),<br>AMAG Austria Metall AG   |
| Walter Koppensteiner<br>Member      | 2) 8)                   | 1959          | 23.04.2012      | Until the Annual General Meeting resolving upon the 2014 financial year | –  |
| Patrick Prügger<br>Member           | 2) 5)                   | 1975          | 14.04.2011      | Until the Annual General Meeting resolving upon the 2013 financial year | Lenzing AG,<br>AMAG Austria Metall AG  |
| Andreas Schmidradner<br>Member      | 2) 5) 7)                | 1961          | 20.05.2008      | Until the Annual General Meeting resolving upon the 2015 financial year | Lenzing AG   |
| Ingrid Wesseln<br>Member            | 2) 6) 8)                | 1966          | 23.04.2012      | Until the Annual General Meeting resolving upon the 2015 financial year | –  |
| <b>Employee representatives</b>     |                         |               |                 |   |  |
| Sigrud Haipl                        |                         | 1960          | 26.03.2012      | –   | Chairwoman of the Works Council – Staff Employees, Vienna, Member of the Central Works Council of Semperit AG Holding, Member of the European Works Council                |
| Alexander Hollerer                  | 5) 6) 7)                | 1954          | 01.07.1998      | –   | Deputy Chairman of the European Works Council, Chairman of the Central Works Council of Semperit AG Holding, Chairman of the Works Council – Staff Employees, Wimpassing   |
| Andreas Slama                       | 5) 7)                   | 1966          | 31.01.2009      | –   | Chairman of the European Works Council, Deputy Chairman of the Central Works Council of Semperit AG Holding, Chairman of the Works Council – Factory Employees, Wimpassing |

<sup>1)</sup> Pursuant to the Articles of Association, one fifth of the members of the Supervisory Board automatically leave their positions every year at the end of the Annual General Meeting.

<sup>2)</sup> Have declared their independence vis-à-vis the Supervisory Board in accordance with C-Rule 53 of the Austrian Corporate Governance Code

<sup>3)</sup> Executive Committee

<sup>4)</sup> Remuneration Committee

<sup>5)</sup> Audit Committee

<sup>6)</sup> Nominating Committee

<sup>7)</sup> Strategy Committee

<sup>8)</sup> No representation by a shareholder over 10% (C-Rule 54 of the Austrian Corporate Governance Code)



### Guidelines for the independence of Supervisory Board members

A member of the Supervisory Board shall be deemed independent if he/she has no business or personal relations with the company or its Management Board that would constitute a material conflict of interest and could thus influence the member's behaviour.

In evaluating the independence of a Supervisory Board member, the Supervisory Board uses the following guidelines, which correspond to those contained in Appendix 1 of the July 2012 version of the Austrian Corporate Governance Code:

- The Supervisory Board member shall not have served as a member of the Management Board or as a senior manager of the company or one of its subsidiaries in the past five years.
- The Supervisory Board member shall not maintain or have maintained in the past year any business relations with the company or one of its subsidiaries to an extent of significance for the Supervisory Board member. This shall also apply to business relationships with companies in which the Supervisory Board member has a considerable commercial interest, but not for performance of corporate-body activities in the group. According to L-Rule 48, the approval of individual transactions by the Supervisory Board does not automatically mean that the person is deemed to be not independent.
- The Supervisory Board member shall not have been the auditor of the company or have owned a share in the auditing company or have worked there as an employee in the past three years.
- The Supervisory Board member shall not be a member of the Management Board of another company in which a Management Board member of the company is a Supervisory Board member.
- The Supervisory Board member shall not serve on the Supervisory Board for more than 15 years. This limitation does not apply to Supervisory Board members who are shareholders in a corporate holding or who represent the interests of such shareholders.
- The Supervisory Board member shall not be a close relative (direct offspring, spouse, partner, parent, uncle, aunt, sibling, niece, nephew) of a Management Board member or of persons in one of the aforementioned positions.

### COOPERATION BETWEEN THE MANAGEMENT AND SUPERVISORY BOARDS

The strategic direction of the company is determined in close cooperation between the Management Board and the Supervisory Board and is discussed in Supervisory Board meetings held at regular intervals. The Supervisory Board determines the division of departments and responsibilities in the Management Board, as well as decides those transactions requiring its explicit authorisation in accordance with statutory provisions. Furthermore, the Supervisory Board supports the Management Board in managing the company, particularly when decisions of primary importance are to be made.

## REMUNERATION OF THE MANAGEMENT BOARD

The remuneration of the Management Board encompasses a fixed salary component, a short-term variable, performance-based component, and a long-term variable, performance-based component, as well as remuneration in kind. The assessment for the short-term variable, performance-based salary component of the Management Board is based on net profit (earnings after tax), the return on total assets and personal, qualitative targets.

In line with the stipulations contained in the Austrian Corporate Governance Code, a variable, performance-based salary component has now been integrated into the remuneration of all Management Board members. This is linked to the achievement of sustainable, long-term and multi-year performance criteria. Based on the achievement of the targeted objectives, this bonus is subsequently determined for the past financial year and paid in three equal instalments over a period of three years. If the pre-defined goals are not attained, no bonus is assigned to the variable remuneration category, or, in the case of a premature termination of the Management Board mandate, the remaining unpaid share of the bonus is completely cancelled.

### Remuneration paid to the Management Board

| in EUR thousand              | 2012   |                                  |  |              | 2013   |                                  |  |              |
|------------------------------|--|----------------------------------|--|--------------|--|----------------------------------|--|--------------|
|                              | Fixed remuneration (incl. payments in kind and daily allowances) | Variable short-term remuneration | Variable long-term remuneration ("bonus bank") | Total        | Fixed remuneration (incl. payments in kind and daily allowances) | Variable short-term remuneration | Variable long-term remuneration ("bonus bank") | Total        |
| Thomas Fahnmann, Chairman    | 461  | 258                              | –  | 719          | 461  | 351                              | 160  | 972          |
| Richard Ehrenfeldner         | 376  | 226                              | –  | 602          | 377  | 248                              | 10   | 635          |
| Johannes Schmidt-Schultes    | 271  | 85                               | –  | 356          | 282  | 150                              | 23   | 455          |
| Richard Stralz <sup>1)</sup> | 330  | 169                              | –  | 499          | –  | –                                | –  | –            |
| <b>Total</b>                 | <b>1,438</b>   | <b>738</b>                       | <b>–</b>                                       | <b>2,176</b> | <b>1,120</b>   | <b>749</b>                       | <b>193</b>                                     | <b>2,062</b> |

<sup>1)</sup> Resigned from the Management Board on 30.11.2012 (amounts presented above are remuneration paid based on claims for the period until 30.11.2012)

The upper limit for variable, performance-based remuneration components (short- and long-term components) is between 82% and 111% of the annual fixed remuneration. In the 2013 financial year, the remuneration paid to the active members of the Management Board totalled EUR 2,062 thousand (previous year: EUR 2,176 thousand), of which EUR 942 thousand (previous year: EUR 738 thousand) consisted of variable salary components. As a result of changes to the composition of the Management Board during the year, comparing total compensation with the previous year is of limited value.

In addition, in financial year 2013 payments amounting to EUR 271 thousand were made to the former Management Board member Richard Stralz. In 2012 payments totalling EUR 847 thousand were made on termination of his employment relationship.

The remuneration paid to the former Chairman of the Management Board Rainer Zellner amounted to EUR 727 thousand in 2013 (2012: EUR 1,008 thousand). In 2013 payments totalling EUR 838 thousand were made on termination of his employment relationship.

The expenses for pensions and severance payments for the active Management Board members amounted to EUR 114 thousand (previous year: EUR 210 thousand).

For all members of the Management Board, retirement benefits are either specified in the Articles of Association, which prescribe pension plan reinsurance using the defined contribution principle, or specified in the respective contract using the defined contribution principle.

In the case of termination of the employment contract of a Management Board member, the respective member is entitled to a severance payment in accordance with the Salaried Employees Act or the Corporate Employee and Self-Employed Pension Act. A Directors and Officers (D&O) insurance has been taken out for the members of the Management Board and senior executives – no deductible is due from Management Board members in the event of a claim; the company bears the related costs.

## REMUNERATION OF THE SUPERVISORY BOARD

On 30 April 2013 the Annual General Meeting resolved the following components for the remuneration of members of the Supervisory Board for the financial year 2012:

- Base remuneration of EUR 20,000 (additional premium of 50% for the Chairman and 25% for the Deputy Chairman)
- Remuneration of EUR 2,500 per each membership in a committee
- Attendance fee of EUR 1,000 per each meeting of the Supervisory Board and EUR 500 per each committee meeting

A Directors and Officers (D&O) insurance has been taken out for the members of the Supervisory Board; the company bears the related costs.

### Remuneration paid in the 2013 financial year to shareholder representatives in the Supervisory Board<sup>1)</sup>

| in EUR               | Base remuneration | Remuneration<br>for membership of<br>the committee | Attendance fee | Total          |
|----------------------|-------------------|--|----------------|----------------|
| Veit Sorger          | 30,000            | 10,000   | 10,000         | 50,000         |
| Michael Junghans     | 25,000            | 10,000   | 10,000         | 45,000         |
| Walter Koppensteiner | 13,883            | 0  | 4,000          | 17,883         |
| Patrick Prügger      | 20,000            | 2,500  | 6,500          | 29,000         |
| Andreas Schmidradner | 20,000            | 5,000  | 6,500          | 31,500         |
| Ingrid Wesseln       | 13,883            | 0  | 4,000          | 17,883         |
|                      | <b>122,766</b>    | <b>27,500</b>                                      | <b>41,000</b>  | <b>191,266</b> |

<sup>1)</sup> Employee representatives receive no remuneration.

Furthermore, in the 2013 financial year payments totalling EUR 14,234 were made to former members of the Supervisory Board.

## COMPLIANCE DIRECTIVE

In order to implement and ensure compliance with all relevant securities regulations, Semperit has issued its own Compliance Policy designed to prevent the misuse or dissemination of insider information. Compliance is monitored and administered by a specially designated Compliance Officer who reports directly to the Management Board. The Compliance Directive can be viewed at the following link:

[www.semperitgroup.com/en/ir/corporate-governance/compliance-code](http://www.semperitgroup.com/en/ir/corporate-governance/compliance-code).

## CODE OF CONDUCT

In order to strengthen and expand existing compliance tools beyond securities compliance, in 2012 a compliance organisation was implemented that covers all corporate units. A Group Compliance Officer receives support in fulfilling his responsibilities from 15 compliance officers working in the largest subsidiaries of the Semperit Group. The Group Compliance Officer reports any incidents to the Compliance Committee, which is directly subordinate to the Management Board. The Compliance Committee meets regularly twice a year and also on an ad-hoc basis.

The Code of Conduct that was adopted in 2012 applies to all employees and managers. Its most important objectives are to avoid corruption, money laundering, human rights violations and insider trading. In addition, it deals with aspects of data protection, export restrictions and the protection of the interests of all stakeholders. These requirements for behaviour are further specified in thematic compliance guidelines that are available to all employees in more than ten languages. The contents of these guidelines are also taught in regular training sessions. The employees were instructed profoundly and close to practice in totally about 30 coachings focusing on all matters stipulated in the Code of Conduct. Additionally, they were informed timely and regularly about current issues and particular incidents. The Code of Conduct can be viewed at the following website:

[www.semperitgroup.com/en/ir/corporate-governance/code-of-conduct](http://www.semperitgroup.com/en/ir/corporate-governance/code-of-conduct).

## ADVANCEMENT OF WOMEN

In keeping with its self-understanding as a fair and responsible employer, Semperit would like to steadily expand equal opportunity within the company. As a traditional industrial company with a technical focus, the share of women in Austria was somewhat more than 20% at the end of 2013; group-wide, the percentage stood at more than 35%. The share of women in management (Management Board, Executive Committee, department heads) totalled 13%. Using flexible work models such as flexitime and part-time work, as well as special arrangements for employees with young children, the group aims to continuously increase the proportion of female employees.

## DIRECTORS' DEALINGS

In accordance with Section 48d of the Austrian Stock Exchange Act, share purchases or sales by members of the Management and Supervisory Boards must be reported to the Austrian Financial Market Authority within five working days following conclusion of the transaction and published on its website at: [www.fma.gv.at/en/companies/issuers/directors-dealings/directorsdealings-database.html](http://www.fma.gv.at/en/companies/issuers/directors-dealings/directorsdealings-database.html).

## INTERNAL AUDIT & RISK MANAGEMENT

The Internal Audit & Risk Management department reports directly to the Management Board and prepares an audit plan and an annual activity report for the previous financial year. The Management Board discusses these reports with the members of the Supervisory Board. In addition, the department performs risk management tasks. This includes, in particular, the central coordination and monitoring of risk management processes for the group as a whole, as well as risk assessment and comprehensive reporting to the Management and Supervisory Boards. The effectiveness of the company's risk management system is evaluated by the group's auditor on the basis of the reports and other documents provided. The auditor's report is presented to the Management Board as well as to the Supervisory Board.

The purpose of the Internal Control System (ICS) of the Semperit Group is to ensure the effectiveness and efficiency of business operations, the reliability of financial reporting, and adherence to applicable laws and regulations. It also supports the early recognition and monitoring of risks from inadequate monitoring systems and fraudulent actions and is revised and expanded on an ongoing basis by the Internal Audit & Risk Management department together with the relevant specialist departments. Accordingly, in 2013 the accounting-related processes were subject to another comprehensive, systematic review, with Internal Audit & Risk Management taking the lead role, in order to ensure an effective ICS. All companies in the group throughout the world are required to comply with the minimum standards derived from this review. In 2013 these standards were rolled out to Europe, with additional countries to follow in 2014.

## EXTERNAL EVALUATION

In accordance with R-Rule 62 of the Austrian Corporate Governance Code, the Semperit Group engages an external institution to evaluate its compliance with the stipulations contained in the code and the accuracy of its related public reporting. This evaluation, which was most recently performed by KPMG at the start of 2011, did not identify any facts inconsistent with the declaration of the Management Board and Supervisory Board found in the Corporate Governance Report of the company with respect to its compliance with the C-Rules and R-Rules of the Austrian Corporate Governance Code. In accordance with R-Rule 62, a new evaluation will take place in 2014.

Vienna, 25 March 2014

The Management Board



**Thomas Fahnemann,**  
Chief Executive Officer  
Chairman



**Johannes Schmidt-Schultes,**  
Chief Financial Officer



**Richard Ehrenfeldner,**  
Chief Technical Officer



# REPORT OF THE SUPERVISORY BOARD

## Dear Sir or Madam,

In the 2013 financial year the Semperit Group achieved the best results in the company's history despite varying degrees of regional uncertainty throughout the world. In addition to the revenue and earnings strength of all the segments, the focused integration of Latexx Partners in Malaysia also contributed to this success. Revenue improved by more than 9%, while EBITDA, EBIT and earnings after tax posted solid double-digit growth rates.

The Supervisory Board held five meetings during the 2013 financial year, fulfilling the duties required of it by law and the company's statutes. In addition to the aforementioned acquisition, these meetings focused primarily on business performance, the strategic development of the group, and key business events and measures.

In three meetings during the reporting year the Audit Committee dealt in particular with the 2012 annual and consolidated financial statements, risk management, corporate governance and preparations for the 2013 audit of the annual and consolidated financial statements. Based on the efficient auditing process for the 2013 financial statements, the Supervisory Board will recommend to the Annual General Meeting that the Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H., Vienna, be appointed as auditor for the 2014 financial year.

The Nominating Committee met once during the reporting year to deal with appointments for Supervisory Board positions becoming vacant and regarding issues in connection with the extension of the mandates in the Management Board of Thomas Fahnemann and Johannes Schmidt-Schultes. In 2013 the Strategy and Remuneration Committees held one and five meetings, respectively.

The Management Board keeps the Supervisory Board informed of business developments with a regular monthly report. In-depth documents about the group are made available in a timely manner in advance of these Supervisory Board meetings. Between these meetings, the Management Board also reports to the Executive Committee regularly on the progress of the business and the situation of the company.

The annual financial statements of Semperit AG Holding, including the management report, were audited on the basis of the company's accounting records by the auditor Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H. of Vienna. The auditor confirmed that the annual financial statements comply with statutory regulations, that they give a true and fair view of the company's assets and financial position on 31 December 2013 and of the company's earnings for the financial year from 1 January 2013 to 31 December 2013 in compliance with generally accepted Austrian accounting principles, and that the management report is consistent with the annual financial statements. Furthermore, the auditor confirmed



Veit Sorger,  
Chairman Supervisory Board

that a Corporate Governance Report has been prepared. The auditor issued an unqualified audit opinion on the annual financial statements for 2013.

Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H. of Vienna audited the consolidated financial statements, which were prepared in compliance with International Financial Reporting Standards (IFRS) as they are applied in the EU, and the group management report which was prepared in accordance with the Austrian Commercial Code (UGB). The auditor confirmed that the consolidated financial statements give a true and fair view of the group's assets and financial position on 31 December 2013 and of the group's earnings and cash flows for the financial year from 1 January 2013 to 31 December 2013, and that the group management report is consistent with the consolidated financial statements. The auditor issued an unqualified audit opinion on the consolidated financial statements for 2013.

The Audit Committee of the Supervisory Board closely reviewed the annual financial statements as well as the Corporate Governance Report, the consolidated financial statements and the auditor's reports in its meeting held on 18 March 2014, and discussed the results of the audit in detail with the auditor.

The Supervisory Board has examined the annual financial statements, the consolidated financial statements, the management report, and the group management report, and concurs with the conclusions of the auditor. The Supervisory Board formally approves the annual financial statements for the 2013 financial year, which are consequently adopted in accordance with Section 96 Para. 4 of the Austrian Stock Corporation Act. The management report, consolidated financial statements, and the group management report for 2013 have been approved by the Supervisory Board.

The Supervisory Board accepts the Management Board's proposal on the distribution of profits, according to which a dividend of EUR 1.20 (ordinary dividend of EUR 0.90 and a special dividend of EUR 0.30 in celebration of the group's 190-year anniversary) per eligible share is to be paid from Semperit AG Holding's reported net profit for the year of EUR 24,754 thousand, with the remaining profit carried forward.

On behalf of the entire Supervisory Board, I would like to thank the Management Board and all members of staff for their commitment and the very good results they achieved for the financial year. I would also like to thank the shareholders and customers of the Semperit Group for the faith they have placed in the company. At the same time, they may rest assured that every effort will be made to continue the success of the company.

Vienna, 25 March 2014

**Veit Sorger m.p.**  
**Chairman of the Supervisory Board**

# GROUP MANAGEMENT REPORT

## Economic environment

The economic environment, which remains tense, is characterised by sometimes significant regional differences. The World Bank estimates that while economic growth declined in the USA from 2.7% in 2012 to 1.8% in 2013, China's economy remained robust, with GDP growing by 7.7% compared with the prior year<sup>1)</sup>. Significant growth is still expected in the emerging and developing countries. Brazil's GDP grew by 2.2% in 2013, and its economy is forecast to expand by 2.4% in 2014. In India the economy gained considerable momentum, growing by 4.8% in 2013, and it is expected to pick up even further steam in 2014, reaching 6.2% in 2014. However, the trend is more subdued in Russia, where GDP forecasts call for an increase of 1.3% in 2013, rising to 2.7% in 2014.

Following a recession in 2012, the European Union experienced stagnation with a plus sign in 2013, a trend which strengthened in the second half of the year. Despite a slight decline in economic growth from 0.7% to 0.4%, Germany remained an important pillar of the economy in 2013 and should be able to expand by 1.8% in 2014, according to European Commission's forecasts.

Austria's economy grew by 0.3% in 2013, according to estimates by the European Commission, following 0.9% in the previous year. A stronger economic recovery is expected here only for 2014.

In addition to the necessary consolidation of fiscal budgets and basic structural reforms – challenges which the Southern and Southeastern EU member states in particular had to face – the economic environment was dominated by a stepped-up policy of low interest rates by the European Central Bank. It lowered the benchmark interest rate by 25 basis points to 0.25% in both May and November 2013 and reiterated once again its long-term adherence to an expansionary monetary policy.

The impact of these macroeconomic conditions on the Semperit Group varies from one business area to another. While the market for medical products tends to evolve largely independent of economic cycles, the energy, construction, machine-building and industrial equipment industries, which are of relevance for the Semperit Group's Industrial Sector, are more sensitive to the overall economic situation.

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<sup>1)</sup> GDP details on the USA, China and India are from the World Bank, the values for the remaining countries and all other regions are from the European Commission

## Developments in the commodities markets

At the beginning of 2013, prices increased in major commodities submarkets that are important for the rubber industry. They started to decline again by the middle of 2013, leading to a low in the third quarter. As the third quarter progressed, the prices for major commodities already started to stabilise. But this trend was not based on strengthened demand from the main consumer of rubber products, the tyre and automobile industry, but rather backlash to this low point that prices reached in the third quarter. The price level then moved sideways during the fourth quarter of 2013.

The largest share of natural rubber and natural latex production by far takes place in South-east Asia, particularly in Thailand and Indonesia. Following the drop in prices for natural rubber and latex in the second quarter of 2013, prices recovered in the third quarter and moved sideways during the fourth quarter. The average price in 2013 was more than 15% lower than the comparable price for 2012.

As a petrochemical by-product, the price of synthetic rubber is partially influenced by the development of the crude oil price. The basic raw material is crude oil, which refineries process into naphtha in several distillation steps. In subsequent stages it is then manufacturing at petrochemical plants into further products such as butadiene, which is the basis for most types of synthetic rubber. The price for butadiene was subject to severe fluctuations in 2013. While the price for butadiene had fallen continuously in the first half of the year, the market has consolidated since the third quarter and showed an upward trend from August 2013 onwards.

Following a decline in the second quarter of 2013, the price for synthetic rubber stabilised during the third quarter, and is rising slightly again since September. This development has been driven primarily by an increase in the price for the basic raw material butadiene. Similar to natural rubber, the average prices for synthetic rubber were lower than in 2012.

Industrial carbon black plays a crucial role in the processing of rubber. They increase the rigidity of the rubber, making it stiffer and harder through a strengthening process, while providing it with better impact resistance and tensile strength as well as optimal abrasion resistance. Global annual demand amounts to approximately 9 million tons. The production of carbon black requires a significant amount of energy. The average prices on the carbon black market were marginally lower in 2013 than in 2012.

# Revenue and earnings trends

## REVENUE

Semperit Group's revenue rose considerably by 9.4% or EUR 77.8 million to EUR 906.3 million. For Semperit this means a record-breaking achievement. In addition to the initial consolidation of Latexx Partners, Malaysia for a full year<sup>2)</sup>, organic growth in all segments contributed to this performance. Strong sales and flexible management of capacity over-compensated the lower level of prices caused by decline in raw material prices. In total, no customer generates more than 10% of the total revenue.

### Abstract from the consolidated income statement for the financial year from 1.1.2013 to 31.12.2013

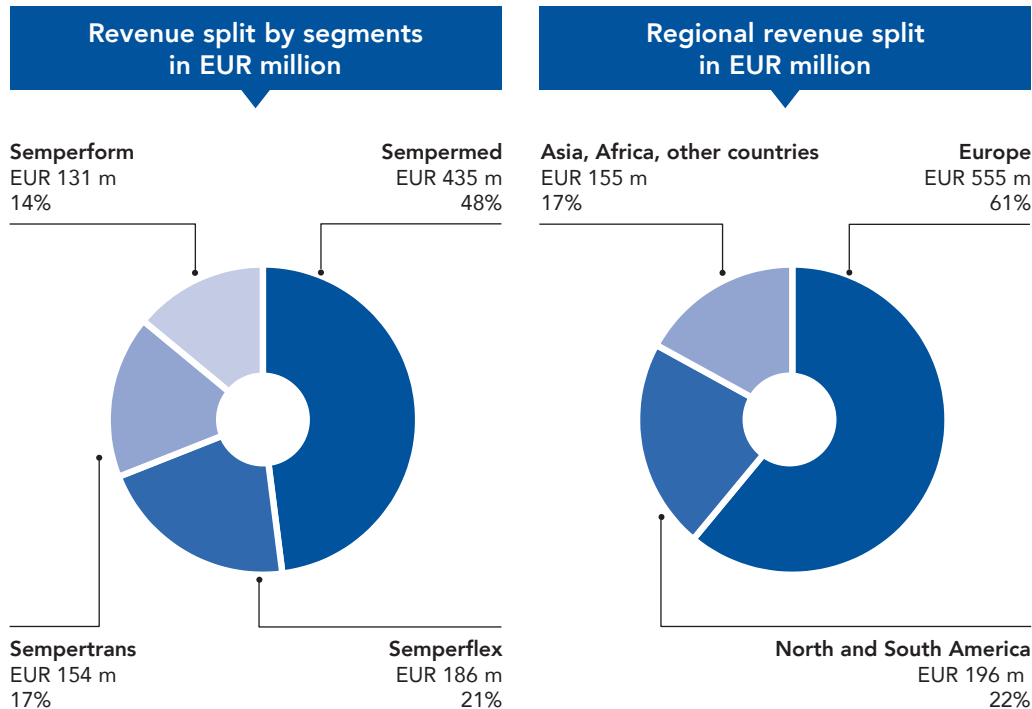
| in EUR million   | 2013         | 2012         | Change in %   | Change in EUR million |
|--|--------------|--------------|---------------|-----------------------|
| Revenue  | 906.3        | 828.6        | +9.4%         | +77.8                 |
| Changes in inventories   | 9.4          | -1.9         | -             | +11.3                 |
| Own work capitalised   | 1.0          | 1.6          | -39.3%        | -0.6                  |
| <b>Operating revenue</b>   | <b>916.7</b> | <b>828.2</b> | <b>+10.7%</b> | <b>+88.5</b>          |
| Other operating income   | 24.4         | 32.8         | -25.6%        | -8.4                  |
| Cost of material and purchased services                                      | -510.7       | -501.0       | +1.9%         | -9.7                  |
| Personnel expenses   | -152.8       | -127.4       | +19.9%        | -25.4                 |
| Other operating expenses   | -145.8       | -124.2       | +17.4%        | -21.6                 |
| Share of profit from associated companies                                    | 0.6          | 0.3          | +131.3%       | +0.3                  |
| <b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b> | <b>132.5</b> | <b>108.7</b> | <b>+21.9%</b> | <b>+23.8</b>          |
| Depreciation, amortisation and impairment of tangible and intangible assets  | -44.7        | -36.2        | +23.6%        | -8.5                  |
| <b>Earnings before interest and tax (EBIT)</b>                               | <b>87.8</b>  | <b>72.5</b>  | <b>+21.1%</b> | <b>+15.3</b>          |
| <b>Financial result</b>  | <b>-16.9</b> | <b>-14.0</b> | <b>+20.1%</b> | <b>-2.8</b>           |
| <b>Earnings before tax</b>   | <b>70.9</b>  | <b>58.5</b>  | <b>+21.3%</b> | <b>+12.5</b>          |
| Income taxes   | -16.0        | -12.2        | +30.9%        | -3.8                  |
| <b>Earnings after tax</b>  | <b>54.9</b>  | <b>46.2</b>  | <b>+18.8%</b> | <b>+8.7</b>           |

The Sempermed segment's share of group revenue rose by two percentage points to now 48% due to the integration of Latexx Partners, whereas the share of Semperflex and Semperform declined by one percentage point to 21% and 14%, respectively. Sempertrans continues to account for 17% of group revenue.

Geographically, the distribution of revenue by regions shows an increase for Europe by three percentage points to 61% (58% in 2012). This increase, however, should not be understood as a weakness in the regions outside Europe, because the regions North and South America, as well as Asia, Africa and Other Countries posted higher revenue, too.

<sup>2)</sup> The initial consolidation of Latexx Partners was made as of 31 October 2012.





## EARNINGS POSITION

While revenue grew at a single-digit rate of 9.4%, EBITDA, EBIT and earnings after tax increased at a double-digit rate of more than 20%, despite challenging market conditions. EBITDA was higher by EUR 23.8 million or 21.9% to EUR 132.5 million, and EBIT climbing by EUR 15.3 million or 21.1% to EUR 87.8 million. Earnings after tax rose at a similar rate, reaching EUR 54.9 million. In addition to very good sales, this increase in profitability was also due to a disproportionately low increase in the cost of material. This success was achieved not only by lower raw material prices, but also through active raw materials management. Earnings were positively impacted by both the consolidation effect of Latexx Partners as well as the absence of extraordinary expenses, which were recorded in the first months of 2012 in the Sempermed segment.

Changes in inventories increased from EUR –1.9 million to EUR 9.4 million, because of lower consignments at the end of the year compared with the prior year.

Other operating income fell from EUR 32.8 million to EUR 24.4 million. This decline resulted mainly from lower gains from the disposal and write-up of fixed assets.

There was a significant, disproportionately low increase in the cost of material as a percentage of revenue by 1.9% from EUR 501.0 million to EUR 510.7 million. Semperit Group is continuing its active approach to managing raw materials in order to address the price situation in procurement markets in a flexible manner. Furthermore, lower price levels had a favourable impact on material costs.

Personnel expenses rose by 19.9% to EUR 152.8 million due to higher headcount. The main reasons for this increase were the acquisition of Latexx Partners with currently 1,800 employees, the staff reinforcement in both Sempermed (including the increase in the sales team in the USA) and in Semperflex, and a higher number of employees in the Corporate Center.

Other operating expenses rose by 17.4% to EUR 145.8 million on a year-on-year basis due to higher maintenance costs, outgoing freights and strategic projects.

As a consequence of the considerably higher operating revenue combined with a disproportionately low increase in the cost of material, EBITDA (earnings before interest, tax, depreciation and amortisation) improved in 2013 despite the higher personnel expenses, rising by 21.9% from EUR 108.7 million to EUR 132.5 million. The EBITDA margin improved as well, up from 13.1% in the prior-year period to now 14.6%.

### Key data Semperit Group

| in EUR million                    | 2013   | 2012  | Change in % | Change in EUR million |
|-----------------------------------|--------|-------|-------------|-----------------------|
| Revenue                           | 906.3  | 828.6 | +9.4%       | +77.8                 |
| EBITDA                            | 132.5  | 108.7 | +21.9%      | +23.8                 |
| EBITDA margin                     | 14.6%  | 13.1% | +1.5 PP     | –                     |
| EBIT                              | 87.8   | 72.5  | +21.1%      | +15.3                 |
| EBIT margin                       | 9.7%   | 8.8%  | +0.9 PP     | –                     |
| Earnings after tax                | 54.9   | 46.2  | +18.8%      | +8.7                  |
| Investments                       | 49.7   | 41.2  | +20.6%      | +8.5                  |
| Employees (at balance sheet date) | 10,276 | 9,577 | +7.3%       | +699                  |

Due to the organic and non-organic growth strategy of the Semperit Group, depreciation rose to EUR 44.7 million, an increase of 23.6% on the EUR 36.2 million in the same period last year. EBIT improved from EUR 72.5 million to EUR 87.8 million (+21.1%), with the EBIT margin improving too, rising from 8.8% to 9.7%.

The negative financial result totalled EUR 16.9 million, following EUR 14.0 million in 2012. This was mainly caused by higher financial expenses of EUR 4.0 million, up from EUR 1.2 million in 2012. The increase was connected with the borrowings to finance the acquisition of Latexx Partners and the debt assumed as part of the acquisition. The item "Profit/loss attributable to redeemable non-controlling interests", which is mostly related to several companies in the Sempermed segment, remained virtually unchanged at EUR 14.8 million.

Income tax expense rose by 30.9% to EUR 16.0 million, an upward trend that was higher than the 21.3% increase in earnings before tax. The tax rate as a percentage of earnings before tax and redeemable non-controlling interests rose slightly by 16.7% to 18.7%.

Earnings after tax improved by 18.8% to EUR 54.9 million. This led to earnings per share of EUR 2.65 for the full year 2013, up from EUR 2.25 in 2012 (+17.8%).

## Dividend

At the Annual General Meeting on 29 April 2014 the Management Board will propose an ordinary dividend of EUR 0.90 per share, an increase of 10 cents. In addition, the Board is proposing to pay an anniversary bonus of EUR 0.30 to celebrate "190 years of Semperit." The total dividend will therefore be EUR 1.20, a gain of 50% versus the previous year. This means that EUR 24.7 million will be distributed in total.

Based on the ordinary dividend, the dividend payout ratio<sup>3)</sup> for the financial year 2013 is therefore 33.9%, compared with 35.6% in the previous year. In terms of the total dividend, the payout ratio is 45.2%. Given the share price of EUR 36.00 as at the end of 2013, this results in a dividend yield of 3.3%.

The dividend policy of the Semperit Group continues to aim for a dividend payout ratio of around 30% of the earnings due to shareholders after tax – assuming continued successful performance and that no unusual circumstances occur.

