Investor presentation
Q1-Q3 2015

18 November 2015

Forward-looking statement

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Agenda

- Highlights Q3 2015
- Financial performance Q1-Q3 2015
- Grupa Prefabet acquisition
- Balance sheet items
- Outlook for 2015
- Q&A

Highlights Q3 2015

Highlights Q3 2015

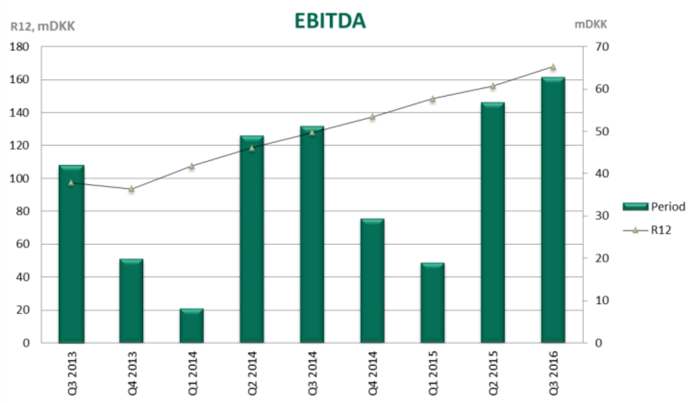
- Organic growth in the third quarter was 6% (adjusted for acquisitions and measured in local currency).
- Increase in sales compared to last year was driven by growth in all markets except for Russia.
- EBIT margin before special items was 8.1% in the third quarter and 5.5% YTD.
- The debt gearing is now in line with the long-term financial targets.
- The integration of Grupa Prefabet is running to schedule.
- H+H updates its outlook for 2015. EBITDA before special items is expected to be DKK 170-180 million, against the previously announced DKK 160-180 million.

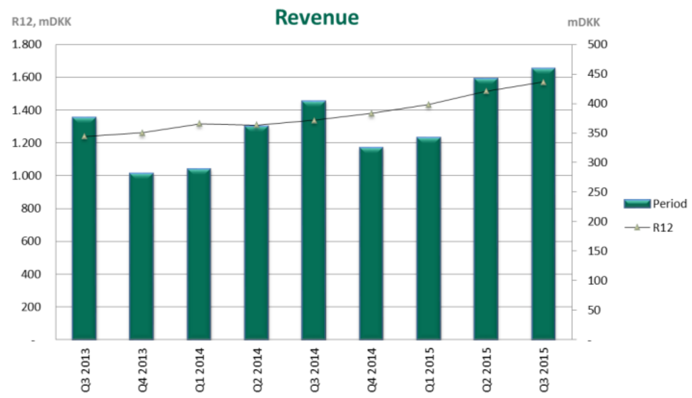
Financial performance Q1-Q3 2015

Group financial performance

Q3 2015

- Revenue was up 14%. Growth in all markets except for Russia. Organic growth of 6%.
- Gross margin was 24.3%, against 25.1% in 2014. Average selling prices were up on last year. The decline in the gross margin was a result of an unfavourable geographical sales mix.
- EBITDA was DKK 63 million before special items against DKK 52 million in 2014.
- Profit before tax from continuing operations DKK 28 million against profit of DKK 18 million in 2014.





