

ADJUSTED OPERATING PROFIT CONTINUED TO INCREASE



Half-year Financial Review
January-June 2018
24 July 2018

Exel Composites in brief

A **globally leading composite technology company** that designs, manufactures and markets fiber reinforced plastics products and solutions for demanding applications in various segments and markets

Industrial Applications: Telecommunication, Paper Industry, Electrical Industry, Machine Industry, Transportation Industry

Construction & Infrastructure: BCI, Energy Industry

Other Applications: Cleaning & Maintenance, Sports & Leisure, Other Industries



Customers in over
50
countries

Manufacturing in
7
countries

86.3

(73.1)

Revenue

EUR million, 2017 (2016)

6.3

(2.6)

Adjusted operating profit

EUR million, 2017 (2016)

568

(455)

Employees

End of 2017 (2016)

Our values



Customer focused



Integrity



One Exel



Caring



Innovative



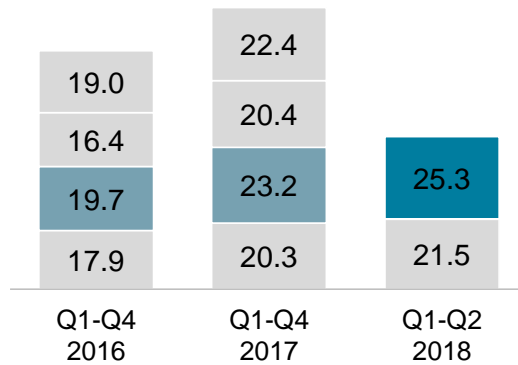
H1 2018 in brief

- **Business environment**
 - Wind energy is a high growth segment
 - Declining volumes in telecommunications
- **Operations**
 - The acquisitions of Nanjing Jianhui and DSC have significantly supported revenue growth according to our strategy
 - DSC integration process is progressing according to plan
 - Focus on DSC profitability turnaround and growth in the American market
- **Financial performance**
 - Group revenue grew clearly
 - Adjusted operating profit continued to increase and improved for the eighth consecutive quarter, year-over-year

