

4th

QUARTER
2013

Oslo, 13 February 2014

Jon Erik Engeset, Group President & CEO
David Bandele, CFO



HEXAGON
COMPOSITES

AGENDA

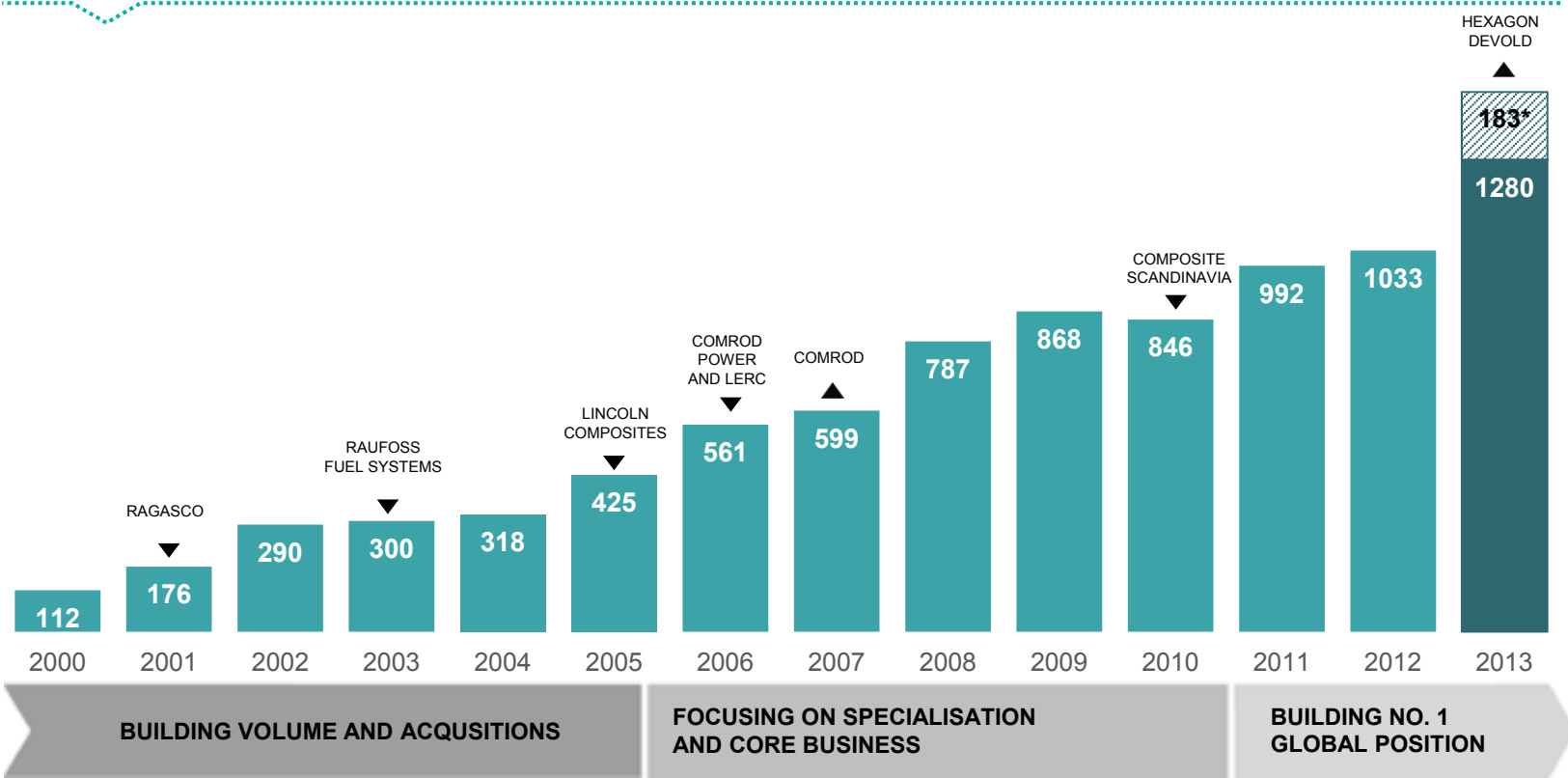


- Highlights
- Group financials
- Segment review
- Summary and outlook
- Q & A

SOLID EXPERIENCE IN A GROWING INDUSTRY



OPERATING REVENUES NOK Million



▼ Acquisitions ▲ Divestments

* Marked area in 2013 represents revenue in Composite Reinforcements, which was divested in January 2014

HIGHLIGHTS Q4 2013

- Sale of Hexagon Devold to Saertex GmbH & Co. KG
- Strong growth in demand for Heavy-Duty Vehicle fuel tanks
- Substantial sales of TITAN™ modules in North and South America
- Introduction of the Euro 6 standard with effect from 1 January 2014, which makes natural gas-powered buses more competitive in comparison with diesel buses
- Several orders for LPG cylinders from outside Europe
- Formal Russian approval of Rugasco's LPG cylinder



KEY FIGURES*:

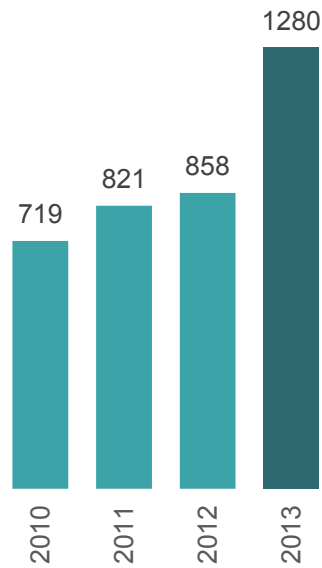
GROUP FINANCIALS – CONTINUING OPERATIONS



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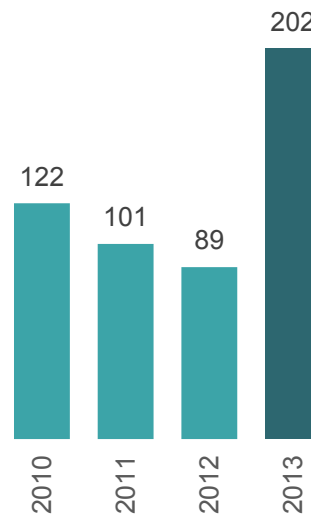
OPERATING INCOME

NOK Million



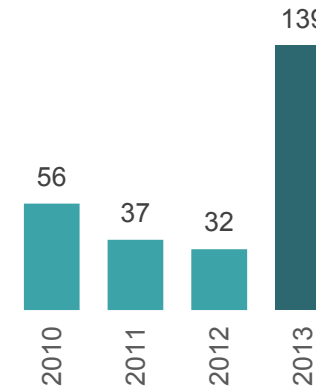
EBITDA

NOK Million



EBIT

NOK Million



*Figures have been restated to exclude Composite Reinforcements, which was divested in January 2014 and is accounted for as profit/(loss) from companies held for sale