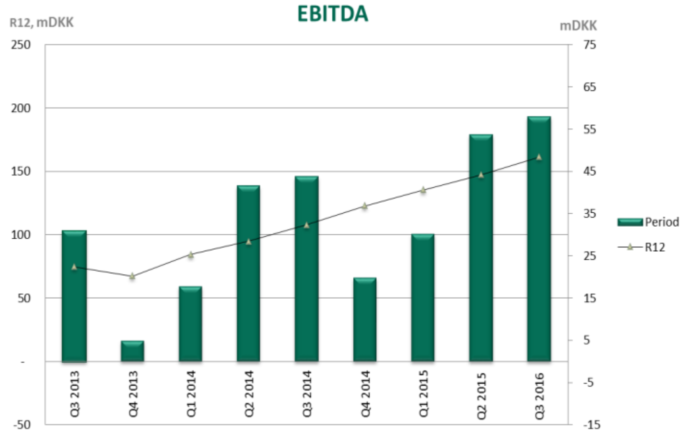
Year to date

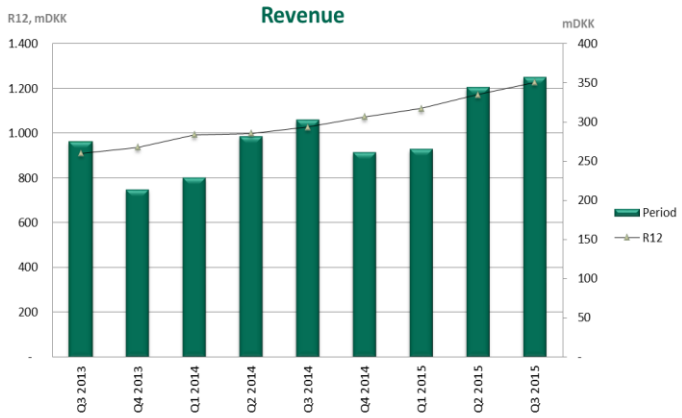
- Revenue up 18% due to the combination of a strong organic growth in the Western European segment and the acquisition of Grupa Prefabet. Organic growth was 9%.
- Gross margin was 23.6% on par with 2014. Average selling prices were higher.
- EBITDA was DKK 141 million before special items against DKK 110 million in 2014.
- Special items were a positive DKK 28 million and consist primarily of badwill and restructuring costs mainly related to the Grupa Prefabet acquisition.
- Profit before tax from continuing operations was DKK 68 million against loss of DKK 10 million in 2014.

Segments – Western Europe

Q3 2015

- Revenue up 18% on 2014. This is based on growth in all the markets and the UK market made a particularly strong contribution.
- EBITDA was DKK 58 million before special items, against DKK 44 million in 2014.
- Profit before tax of DKK 41 million, against profit of DKK 25 million in 2014.
- Significant positive result impact from the GBP increase against same period last year.





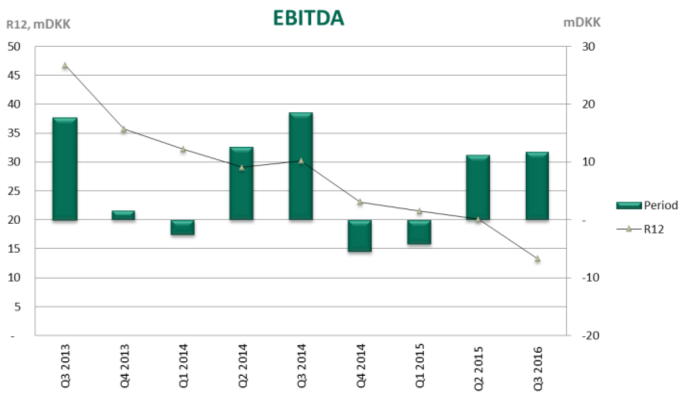
Year to date

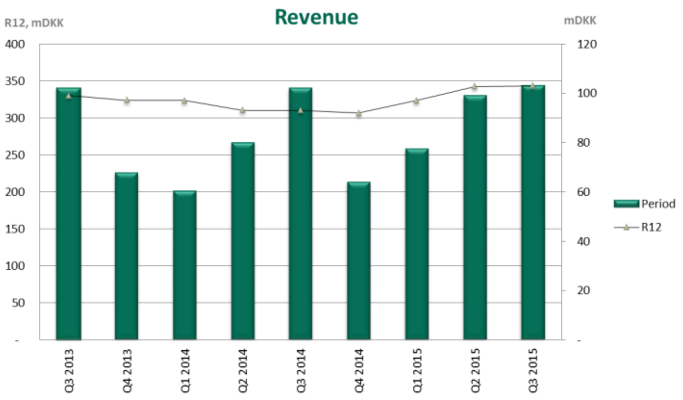
- Revenue up 19% in the first three quarters of 2014. This is based on growth in all the markets and the UK market made a particularly strong contribution.
- EBITDA was DKK 142 million before special items, against DKK 103 million in 2014.
- Profit before tax of DKK 88 million, against profit of DKK 45 million in 2014.
- Significant positive result impact from the GBP increase against same period last year.

