

Press release

13/11/2012



NORMA Group AG  
Media Relations  
Edisonstrasse 4  
63477 Maintal  
Germany  
[www.normagroup.com](http://www.normagroup.com)

## NORMA Group AG on course for solid growth

- Group sales up 5.8% in the first nine months of 2012 to EUR 467.3 million
- Adjusted EBITA improves by 4.3% to EUR 83.5 million in the first nine months
- Continued positive sales growth in the Americas and Asia-Pacific
- General conditions remain challenging in the EMEA region
- Forecast for the 2012 financial year adjusted
- Further expansion of global presence and market leadership with majority shareholding in Malaysia

Maintal, Germany, 13 November 2012 – NORMA Group AG (“NORMA Group”), an international market and technology leader in engineered joining technology, remains on course for solid growth after a successful third quarter in 2012. Group sales increased by 5.8% between January and September 2012 to EUR 467.3 million (previous year: EUR 441.7 million). The acquisitions of the Swiss company Connectors Verbindungstechnik AG in April 2012 and of the Italian company Nordic Metalblok S.r.l. in July 2012 contributed to this. NORMA Group’s adjusted operating earnings (adjusted EBITA) rose to EUR 83.5 million, an increase of 4.3% over the EUR 80.1 million achieved in the same period last year. The adjusted EBITA margin remained high at 17.9% (previous year: 18.1%).

“We are satisfied with the growth that we achieved through the end of the third quarter. Our figures confirm that our business model is robust. We were able to continue our growth path, particularly in the Americas and the Asia-Pacific region,” said Werner Deggim, CEO of NORMA Group. The order backlog totaled EUR 221.4 million at the end of the third quarter of 2012, a slight decrease compared to the previous quarter (EUR 229.3 million). “However, we also notice that Europe’s economic climate has become more challenging. This challenging economic situation has made our customers more cautious. They are expecting more headwinds for the rest of this year. Hence, we have revised our forecast for 2012.”

### Growth in the Americas and Asia-Pacific, challenging environment in the EMEA region

Performance varied significantly across our three regional reporting segments EMEA (Europe, Middle East, Africa), the Americas and Asia-Pacific. In our EMEA region, sales were down slightly in the first nine months of 2012 because of the more challenging conditions in the second half of the year. Sales in this region decreased by 1.5% to EUR 282.5 million (previous year: EUR 286.9 million). NORMA Group expanded its distribution network and added a new distribution center in Moscow in July this year in

## Press release

13/11/2012



NORMA Group AG  
Media Relations  
Edisonstrasse 4  
63477 Maintal  
Germany  
[www.normagroup.com](http://www.normagroup.com)

order to meet the increasing demand for NORMA Group product solutions in Russia and Eastern Europe. This will keep the company on course for expansion and strengthen our relationships with local customers. In September NORMA Group put a new assembly facility into operation at its German plant in Gerbershausen. This was related to a major order for exhaust pipe connections from a leading automotive group. This underlines the continuous demand for NORMA Group's innovative product solutions.

In the **Americas**, NORMA Group continued to benefit from a very good demand. Sales increased by 18.3% in the first nine months of 2012 to EUR 152.4 million (previous year: EUR 128.8 million).

The **Asia-Pacific** region also performed very well over the first nine months of 2012. Sales went up by 24.1% to EUR 32.4 million (previous year: EUR 26.1 million). NORMA Group is still looking to benefit from the potential of the dynamic markets in this region and is continuously expanding its presence. In October 2012, the company made its first acquisition in the Asian market – an 85% stake in Malaysia's Chien Jin Plastic Sdn. Bhd. The company has 150 employees and has for over 20 years produced thermoplastic joining elements, the majority of which are used in drinking and domestic water supply systems, irrigation technology and sanitary appliances. In this way, NORMA Group is building on its expertise in the area of infrastructure and will contribute to using water efficiently. On 27 October 2012, NORMA Group inaugurated a new plant in Talegaon near Pune, India in order to increase its production capacities in line with the growing demand for joining elements in India and Asia.

### **Equity position further improved**

As at 30 September 2012, NORMA Group's financial statements showed equity of EUR 281.4 million, representing an increase of almost 10% compared to year end 2011 (31 December 2011: EUR 256.0 million). This resulted in an equity ratio of 40.7%, compared to 39.5% on 31 December 2011. As at 30 September 2012, net debt remained almost stable compared to year end 2011 even after the payment of a dividend and two acquisitions. Net debt excluding hedging instruments amounted to EUR 183.0 million at the end of the third quarter of 2012 (31 December 2011: EUR 176.7 million).

