

Jacob Holm & Sønner Holding A/S

Q3 2017

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QUARTERLY HIGHLIGHTS

Solid operational performance in Q3 2017



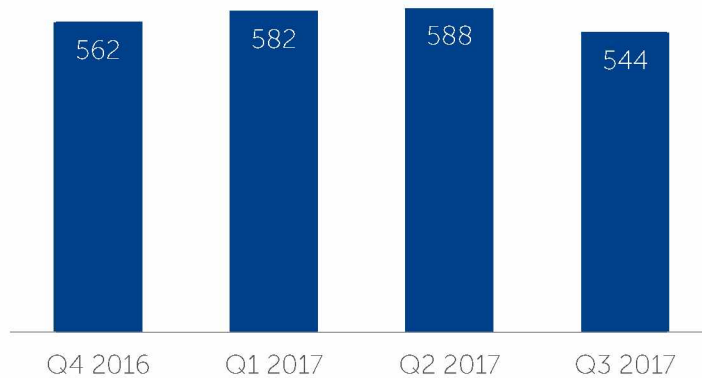
Comments

- Improved EBITDA margin vs. previous quarter driven by operational performance
- Slightly lower volumes sold and weaker USD with negative impact on consolidated revenue in DKK
- Bond listing application sent to Oslo Stock Exchange on 25 September 2017 - prospectus drafting ongoing

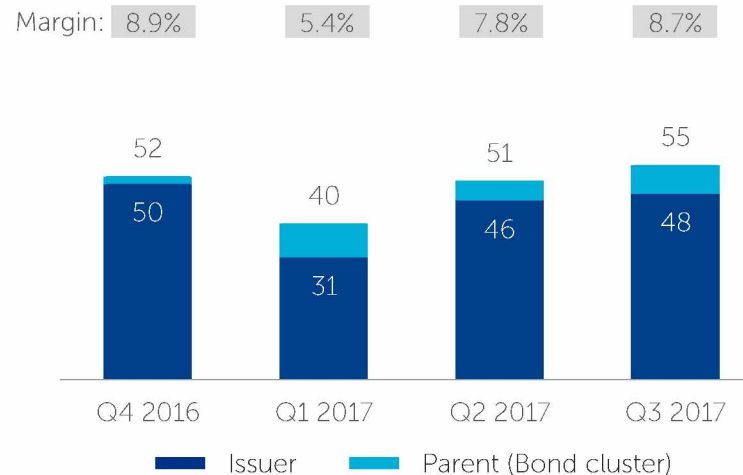
PROFIT & LOSS HIGHLIGHTS

Improved EBITDA margin driven by operational performance

Revenue (in DKK million)



EBITDA & EBITDA margin⁽¹⁾ (in DKK million)



Net finance charges (in DKK million)



Comments

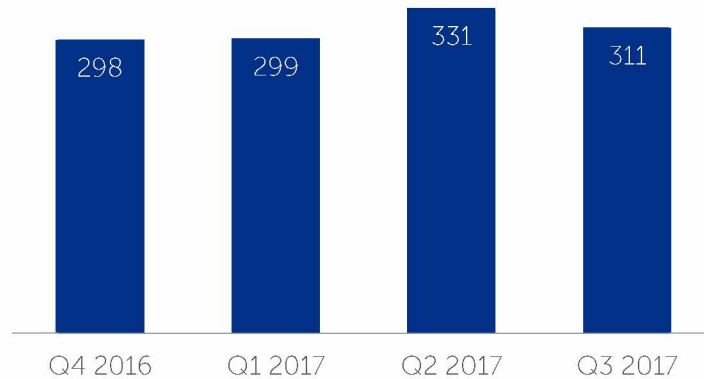
- Revenue lower due to FX impacts – at constant exchange rates, revenue would be DKK 28 million higher
- Increased EBITDA and EBITDA margin despite lower revenue. Increase in EBITDA margin mainly driven by operational performance
- Net finance charges back to Q1 2017 level after peak in Q2 2017 caused by the bond refinancing
- The consolidated EBITDA on Parent company level accounted for DKK 55 million in Q3 2017 (vs. DKK 51 million in Q2 2017) – see the highlights of the consolidated financial statements of the Parent in the appendix