Segments – Eastern Europe

Q3 2015

- In third quarter the revenue was up by 1% compared to 2014. Revenue grew in Poland due to the acquisition of Grupa Prefabet, but there was a decline in revenue in Russia. Negative organic growth of 5% on last year.
- EBITDA was DKK 12 million before special items, against DKK 19 million in 2014.
- Loss before tax of DKK 5 million, against profit of DKK 6 million in Q3 2014.
- Negative result impact from the RUB decrease against same period last year.





Year to date

- Revenue up 15% in the first three quarters of 2015, mainly due to the acquisition of Grupa Prefabet.
- EBITDA was DKK 20 million before special items, against DKK 29 million in 2014.
- Profit before tax of DKK 11 million, against loss of DKK 9 million in the first three quarters of 2014.
- Negative result impact from the RUB decrease against same period last year.
- After a strong start to the year, activity in Russia has decreased significantly, and there are no signs of improvement.
- The Polish market was impacted by the Grupa Prefabet transaction.

Grupa Prefabet

H+H

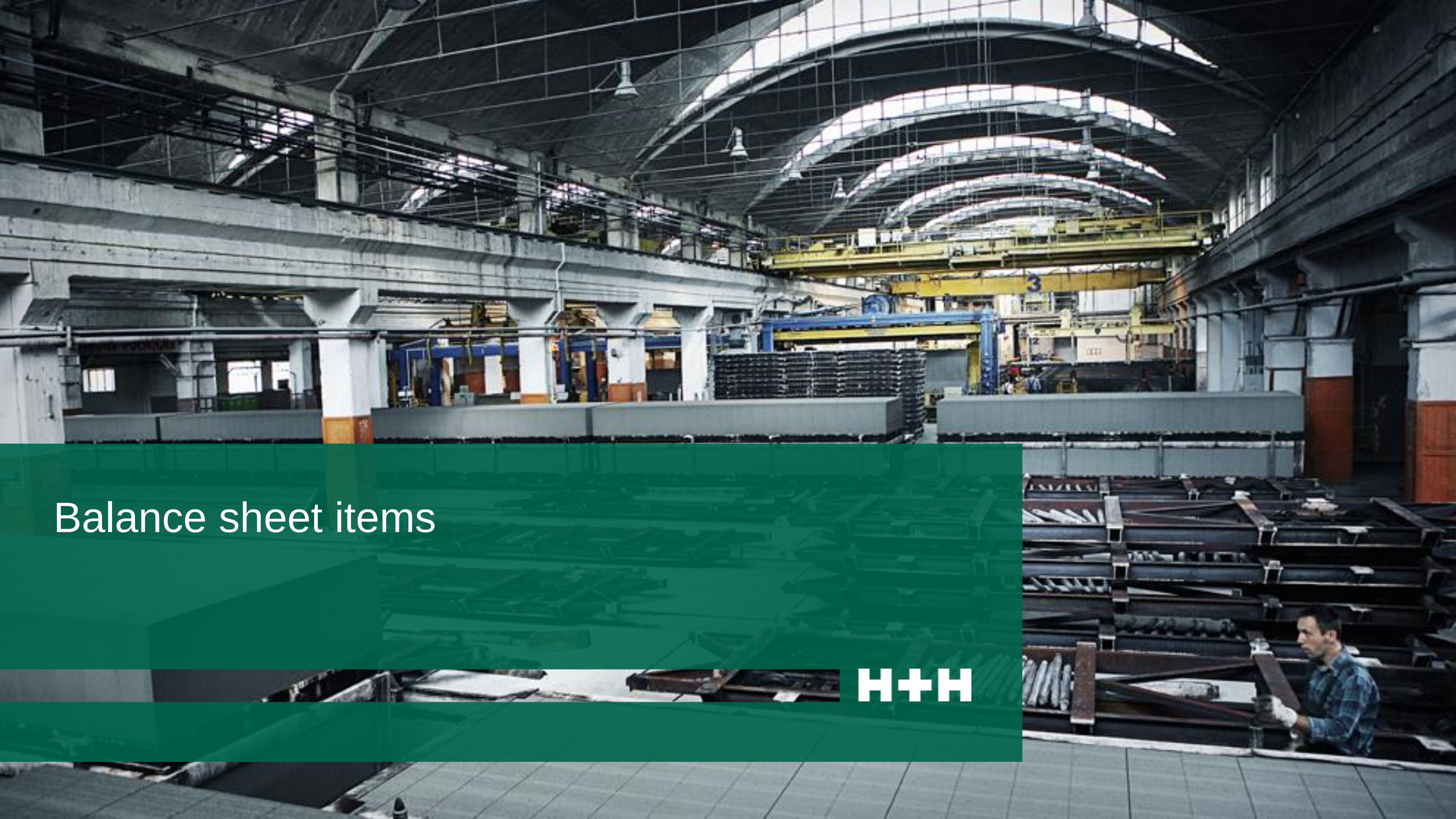
Restructuring plan – goals set out and achievements