## Assets and financial position

The balance sheet total for 2013 showed an increase of 3.4% from EUR 824.5 million to EUR 852.1 million. On the asset side of the balance sheet, the main reason for this increase was higher cash and cash equivalents. On the liabilities and equity side, the increase consisted primarily of the corporate Schuldschein loan that was issued (with a simultaneous repayment of the liabilities from the credit line) and higher current liabilities.

Tangible assets were lower by 4.2%, falling to EUR 256.6 million due to depreciation and currency differences. This includes prepayments and assets under construction amounting to EUR 22.5 million (2012: EUR 11.2 million). In total, non-current assets declined to EUR 372.7 million. The investment ratio – in relation to the balance sheet total – amounts to 43.7% after 47.4% in 2012.

Current assets including deferred taxes increased by 9.9% to EUR 474.2 million. Inventories were higher by 4.2%, whereas trade receivables declined by 7.4%. Trade working capital (inventories plus trade receivables minus trade payables) decreased from EUR 212.1 million at the end of 2012 to EUR 186.6 million and therefore constituted 20.6% of the revenues of EUR 906.3 million (2012: 25.6%). The decline is mainly due to the continuation of the group's working capital management initiatives.

<sup>3)</sup> The calculation basis for the payout ratio is earnings after tax.

## Abstract from the consolidated balance sheet as at 31 December 2013

| in EUR million  | 31.12.2013   | 31.12.2012   | Change       |
|---|--------------|--------------|--------------|
| <b>Assets</b>   |              |              |              |
| Assets  | 372.7        | 391.1        | -4.7%        |
| Inventories   | 148.4        | 142.5        | +4.2%        |
| Trade receivables                                     | 111.2        | 120.2        | -7.4%        |
| Other assets including deferred taxes                 | 219.7        | 170.8        | +28.7%       |
| <b>Balance sheet total</b>                            | <b>852.1</b> | <b>824.5</b> | <b>+3.4%</b> |
| <b>Equity and liabilities</b>                         |              |              |              |
| Equity  | 414.2        | 428.0        | -3.2%        |
| Liabilities from redeemable non-controlling interests | 102.4        | 110.1        | -7.0%        |
| Provisions including social capital                   | 73.7         | 64.8         | +13.6%       |
| Corporate Schuldschein loan                           | 125.8        | 0.0          | -            |
| Liabilities including deferred taxes                  | 136.1        | 221.6        | -38.6%       |
| <b>Balance sheet total</b>                            | <b>852.1</b> | <b>824.5</b> | <b>+3.4%</b> |

Semperit AG Holding issued a corporate Schuldschein loan in the amount of EUR 125 million in July 2013. The proceeds from this note were used to refinance the acquisition of Latexx Partners Berhad, Malaysia and as well as to support the implementation of Semperit Group's growth strategy. After raising the funds from the corporate Schuldschein loan, the liabilities in connection with the credit line were fully settled.

Cash and cash equivalents were higher year-on-year, rising from EUR 133.3 million as at the end of 2012 to EUR 182.6 million at 31 December 2013. This improvement is attributable to strong operating cash flow generation and proceeds from the corporate Schuldschein loan. These inflows were offset by the payment of a dividend to the shareholders of Semperit AG Holding (EUR 16.5 million), expenditures for the acquisition of further shares in Latexx Partners (EUR 19.5 million), the dividend payment to non-controlling shareholders of subsidiaries (EUR 12.4 million) and the settlement of the credit line (EUR 100.0 million). Liabilities from the corporate Schuldschein loan and to banks totalled EUR 139.3 million (at the end of 2012: EUR 118.5 million), resulting in overall net liquidity of EUR 43.3 million (year-end 2012: EUR 14.8 million).

Semperit Group's equity (excluding non-controlling interests) stood at EUR 411.5 million, EUR 5.2 million higher than at the end of 2012 (EUR 406.2 million) as at 31 December 2013. EUR 54.9 million of this increase is the result of the after-tax earnings attributable to the shareholders of Semperit AG Holding. This increase was offset by a reduction caused by the payment of a dividend totalling EUR 16.5 million to the shareholders of Semperit AG Holding and due to a negative effect in the amount of EUR -30.9 million resulting from currency translation effects recorded directly to equity in other comprehensive income.

The group reported an equity ratio of 48.3% (year end 2012: 49.3%), meaning it remains considerably above the sector average at the end of 2013. The capital structure of Semperit Group continues to be very solid. The return on equity was 13.3%, (2012: 11.4%). The return on equity is calculated from earnings after tax with EUR 54.6 million with regard to equity with EUR 411,5 million (each the share of the shareholders of Semperit AG Holding).

Debt capital rose during 2013 by EUR 41.5 million to EUR 438.0 million. This increase was caused by the issuance of the corporate Schuldschein loan and higher trade payables due to settlement related issues. The liabilities from redeemable non-controlling interests decreased by EUR 7.7 million to EUR 102.4 million. Provisions including social capital increased by EUR 8.8 million to EUR 73.7 million. Other liabilities including corporate Schuldschein loan and deferred taxes were higher by EUR 40.3 million, reaching EUR 261.9 million as a result of financing activities.

## Cash flow

The gross cash flow for 2013 increased significantly by 35.7% or EUR 30.5 million to EUR 116.2 million, primarily as a result of the higher earnings before tax. Cash flow from operating activities improved due to the better result and the positive development of the working capital by EUR 30.5 million to EUR 137.2 million.

### Abstract from the cash flow statement for the financial year from 1.1.2013 to 31.12.2013

|  | 2013  | 2012   | Change  |
|--|-------|--------|---------|
| Gross cash flow                                    | 116.2 | 85.6   | +35.7%  |
| Cash flow from operating activities                | 137.2 | 106.7  | +28.6%  |
| Cash flow from investing activities                | -47.8 | -151.6 | -68.4%  |
| Cash flow from financing activities                | -32.4 | 80.7   | -140.1% |
| Net increase/decrease in cash and cash equivalents | 57.0  | 35.7   | +59.4%  |
| Cash and cash equivalents at the end of the period | 182.6 | 133.3  | +36.9%  |

The cash flow from investing activities amounted to EUR -47.8 million in the financial year 2013 after EUR -151.6 million in the previous year (excluding acquisition effects it amounts to EUR -30.7 million in 2012). The decrease is due to the acquisition of Latexx Partners, Malaysia, a manufacturer of gloves, in 2012. EUR 49.7 million (after EUR 41.2 million in 2012) were invested in replacements, expansions and rationalization in tangible and intangible assets (CAPEX).

Cash flow from financing activities amounted to EUR -32.4 million (2012: EUR 80.7 million) and was influenced by the issuance of the corporate Schuldschein loan amounting to EUR 124.6 million (net) in July 2013, the repayment of the credit line amounting to EUR 100.0 million in the course of 2013, the dividend payout to the shareholders of Semperit AG Holding with EUR 16.5 million, expenditures to non-controlling shareholders of subsidiaries of EUR 12,4 million and the acquisition of further shares in Latexx Partners amounting to EUR 19.5 million. Cash and cash equivalents on the balance sheet date (31 December 2013) amounted to EUR 182.6 million, a year-to-year increase of almost EUR 50 million.

## Investments

Total investments (CAPEX) rose from EUR 41.2 million in 2012 to EUR 49.7 million in 2013. The ratio of CAPEX to depreciation, at a factor of 1.1, remained unchanged on the same level as in 2012. About half of the investments are attributable to maintenance, with the remainder due to growth investments.

The focus in 2013 was on the Sempermed segment, which carried out replacement and expansion investments in Thailand and Malaysia, and to a lesser extent in Austria. The Sempertrans segment made its first investments to expand the capacity of its plant in Belchatów, Poland. By 2015 a total of around EUR 40 million will be invested in that location to expand its production capacity.

In the Semperflex segment the new ribbon lap machine was brought into service in Austria and further investments were made in the Czech Republic. For 2014 the segment plans to expand hose production capacity at its site in Odry, Czech Republic, requiring investments of more than EUR 10 million. The new production capacity is planned to be available starting from the first quarter of 2015. The Semperform segment made investments in Austria and Hungary.

During the year under review the group also spent EUR 19.5 million to acquire a further investment in Latexx Partners, Berhad, Kamunting, Malaysia. As at the end of December 2013, Semperit Group's investment in Latexx Partners totalled 98.11% (31 December 2012: 85.94%).



## Revenue and earnings of the sectors

The Semperit Group is divided into two sectors, Medical and Industrial. The Medical Sector comprises the Sempermed segment, while the Industrial Sector includes the Semperflex, Sempertrans and Semperform segments. Despite the tense macroeconomic environment, the Semperit Group was able to increase both the revenue and the earnings of its two sectors, Medical and Industrial, during 2013: the Medical Sector – primarily thanks to higher sales and the acquisition of Latexx Partners – posted a revenue increase of 13.4% to EUR 434.9 million. Despite a challenging economic environment, revenue in the Industrial Sector rose by 5.9% to EUR 471.5 million.

EBITDA in the Medical Sector spiked by 41.2% to EUR 58.7 million, driven by the acquisition of Latexx Partners and the absence of the negative special effects that weighed on results in the first months of 2012. The Industrial Sector was able to raise its EBITDA by 12.4% to EUR 90.1 million. The EBITDA margin of both sectors is therefore clearly in double-digit range: 13.5% for Medical and 19.1% for Industrial.

EBIT in the Medical Sector grew by 32.7% to EUR 36.6 million, while the Industrial Sector was 16.3% higher at EUR 67.7 million. This earnings power demonstrates the balanced portfolio of the Semperit Group. Based on enhancement of efficiency and production, the EBIT margin in the Medical Sector improved from 7.2% in the prior year to now 8.4%. One positive development is also the double-digit growth rates for sales of examination gloves, which is a result of a better sales performance and the acquisition of Latexx Partners.

The Industrial Sector was able to improve its profitability even further, increasing its EBIT margin from 13.1% in 2012 to 14.4% in 2013. All three segments in the Industrial Sector have EBIT margins that are clearly in double-digit territory. Despite the economic challenges, the exposed Semperflex segment managed to grow its EBIT margin from 15.3% to 16.0%. The Sempertrans segment boosted its EBIT margin as well, rising to 12.5% (following 11.1% in the prior year period). The considerable volume growth in almost all business units of the Semperform segment led to an improvement in its EBIT margin from 12.1% to 14.2%.

## Performance of the segments

### SEMPERMED

In 2013 the Sempermed segment posted a 13.4% increase in revenue, with EBIT rising disproportionately by 32.7%. In absolute figures revenue rose to EUR 434.9 million and EBIT reached EUR 36.6 million. Higher sales volumes, which resulted from generally better sales and the acquisition of Latexx Partners, were offset by negative price effects caused by lower commodity prices for natural latex and nitrile compared with 2012.

Sales of examination gloves increased at double-digit rates in Europe and Asia, with a particularly strong demand in Europe. Growth was achieved not just in the medical field; gains were also made in non-medical sectors such as industrials and especially consumer goods, which are both performing better in the meantime. Global demand for examination gloves made of nitrile (synthetic latex) is currently growing faster than for gloves made of natural latex. The integration of Latexx Partners, Malaysia was continued successfully, enabling Semperit to a transition of the new acquisition into a standardised intercompany relationship with the rest of the group – as is the case with all other production locations – at the end of 2013. Capacity in the production facilities of the Sempermed segment was more than 80% utilised during 2013.

In 2013 sales of surgical gloves hovered at the same level as in 2012, leading to a satisfying utilisation of capacity at the plant in Wimpassing, Austria. A decision has been made to expand capacity in Wimpassing for higher-value powder-free surgical gloves during 2014. Meaning, overall capacity will not increase as a result of this decision, instead, existing capacity will be used to produce higher-quality products. Sales of the newly developed Syntegra UV glove commenced during the third quarter of 2013.

In 2013 the EBITDA of the Sempermed segment, at EUR 58.7 million, rose by more than 40% compared with the prior year. EBIT improved considerably to EUR 36.6 million, up from 27.6 million in 2012 (+32.7%). Besides the contribution to earnings of Latexx Partners, the absence of the negative special effects in the first months of 2012 was mainly responsible for this improvement. EBIT grew less than EBITDA because depreciation rose by nearly 60% to EUR 22.0 million (including impairment charge of EUR 0.4 million on the customer base in Brazil). This increase was caused by the commissioning of new capacities at the Surat Thani, Thailand location and the consolidation of Latexx Partners, Malaysia. EBIT was also negatively impacted by an impairment charge of EUR 0.4 million on the customer base in Brazil. The EBITDA margin rose year-on-year from 10.8% to 13.5%, while the EBIT margin was higher, too, rising from 7.2% to 8.4%.

### Key figures Sempermed

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 434.9 | +13.4%  | 383.5 | 371.5              |
| EBITDA                            | 58.7  | +41.2%  | 41.5  | 44.4               |
| EBITDA margin                     | 13.5% | +2.7 PP | 10.8% | 12.0%              |
| EBIT                              | 36.6  | +32.7%  | 27.6  | 34.4               |
| EBIT margin                       | 8.4%  | +1.2 PP | 7.2%  | 9.3%               |
| Investments                       | 33.2  | +66.2%  | 20.0  | 20.7               |
| Employees (at balance sheet date) | 7,007 | +7.0%   | 6,548 | 5,016              |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## SEMPERFLEX

The economic conditions influencing the business of the Semperflex segment, which have been a challenge since the third quarter of 2012, continued in 2013. Although the Semperflex segment was particularly exposed to these economic fluctuations, it still performed quite well. The segment was even able to grow its revenue by 3.1% to EUR 186.1 million and improve its profitability. The increase in both EBITDA and EBIT, each by more than 7%, surpassed the growth in revenue.

While orders in Europe were very good, the USA posted positive trends, too. All in all, this led to a nearly full utilisation of the segment's capacity in the second half of 2013. Therefore, expansion of capacities is planned for 2014 at the plant in Odry, Czech Republic, about more than EUR 10 million. The new production capacities shall be available from the first quarter 2015.

The Hydraulic Hoses Unit generated most of the segment's revenue. It benefited from good demand, particularly in Europe, where strategic priority projects led to gains in market share. In North America, the disproportionately high increase in customer stocks in the second half of 2012 had a negative impact on demand in the first half of 2013. But the situation changed starting in the second half of the year: demand and orders were strong. Trends in Asia remain diverse: while demand in China remains subdued, the rest of Asia gained market share thanks to the acquisition of new customers.

In industrial hoses, which have been sold almost exclusively in Europe until now, new product lines made it possible to increase quantities sold and grow market share. While demand was quite satisfactory in most European markets, it remained subdued in the countries of Southern Europe. Thanks to the decision to strengthen the marketing and distribution of industrial hoses in Asia and the USA, the first orders were won in these regions. This led to good utilisation of the new ribbon lap machine for industrial hoses that was additionally installed in Wimpassing, Austria (investment volume of nearly EUR 3 million).

Revenue trends in the smallest business unit of this segment, elastomer and wear-resistant sheeting, were positive thanks to a slight increase in volume.

In 2013 the segment's EBITDA improved by 7.5% to EUR 41.5 million, with EBIT growing by the same extent at 7.6% to EUR 29.7 million. The segment's profitability was slightly higher despite the economic environment. The EBITDA margin of 22.3% was higher year-on-year, and the EBIT margin came in at 16.0%, following 15.3% in the previous year.

### Key figures Semperflex

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 186.1 | +3.1%   | 180.6 | 186.9              |
| EBITDA                            | 41.5  | +7.5%   | 38.6  | 35.2               |
| EBITDA margin                     | 22.3% | +0.9 PP | 21.4% | 18.8%              |
| EBIT                              | 29.7  | +7.6%   | 27.6  | 24.5               |
| EBIT margin                       | 16.0% | +0.7 PP | 15.3% | 13.1%              |
| Investments                       | 6.0   | -60.2%  | 15.0  | 16.1               |
| Employees (at balance sheet date) | 1,467 | +11.5%  | 1,315 | 1,352              |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## SEMPERTRANS

The Sempertrans segment posted a strong performance in 2013, growing revenue by 7.5% to EUR 154.5 million thanks to impressive double-digit volume growth and despite lower raw material prices. Compared with 2012, revenue, EBITDA and EBIT were considerably higher. The project business and mining in general have slowed down versus the dynamic year in 2012 because individual new projects are being scrutinised more closely and order decisions are being made more slowly. The industrial business, which includes sales to companies outside the mining sector, is also muted at the moment, with just a few isolated exceptions such as the cement industry. But despite the more intense competitive environment, capacity in the Sempertrans segment is well utilised far into the second quarter of 2014.

From a geographical perspective, Europe's performance was satisfactory. The segment's market position in South America was solidified, with growth also being achieved in the project business with two major orders. India remains dominated by high competition and dampened demand, and no new momentum is expected here until after the elections in the second quarter of 2014. Domestic demand in China remains weak, with the Semperit factory in Shandong producing primarily for export. Order trends in Southeast Asia are subdued.

The major order from the German energy group RWE for steel cord conveyor belts confirms the need to expand capacity at the Polish plant in Belchatów. A total of EUR 40 million will be invested in this plant by 2015 to achieve that. The work on the expansion continues to proceed as scheduled, so that the new capacities will gradually be available starting in the first half of 2015.

In 2013 it became clear that the turnaround in the Sempertrans segment is permanent. In 2010 the segment broke even, whereas in 2012 it already achieved double-digit EBIT margins. EBITDA improved considerably to EUR 23.9 million (+12.9%), with EBIT rising to EUR 19.4 million (+21.3%). There were associated increases in the EBITDA margin from 14.7% to 15.5% and in the EBIT margin from 11.1% to 12.5%.

### Key figures Sempertrans

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 154.5 | +7.5%   | 143.8 | 147.0              |
| EBITDA                            | 23.9  | +12.9%  | 21.2  | 14.4               |
| EBITDA margin                     | 15.5% | +0.8 PP | 14.7% | 9.8%               |
| EBIT                              | 19.4  | +21.3%  | 16.0  | 10.8               |
| EBIT margin                       | 12.5% | +1.4 PP | 11.1% | 7.3%               |
| Investments                       | 6.8   | +264.4% | 1.9   | 2.0                |
| Employees (at balance sheet date) | 968   | +1.0%   | 958   | 942                |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## SEMPERFORM

In 2013 the Semperform segment posted an increase in revenue of 8.4% to EUR 130.8 million. This improvement is primarily attributable to double-digit volume growth in all business units (with the exception of the Special Applications unit). On the other hand, price effects were negative. Compared with 2012, the segment was able to boost its EBITDA and EBIT at double-digit rates.

With its seal profiles for windows and doors, the Building Profiles Unit is the largest in the Semperform segment. Despite the generally sluggish economy, sales volumes were higher in both Central and East Europe (including Russia). Stronger sales of seals for aluminium windows made an important contribution to this development. Capacity in the Building Profiles Unit is well utilised thanks to this good demand.

Despite the persistent weakness in the industrial economy, the Industrial Moulded Parts Unit gained a marginal market share with its customers (construction and industrial areas, pipe construction). In addition to existing products, new products contributed to higher volumes, and capacity utilisation was slightly higher.

The Handrails Unit posted volume growth in the business with original equipment manufacturers (OEMs) in China, even though this market remains characterised by strong competition and high price pressure. Efficiency improvements in production and product developments helped to offset pricing pressure. In addition, the unit gained some market share in the after sales market (ASM) in the USA and Europe.

The smallest business unit, Special Applications, maintained its volume nearly unchanged despite tough macroeconomic conditions. For portfolio optimisation purposes the production of sponge and foam rubber was discontinued in the first half of 2013; this product contributed about 1% of the segment's revenue in 2012.

All in all, for 2013 the Semperform segment posted an EBITDA of EUR 24.7 million versus EUR 20.4 million in the previous year. EBIT was EUR 18.6 million compared with EUR 14.6 million in 2012, a growth rate of more than 20%. In a year-on-year comparison, the EBITDA margin rose from 16.9% to 18.9%, while the EBIT margin went from 12.1% to 14.2%.

### Key figures Semperform

| in EUR million                    | 2013  | Change  | 2012  | 2011 <sup>1)</sup> |
|-----------------------------------|-------|---------|-------|--------------------|
| Revenue                           | 130.8 | +8.4%   | 120.7 | 114.6              |
| EBITDA                            | 24.7  | +21.0%  | 20.4  | 23.6               |
| EBITDA margin                     | 18.9% | +2.0 PP | 16.9% | 20.6%              |
| EBIT                              | 18.6  | +27.3%  | 14.6  | 18.2               |
| EBIT margin                       | 14.2% | +2.1 PP | 12.1% | 15.9%              |
| Investments                       | 3.1   | -17.6%  | 3.8   | 5.6                |
| Employees (at balance sheet date) | 743   | +7.6%   | 691   | 674                |

<sup>1)</sup> Figures for 2011 adjusted (see 2.18 in notes to the consolidated financial statements, annual report 2012).

## Employees

As at the end of December 2013, the group's total headcount stood at 10,276 employees, up from 9,577 people at the same time last year (+7.3%). The main reasons for this increase were the segments Sempermed – where over two thirds of all staff, is employed, mainly in Asia – and the segment Semperflex as well as a higher number of employees in the Corporate Center. The increase in the Sempermed segment is due to a higher headcount in the production plants in Thailand and Malaysia as well as the expansion of the sales team in the USA.

Personnel expenses increased by 19.9% or EUR 25.4 million to EUR 152.8 million due to the higher number of employees, adjustments to collective bargaining agreements, increases in the existing minimum wages in Thailand, China and India, and the first-time introduction of a minimum wage in Malaysia. Personnel expenses as a proportion of revenue increased to 16.9% from 15.4% in 2012.

The Semperit Group has an ambitious growth strategy that is supported by effective human resources policies. The overall goals of these policies are to strengthen the group's image and appeal as an attractive employer, to promote the group's cultural and organisational development, to strengthen personnel development (including career and succession planning), and to improve global leadership and performance management.

## Research and development

The Semperit Group's research strategy is focused on the following objectives:

- Market-oriented product innovations as a basis to continue the growth strategy
- Optimising the use of resources: the energy and materials used in the production and design of products are constantly being optimised. The resulting benefits in terms of quality help ensure competitive advantages.
- More flexible production methods enable the group to respond rapidly to changes in raw material prices and market demand.
- Knowledge transfer as a precondition for achieving synergies.

Around 340 people are employed in research and development worldwide. The group-wide research activities are agreed and controlled at the Wimpassing research centre in Austria.

### Highlights in research and development in 2013

|             |  |
|-------------|--|
| Sempermed   | Integration of Latexx Partners<br>Sempermed Syntegra UV successfully introduced on the market  |
| Semperflex  | New ribbon lap machine put into operation in Wimpassing, Austria<br>Comprehensive expansion of the industrial hose portfolio for oil, air and water applications |
| Sempertrans | Introduction of new conveyor belt material<br>Development of a pipe conveyor (sealed conveyor belt)  |
| Semperform  | Development of a weldable material for window seal profiles (registered for patent)  |



## Environmental management

The Semperit Group prevents pollution caused by all segments during production as far as possible by means of an effective environmental management system. This management system is based on statutory provisions and requirements. The management staff of the various production and business premises are responsible for complying with these provisions. Furthermore, there are clear regulations governing the responsibilities for environmental protection issues, such as those of waste management officers and effluent treatment managers. Employees receive regular information and training on compliance with the relevant regulations and instructions. During the planning stage, all raw materials, mixtures and processes used for the first time are examined to ascertain their impact on the environment; then they are optimised. Appropriate objectives in relation to reduced use of materials and energy consumption are established and periodically reviewed by management, and further measures are added.

## Disclosures pursuant to Section 243a Para. 1 of the Austrian Commercial Code (UGB)

The share capital of Semperit AG Holding amounted to EUR 21,358,996.53 as at 31 December 2013 and consisted of 20,573,434 non-par-value ordinary shares, each carrying equal rights in every respect.

There are no restrictions with regard to voting rights or the transfer of shares except for provisions contained in the Austrian Stock Corporation Act.

B & C Industrieholding GmbH indirectly owned more than 50% of the shares in Semperit AG Holding as at 31 December 2013. B & C Semperit Holding GmbH directly owned more than 50% of the shares in Semperit AG Holding as at 31 December 2013. More than 10% of the ordinary shares have been held by Legg Mason Inc., USA, since 10 March 2011. The remaining shares are in free float.

No shares were issued entitling the owners to special control rights.

Employees who own shares are entitled to exercise their right to vote at the annual general meeting.

The age limit for members of the Management Board is 65. The duration of their last possible term of office on the Management Board ends with the annual general meeting following their 65th birthday. Otherwise there are no other regulations extending beyond the legal requirements that relate to the appointment and dismissal of members of the Management Board.

The following applies with respect to the appointment and revocation of Supervisory Board members pursuant to the Articles of Association: unless a shorter term of office is specified, Supervisory Board members are elected until the end of the Annual General Meeting resolving upon the ratification of the actions of the Management and Supervisory Boards for the

fourth financial year after the election, not including the financial year in which the election took place. However, at least one-fifth of all Supervisory Board members are required to resign each year, effective at the end of the Annual General Meeting. In cases in which the number of Supervisory Board members is greater than but not divisible by five, this number will be alternately raised and lowered to numbers divisible by five. In cases in which the number of Supervisory Board members is less than five, the number five will be used as a base only in every second year.

The selection of the members departing will be undertaken using the following procedures: those members whose terms of office expire are to be the first to depart. Should the above divisibility not be attained by this, those members are to depart whose terms of office are the longest. In cases in which this procedure yields a number of members eligible for departure that is greater than required, the selection among them will be undertaken through the drawing of lots. This procedure is also used to decide in cases in which the above rules do not suffice to determine which members will depart. Those departing are immediately eligible for re-election.

Should members – not including those cases described in the previous paragraph – depart from the board prior to the expiry of their term of office, the election held to replace them need not be held before the next Annual General Meeting. An election to replace them is, however, to be held without delay via the convening of an extraordinary general meeting in cases in which the number of Supervisory Board members declines to less than five. These replacement elections are for the remaining term of office of the members who have departed. In cases in which a member is elected to the supervisory board by convening an extraordinary general meeting, the member's first year of office is deemed to conclude at the end of the next annual general meeting.

Any member of the Supervisory Board can resign from its office even without good cause by submitting written notification of such. Should this cause the number of members of the Supervisory Board to decline to below the minimum specified number, the observation of a four-week time period is required.

With regard to amendments to the Articles of Association, these are enacted with a simple majority of the share capital represented at the Annual General Meeting, inasmuch as the Austrian Stock Corporation Act does not stipulate any other procedure.

The Management Board is authorised by the Annual General Meeting on 23 April 2012, subject to the agreement of the Supervisory Board, to increase the share capital in the coming five years – in several tranches – against cash and/or contributions in kind by 50% or up to around 10.3 million bearer shares. The Management Board is also authorised, subject to the agreement of the Supervisory Board, to issue convertible bonds. These can be associated with conversion or subscription rights or obligations for up to around 10.3 million bearer shares of the company (50% of the existing shares).

Certain financing agreements contain contractual clauses regarding a change of control in the event of takeovers pursuant to Section 243a Para. 1 (8) of the Austrian Commercial Code (UGB).

There are no compensation agreements pursuant to Section 243a Para. 1 (9) of the Austrian Commercial Code (UGB).

# Risk report

## RISK ENVIRONMENT

As a group with international activities, Semperit constantly has to face new challenges as a result of the current fragility of the global economy with its strong regional differences. The strategic orientation of Semperit's four operating segments means that their success depends to differing degrees on the general economic situation. The group's global presence helps to ensure that risks are diversified.

In the current economic environment, high volatility between the euro and the US dollar constitutes a potential threat. Moreover, rising commodity prices and energy costs may lead to a deterioration in the Semperit Group's earnings if they cannot be passed on fast enough to customers through selling prices.

Semperit is active in countries that are at different stages of their economic and social development. Adverse changes in the political and economic environment may therefore give rise to further risks. Risks such as fire and natural or environmental disasters are also associated with significant potential losses for the Semperit Group.

## RISK MANAGEMENT

Semperit's objective is to have effective risk management and the corresponding systems in order to minimise potential threats from future events while actively exploiting opportunities for growth in pursuit of continual increases in the value of the company. Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H. has audited and certified the effectiveness of the Semperit Group's risk management system for the financial year 2013 in accordance with Rule 83 of the Austrian Corporate Governance Code.

The Management Board of Semperit AG Holding and the bodies subordinate to it undertake extensive monitoring and controlling tasks with respect to operating units in the context of an integrated control system covering all group sites. Identifying and evaluating strategic risks and opportunities and responding to them at an early stage are accordingly an important component of these units' management activity, based on a uniform group-wide system of monthly reporting. The foundation for this is a standardised, group-wide monthly reporting system. General market risks that may arise from developments in the global economy and from demand trends in the relevant regions and sectors are systematically analysed, and the results are explicitly incorporated into operational and strategic planning.

Whenever necessary, measures to reduce risks are implemented with the responsible departments and by arranging external insurance cover. Risk assessment involves evaluating the damage that an event might cause and estimating the likelihood of its occurrence, in accordance with the international COSO standards (Committee of Sponsoring Organisations of the Treadway Commission).

## RISK ORGANISATION

The Internal Audit & Risk Management department is responsible for risk management. This includes, in particular, the central coordination and monitoring of risk management processes for the group as a whole, as well as risk assessment and comprehensive reporting (at least once a year) to the Management and Supervisory Boards. To strengthen the effectiveness of risk management with lasting effect, an effective risk organisation was established. The Internal Audit & Risk Management department is assisted by regional risk managers for Asia, America and Europe as well as other risk managers in the group's various units. The risk management system is optimised on an ongoing basis. Risks in defined operational and functional areas are identified in accordance with lists of criteria. The ultimate objective of these measures is to achieve further increases in the efficiency and effectiveness of the risk management process, and to promote awareness of these central issues throughout the group.

## SPECIFIC SIGNIFICANT RISKS

An assessment of the general market risks resulting from developments in the world economy and in the regions and industries of relevance to Semperit is made in the section of the group management report entitled "Outlook". Selected specific risks are explained below.

## OPERATIONAL RISKS

### Procurement risk

Semperit takes account of this risk category by actively managing its supplier portfolio, and through a globally oriented purchasing management system that is coordinated throughout the group. There are long-term supply contracts in place for the procurement of natural rubber. Semperit's presence in Asia, the world's most important region for rubber production, ensures proximity to producers at all points along the value chain. Long-term relationships also exist with suppliers of other important raw materials such as chemicals, bulking agents and both textile and steel reinforcing materials.

At the Semperit research and development centre in Wimpassing, interdisciplinary teams are constantly at work on developing alternative formulas so that we can respond quickly and with flexibility to fluctuations in commodity prices and supply bottlenecks. An additional element to our adaptability is the flexible orientation of our production facilities.

### Sales and customer default risk

The customer structure of the Semperit Group is broad and well-balanced, thus avoiding an excessive concentration of risk from individual customers. No customer accounts for more than 10% of revenue. Bad debt losses and sales losses play a minor role. Credit risks and the risk of payment default are reduced with the use of standardised credit checks, set credit limits and loan insurance.

Sales risk is also reduced through active management of the product portfolio as well as the ongoing development of product innovations and by tapping into new markets. Semperit handles the risk of overcapacities by evaluating market and order data on an ongoing basis in order to be able to respond quickly to changes with the appropriate measures such as temporary shutdowns and shift adjustments.

### Production risk

Semperit Group has established high technical and safety standards for its domestic and foreign production sites. The risk of downtime at production plants is also reduced through regular maintenance as well as through flexible production control. Despite all the efforts that are made, the risk of operational disruptions, accidents and damage to the environment cannot be completely eliminated. Disruptions can be caused, in particular, by natural phenomena that are beyond the control of the Semperit Group. As far as possible, the company protects itself against these types of risk with insurance to an extent that is reasonable from a commercial perspective.

### Personnel risk

The business performance of the Semperit Group in the future will be largely determined by the commitment, expertise and productivity of its employees. Semperit competes for highly qualified specialists and executive staff by working closely with universities, colleges and advanced technical colleges, and by positioning itself as an attractive employer at trade fairs and similar events. In addition to forward-looking succession planning, the basis of human resources management is formed by attractive opportunities for development and performance-based remuneration systems.

## FINANCIAL RISK

As required by IFRS 7.31, the financial risks are described in detail in the appendix in note 8. A summary and interpretation is provided below.

### Default risk of financial instruments

Default risks of the Semperit Group with regard to securities as well as receivables and credits from banks are assessed as low given the fact that most of the contractual partners are banks with outstanding creditworthiness. Each contractual partner also has defined maximum amounts in order to minimise risk.

