

Press release

27/03/2013



NORMA Group AG
Media relations
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NORMA Group generates record sales and earnings in 2012

- Sales increased by 4.0% to EUR 604.6 million
- Adjusted EBITA improved by 2.7% to EUR 105.4 million
- Adjusted EBITDA margin remains at a high level of 17.4%
- Earnings per share improved to EUR 1.94
- Proposed dividend of EUR 0.65 per share
- Additional growth expected for 2013

Maintal, Germany, 27 March 2013 – NORMA Group AG ("NORMA Group"), a global market and technology leader for engineered joining technology, generated outstanding sales and earnings in financial year 2012. The company, which is MDAX-listed since 18 March 2013, increased sales by 4.0% to EUR 604.6 million during the reporting period (2011: EUR 581.4 million). Acquisitions in Switzerland, Italy and Malaysia contributed to this result. Together, the acquired companies generated sales of EUR 14.3 million in 2012. NORMA Group improved adjusted operating earnings (adjusted EBITA) by 2.7% to EUR 105.4 million in spite of the difficult environment in Europe (2011: EUR 102.7 million). The adjusted EBITA margin remained at a consistently high level of 17.4%. The company grew the pro forma earnings per share by 13 cent year-on-year to EUR 1.94 based on the number of shares as at 31 December 2012. "We are pleased to look back over another strong financial year. We generated outstanding sales and earnings in 2012 in spite of the volatile European markets," said Werner Deggim, CEO of NORMA Group. "We again significantly strengthened our market position by making four acquisitions and further building our capacities predominantly in the Asia-Pacific region. This makes us optimistic for this financial year in which we expect to grow moderately from 2012 levels."

NORMA Group expects Group sales to grow moderately in 2013 compared to the previous year. The companies acquired in 2012 and 2013 are expected to generate additional sales of about EUR 20 million.

Growth in the Americas and Asia-Pacific, slight decline in the EMEA region

Performance across the three regional segments EMEA (Europe, Middle East, Africa), the Americas and Asia-Pacific was mixed in financial year 2012. While the Americas and Asia-Pacific grew further, sales in the EMEA region declined slightly in 2012. In spite of the weaker macroeconomic environment in this region, however, sales decreased only slightly by 1.4% to EUR 367.5 million (2011: EUR 372.7

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million). The quarterly decline in sales stabilised in the fourth quarter of 2012, which already reflected initial positive effects from the new Euro 6 emission standard. The acquisition of Connectors Verbindungstechnik AG in Switzerland and Nordic Metalblok S.r.l. in Italy also made a contribution to sales. Moreover, NORMA Group expanded its production and distribution activities in the EMEA region in 2012, paving the way for additional growth. As part of this effort, it opened a distribution centre in Moscow, Russia, and expanded the production facility in Newbury, UK.

The **Americas** performed well overall in 2012. Sales grew by 11.8% to EUR 193.3 million (2011: EUR 173.0 million). The political uncertainty also weighed on the economy in the fourth quarter of 2012 and prevented the company from extending the strong 18.3% sales increase generated over the first nine months to year-end.

The **Asia-Pacific** segment has developed well in 2012. Sales grew by EUR 22.6% to EUR 43.8 million (2011: EUR 35.7 million). The company expanded its regional distribution and manufacturing capacities in India and China in order to capture the growth opportunities in this region. It also opened branches in Vietnam, Indonesia and the Philippines. In November 2012, NORMA Group acquired Chien Jin Plastic Sdn. Bhd. in Malaysia, thereby strengthening its expertise in water management.

Improved equity ratio – net debt further reduced

For year-end 2012, NORMA Group reported EUR 288.3 million in equity in the consolidated balance sheet, up 12.6% year on year (31 December 2011: EUR 256.0 million). The increase resulted mainly from the Group result of EUR 56.6 million. This brought the equity ratio to 41.7% after 39.5% on 31 December 2011. In spite of the acquisitions and the dividend payment, net debt excluding hedging instruments decreased slightly to EUR 174.2 million by 31 December 2012 compared to the previous year (31 December 2011: EUR 176.7 million). As a result, the ratio of net debt to equity (gearing) fell substantially year-on-year to 0.7 at year-end 2012 (31 December 2011: 0.8).

Inclusion into the MDAX

Effective 18 March 2013, NORMA Group was included in the MDAX, the index for medium-sized companies of the German Stock Exchange (Deutsche Börse). Free float in the shares has been 100% since the beginning of January 2013. "We are particularly proud that we were included into the MDAX not even two years after the IPO," says Dr. Othmar Belker, CFO of NORMA Group. "With this decision, the stock exchange recognises our sustainable business model and our long-term growth strategy."