- ✓ Closedown of four factories – done.
- ✓ Reduce net working capital by DKK 20 million in 2015 – done.
- Integration costs of DKK 20 million in 2015 – is running to schedule.
- EBITDA before special items to improve by DKK 10 million in 2015 – is included in outlook for 2015.
- Investments of DKK 20 million in 2015 and 2016 – various investment plans are being evaluated and some of them have been carried through. The financial projections are unchanged.
- Sale of assets for DKK 70 million in 2015-2017 – DKK 22 million conditional sale expected to be finalised in Q4 2015.
- 6% EBIT margin in 2018.

Capacity situation in the Polish market

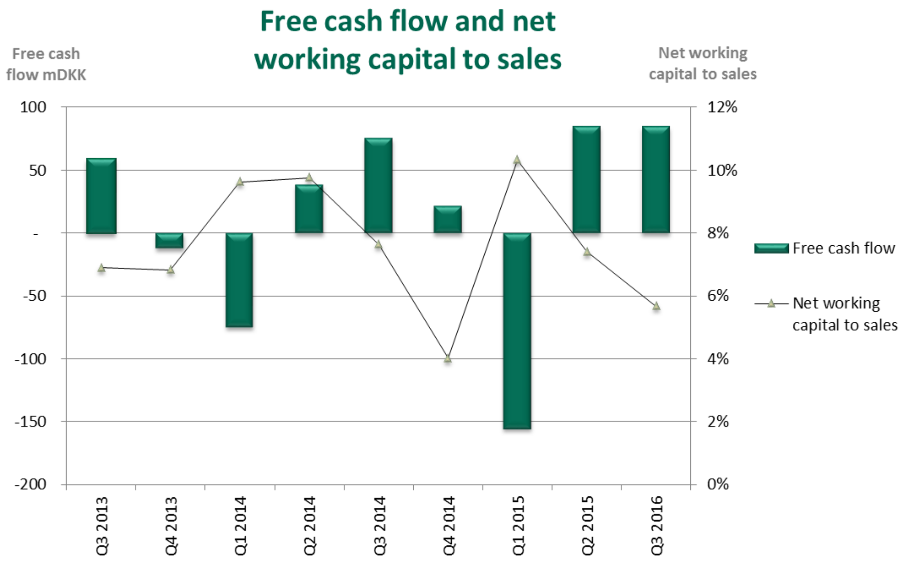
- Until 30 September the volume sold by the combined business was approx. 10% lower than the volume sold by the two stand-alone companies in the same period last year which is in line with the original expectations.
- We have been able to increase prices since takeover.
- From 30 September the stocks acquired from Grupa Prefabet should not affect the market anymore.
- We will carefully observe how competitors' pricing policy is affected by the new volume situation.