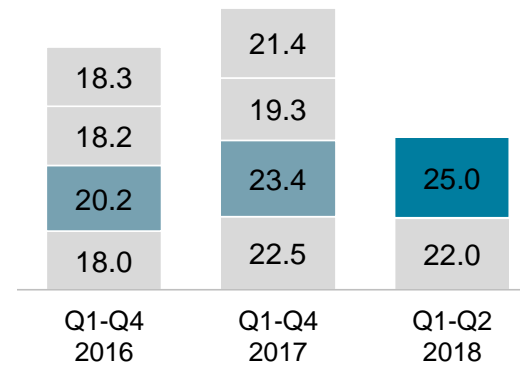


H1 2018 highlights

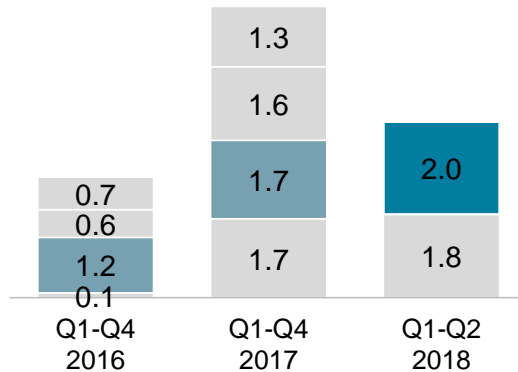
Revenue, EUR million



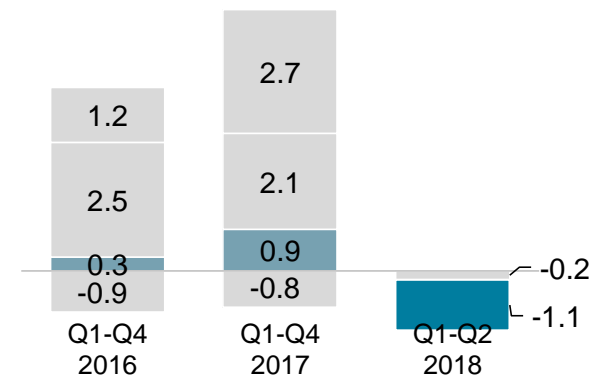
Order intake, EUR million



Adjusted operating profit, EUR million



Net cash flow, EUR million



Key figures H1 2018

EUR thousand	1.1.-30.6. 2018	1.1.-30.6. 2017	Change, %	1.1.-31.12. 2017
Order intake	46,975	45,839	2.5	86,531
Order backlog ¹	19,828	19,436	2.0	17,126
Revenue	46,796	43,447	7.7	86,255
Operating profit	2,951	3,144	-6.1	6,081
% of revenue	6.3	7.2		7.1
Adjusted operating profit ²	3,759	3,387	11.0	6,319
% of revenue	8.0	7.8		7.3
Profit for the period	1,981	2,166	-8.6	4,212
Net cash flow from operating activities	-1,277	81	-1676.5	4,856
Return on capital employed, %	11.4	15.6		14.8
Net gearing, %	87.2	36.7		30.3
Earnings per share	0.17	0.18		0.36
Equity per share, EUR	2.34	2.30	1.8	2.43
Employees on average	613	498	23.1	532

¹ As per the end of the period.

² Excluding material items affecting comparability, such as restructuring costs, impairment losses and reversals, and costs related to planned or realized business acquisitions or disposals. For more information, please refer to the paragraph "Change in Exel Composites' financial reporting terminology" of the Half-year Financial Report published on 21 July 2016.

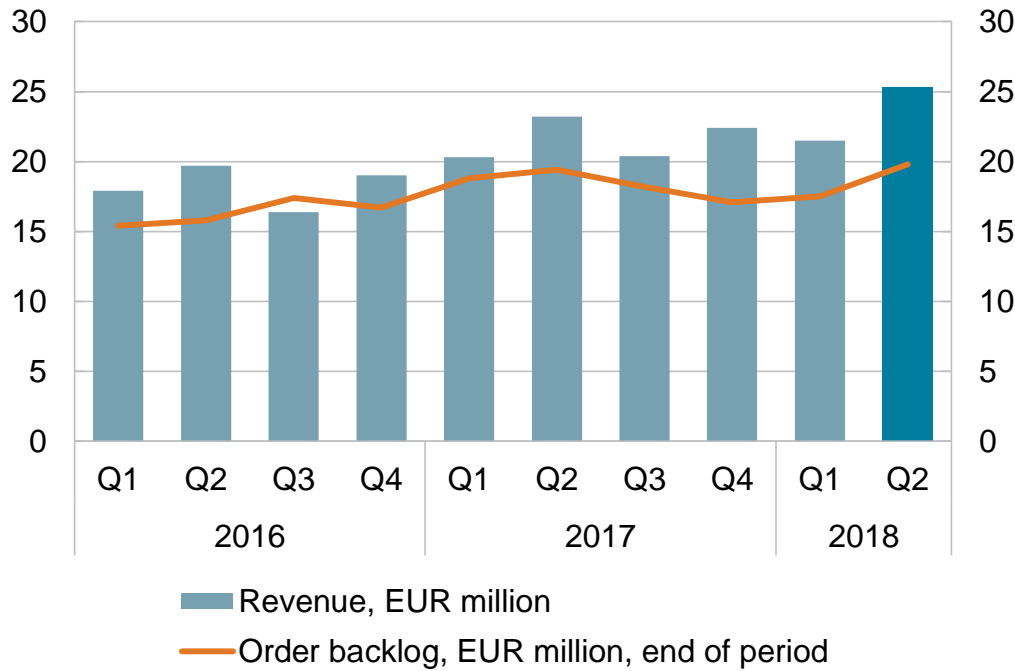
Key figures Q2 2018

EUR thousand	1.4.-30.6. 2018	1.4.-30.6. 2017	Change, %	1.1.-31.12. 2017
Order intake	25,004	23,359	7.0	86,531
Order backlog ¹	19,828	19,436	2.0	17,126
Revenue	25,277	23,150	9.2	86,255
Operating profit	1,321	1,488	-11.2	6,081
% of revenue	5.2	6.4		7.1
Adjusted operating profit ²	1,973	1,722	14.6	6,319
% of revenue	7.8	7.4		7.3
Profit for the period	1,062	1,060	0.2	4,212
Net cash flow from operating activities	-1,114	929	-219.9	4,856
Return on capital employed, %	10.3	14.5		14.8
Net gearing, %	87.2	36.7		30.3
Earnings per share	0.09	0.09		0.36
Equity per share, EUR	2.34	2.30	1.8	2.43
Employees on average	652	534	22.1	532