### Interest-rate risk

Operating resources, investments and acquisitions in the group's business operations are partially financed using debt. At the end of 31 December 2013, the group's liabilities to banks totalled EUR 13.5 million (31 December 2012: EUR 118.5 million). The changes versus the previous year are mainly due to the issuance of a corporate *Schuldschein* loan in the amount of EUR 125.0 million in July 2013. The proceeds of the note were used in part to pay off the framework loan agreement. Over 95% of liabilities to banks have variable interest rates that are tied to prevailing market conditions. There are liabilities from leasing agreements totalling EUR 3.1 million (31 December 2012: EUR 8.3 million), all of which have fixed interest rates.

### Liquidity risk

Cash and cash equivalents amounted to EUR 182.6 million as at 31 December 2013 (31 December 2012: EUR 133.3 million). In May 2012 a framework loan agreement for EUR 180.0 million was concluded with five banks for a term of three years. This credit line was not fully utilised. In July 2013 a corporate *Schuldschein* loan was issued for EUR 125.0 million. Continuous improvements to the group's treasury guidelines and information systems facilitate the early identification of financial risks and enables suitable measures to be taken in good time. The solid balance sheet structure of the Semperit Group, with an equity ratio of 48.3% as at the end of 2013 (2012: 49.3%), ensures access to cheap debt financing when needed.

### Currency risk

The Semperit Group is exposed to currency risk as a result of its subsidiaries' international trading relationships. There are associated transaction risks, above all, at subsidiaries that are not based in the Eurozone but have business relationships there, and in exchange rate fluctuations between the euro and US dollar. In the notes under point 8 Risk Management / Currency Risk there is a listing of those currency pairs that exist versus the euro and the US dollar and pose a significant currency risk. The company protects itself against these risks with forward transactions where appropriate. No derivative financial instruments are concluded for the purpose of speculation.

### INTERNAL CONTROL SYSTEM (ICS)

The Semperit Group's internal control system is designed to safeguard the effectiveness and efficiency of its business activities, the reliability of its financial reporting and compliance with relevant statutory provisions. It also supports the early recognition and monitoring of risks from inadequate monitoring systems and fraudulent actions and is revised and expanded on an ongoing basis by the Internal Audit & Risk Management department together with the relevant specialist departments. Accordingly, in 2013 the accounting-related processes were subject to another comprehensive, systematic review, with Internal Audit & Risk Management taking the lead role, in order to ensure an effective ICS. All companies in the group throughout the world are required to comply with the minimum standards derived from this review. In 2013 these standards were rolled out to Europe, with additional countries to follow in 2014. The management of the respective business unit is responsible for implementing and monitoring the ICS and the risk management system. The Management Board of Semperit AG Holding stipulates cross-divisional framework conditions and regulations that are applicable throughout the group.

The following principles form the basis of the ICS:

- Risk-oriented approach
- Clear organization and responsibilities
- Standardized rules of procedure for preparing the financial reporting (documentation, controls, approval)
- Separation of functions (four-eyes principle)
- Analysis and plausibility checks
- IT process control
- Inclusion of specialist divisions
- IT general controls (e.g. change management processes in IT)

At the time this management report was prepared, no risks could be identified in connection with future developments that could threaten the continued existence of the Semperit Group either in isolation or jointly. Adequate insurance has been taken out for specific liability risks and damages when reasonable and cost effective.



# Outlook

The Semperit Group expects the currently good order situation to continue well into 2014 and an overall satisfying development of revenue and results compared to 2013. Despite slightly better forecasts for economic growth, an immediate increase in demand in the Industrial Sector is not anticipated. The economic dynamism of the Medical Sector is to a large extent uncoupled from general economic growth.

In the segment Sempermed the focus continues to be on increasing efficiency of the individual plants and the profitability of the segments as well as the targeted development of selected customer segments. The Semperit Group's assumptions are based on an unchanged increase in global demands for examination and safety gloves.

In the Industrial Sector it must be pointed out, with regard to possible volume increases that the capacities in the segments Semperflex and Sempertrans are already well utilised. As a consequence, in 2013 decisions were made to expand the production capacity for hydraulic and industrial hoses in Odry, Czech Republic, and for conveyor belts at the Belchatów plant in Poland. However, additional capacities will be available starting from the first half of the year 2015.

Capital expenditure (CAPEX) of approximately EUR 50–60 million is planned for the full financial year 2014, which indicates a further increase compared to 2013. Around EUR 25 million are included for mere maintenance of the existing plants.

The Group reaffirms its previous growth targets: to achieve double-digit revenue growth on average in the years from 2010 to 2015 inclusive. Semperit Group still aims to achieve an EBITDA margin of between 12% and 15% and an EBIT margin of between 8% and 11%.

Based on a solid balance sheet structure, around 30% of earnings after tax will continue to be distributed to shareholders. The dividend is expected to continue to develop in line with the Group's earnings, except in the event of extraordinary developments.

## Note

This outlook is based on the assessments of the Management Board as of 25 March 2014, and does not take into account the effects of possible acquisitions, divestments or other structural changes during the remainder of 2014. These assessments are subject to both known and unknown risks and uncertainties, which may result in actual events and outcomes differing from the statements made here.

## Events after the balance sheet date

There are no events requiring disclosure after the balance sheet date.

Vienna, 25 March 2014



**Thomas Fahnemann**  
Chief Executive Officer  
Chairman



**Johannes Schmidt-Schultes**  
Chief Financial Officer



**Richard Ehrenfeldner**  
Chief Technical Officer

# Consolidated financial statements and notes

## Consolidated income statement

### for the financial year from 1.1.2013 to 31.12.2013

| in EUR thousand  | Note        | 2013           | 2012           |
|--|-------------|----------------|----------------|
| Revenue  | 5.1.        | 906,342        | 828,573        |
| Changes in inventories   |             | 9,412          | -1,938         |
| Own work capitalised   |             | 966            | 1,591          |
| <b>Operating revenue</b>   |             | <b>916,720</b> | <b>828,225</b> |
| Other operating income   | 5.2.        | 24,385         | 32,770         |
| Cost of material and purchased services                                      | 5.3.        | -510,667       | -501,003       |
| Personnel expenses   | 5.4.        | -152,802       | -127,444       |
| Other operating expenses   | 5.5.        | -145,776       | -124,150       |
| Share of profit from associated companies                                    | 3.2.        | 599            | 259            |
| <b>Earnings before interest, tax, depreciation and amortisation (EBITDA)</b> |             | <b>132,458</b> | <b>108,658</b> |
| Depreciation, amortisation and impairment of tangible and intangible assets  | 5.6.        | -44,669        | -36,151        |
| <b>Earnings before interest and tax (EBIT)</b>                               |             | <b>87,789</b>  | <b>72,507</b>  |
| Financial income   | 5.7.        | 1,941          | 2,158          |
| Financial expenses   | 5.7.        | -4,037         | -1,196         |
| Profit/loss attributable to redeemable non-controlling interests             | 6.10.       | -14,776        | -15,006        |
| <b>Financial result</b>  |             | <b>-16,872</b> | <b>-14,044</b> |
| <b>Earnings before tax</b>   |             | <b>70,917</b>  | <b>58,463</b>  |
| Income taxes   | 5.8.        | -16,020        | -12,235        |
| <b>Earnings after tax</b>  |             | <b>54,898</b>  | <b>46,228</b>  |
| of which attributable to the shareholders of Semperit AG Holding             | 6.9.        | 54,598         | 46,258         |
| of which attributable to non-controlling interests                           | 6.9.        | 300            | -30            |
| <b>Earnings per share (diluted and undiluted)<sup>1)</sup></b>               | <b>5.9.</b> | <b>2.65</b>    | <b>2.25</b>    |

<sup>1)</sup> Attributable to the shareholders of Semperit AG Holding

## Consolidated statement of comprehensive income

### for the financial year from 1.1.2013 to 31.12.2013

| in EUR thousand  | Note  | 2013           | 2012          |
|--|-------|----------------|---------------|
| <b>Earnings after tax according to the consolidated income statement</b>                     |       | <b>54,898</b>  | <b>46,228</b> |
| <b>Other comprehensive income</b>  |       |                |               |
| <b>Amounts that will not be recognised through profit and loss in future periods</b>         |       |                |               |
| Remeasurements of defined benefit plans (IAS 19)   | 6.11. | -2,632         | -5,839        |
| Related deferred taxes   | 6.8.  | 660            | 1,459         |
|  |       | -1,972         | -4,380        |
| <b>Amounts that will potentially be recognised through profit and loss in future periods</b> |       |                |               |
| Available-for-sale financial assets  |       |                |               |
| Revaluation gains/losses for the period  | 5.7.  | -100           | 146           |
| Reclassification to profit and loss for the period   | 5.7.  | 114            | 84            |
|  |       | 14             | 230           |
| Cash flow Hedge  |       |                |               |
| Revaluation gains/losses for the period  | 5.7.  | -100           | 0             |
| Currency translation differences   |       |                |               |
| Currency translation differences for the period  |       | -30,743        | 450           |
| Related deferred taxes   | 6.8.  | 21             | -58           |
|  |       | <b>-30,808</b> | <b>622</b>    |
| <b>Other comprehensive income</b>  |       | <b>-32,780</b> | <b>-3,757</b> |
| <b>Total recognised comprehensive income</b>   |       | <b>22,118</b>  | <b>42,470</b> |
| of which on earnings attributable to the shareholders of Semperit AG Holding                 |       | 21,642         | 43,049        |
| of which on earnings attributable to non-controlling interests                               |       | 475            | -579          |

## Consolidated cash flow statement for the financial year from 1.1.2013 to 31.12.2013

| in EUR thousand   | Note             | 2013           | 2012            |
|---|------------------|----------------|-----------------|
| Earnings before tax   |                  | 70,917         | 58,463          |
| Depreciation/write-ups of tangible and intangible assets  | 6.1./6.2.        | 44,629         | 33,573          |
| Profit and loss from disposal of assets<br>(including current and non-current financial assets) |                  | 460            | -3,860          |
| Changes in non-current provisions   |                  | -1,893         | -3,344          |
| Share of profit from associated companies   | 3.2.             | -599           | -259            |
| Dividend received from associated companies   |                  | 205            | 0               |
| Profit/loss attributable to redeemable non-controlling interests                                | 6.10.            | 14,776         | 15,006          |
| Net interest income (including income from securities)  |                  | 872            | -1,132          |
| Interest paid   |                  | -1,625         | -989            |
| Interest received   |                  | 2,147          | 1,676           |
| Taxes paid on income  |                  | -13,706        | -13,491         |
| <b>Gross cash flow</b>  |                  | <b>116,185</b> | <b>85,644</b>   |
| Increase/decrease in inventories  |                  | -5,956         | 11,716          |
| Increase/decrease in trade receivables  |                  | 8,940          | 5,360           |
| Increase/decrease in other receivables and assets   |                  | 770            | -362            |
| Increase/decrease in trade payables   |                  | 15,645         | 1,474           |
| Increase/decrease in other liabilities and current provisions                                   |                  | 8,668          | 1,590           |
| Changes in working capital resulting from currency translation adjustments                      |                  | -7,088         | 1,251           |
| <b>Cash flow from operating activities</b>  |                  | <b>137,166</b> | <b>106,672</b>  |
| Proceeds from sale of tangible and intangible assets  |                  | 478            | 5,512           |
| Proceeds from sale of current and non-current financial assets                                  |                  | 2,053          | 6,317           |
| Investments in tangible and intangible assets   | 6.1. / 6.2. / 7. | -49,716        | -41,235         |
| Investments in current and non-current financial assets   |                  | -661           | -1,272          |
| Net cash outflow on acquisition of businesses (less cash acquired)                              |                  | 0              | -120,964        |
| <b>Cash flow from investing activities</b>  |                  | <b>-47,847</b> | <b>-151,642</b> |
| Cash receipts from current and non-current financing liabilities                                |                  | 124,567        | 100,168         |
| Repayments of current and non-current financing liabilities                                     |                  | -108,378       | -1,109          |
| Dividend to shareholders of Semperit AG Holding   | 6.9.             | -16,459        | -16,459         |
| Dividends to non-controlling shareholders of subsidiaries                                       | 6.10.            | -12,391        | -1,891          |
| Acquisition of non-controlling interests  |                  | -19,500        | 0               |
| Capital payments to non-controlling shareholders of subsidiaries                                | 6.10.            | -199           | 0               |
| <b>Cash flow from financing activities</b>  |                  | <b>-32,360</b> | <b>80,709</b>   |
| <b>Net increase/decrease in cash and cash equivalents</b>                                       |                  | <b>56,959</b>  | <b>35,739</b>   |
| Effects resulting from currency translation   |                  | -7,726         | -309            |
| Cash and cash equivalents at the beginning of the period  |                  | 133,322        | 97,892          |
| <b>Cash and cash equivalents at the end of the period</b>                                       |                  | <b>182,554</b> | <b>133,322</b>  |



## Consolidated balance sheet

as at 31 December 2013

| in EUR thousand   | Note  | 31.12.2013     | 31.12.2012     |
|---|-------|----------------|----------------|
| <b>ASSETS</b>   |       |                |                |
| <b>Non-current assets</b>   |       |                |                |
| Intangible assets   | 6.1.  | 106,826        | 112,773        |
| Tangible assets   | 6.2.  | 256,628        | 267,894        |
| Investments in associated companies                                   | 3.2.  | 1,419          | 1,026          |
| Other financial assets  | 6.5.  | 9,043          | 10,655         |
| Other assets  | 6.6.  | 3,982          | 648            |
| Deferred taxes  | 6.8.  | 15,733         | 13,616         |
|   |       | <b>393,630</b> | <b>406,612</b> |
| <b>Current assets</b>   |       |                |                |
| Inventories   | 6.3.  | 148,428        | 142,472        |
| Trade receivables   | 6.4.  | 111,230        | 120,152        |
| Other financial assets  | 6.5.  | 1,518          | 1,846          |
| Other assets  | 6.6.  | 11,408         | 13,522         |
| Current tax receivables   |       | 3,350          | 6,531          |
| Cash and cash equivalents   | 6.7.  | 182,554        | 133,322        |
|   |       | <b>458,488</b> | <b>417,846</b> |
| <b>TOTAL ASSETS</b>   |       | <b>852,118</b> | <b>824,458</b> |
| <b>EQUITY AND LIABILITIES</b>   |       |                |                |
| <b>Equity</b>   |       |                |                |
|   | 6.9.  |                |                |
| Share capital   |       | 21,359         | 21,359         |
| Capital reserves  |       | 21,503         | 21,503         |
| Revenue reserves  |       | 385,793        | 349,661        |
| Currency translation reserve  |       | -17,204        | 13,715         |
| <b>Equity attributable to the shareholders of Semperit AG Holding</b> |       | <b>411,451</b> | <b>406,238</b> |
| Non-controlling interests   |       | 2,702          | 21,755         |
|   |       | <b>414,153</b> | <b>427,993</b> |
| <b>Non-current provisions and liabilities</b>                         |       |                |                |
| Provisions for pension and severance payments                         | 6.11. | 39,248         | 40,325         |
| Other provisions  | 6.12. | 12,071         | 8,849          |
| Liabilities from redeemable non-controlling interests                 | 6.10. | 101,928        | 110,083        |
| Corporate Schuldschein loan   | 6.13. | 124,539        | 0              |
| Liabilities to banks  | 6.14. | 128            | 101,131        |
| Other financial liabilities   | 6.15. | 5,798          | 8,163          |
| Other liabilities   | 6.16. | 658            | 612            |
| Deferred taxes  | 6.8.  | 6,684          | 5,968          |
|   |       | <b>291,054</b> | <b>275,132</b> |
| <b>Current provisions and liabilities</b>                             |       |                |                |
| Provisions for pension and severance payments                         | 6.11. | 3,248          | 1,052          |
| Other provisions  | 6.12. | 19,095         | 14,605         |
| Liabilities from redeemable non-controlling interests                 | 6.10. | 481            | 0              |
| Corporate Schuldschein loan   | 6.13. | 1,225          | 0              |
| Liabilities to banks  | 6.14. | 13,403         | 17,393         |
| Trade payables  |       | 73,067         | 50,534         |
| Other financial liabilities   | 6.15. | 17,532         | 17,881         |
| Other liabilities   | 6.16. | 11,337         | 11,703         |
| Current tax liabilities   |       | 7,524          | 8,165          |
|   |       | <b>146,912</b> | <b>121,332</b> |
| <b>EQUITY AND LIABILITIES</b>   |       | <b>852,118</b> | <b>824,458</b> |

## Consolidated statement of changes in equity

### for the financial year from 1.1.2013 to 31.12.2013

| in EUR thousand                          | Note | Revenue reserves |                  |                       |                        |                        | Currency translation reserve | Total equity attributable to the shareholders of Semperit AG Holding | Non-controlling interests | Total equity   |
|--|------|------------------|------------------|-----------------------|------------------------|------------------------|------------------------------|--|---------------------------|----------------|
|  |      | Share capital    | Capital reserves | Re-valuation reserves | Other revenue reserves | Total revenue reserves |                              |  |                           |                |
| <b>As at 1.1.2012</b>                    |      | <b>21,359</b>    | <b>21,503</b>    | <b>-297</b>           | <b>324,117</b>         | <b>323,820</b>         | <b>12,716</b>                | <b>379,398</b>   | <b>0</b>                  | <b>379,398</b> |
| Earnings after tax                       |      | 0                | 0                | 0                     | 46,258                 | 46,258                 | 0                            | 46,258   | -30                       | 46,228         |
| Other comprehensive income               |      | 0                | 0                | 173                   | -4,380                 | -4,207                 | 999                          | -3,209   | -549                      | -3,757         |
| Total recognised comprehensive income    |      | 0                | 0                | 173                   | 41,878                 | 42,050                 | 999                          | 43,049   | -579                      | 42,470         |
| Dividend                                 | 6.9. | 0                | 0                | 0                     | -16,459                | -16,459                | 0                            | -16,459  | 0                         | -16,459        |
| Business combinations                    |      | 0                | 0                | 0                     | 0                      | 0                      | 0                            | 0  | 22,334                    | 22,334         |
| Other                                    |      | 0                | 0                | 0                     | 250                    | 250                    | 0                            | 250  | 0                         | 250            |
| <b>As at 31.12.2012</b>                  |      | <b>21,359</b>    | <b>21,503</b>    | <b>-125</b>           | <b>349,786</b>         | <b>349,661</b>         | <b>13,715</b>                | <b>406,238</b>   | <b>21,755</b>             | <b>427,993</b> |
| <b>As at 1.1.2013</b>                    |      | <b>21,359</b>    | <b>21,503</b>    | <b>-125</b>           | <b>349,786</b>         | <b>349,661</b>         | <b>13,715</b>                | <b>406,238</b>   | <b>21,755</b>             | <b>427,993</b> |
| Earnings after tax                       |      | 0                | 0                | 0                     | 54,598                 | 54,598                 | 0                            | 54,598   | 300                       | 54,898         |
| Other comprehensive income               |      | 0                | 0                | 10                    | -2,047                 | -2,037                 | -30,919                      | -32,956  | 176                       | -32,780        |
| Total recognised comprehensive income    |      | 0                | 0                | 10                    | 52,551                 | 52,561                 | -30,919                      | 21,642   | 475                       | 22,118         |
| Dividend                                 | 6.9. | 0                | 0                | 0                     | -16,459                | -16,459                | 0                            | -16,459  | 0                         | -16,459        |
| Acquisition of non-controlling interests | 3.4. | 0                | 0                | 0                     | 29                     | 29                     | 0                            | 29   | -19,529                   | -19,500        |
| <b>As at 31.12.2013</b>                  |      | <b>21,359</b>    | <b>21,503</b>    | <b>-115</b>           | <b>385,907</b>         | <b>385,793</b>         | <b>-17,204</b>               | <b>411,451</b>   | <b>2,702</b>              | <b>414,153</b> |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

## 1. General information

Semperit Aktiengesellschaft Holding (hereinafter Semperit AG Holding), a joint stock company according to Austrian law, is an internationally operating industrial group headquartered at Modecenterstrasse 22, 1031 Vienna, Austria. B & C Semperit Holding GmbH is the direct majority shareholder of Semperit AG Holding, and B & C Privatstiftung is the dominant legal entity. The activities of the Group are divided into four strategic business segments: Sempermed, Semperflex, Sempertrans and Semperform.

### 1.1. PREPARATION AND PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

The consolidated financial statements as at 31 December 2013 were prepared in accordance with International Financial Reporting Standards (IFRS), as adopted by the European Union (EU), and in accordance with Section 245a of the Austrian Company Code (UGB). The financial year covers the period starting 1 January and ending 31 December.

The reporting currency is the euro, in which case figures are rounded off to thousands of euros unless specified otherwise. Rounding differences in the totalling of rounded amounts and percentages may arise from the automatic processing of data.

## 1.2. APPLICATION OF NEW AND AMENDED ACCOUNTING STANDARDS

### First-time application of standards

The following new or revised standards and interpretations were applied for the first time in the financial year 2013.

| First-time application of standards          |  | Effective date <sup>1)</sup> | Endorsement   |
|--|--|------------------------------|---------------|
| <b>New standards and interpretations</b>     |  |                              |               |
| IFRS 13                                      | Fair Value Measurement   | 1.1.2013                     | December 2012 |
| IFRIC 20                                     | Stripping Costs in the Production Phase of a Surface Mine  | 1.1.2013                     | December 2012 |
| <b>Amended standards and interpretations</b> |  |                              |               |
| IFRS 1                                       | First-Time Adoption of International Financial Reporting Standards – Amendment: Government Loans       | 1.1.2013                     | March 2013    |
| IFRS 7                                       | Financial Instruments: Disclosures – Amendments: Offsetting Financial Assets and Financial Liabilities | 1.1.2013                     | December 2012 |
| IAS 36                                       | Impairment of Assets – Changes: Details on the Recoverable Amount of Non-Financial Assets              | 1.1.2014 <sup>2)</sup>       | December 2013 |
| Diverse                                      | Improvements to IFRS 2009–2011   | 1.1.2013                     | March 2013    |

<sup>1)</sup> In accordance with the Official Journal of the European Union, it is mandatory to apply the standards for those financial years that begin on or after the effective date.

<sup>2)</sup> Early application as at 31 December 2013

### IFRS 13 Fair Value Measurement

IFRS 13 contains regulations on determining fair value and extends the disclosures required in the notes. Besides the additional disclosures in the notes, the application of this new standard did not have any significant effect.

### IAS 36 Impairment: Changes – Disclosures on the Recoverable Amount of Non-Financial Assets

The Semperit Group applied the changes of IAS 36 in the financial year 2013 ahead of schedule. The changes of IAS 36 limit the disclosures of the recoverable amount for non-financial assets henceforth to situations in which an impairment has actually occurred. However, in cases of impairment they lead to an expansion of the required disclosures.

No other amended standards had any effect on the consolidated financial statements of the Semperit Group.

### Standards that have already been published but not yet applied

The application of the following new or amended standards and interpretations that had already been published when the consolidated financial statements were prepared was not mandatory for financial years starting on or before 1 January 2013, nor were they applied voluntarily. The Semperit Group plans to apply these amendments for the first time once it becomes mandatory to apply them.

| Standards and interpretations that are not yet applicable |  | Effective date <sup>1)</sup> | Endorsement   |
|---|--|------------------------------|---------------|
| <b>New standards and interpretations</b>                  |  |                              |               |
| IFRS 9  | Financial Instruments  | open                         |               |
| IFRS 10   | Consolidated Financial Statements  | 1.1.2013 <sup>2)</sup>       | December 2012 |
| IFRS 11   | Joint Arrangements   | 1.1.2013 <sup>2)</sup>       | December 2012 |
| IFRS 12   | Disclosure of Interests in Other Entities  | 1.1.2013 <sup>2)</sup>       | December 2012 |
| IFRS 14   | Regulatory Deferred Items  | 1.1.2016                     |               |
| <b>Amended standards and interpretations</b>              |  |                              |               |
| IAS 19  | Employee Benefits – Amendment: Employees’ contribution   | 1.7.2014                     |               |
| IAS 27  | Separate Financial Statements (revised 2011)   | 1.1.2013 <sup>2)</sup>       | December 2012 |
| IAS 28  | Investments in Associates and Joint Ventures (revised 2011)  | 1.1.2013 <sup>2)</sup>       | December 2012 |
| IAS 32  | Financial Instruments: Presentation – Amendment: Offsetting Financial Assets and Financial Liabilities                     | 1.1.2014                     | December 2012 |
| IAS 39  | Financial Instruments: Recognition and Measurement – Changes: Novation of Derivatives and Continuation of Hedge Accounting | 1.1.2014                     | December 2013 |
| IFRS 10,11,12   | Amendment: Transition Guidance   | 1.1.2013 <sup>2)</sup>       | April 2013    |
| IFRS 10,11,12   | Amendment: Investment Entities   | 1.1.2014                     | November 2013 |
| IFRIC 21  | Levies   | 1.1.2014                     |               |
| Diverse   | Improvements to IFRS 2010–2013   | 1.7.2014                     |               |
| Diverse   | Improvements to IFRS 2011–2014   | 1.7.2014                     |               |

<sup>1)</sup> The standards are effective for annual periods beginning on or after the entry into force of these regulations of IASB.

<sup>2)</sup> The new/amended standards are to be applied in the EU for financial years commencing on or after 1 January 2014.

### IFRS 9 Financial Instruments

IFRS 9 regulates the classification and measurement of financial assets and creates a new category of financial instruments. Furthermore, in November 2013 amendments were published regarding hedge accounting. These amendments also included the postponement of the previously planned effective date of 1 January 2015 – the new effective date is to be decided together with the amendments on impairments that are still outstanding (preliminary status of the decision as at the end of February 2014: 1 January 2018). Amendments are to be applied retrospectively. The effects this may have on the consolidated financial statements of the Semperit Group are currently under investigation. The proposed amendments mainly relate to the measurement and presentation of changes in the value of financial assets in the income statement or under other comprehensive income, as well as to the measurement of effectiveness with regard to existing hedging relationships.

### IFRS 10 Consolidated Financial Statements

IFRS 10 replaces IAS 27 Consolidated and Separate Financial Statements and SIC-12 Consolidation Special Purpose Entities. By providing a modified definition of the term “control”, the new standard creates a uniform basis for defining the scope of consolidation and contains comprehensive examples covering issues not previously regulated, such as protective rights and the principal/agent relationship. The standard will not have any significant effect on the consolidated financial statements of the Semperit Group.

### IFRS 12 Disclosure of Interests in Other Entities

IFRS 12 contains the required notes on investments in subsidiaries, joint arrangements and associates and, if appropriate, unconsolidated structured entities. The standard replaces the disclosure requirements contained in IAS 27 Consolidated and Separate Financial Statements and IAS 28 Investments in Associates. The new standard will result in an increase in the notes required in the consolidated financial statements of the Semperit Group.

### IAS 28 Investments in Associates and Joint Ventures (revised 2011)

IAS 28 was revised in conjunction with the publication of IFRS 10, 11 and 12 and has been amended in line with the new standards. The amended standard will not have any significant effect on the consolidated financial statements of the Semperit Group.

No other amended standards are relevant to the Semperit Group or are expected to have any significant effects on the consolidated financial statements.

## 1.3. PRINCIPLES AND METHODS OF CONSOLIDATION, BUSINESS COMBINATIONS

The consolidated financial statements include the financial statements of the parent company and the financial statements of the companies under its control, i.e. the subsidiaries of the parent. Exercising control entails the possibility to determine the financial and business policy of a company in order to benefit from its activities.

For the companies in which the Semperit Group has a de facto shareholding of either 50% or 41.43%, control is assumed because the chairman nominated by the Semperit Group has the right to cast a deciding vote (this is generally the chairman of the company's Board of Directors), thus allowing the financial and business policy of the company to be controlled. Based on legal advice, the Semperit Group believes it has control in accordance with IAS 27. The fact that certain decisions are taken at the shareholders' meeting does not affect this assessment. Such decisions are not day-to-day business decisions involved in running the company; instead, they are important decisions subject to corporate law for which a higher majority or unanimity is often required. The underlying legal interpretation is that, on account of the underlying contractual agreements between the shareholders, the shareholders' meeting cannot take day-to-day business decisions against the will of the Semperit Group.

The annual financial statements of the fully-consolidated individual domestic and international companies were prepared as at 31 December 2013, the end of the reporting period for the consolidated financial statements. If required, the annual financial statements of the subsidiaries are adjusted in accordance with the accounting and valuation methods applied by the Semperit Group.

Items 3.1 and 3.2 of the notes to the financial statements provide an overview of the fully consolidated companies and companies included at equity.

Capital is consolidated by offsetting the acquisition costs of the holding in the subsidiary and the equity of the respective subsidiary attributable to the holding.

Business combinations are accounted for in accordance with the acquisition method. This method stipulates that identifiable assets and liabilities, including contingent liabilities, are to be recognised at their fair values as at the acquisition date. The exceptions to this requirement are deferred tax assets or deferred tax liabilities, the recognition of which is defined in IAS 12 Income Taxes, as well as the accounting treatment for liabilities or provisions for commitments to employees, for which IAS 19 Employee Benefits is applicable.

If the value of the consideration recognised at fair value plus the value of non-controlling interests exceeds the value of the identifiable assets and liabilities acquired by the Semperit Group (net assets recognised at fair value), the difference is recognised as goodwill. If this consideration is below the fair value of the net assets, the difference is recognised in profit or loss under "Other operating income". Incidental acquisition costs are included in profit or loss in the period in which they arise.



If the accounting treatment for a business combination is not yet finalised by the subsequent balance sheet date following the date of acquisition, preliminary values are recognised in the consolidated financial statements. These preliminary values are adjusted within one year following the date of acquisition on the basis of circumstances that were already present on the acquisition date but which were not yet known on the balance sheet date.

In the course of debt consolidation, receivables and liabilities between companies included in full in the consolidated accounts are fully netted.

In the course of expense and income elimination, all income and expenses resulting from intragroup transactions, such as the sale of goods or services, group financing or distribution of dividends, are eliminated.

In addition, interim profits or losses from the sale of goods and services between companies in the group are eliminated.

The shares held by shareholders who do not exercise a controlling influence on subsidiaries (non-controlling interests), provided they are equity interests, are reported separately in equity from the shares in these subsidiaries owned by shareholders of Semperit AG Holding (the parent company).

These non-controlling interests are initially recognised either

- a) at a proportionate share of the net value of the identifiable assets and the recognised total for the acquired liabilities and contingent liabilities on the date of acquisition or
- b) at fair value (limited to business combinations as of 1 January 2010).

This recognition option relating to business combinations as of 1 January 2010 can be exercised differently for each transaction. As at the end of subsequent reporting periods, the carrying amounts of the non-controlling interests are carried forward and adjusted to reflect the changes in equity assignable to the non-controlling interests, even if the carrying amount of the non-controlling interests comprises a negative value.

Transactions resulting in the alteration of interest held by the group in a subsidiary that do not result in a loss of control are accounted for as equity transactions. The difference between the value by which the carrying amounts of the non-controlling interests in subsidiaries are adjusted and the fair value of the assignable consideration paid or received is recognised directly in equity less tax effects.

If the non-controlling shareholder of a subsidiary is entitled to an unconditional right of termination or if the company in which the non-controlling shareholder is involved has a fixed term, there is a liability of the group towards this non-controlling shareholder.

For such interests the "anticipated acquisition approach" is assumed, in which the termination is considered to have already occurred. The allowed time is considered to be up and the group is considered to be obliged to compensate the non-controlling shareholder for its shares. If a liability to a non-controlling shareholder exists, the proportionate share of net assets held by the non-controlling shareholder of the respective subsidiary is not reported in equity as "Equity attributable to non-controlling shareholders of subsidiaries". The financial liability relating to such a shareholding is reported as "Liabilities from redeemable interests of non-controlling shareholders". Reference is made in particular to the subsequent measurement as explained in the notes 2.12.

## 1.4. CURRENCY TRANSLATION

The individual financial statements of the subsidiaries included in the consolidated financial statements are prepared in the currency of the economic region in which the company primarily operates, thus in its functional currency. For all companies included in consolidation, the functional currency is the currency of the country in which the respective company operates, with the exception of Sempermed Singapore Pte Ltd., Sempermed Kft. and Semperit Investments Asia Pte Ltd. The currency of the primary business environment in which Sempermed Singapore Pte Ltd., Sempermed Kft. and Semperit Investments Asia Pte Ltd. operate is the US dollar or the euro.

The separate financial statements included in consolidation which are not reported in euros, the currency used as the basis for the consolidated financial statements, must be translated into euros. Assets and liabilities of these companies, including goodwill, are translated at the reference exchange rate at the end of the reporting period. Items in the income statement and other results are translated as the average reference rates of the financial year, which correspond to the arithmetic mean of the average reference rates on the Fridays of the financial year in question. These average reference rates led to accumulated amounts in euros, which do not materially differ from the accumulated amounts which would have arisen when translating the transactions at the reference exchange rate at the date of transaction.