### **Earnings per share increased by 9%**

NORMA Group improved the pro forma adjusted earnings per share on the basis of the outstanding shares as at 30 September 2012 by around 9% or EUR 0.13 to EUR 1.59 compared to the previous year. The free float of the NORMA Group share increased from 65.3% in the second quarter to 83.3% at the end of the third quarter of 2012.

The number of employees in the company went up again due to acquisitions as well as the expansion of existing and the establishment of new locations. NORMA Group had 4,502 employees as at 30 September 2012 (including temporary employees), 201 more than a year before. In Germany NORMA Group had 889 employees as at the end of the third quarter.

Press release  
13/11/2012



NORMA Group AG  
Media Relations  
Edisonstrasse 4  
63477 Maintal  
Germany  
[www.normagroup.com](http://www.normagroup.com)

## Forecast for 2012 adjusted

The forecast for the 2012 financial year included in the 2011 financial report was adjusted on the basis of the preliminary sales figures for October 2012 and taking into account the weakening and increasingly intransparent economic development in Europe. NORMA Group expects sales to grow by 1% in 2012 compared to 2011 (previous forecast: between 3% and 6%). On top, the consolidation of the Group's acquisition of Connectors Verbindungstechnik will result in additional sales of EUR 10 million. A further EUR 3 million will be contributed by the consolidation of the acquisition of Nordic Metalblok. Chien Jin Plastic will only be consolidated after completion of the transaction. Despite a decrease in sales growth and the expansion of NORMA Group's activities particularly in the Asia-Pacific region, the 2012 EBITA margin is expected to be around 17.0% (previous forecast: at least on par with the two previous years of 17.4% (2010) and 17.7% (2011)).

## NORMA Group AG – in figures

Key figures at a glance (in € millions)	Q1 – Q3 2012	Q1 – Q3 2011	2011 entire year
Income statement	01.01. – 30.09.2012	01.01. – 30.09.2011	01.01. – 31.12.2011
Sales	467.3	441.7	581.4
Adjusted EBITA	83.5	80.1	102.7
Adjusted EBITA margin	17.9%	18.1%	17.7%
Adjusted earnings per share*	1.59	1.46	1.81
Balance sheet	30.09.2012	30.06.2012	31.12.2011
Total assets	691.9	687.9	648.6
Total equity	281.4	268.5	256.0
Equity ratio	40.7%	39.0%	39.5%
Net debt**	183.0	194.6	176.7

Key figures at a glance (in € millions)	Q3 2012	Q3 2011	Q2 2012
Income statement	01.07. – 30.09.2012	01.07. – 30.09.2011	01.04. – 30.06.2012
Sales	149.6	145.8	158.0
Adjusted EBITA	25.7	26.2	28.6
Adjusted EBITA margin	17.2%	18.0%	18.1%

\*Pro forma adjusted earnings per share on the basis of the number of shares as at 30 September 2012

\*\*Net debt excluding hedging instruments

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.

## Press release

13/11/2012



NORMA Group AG  
Media Relations  
Edisonstrasse 4  
63477 Maintal  
Germany  
[www.normagroup.com](http://www.normagroup.com)

The complete report for the third quarter of 2012 is available at [www.normagroup.com/publications](http://www.normagroup.com/publications).

More information is available from the Investor Relations section at [www.normagroup.com](http://www.normagroup.com).

### Upcoming events

The publication of the preliminary figures for the 2012 financial year is scheduled for end of February 2013.

### Contact

Daphne Recker  
Media Relations  
E-mail: [daphne.recker@normagroup.com](mailto:daphne.recker@normagroup.com)  
Phone: +49 6181 610 2743

Andreas Trösch  
Investor Relations  
E-mail: [andreas.troesch@normagroup.com](mailto:andreas.troesch@normagroup.com)  
Phone: +49 6181 610 2741

### 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 about 35,000 high-quality products and solutions to approximately 10,000 customers in 90 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 580 million in 2011. 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 Group and the Swedish ABA Group. Since April 2011, NORMA Group is listed on the German stock exchange and included in the SDAX index since June 2011.

### 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

---

Press release

13/11/2012



NORMA Group AG  
Media Relations  
Edisonstrasse 4  
63477 Maintal  
Germany  
[www.normagroup.com](http://www.normagroup.com)

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.