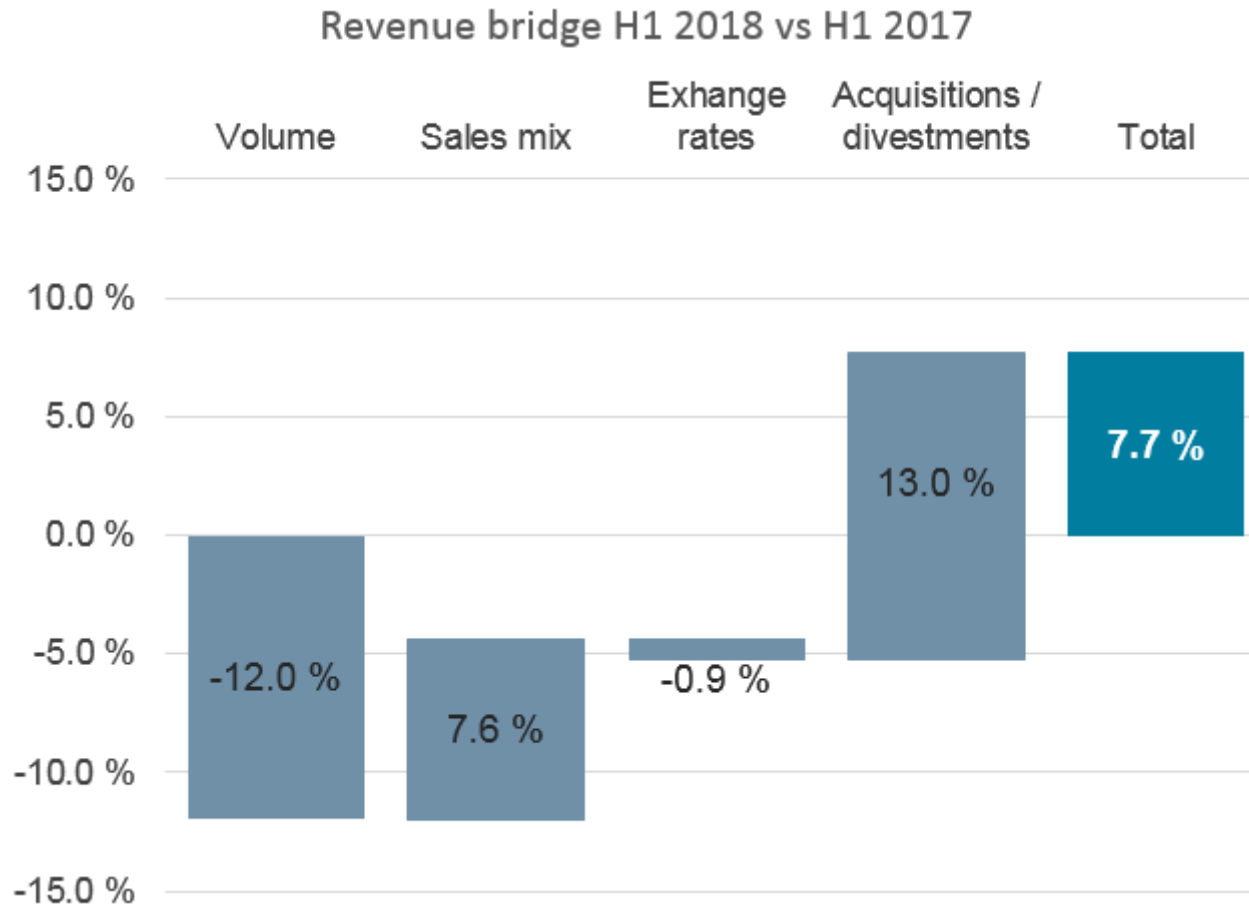
¹ As per the end of the period.