The foreign currency differences resulting from the conversion of the individual financial statements of subsidiaries for the purpose of consolidation are recognised in other comprehensive income, and reclassified into profit or loss upon disposal or other event leading to deconsolidation of the respective subsidiary.

Gains or losses resulting from exchange rate fluctuations derived from transactions of consolidated companies in a currency other than the functional currency are recognised in profit or loss in the period in which they arise. Monetary items of the consolidated companies denominated in foreign currency and not in the functional currency are converted into the respective functional currency at the reference exchange rate on the balance sheet date, and any gains or losses resulting from the conversion are also recognised in profit or loss.

The following key exchange rates vis-à-vis the euro were applied:

| FX-rate for 1 EUR      | Average rate |        | Rate on balance sheet date |        |
|------------------------|--------------|--------|----------------------------|--------|
|                        | 2013         | 2012   | 2013                       | 2012   |
| US dollar              | 1.33         | 1.28   | 1.38                       | 1.32   |
| Thai baht              | 40.35        | 39.65  | 44.72                      | 40.25  |
| Polish zloty           | 4.20         | 4.19   | 4.15                       | 4.10   |
| Czech koruna           | 25.90        | 25.13  | 27.40                      | 25.12  |
| Hungarian forint       | 296.91       | 289.24 | 297.00                     | 293.20 |
| British pound sterling | 0.85         | 0.81   | 0.83                       | 0.81   |
| Brazilian real         | 2.85         | 2.49   | 3.25                       | 2.72   |
| Chinese renminbi       | 8.16         | 8.10   | 8.32                       | 8.28   |
| Indian rupee           | 76.93        | 68.36  | 84.96                      | 72.10  |
| Malaysian ringgit      | 4.17         | 3.97   | 4.52                       | 4.03   |

## 2. Accounting and valuation methods

### 2.1. VALUATION PRINCIPLES

With the exception of the valuation of specified financial instruments and provisions, the consolidated financial statements are prepared on the basis of the amortised cost of acquisition or production. The historical cost of acquisition or production is generally based on the fair value of the service rendered in exchange for the asset. Financial assets and liabilities available-for-sale and held for trading are valued at their fair value. The value of provisions corresponds to the best possible estimate of the outflows required to settle the obligations at the balance sheet date.

### 2.2. RECOGNITION AND MEASUREMENT OF REVENUE AND OTHER INCOME

Revenue and other income are recognised at the fair value of the underlying service rendered, in which case deductions are carried out for probable returns, discounts, rebates, cash discounts and similar applicable reductions in the proceeds received.

Revenue and income from deliveries is generally considered realised upon transfer of risk (at transfer date of risks and utilisation or provision of service). Interest income is realised pro rata temporis taking into account the effective rate.

Income from services is recognised to the degree of their completion. After expiry, licence and rental revenues are realised pro rata temporis on a straight line basis over the contract term. Licence income measured according to other parameters is measured and recognised in accordance with these underlying parameters.

### 2.3. EARNINGS PER SHARE

Earnings per share are determined in accordance with IAS 33 Earnings Per Share. The undiluted earnings per share are calculated by dividing the share of earnings after taxes attributable to shareholders of Semperit AG Holding by the weighted average number of shares outstanding during the financial year. The diluted earnings per share are calculated by adjusting the share of earnings after taxes attributable to shareholders of Semperit AG Holding and the number of shares outstanding for all dilution effects of potential ordinary shares. No dilution effects were taken into account as at 31 December 2012 and 31 December 2013.

### 2.4. INTANGIBLE AND TANGIBLE ASSETS

#### Acquired intangible assets

Acquired intangible assets are recognised at acquisition cost, which is subsequently subject to scheduled amortisation according to their expected useful lives. The expected useful life is usually considered to be in the range of 4 to 10 years.

### Internally generated intangible assets

An internally generated intangible asset arising from the development phase of an internal project shall be recognised if, and only if, an entity can demonstrate

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- its intention and ability to complete the intangible asset and use or sell it, and that the group also has the required technical, financial and other resources to complete the development and to use or sell the intangible asset;
- that the respective intangible asset will generate future economic benefits, for example, the existence of a market for the output of the intangible asset or the intangible asset itself, or, if it is to be used internally, the usefulness of the intangible asset; and
- its ability to measure reliably the expenditure attributable to the intangible asset during its development.

Only expenses arising in connection with the development of the respective intangible asset incurred from the date when all the recognition criteria have been fulfilled are capitalised as production costs. This means that expenditures cannot be reinstated and retroactively recognised as production costs if the recognition criteria are first met at a later date.

With regard to the scheduled amortisation, the same applies analogously as for the aforementioned acquired intangible assets.

In the Semperit Group development costs are capitalised only to a limited extent taking into account the aforementioned recognition criteria.

### Intangible assets acquired in the course of business combinations

Intangible assets acquired in the course of a business combination and recognised separately from any acquired goodwill are reported at the fair value of the acquisition costs at the time of acquisition.

### Goodwill

Goodwill is not subject to amortisation but is subject to an impairment test at least once annually or more frequently if there are indications of a potential impairment.

For the purpose of the impairment test, goodwill is assigned to cash generating units or groups of cash generating units which are expected to benefit from the synergies arising from business combinations. In the Semperit Group the segments represent the lowest level at which goodwill is monitored for internal management purposes.

Indications of a potential impairment exist when the recoverable amount of the cash generating unit to which the goodwill was assigned is lower than the carrying amount of this cash generating unit, including the goodwill.

As a rule, the recoverable amount of the cash generating unit is considered to be equal to the present value of the projected discounted cash flows generated by the cash generating unit in the future (value in use). Taking the results for the current year, the expected discounted cash flows of the cash generating unit are determined on the basis of multi-period calculations using projections of the expected future development of the business. The expected business development for each of the cash generating units is ascertained on the basis of market-specific conditions as well as on the basis of the individual cost structure and the development of the relevant raw material prices.

The cost of capital that is used to discount future cash flows is a customary market interest rate which is adapted for the specific risks of the Medical Sector (represents the Sempermed segment) and the Industrial Sector (Semperflex, Sempertrans, Semperform).

If an impairment of the cash generating unit including goodwill is determined in this manner, the goodwill assigned to this cash generating unit is subsequently written down. An impairment exceeding the carrying amount of the goodwill is then assigned to the other assets of the cash generating unit in proportion to their carrying amounts.

### Tangible assets

Tangible assets with the exception of commercial properties are valued at their cost of acquisition or production starting at the date in which the assets are put into initial operation and depreciated according to the straight-line method, taking into account their probable useful lives. Costs of production in the case of assets generated by the company itself also include pro-rated overhead costs in addition to the direct costs, and also borrowing costs in the case of qualified assets (see note 2.15).

The following table shows the assumed probable useful lives of the asset by investment category or the range per investment category within the assumed probable useful lives:

|  | Useful life in years |
|--|----------------------|
| Buildings                                |                      |
| Technical plant                          | 20–50                |
| Other company buildings                  | 5–10                 |
| Technical equipment, plant and machinery | 5–10                 |
| Office furniture and equipment           | 3–10                 |
| Vehicles                                 | 4–5                  |

### Finance leases

Assets used under the terms of rental agreements or leases are accounted for as assets if the rental agreement or lease stipulates that all material risks and opportunities arising from the use of the leased asset are transferred to the Semperit Group (finance lease). Assets are valued upon completion of the agreement at the lower of its fair value and the present value of the future minimum leasing payments. A finance lease liability is recognised in the same amount. Depreciation is carried out over the asset's useful life or, if shorter, over the term of the lease. If the transfer of ownership at the end of the lease term is sufficiently certain, depreciation is recognised over the economic useful life of the asset.

### Impairment

The same method applies for goodwill as described above. Other intangible and tangible fixed assets are subject to an impairment test where there are indications that they may be impaired. The impairment test is carried out on the basis of a comparison of the recoverable amount for the specific asset or for the respective cash generating unit with its carrying amount, whereby the recoverable amount is the higher of the fair value less disposal costs and the value in use. If the recoverable amount is lower than the carrying amount, a corresponding impairment is recognised. In respect of determining the value in use, the same method applies analogously as used to determine impairment on goodwill.

### Reversal of impairment

In the case of tangible and intangible assets with the exception of goodwill, if the reasons for impairment no longer apply, the write-down is reversed, but this reversal may not exceed the amount which would have arisen had the cash generating unit not been subject to an extraordinary write-down.

### Derecognition of tangible and intangible assets

The carrying amount of a tangible or intangible asset is derecognised if the respective asset is disposed of or if no further economic benefit is to be expected from its use or its disposal. The gains or losses resulting from its derecognition, calculated as the difference between the proceeds from the sale and the residual carrying amount, are recognised in profit or loss in the period in which the respective asset is derecognised.

## 2.5. INVESTMENTS IN ASSOCIATED COMPANIES

An associated company is a company over which the group has a significant influence, but which comprises neither a subsidiary nor a jointly controlled company. Significant influence means the ability to take part in the decision-making process determining the company's financial and business policies.

Investments in associated companies are reported using the equity method. According to this method, the interest in an associated company is first reported at the cost of acquisition, which is then increased or decreased by the proportionate share of the net profit or loss of the associated company. Shares in the profit or loss of an associated company are recognised in profit or loss, whereas the proportionate share of the other comprehensive income of the associated company is recognised in other comprehensive income. Dividends received from an associated company by the group reduce the carrying amount of the investment in the respective associated company.

## 2.6. FINANCIAL ASSETS

The recognition and derecognition of financial assets whose purchase or sale occurs at standard market conditions is performed as at the date of fulfilment. Initial recognition occurs at fair value plus costs of transaction. The exceptions are those financial assets categorised as being at "fair value through profit or loss". In such cases, the costs of transaction are not initially recognised and are directly reported as a profit or loss in the income statement.

### Categories of financial assets

When acquired, financial assets are allocated to the following categories based on their type and purpose:

- Financial assets at fair value through profit or loss (FAFVTPL)
- Held to maturity financial investments (HTM)
- Available for sale financial assets (AFS)
- Loans and receivables (LAR)



**Financial assets at fair value through profit or loss**

The financial assets at fair value through profit or loss primarily comprise financial assets held for trading. Derivatives are always defined as belonging to this class of trading assets, with the exception of those representing a financial guarantee or those designated as a hedge.

Financial assets at fair value through profit or loss are recognised at their fair value as at the balance sheet date. As is the case for interest income or dividends resulting from these financial instruments, any expense or income resulting from the subsequent measurement of the asset is reported through profit or loss for the respective period.

Income and expense from the measurement of foreign exchange transactions are reported within other operating income or other operating expenses, as the case may be, as these financial instruments are employed to limit and manage currency risks arising from operations.

Income arising from the measurement of other financial assets held for trading is also recognised like interest income and dividend from such financial assets in the consolidated income statement as "Financial income" or "Financial expenses".

**Held to maturity financial investments**

The Semperit Group does not hold any financial assets classified as "held to maturity financial investments".

**Available-for-sale financial assets**

Available-for-sale financial assets are non-derivative financial assets that are determined to be available-for-sale and cannot be allocated to any other category. Federal bonds and shares in funds held by the Semperit Group and equity instruments in other companies held as financial investments are categorised as being available-for-sale financial assets and recognised at fair value. Profits and losses resulting from fluctuations in fair value are recognised in the revaluation reserves under other comprehensive income. Interest income, dividends and losses arising from impairments are, on the other hand, recognised through profit or loss for the period under "Financial income" or "Financial expenses". The sale of such a financial asset or the determination of its value being impaired causes the cumulative income or expenses reported in the revaluation reserves to be reclassified as profit or loss.

**Loans and receivables**

Trade accounts receivable, loans and other receivables featuring preset or determinable payments and which are not listed on an active market are categorised as being loans and receivables. Loans and receivables are measured at amortised cost using the effective interest method, less any impairment.

### Impairment

Financial assets with the exception of those assets recognised at fair value through profit or loss are evaluated at the end of every reporting period for indications of impairment. Accounts receivable whose impairments cannot clearly be determined on an individual basis are also to be examined for such impairments at the portfolio level. An impairment with respect to a financial asset or group of financial assets is assumed and recognised if there is objective evidence of impairment as the result of one or more events which occurred since initial operation of the respective asset or group of assets, and this event or these events impacted or will impact the probable future cash flow of the respective asset or group of assets.

With respect to available-for-sale equity capital instruments, an ongoing reduction in their fair value which is of material importance or covers a longer period of time to a value below the cost of acquisition is considered to constitute objective evidence of impairment.

With respect to financial assets stated at amortised cost, the figure to be recognised as impairment corresponds to the difference between the carrying amount of the respective asset using the effective interest method and the present value of the estimated future cash flows of the asset. In principle, in case of impairment the carrying amount of the respective financial asset is directly reduced with the exception of impairments relating to accounts receivable, which are recognised in an allowance account. Account receivables are considered not recoverable if the loss of a receivable is finally established, and the receivables are derecognised based on the previously recognised allowances.

### Reversal of impairment

In cases in which a financial asset is first recognised as having undergone impairment and then experiences an appreciation in value in one of the following reporting periods which is objectively attributable to an event which occurred subsequently to the recognition of impairment, the impairment is to be reversed through profit or loss for the period in which the appreciation took place with the exception of impairment losses relating to the disposal of available-for-sale equity instruments.

With respect to available-for-sale equity instruments in which impairments were carried out in the past and reported in the income statement, appreciation in value is not reported in the period's profit and loss but rather in the revaluation reserves under other comprehensive income.

### Derecognition

A financial asset is derecognised upon expiry of the contractually stipulated entitlement to the cash flow or if the financial asset and more or less all the rights to its related risks and opportunities related to this asset are transferred to a third party.

## 2.7. INVENTORIES

Inventories are valued at the lower of cost and net realisable value. Adequate allowances are taken into account for stock risks resulting from the duration of storage or impaired usability. Valuation is generally based on the moving average method. Manufacturing costs encompass direct expenses as well as all variable and fixed overheads incurred by production. Interim profits or losses from intra-group deliveries of inventories are eliminated unless they are of immaterial significance.

## 2.8. EMISSION CERTIFICATES

Two companies in the Semperit Group (Semperit Technische Produkte GmbH and Semperflex Optimit s.r.o.) are subject to the Emission Certificate Act and receive emission certificates free of charge from public authorities. These emission certificates are not reported in the balance sheet (net method). In 2013 the Semperit Group was allocated 11,412 certificates free of charge (previous year: 26,592) and it purchased 18,212 certificates (previous year: 0) for EUR 30 thousand. 19,746 (previous year: 18,764) certificates were utilised and none were sold. A total of 44,519 emission certificates were unused as at 31 December 2013 (previous year: 34,641). Since all purchased certificates were fully utilised during the year, the carrying amount of the still available certificates is EUR 0 (previous year: EUR 0) as of 31.12.2013.

## 2.9. EQUITY AND DEBT CAPITAL INSTRUMENTS ISSUED BY THE GROUP

The contents of their respective contracts dictate whether financial instruments issued by the group are classified as being financial liabilities or equity.

An equity instrument is a contract giving rise to a residual claim on the assets of a company once all debts have been subtracted. Equity instruments are recognised in the amount of the issue proceeds minus directly attributable costs of issuance. These, in turn, are those which would not have been incurred had the equity instrument not been issued.

Profit or loss derived from the issuance, sale, buy-back or termination of equity capital instruments are neither recognised through profit or loss nor in other comprehensive income, but rather directly in equity less any tax effects.

## 2.10. RETIREMENT BENEFIT EXPENSES, PROVISIONS FOR PENSIONS AND SEVERANCE PAYMENTS

Contributions to defined contribution plans are recognised as expense if the employee has actually completed the service obliging the company to make this contribution.

In the case of defined benefit pension plans, the cost of providing the benefit is calculated using the projected unit credit method; for this purpose, an actuarial assessment is carried out at each balance sheet date. All remeasurements, especially actuarial gains and losses, are not recognised through profit or loss, but rather are reported under other comprehensive income in accordance with IAS 19 (2011).

The provision recognised in the balance sheet for defined benefit plans equals the present value of the benefits accruing to the employees as at the balance sheet date less the fair value of the plan assets required to settle the obligation as at the balance sheet date. Further particulars concerning provisions for retirement benefits and severance payments can be found in note 6.11.

## 2.11. OTHER PROVISIONS

Provisions are recognised for the group's present obligations of an uncertain amount and/or timing resulting from past events, the settlement of which is expected to result in an outflow of resources embodying economic benefits. These obligations may be of a legal or constructive nature. The recognised amount of the provision is determined on the basis of the best possible estimate to settle the obligation. If the obligation is not likely to be settled in the near future, the present value of the probable amount required to settle the obligation is recognised.

If it can be assumed that the amount required to settle the obligation will be completely or partially reimbursed by a third party, this reimbursement claim is recognised if and to the extent that it is virtually certain that such reimbursement will be received and its amount can be estimated reliably.

Provisions for long-service bonuses are calculated using the projected unit credit method in accordance with IAS 19 based on an actuarial assessment. Remeasurements (actuarial gains and losses) are reported in the income statement for the period as personnel expenses. This is explained further in note 6.12.

## 2.12. LIABILITIES FROM REDEEMABLE NON-CONTROLLING INTERESTS

Redeemable or temporary interests held by non-controlling shareholders of subsidiaries are considered to constitute financial liabilities and are recognised as "Liabilities under redeemable non-controlling interests".

They are recognised as current liabilities if they are due for settlement within one year after the balance sheet date or if the group has no unconditional right to delay payment by at least twelve months after the balance sheet date, and otherwise as non-current liabilities.

If the right to redeem is triggered by an event which cannot be influenced by the group, the liability is classified as current if the occurrence of the triggering event has taken place as of the balance sheet date, notwithstanding the fact that the group considers it to be improbable that the non-controlling shareholder will exercise the right of redemption within a twelve month period following the balance sheet date.

If the non-controlling shareholder exercises its right to redeem or the right to redeem expires within the agreed period, this results in the liquidation of the company. In this case the non-controlling shareholder must be compensated from the liquidation proceeds. If the non-controlling shareholder exercises its redemption right, the group can prevent the liquidation of the company by acquiring the non-controlling interest for a settlement equal to the pro-rata share of the company's value. However, in the event of redemption the acquisition of the non-controlling interest is at the sole discretion of the group.

The liability is initially recognised at its fair value, which as a rule equals the fair value of the non-controlling shareholder's interest at the time of the investment.

As IFRS does not provide any guidance on the subsequent measurement of such an obligation, a method has been determined pursuant to IAS 8 which takes into account the information requirements of the users of the financial statements and which presents a true and fair view of the assets, liabilities, financial position, cash flows and profit and loss of the group, and is neutral, i.e., does not contain any distorting influences, cautious and free of any material omissions. Thus, for the purposes of subsequent measurement at amortised cost, the amount of the liability initially recognised is increased by the share in profit or reduced by the share in loss accruing as of measurement date in accordance with the possibility described in the statement issued by the Institute of Public Auditors in Germany on individual issues relating to the recognition of financial instruments pursuant to IAS 32 (IDW RS HFA 45). In this connection, this share of profit or loss also includes the share in other comprehensive income. In addition, any amounts reported directly in equity are included in the measurement of the liability. Dividends distributed to non-controlling shareholders are deducted from the liability.

The interests of the non-controlling shareholders in the subsidiary's comprehensive income to be subsequently measured and any amounts recognised directly within the subsidiary's equity are recognised in the income statement and constitute financial expense for the group, which is disclosed separately as "Results attributable to redeemable non-controlling interests".

## 2.13. OTHER FINANCIAL LIABILITIES

Other financial liabilities are categorised as financial liabilities at fair value through profit and loss or as other financial liabilities.

### Financial liabilities at fair value through profit and loss

Financial liabilities are recognised at fair value through profit and loss (FLFVTPL) if

- they are held for trading; for this purpose, derivative financial instruments with the exception of those which constitute a financial guarantee or are designated as hedges and are effective as such are always deemed to be held for trading, or
- they have been designated as "financial liabilities at fair value through profit and loss", which may be of significance particularly if the financial liability in question forms part of a contract in which a derivative is embedded.

Financial liabilities at fair value through profit and loss are recognised at their fair value. As is the case for interest expense arising from these financial instruments, any expense or income resulting from the subsequent measurement of the asset is reported through profit or loss for the respective period.

Income and expense from the measurement of foreign exchange transactions are reported under "Other operating income" or other "Operating expenses", as the case may be, as these instruments are employed to effectively hedge currency risks arising from operations. Income and expenses arising from the measurement of financial liabilities, as is the case with interest expense arising from such liabilities, are recognised as "Financial income" or "Financial expenses".

There are currently no financial liabilities in the Semperit Group designated as measured at fair value through profit or loss.

#### Other financial liabilities

Other financial liabilities, including loans raised, are initially recognised at their fair value net of transaction costs. They are then subsequently measured at amortised cost in accordance with the effective interest method.

The effective interest rate is the interest rate which, when used to discount the payments expected to be made until settlement of the respective financial liability, results in a present value that exactly matches the carrying amount of the financial liability at the time of initial recognition.

#### Derecognition

A financial liability is derecognised if and to the extent that the underlying obligation has been settled or terminated or has expired.

## 2.14. DERIVATIVE FINANCIAL INSTRUMENTS

In addition to operating measures, individual derivative financial instruments, particularly forward foreign exchange transactions, are used to hedge currency risks. Hedge accounting as defined in IAS 39 is not applied to forward foreign exchange transactions as the conditions for this are not satisfied. They are therefore recognised as financial instruments held for trading and measured at the value that the respective company would achieve or would have to pay should the business be disposed of at the end of the reporting period. Positive market values as of the balance sheet date are recognised under "Other financial assets" and negative market values under "Other financial liabilities."

In order to hedge interest rate risks, interest rate swaps are used for portions of the balance related to variable-interest liabilities. In these situations, the Semperit Group pays a fixed rate of interest and receives in return a variable rate of interest. These interest rate swaps, which are designated as hedges in accordance with IAS 39, are accounted for as cashflow hedges if the retrospective and prospective effectiveness measurements and the documentation of the hedging strategy are fulfilled as required by IAS 39.

Derivatives designated as hedging instruments are accounted for at fair value. The effective portion of unrealised gains and losses (as per the effectiveness measurement) is recognised in other comprehensive income. The ineffective portion is recognised in profit and loss of the period as "Financial income" or "Financial expense". As soon as the hedged transaction is realised (e.g., an interest payment), the amount recognised in other comprehensive income is reclassified to the income statement.



## 2.15. BORROWING COSTS

Borrowing costs that are directly attributable to the acquisition, construction or production of qualifying assets, i.e., assets, the acquisition, construction or production of which entail a substantial period of time for their intended use or sale, are included in the cost of such assets up until the date on which they become chiefly available for their intended use or sale. Otherwise, incidental borrowing costs are recognised in profit or loss as "Financial expense" of the period in which they are incurred.

## 2.16. INCOME TAXES

The income taxes recognised in the consolidated income statement represent the sum arising from current and deferred tax expense/tax income. As a matter of principle, current and deferred income taxes are reported as expense or income through profit or loss for the period. The tax effects of items recognised in other comprehensive income (i.e., directly under equity) are also recognised in other comprehensive income (i.e., directly under equity). Similarly, in connection with a business combination, the tax effect arising from the measurement of the assets and liabilities is not recorded in profit and loss but included in the business combination accounting.

Current income tax expense is calculated on the basis of the taxable profit for the period in question. The taxable profit differs from the earnings before tax listed in the consolidated income statement. This difference is caused by expenses and income which are either recognised for tax purposes in a period after the balance sheet date, or are never taxable or tax-deductible.

Deferred taxes are accounted for in respect of temporary differences between the carrying amount of an asset or liability in the consolidated financial statements and the tax base of such asset or liability equalling the expected future tax charge or refund.

Deferred tax assets are recognised if and to the extent that taxable profit will be available and can be offset against the deductible temporary differences. Similarly, deferred tax assets are recognised for advantages arising from carry forwards of tax losses if and to the extent that it is sufficiently certain that future taxable profit will be available against which the tax losses carried forward can be utilised.

However, the recognition of deferred taxes does not apply to temporary differences arising from the initial recognition of goodwill or an asset or liability arising from a transaction, with the exception of a business combination which at the time of the transaction does not affect either earnings before tax or taxable earnings.

Deferred tax effects of taxable temporary differences in connection with investments in subsidiaries and associated companies are furthermore accrued unless the group is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not be reversed in the foreseeable future. The future tax effects of deductible temporary differences involving investments held in subsidiaries and associated companies are only accrued if and to the extent that it is probable that sufficient future taxable profit will be available against which these tax-deductible temporary differences can be utilised and it can be assumed that these deductible temporary differences will be reversed in the foreseeable future.

The carrying amount of deferred tax assets as at the balance sheet date is examined and adjusted if and to the extent that it is no longer probable that sufficient taxable profit will be available against which the tax asset can be utilised.

Deferred tax assets and liabilities are determined using the tax laws and rates prevailing or substantively enacted as at the balance sheet date and which will be applicable as of the probable date of reversal of the differences. The measurement of deferred income tax assets and liabilities also reflects the tax consequences that arise from the manner in which the group expects to recover or settle the carrying amount of its assets and liabilities from which the underlying temporary difference is derived.

Deferred tax assets and liabilities of one and the same taxable entity are offset if they relate to income taxes levied by the same taxation authority and the entity has a legally enforceable right to set off the recognised amounts. The tax group formed in Austria in accordance with Section 9 of the Corporation Tax Act is deemed to constitute a taxable entity for this purpose.

## 2.17. MATERIAL ASSUMPTIONS AND ESTIMATES

The preparation of the consolidated financial statements calls for estimates and assumptions to be made by management concerning the future and affecting the assets and liabilities recognised in the balance sheet, the disclosure of other obligations as at the end of the reporting period and the recognition of income and expenses during the year. The actual amounts recorded may differ from amounts based on the assumptions and estimates made.

The recoverability of the carrying amount of goodwill is determined once a year and in the event of any circumstances allowing impairment to be inferred. The recoverability of the carrying amount of tangible assets must be investigated upon any evidence of permanent impairment arising. Recoverability of the carrying amount is determined on the basis of forward-looking assumptions such as company planning, future inflation- and growth rates, currency trends as well as specific market, sector and company discount rates. Any changes in these assumptions may result in impairments in future periods (for carrying amounts and specific assumptions – see note 6.1.).

Assumptions and estimates also have to be made when determining the useful life of intangible assets with a finite useful life and tangible assets (carrying amounts – see notes 6.1. and 6.2).

The recognition of deferred tax assets is based on the assumption that there will be sufficient taxable profit against which deductible temporary differences and/or tax loss carry forwards can be offset in the future. If actual future taxable profit differs from assumptions, this may render the utilisation of deferred income tax assets unlikely and result in an impairment of the value of these assets (carrying amounts – see note 6.8).

When calculating net realisable values in the course of inventory valuation at the balance sheet date, the group's management is required to make estimates about pricing and developments in the market (see notes 2.7 and 6.3).

When subsequently measuring receivables as at the balance sheet date, assumptions regarding the probability of default are made (carrying amounts – see note 6.4).

The actuarial assumptions underlying the measurement of the provisions for retirement benefits and severance payments are based on estimates concerning interest rates, expected returns on plan assets, salary increases, fluctuation, retirement ages and life expectancy. Any changes in these assumptions may result in a substantially different valuation (for carrying amounts, specific assumptions and sensitivity analysis – see note 6.11.).

For the calculation of other provisions, estimates must be made as to the probability of utilisation and the expected cash outflow. These estimates may be subject to changes that result in substantially different amounts being recognised at the end of future reporting periods (carrying amounts – see note 6.12).

The fair value of derivative financial instruments as well as of financial liabilities and the corporate Schuldschein loan note is determined based on a current estimate of the rating of the Semperit Group by the group's management (see note 6.17).

The estimates and underlying assumptions are reviewed regularly and, where necessary, adjusted.

## 3. Consolidated companies

### 3.1. SUBSIDIARIES (FULLY CONSOLIDATED)

|  | Currency | 31.12.2013<br>Authorised<br>share<br>capital<br>in '000s | Direct<br>holding<br>in % | Group<br>holding<br>in % | 31.12.2012<br>Authorised<br>share<br>capital<br>in '000s | Direct<br>holding<br>in % | Group<br>holding<br>in % |
|--|----------|--|---------------------------|--------------------------|--|---------------------------|--------------------------|
| <b>Europe</b>  |          |  |                           |                          |  |                           |                          |
| Semperit Aktiengesellschaft Holding,<br>Wien, Austria  | EUR      | 21,359   |                           |                          | 21,359   |                           |                          |
| Semperit Technische Produkte Gesellschaft<br>m.b.H., Wien, Austria                             | EUR      | 10,901   | 100.00                    | 100.00                   | 10,901   | 100.00                    | 100.00                   |
| Arcit Handelsgesellschaft m.b.H., Wien,<br>Austria   | EUR      | 36   | 100.00                    | 100.00                   | 36   | 100.00                    | 100.00                   |
| PA 82 WT Holding GmbH, Wien, Austria   | EUR      | 35   | 100.00                    | 100.00                   | 35   | 100.00                    | 100.00                   |
| Semperflex Rivalit GmbH,<br>Waldböckelheim, Germany  | EUR      | 1,281  | 100.00                    | 100.00                   | 1,281  | 100.00                    | 100.00                   |
| Semperit Gummiwerk Deggendorf GmbH,<br>Deggendorf, Germany                                     | EUR      | 2,050  | 100.00                    | 100.00                   | 2,050  | 100.00                    | 100.00                   |
| Semperit Technische Produkte GmbH,<br>Gevelsberg, Germany                                      | EUR      | –  | –                         | –                        | 50   | 100.00                    | 100.00                   |
| Semperit (France) S.A.R.L., Levallois Perret,<br>France  | EUR      | 495  | 100.00                    | 100.00                   | 495  | 100.00                    | 100.00                   |
| Sempertrans France Belting Technology<br>S.A.S., Argenteuil, France                            | EUR      | 3,165  | 100.00                    | 100.00                   | 3,165  | 100.00                    | 100.00                   |
| Sempertrans Maintenance France<br>Méditerranée E.U.R.L., Argenteuil, France                    | EUR      | –  | –                         | –                        | 165  | 100.00                    | 100.00                   |
| Sempertrans Maintenance France Nord<br>E.U.R.L., Argenteuil, France                            | EUR      | 176  | 100.00                    | 100.00                   | 176  | 100.00                    | 100.00                   |
| Semperit Industrial Products Ltd.,<br>Davenport, Great Britain                                 | GBP      | 750  | 100.00                    | 100.00                   | 750  | 100.00                    | 100.00                   |
| Semperflex Roiter S.r.l., Rovigo, Italy  | EUR      | 750  | 100.00                    | 100.00                   | 750  | 100.00                    | 100.00                   |
| Semperit Ibèrica S.A., Barcelona, Spain  | EUR      | 256  | 100.00                    | 100.00                   | 156  | 100.00                    | 100.00                   |
| Sempertrans Belchatów Sp. z o.o.,<br>Belchatów, Poland   | PLN      | 7,301  | 100.00                    | 100.00                   | 7,301  | 100.00                    | 100.00                   |
| Fabryka Lin „Stolin“ Sp. z o.o., Belchatów,<br>Poland  | PLN      | 800  | 100.00                    | 100.00                   | 800  | 100.00                    | 100.00                   |
| Semperit Tekniska Produkter Aktiebolag,<br>Skärholmen, Sweden                                  | SEK      | 800  | 100.00                    | 100.00                   | 800  | 100.00                    | 100.00                   |
| Semperflex Optimit s.r.o., Odry, Czech<br>Republic   | CZK      | 470,318  | 100.00                    | 100.00                   | 470,318  | 100.00                    | 100.00                   |
| Semperflex A.H. s.r.o., Odry, Czech<br>Republic  | CZK      | 100  | 100.00                    | 100.00                   | 100  | 100.00                    | 100.00                   |
| Sempermed Kft., Sopron, Hungary  | EUR      | 3,680  | 100.00                    | 100.00                   | 3,680  | 100.00                    | 100.00                   |
| Semperform Kft., Sopron, Hungary   | HUF      | 243,000  | 100.00                    | 100.00                   | 243,000  | 100.00                    | 100.00                   |
| Sempermed Magyarország Kft., Budapest,<br>Hungary  | HUF      | 3,000  | 100.00                    | 100.00                   | 3,000  | 100.00                    | 100.00                   |
| Wohlfahrtseinrichtung für die Arbeiter und<br>Angestellten der Semperit GmbH, Wien,<br>Austria | EUR      | 36   | 100.00                    | 100.00                   | 36   | 100.00                    | 100.00 <sup>3)</sup>     |