Proposed dividend of EUR 0.65 per share

The management board and the supervisory board of NORMA Group will propose a dividend of EUR 0.65 per share for financial year 2012. This corresponds to a distribution of EUR 20.7 million. As a consequence, the pay-out ratio amounts to 33.5% of the Group's adjusted result in 2012 (EUR 61.8 million). In addition, it is planned to propose the transformation of NORMA Group AG into the legal form

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of a European company (Societas Europaea, "SE") at the Annual General Meeting. The transformation into an SE is a consistent follow-up step. It also embodies European values in a corporate sense.

As at 31 December 2012, NORMA Group had 4,485 employees globally including temporary staff, 233 employees more than a year before (2011: 4,252 employees). In Germany, the number of employees declined by 44 to 864 by 31 December 2012, since the number of temporary staff had been reduced.

Differentiated outlook for 2013

From today's perspective, NORMA Group expects the global economy to grow approximately at the same rate in 2013 as it grew in 2012, albeit in a volatile environment across the European countries. The BRICs and other emerging markets are expected to be the growth drivers. Supported by solid growth in China, the expansion of the activities in some Asian markets and the gain in market share, NORMA Group expects to grow by more than ten per cent in the Asia-Pacific region. After solid growth in the previous year, NORMA Group forecasts neutral to moderate growth in the North American markets (calculated in euros) driven by an appreciation trend of the US dollar. For the EMEA region, NORMA Group expects neutral to slow year-on-year growth in 2013. This is supported by the new generation of engines and the introduction of the Euro 6 emission standard in 2014, which result in a greater number of interfaces and greater need for higher quality joining solutions.

Overall, NORMA Group expects Group sales to grow moderately in 2013 compared to the previous year, unless the economy slows down significantly. The consolidation of the Group's acquisition of 2012 and 2013 is expected to result in additional sales of EUR 20 million. The company strives for a sustainable EBITA margin on the level of the past three years of more than 17% in 2013 (2010: 17.4%; 2011: 17.7%; 2012: 17.4%). Sales growth should increase in 2014 compared to 2013. The company expects to further increase both Group sales and earnings across all three segments in 2014.

NORMA Group AG – 2012 key figures at a glance

Key figures at a glance (in € millions)	Financial Year 2012	Financial Year 2011	Financial Year 2010
Income statement	01.01.-31.12.2012	01.01.-31.12.2011	01.01.-31.12.2010
Sales	604.6	581.4	490.4
Adjusted EBITA	105.4	102.7	85.4
Adjusted EBITA margin	17.4%	17.7%	17.4%
Adjusted earnings per share*	1.94	1.81	1.51
Balance sheet	31.12.2012	31.12.2011	31.12.2010
Total assets	692.1	648.6	578.8
Equity	288.3	256.0	78.4
Equity ratio	41.7%	39.5%	13.5%
Net debt**	174.2	176.7	338.6

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Key figures at a glance (in € millions)	Q4 2012	Q4 2011	Q4 2010
Income statement	01.10. – 31.12.2012	01.10. – 31.12.2011	01.10. – 31.12.2010
Sales	137.3	139.6	128.9
Adjusted EBITA	21.9	22.6	20.6
Adjusted EBITA margin	15.9%	16.2%	16.0%

**Adjusted pro forma earnings per share based on the number of shares as at 31 December 2012*

***Net debt excluding hedging instruments (2012: EUR 24.8 million; 2011: EUR 21.8 million; 2010: EUR 5.6 million)*

Adjustments: In 2011 adjusted by non-recurring/non-period-related costs (mainly due to the IPO), restructuring costs as well as other group and normalised items and depreciation from PPA adjustments. In 2012 adjusted by depreciation from PPA adjustments.

The financial report 2012 is available from www.normagroup.com/publications. Additional information is available from the Investor Relations section at www.normagroup.com.

Press photos from the annual press conference will be available for downloading from approximately 3:00 pm at www.normagroup.com/press pictures.

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About NORMA Group

NORMA Group is an international market and technology leader in engineered joining technology. The company manufactures a wide range of innovative engineered joining technology solutions in three product categories (clamp, connect and fluid) and offers more than 30,000 high-quality products and solutions to approximately 10,000 customers in 100 countries. NORMA Group joining products can be found in vehicles, ships, trains, aircraft, domestic appliances, engines and plumbing systems as well as in applications for the pharmaceutical and biotechnology industry. NORMA Group generated sales of around EUR 605 million in 2012. With around 4,500 employees, NORMA Group operates a global network of 19 production facilities as well as numerous sales and distribution sites across Europe, the Americas, and Asia-Pacific. NORMA Group has its headquarters in Maintal near Frankfurt am Main, Germany. The company was formed in 2006 as a result of the merger between the German Rasmussen

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Group and the Swedish ABA Group. Since April 2011, NORMA Group is listed on the German stock exchange and included in the MDAX index since March 2013.

Disclaimer

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