² Excluding material items affecting comparability, such as restructuring costs, impairment losses and reversals, and costs related to planned or realized business acquisitions or disposals. For more information, please refer to the paragraph "Change in Exel Composites' financial reporting terminology" of the Half-year Financial Report published on 21 July 2016.

Continued revenue growth in first half of 2018



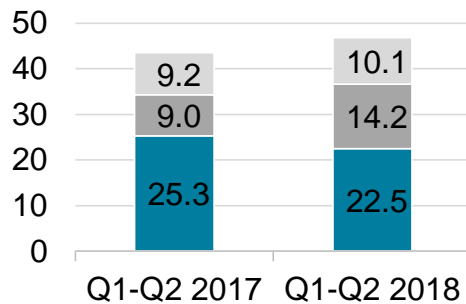
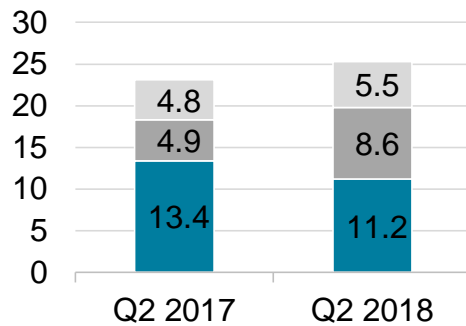
Volume increase due to acquisitions and improved sales mix



1) Volume impact calculated as difference in kilograms of delivered products times prior year average sales price/kg.