|   | Currency | 31.12.2013<br>Authorised<br>share<br>capital<br>in '000s | Direct<br>holding<br>in % | Group<br>holding<br>in % |                  | 31.12.2012<br>Authorised<br>share<br>capital<br>in '000s | Direct<br>holding<br>in % | Group<br>holding<br>in % |
|---|----------|--|---------------------------|--------------------------|------------------|--|---------------------------|--------------------------|
| <b>The Americas</b>   |          |  |                           |                          |                  |  |                           |                          |
| Sempermed Brazil Comércio Exterior Ltda.<br>Piracicaba, Brazil  | BRL      | 12,547   | 100.00                    | 50.00                    | <sup>1) 2)</sup> | 12,547   | 100.00                    | 50.00 <sup>1) 2)</sup>   |
| Semperit Brasil Produtos Técnicos Ltda.,<br>Sao Paulo, Brazil   | BRL      | 411  | 100.00                    | 100.00                   |                  | 150  | 100.00                    | 100.00                   |
| Sempermed USA Inc., Clearwater, Florida,<br>USA   | USD      | 4,000  | 75.00                     | 50.00                    | <sup>1) 2)</sup> | 4,000  | 75.00                     | 50.00 <sup>1) 2)</sup>   |
| Semperit Industrial Products Inc., Fair<br>Lawn, New Jersey, USA  | USD      | 1  | 100.00                    | 100.00                   |                  | 1  | 100.00                    | 100.00                   |
| Semperit Productos Técnicos SpA,<br>Santiago de Chile, Chile  | CLP      | 46,000   | 100.00                    | 100.00                   |                  | –  | –                         | –                        |
| <b>Asia</b>   |          |  |                           |                          |                  |  |                           |                          |
| Semperflex Shanghai Ltd., Shanghai, China   | USD      | 15,000   | 50.00                     | 50.00                    | <sup>1) 2)</sup> | 15,000   | 50.00                     | 50.00 <sup>1)</sup>      |
| Semperit (Shanghai) Management Co.<br>Ltd., Shanghai, China   | USD      | 2,000  | 100.00                    | 100.00                   |                  | 2,000  | 100.00                    | 100.00                   |
| Sempertrans Best (Shandong) Belting Co.<br>Ltd., Shandong, China  | EUR      | 20,000   | 80.00                     | 80.00                    | <sup>2)</sup>    | 20,000   | 80.00                     | 80.00 <sup>2)</sup>      |
| Shanghai Semperit Rubber & Plastic<br>Products Co. Ltd., Shanghai, China                                  | EUR      | 2,471  | 90.00                     | 90.00                    | <sup>2)</sup>    | 2,471  | 90.00                     | 90.00 <sup>2)</sup>      |
| Shanghai Sempermed Glove Sales Co Ltd.<br>(vormals Shanghai Sempermed Gloves Co<br>Ltd.), Shanghai, China | USD      | 1,000  | 100.00                    | 50.00                    | <sup>1) 2)</sup> | 6,000  | 100.00                    | 50.00 <sup>1) 2)</sup>   |
| Sempertrans Nirlon Pte. Ltd., Maharashtra,<br>Roha, India   | INR      | 230,769  | 100.00                    | 100.00                   |                  | 230,769  | 100.00                    | 100.00                   |
| FormTech Engineering (M) Sdn Bhd,<br>Malaysia   | MYR      | 7,000  | 82.86                     | 41.43                    | <sup>1) 2)</sup> | 7,000  | 82.86                     | 41.43 <sup>1) 2)</sup>   |
| Latexx Partners Berhad, Kamunting,<br>Malaysia  | MYR      | 119,536  | 98.11                     | 98.11                    |                  | 111,708  | 85.94                     | 85.94                    |
| Latexx Manpower Services Sdn Bhd,<br>Kamunting, Malaysia  | MYR      | 0.002  | 100.00                    | 98.11                    |                  | 0.002  | 100.00                    | 85.94                    |
| Latexx Manufacturing Sdn Bhd,<br>Kamunting, Malaysia  | MYR      | 3,000  | 100.00                    | 98.11                    |                  | 3,000  | 100.00                    | 85.94                    |
| Medtexx Manufacturing Sdn Bhd,<br>Kamunting, Malaysia   | MYR      | 5,000  | 100.00                    | 98.11                    |                  | 5,000  | 100.00                    | 85.94                    |
| Total Glove Company Sdn Bhd,<br>Kamunting, Malaysia   | MYR      | 10   | 50.01                     | 49.06                    |                  | 10   | 50.01                     | 42.98                    |
| Worldmed Manufacturing Sdn Bhd,<br>Kamunting, Malaysia  | MYR      | 500  | 100.00                    | 98.11                    |                  | 500  | 100.00                    | 85.94                    |
| Semperit Industrial Products Singapore Pte<br>Ltd., Singapore   | SGD      | 191  | 100.00                    | 100.00                   |                  | 191  | 100.00                    | 100.00                   |
| Semperit Investments Asia Pte Ltd.,<br>Singapore  | EUR      | 154,000  | 100.00                    | 100.00                   |                  | 50   | 100.00                    | 100.00                   |
| Sempermed Singapore Pte Ltd., Singapore   | USD      | 8,000  | 50.00                     | 50.00                    | <sup>1) 2)</sup> | 8,000  | 50.00                     | 50.00 <sup>1) 2)</sup>   |
| Semperflex Asia Corp. Ltd., Hatyai,<br>Thailand   | THB      | 380,000  | 50.00                     | 50.00                    | <sup>1) 2)</sup> | 380,000  | 50.00                     | 50.00 <sup>1) 2)</sup>   |
| Semperform Pacific Corp. Ltd., Hatyai,<br>Thailand  | THB      | –  | –                         | –                        |                  | 15,000   | 50.00                     | 50.00 <sup>1) 2)</sup>   |
| Siam Sempermed Corp. Ltd., Hatyai,<br>Thailand  | THB      | 200,000  | 50.00                     | 50.00                    | <sup>1) 2)</sup> | 200,000  | 50.00                     | 50.00 <sup>1) 2)</sup>   |

1) As the Chairman of the Board of Directors of the Semperit Group has the right to cast a deciding vote, the group has a controlling influence over the company.

2) The investments of other shareholders are reported as redeemable non-controlling interests.

3) Not consolidated due to a lack of materiality

### 3.2. ASSOCIATED COMPANIES (EQUITY METHOD)

| Foreign   | Currency | Nominal capital in thousand | Group holding in % |
|---|----------|-----------------------------|--------------------|
| Synergy Health Allershausen GmbH, Allershausen, Germany | EUR      | 512                         | 37.5               |

The company is included in the consolidated financial statements using the equity method. The group's investment and the nominal capital of the company remained unchanged in the 2013 financial year.

The carrying amount of the investment in this associated company as at 31 December 2013 is EUR 1,419 thousand (previous year: EUR 1,026 thousand). A share in the profit totalling EUR 599 thousand was recognised in the consolidated income statement (previous year: EUR 259 thousand). No other comprehensive income attributable to the associated company had to be taken into account.

The balance sheet date of the company is 31 March. The update to 31 December is based on the company's internal reporting, which is then submitted for the consolidated financial statements of the Semperit Group. The company reported the following audited figures (100%) as at the local balance sheet date on 31 March:

| in EUR thousand               | 31.3.2013    | 31.3.2012    |
|-------------------------------|--------------|--------------|
| <b>Assets</b>                 |              |              |
| Non-current assets            | 5,185        | 5,302        |
| Current assets                | 986          | 436          |
|                               | <b>6,171</b> | <b>5,738</b> |
| <b>Equity and liabilities</b> |              |              |
| Equity                        | 3,661        | 2,734        |
| Non-current provisions        | 276          | 276          |
| Non-current liabilities       | 1,500        | 1,500        |
| Current provisions            | 499          | 445          |
| Current liabilities           | 235          | 784          |
|                               | <b>6,171</b> | <b>5,738</b> |

| in EUR thousand    | 2012 / 13 | 2011/12 |
|--------------------|-----------|---------|
| Revenue            | 3,541     | 3,438   |
| Earnings after tax | 927       | 691     |

### 3.3. CHANGES IN THE SCOPE OF CONSOLIDATION

#### Newly founded companies, mergers, liquidations 2013

In January 2013 Semperit Productos Técnicos, SpA, Chile, was founded. This company is responsible for the marketing of medical gloves.

The company Semperform Pacific Corp. Ltd., Thailand (group share 50%) was liquidated on 5 November 2013.



The French company Sempertrans Maintenance France Méditerranée E.U.R.L. was merged in 2013 with its direct parent company Sempertrans France Belting Technology S.A.S., France (SFBT).

In addition, in 2013 the German company Semperit Technische Produkte GmbH merged with the company Semperflex Rivalit GmbH, Germany.

#### **Newly founded companies 2012**

Semperit (Shanghai) Management Co.- Ltd., China, a wholly-owned subsidiary of the Semperit Group, commenced its operations in the first half of 2012. The company provides management-, finance-, human resources- and procurement functions for the Chinese market.

In the third quarter of 2012 Semperit Investments Asia Pte Ltd., Singapore, was founded as a new operating holding company in the Sempermed segment.

#### **Mergers 2012**

In November 2012 the Semperit Group acquired an 85.94% investment in Latexx Partners Berhad, Kamunting, Malaysia and its five subsidiaries. The non-controlling interest in the acquired company was measured at fair value totaling EUR 22,334 thousand. The purchase price, which was fully paid in cash, amounted to EUR 130,935 thousand. As part of the acquisition, net assets with a fair value of EUR 55,712 thousand were acquired and goodwill of EUR 97,558 thousand was recognised. For further details on this business combination, see the 2012 annual report.

### **3.4. EQUITY TRANSACTIONS**

In April 2013 Semperit Group made another tender offer to the shareholders of Latexx Partners Berhad, Kamunting, Malaysia, to acquire all shares and warrants; this offer, including the extension period, continued until 30 August 2013. As of 30 September 2013 Semperit Group acquired a further 12.17% interest in Latexx Partners, increasing the Group's total investment from 85.94% to now 98.11%. After 30 September 2013 there were no further changes in the group's investment.

This transaction was accounted for as an equity transaction. The difference between the derecognition of the carrying amount of the non-controlling interests (EUR 19,529 thousand) and the fair value of the consideration paid (EUR 19,500 thousand) totalled EUR 29 thousand. This difference was recognised directly in equity and is presented in the consolidated statement of changes in equity as a change in the position "Other revenue reserves".

## 4. Segment reporting

The segment report is prepared in accordance with IFRS 8 using the “management approach” and is based on the internal reports submitted to the Management Board of Semperit AG Holding in its capacity as the chief operating decision maker on the allocation of resources to the segments.

The segments have been defined by product group. They are managed separately and correspond to the Semperit Group’s divisions.

The Semperit Group thus comprises four reportable segments:

- Sempermed
- Semperflex
- Sempertrans
- Semperform

The **Sempermed** segment produces gloves by means of an immersion technology and sells these gloves throughout the world. The product portfolio encompasses examination, protective and surgical gloves.

The **Semperflex** segment sells low-pressure and high-pressure hoses. These hoses are reinforced with textiles (industrial hoses) or metal wires (hydraulic hoses).

The **Sempertrans** segment focuses on the manufacturing and marketing of transport and conveyor belts, which are reinforced with either textile or steel carcasses.

**Semperform** produces and markets moulded goods; the focus of its business activities is in Europe. Rubber and plastics serve as the main raw materials. The individual product groups are manufactured on the basis of different technologies.

The accounting and measurement methods used in determining segment earnings, assets and liabilities are identical to those described in Section 2. Segment earnings comprise EBIT and are derived in the same manner as EBIT in the consolidated income statement. This is the figure reported to the Management Board for purposes of resource allocation and performance measurement.

### Segment reporting by division

The segment reporting by division is based on internal management and reporting.

| 2013 in EUR thousand  | Semper-med | Semper-flex | Semper-trans | Semper-form | Corporate Center and inter-company transactions | Group   |
|---|------------|-------------|--------------|-------------|---|---------|
| Revenue   | 434,885    | 186,137     | 154,514      | 130,806     | 0   | 906,342 |
| EBITDA  | 58,663     | 41,471      | 23,920       | 24,710      | -16,307   | 132,458 |
| EBIT = segment result   | 36,647     | 29,718      | 19,386       | 18,636      | -16,598   | 87,789  |
| Depreciation and amortisation of tangible and intangible assets | -21,597    | -11,754     | -4,174       | -5,733      | -291  | -43,549 |
| Impairments to tangible and intangible assets                   | -419       | 0           | -359         | -342        | 0   | -1,120  |
| Write-ups of tangible and intangible assets                     | 40         | 0           | 0            | 0           | 0   | 40      |
| Trade working capital   | 91,743     | 42,563      | 40,265       | 18,071      | -6,051  | 186,591 |
| Segment assets  | 432,055    | 164,264     | 128,932      | 84,880      | 41,988  | 852,118 |
| Segment liabilities   | 170,250    | 52,252      | 34,695       | 27,452      | 153,316   | 437,966 |
| Cash-effective investments in tangible and intangible assets    | 33,154     | 5,984       | 6,776        | 3,106       | 697   | 49,716  |
| Investments in associated companies                             | 1,419      | 0           | 0            | 0           | 0   | 1,419   |
| Employees (at balance sheet date)                               | 7,007      | 1,467       | 968          | 743         | 91  | 10,276  |

| 2012 in EUR thousand  | Semper-med | Semper-flex | Semper-trans | Semper-form | Corporate Center and inter-company transactions | Group   |
|---|------------|-------------|--------------|-------------|---|---------|
| Revenue   | 383,494    | 180,609     | 143,755      | 120,715     | 0   | 828,573 |
| EBITDA  | 41,543     | 38,575      | 21,193       | 20,427      | -13,080   | 108,658 |
| EBIT = segment result   | 27,624     | 27,616      | 15,982       | 14,644      | -13,359   | 72,507  |
| Depreciation and amortisation of tangible and intangible assets | -13,920    | -10,919     | -4,607       | -5,743      | -279  | -35,467 |
| Impairments to tangible and intangible assets                   | 0          | -39         | -605         | -40         | 0   | -683    |
| Write-ups of tangible and intangible assets                     | 136        | 0           | 2,442        | 0           | 0   | 2,577   |
| Trade working capital   | 106,152    | 41,804      | 49,493       | 17,955      | -3,314  | 212,090 |
| Segment assets  | 441,710    | 152,662     | 121,928      | 70,258      | 37,901  | 824,458 |
| Segment liabilities   | 270,706    | 46,459      | 30,555       | 23,714      | 25,030  | 396,464 |
| Cash-effective investments in tangible and intangible assets    | 19,950     | 15,025      | 1,860        | 3,770       | 630   | 41,235  |
| Investments in associated companies                             | 1,026      | 0           | 0            | 0           | 0   | 1,026   |
| Employees (at balance sheet date)                               | 6,548      | 1,315       | 958          | 691         | 65  | 9,577   |

The income and expenses of companies involved in production and distribution in more than one segment are subdivided and allocated to the appropriate segments so that no further eliminations are necessary. The corporate center consists of Semperit AG Holding, which is not involved in operating activities, and those parts of a management company in China and of a service company in Singapore that are assigned to the Corporate Center. Internal charging and allocations of corporate center costs are already allocated to the segments as far as possible. All assets in the group are assigned to the segments with the exception of the assets of Semperit AG Holding, the non-operating parent company, and those assets of a management company in China and a service company in Singapore that

are assigned to the corporate center. A large percentage of the assets can be clearly assigned to the respective segments as the companies operate in only one segment. The cash and cash equivalents of Semperit Technische Produkte GmbH are assigned in equal portions to the segments in which the company is active. The assets of the sales companies are classified according to the revenue which is generated.

All of the group's liabilities are allocated to the segments with the exception of the liabilities attributable to Semperit AG Holding and those liabilities of a management company in China and a service company in Singapore that are assigned to the corporate center. A large percentage of the liabilities can be clearly assigned to the respective segments as the companies operate in only one segment. Liabilities of Semperit Technische Produkte GmbH are assigned in equal portions to the segments in which the company is active. Liabilities held by sales companies are classified according to the revenue which is generated.

### Segment reporting by geographical area

Group activities are primarily conducted in Europe, Asia and the Americas.

Pursuant to IFRS 8, information on revenue is presented in accordance with the location of the customers, with details on non-current assets and investments impacting cash based on the respective locations of the different companies belonging to the Semperit Group.

Semperit does not depend on any one customer for more than 10% of its total revenue.

| in EUR thousand      | 2013                                |                            |                       | 2012                                |                            |                       |
|----------------------|-------------------------------------|----------------------------|-----------------------|-------------------------------------|----------------------------|-----------------------|
|                      | Non-current assets <sup>2) 3)</sup> | Cash-effective investments | Revenue <sup>1)</sup> | Non-current assets <sup>2) 3)</sup> | Cash-effective investments | Revenue <sup>1)</sup> |
| Austria              | 41,256                              | 12,528                     | 34,135                | 31,673                              | 8,707                      | 31,372                |
| EU excluding Austria | 68,731                              | 11,599                     | 445,602               | 67,873                              | 9,063                      | 378,569               |
| Total for EU         | 109,987                             | 24,127                     | 479,737               | 99,546                              | 17,770                     | 409,941               |
| Rest of Europe       | 0                                   | 0                          | 75,365                | 0                                   | 0                          | 73,135                |
| Total for Europe     | 109,987                             | 24,127                     | 555,103               | 99,546                              | 17,770                     | 483,076               |
| Asia                 | 253,569                             | 25,516                     | 128,124               | 279,528                             | 23,336                     | 102,349               |
| The Americas         | 5,645                               | 73                         | 196,137               | 3,535                               | 129                        | 211,693               |
| Rest of the world    | 0                                   | 0                          | 26,979                | 0                                   | 0                          | 31,455                |
| <b>Group</b>         | <b>369,201</b>                      | <b>49,716</b>              | <b>906,342</b>        | <b>382,609</b>                      | <b>41,235</b>              | <b>828,573</b>        |

<sup>1)</sup> After eliminating internal revenue

<sup>2)</sup> Consolidation entries are assigned to the regions whenever possible.

<sup>3)</sup> Non-current assets do not include deferred income tax assets, financial investments and shares in associates.

## 5. Notes to the consolidated income statement

### 5.1. REVENUE

Detailed information on the revenues of the various divisions and regions is provided in the segment reporting.

### 5.2. OTHER OPERATING INCOME

| in EUR thousand   | 2013          | 2012          |
|---|---------------|---------------|
| Exchange rate gains                                       | 15,814        | 11,931        |
| Income from the sale of property, plant and equipment     | 279           | 4,337         |
| Insurance claims  | 2,707         | 4,405         |
| Income from forward exchange transactions                 | 1,670         | 3,674         |
| Reversals of impairments on property, plant and equipment | 40            | 2,577         |
| Sale of by-products and waste materials                   | 844           | 1,080         |
| Rental income   | 322           | 304           |
| Other   | 2,707         | 4,462         |
|   | <b>24,385</b> | <b>32,770</b> |

### 5.3. COST OF MATERIALS AND PURCHASED SERVICES

| in EUR thousand    | 2013           | 2012           |
|--------------------|----------------|----------------|
| Costs of materials | 440,015        | 445,202        |
| Purchased services | 70,652         | 55,801         |
|                    | <b>510,667</b> | <b>501,003</b> |

### 5.4. PERSONNEL EXPENSES

Personnel expenses include the following items:

| in EUR thousand   | 2013           | 2012           |
|---|----------------|----------------|
| Wages   | 55,269         | 47,461         |
| Salaries  | 69,376         | 54,597         |
| Termination compensation  | 1,883          | 1,519          |
| Retirement benefit expenses   | 1,361          | 1,469          |
| Statutory social security expenses and other compulsory wage-related payments | 22,304         | 20,133         |
| Other social security expenses  | 2,611          | 2,264          |
|   | <b>152,802</b> | <b>127,444</b> |

The average number of people employed by the Semperit Group is as follows:

|                      | 2013         | 2012         |
|----------------------|--------------|--------------|
| Blue-collar workers  | 7,827        | 6,344        |
| White-collar workers | 2,172        | 1,961        |
|                      | <b>9,999</b> | <b>8,305</b> |

The average number of employees in Austria totalled 721 (previous year: 707).

In the 2013 financial year, the remuneration paid to the active members of the Management Board totalled EUR 2,062 thousand (previous year: EUR 2,176 thousand), of which EUR 942 thousand (previous year: EUR 738 thousand) consisted of variable salary components. As a result of changes to the composition of the Management Board during the year, comparing total compensation with the previous year is of limited value.

In addition, payments amounting to EUR 271 thousand were made to the former Management Board member Richard Stralz. In 2012 payments totalling EUR 847 thousand were made on termination of his employment relationship.

The remuneration paid to the former Chairman of the Management Board Rainer Zellner in 2013 amounted to EUR 727 thousand (previous year: EUR 1,008 thousand). In 2013 payments totalling EUR 838 thousand were made on termination of his employment relationship.

The expenses for pensions and severance payments for the active Management Board members amounted to EUR 114 thousand (previous year: EUR 210 thousand). Of this amount, EUR 82 thousand (previous year: EUR 64 thousand) is attributable to contribution-based severance and pension commitments.

## 5.5. OTHER OPERATING EXPENSES

Other operating expenses comprise the following:

| in EUR thousand                     | 2013           | 2012           |
|-------------------------------------|----------------|----------------|
| Maintenance                         | 38,826         | 33,720         |
| Outgoing freight                    | 23,885         | 20,986         |
| Exchange rate losses                | 15,229         | 13,840         |
| Commission and advertising costs    | 8,446          | 8,409          |
| Legal, consulting and auditing fees | 12,204         | 8,350          |
| Travel expenses                     | 9,772          | 7,925          |
| Insurance premiums                  | 4,618          | 3,980          |
| Other taxes                         | 3,216          | 3,771          |
| Rental and leasing expenses         | 4,780          | 3,592          |
| Communications                      | 2,457          | 2,102          |
| Bank expenses                       | 815            | 1,900          |
| Fees, subscriptions and donations   | 831            | 1,147          |
| Expenses from currency forwards     | 1,852          | 1,123          |
| Other                               | 18,847         | 13,305         |
|                                     | <b>145,776</b> | <b>124,150</b> |

The expenses for the auditors of the consolidated financial statements, Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H. of Vienna, are as follows:

| in EUR thousand  | 2013       | 2012       |
|--|------------|------------|
| Auditing of consolidated and separate financial statements | 187        | 180        |
| Other valuation and certification services                 | 50         | 60         |
| Other services   | 138        | 0          |
|  | <b>375</b> | <b>240</b> |

## 5.6. DEPRECIATION AND AMORTISATION ON TANGIBLE AND INTANGIBLE ASSETS

| in EUR thousand               | 2013          | 2012          |
|-------------------------------|---------------|---------------|
| Depreciation and amortisation | 43,549        | 35,467        |
| Impairments                   | 1,120         | 683           |
|                               | <b>44,669</b> | <b>36,151</b> |

The impairments relate to a customer base in the Sempermed segment, intellectual property rights in the Semperform segment, and technical equipment and machines in the Semperform and Sempertrans segments (see notes 6.1 and 6.2).

## 5.7. FINANCIAL RESULT

| in EUR thousand   | 2013           | 2012           |
|---|----------------|----------------|
| <b>Financial income</b>   |                |                |
| Income from securities  | 278            | 410            |
| Interest and related income   | 1,664          | 1,748          |
|   | <b>1,941</b>   | <b>2,158</b>   |
| <b>Financial expenses</b>   |                |                |
| Losses on the disposal of financial assets                              | -153           | -170           |
| Other expenses on financial assets                                      | -92            | 0              |
| Interest and other financial expenses                                   | -3,792         | -1,026         |
|   | <b>-4,037</b>  | <b>-1,196</b>  |
| <b>Profit/loss attributable to redeemable non-controlling interests</b> | <b>-14,776</b> | <b>-15,006</b> |
| <b>Financial result</b>   | <b>-16,872</b> | <b>-14,044</b> |



Net income from available-for-sale financial assets breaks down as follows:

| in EUR thousand   | 2013       | 2012       |
|---|------------|------------|
| <b>Net income recognised directly in profit and loss</b>            |            |            |
| Income from available-for-sale financial assets                     | 278        | 410        |
| Losses on the disposal of financial assets                          | -153       | -170       |
|   | <b>125</b> | <b>240</b> |
| <b>Net income/expenses recognised in other comprehensive income</b> |            |            |
| Revaluation gains/losses for the period                             | -100       | 146        |
| Reclassification to profit and loss for the period                  | 114        | 84         |
|   | <b>14</b>  | <b>230</b> |
| <b>Net income from available-for-sale financial assets</b>          | <b>139</b> | <b>470</b> |

Net income from loans and receivables (excluding currency gains and losses) breaks down as follows:

| in EUR thousand                              | 2013         | 2012         |
|--|--------------|--------------|
| Interest income from loans and receivables   | 1,664        | 1,748        |
| Impairments of loans and receivables         | -303         | -87          |
| <b>Net income from loans and receivables</b> | <b>1,361</b> | <b>1,661</b> |

Impairment losses arising from loans and receivables are summarised under other operating expenses.

Net income resulting from held-for-trading financial instruments purposes (derivatives) is as follows:

| in EUR thousand   | 2013        | 2012         |
|---|-------------|--------------|
| Income from foreign exchange transactions                   | 1,670       | 3,674        |
| Expenses from foreign exchange transactions                 | -1,852      | -2,182       |
| <b>Net income from finance instruments held for trading</b> | <b>-182</b> | <b>1,492</b> |

Income and expenses from foreign exchange transactions are included under other operating income and expenses. In 2013 there were no expenses from foreign exchange option transactions; in the previous year these expenses totalled EUR 1,059 thousand and were included under bank expenses and hedging costs.

Of the interest expense and other financial expenses totalling EUR 3,792 thousand (previous year: EUR 1,026 thousand) that are included in the financial result, EUR 2,968 thousand (previous year: EUR 926 thousand) are attributable to liabilities valued at amortised cost. In the liabilities from redeemable non-controlling interests, the share of earnings recognised in the income statement totalling EUR 14,776 thousand (previous year: EUR 15,006 thousand) represents the effective interest expense.

## 5.8. INCOME TAXES

Income tax expense recognised for the financial year includes current and deferred income tax for the individual companies calculated on the basis of taxable income and the applicable tax rate in the relevant countries.

| in EUR thousand     | 2013          | 2012          |
|---------------------|---------------|---------------|
| Current tax expense | 16,517        | 14,841        |
| Deferred tax income | -497          | -2,606        |
|                     | <b>16,020</b> | <b>12,235</b> |

In 2013, the effective tax rate, i.e., the tax expense in relation to the earnings before tax and before deduction of profit or loss attributable to redeemable non-controlling interests, was 18.7% (previous year: 16.7%). The group tax rate is a weighted average of the local income tax rates of all consolidated subsidiaries.

The following table reconciles earnings before tax with the income tax expense reported in the consolidated income statement:

| in EUR thousand   | 2013           | 2012           |
|---|----------------|----------------|
| <b>Earnings before tax</b>  | <b>70,917</b>  | <b>58,463</b>  |
| <b>Tax expense (-) at 25%</b>   | <b>-17,729</b> | <b>-14,616</b> |
| Tax rates in other countries  | 4,228          | 2,094          |
| Share of profit/loss of associated companies  | 98             | 65             |
| Profit/loss attributable to redeemable non-controlling interests  | -3,694         | -3,751         |
| Non-deductible expenses   | -1,677         | -841           |
| Non-taxable income, tax exemptions and tax deductibles  | 5,960          | 4,084          |
| Tax credits and tax concessions usable in future periods  | 1,514          | 0              |
| Reduction of current tax expenses on the basis of yet unused tax loss carry forwards  | 87             | 829            |
| Non-recognised deferred tax assets on new losses carry forwards and temporary differences in the financial year                   | -852           | -229           |
| Value adjustment of deferred tax assets from loss carryforwards or temporary differences arising and recognised in previous years | -2,043         | -508           |
| Change to outside basis differences   | -81            | -461           |
| Tax effects on write-downs on holdings of fully consolidated companies  | 0              | 1,633          |
| Withholding taxes   | -803           | -129           |
| Tax arrears from previous periods   | 42             | -947           |
| Tax rate changes  | -332           | -31            |
| Other   | -737           | 573            |
| <b>Income taxes according to the income statement</b>   | <b>-16,020</b> | <b>-12,235</b> |

| in EUR thousand  | 2013          | 2012          |
|--|---------------|---------------|
| Earnings before tax  | 70,917        | 58,463        |
| Profit/loss attributable to redeemable non-controlling interests | 14,776        | 15,006        |
|  | <b>85,693</b> | <b>73,469</b> |
| Income taxes according to the income statement                   | 16,020        | 12,235        |
| <b>Effective tax rate in %</b>                                   | <b>18.7%</b>  | <b>16.7%</b>  |

## 5.9. EARNINGS PER SHARE

| in EUR   |          | 2013       | 2012       |
|--|----------|------------|------------|
| Earnings after taxes attributable to the shareholders of Semperit AG Holding | in EUR   | 54.598,022 | 46.257,592 |
| Average number of shares outstanding   | in units | 20.573,434 | 20.573,434 |
| Earnings per share (diluted and undiluted)                                   | in EUR   | 2.65       | 2.25       |

There were no dilution effects as at both 31 December 2012 and 31 December 2013.

## 6. Notes to the consolidated balance sheet

### 6.1. INTANGIBLE ASSETS

| in EUR thousand                          | Software licences,<br>industrial property<br>rights and<br>similar rights | Goodwill      | Prepayments | Total          |
|--|---|---------------|-------------|----------------|
| <b>Acquisition costs</b>                 |   |               |             |                |
| <b>As at 1.1.2012</b>                    | <b>14,225</b>   | <b>2,917</b>  | <b>104</b>  | <b>17,246</b>  |
| Additions due to business combinations   | 12,554  | 97,558        | 0           | 110,112        |
| Currency translation differences         | -376  | -2,398        | -2          | -2,776         |
| Additions                                | 760   | 0             | 19          | 779            |
| Disposals                                | -96   | 0             | 0           | -96            |
| Transfers                                | 265   | 0             | -1          | 265            |
| <b>As at 31.12.2012</b>                  | <b>27,333</b>   | <b>98,076</b> | <b>120</b>  | <b>125,529</b> |
| Currency translation differences         | -1,676  | -10,154       | -1          | -11,831        |
| Additions                                | 8,190   | 0             | 817         | 9,006          |
| Disposals                                | -2,396  | 0             | -100        | -2,497         |
| Transfers                                | 109   | 0             | -27         | 83             |
| <b>As at 31.12.2013</b>                  | <b>31,559</b>   | <b>87,923</b> | <b>809</b>  | <b>120,290</b> |
| <b>Depreciation/write-ups/impairment</b> |   |               |             |                |
| <b>As at 1.1.2012</b>                    | <b>11,528</b>   | <b>0</b>      | <b>103</b>  | <b>11,631</b>  |
| Currency translation differences         | 1   | 0             | -2          | -1             |
| Depreciation and amortisation            | 1,204   | 0             | 0           | 1,204          |
| Disposals                                | -96   | 0             | 0           | -96            |
| Transfers                                | 18  | 0             | 0           | 18             |
| <b>As at 31.12.2012</b>                  | <b>12,655</b>   | <b>0</b>      | <b>101</b>  | <b>12,756</b>  |
| Currency translation differences         | -450  | 0             | 0           | -450           |
| Depreciation and amortisation            | 3,007   | 0             | 0           | 3,007          |
| Impairments                              | 629   | 0             | 0           | 629            |
| Disposals                                | -2,391  | 0             | -101        | -2,491         |
| Transfers                                | 13  | 0             | 0           | 13             |
| <b>As at 31.12.2013</b>                  | <b>13,464</b>   | <b>0</b>      | <b>0</b>    | <b>13,464</b>  |
| <b>Carrying amount</b>                   |   |               |             |                |
| Carrying amount 1.1.2012                 | 2,697   | 2,917         | 1           | 5,615          |
| Carrying amount 31.12.2012               | 14,677  | 98,076        | 19          | 112,773        |
| <b>Carrying amount 31.12.2013</b>        | <b>18,095</b>   | <b>87,923</b> | <b>808</b>  | <b>106,826</b> |

Note: Rounding differences may occur through the use of automated calculations.

The scheduled depreciation/amortisation and impairments are recognised in the consolidated income statement under the item "Depreciation, amortisation and impairment of tangible and intangible assets". The impairments on intangible assets in 2013 related to the impairment of the Brazilian customer base in the amount of EUR 419 thousand and impairments on intellectual property rights of EUR 210 thousand due to a strategic reorientation in relation to discontinued products and markets. No impairments were necessary in 2012. There were no reversals of impairments.