BALANCE SHEET HIGHLIGHTS

Equity impacted by change in exchange rates

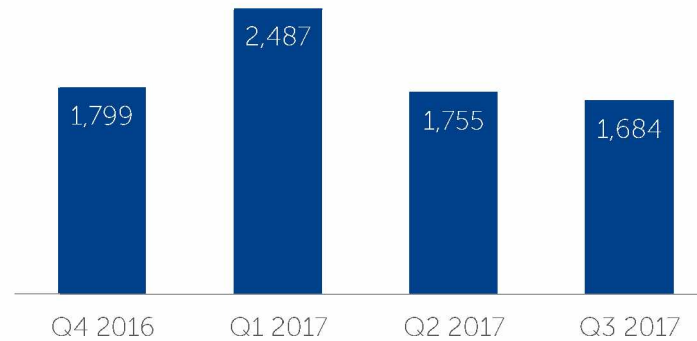
NWC

(in DKK million)



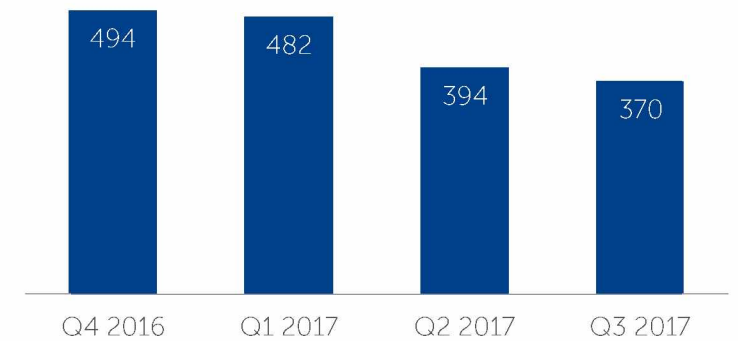
Total assets

(in DKK million)



Equity

(in DKK million)



Comments

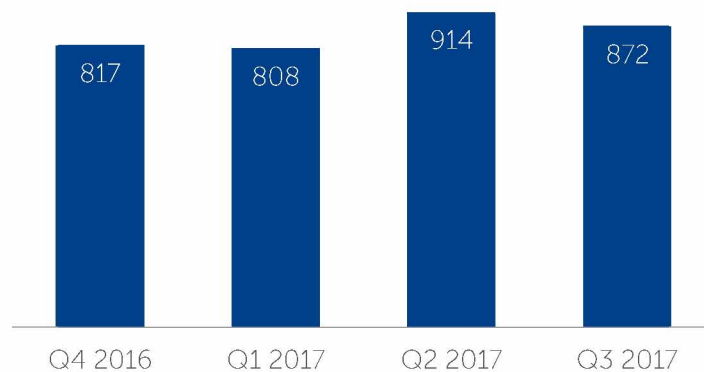
- Net working capital decreased by DKK 20 MM in Q3 2017 compared to Q2 2017
- Total assets lower primarily due to exchange rates changes
- Equity negatively impacted by exchange rates (DKK 26 million)

BALANCE SHEET HIGHLIGHTS

Planned deleveraging continues post bond refinancing

Net interest bearing debt⁽¹⁾

(in DKK million)



Breakdown and maturity profile as of 30 September 2017

(in DKK million)

Interest bearing liabilities	2017 unaudited	2018 unaudited	2019 unaudited	After unaudited	Total unaudited
DKK 1,000					
Bond	0	0	0	744'000	744'000
Credit institutions	9'447	37'788	88'357	0	135'592
Financing costs	-1'205	-3'219	-2'836	-5'288	-12'548
	8'242	34'569	85'521	738'712	867'044

Comments

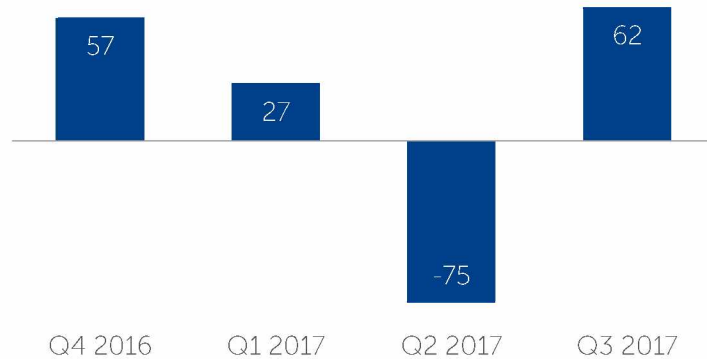
- USD 5 million down payment on term loan in Q3 2017
- Normalized leverage ratio⁽²⁾ at the end of Q3 2017 of 4.3x (vs. 4.4x at the end of Q2 2017)