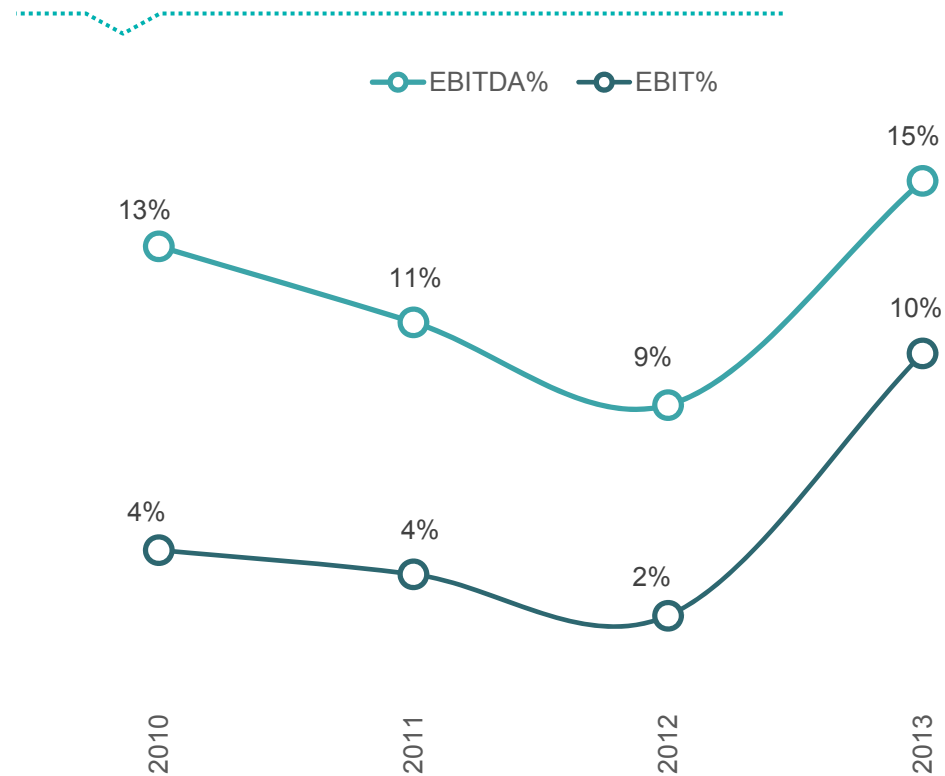
CONTINUING OPERATIONS*

STRONG MARGIN IMPROVEMENT



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MARGIN DEVELOPMENT



*Figures for 2013 only have been restated to exclude Composite Reinforcements, which was divested in January 2014 and is accounted for as profit/(loss) from companies held for sale

Q4 2013

- Turnover NOK 306 million (211)
 - Hexagon Devold excluded
- EBITDA NOK 31,3 million (7,4)
- EBITDA NOK 31,3 million (7,4)
- EBIT NOK 12,8 million (-7,5)
- Net Profit NOK 7,1 (-6,3)
- Non recurring costs of NOK 21 million
- Goodwill write down Hexagon Raufoss NOK 3,9 million
- EBIT charged with NOK -1,9 million from Rugasco JV (RU)



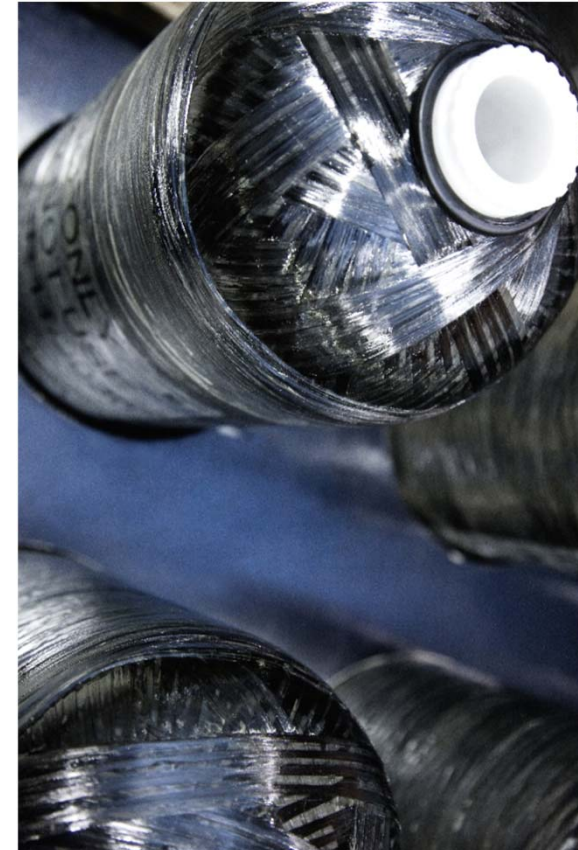
FULL YEAR 2013

- Turnover NOK 1,28 billion (0,857)
+49%
Hexagon Devold excluded
- EBITDA NOK 202 million (87)
+ 132%
- EBIT NOK 139 million (32)
- Net Profit NOK 89,8 (5,4)



TWO WARRANTY ISSUES

- Hexagon Ragasco (LPG)
 - Permeation higher than standard prescribes
 - No hazardous risk
- Hexagon Lincoln
 - Recall of limited number of cylinders due to performance deviations
- Warranty provisions increased by NOK 10 million



STRONG UNDERLYING PERFORMANCE IN HIGH PRESSURE SEGMENT



- Very strong quarter for Heavy-Duty Vehicles driven by launch of Cummins Westport ISX 11,9 ltrs
- Continued strong growth for bus and refuse truck applications
- Another weak quarter for Light-Duty Vehicles segment
- Strong demand for Gas Distribution Products (GDP)
 - TITAN™ and SMARTSTORE™
 - Mainly North and South America
 - First deliveries to Russia
- Hexagon Lincoln capacity fully utilized in Q4
 - Short term delays and extended delivery times
 - Expansion Program Phase 1 on revised schedule for completion within Q1 2014
 - Expansion Program Phase 2 on schedule for completion within Q1 2015



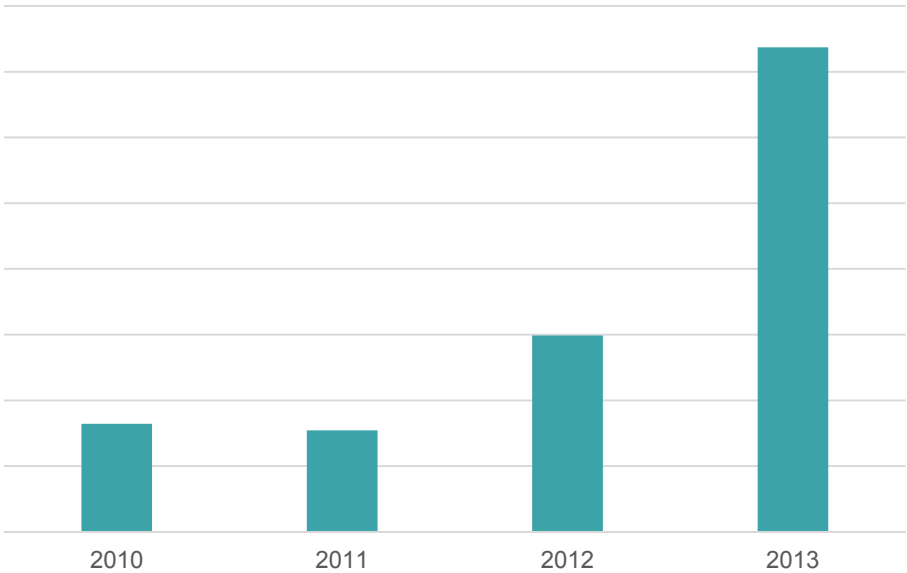
GAS DISTRIBUTION PRODUCTS (GDP) GROWTH



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TITAN™ AND TUFFSHELL™

Total GDP Sales



Q4 IS THE LOW SEASON FOR LPG

- Underlying operating income growth of 17% in Q4 2013 versus Q4 2012
 - After adjusting for one-offs of NOK 28,3 million in 2012
- Several introductory orders taken in new markets outside Europe
 - South East Asia, Caribbean, Middle East, Africa