Nanjing Jianhui and DSC supported revenue growth especially in wind energy

Revenue by customer segment, EUR million



- Other Applications
- Construction & Infrastructure
- Industrial Applications

Industrial Applications



Telecommunication



Paper Industry



Electrical Industry



Machine Industry



Transportation Industry

Construction & Infrastructure



Building, Construction & Infrastructure



Energy Industry



Cleaning & Maintenance



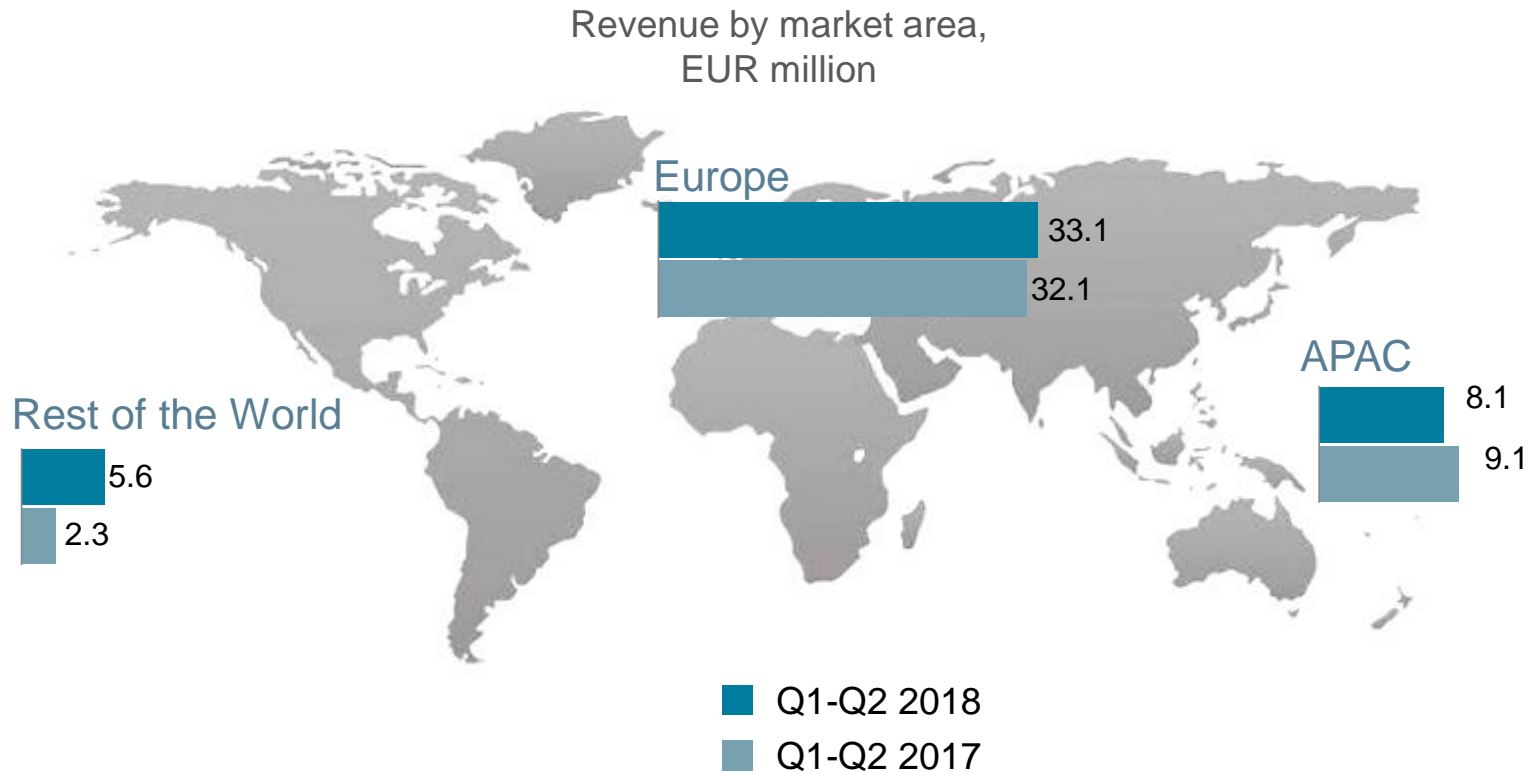
Sports & Leisure



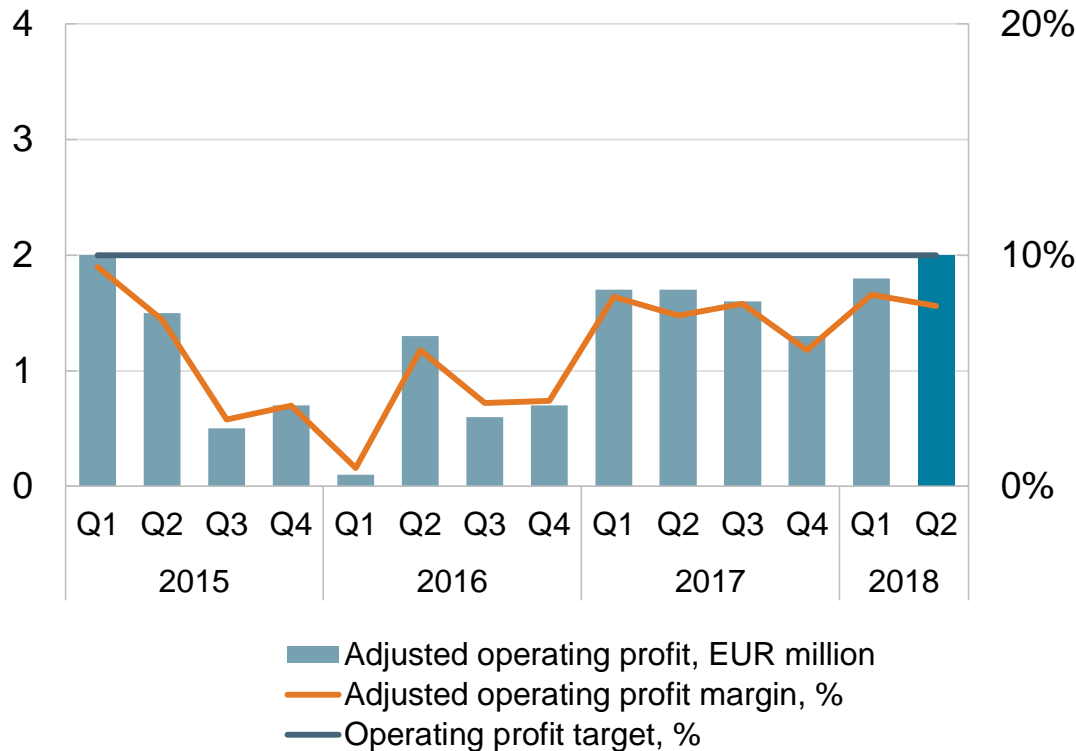
Other Industries

Other Applications

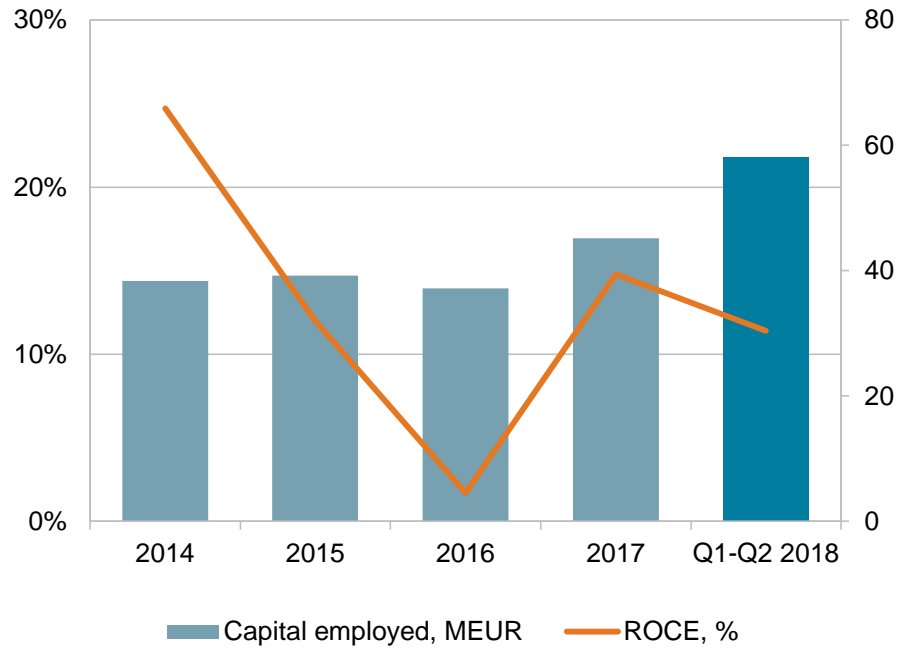
DSC acquisition more than doubled revenue growth in Rest of the World



Adjusted operating profit continued to improve for the 8th consecutive quarter



ROCE at 11.4% in H1 2018



We continue executing on our growth strategy

- Acquisitions have significantly contributed to revenue growth
 - Nanjing Jianhui has exceeded expectations
 - DSC acquisition an efficient way to create foothold in the strategically important American composites market
 - SVP, Exel Composites Americas and President of DSC appointed to ensure full attention on profitability turnaround and growth
- Continued focus on Group revenue growth



Your IR contacts

Riku Kytömäki