The reported goodwill is distributed to the cash-generating units (CGU) as follows:

| in EUR thousand             | 31.12.2013    | 31.12.2012    |
|-----------------------------|---------------|---------------|
| <b>Cash generating unit</b> |               |               |
| Segment Sempermed           | 86,159        | 96,312        |
| Segment Semperflex          | 1,693         | 1,693         |
| Segment Sempertrans         | 71            | 71            |
|                             | <b>87,923</b> | <b>98,076</b> |

The impairment testing of goodwill was performed as at 31 December 2013 at the respective segment level. The recoverable amount of the respective segment is based on its value in use, which is calculated using the segment's discounted future cash flows. These forecasted cash flows were determined using the budgets for the 2014 financial year that were approved by the Management Board and the Supervisory Board. In addition, an organic medium-term plan (growth from current business operations without acquisitions) covering the next five years was taken into account as well. The planning is based on assumptions made by segment management on the development of their markets, the market share of their segments and specific business initiatives. These assumptions are subject to forecasting uncertainty. An assumption was made for the Sempermed CGU, which contains the major portion of the goodwill, that it will continue generating strong revenue growth over the next several years. Corporate planning in this regard assumes in principle that measures will be taken in the future to expand the segment's capacity and improve its infrastructure. The planned cash flows from these measures were eliminated from the impairment test if the implementation of these measures had not begun as at the reporting date. The change in working capital is derived from internally defined targets for the respective segment.

A constant long-term growth rate of 1.5% is used in all CGUs for the period after the detailed planning time period. This rate is derived from the expected long-term growth of the market, taking into account forecasted inflation.

The discount rate used is the weighted average cost of capital (WACC) as derived in the capital asset pricing model. When determining this rate, a separate peer group is assumed for the Medical Sector (equivalent to the Sempermed segment) and the Industrial Sector (includes the Semperflex, Sempertrans and Semperform segments). The pre-tax discount rate, which was determined for each segment individually, was 9.4% for the Sempermed segment and 14.1% for the Sempertrans and Semperflex segments.

The impairment tests confirmed the recoverability of the recognised goodwill. The recoverable amount that was determined for the CGU totalled more than the carrying amount, therefore no impairment existed.

The value in use is largely determined using the terminal value (present value of a perpetual annuity), which is especially sensitive to changes in assumptions regarding the long-term growth rate and the discount rate.

In addition to the impairment test, a sensitivity analysis was performed for each segment. The parameters for these sensitivity analyses were as follows:

| in EUR thousand            | 2013                 |
|----------------------------|----------------------|
| <b>Change in parameter</b> |                      |
| Discount rate (WACC)       | + 1 percentage point |
| Long-term growth rate      | -1 percentage point  |
| Change in free cash flows  | -10%                 |

The respective parameter for the sensitivity analyses was changed in isolation without changing the other parameters. These analyses have shown that any unfavourable development in relation to individual assumptions made would not cause the carrying amount to exceed the recoverable amount.

No impairment test was performed for the Semperform CGU, which does not contain any goodwill or intangible assets with indefinite useful lives, because there was no indication that an impairment was present.

Besides goodwill, the Semperit Group has no other intangible assets with an indefinite useful life.

## 6.2. TANGIBLE ASSETS

| in EUR thousand                          | Land and buildings, including on land owned by third parties | Technical equipment and machinery | Other equipment, office furniture and equipment | Prepayments and assets under construction | Total          |
|--|--|-----------------------------------|---|---|----------------|
| <b>Acquisition costs</b>                 |  |                                   |   |   |                |
| <b>As at 1.1.2012</b>                    | <b>147,265</b>   | <b>354,043</b>                    | <b>82,539</b>                                   | <b>38,731</b>                             | <b>622,578</b> |
| Additions due to business combinations   | 12,549   | 29,657                            | 2,090   | 941                                       | 45,237         |
| Currency translation differences         | 1,695  | 3,727                             | 832   | 959                                       | 7,213          |
| Additions                                | 1,411  | 11,584                            | 5,422   | 19,932                                    | 38,349         |
| Disposals                                | -4,999   | -3,896                            | -2,084  | -153                                      | -11,132        |
| Transfers                                | 10,493   | 30,322                            | 7,345   | -48,424                                   | -265           |
| <b>As at 31.12.2012</b>                  | <b>168,414</b>   | <b>425,437</b>                    | <b>96,144</b>                                   | <b>11,985</b>                             | <b>701,980</b> |
| Currency translation differences         | -8,896   | -21,859                           | -5,775  | -1,369                                    | -37,899        |
| Additions                                | 2,166  | 15,674                            | 4,671   | 25,469                                    | 47,979         |
| Disposals                                | -1,709   | -3,573                            | -4,443  | -753                                      | -10,478        |
| Transfers                                | 3,813  | 13,851                            | -4,955  | -12,792                                   | -83            |
| <b>As at 31.12.2013</b>                  | <b>163,788</b>   | <b>429,530</b>                    | <b>85,642</b>                                   | <b>22,540</b>                             | <b>701,500</b> |
| <b>Depreciation/write-ups/impairment</b> |  |                                   |   |   |                |
| <b>As at 1.1.2012</b>                    | <b>76,992</b>  | <b>261,466</b>                    | <b>66,626</b>                                   | <b>774</b>                                | <b>405,858</b> |
| Currency translation differences         | 1,165  | 3,623                             | 739   | 0   | 5,527          |
| Depreciation and amortisation            | 4,927  | 22,538                            | 6,788   | 11  | 34,264         |
| Impairments                              | 0  | 683                               | 0   | 0   | 683            |
| Write-ups                                | -844   | -1,668                            | -55   | -10                                       | -2,577         |
| Disposals                                | -3,864   | -3,766                            | -2,007  | -12                                       | -9,650         |
| Transfers                                | 17   | -18                               | 0   | -17                                       | -18            |
| <b>As at 31.12.2012</b>                  | <b>78,393</b>  | <b>282,857</b>                    | <b>72,091</b>                                   | <b>746</b>                                | <b>434,086</b> |
| Currency translation differences         | -3,284   | -13,045                           | -4,086  | 0   | -20,416        |
| Depreciation and amortisation            | 5,728  | 27,274                            | 7,539   | 0   | 40,542         |
| Impairments                              | 0  | 490                               | 0   | 0   | 491            |
| Write-ups                                | -40  | 0                                 | 0   | 0   | -40            |
| Disposals                                | -1,686   | -3,045                            | -4,301  | -745                                      | -9,778         |
| Transfers                                | 0  | 6,608                             | -6,621  | 0   | -13            |
| <b>As at 31.12.2013</b>                  | <b>79,111</b>  | <b>301,139</b>                    | <b>64,622</b>                                   | <b>0</b>                                  | <b>444,873</b> |
| <b>Carrying amount</b>                   |  |                                   |   |   |                |
| Carrying amount 1.1.2012                 | 70,273   | 92,577                            | 15,913  | 37,957                                    | 216,720        |
| Carrying amount 31.12.2012               | 90,021   | 142,580                           | 24,053  | 11,239                                    | 267,894        |
| <b>Carrying amount 31.12.2013</b>        | <b>84,677</b>  | <b>128,390</b>                    | <b>21,020</b>                                   | <b>22,540</b>                             | <b>256,627</b> |

Note: Rounding differences may occur through the use of automated calculations.

Of the carrying amount recognised for land and buildings, including buildings on land owned by third parties, EUR 12,730 thousand (previous year: EUR 13,291 thousand) is attributable to land (land value). Of the carrying amount recognised for prepayments made and assets under construction, EUR 17,194 thousand (previous year: EUR 9,763 thousand) is attributable to assets under construction.

In the financial years 2012 and 2013, no borrowing costs were capitalised as part of the production costs of qualified assets.



The depreciation/amortisation as well as impairments are recognised in the consolidated income statement under the item "Depreciation, amortisation and impairment of tangible and intangible assets". Write-ups in value are included in the income statement in the item "Other operating income".

In the financial year 2013 there were impairments on technical equipment, plant and machinery in the amount of EUR 491 thousand (previous year: EUR 683 thousand). They resulted from changes in the strategic focus regarding discontinued products in the Semperform segment and in the technical minimum functionality of machines in the Sempertrans segment.

In the financial year 2013 there were write-ups in value amounting to EUR 40 thousand (previous year: 2,577 thousand) because the reasons for the impairments were no longer present.

As at 31 December 2013, tangible assets with a carrying amount of EUR 3,362 thousand (previous year: EUR 8,912 thousand) are pledged as collateral for liabilities to banks and liabilities from finance leases.

As at 31 December 2013, there are contractual obligations to acquire tangible assets totalling EUR 38,919 thousand (previous year: EUR 5,334 thousand). The considerable increase on the previous year is due to the start of investment projects to expand production capacity in Poland and the Czech Republic.

In addition to operating leases, the Semperit Group also makes use of finance leases. Finance lease agreements have been concluded in Semperit for various production machinery and vehicles. The agreements are generally structured so that ownership of the asset transfers to the group at the end of the agreement term. The leased assets serve as security for the leasing obligations. The assets associated with these agreements are depreciated over the assets' expected useful life and not over the shorter term of the leasing relationship. The agreements typically do not contain an option to extend the lease or a specially agreed purchase option.

The tangible assets include the following assets from finance lease agreements:

| in EUR thousand                                 | 31.12.2013        |                          |                 | 31.12.2012        |                          |                 |
|---|-------------------|--------------------------|-----------------|-------------------|--------------------------|-----------------|
|   | Acquisition costs | Accumulated depreciation | Carrying amount | Acquisition costs | Accumulated depreciation | Carrying amount |
| Technical equipment, plant and machinery        | 12,630            | 2,240                    | 10,390          | 14,612            | 603                      | 14,009          |
| Other equipment, office furniture and equipment | 628               | 380                      | 247             | 992               | 644                      | 348             |
|   | <b>13,257</b>     | <b>2,620</b>             | <b>10,637</b>   | <b>15,604</b>     | <b>1,247</b>             | <b>14,357</b>   |

In addition, the Semperit Group rents a number of storage and office facilities based on operating leases. Most of these leasing relationships have a remaining term of less than 5 years. The agreements are normally designed so that an extension is possible. An option to purchase the assets at market prices is also included in several individual agreements.

Moreover, when needed, leasing agreements are concluded for company cars, IT equipment as well as machines and office equipment. As at the reporting date, the remaining term of these agreements is less than 5 years. Individual agreements include an option to extend the term and/or a purchase option at market prices at the end of the agreement term.

As at the balance sheet date, the future minimum leasing payments from non-terminable tenancies, operating and other leases total as follows:

| in EUR thousand                   | 2013  | 2012 |
|-----------------------------------|-------|------|
| Within the following year         | 859   | 795  |
| Within the following 2 to 5 years | 1,494 | 1051 |
| Over 5 years                      | 543   | 384  |

The cost of rent and leases from operating lease agreements amounted to EUR 4,780 thousand in the financial year 2013 (previous year: EUR 3,592 thousand).

### 6.3. INVENTORIES

The balance sheet item "Inventories" comprises the following:

| in EUR thousand                | 31.12.2013     | 31.12.2012     |
|--------------------------------|----------------|----------------|
| Raw materials and supplies     | 43,568         | 42,679         |
| Work in progress               | 24,235         | 24,437         |
| Finished goods and merchandise | 79,308         | 74,353         |
| Prepayments                    | 1,073          | 726            |
| Services not yet billable      | 243            | 277            |
|                                | <b>148,428</b> | <b>142,472</b> |

| in EUR thousand                          | 2013           | 2012           |
|--|----------------|----------------|
| Inventories                              |                |                |
| of which at acquisition/production costs | 132,041        | 121,740        |
| of which at their net realisable value   | 16,387         | 20,732         |
|  | <b>148,428</b> | <b>142,472</b> |

The allowances for inventories recognised as an expense totalled EUR 3,652 thousand in the year under review (previous year: EUR 3,519 thousand).

### 6.4. TRADE RECEIVABLES

Trade receivables are assigned to the category "Loans and receivables" and are therefore recognised at amortised cost. Impairments to trade receivables are indirectly recognised in allowance accounts.

Trade receivables which are already due but have not been subject to valuation adjustments comprise the following:

| in EUR thousand   | 2013          | 2012          |
|---|---------------|---------------|
| Up to 1 month overdue <sup>1)</sup>   | 14,063        | 10,770        |
| 1 to 3 months overdue   | 3,221         | 4,320         |
| 3 to 6 months overdue   | 1,454         | 2,139         |
| More than 6 months overdue  | 15            | 1,011         |
| <b>Carrying amount of due trade receivables not subject to valuation adjustment</b> | <b>18,754</b> | <b>18,248</b> |

<sup>1)</sup> Also includes trade receivables that are due immediately

The typically stipulated terms of payment range between 14 and 90 days. In addition to receivables which are classified as non-performing due to an individual assessment of the respective customers, and are thus most likely irrecoverable, valuation adjustments are also carried out in some cases on overdue receivables based on country-specific empirical values. Experience-based allowances also apply to receivables not covered by credit insurance or with regard to deductibles on credit-insured receivables.

The overdue receivables are largely covered by credit insurance. With regard to Semperit's portfolio of overdue trade receivables, there is no indication that the debtors will not be able to fulfil their contractual payment obligations.

The receivables not covered by credit insurance primarily consist of claims against customers in India, Brazil, the USA and China. With respect to non-insured receivables and the deductibles on insured receivables, there is no meaningful concentration of credit risk due to the company's diversified customer base.

Impairments on trade receivables are usually indirectly recognised in allowance accounts. Allowances changed as follows:

| in EUR thousand                      | 2013         | 2012         |
|--------------------------------------|--------------|--------------|
| Net amount on 1 January              | 3,695        | 4,545        |
| Release                              | -1,086       | -1,115       |
| Currency translation difference      | -183         | -34          |
| Written down due to irrecoverability | -1,062       | -1,088       |
| Additions                            | 1,762        | 1,388        |
| <b>Net amount on 31 December</b>     | <b>3,127</b> | <b>3,695</b> |

The allowances at the end of the financial year include specific valuation allowances for receivables based on an individual assessment of the respective customers. These specific allowances totalled EUR 1,873 thousand (previous year: EUR 1,647 thousand) and are mostly established due to the opening of insolvency proceedings over the assets of the affected customers. The remaining carrying amounts after deduction of the allowances are the amounts likely to be recoverable in the insolvency proceedings. The other allowances were made on a portfolio basis.

## 6.5. OTHER FINANCIAL ASSETS

The carrying amounts of the other financial assets break down as follows:

| in EUR thousand  | Carrying amount<br>31.12.2013 | Of which<br>non-current | Of which<br>current | Carrying amount<br>31.12.2012 | Of which<br>non-current | Of which<br>current |
|--|-------------------------------|-------------------------|---------------------|-------------------------------|-------------------------|---------------------|
| <b>Securities available for sale</b>   |                               |                         |                     |                               |                         |                     |
| Federal bonds  | 2,021                         | 2,021                   | 0                   | 4,130                         | 4,130                   | 0                   |
| Shares in funds, shares, other securities  | 5,256                         | 5,256                   | 0                   | 4,669                         | 4,669                   | 0                   |
|  | <b>7,277</b>                  | <b>7,277</b>            | <b>0</b>            | <b>8,798</b>                  | <b>8,798</b>            | <b>0</b>            |
| <b>Financial assets recognised at fair value through profit or loss – held for trading</b> |                               |                         |                     |                               |                         |                     |
| Derivatives  | 219                           | 0                       | 219                 | 334                           | 0                       | 334                 |
| <b>Loans and receivables recognised at amortised cost</b>                                  |                               |                         |                     |                               |                         |                     |
| Loans to associated companies  | 563                           | 563                     | 0                   | 563                           | 563                     | 0                   |
| Other loans  | 6                             | 1                       | 5                   | 8                             | 0                       | 8                   |
| Remaining other financial assets   | 2,497                         | 1,203                   | 1,294               | 2,799                         | 1,294                   | 1,504               |
|  | <b>3,065</b>                  | <b>1,766</b>            | <b>1,299</b>        | <b>3,370</b>                  | <b>1,857</b>            | <b>1,512</b>        |
|  | <b>10,561</b>                 | <b>9,043</b>            | <b>1,518</b>        | <b>12,502</b>                 | <b>10,655</b>           | <b>1,846</b>        |

The government bonds are Austrian government bonds at a nominal value of EUR 2,000 thousand, with an interest rate on the nominal value of between 4.125% and 4.3%.

The shares in funds are 83,500 units in PIA TopRent, a bond fund suitable for funding pension provisions and consisting primarily of investments in fixed- and variable-rate Eurozone government bonds.

The carrying amount of the available-for-sale financial assets amounting to EUR 7,277 thousand (previous year: EUR 8,798 thousand) corresponds to the market value. The average effective interest rate in financial year 2013 was 2.4% (previous year: 2.5%).

The loan to associated companies amounting to EUR 563 thousand (previous year: EUR 563 thousand) relates to Synergy Health Allershausen GmbH, which is included in the consolidated financial statements in accordance with the equity method. As at 31 December 2013, this loan is subject to a market-based interest rate of 1.62% (previous year: 2.12%).

No allowances were necessary for the loans and receivables recognised at amortised cost.

## 6.6. OTHER ASSETS

| in EUR thousand                 | Carrying amount<br>31.12.2013 | Of which<br>non-current | Of which<br>current | Carrying amount<br>31.12.2012 | Of which<br>non-current | Of which<br>current |
|---------------------------------|-------------------------------|-------------------------|---------------------|-------------------------------|-------------------------|---------------------|
| Accrued expenses                | 2,932                         | 126                     | 2,806               | 3,076                         | 101                     | 2,975               |
| Prepayments                     | 545                           | 0                       | 545                 | 294                           | 0                       | 294                 |
| Tax receivables                 | 7,739                         | 0                       | 7,739               | 10,035                        | 0                       | 10,035              |
| Other non-financial receivables | 4,173                         | 3,855                   | 317                 | 765                           | 547                     | 218                 |
|                                 | <b>15,389</b>                 | <b>3,982</b>            | <b>11,408</b>       | <b>14,170</b>                 | <b>648</b>              | <b>13,522</b>       |

## 6.7. CASH AND CASH EQUIVALENTS

| in EUR thousand        | 2013           | 2012           |
|------------------------|----------------|----------------|
| Cash on hand           | 42             | 41             |
| Cheques                | 5              | 0              |
| Cash deposits in banks | 152,901        | 124,734        |
| Short-term deposits    | 29,606         | 8,546          |
|                        | <b>182,554</b> | <b>133,322</b> |

The term to maturity of all short-term deposits at the time of the investment was less than three months. The cash and cash equivalents correspond to the liquid funds in the consolidated cash flow statement.

## 6.8. DEFERRED TAXES

Tax deferrals recognised in the balance sheet after temporary differences comprise the following:

| in EUR thousand   | 31.12.2013             |                             | 31.12.2012             |                             |
|---|------------------------|-----------------------------|------------------------|-----------------------------|
|   | Deferred tax<br>assets | Deferred tax<br>liabilities | Deferred tax<br>assets | Deferred tax<br>liabilities |
| Intangible assets   | 0                      | 2,588                       | 4                      | 3,306                       |
| Tangible assets   | 334                    | 5,179                       | 361                    | 3,990                       |
| Financial assets  | 797                    | 0                           | 1,223                  | 0                           |
| Inventories   | 4,691                  | 31                          | 5,252                  | 131                         |
| Receivables   | 1,046                  | 1,932                       | 1,368                  | 1,973                       |
| Other assets  | 23                     | 179                         | 20                     | 126                         |
| Provisions for personnel  | 5,845                  | 0                           | 4,834                  | 0                           |
| Other provisions  | 2,713                  | 0                           | 2,692                  | 0                           |
| Trade payables  | 16                     | 3                           | 193                    | 2                           |
| Other liabilities   | 990                    | 278                         | 699                    | 276                         |
| Temporary differences in connection with shares in subsidiaries (outside basis differences) | 0                      | 2,049                       | 0                      | 1,968                       |
| Tax loss carry forwards and as yet unused tax credits                                       | 10,118                 | 0                           | 5,959                  | 0                           |
| <b>Total deferred tax assets and liabilities</b>  | <b>26,573</b>          | <b>12,240</b>               | <b>22,603</b>          | <b>11,772</b>               |
| Valuation allowance for deferred tax assets   | -5,285                 | 0                           | -3,184                 | 0                           |
| Offset of deferred tax assets and liabilities   | -5,555                 | -5,555                      | -5,803                 | -5,803                      |
| <b>Net deferred tax assets</b>  | <b>15,733</b>          |                             | <b>13,616</b>          |                             |
| <b>Net deferred tax liabilities</b>   |                        | <b>6,684</b>                |                        | <b>5,968</b>                |

The valuation allowance for deferred tax assets amounting to EUR 5,285 thousand (previous year: EUR 3,184 thousand) comprises the valuation allowance for deferred tax assets on temporary differences of EUR 1,359 thousand (previous year: EUR 1,468 thousand) and the valuation allowance for deferred tax assets on loss carry forwards amounting to EUR 3,926 thousand (previous year: EUR 1,715 thousand).

Deferred taxes after valuation adjustments for deferred tax assets and before offsetting are related to the following differences between tax balance sheet and IFRS balance sheet:

| in EUR thousand   | 31.12.2013          |                          | 31.12.2012          |                          |
|---|---------------------|--------------------------|---------------------|--------------------------|
|   | Deferred tax assets | Deferred tax liabilities | Deferred tax assets | Deferred tax liabilities |
| Different acquisition and production costs of intangible and tangible assets, elimination of intercompany profits | 240                 | 3,548                    | 113                 | 2,016                    |
| Different useful lives of intangible and tangible assets  | 6                   | 1,429                    | 115                 | 1,450                    |
| Valuation of assets acquired in business combinations   | 0                   | 2,689                    | 0                   | 3,754                    |
| Tax valuation differences in valuation adjustments of receivables   | 365                 | 1,772                    | 510                 | 1,834                    |
| Tax valuation differences of inventories, elimination of intercompany profits                                     | 4,387               | 31                       | 4,977               | 108                      |
| Differing tax recognition of personnel provisions   | 5,444               | 0                        | 4,864               | 0                        |
| Differing tax recognition of other provisions   | 2,466               | 0                        | 2,034               | 0                        |
| Differences in foreign currency valuation of assets and liabilities at the balance sheet date                     | 434                 | 250                      | 769                 | 200                      |
| Deferred tax assets on loss carryforwards   | 3,607               | 0                        | 2,843               | 0                        |
| Deferred tax assets on tax assets and tax concessions usable in future periods                                    | 1,418               | 0                        | 0                   | 0                        |
| Impairments of investments not yet taxed  | 1,166               | 0                        | 1,400               | 0                        |
| Temporary differences in connection with shares in subsidiaries (outside basis differences)                       | 0                   | 2,049                    | 0                   | 1,968                    |
| Other differences   | 1,754               | 472                      | 1,795               | 441                      |
| <b>Total</b>  | <b>21,288</b>       | <b>12,240</b>            | <b>19,419</b>       | <b>11,772</b>            |

Tax deferrals recognised in the balance sheet developed as follows:

| in EUR thousand   | 2013         | 2012         |
|---|--------------|--------------|
| Net deferred taxes as at 1.1.                                       | 7,648        | 6,594        |
| Business combinations   | 0            | -2,962       |
| Deferred taxes in profit or loss for the financial year             | 497          | 2,606        |
| Deferred taxes in other comprehensive income for the financial year | 903          | 1,410        |
| <b>Net deferred taxes as at 31.12.</b>                              | <b>9,049</b> | <b>7,648</b> |

Deferred taxes for the period recognised in other comprehensive income comprise the following:

| in EUR thousand  | 2013       | 2012         |
|--|------------|--------------|
| <b>Amounts that will not be recognised through profit and loss in future periods</b>         |            |              |
| Deferred taxes related to remeasurements of defined benefit plans (IAS 19)                   | 660        | 1,459        |
| <b>Amounts that will potentially be recognised through profit and loss in future periods</b> |            |              |
| Deferred taxes related to available-for-sale financial assets                                | -4         | -58          |
| Deferred taxes related to cash flow hedges   | 25         | 0            |
| Currency translation differences related to deferred taxes                                   | 222        | 9            |
|  | 243        | -49          |
|  | <b>903</b> | <b>1,410</b> |

Currency translation differences of EUR 222 thousand (previous year: EUR 9 thousand) are included in the item "Currency translation differences for the period" in the statement of comprehensive income.

For temporary differences in connection with shares in subsidiaries, deferred tax liabilities amounting to EUR 2,049 thousand (previous year: EUR 1,968 thousand) were recognised.

In addition, there are taxable temporary differences amounting to EUR 62,745 thousand (previous year: EUR 68,849 thousand) and deductible temporary differences of EUR 2,258 thousand (previous year: EUR 1,725 thousand) in connection with shares in subsidiaries for which deferred tax liabilities amounting to EUR 7,611 thousand (previous year: EUR 8,228 thousand) and deferred tax assets amounting to EUR 511 thousand (previous year: EUR 368 thousand) were not recognized because the parent company is able to control the timing of the reversal of the temporary differences and it was probable at the balance sheet date that the temporary differences would not be reversed in the foreseeable future. The temporary differences in connection with shares in subsidiaries can arise either from the input tax burden on the distribution of dividends or on the tax obligation of the investment.

At the balance sheet date, further temporary differences of EUR 4,240 thousand (previous year: EUR 4,693 thousand) and unused tax losses of EUR 14,272 thousand (previous year: EUR 6,241 thousand) existed, for which no deferred tax assets were recognized. Of these unused tax losses, EUR 12,519 thousand (previous year: EUR 3,283 thousand) are due within five years. Otherwise these losses and deductible temporary differences can be carried forward indefinitely.

The total of the deferred tax assets recognised for jurisdictions in which a tax loss was incurred in the current period or the previous period amounts to EUR 9,896 thousand (previous year: EUR 4,237 thousand). Deferred tax assets were based on the fact that sufficiently positive tax results are expected in the coming years and that the negative tax results were due to one-off effects and specific organisational measures have been which indicate that the planned improvements in the result will occur.



## 6.9. EQUITY

Changes in shareholders' equity are presented in detail in the consolidated statement of changes in equity.

As at 31 December 2013, Semperit AG Holding's share capital was unchanged at EUR 21,358,997. It is divided into 20,573,434 fully paid in no-par-value ordinary shares. Each share represents an equal interest in the share capital. It entitles the holder to one vote and dividends.

Capital reserves are primarily formed by issuing shares above and beyond the proportional amount of share capital (premium). As in the previous year, a total of EUR 21,503 thousand of the capital reserves are appropriated reserves. These may only be released to compensate for a net loss for the year as reported in the annual financial statements of the parent company Semperit AG Holding if no free reserves are available to cover the loss.

The revaluation reserve accrues gains and losses from fluctuations in the fair value measurement of available-for-sale financial assets until the respective assets are disposed of or until an impairment of the respective assets has been determined.

The currency translation reserve is the result of currency translation differences involved in the conversion of the annual financial statements of group subsidiaries from the functional currency to euros until the disposal or deconsolidation for other reasons of the respective subsidiary.

The other revenue reserves encompass the statutory reserves of Semperit AG Holding totalling EUR 999 thousand (previous year: EUR 999 thousand), the free reserves of Semperit AG Holding amounting to EUR 33,400 thousand (previous year: EUR 26,500 thousand), the net profit for the period of Semperit AG Holding amounting to EUR 24,754 thousand (previous year: EUR 16,941 thousand), the untaxed reserves less the deduction for deferred taxes of the subsidiaries included in the consolidated financial statements, the retained earnings of subsidiaries since the date of acquisition and the effects of the first-time adjustment of the annual accounts of the companies included in the consolidated financial statements to the measurement and accounting policies of the group. In addition, the item includes remeasurements from defined benefit plans (IAS 19) and the cashflow hedge reserve (IAS 39).

The shareholders are entitled to a distribution of Semperit AG Holding's net profit for the year. The statutory reserves of Semperit AG Holding may only be released to compensate for a net loss for the year as reported in its annual financial statements if no free reserves are available to cover the loss.

For financial year 2013, the Management Board proposes to pay a dividend of EUR 1.20 per share (ordinary dividend of EUR 0.90 per share plus an anniversary bonus of EUR 0.30 per share to celebrate "190 years of Semperit"); in total, EUR 24,688 thousand will be distributed. This proposal must still be voted on at the Annual General Meeting and is therefore not yet recognised as a liability in these financial statements. The payment of the dividend has no tax consequences for the Semperit Group.

The non-controlling interests, and the earnings after tax and comprehensive income due to them, relate exclusively to Latexx Partners Berhard, the company acquired in 2012, and its subsidiaries.

## 6.10. LIABILITIES FROM REDEEMABLE NON-CONTROLLING INTERESTS

Shares of subsidiaries' net assets held by non-controlling shareholders are recognised as liabilities from redeemable non-controlling interests provided the respective shareholder has an unconditional termination right or a termination right linked to conditions, the fulfilment or non-fulfilment of which lies outside the control of the Semperit Group, or if the company in which the non-controlling shareholder owns an interest has a limited life span.

Liabilities from redeemable interests of non-controlling shareholders changed as follows:

| in EUR thousand                  | 2013           | 2012           |
|----------------------------------|----------------|----------------|
| Balance as at 1 January          | 110,083        | 97,292         |
| Capital payment from liquidation | -199           | 0              |
| Dividends                        | -12,391        | -1,891         |
| Share of annual income           | 14,776         | 15,006         |
| Currency translation differences | -9,859         | 4              |
| Other changes                    | 0              | -327           |
| <b>Balance as at 31 December</b> | <b>102,409</b> | <b>110,083</b> |

The profit/loss attributable to the redeemable, non-controlling interests is reported separately in the financial result in the consolidated income statement.

The company Semperform Pacific Corp. Ltd., Thailand, was liquidated in 2013. In this context, capital was repaid to non-controlling shareholders totalling EUR 199 thousand.

## 6.11. PROVISIONS FOR PENSION AND SEVERANCE PAYMENTS

### Pension plans – defined benefit plan pension commitments

In accordance with the Austrian Corporate Pension Statute of 1997, employees whose tenure at their companies began prior to 1 January 1991 are granted occupational pensions that take the form of a fixed amount that depends on an employee's length of service. The statute stipulates that only retired former employees or their surviving dependants are entitled to these pensions. These obligations are not funded by plan assets in accordance with this statute.

Under the terms of a specific agreement with a former member of the Management Board, he was granted a pension. This obligation is also not funded by plan assets.

Pensions have been granted to one member of the Management Board and senior managers. These pensions are funded by a reinsurance policy, with the pension entitlement corresponding to the reinsured amount. To secure the pension entitlements, the reinsurance policies are pledged to the pension recipients.

### Severance payment commitments

As far as provisions for severance payments are concerned, employees in Austria, France, Italy and Thailand are legally entitled to a one-off payment on retirement (the amount of which depends on length of service), regardless of whether the employment relationship is terminated by the employer or the employee, and on termination of the employment relationship by the employer. One Management Board member is contractually entitled to a severance payment in accordance with the Austrian Employee Act on termination of their service on the Management Board. The benefits due on retirement are considered to be

payments due following termination of the employment relationship in accordance with IAS 19. These obligations are not funded by plan assets.

#### Actuarial assumptions

These obligations were valued based on an assumed interest rate of 3.25% (previous year: 3.25%) for the Eurozone, 4.0% (previous year: 4.0%) for Poland, 4.3% (previous year: 4.1%) for Thailand and 8.2% (previous year: 8.5%) for India. The average annual salary increase was assumed to be 0.0 to 4.5% (previous year: 0.0 to 3.4%) for the Eurozone, 3 to 7% (previous year: 3 to 7%) for Thailand and 5 to 8% (previous year: 5 to 8%) for India.

The probability of death was calculated based on the most recent country-specific mortality tables (e.g., for Austria AVÖ 2008 P ANG, for France TH00-02 TF00-02 and for Thailand TMO08). Fluctuation deductions were taken into account with 0% to 13%, depending on the companies to which the employees belonged. The retirement age was set either in accordance with the individual regulations of the specific plan or, in the absence of such, at the earliest possible statutory retirement age in the country concerned.