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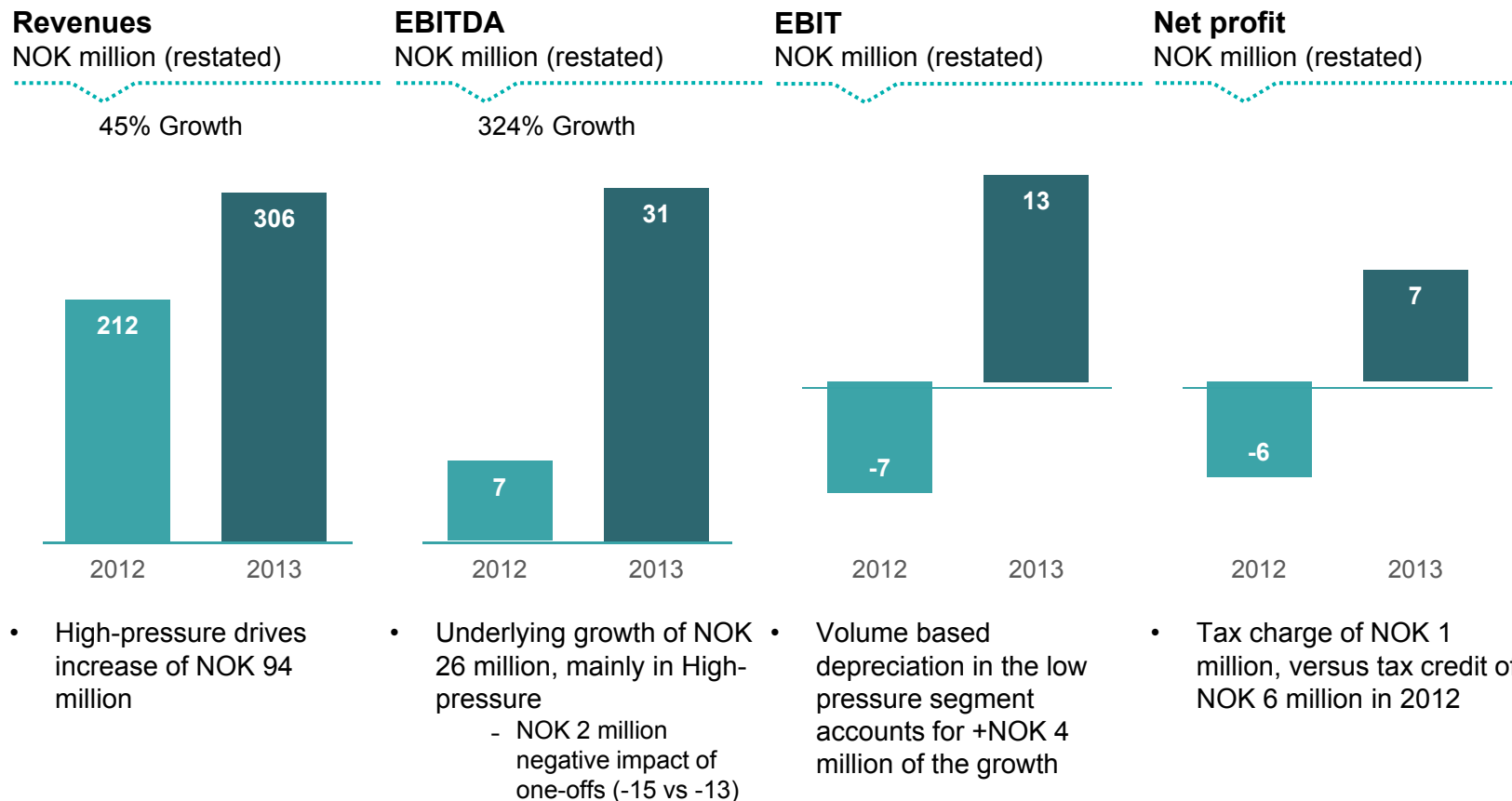
**QUARTER 2013
GROUP FINANCIALS**