President and CEO
+358 50 511 8288
riku.kytomaki@exelcomposites.com

Mikko Kettunen
CFO
+358 50 3477 462
mikko.kettunen@exelcomposites.com

Noora Koikkalainen
IR Manager
+358 50 562 6552
noora.koikkalainen@exelcomposites.com



www.exelcomposites.com

News highlights at www.exelcomposites.com



27.6.2018 10:00 EET

Exel Composites and Diversified Structural Composites: Synergies in wind energy

In May 2018, Exel Composites announced a further significant step in its growth strategy with the acquisition



31.5.2018 14:00 EET

Exel and Diversified Structural Composites: Leading the field in carbon fibre pultrusion

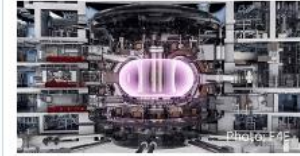
EXEL COMPOSITES NEWSLETTER MAY 2018 in May 2018, Exel Composites announced a further



25.4.2018 14:30 EET

Exel Composites manufactures flax fibre profiles for bio-based Dutch bridge

Exel Composites has supplied 6 km of bio-based composite profiles for an innovative bio-based bridge in Bergen



21.3.2018 11:00 EET

Exel Composites and CNIM collaborate on glass fibre components for world's most ambitious fusion project

Global pultrusion company Exel Composites is collaborating with French industrial contractor CNIM on the

Subscribe to Exel Composites news and releases:

SUBSCRIBE

Follow us on social media:



EXELENCE
FOR THE WIN

