



CONFERENCE CALL ANNUAL RESULTS 2015

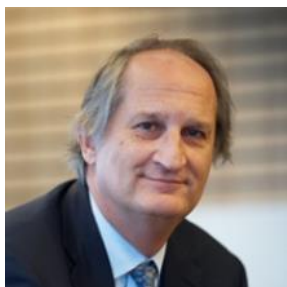
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Piet van der Slikke, CEO



- Led the formation of IMCD since 1995
- Designed and executed IMCD's strategy
- 20 years of industry experience

Hans Kooijmans, CFO



- Joined IMCD in 1996
- Co-led formation of IMCD
- 19 years of industry experience



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IMCD is a market-leader in the sales, marketing and distribution of specialty chemicals and food ingredients. Its dedicated local experts provide market-focused solutions to suppliers and customers across Europe, Africa, Asia-Pacific and Americas, offering a range of comprehensive product portfolios, including innovative formulations that embrace industry trends.

Listed at Euronext Amsterdam (IMCD.AS), IMCD realised revenues of EUR 1,530 million in 2015. In over 40 countries on 6 continents its dedicated team of more than 1,700 technical and commercial experts work in close partnership to tailor best in class solutions for around 32,000 customers and a diverse range of world class suppliers.



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Highlights 2015

Revenue	Revenue growth of 13% to EUR 1,530 million (+11% on a constant currency basis)
Gross profit	Gross profit growth of 16% to EUR 333 million (+14% on a constant currency basis)
Operating EBITA	Operating EBITA increased by 17% to EUR 128.3 million (+15% on a constant currency basis)
Net result	Net result before amortisation and non recurring items increased to EUR 87.2 million (2014: EUR 54.3 million)
Cash EPS Dividend	Cash EPS increased by 26% to EUR 1.79 Dividend proposal of EUR 0.44 in cash per share



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Income statement

EUR million	2015	2014	change	change	fx adj. change
Revenue	1,529.8	1,358.3	171.5	13%	11%
Gross profit	332.8	287.5	45.3	16%	14%
<i>Gross profit in % of revenue</i>	<i>21.8%</i>	<i>21.2%</i>	<i>0.6%</i>		
Third party costs	48.7	46.3			
<i>Third party costs in % of revenue</i>	<i>3.2%</i>	<i>3.4%</i>			
Operating EBITDA	131.8	112.7			
<i>Operating EBITDA in % of revenue</i>	<i>8.6%</i>	<i>8.3%</i>			
Operating EBITA¹	128.3	110.0	18.3	17%	15%
<i>Operating EBITA in % of revenue</i>	<i>8.4%</i>	<i>8.1%</i>	<i>0.3%</i>		
<i>Conversion ratio²</i>	<i>38.5%</i>	<i>38.2%</i>			

¹ Result from operating activities before amortization of intangibles and non-recurring items

² Operating EBITA in percentage of Gross profit



Income statement

EUR million		Europe	Asia Pacific	Other Emerging markets	US	Holding companies	Total
Revenue	2015	968.9	310.5	118.8	131.6		1,529.8
	2014	957.8	283.9	116.6			1,358.3
	Δ reported	1%	9%	2%			13%
	Δ constant currency	(1%)	6%	9%			11%
Gross profit	2015	222.9	58.1	28.2	23.6		332.8
	2014	212.8	49.5	25.2			287.5
	Δ reported	5%	17%	12%			16%
Gross profit in % of revenue	2015	23.0%	18.7%	23.8%	17.9%		21.8%
	2014	22.2%	17.4%	21.6%			21.2%
	Δ margin %	0.8%	1.3%	2.1%			0.6%
Operating EBITA	2015	87.3	27.9	10.4	13.4	(10.7)	128.3
	2014	83.5	23.5	9.6		(6.6)	110.0
	Δ reported	5%	19%	9%		(62%)	17%
	Δ constant currency	2%	17%	14%		(56%)	15%
Operating EBITA in % of revenue	2015	9.0%	9.0%	8.7%	10.2%		8.4%
	2014	8.7%	8.3%	8.2%			8.1%
	Δ margin %	0.3%	0.7%	0.5%			0.3%