PROFIT AND LOSS ACCOUNT*



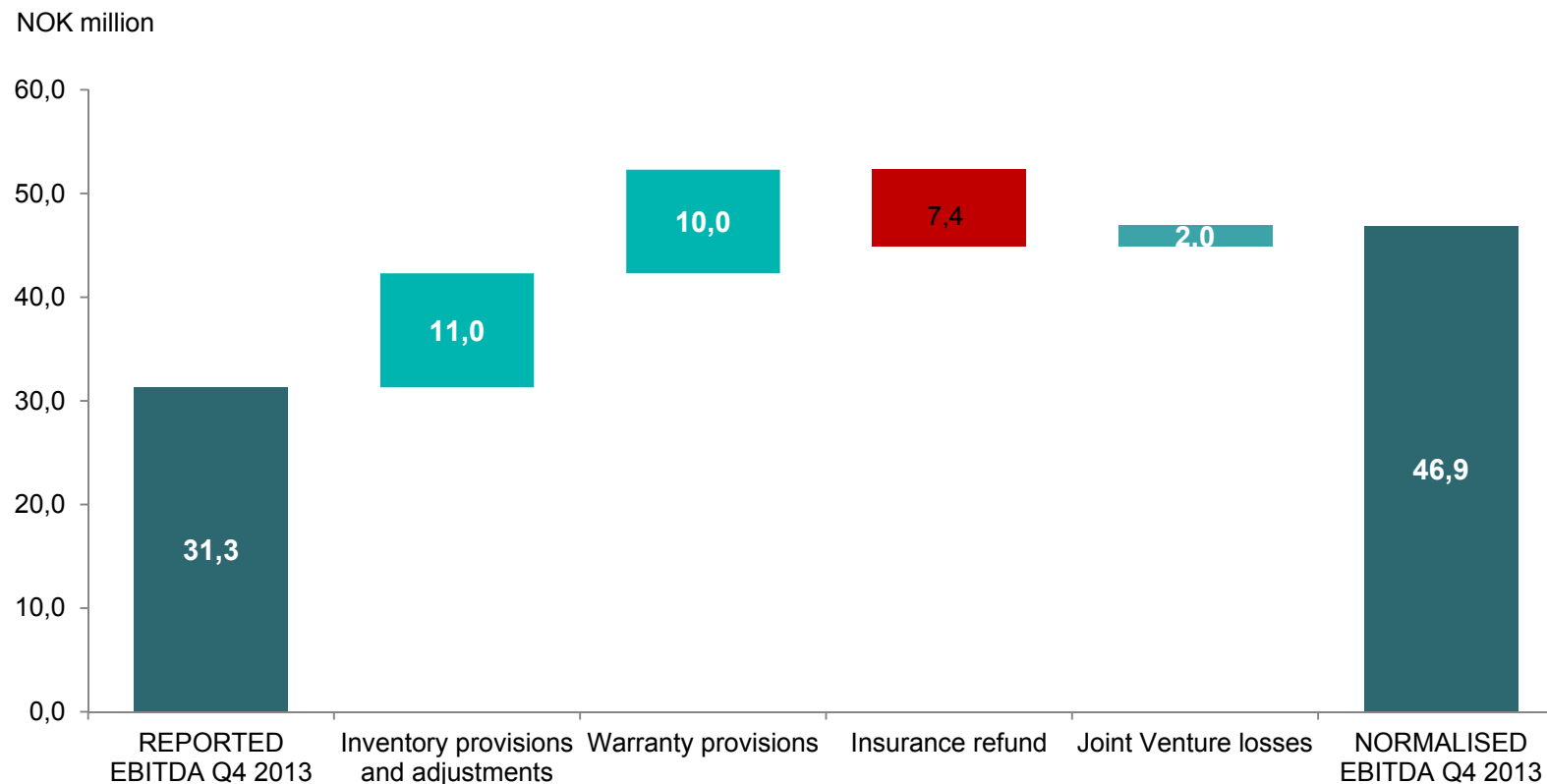
NOK THOUSAND	THREE MONTHS ENDING			TWELVE MONTHS ENDING		
	31.12.13	31.12.12	Variance	31.12.13	31.12.12	Variance
Operating Income	306 473	211 525	94 948	1 280 106	857 439	422 667
Operating expenses	(275 196)	(204 154)	(71 042)	(1 078 188)	(770 424)	(307 764)
EBITDA	31 277	7 371	23 906	201 918	87 015	114 903
Depreciation and impairment	(18 437)	(14 837)	(3 600)	(62 775)	(55 073)	(7 702)
EBIT	12 840	(7 466)	20 306	139 143	31 942	107 201
Share of profit/(loss) from associates	-	(411)	411	(1 247)	(826)	(421)
Other financial items (net)	(5 015)	(3 815)	(1 200)	(9 737)	(11 963)	2 226
Profit before tax from cont. operations	7 825	(11 692)	19 517	128 159	19 153	109 006
Tax expense	(1 300)	6 059	(7 359)	(41 347)	(5 383)	(35 964)
Profit after tax from cont. operations	6 525	(5 633)	12 158	86 812	13 770	73 042
Profit/(loss) from companies held for sale	617	(631)	1 248	2 941	(8 323)	11 264
Profit/(loss) for the year	7 142	(6 264)	13 406	89 753	5 447	84 306
EBITDA %	10.2%	3.5%		15.8%	10.1%	
EBIT %	4.2%	(3.5%)		10.9%	3.7%	

Q4 2013 V 2012 PROFIT & LOSS HIGHLIGHTS*



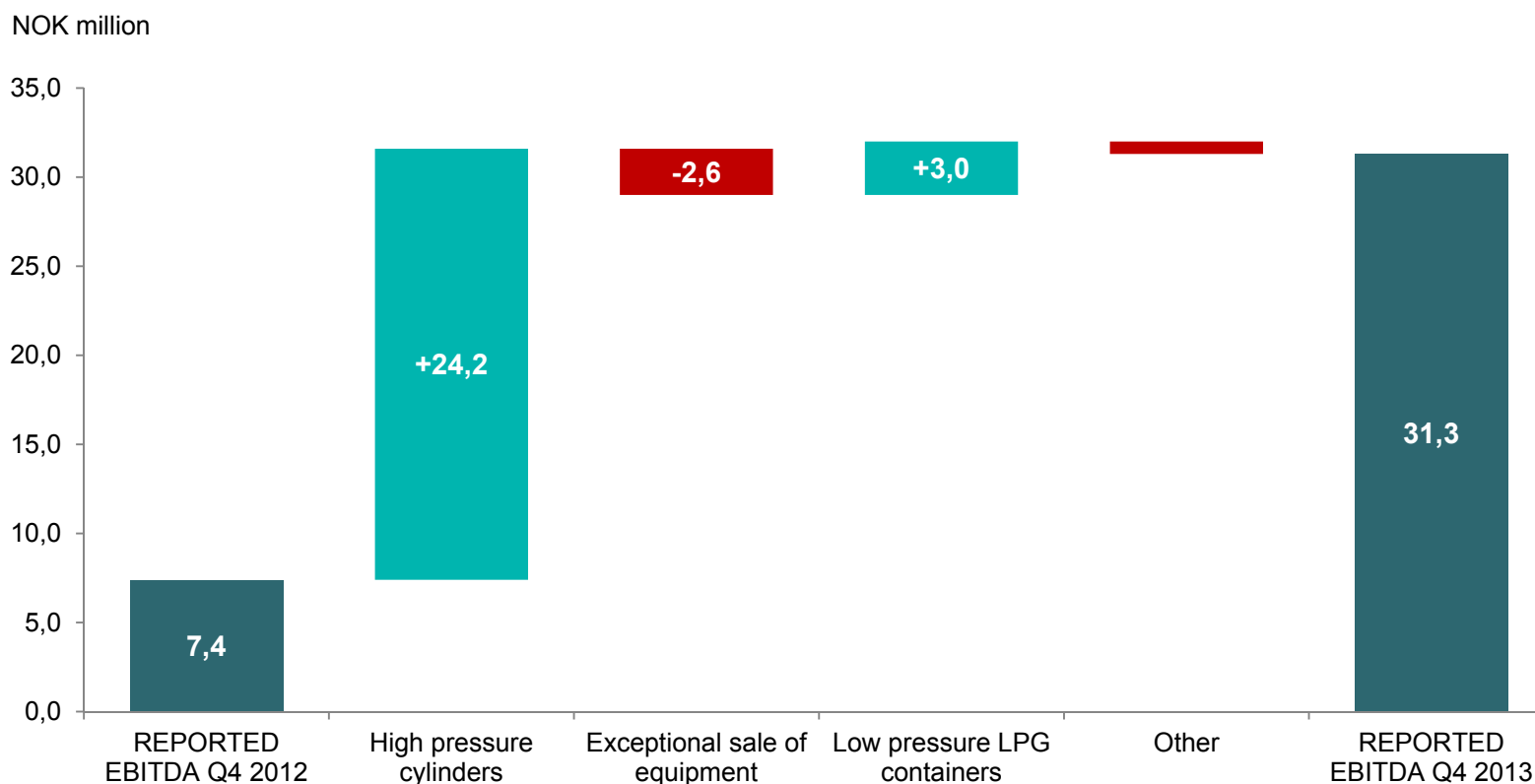
Satisfactory underlying performance, impacted negatively by one-offs