CASH FLOW HIGHLIGHTS

Postive cash generation triggered by NWC reduction

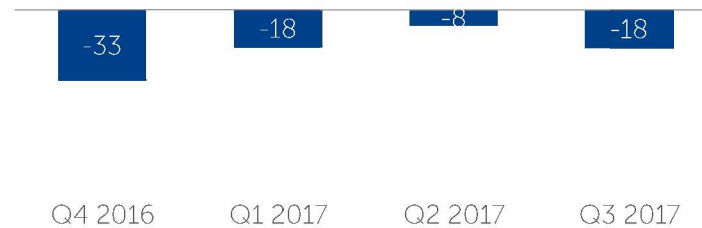
Cash flow from operations

(in DKK million)



Cash flow from investing

(in DKK million)



Cash flow from financing

(in DKK million)



Comments

- Operational cash flow impacted by reduction of net working capital compared to Q2 2017
- Cash flow from investing reflects an investment in a new converting equipment in one site with the majority being paid in Q3 2017
- Financing activities in Q3 2017 include a USD 5 million down payment on term loans

A man in a striped shirt and shorts stands on the deck of a sailboat, looking out at the ocean. The sun is low in the sky, creating a bright, hazy atmosphere. The sailboat's rigging and mast are visible in the foreground.

APPENDIX

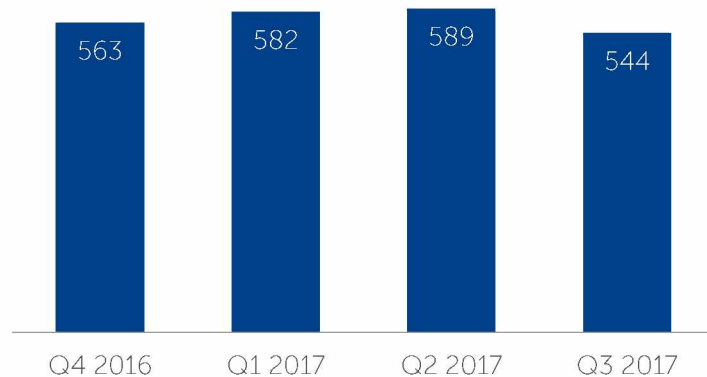
CONSOLIDATED FINANCIAL STATEMENTS OF JACOB HOLM & SONS AG (PARENT)

JACOB HOLM & SONS AG (CONSOLIDATED)

Profit & loss statement highlights

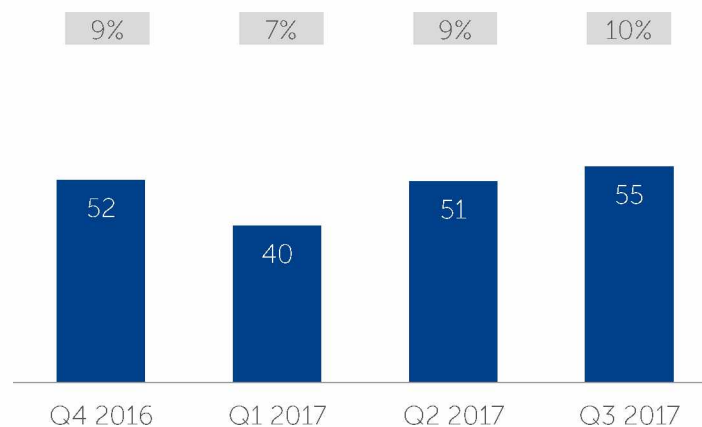
Revenue

(in DKK million)



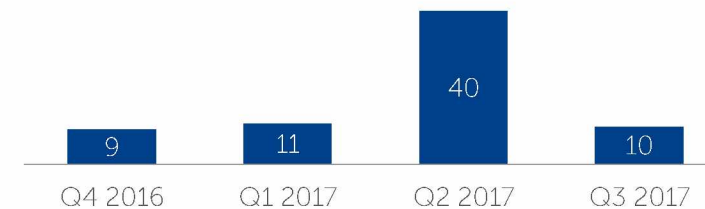
EBITDA & EBITDA margin

(in DKK million)



Net finance charges

(in DKK million)

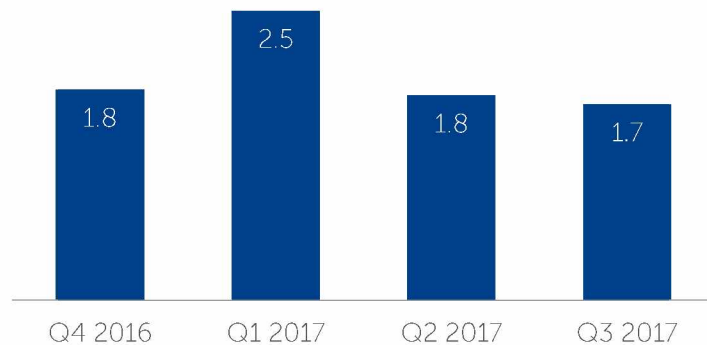


JACOB HOLM & SONS AG (CONSOLIDATED)