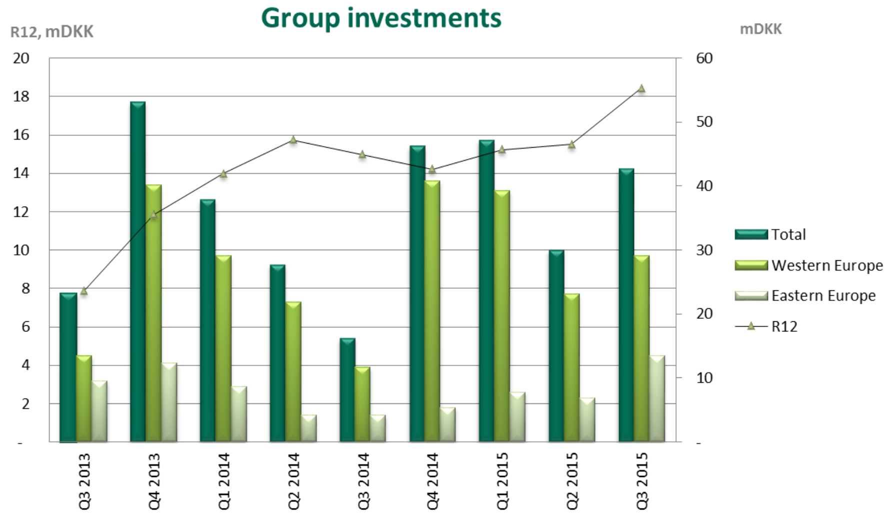
Balance sheet items



Free cash flow and investments

- Free cash flow was DKK 84 million, against DKK 75 million in Q3 2014.
- Free cash flow improved due to a combination of operational profits and lower net working capital.
- Investments of DKK 14 million, against DKK 5 million in Q3 2014.
- The investments were primarily related to secure production output in the UK and productivity improvements in Germany.





Net interest-bearing debt (NIBD) and equity

- NIBD was DKK 476 million at 30 September 2015, down DKK 47 million on 30 September 2014.
- NIBD over EBITDA ratio was 2.4, adjusted for special items the ratio was 2.8 which is in line with our long-term financial targets.
- Credit facility of DKK 712 million with Danske Bank, committed until 15 February 2018. H+H will continue to be dependent on debt financing the coming years.
- Equity was DKK 219 million at 30 September 2015, up DKK 67 million since beginning of the year.
- Return on invested capital (ROIC) was 14.9%, adjusted for special items ROIC was 10.2%.

Outlook for 2015

Outlook for 2015

H+H updates its outlook for 2015:

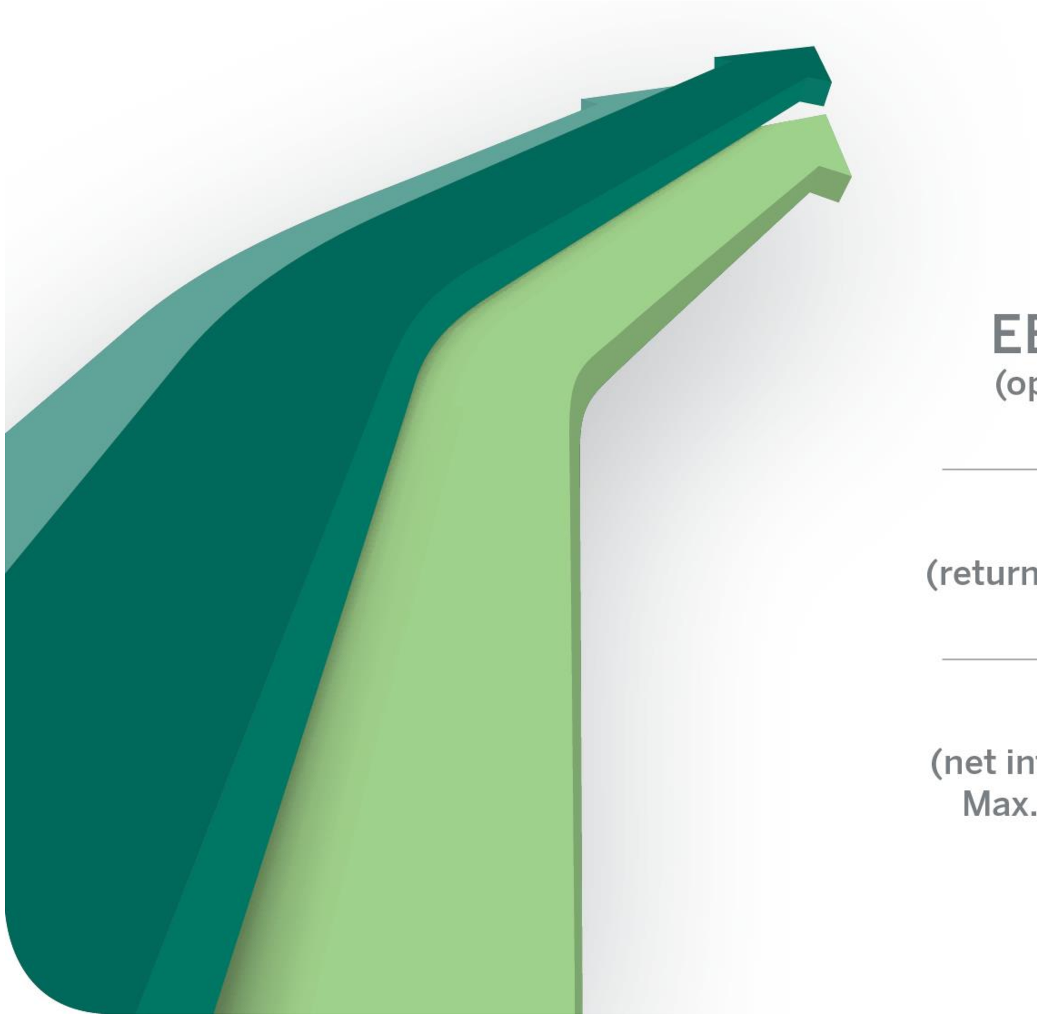
- Organic revenue growth is expected to be in the region of 10%, as previously announced.
- EBITDA before special items is expected to be DKK 170-180, against the previously announced DKK 160-180 million.
- EBIT margin is expected to be in the region of 5%, against the previously announced 4-5%.
- Investments excluding acquisitions and divestments are expected to be DKK 60 million, including DKK 20 million to support the restructuring in Poland, as previously announced.

Comments to outlook for 2015

The expectations for H+H’s financial performance in 2015 are based partly on the following specific assumptions:

- Economic growth of around 0-3% in our geographical footprint.
- The operational excellence programme continues and reduces production costs further.
- Exchange rates, primarily for GBP, EUR, PLN and RUB, hold at their mid-November 2015 levels.
- Energy and raw material prices rise only in line with inflation from their mid-November 2015 levels.
- Lower sales volume and lower margins in Russia due to the uncertainty about the economy and expectation of increasing inflation.
- For other markets the geopolitical situation does not result in changed market conditions.

Long-term financial targets



EBIT margin
(operating margin)
Min. 6%

ROIC
(return on invested capital)
Min. 10%

NIBD
(net interest-bearing debt)
Max. 2-3 times EBITDA

Q & A