IMPACT OF ONE-OFFS ON EBITDA Q4 2013*



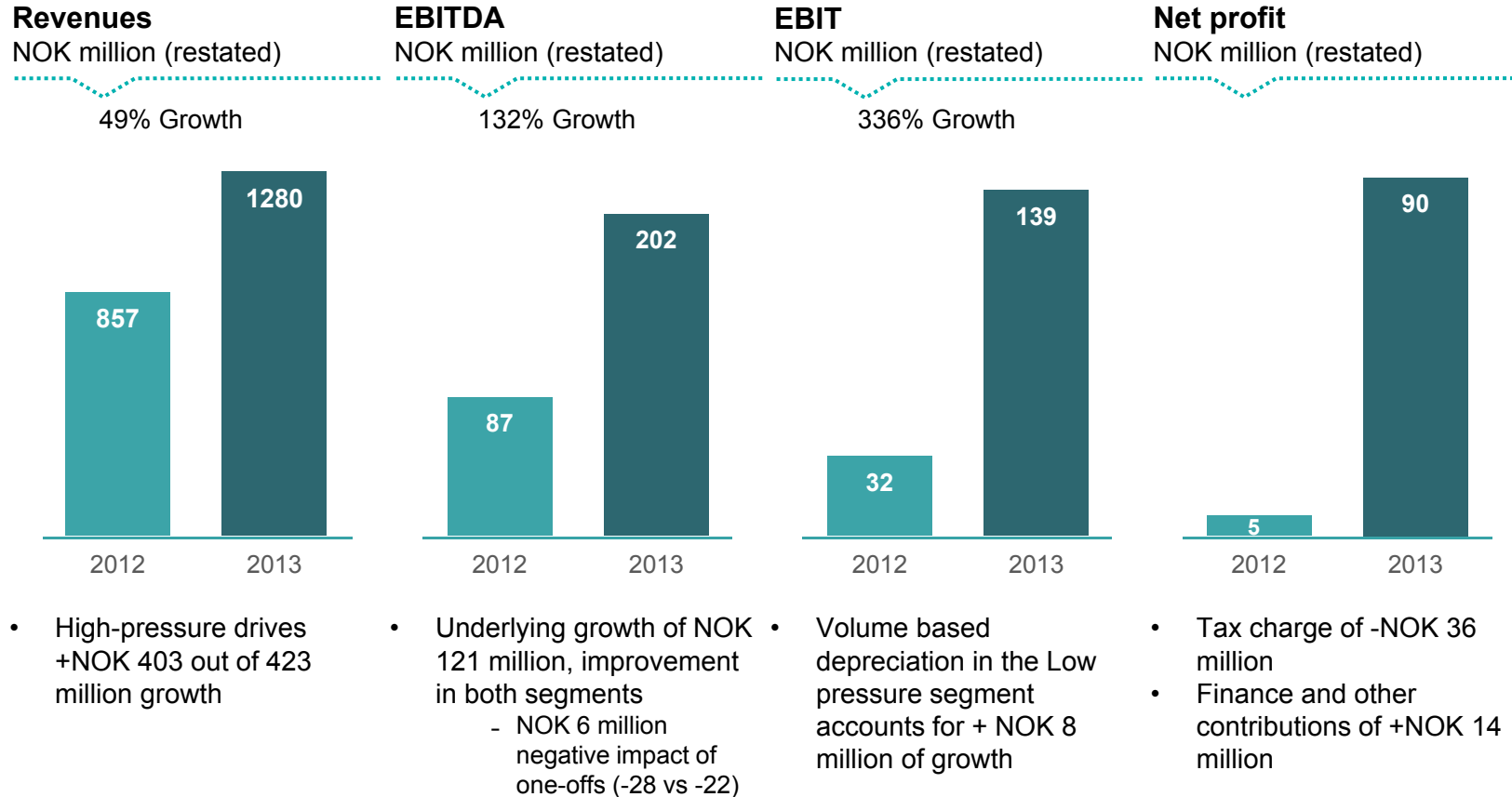
Normalised Q4 EBITDA of NOK 47 million

GROUP EBITDA Q4 2013* VS Q4 2012*



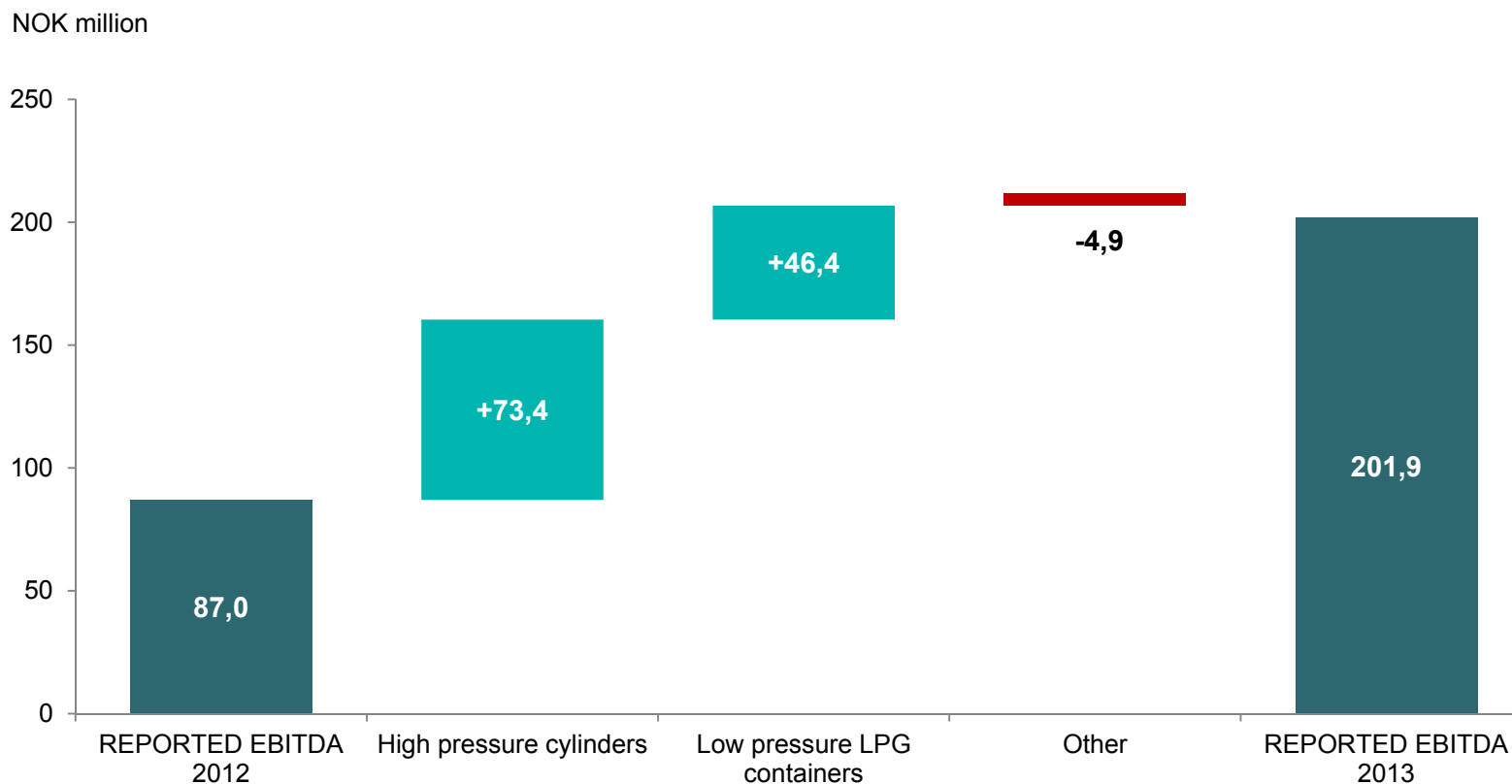
High pressure drives growth in Q4 versus prior year