#### Balance sheet figures

The provision for pensions and severance payments comprise the following:

| in EUR thousand                   | Total<br>31.12.2013 | Of which<br>non-current | Of which<br>current | Total<br>31.12.2012 | Of which<br>non-current | Of which<br>current |
|-----------------------------------|---------------------|-------------------------|---------------------|---------------------|-------------------------|---------------------|
| Provisions for pensions           | 18,695              | 16,900                  | 1,796               | 19,263              | 19,050                  | 212                 |
| Provisions for severance payments | 23,801              | 22,348                  | 1,452               | 22,114              | 21,275                  | 839                 |
|                                   | <b>42,496</b>       | <b>39,248</b>           | <b>3,248</b>        | <b>41,377</b>       | <b>40,325</b>           | <b>1,052</b>        |

#### Provisions for pensions

The provisions for the group's obligations arising from defined benefit pension plans are as follows:

| in EUR thousand                                       | 2013          | 2012          |
|---|---------------|---------------|
| Present value of funded defined benefit obligations   | 6,601         | 7,999         |
| Fair value of the plan assets                         | -4,374        | -5,825        |
| Deficit   | 2,227         | 2,174         |
| Present value of unfunded defined benefit obligations | 16,468        | 17,089        |
| <b>Plan deficit = provision</b>                       | <b>18,695</b> | <b>19,263</b> |

The present value of the obligations arising from pension plans changed as follows:

| in EUR thousand   | 2013          | 2012          |
|---|---------------|---------------|
| Present value of the obligations (DBO) as at 1 January                                | 25,087        | 22,662        |
| Additional entitlements acquired during the financial year and actuarial gains/losses | 342           | 402           |
| Past service costs  | 0             | 54            |
| Interest expense  | 808           | 1,009         |
| <b>Total expenses for pensions</b>  | <b>1,151</b>  | <b>1,465</b>  |
| Remeasurements  | -476          | 2,694         |
| Payments/Transfers  | -2,692        | -1,734        |
| <b>Present value of the obligations (DBO) as at 31 December</b>                       | <b>23,070</b> | <b>25,087</b> |

The expenses shown in the table are recognised as "Pension expenses" under personnel expenses in the consolidated income statement (see note 5.4).

The fair value of the plan assets consists of the following:

| in EUR thousand  | 31.12.2013   | 31.12.2012   |
|--|--------------|--------------|
| Cash funds   | 308          | 457          |
| Reinsurance policies                                   | 3,141        | 4,444        |
| Other receivables                                      | 925          | 924          |
| <b>Fair value of the plan assets as at 31 December</b> | <b>4,374</b> | <b>5,825</b> |

There are no quoted prices in an active market for any of the components of the plan assets.

Plan assets changed as follows:

| in EUR thousand  | 2013         | 2012         |
|--|--------------|--------------|
| Fair value of the plan assets as at 1 January          | 5,825        | 5,501        |
| Interest income from plan assets                       | 158          | 169          |
| Remeasurements of plan assets                          | -749         | 56           |
| Contributions of the employer                          | 267          | 366          |
| Payments/Transfers                                     | -1,127       | -267         |
| <b>Fair value of the plan assets as at 31 December</b> | <b>4,374</b> | <b>5,825</b> |

Interest income from plan assets is recognised as "Pension expenses" under personnel expenses in the consolidated income statement. The remeasurements of plan assets are recognised in accordance with IAS 19 (2011) under other comprehensive income.

For the following year, a similar amount of contributions is expected to be paid as in the current financial year.

## Provisions for severance payments

| in EUR thousand   | 2013          | 2012          |
|---|---------------|---------------|
| Present value of the obligations (DBO) as at 1 January                                | 22,114        | 19,763        |
| Additional entitlements acquired during the financial year and actuarial gains/losses | 655           | 709           |
| Past service costs  | 70            | -564          |
| Interest expense  | 703           | 863           |
| <b>Total expenses for severance payments</b>  | <b>1,428</b>  | <b>1,009</b>  |
| Remeasurements  | 2,359         | 3,313         |
| Payments  | -1,879        | -1,982        |
| Currency translation differences  | -221          | 12            |
| <b>Present value of the obligations (DBO) as at 31 December</b>                       | <b>23,801</b> | <b>22,114</b> |

The expenses shown in the table are recognised as "Severance expenses" under personnel expenses in the consolidated income statement (see note 5.4).

## Remeasurements

The remeasurements recognised under other comprehensive income in accordance with IAS 19 (2011) comprise the following:

| in EUR thousand                         | 2013          | 2012          |
|---|---------------|---------------|
| <b>Pensions</b>                         |               |               |
| Remeasurements of the obligation        |               |               |
| from changes to demographic assumptions | 684           | -87           |
| from changes to financial assumptions   | -207          | -2,607        |
|   | 476           | -2,694        |
| Remeasurements of plan assets           | -749          | 56            |
|   | <b>-273</b>   | <b>-2,637</b> |
| <b>Severance payments</b>               |               |               |
| Remeasurements of the obligation        |               |               |
| from changes to demographic assumptions | 69            | -209          |
| from changes to financial assumptions   | -2,428        | -3,104        |
|   | <b>-2,359</b> | <b>-3,313</b> |
| <b>Total remeasurements</b>             | <b>-2,632</b> | <b>-5,950</b> |

### Sensitivity analysis

Sensitivity analyses were performed for pension and severance plans regarding the effect of significant actuarial assumptions. A change in these parameters by one percentage point had the following effect on the present value of the obligations for pensions amounting to EUR 23,070 thousand (previous year: EUR 25,087 thousand) and on the present value of the obligations for severance payment amounting to EUR 23,801 thousand (previous year: EUR 22,114 thousand):

| in EUR thousand           | Change in parameter   | Present value of obligation (DBO) 31.12.2013 |                       | Present value of obligation (DBO) 31.12.2012 |                       |
|---------------------------|-----------------------|--|-----------------------|--|-----------------------|
|                           |                       | Increase in parameter                        | Decrease in parameter | Increase in parameter                        | Decrease in parameter |
| <b>Pensions</b>           |                       |  |                       |  |                       |
| Interest rate             | +/-1 percentage point | 21,399                                       | 25,041                | 23,224                                       | 27,104                |
| Increases in salaries     | +/-1 percentage point | 24,111                                       | 22,181                | 26,085                                       | 24,082                |
| <b>Severance payments</b> |                       |  |                       |  |                       |
| Interest rate             | +/-1 percentage point | 20,496                                       | 26,167                | 19,767                                       | 24,896                |
| Increases in salaries     | +/-1 percentage point | 25,979                                       | 20,599                | 24,731                                       | 19,856                |

### Average duration

The weighted average duration of the present value of the pension obligations is 9.3 years, while that of the present value of the severance payments obligations is 13.4 years.

### Pension plans – defined contribution plans

Semperit AG Holding is required to contribute to a pension fund for two members of the Management Board.

Employees whose employment relationships are subject to Austrian law and who entered into this employment relationship after 31 December 2002 are not entitled to severance payments from their employer. For these employees and two members of the Management Board, contributions amounting to 1.53% of their wages or salaries are paid into a staff pension fund. In the year under review, the expense for Semperit's contributions amounted to EUR 332 thousand (previous year: EUR 272 thousand). It is expected that a similar amount of contributions will be paid in the following year.

Semperit Group employees are also entitled to country-specific state pension plans, which are usually financed on a pay-as-you-go (unfunded) basis. The obligations of the group are limited to paying contributions when they are due. There is no legal or de facto obligation with regard to future benefits.

## 6.12. OTHER PROVISIONS

The other provisions break down as follows:

| in EUR thousand                        | Total         | Of which<br>non-current | 31.12.2013          | Total         | Of which<br>non-current | 31.12.2012          |
|--|---------------|-------------------------|---------------------|---------------|-------------------------|---------------------|
|  |               |                         | Of which<br>current |               |                         | Of which<br>current |
| Long-service bonuses                   | 3,918         | 3,656                   | 263                 | 3,619         | 3,619                   | 0                   |
| Guarantees                             | 9,965         | 2,394                   | 7,571               | 8,462         | 2,369                   | 6,093               |
| Bonuses and other personnel provisions | 11,515        | 534                     | 10,981              | 8,482         | 573                     | 7,909               |
| Other                                  | 5,769         | 5,487                   | 282                 | 2,891         | 2,289                   | 603                 |
|  | <b>31,166</b> | <b>12,071</b>           | <b>19,095</b>       | <b>23,454</b> | <b>8,849</b>            | <b>14,605</b>       |

The other provisions changed as follows:

| in EUR thousand                        | 1.1.2013      | Currency differences |               |                | Additions     | 31.12.2013    |
|--|---------------|----------------------|---------------|----------------|---------------|---------------|
|  |               | Release              | Use           |                |               |               |
| Long-service bonuses                   | 3,619         | -5                   | 0             | -323           | 627           | 3,918         |
| Guarantees                             | 8,462         | -61                  | -769          | -2,802         | 5,135         | 9,965         |
| Bonuses and other personnel provisions | 8,482         | -306                 | -543          | -7,313         | 11,194        | 11,515        |
| Other                                  | 2,891         | -202                 | -80           | -486           | 3,646         | 5,768         |
|  | <b>23,454</b> | <b>-574</b>          | <b>-1,392</b> | <b>-10,924</b> | <b>20,602</b> | <b>31,166</b> |

Provisions for long-service bonuses are established for employees in Austria and Germany who are entitled to long-service bonuses based on collective bargaining agreements. The valuation was carried out based on the same actuarial assumptions used to value the provisions for pensions and severance payments (see note 6.11). Remeasurements (actuarial gains and losses) are recognised under personnel expenses. The average weighted duration of the present value of the obligations for long-service bonuses is approximately 10 years.

The provisions for guarantees are based largely on a case-by-case assessment of the risks. In addition, provisions are allocated on a portfolio basis and according to experience, based on the revenue for the previous financial year. Claims against the group resulting from these risks are considered to be likely, and the amount recognised corresponds to a best possible estimate of the value of the claims that can be expected. Since these claims may involve long negotiations as well as legal disputes, it is not possible to accurately predict when payments will actually have to be made.

As an important item, the remaining other provisions contain an amount of EUR 4,079 thousand for other tax payments that are expected at the earliest in 2015. The provisions face reimbursement claims from recourse rights against third parties and insurance coverage amounting to EUR 1,791 thousand, which are recorded in other assets. The maximum amount of possible other tax payments amounts to EUR 8,158 thousand and the maximum reimbursement claim is EUR 3,583 thousand.



### 6.13. CORPORATE SCHULDSCHEIN LOAN

In July 2013 Semperit AG Holding placed a corporate Schuldschein loan in the amount of EUR 125 million with an average interest rate of 2.35% p.a. It was placed primarily in Austria and Germany. The resulting cash inflows were primarily used to refinance the acquisition of Latexx Partners Berhad, Malaysia, which was acquired in 2012. In addition, the issue provided additional liquidity for the ongoing growth programme of the Semperit Group.

The corporate Schuldschein loan consists of several tranches with the following characteristics:

| Tranche                  | Nominal value in EUR thousand | Carrying amount (clean price) 31.12.2013 <sup>1)</sup> in EUR thousand | Accrued interests in EUR thousand | Carrying amount total 31.12.2013 in EUR thousand | Interest rate 31.12.2013 in % | Maturity  | Hedged amounts in EUR thousand |
|--------------------------|-------------------------------|--|-----------------------------------|--|-------------------------------|-----------|--------------------------------|
| 5-year fixed interest    | 13,500                        | 13,451   | 141                               | 13,592   | 2.50%                         | 25.7.2018 | -                              |
| 5-year variable interest | 36,500                        | 36,368   | 263                               | 36,631   | 1.74%                         | 25.7.2018 | 15,330                         |
| 7-year fixed interest    | 27,500                        | 27,398   | 352                               | 27,750   | 3.07%                         | 24.7.2020 | -                              |
| 7-year variable interest | 35,500                        | 35,368   | 286                               | 35,654   | 1.94%                         | 24.7.2020 | 14,910                         |
| 10-year fixed interest   | 12,000                        | 11,954   | 183                               | 12,137   | 3.65%                         | 25.7.2023 | -                              |
|                          | <b>125,000</b>                | <b>124,539</b>   | <b>1,225</b>                      | <b>125,764</b>                                   |                               |           | <b>30,240</b>                  |

<sup>1)</sup> Excluding accrued interest

To hedge interest rate risk resulting from the corporate Schuldschein loan, interest rate swaps were concluded for a portion of the variable tranches (see notes 8. Risk management – Interest rate risk management). As at 31 December 2013, the hedged amounts total EUR 30,240 thousand.

The interest for the corporate Schuldschein loan, which is payable for the first time in January 2014 (payable semi-annually) was accrued on a pro-rata basis amounting to EUR 1,225 thousand and is reported in the consolidated balance sheet as a current liability from the corporate Schuldschein loan. The difference between the carrying amount excluding interest (clean price) and the nominal amount is the transaction costs of the issue. This difference is allocated over the term of the corporate Schuldschein loan in accordance with the effective interest rate method.

## 6.14. LIABILITIES TO BANKS

The liabilities to banks are recognised at amortised cost. They break down as follows:

|  | Effective interest rate |              | Nominal value in local currency | Carrying amount in EUR thousand | Of which non-current | 31.12.2013<br>Of which current |
|--|-------------------------|--------------|---------------------------------|---------------------------------|----------------------|--------------------------------|
| Fixed-interest liabilities to banks    | 3.2 – 3.3%              | MYR thousand | 1,214                           | 269                             | 128                  | 141                            |
| Variable-interest liabilities to banks | 0.9 – 2.0%              | USD thousand | 11,535                          | 8,373                           | 0                    | 8,373                          |
|  | 1.0 – 5.0%              | MYR thousand | 22,068                          | 4,888                           | 0                    | 4,888                          |
|  |                         |              |                                 | 13,261                          | 0                    | 13,261                         |
| <b>Total</b>                           |                         |              |                                 | <b>13,530</b>                   | <b>128</b>           | <b>13,402</b>                  |

|  | Effective interest rate |              | Nominal value in local currency | Carrying amount in EUR thousand | Of which non-current | 31.12.2012<br>Of which current |
|--|-------------------------|--------------|---------------------------------|---------------------------------|----------------------|--------------------------------|
| Fixed-interest liabilities to banks    | 3.2% – 8.3%             | MYR thousand | 11,639                          | 2,885                           | 1,131                | 1,754                          |
| Variable-interest liabilities to banks | 1.1%                    | EUR thousand | 100,048                         | 100,048                         | 100,000              | 48                             |
|  | 1.1% – 2.0%             | USD thousand | 13,747                          | 10,427                          | 0                    | 10,427                         |
|  | 3.0% – 5.0%             | MYR thousand | 20,827                          | 5,163                           | 0                    | 5,163                          |
|  |                         |              |                                 | 115,638                         | 100,000              | 15,638                         |
| <b>Total</b>                           |                         |              |                                 | <b>118,524</b>                  | <b>101,131</b>       | <b>17,393</b>                  |

The long-term framework loan that was concluded in 2012 for EUR 180,000 thousand, of which EUR 100,000 thousand was utilised as at the balance sheet date on 31 December 2012, was repaid in connection with the corporate Schuldschein loan that was issued (refer to note 6.13).

## 6.15. OTHER FINANCIAL LIABILITIES

| in EUR thousand   | Total         | Of which non-current | 31.12.2013<br>Of which current | Total         | Of which non-current | 31.12.2012<br>Of which current |
|---|---------------|----------------------|--------------------------------|---------------|----------------------|--------------------------------|
| Loans from non-controlling shareholders of subsidiaries | 1,668         | 0                    | 1,668                          | 1,630         | 1,544                | 87                             |
| Liabilities to associated companies                     | 0             | 0                    | 0                              | 51            | 0                    | 51                             |
| Liabilities from finance leases                         | 3,131         | 1,525                | 1,606                          | 8,259         | 4,775                | 3,484                          |
| Derivatives   | 373           | 113                  | 260                            | 2             | 0                    | 2                              |
| Personnel liabilities                                   | 4,484         | 0                    | 4,484                          | 3,915         | 0                    | 3,915                          |
| Accruals and deferrals                                  | 3,876         | 0                    | 3,876                          | 5,800         | 0                    | 5,800                          |
| Remaining other financial liabilities                   | 9,798         | 4,160                | 5,639                          | 6,386         | 1,844                | 4,542                          |
|   | <b>23,330</b> | <b>5,798</b>         | <b>17,532</b>                  | <b>26,043</b> | <b>8,163</b>         | <b>17,881</b>                  |

The existing liabilities from finance leases as at 31 December 2013 are as follows:

| in EUR thousand                                      | 31.12.2013                       |                                  |                                  | 31.12.2012                       |                                  |                                  |
|--|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|  | Term to maturity of under 1 year | Term to maturity of 1 to 5 years | Term to maturity of over 5 years | Term to maturity of under 1 year | Term to maturity of 1 to 5 years | Term to maturity of over 5 years |
| Total future minimum leasing payments                | 1,780                            | 1,582                            | 0                                | 3,882                            | 5,031                            | 0                                |
| Interest portion                                     | -174                             | -57                              | 0                                | -398                             | -256                             | 0                                |
| <b>Present value of the minimum leasing payments</b> | <b>1,606</b>                     | <b>1,525</b>                     | <b>0</b>                         | <b>3,484</b>                     | <b>4,775</b>                     | <b>0</b>                         |

## 6.16. OTHER LIABILITIES

| in EUR thousand  | 31.12.2013    |                      |                  | 31.12.2012    |                      |                  |
|--|---------------|----------------------|------------------|---------------|----------------------|------------------|
|  | Total         | Of which non-current | Of which current | Total         | Of which non-current | Of which current |
| Liabilities from taxes and social security contributions | 4,833         | 0                    | 4,833            | 5,782         | 0                    | 5,782            |
| Prepayments received                                     | 1,288         | 0                    | 1,288            | 1,948         | 0                    | 1,948            |
| Accrued income   | 213           | 176                  | 37               | 200           | 188                  | 12               |
| All other liabilities                                    | 5,662         | 482                  | 5,179            | 4,386         | 425                  | 3,961            |
|  | <b>11,995</b> | <b>658</b>           | <b>11,337</b>    | <b>12,316</b> | <b>612</b>           | <b>11,703</b>    |

## 6.17. DISCLOSURES ON FINANCIAL INSTRUMENTS

The following tables show the carrying amounts of the individual financial assets and liabilities classified in accordance with the valuation categories stipulated in IAS 39.9.

### Assets

| in EUR thousand                                  | Valuation category IAS 39 | Carrying amount | Carrying amount |
|--|---------------------------|-----------------|-----------------|
|  |                           | 31.12.2013      | 31.12.2012      |
| Trade receivables                                | Loans and receivables     | 111,230         | 120,152         |
| Other financial assets                           |                           |                 |                 |
| Securities                                       | Available-for-sale        | 7,277           | 8,798           |
| Loans to associated companies                    | Loans and receivables     | 563             | 563             |
| Other loans                                      | Loans and receivables     | 6               | 9               |
| Derivative financial instruments                 | Held for trading          | 219             | 334             |
| Remaining other financial assets                 | Loans and receivables     | 2,497           | 2,799           |
| Cash and cash equivalents                        |                           |                 |                 |
| Cash on hand, cheques and cash deposits in banks |                           | 152,948         | 124,775         |
| Short-term investment                            | Loans and receivables     | 29,606          | 8,546           |

## Liabilities

| in EUR thousand                                       | Valuation category IAS 39          | Carrying amount<br>31.12.2013 | Carrying amount<br>31.12.2012 |
|---|------------------------------------|-------------------------------|-------------------------------|
| Corporate Schuldschein loan                           | Liabilities at amortised cost      | 125,764                       | 0                             |
| Liabilities from redeemable non-controlling interests | Liabilities at amortised cost      | 102,409                       | 110,083                       |
| Trade payables  | Liabilities at amortised cost      | 73,067                        | 50,534                        |
| Liabilities to banks                                  | Liabilities at amortised cost      | 13,530                        | 118,524                       |
| Other financial liabilities                           |                                    |                               |                               |
| Derivative financial liabilities                      | Held for trading                   | 177                           | 2                             |
| Derivative financial liabilities                      | Designated as a hedging instrument | 196                           | 0                             |
| Liabilities from finance leases                       | Liabilities at amortised cost      | 3,131                         | 8,259                         |
| Other financial liabilities                           | Liabilities at amortised cost      | 19,826                        | 17,784                        |

## Fair values

The three levels in the fair value hierarchy are defined as follows:

Level 1: measurement based on quoted market prices in an active market for a specific financial instrument.

Level 2: measurement based on quoted market prices for similar instruments or on the basis of valuation models based exclusively on input factors that are observable in the market.

Level 3: measurement based on models with input factors that are significant and not observable in the market.

In 2013 there were no reclassifications of financial instruments between the individual levels.

## Assets and liabilities at fair value

Financial instruments at fair value include securities and derivative financial instruments.

| In EUR thousand                  | Valuation category IAS 39          | Fair value<br>31.12.2013 | Fair value<br>31.12.2012 | Level |
|----------------------------------|------------------------------------|--------------------------|--------------------------|-------|
| <b>Assets</b>                    |                                    |                          |                          |       |
| Securities                       | Available-for-sale                 | 7,277                    | 8,798                    | 1     |
| Derivative financial instruments | Held for trading                   | 219                      | 334                      | 2     |
| <b>Liabilities</b>               |                                    |                          |                          |       |
| Derivative financial liabilities | Held for trading                   | 177                      | 2                        | 2     |
| Derivative financial liabilities | Designated as a hedging instrument | 196                      | 0                        | 2     |

The fair values of available-for-sale securities are determined using publicly available prices.

The derivative financial instruments held for trading purposes are forward foreign exchange transactions. The fair values are determined using generally accepted financial valuation models (e.g., determination of the present value of expected future cash flows based on current foreign exchange rates and yield curves).

The derivative financial instruments designated as hedging instruments are interest rate swaps. Their fair value is determined using generally accepted financial valuation models in which future cash flows are simulated using the yield curves published at the balance sheet date. In addition, the carrying amount is adjusted to take into account the credit risk of the

respective counterparty. When doing so, measurements are made of the positive exposures associated with the default risk of the counterparty and the negative exposures associated with the group's own default risk.

#### Assets and liabilities not measured at fair value

The carrying amounts of all assets and liabilities equal their fair values with the exception of the liabilities from redeemable non-controlling interests and the items listed below.

| in EUR thousand                 | Valuation category IAS 39     | Fair value<br>31.12.2013 | Fair value<br>31.12.2012 | Level |
|---------------------------------|-------------------------------|--------------------------|--------------------------|-------|
| <b>Liabilities</b>              |                               |                          |                          |       |
| Corporate Schuldschein loan     | Liabilities at amortised cost | 132,990                  | 0                        | 3     |
| Liabilities from finance leases | Liabilities at amortised cost | 3,215                    | 8,259                    | 3     |

For the corporate Schuldschein loan, the fair value was determined by discounting the contractual cash flows using current market interest rates. The comparable interest rates as at the balance sheet date were derived from capital market yields based on similar maturity structures and were then adjusted for current risk and liquidity costs as observed in the market. In addition, management's current estimate of the rating of the Semperit Group was also taken into account. The difference between the carrying amount and the fair value results from two factors: first, the reduction in the benchmark interest rate by the ECB in the second half of 2013 and second, because of the positive design of several contractual clauses in the corporate Schuldschein loan in favour of Semperit, which deviate from standard loan agreements.

For existing fixed-interest finance lease liabilities, the current customary arms-length interest rates were identified and then compared with the contractual interest rates. As a result, the difference between the carrying amount and the fair value shows the margin between the contractually agreed historical interest rate and the rate currently available on the market. The finance lease liabilities are shown under the item "Other financial liabilities".

For information on the valuation of redeemable non-controlling interests, please refer to the statements under 2.12. The fair value can only be calculated at a disproportionately high cost and is thus not disclosed.

## 7. Consolidated cash flow statement

The consolidated cash flow statement is created using the indirect method and shows how the cash and cash equivalents of the Semperit Group changed in the course of the financial year. Cash and cash equivalents are those recognised in the consolidated balance sheet (see note 6.7).

The investments in tangible and intangible assets as shown in the statement of cash flows are investments that impacted cash in 2013. These include investments from 2012 totalling EUR 2,121 thousand (previous year: EUR 4,330 thousand) that impacted cash in the 2013 financial year.

The additions in the amount of EUR 56,985 thousand (previous year: EUR 39,128 thousand) as shown in the schedule of changes in intangible and tangible assets (refer to notes 6.1 and 6.2) include investments totalling EUR 9,391 thousand (previous year: EUR 2,224 thousand) that did not cause an outflow of cash in the 2013 financial year.

The investments in tangible and intangible assets were made to expand production capacities, particularly in the Sempermed and Semperflex segments, and to modernise existing facilities.

The cash flow from financing activities includes among others the repayment of the framework loan agreement in the amount of EUR 100,000 thousand, the inflows from the corporate Schuldschein loan issued in 2013 totalling EUR 124,567 thousand net, and the dividend of EUR 0.80 per share that was paid to the shareholders of Semperit AG Holding in 2013 (in total EUR 16,459 thousand).

There was also an outflow of funds due to the distribution of dividends to non-controlling shareholders of subsidiaries and because of a payment to the non-controlling shareholder as part of the liquidation of Semperform Pacific Corp. Ltd., Thailand.

The cash flow from financing activities contains additionally the cash outflows associated with the acquisition of an additional investment in Latexx Partners Berhad totalling EUR 19,500 thousand (see note 3.4).

## 8. Risk management

The internationalisation of Semperit's business has naturally caused the risk potential to grow. Consequently, this is an issue on which the group has increased its focus. The most important market risks for the group are associated, above all, with the possibility of changes to exchange rates and interest rates. In addition, the risk of a business partner or customer defaulting also represents a risk of loss for the group.

As a group with international activities, Semperit is affected by macroeconomic developments such as general economic trends, tax legislation, environmental regulations and other factors influencing the economies in which it is active. Unfavourable developments affecting some of these factors can have a negative impact on demand for the group's products, its sales volume and price level. Fluctuations in demand involve the risk of overcapacities, which can put increased pressure on prices, result in uncovered costs and diminishing margins. Consequently, production capacities are constantly compared against market data and order levels and adjusted by means of medium-term measures (such as temporary shut-downs or adjustment of shift schedules).

As a multinational corporation, the Semperit Group has business activities in countries at various stages of economic and social development. Risks can thus develop as a result of unfavourable changes to the political and economic situation. Risks resulting from changes to tax and employment legislation, more rigorous statutory requirements with regard to the use of raw materials and environmental standards as well as risks associated with the coordination of international activities given the existence of linguistic and cultural differences can have a considerable impact on the group's business activities.

Financial risk management is implemented by means of group directives. There is an internal control system in place that meets the requirements of the industrial group and which is suitable for monitoring and managing existing financial risks. The main risk management task at Semperit is to recognise emerging risks in a timely manner and take countermeasures quickly. However, the possibility cannot be ruled out that risks are not detected early, resulting in negative consequences for the Semperit Group's finances, assets and earnings.

### Capital risk management

The goals of capital management are to ensure the company's continued existence and to enable growth-oriented organic (own business activity without acquisitions) and non-organic (acquisitions) investment activity, and dividend policies based on these goals.

The total capital of the Semperit Group consists of equity, including non-controlling interests in subsidiaries (if they relate to equity instruments), liabilities from redeemable non-controlling interests and net financial debt.

To calculate net financial debt, the balance of cash, cash equivalents and available-for-sale securities is compared with the balance of interest-bearing financial liabilities (corporate Schuldschein loan, liabilities to banks, loans from non-controlling shareholders from subsidiary companies, liabilities from finance leases).



As at 31 December 2013, net financial debt was positive, i.e., Semperit Group had net financial liquidity totalling EUR 45,737 thousand. Semperit Group had net financial liquidity at 31 December 2012 totalling EUR 13,707 thousand.

The group is not subject to any statutory requirements with regard to a minimum level of equity, a minimum equity ratio or a maximum level of gearing.

The group is subject to certain loan agreement requirements related to the consolidated financial statements. These requirements include a minimum equity ratio and a maximum level of indebtedness. As at 31 December 2013, the corresponding requirements were complied with.

Internally, Semperit Group has not established any fixed requirements for a target capital structure with regard to the background of the organic and non-organic growth course because different capital structures might be necessary. The Management strives to ensure a sustainable and solid capital structure.

### Interest rate risk management

In the course of the company's business operations, equipment, investments and acquisitions are funded using interest bearing liabilities. Due to the increased need for financing because of the successful expansion steps that have been undertaken so far, changes in interest rates have a stronger effect on the financial result, cash flows and the measurement of financial liabilities within the Semperit Group. The risk related to fixed-interest financial instruments is that the market value will be negatively impacted in the event of interest rate changes. In the case of variable-interest financial instruments, the risk is that fluctuations in cash flows can adversely affect the balance of cash and cash equivalents, and the planning of cash flows.

In order to minimise the cash flow risk associated with financial liabilities, as at October 2013 interest rate swaps were undertaken that hedge a portion of the variable-interest components of the corporate Schuldschein loan raised in July 2013 into fixed-interest tranches. Based on these hedging measures, unforeseen negative effects to the financial result and the interest payments are limited.

As at 31 December 2013, the interest rate swaps had the following values:

| Hedged variable-interest bond tranches | Hedged amounts<br>in EUR<br>thousand | Fair value <sup>1)</sup><br>31.12.2013<br>in EUR<br>thousand | Accrued<br>interests<br>31.12.2013<br>in EUR<br>thousand | Total fair<br>market value<br>31.12.2013<br>in EUR<br>thousand | Variable<br>interest rate<br>in % | Fixed<br>interest rate<br>in % |
|--|--------------------------------------|--|--|--|-----------------------------------|--------------------------------|
| 5 years until 25.7.2018                | 15,330                               | -53  | -37  | -90  | 0.24%                             | 1.31%                          |
| 7 years until 24.7.2020                | 14,910                               | -60  | -46  | -106   | 0.34%                             | 1.71%                          |
|  | <b>30,240</b>                        | <b>-113</b>  | <b>-83</b>   | <b>-196</b>  |                                   |                                |

1) Excluding accrued interest

As at 31 December 2013, the fair value including accrued interest totals EUR 196 thousand and is reported in the consolidated balance sheet in the item "Other financial liabilities".

The variable interest rates of the interest rate swaps and the variable-interest tranches of the corporate Schuldschein loan are based on 6-month EURIBOR.

The interest rate swaps are accounted for as cashflow hedges in accordance with IAS 39. In order to apply hedge accounting in accordance with IAS 39, the hedging strategy must be documented and the effectiveness of the hedges must be measured both retrospectively and prospectively. The prospective test was successful because of the counteracting variable-interest conditions of the corporate Schuldschein loan tranches versus the interest rate swaps. The retrospective effectiveness test was performed based on the dollar-offset method using a hypothetical derivative calculation. In order to fulfil the measurement requirements of IFRS 13, the default risk of the swaps was taken into account when determining the fair value of the interest rate derivatives. Accordingly, the credit value adjustment (CVA) and the debit value adjustment (DVA) were included in the calculation of the derivatives.

The effective portion of the cashflow hedges totalling EUR 100 thousand was recognised directly in equity. The ineffective portion in the amount of EUR 13 thousand was recognised in profit and loss, and is reported in the consolidated income statement under "Financial expense".

The current interest rate risk is derived from the interest-bearing financial instruments after consideration of hedging relationships by means of interest rate derivatives as at the balance sheet date. The interest-rate profile of the group's interest-bearing instruments is as follows:

| in EUR thousand       | 31.12.2013     |                   | 31.12.2012     |                   |
|-----------------------|----------------|-------------------|----------------|-------------------|
|                       | Fixed interest | Variable interest | Fixed interest | Variable interest |
| Financial assets      | 82,515         | 77,962            | 38,427         | 56,446            |
| Financial liabilities | 88,308         | 55,021            | 11,121         | 117,292           |
|                       | <b>170,824</b> | <b>132,983</b>    | <b>49,548</b>  | <b>173,737</b>    |

The focal point of the interest rate sensitivity analysis is the risk arising from variable-interest financial instruments. For this, it is assumed that the variable-interest financial assets and liabilities existing at the balance sheet date remain outstanding for a whole year. When performing this analysis, an increase and a decrease in interest rates by 100 basis points are simulated. Resulting from this, the following effects on the financial result arise and are shown in this table.

| in EUR thousand                         | Balance        | 31.12.2013<br>Sensitivity to changes in<br>interest rates by |                                 | Balance        | 31.12.2012<br>Sensitivity to changes in<br>interest rates by |                                 |
|---|----------------|--|---------------------------------|----------------|--|---------------------------------|
|   |                | +100 basis points  | -100 basis points <sup>1)</sup> |                | +100 basis points  | -100 basis points <sup>1)</sup> |
| Variable-interest financial assets      | 77,962         | 780  | -342                            | 56,446         | 564  | -229                            |
| Variable-interest financial liabilities | 55,021         | -550   | 545                             | 117,292        | -1,173   | 1,173                           |
|   | <b>132,983</b> | <b>229</b>   | <b>203</b>                      | <b>173,737</b> | <b>-608</b>  | <b>944</b>                      |

<sup>1)</sup> For interest rates below 1%, negative interest rates are not taken into account.

In addition to the variable-interest financial instruments, a shift in the yield curve also had an effect on the interest rate derivatives that were concluded to hedge portions of the fixed-interest tranches of the corporate Schuldschein loan. As these interest rate swaps are designated as cashflow hedges, any remeasurement gains and losses, if they are effective, must be reported in equity. A shift in the yield curve by +100 basis points would have resulted in an increase in equity by EUR 1,537 thousand.