Balance sheet highlights

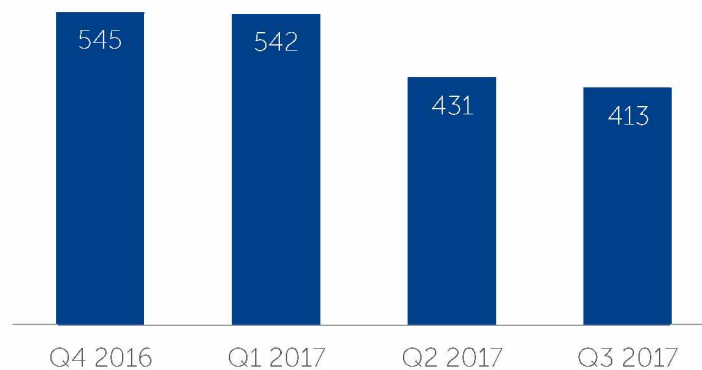
Total assets

(in DKK billion)



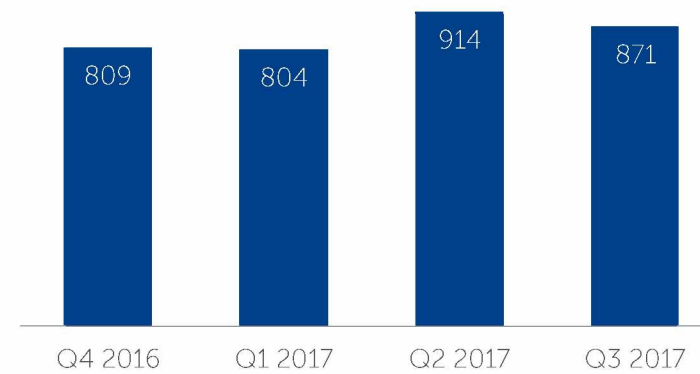
Equity

(in DKK million)



Net interest bearing debt⁽¹⁾

(in DKK million)

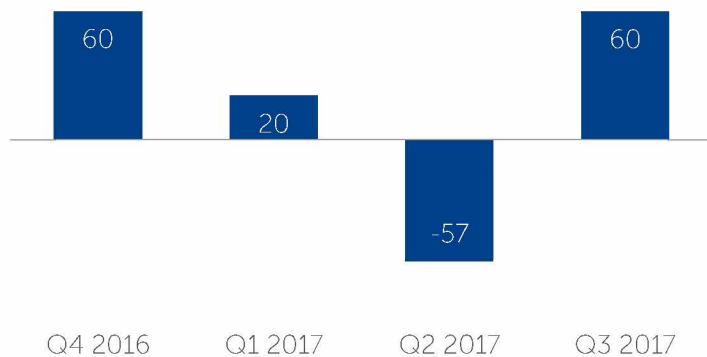


JACOB HOLM & SONS AG (CONSOLIDATED)

Cash flow statement highlights

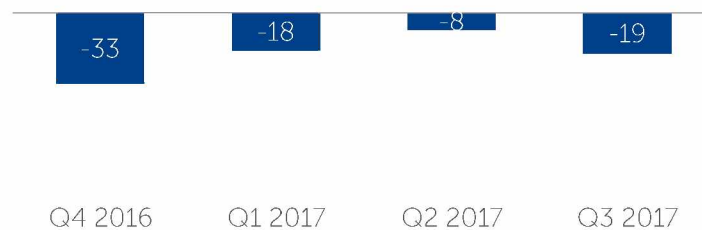
Cash flow from operations

(in DKK million)



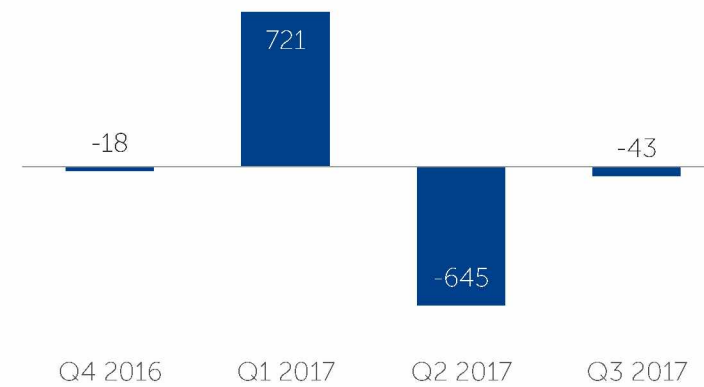
Cash flow from investing

(in DKK million)



Cash flow from financing

(in DKK million)



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