2013 V 2012 PROFIT & LOSS HIGHLIGHTS*



Exceptional growth and margin improvement but also growth challenges

GROUP EBITDA 2013* VS 2012*



Good growth in both core business segments

FINANCIAL POSITION*



NOK THOUSAND	31.12.2013	31.12.2012	Change
Intangible assets	100 220	118 437	(18 217)
Tangible fixed assets	229 132	286 772	(57 640)
Other non-current assets	3 817	3 716	101
Total Non-current Assets	333 169	408 925	(75 756)
Inventories	218 230	243 444	(25 214)
Receivables	149 577	155 280	(5 703)
Bank deposits, cash and similar	244 883	80 322	164 561
Total Current Assets	612 690	479 046	133 644
Assets of businesses held for sale	193 400	-	193 400
Total Assets	1 139 259	887 971	251 288
Total Equity	348 716	259 488	89 228
Provisions	9 160	25 355	(16 195)
Long-term interest-bearing debt	448 477	324 566	123 911
Total Non-current Liabilities	457 637	349 921	107 716
Short-term interest-bearing debt	28	32 892	(32 864)
Other current liabilities	253 170	245 670	7 500
Total Current Liabilities	253 198	278 562	(25 364)
Liabilities of businesses held for sale	79 708	-	79 708
Total Liabilities	790 543	628 483	162 060
Total Equity and Liabilities	1 139 259	887 971	251 288

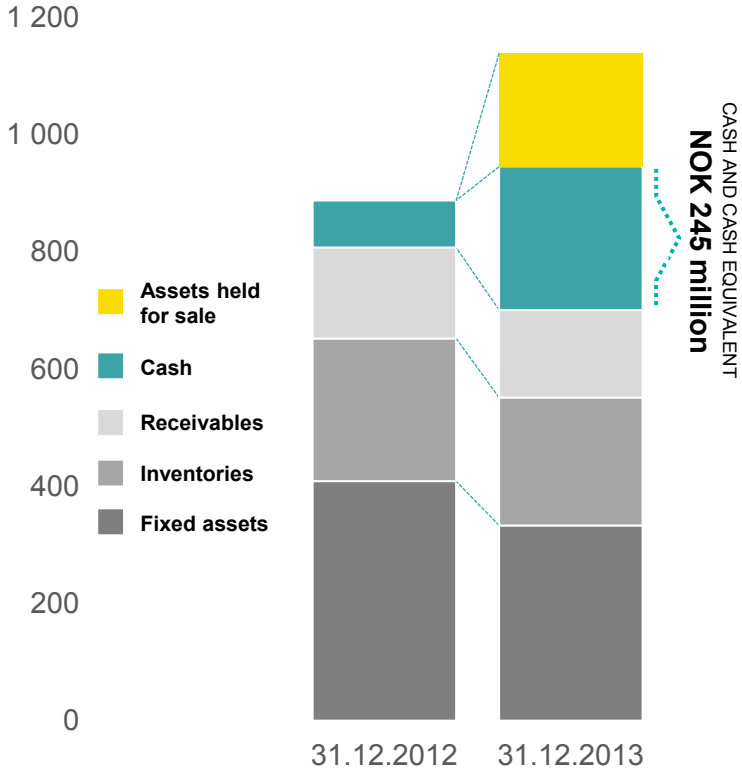
- Material improvement in Cash and Cash equivalents
- Additional Liquidity reserves are NOK 270 million
- Net Interest-bearing debt reduces by NOK 73 million (2013: 204 v 2012: 277)
- Reduction in NIBD of a further NOK 115 million in January 2014, being receipts of sale of Composites Reinforcements business

CAPITAL STRUCTURE

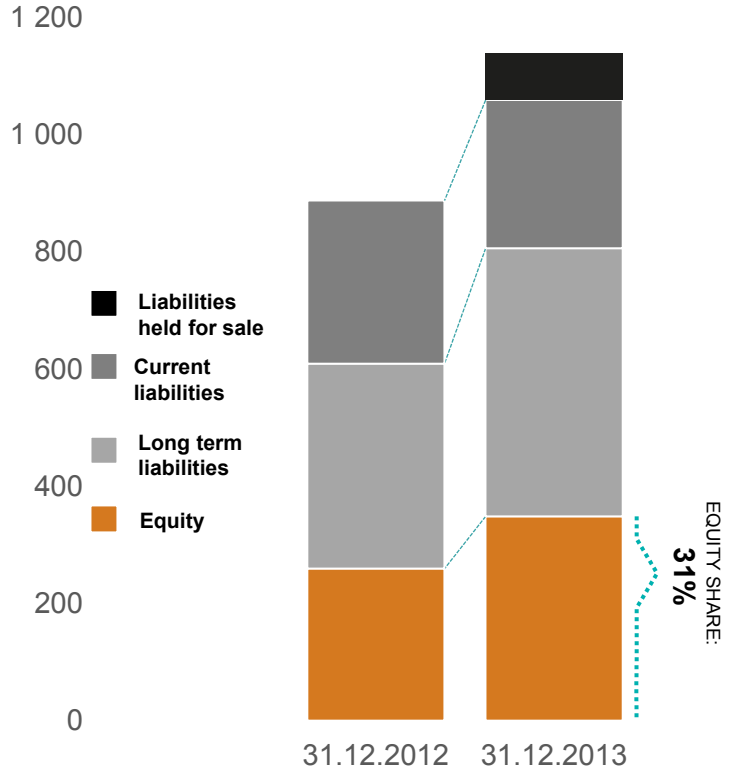


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ASSETS NOK Million



LIABILITIES AND EQUITY NOK Million





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**QUARTER 2013
SEGMENT RESULTS**