### Liquidity risk management

The monitoring and management of financial risks are important components of Semperit's group-wide controlling and accounting system.

The ongoing improvement of treasury guidelines and information systems helps Semperit to quickly identify financial risks and, if necessary, ensure that countermeasures are initiated. The liquidity situation is monitored by means of weekly and monthly analyses of flows of payments and by planning future income and expenditure. The net liquidity thus calculated forms the basis for the planning of investment decisions and the associated capital commitment.

Liquidity not needed in the short term is invested at low risk (fixed deposits). Nevertheless, developments in the financial markets can have a negative impact on the prices of securities in which Semperit has invested – even to the extent that they are no longer tradable. This, in turn, can have a negative impact on earnings and equity as a result of the devaluations or allowances that have to be made.

The maturities of the undiscounted contractual cash flows from financial liabilities break down as follows:

| <b>31.12.2013</b><br><b>in EUR thousand</b> | <b>Total</b> | <b>Up to 1<br/>month</b> | <b>2 to 3<br/>months</b> | <b>4 to 12<br/>months</b> | <b>1 to 5<br/>years</b> | <b>Over 5<br/>years</b> |
|---|--------------|--------------------------|--------------------------|---------------------------|-------------------------|-------------------------|
| Corporate Schuldschein loan                 | 144,931      | 1,468                    | 0                        | 1,468                     | 61,745                  | 80,249                  |
| Liabilities to banks                        | 14,310       | 3,778                    | 9,590                    | 87                        | 590                     | 264                     |
| Trade payables                              | 73,088       | 32,772                   | 34,666                   | 5,273                     | 87                      | 290                     |
| Derivatives                                 | 373          | 186                      | 72                       | 2                         | 53                      | 60                      |
| Liabilities from finance leases             | 3,304        | 177                      | 354                      | 1,209                     | 1,564                   | 0                       |
| Other financial liabilities                 | 20,391       | 6,779                    | 2,236                    | 6,906                     | 3,514                   | 956                     |

| <b>31.12.2012</b><br><b>in EUR thousand</b> | <b>Total</b> | <b>Up to 1<br/>month</b> | <b>2 to 3<br/>months</b> | <b>4 to 12<br/>months</b> | <b>1 to 5<br/>years</b> | <b>Over 5<br/>years</b> |
|---|--------------|--------------------------|--------------------------|---------------------------|-------------------------|-------------------------|
| Liabilities to banks                        | 118,476      | 2,814                    | 6,690                    | 7,840                     | 101,131                 | 0                       |
| Trade payables                              | 50,534       | 24,365                   | 19,059                   | 7,111                     | 0                       | 0                       |
| Derivatives                                 | 2            | 2                        | 0                        | 0                         | 0                       | 0                       |
| Liabilities from finance leases             | 8,900        | 314                      | 941                      | 2,616                     | 5,029                   | 0                       |
| Other financial liabilities                 | 17,782       | 6,573                    | 2,472                    | 5,350                     | 2,453                   | 935                     |

### Default/credit risk management

Credit risks arise when the other parties to transactions do not meet their obligations, resulting in a financial loss for the group. Semperit's internal financial and treasury directives impose strict requirements with regard to financial partners' creditworthiness. Credit risks and the risk of parties to a contract delaying payment or defaulting are checked both when business relationships are entered into and during ongoing business relationships by means of credit checks, credit limits and audit routines.

In addition, the default risk is largely limited by credit insurance and on a case-by-case basis through bank collateral (bank guarantees). If credit limits are exceeded or payments delayed, deliveries are halted and only resumed once specific conditions are met and on the order of authorised individuals specified in Semperit Group directives. Since there are also credit risks for financial partners with excellent creditworthiness, developments in the financial markets are monitored continuously and the credit limits are adjusted accordingly.

The default risk associated with receivables from customers is assessed as low since their creditworthiness is monitored continuously and the diversified customer structure means that risk is not concentrated on individual customers.

The default risk associated with liquid funds is low, since the group's contracting parties are largely banks with very good credit ratings from international credit rating agencies. To further minimise the risk, defined maximum amounts are set for each contracting party.

The credit default risk associated with financial assets is taken into account by means of allowances.

Without taking into account the risk minimisation strategies described above, the group's maximum default risk corresponds to the carrying amount of its recognised financial assets, which can be broken down into the following measurement categories based on IAS 39.9 and total as follows:

| in EUR thousand                                     | 2013    | 2012    |
|---|---------|---------|
| Derivative financial instruments (held for trading) | 219     | 334     |
| Units in funds, government bonds, equities (AFS)    | 7,277   | 8,798   |
| Loans and receivables                               | 114,295 | 123,522 |
| Cash and cash equivalents                           | 182,554 | 133,322 |

### Currency risk management

There are also currency risks associated with Semperit's operational activities. These risks arise from financial instruments that are denominated in a currency that is different to the functional currency of the respective company. In addition to operational measures, derivative financial instruments – foreign exchange forward transactions in particular – are employed to limit and manage these risks.

The translation of items in foreign currencies to the euro, the reporting currency, results in currency translation differences (translation risk) that were reported under other comprehensive income and amount to EUR -30,919 thousand. Thus, the currency translation reserves changed from EUR 13,715 thousand at 31 December 2012 to EUR -17,204 thousand at 31 December 2013. The carrying amounts of assets and liabilities belonging to subsidiaries not based in the Eurozone and the contribution of these subsidiaries to the earnings of the group depend to a significant degree on the exchange rate between the euro and the functional currency used by these subsidiaries. According to IFRS 7, translation risk is not taken into account in the following disclosures.

The following breakdown of the Semperit Group's revenue into key currencies (as a percentage of overall revenue) shows that in 2013, 46.8% (previous year: 47.5%) of revenue was realised in foreign currencies.

| in % of Group's revenue | 2013  | 2012  |
|-------------------------|-------|-------|
| EUR                     | 53.2% | 52.5% |
| USD                     | 31.5% | 27.2% |
| THB                     | 6.7%  | 8.3%  |
| CNY                     | 2.3%  | 2.2%  |
| INR                     | 1.8%  | 1.5%  |
| GBP                     | 1.8%  | 2.5%  |
| MYR                     | 0.7%  | 2.4%  |
| PLN                     | 0.5%  | 0.0%  |
| BRL                     | 0.0%  | 2.5%  |
| Other                   | 1.4%  | 1.0%  |

A significant portion of the group's earnings is generated by subsidiaries that are not based in the Eurozone.

The group's financial management is committed to avoiding currency risks as much as possible by coordinating payment flows.

The table below shows the derivative financial instruments used to hedge against currency risk by company, type of forward transaction and hedged currency. These are exclusively forward sales.

| 31.12.2013                        | Country        | Type of transaction | Currency | Hedge amount <sup>1)</sup> | Hedge rate <sup>2)</sup> | Fair value in EUR thousand 31.12.2013 | Range of remaining days to maturity in days |
|-----------------------------------|----------------|---------------------|----------|----------------------------|--------------------------|---------------------------------------|---|
| Semperflex Optimit s.r.o.         | Czech Republic | Forward exchange    | EUR      | 4,334,000                  | 27.36                    | -9                                    | 8-50  |
| Sempertrans Belchatów Sp. z o.o.  | Poland         | Forward exchange    | EUR      | 18,000,000                 | 4.22                     | 211                                   | 2-120                                       |
| Semperit Technische Produkte GmbH | Austria        | Forward exchange    | GBP      | 1,900,000                  | 0.85                     | -36                                   | 16-107                                      |
| Semperit Technische Produkte GmbH | Austria        | Forward exchange    | HUF      | 400,000,000                | 299.36                   | -6                                    | 9-120                                       |
| Latexx Partners Berhad            | Malaysia       | Forward exchange    | USD      | 13,300,000                 | 3.25                     | -87                                   | 2-58  |
| Siam Sempermed Corp. Ltd.         | Thailand       | Forward exchange    | USD      | 2,092,877                  | 32.49                    | -28                                   | 132-155                                     |
| Semperflex Asia Corp. Ltd.        | Thailand       | Forward exchange    | USD      | 50,000                     | 31.41                    | -2                                    | 122   |

<sup>1)</sup> Refers to the total amount of all existing derivative financial instruments as at the end of the reporting period.

<sup>2)</sup> Refers to the weighted average rate derived from all existing derivative financial instruments as at the end of the reporting period.

| 31.12.2012                        | Country        | Type of transaction | Currency | Hedge amount <sup>1)</sup> | Hedge rate <sup>2)</sup> | Fair value in EUR thousand 31.12.2012 | Range of remaining days to maturity in days |
|-----------------------------------|----------------|---------------------|----------|----------------------------|--------------------------|---------------------------------------|---|
| Semperflex Optimit s.r.o.         | Czech Republic | Forward exchange    | EUR      | 2,797,000                  | 25.27                    | 15                                    | 2–45  |
| Semperflex AH s.r.o.              | Czech Republic | Forward exchange    | EUR      | 50,000                     | 25.27                    | 0                                     | 15–45                                       |
| Sempertrans Belchatów Sp. z o.o.  | Poland         | Forward exchange    | EUR      | 9,000,000                  | 4.19                     | 197                                   | 3–59  |
| Semperit Technische Produkte GmbH | Austria        | Forward exchange    | GBP      | 600,000                    | 0.80                     | 16                                    | 3–45  |
| Semperit Technische Produkte GmbH | Austria        | Forward exchange    | HUF      | 60,000,000                 | 290.22                   | 2                                     | 17  |
| Latexx Partners Berhad            | Malaysia       | Forward exchange    | USD      | 2,500,000                  | 3.07                     | 7                                     | 4–18  |
| Siam Sempermed Corp. Ltd.         | Thailand       | Forward exchange    | USD      | 21,674,754                 | 30.98                    | 84                                    | 30–175                                      |
| Siam Sempermed Corp. Ltd.         | Thailand       | Forward exchange    | EUR      | 691,840                    | 40.86                    | 0                                     | 84–176                                      |
| Semperflex Asia Corp. Ltd.        | Thailand       | Forward exchange    | USD      | 2,914,996                  | 31.01                    | 10                                    | 109–175                                     |

<sup>1)</sup> This is the total balance of all outstanding derivative financial instruments as at the balance sheet date.

<sup>2)</sup> This is a weighted average rate calculated based on the outstanding derivative financial instruments as at the balance sheet date.

The derivatives are shown in the balance as held-for-trading instruments rather than as hedges because the prerequisites for hedge accounting in accordance with IAS 39 are not met. The fair values are reported in the consolidated balance sheet as "Other financial assets" or "Other financial liabilities".

In terms of currency risk, sensitivity analyses for the balance sheet date valuation are prepared for the monetary items that deviate from the functional currency. When doing so, the effects on profit are determined based on hypothetical changes in exchange rates for each currency pair. The basis of the analysis takes into account the receivables and liabilities of the respective currency pairs and the currency derivatives. A uniform change in the range of price fluctuation was not assumed; instead, the appropriate fluctuation ranges for each currency pair were determined based on historical fluctuations during the year.

The following table shows the effects of currency appreciation and devaluation of the major currencies versus the euro.

| Change in currency to EUR | Calculated fluctuation range | Impact on profit from price increase in EUR thousand | 2013<br>Impact on profit from price decrease in EUR thousand | Calculated fluctuation range | Impact on profit from price increase in EUR thousand | 2012<br>Impact on profit from price decrease in EUR thousand |
|---------------------------|------------------------------|--|--|------------------------------|--|--|
|                           | in %                         |  |  | in %                         |  |  |
| USD                       | 4%                           | -252   | 252  | 5%                           | -96  | 96   |
| THB                       | 8%                           | 209  | -209   | 3%                           | 13   | -13  |
| PLN                       | 3%                           | 88   | -88  | 5%                           | 545  | -545   |
| CZK                       | 4%                           | -110   | 110  | 3%                           | 8  | -8   |
| HUF                       | 4%                           | -55  | 55   | 6%                           | -73  | 73   |
| GBP                       | 3%                           | -192   | 192  | 4%                           | -222   | 222  |
| CNY                       | 3%                           | -71  | 71   | 4%                           | 44   | -44  |
| INR                       | 14%                          | -262   | 262  | 6%                           | -147   | 147  |
| MYR                       | 7%                           | -32  | 32   | 3%                           | -9   | 9  |
| SGD                       | 4%                           | 21   | -21  | 5%                           | -3   | 3  |

| Change in currency to USD | Calculated fluctuation range | Impact on profit from price increase in EUR thousand | 2013<br>Impact on profit from price decrease in EUR thousand | Calculated fluctuation range | Impact on profit from price increase in EUR thousand | 2012<br>Impact on profit from price decrease in EUR thousand |
|---------------------------|------------------------------|--|--|------------------------------|--|--|
|                           | in %                         |  |  | in %                         |  |  |
| THB                       | 6%                           | 915  | -915   | 3%                           | 258  | -258   |
| PLN                       | 5%                           | 181  | -181   | -                            | -  | -  |
| BRL                       | 12%                          | 3  | -3   | 12%                          | -374   | 374  |
| CNY                       | 2%                           | 29   | -29  | 1%                           | 8  | -8   |
| INR                       | 12%                          | -27  | 27   | 8%                           | -19  | 19   |
| MYR                       | 5%                           | 78   | -78  | 3%                           | 356  | -356   |



## 9. Other commitments and risks

### CONTINGENT LIABILITIES AND OTHER FINANCIAL OBLIGATIONS

There are only contractual-performance, warranty and advance-payment guarantees that are normal in the industry or business.

In addition, there are liabilities from the use of tangible assets not reported in the balance sheet that are based on tenancy or lease agreements, as well as liabilities related to the acquisition of tangible assets based on contractually binding investment projects involving tangible assets (see note 6.2).

### LEGAL DISPUTES

Various companies in the group are the defendant in cases in which the plaintiffs claim to have incurred damages caused by products of the defendant. The Semperit Group rejects all of these claims as being unjustified. None of the cases is currently at a stage at which the outcome can be estimated with a sufficient degree of probability. The management of the Semperit Group does not expect these cases to significantly impair the asset, financial and earnings position, also because of the insurance cover that is in place

One company is the defending party in a patent dispute, in which a competitor claims its patent for a dip mould holder has been infringed by a number of glove manufacturers and suppliers of dip moulds. The Semperit Group believes there are no grounds for this and rejects the claims as unjustified. The case is currently not at a stage at which the outcome can be estimated with a sufficient degree of probability. The management of the Semperit Group does not expect these cases to significantly impair the asset, financial and earnings position. A suitable provision has been made for the expected costs of the case.

One group company is currently involved in an antitrust proceeding. As the proceeding was just recently opened, it is still too early to estimate the outcome with sufficient probability. The procedure is being carried out in consultation with local specialists from the public authority. The subsidiary is cooperating with the competent authorities and ensures its full support. The management of the Semperit Group expects that the outcome of this matter will not have a significant impact on the net assets, financial position and results of operations of the group. A provision has been made for the expected costs. This provision will be re-evaluated on a regular basis to determine any need for adjustment.

Detailed information on the exact financial effects would seriously jeopardise the position of the Semperit Group in realising its interests in the course of ongoing litigations. Therefore it is avoided in application of IAS 37.92.

# 10. Related-party transactions with companies, individuals and co-partners

## 10.1. RELATED-PARTY TRANSACTIONS WITH COMPANIES AND INDIVIDUALS

Outstanding balances and transactions between Semperit AG Holding and its subsidiaries were eliminated in the course of consolidation and are not discussed 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 a shareholder holding an indirect majority stake. It draws up and publishes consolidated financial statements in which the Semperit Group is consolidated. Under IAS 24, B & C Privatstiftung and all its subsidiaries, joint ventures and associated companies are related parties of the Semperit Group.

Related parties 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 hold a majority stake in Semperit Aktiengesellschaft Holding, and finally the members of the management board of B&C Privatstiftung and the close family members of these management and supervisory board members and managing directors.

Compensation paid to members of the management board is shown in note 5.4. Remuneration paid to the supervisory board in the financial year 2013 comprises a basic component, remuneration for membership per committee and an attendance fee for every meeting. The remuneration paid to members of the Supervisory Board in the financial year 2013 for the year 2012 amounted to EUR 205 thousand (previous year: EUR 123 thousand); included therein is also remuneration to members of the Supervisory Board who left the Board in the financial year 2012. There are no other business relations.

A long-term loan was granted to the associated company Synergy Health Allershausen GmbH. At 31 December 2013 the balance of this loan was EUR 563 thousand (previous year: EUR 563 thousand). Other transactions with associated companies and other related parties are limited, and they are conducted on normal business terms and conditions.

## 10.2. TRANSACTIONS WITH CO-PARTNERS

The fully consolidated companies Semperflex Asia Corp. Ltd., Siam Sempermed Corp. Ltd., Shanghai Semperit Rubber & Plastic Products Co. Ltd. and Semperflex Shanghai Ltd. conduct business with the non-controlling co-partner of these subsidiaries, Sri Trang Agro-Industry Plc, at established market conditions. Sempertrans Best (Shandong) Belting Co. Ltd. conducts business with Wang Chao Coal & Electricity Group, the non-controlling co-partner of this company, under established market conditions.

### 10.3. MANAGEMENT BOARD MATTERS

The mandate of Thomas Fahnemann as Chairman of the Management Board of Semperit AG Holding was extended by the Supervisory Board in April 2013 until 31 December 2016.

In September 2013 the Supervisory Board extended the mandate of Johannes Schmidt-Schultes as Chief Financial Officer of Semperit AG.Holding until 30 April 2017.

## 11. Events after the balance sheet date

No significant events that require disclosure occurred after the balance sheet date.

Vienna, 25 March 2014

The Management Board



**Thomas Fahnemann**  
Chief Executive Officer  
Chairman



**Johannes Schmidt-Schultes**  
Chief Financial Officer



**Richard Ehrenfeldner**  
Chief Technical Officer

# AUDITOR'S REPORT<sup>1)</sup> (TRANSLATION)

## REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying consolidated financial statements of Semperit Aktiengesellschaft Holding, Vienna, for the fiscal year from 1 January 2013 to 31 December 2013. These consolidated financial statements comprise the consolidated balance sheet as of 31 December 2013, the consolidated income statement, the consolidated statement of comprehensive income, the consolidated cash flow statement and the consolidated statement of changes in equity for the fiscal year ended 31 December 2013, and the notes.

### Management's Responsibility for the Consolidated Financial Statements and for the Accounting System

The Company's management is responsible for the group accounting system and for the preparation and fair presentation of the consolidated financial statements in accordance with the International Financial Reporting Standards (IFRSs) as adopted by the EU. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; making accounting estimates that are reasonable in the circumstances.

### Auditor's Responsibility and Description of Type and Scope of the Statutory Audit

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with laws and regulations applicable in Austria and Austrian Accounting Standards on Auditing, as well as in accordance with International Standards on Auditing (ISAs), issued by the International Auditing and Assurance Standards Board (IAASB) of the International Federation of Accountants (IFAC). Those standards require that we comply with professional guidelines and that we plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Group's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

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<sup>1)</sup> This report is a translation of the original report in German, which is solely valid. Publication of the consolidated financial statements together with our auditor's opinion may only be made if the consolidated financial statements and the consolidated management report are identical with the audited version attached to this report. Section 281 paragraph 2 UGB (Austrian Commercial Code) applies.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a reasonable basis for our audit opinion.

### **Opinion**

Our audit did not give rise to any objections. In our opinion, which is based on the results of our audit, the consolidated financial statements comply with legal requirements and give a true and fair view of the financial position of the Group as of 31 December 2013 and of its financial performance and its cash flows for the fiscal year from 1 January 2013 to 31 December 2013 in accordance with the International Financial Reporting Standards (IFRSs) as adopted by the EU.

### **COMMENTS ON THE CONSOLIDATED MANAGEMENT REPORT**

Pursuant to statutory provisions, the consolidated management report is to be audited as to whether it is consistent with the consolidated financial statements and as to whether the other disclosures are not misleading with respect to the Company's position. The auditor's report also has to contain a statement as to whether the consolidated management report is consistent with the consolidated financial statements and whether the disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

In our opinion, the consolidated management report is consistent with the consolidated financial statements. The disclosures pursuant to Section 243a UGB (Austrian Commercial Code) are appropriate.

Vienna, 25 March 2014

Ernst & Young  
Wirtschaftsprüfungsgesellschaft m.b.H.

**Mag. Gerhard Schwartz m.p.**  
**Certified Auditor**

**Mag. Hans-Erich Sorli m.p.**  
**Certified Auditor**

## Balance sheet of Semperit AG Holding

as at 31 December 2013

| in EUR thousand                       | 31.12.2013     | 31.12.2012     |
|---------------------------------------|----------------|----------------|
| <b>ASSETS</b>                         |                |                |
| <b>Assets</b>                         |                |                |
| Intangible assets                     | 893            | 300            |
| Tangible assets                       | 730            | 724            |
| Financial assets                      | 188,801        | 65,584         |
|                                       | <b>190,425</b> | <b>66,608</b>  |
| <b>Current assets</b>                 |                |                |
| Receivables from affiliated companies | 42,411         | 27,578         |
| Other receivables                     | 3,012          | 5,651          |
| Cash on hand, bank deposits           | 22,998         | 17,557         |
|                                       | <b>68,421</b>  | <b>50,786</b>  |
| Accruals and deferrals                | 407            | 383            |
| <b>ASSETS</b>                         | <b>259,253</b> | <b>117,778</b> |
| <b>LIABILITIES</b>                    |                |                |
| <b>Equity</b>                         |                |                |
| Share capital                         | 21,359         | 21,359         |
| Capital reserves                      | 21,540         | 21,539         |
| Revenue reserves                      | 34,399         | 27,499         |
| Net profit for the period             | 24,754         | 16,941         |
|                                       | <b>102,052</b> | <b>87,339</b>  |
| <b>Untaxed reserves</b>               | <b>1</b>       | <b>2</b>       |
| <b>Provisions</b>                     |                |                |
| Provisions for severance payments     | 2,352          | 2,725          |
| Provisions for pensions               | 15,532         | 17,277         |
| Tax provisions                        | 1,071          | 1,851          |
| Other provisions                      | 8,634          | 6,511          |
|                                       | <b>27,590</b>  | <b>28,365</b>  |
| <b>Liabilities</b>                    |                |                |
| Corporate Schuldschein loan           | 126,225        | 0              |
| Trade payables                        | 2,431          | 815            |
| Liabilities to affiliated companies   | 599            | 1,089          |
| Other liabilities                     | 356            | 168            |
|                                       | <b>129,611</b> | <b>2,073</b>   |
| <b>LIABILITIES</b>                    | <b>259,253</b> | <b>117,778</b> |
| Contingent liabilities                | 1,416          | 101,513        |

## Income statement of Semperit AG Holding

for the financial year from 1 January 2013 to 31 December 2013

| in EUR thousand   | 2013           | 2012          |
|---|----------------|---------------|
| <b>Revenue</b>  | <b>9,916</b>   | <b>6,363</b>  |
| Other operating income  | 2,319          | 8,524         |
| Personnel expenses  | -14,192        | -10,871       |
| Depreciation and amortisation of tangible and intangible assets | -254           | -214          |
| Other operating expenses  | -19,909        | -13,365       |
| <b>Earnings before interest and tax (EBIT)</b>                  | <b>-22,121</b> | <b>-9,563</b> |
| Income from investments   | 50,136         | 40,840        |
| Income from other securities of financial assets                | 202            | 293           |
| Interest and related income                                     | 2,184          | 310           |
| Gains from the sale and disposal of investments                 | 163            | 0             |
| Expenditures for financial investments                          | -133           | -6,676        |
| Interest and related expenses                                   | -2,535         | -812          |
| <b>Financial result</b>   | <b>50,018</b>  | <b>33,954</b> |
| <b>Result from ordinary business activities</b>                 | <b>27,897</b>  | <b>24,391</b> |
| Income taxes  | 3,275          | 3,673         |
| <b>Earnings after tax</b>                                       | <b>31,172</b>  | <b>28,064</b> |
| Allocation of other reserves                                    | -6,900         | -11,500       |
| Profit carried forward from the previous year                   | 482            | 376           |
| <b>Net profit for the period</b>                                | <b>24,754</b>  | <b>16,941</b> |

The annual financial statements 2013 of Semperit AG Holding, which were prepared according to Austrian accounting standards and awarded an unqualified audit opinion by Ernst & Young Wirtschaftsprüfungsgesellschaft m.b.H., Vienna, were submitted together with all the relevant documentation to the commercial register of the Vienna Commercial Court under the commercial register number 112544 g. These financial statements are included in the Annual Financial Report 2013 in German, which is available for download from the homepage [www.semperitgroup.com/ir](http://www.semperitgroup.com/ir).

The Management Board proposes to the Annual General Meeting to distribute a dividend of EUR 1.20 per share (ordinary dividend of EUR 0.90 per share plus an anniversary bonus of EUR 0.30 per share in celebration of "190 years of Semperit") from the net profit for the period of EUR 24,754 thousand and to carry forward the remaining earnings to the new accounts.

Vienna, 25 March 2014

The Management Board



**Thomas Fahnemann**  
Chief Executive Officer  
Chairman



**Johannes Schmidt-Schultes**  
Chief Financial Officer



**Richard Ehrenfeldner**  
Chief Technical Officer



# Statement of all legal representatives

## PURSUANT TO SECTION 82 PARA. 4 (3) OF THE AUSTRIAN STOCK EXCHANGE ACT

We confirm to the best of our knowledge that the consolidated financial statements as at 31 December 2013 prepared in accordance with International Financial Reporting Standards (IFRSs) as adopted by the European Union (EU) give a true and fair view of the assets, liabilities, financial position and profit or loss of the group as required by the applicable accounting standards and that the group management report gives a true and fair view of the development and performance of the business and the position of the group, together with a description of the principal risks and uncertainties the group faces.

We confirm to the best of our knowledge that the separate financial statements of Semperit Aktiengesellschaft Holding as at 31 December 2013 prepared in accordance with the Austrian Company Code (UGB) give a true and fair view of the assets, liabilities, financial position and profit or loss of the parent company as required by the applicable accounting standards and that the management report gives a true and fair view of the development and performance of the business and the position of the company, together with a description of the principal risks and uncertainties the company faces.

Vienna, 25 March 2014

The Management Board



**Thomas Fahnemann**  
Chief Executive Officer  
Chairman



**Johannes Schmidt-Schultes**  
Chief Financial Officer



**Richard Ehrenfeldner**  
Chief Technical Officer

## Group's history

- 1824** Johann Nepomuk Reithoffer awarded patent for "making woollen fabric for clothing watertight"
- 1852** Factory built in Wimpassing, Austria
- 1890** Company listed on the Vienna stock exchange for the first time
- 1900** The "Semperit" name mentioned for the first time
- 1912** Semperit Group established following the merger of several factories
- 1920** Production of latex gloves commenced
- 1985** Group reorganised to concentrate on four business segments  
Tire production business sold to Continental
- 1989** First glove factory established in Thailand  
Conveyor belt company acquired in France
- 1996** Hydraulic hose production commenced in Thailand  
First production facility in China built (handrails)
- 1998** Europe's largest hose factory acquired in the Czech Republic
- 1999** Handrail factory opened in New Jersey, USA
- 2000** Conveyor belt factory acquired in Poland
- 2001** Majority interest acquired in an Indian conveyor belt factory  
Hose factory bought in Italy
- 2007** New hose factory opened in China
- 2008** Handrail production relocated in Shanghai, China  
Distribution company for medical gloves bought in Brazil
- 2009** Joint venture established for a conveyor belt factory in China
- 2010** New glove factory built in Thailand  
Distribution company for hydraulic hoses established in Brazil
- 2011** Porcelain mould production facility established in a joint venture in Malaysia
- 2012** Largest acquisition in the company's history carried out with the purchase of Latexx Partners, a producer of gloves in Malaysia
- 2013** Start of the largest organic investment project in the company's history at the conveyor belt facility in Belchatów, Poland  
Semperit becomes main supplier for conveyor belts for the German energy group RWE

# Glossary

## A

### **ATX (Austrian Traded Index)**

Leading index of the Vienna Stock Exchange

## B

### **Butadiene**

Organic, twofold unsaturated chemical polymer used in the manufacture of synthetic latex, amongst other things  
Petrochemical byproduct

## C

### **CAGR (Compound Annual Growth Rate)**

Average annual growth rate over a specific period of time

### **Cash Flow**

Balance of cash and cash equivalents; serves as an indicator for evaluation of financial strength and a company's ability to raise the funds for dividend payments, debt repayment, and investment financing by its own means.

### **Capex (capital expenditure)**

Use of financial resources for investments (at Semperit total investments)

### **Compliance**

Conformity with regulations; adherence to rules, guidelines and voluntary codes within a company

### **Corporate Governance**

Rules for the responsible management and control of a company; laid out in the Austrian Corporate Governance Code

## D

### **DAX**

German equity index comprising the 30 largest companies

### **Directors' Dealings**

Share transactions conducted by the management of exchange-listed companies in the companies' own shares

### **Directors' and Officers' (D&O) Insurance**

Liability insurance taken out by a company for its boards and executives

## E

### **EBIT (Earnings Before Interest and Tax)**

Earnings before interest and tax, operating result

### **EBIT margin**

EBIT in relation to revenue

### **EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation)**

Earnings before interest, tax, depreciation and amortisation

### **EBITDA margin**

EBITDA in relation to revenue

### **Equity ratio**

The ratio of shareholders' equity to total assets

### **Elastomer**

Form stable but elastically deformable plastics

### **EMEA (Europe, Middle East, Africa)**

Europe, Middle East, Africa

### **EPDM (ethylene propylene diene monomer)**

Synthetic rubber

### **Ex-dividend day**

The day on which the amount of the dividend is deducted from the share price

## I

### **IFRS (International Financial Reporting Standards)**

Accounting standards developed by the International Accounting Standards Board (IASB). In addition to the International Financial Reporting Standards (IFRS) and the International Accounting Standards

(IAS) of the IASB, it also incorporates the Interpretations of the International Financial Reporting Interpretations Committee (IFRIC) and the Interpretations of the Standing Interpretations Committee (SIC).

### **Industrial Sector**

The Industrial Sector consists of the segments Semperflex, Sempertrans and Semperform.

### **ISO (International Organization for Standardization)**

Institute responsible for coordinating standards worldwide

## **K**

### **Key Account Management**

A type of marketing organisation. Preferred treatment of buyers that hold a key position in relation to a company's success

## **M**

### **Market capitalisation**

Number of shares multiplied by the share price; market value of a company in absolute terms

### **Medical Sector**

The Medical Sector consists of the segment Sempermed.

## **N**

### **Natural latex**

Milky juice of the rubber tree that is obtained by grazing the bark

### **Net liquidity**

Is calculated from cash and cash equivalents less liabilities to credit institutions and corporate Schuldschein loans

### **Nitrile**

Comprehensive term for a group of chemical compounds. Basic material for Semperit's synthetic gloves

## **O**

### **Organisation for Economic Cooperation and Development (OECD)**

A union of 30 industrial states aiming to promote economic growth and global trade

## **P**

### **Payout ratio**

Distribution ratio, share of the profit that is distributed to shareholders in the form of dividends

### **Polyisoprene**

Isoprene rubber, synthetic version of natural rubber, is used instead of or mixed with natural rubber, can be processed to hard or soft rubber

### **Price/earnings ratio**

Share price divided by profit per share

### **Provisions**

Accounting provisions for future obligations, the extent and maturity of which cannot be determined explicitly

## **R**

### **Return on equity**

The return on equity in terms of earnings after tax

## **S**

### **Spot price**

The price paid for the immediate, effective delivery of a standardised commodity that has already been produced

## **V**

### **Vinyl**

Thermoplastic polymer such as polyvinylchloride (PVC)

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## Financial Calendar 2014

|            |   |
|------------|---|
| 27.3.2014  | Publication of FY 2013 and press conference |
| 29.4.2014  | Annual general meeting, Vienna              |
| 6.5.2014   | Ex-dividend day                             |
| 8.5.2014   | Dividend payment day                        |
| 20.5.2014  | Report on the first quarter of 2014         |
| 19.8.2014  | Half-year financial report 2014             |
| 18.11.2014 | Report on the first three quarters of 2014  |

## ADDRESSES OF SEMPERIT GROUP

[www.semperitgroup.com/en/contact](http://www.semperitgroup.com/en/contact)

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## DISCLAIMER

In this report, the terms "Semperit" or "Semperit Group" refer to the group; "Semperit AG Holding" or "Semperit Aktiengesellschaft Holding" is used to refer to the parent company (individual company).

We have prepared this report 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 (editorial deadline: 25 March 2014). 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.

This report has been produced in German and English. In case of doubt, the German version shall take precedence.

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