EUR million	2015	2014	change	change
Operating EBITA	128.3	110.0	18.3	17%
Net finance costs	(13.3)	(36.3)		
Income tax expenses	(27.8)	(19.3)		
Net result before amortisation/non recurring items	87.2	54.3	32.9	61%
Amortisation of intangible assets	(26.4)	(20.5)		
Impairment loss	(8.4)	-		
Tax credits related to amortisation	4.0	4.7		
Non recurring items	(2.3)	(28.3)		
Recognition of deferred tax assets	7.8	9.7		
Result for the period	61.8	19.9	41.9	211%
Earnings per share (weighted)	1.20	0.79		
Cash Earnings per share (weighted)	1.79	1.42	0.37	26%



Net finance costs

EUR million	2015	2014	change
Net finance costs	(13.3)	(36.3)	23.0
Interest costs pre IPO financing structure	-	(27.7)	
Changes in deferred considerations	2.4	2.0	
Value changes in interest hedge contracts	(1.1)	(0.4)	
Amortisation of finance costs	(1.5)	(3.7)	
Interest costs re employee benefits	(0.2)	(0.2)	
Currency exchange results	(4.1)	(3.3)	
Interest costs post IPO financing structure	(8.9)	(3.1)	(5.8)



Cash EPS - proposed dividend

EUR million	2015	2014	change	change
Result for the year	61.8	19.9	41.9	211%
Amortisation of intangible assets	34.8	20.5		
Tax credits related to amortisation	(4.0)	(4.7)		
Cash earnings	92.6	35.7	56.9	159%
Weighted average number of share (x mln)	51.6	25.1		
Cash earnings per share (weighted) in EUR	1.79	1.42	0.37	26%
Proposed dividend payment	23.2			
Pay out ratio	25%			
Proposed dividend per share in EUR	0.44	0.20	0.24	120%



Balance Sheet

EUR million	31 December 2015	31 December 2014	change
Property, plant and equipment	18	18	1
Intangible assets	907	665	242
Other fin. assets/def tax assets	26	18	8
Working capital	228	180	48
Provisions/employee benefits	(12)	(11)	(1)
Deferred tax liabilities	(76)	(72)	(4)
Capital employed	1,091	797	294
Equity	654	531	123
<i>Equity in % of capital employed</i>	60%	67%	
Loans and borrowings minus cash	438	267	171
Total financing	1,091	797	294



Working capital

EUR million	31 December 2015	31 December 2014	change
Inventories	184	153	32
<i>in days of revenue *</i>	40	41	(1)
Trade and other receivables	241	204	37
<i>in days of revenue *</i>	52	55	(3)
Trade payables	(147)	(135)	(13)
<i>in days of revenue *</i>	(32)	(36)	4
Other payables	(50)	(43)	(7)
<i>in days of revenue *</i>	(11)	(11)	1
Total working capital	228	180	48
<i>in days of revenue *</i>	49	48	1

* normalised for impact acquisition MF Cachat/Selectchemie

Net debt

EUR million	2015	2014	change
Loans and borrowings long term	408.5	302.3	106.2
Loans and borrowings short term	85.6	24.3	61.3
Cash and cash equivalents	(56.6)	(60.0)	3.4
Net Debt	437.5	266.6	170.9
Net Debt / Operating EBITDA ratio¹	2.9	2.4	0.5

Covenants

	December 2015	Bank condition	December 2014
Leverage	2.50	< 3.75	2.2
Interest cover	16.50	> 3.75	NA

¹Including full year impact of acquisitions 2015



Free cash flow

EUR million	2015	2014	change
Operating EBITA	128.3	110.0	18.3
Depreciation	3.5	2.8	0.7
Operating EBITDA	131.8	112.7	19.1
Share based payments	0.7	-	
Capex	(3.2)	(3.1)	(0.1)
Δ Working capital ¹	(10.0)	(15.0)	5.0
Free cash flow	119.3	94.6	24.7
<i>Cash conversion ratio²</i>	<i>90.5%</i>	<i>83.9%</i>	<i>6.6%</i>

¹ Inventories, Trade and other receivables and Trade and other payables

² Free cash flow in percentage of Operating EBITDA



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Outlook

IMCD operates in different, often fragmented market segments in multiple geographic regions, connecting many customers and suppliers across a very diverse product range. In general, results are impacted by macroeconomic conditions and developments in specific industries. Furthermore results can be influenced from period to period by, amongst others, the ability to maintain and expand commercial relationships, the ability to introduce new products and start new customer and supplier relations and the timing, scope and impact of acquisitions.

IMCD's consistent strategy and resilient business model has led to successful expansion over the years and IMCD remains focused on achieving earnings growth by optimising its services and further strengthening its market positions. IMCD sees interesting opportunities to increase its global footprint and expand the product portfolio organically and by acquisitions.



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