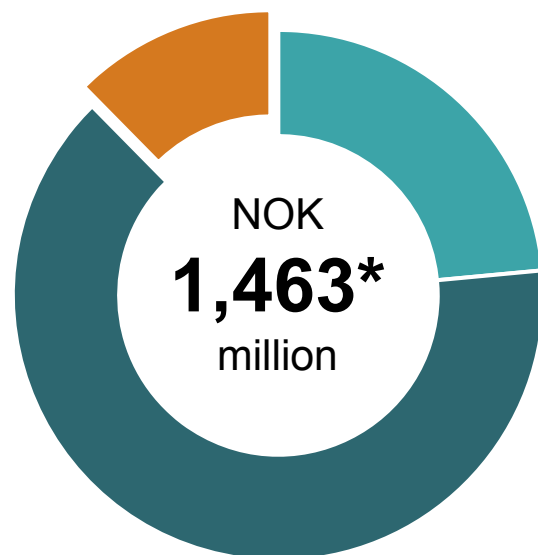


SEGMENT SHARES

AFTER INTERCOMPANY ELIMINATIONS AND GROUP CHARGES*

SHARE OF SALES REVENUE

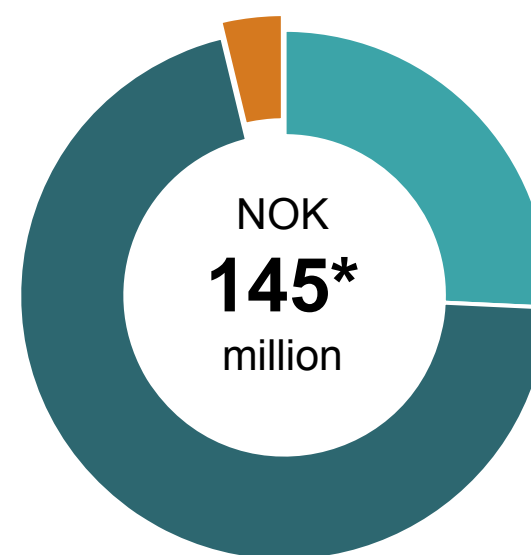
Percent



- Hexagon Ragasco
- Hexagon Lincoln/Raufoss
- Hexagon Devold

SHARE OF EBIT

Percent



- Hexagon Ragasco
- Hexagon Lincoln/Raufoss
- Hexagon Devold

Q4: HIGH-PRESSURE CYLINDERS

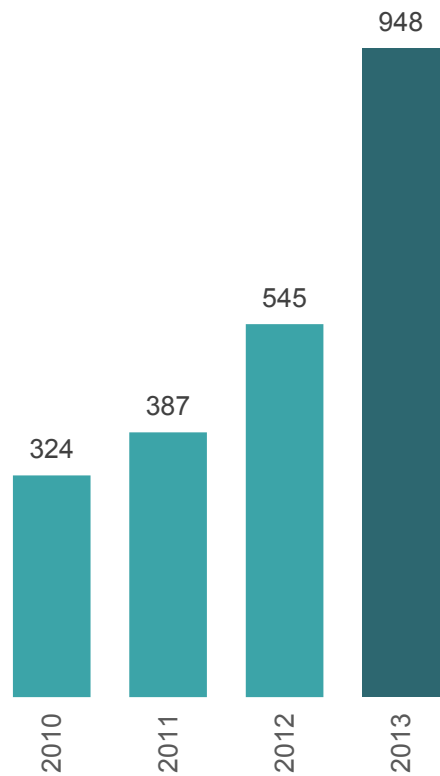
- Continued strong market demand in North America
- Continued high global activity for TITAN™ and SMARTSTORE™ transportation and storage systems
- Continued strong bus market with the start of T4 deliveries to Turkey
- The European passenger car market remains weak
- Current capacity expansion in Lincoln is making headway, with completion still expected by the end of Q1 2014



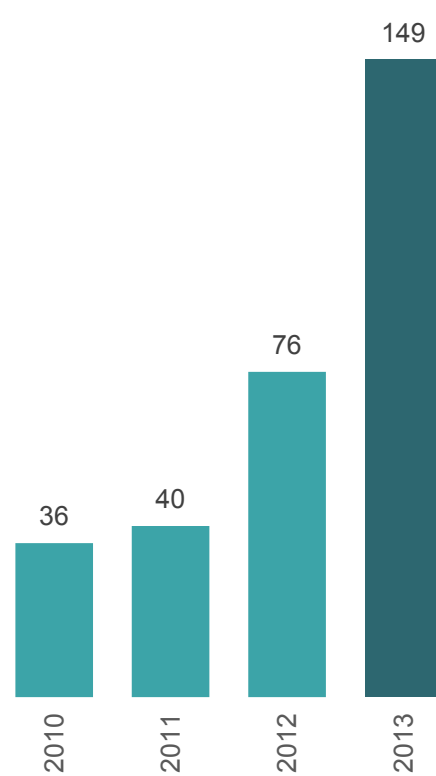
HIGH-PRESSURE CYLINDERS 2013 KEY FIGURES



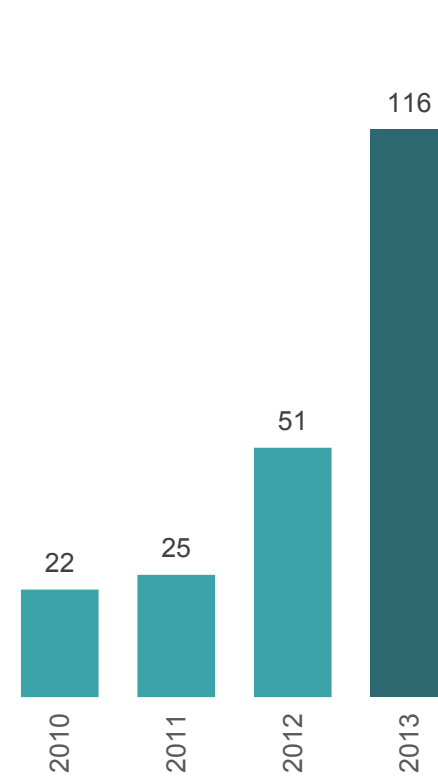
OPERATING INCOME
NOK Million



EBITDA
NOK Million



EBIT
NOK Million



HIGH-PRESSURE CYLINDERS

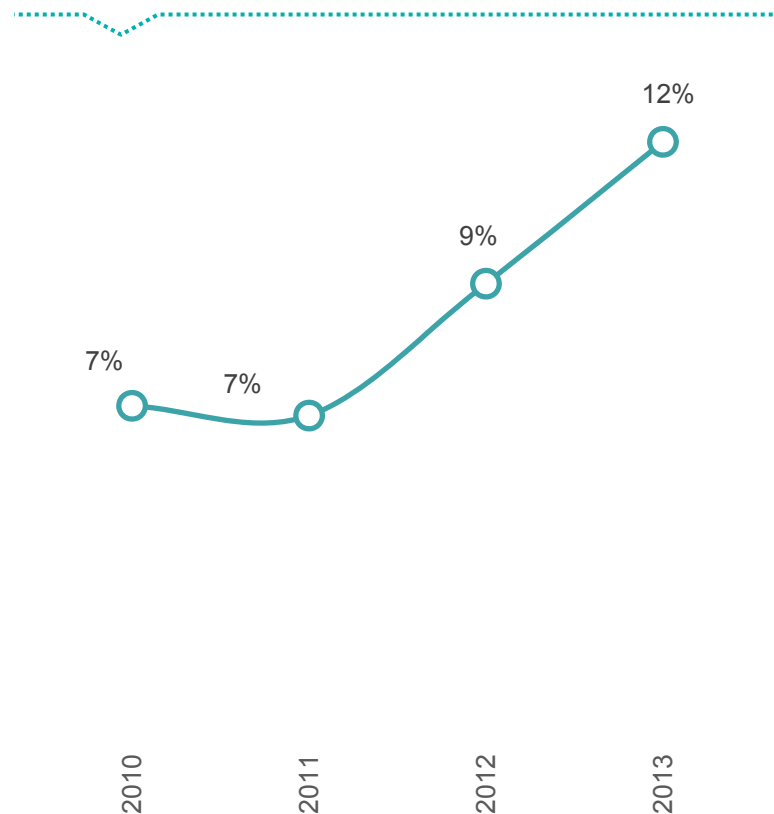
2013: STRONG MARGIN DEVELOPMENT



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EBIT MARGIN DEVELOPMENT

Percent



- Strong sales and profit North America
- Fully utilised production capacity in Lincoln
- Strong growth in European bus systems sales

Q4: LOW-PRESSURE LPG CONTAINERS



- Continued strong sales, especially to France, and growing order book outside Europe
- Formal Russian product approval received for LPG cylinders
- Added 5th shift to meet expected demand in H1 2014

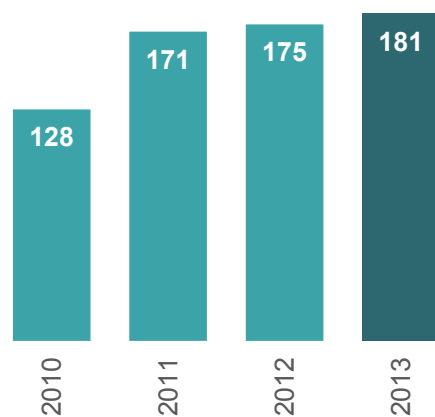


IMPACT OF RESTATEMENT

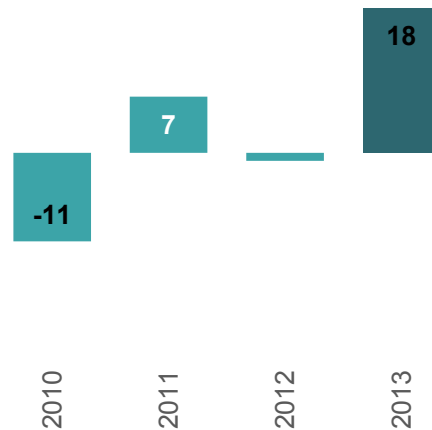


NOK THOUSAND	4 TH QUARTER 2013			YEAR 2013		
	Un-restated	Devold*	Restated	Un-restated	Devold*	Restated
Sales Revenues	356 702	50 229	306 473	1 463 238	183 132	1 280 106
Operating expenses	(320 953)	(45 757)	(275 196)	(1 243 767)	(165 579)	(1 078 188)
EBITDA	35 749	4 472	31 277	219 471	17 553	201 918
Depreciation and impairment	(21 547)	(3 110)	(18 437)	(74 081)	(11 306)	(62 775)
EBIT	14 202	1 362	12 840	145 390	6 247	139 143

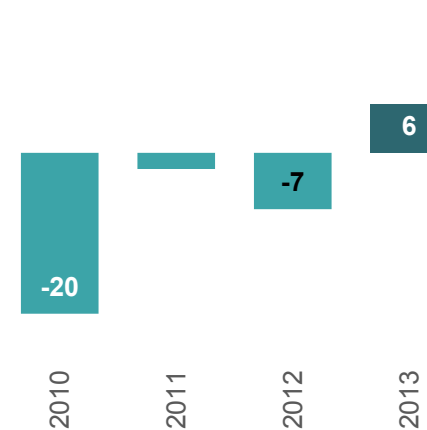
OPERATING INCOME: Devold
NOK Million



EBITDA: Devold
NOK Million



EBIT: Devold
NOK Million





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**QUARTER 2013
SUMMARY & OUTLOOK**

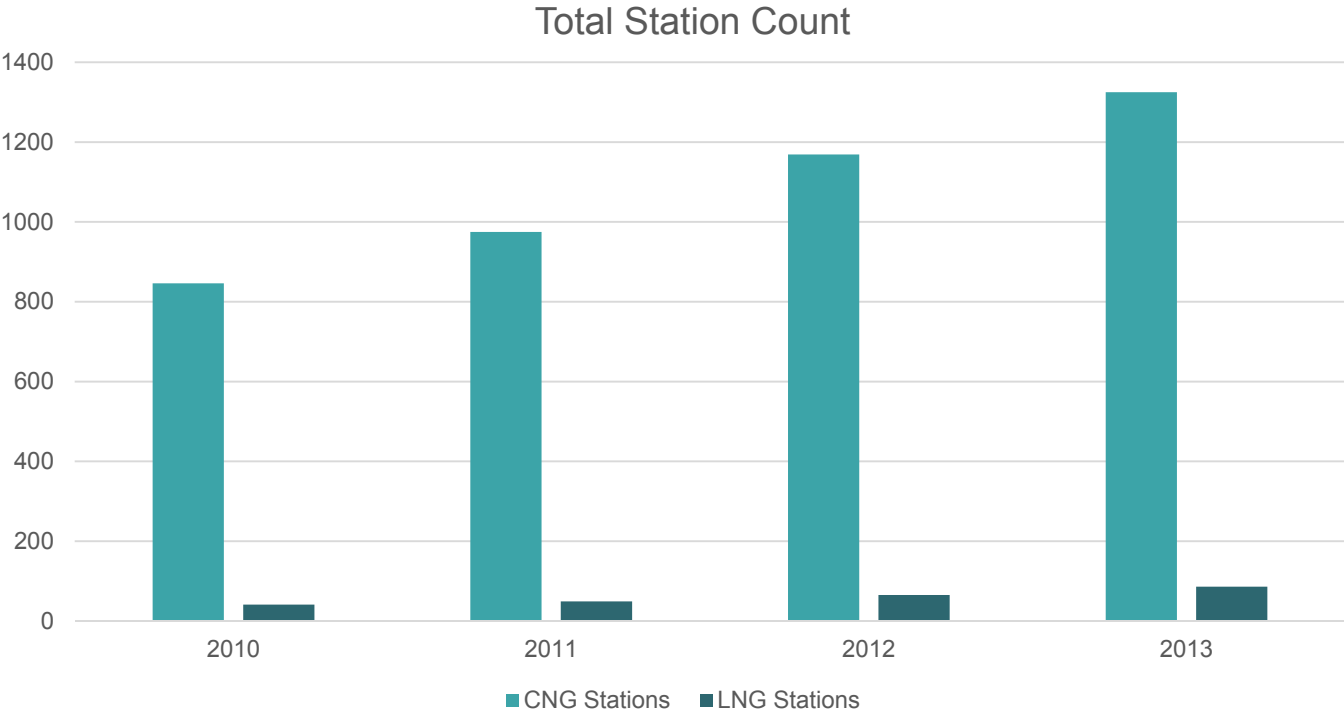
STATE OF THE UNION



U.S. NATURAL GAS INFRASTRUCTURE DEVELOPMENT



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THE FUTURE LOOKS BRIGHT

- We expect continued strong growth in High Pressure area.
 - Especially in US Heavy-Duty segment
 - European passenger car segment expected to gradually improve
 - Global market opportunity for Gas Distribution Products (GDP)
 - EURO 6 makes CNG buses more competitive than diesel buses in Europe.
- LPG capacity expected fully utilized in Q1 and Q2 2014,
 - improved utilization in Q3 and Q4 compared with previous years
- Gross margins expected to be sustained through 2014
- The growth will not be linear
 - Variations between quarters should be assumed
- Significant investment in organizational development in 2014
 - Increased manning and management
 - Information systems
 - Expansion project





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THANK YOU
