



## Ontex Q3 2014 Trading Update

- Continued solid revenue growth and expanding EBITDA margins
  - Unchanged Full Year 2014 top line expectations

Aalst-Erembodegem, November 4, 2014 - Ontex Group NV (Euronext Brussels: ONTEX; 'Ontex,' 'the Group' or 'the Company') published today its unaudited trading update for the three and nine month periods ended September 30, 2014. This announcement has been made in conjunction with the launch of a €250 million Senior Secured Notes offering to refinance the Group's debt, together with a senior facilities agreement comprised of a euro-denominated senior term loan facility in an amount of €380 million and a euro-denominated senior revolving facility in an amount of up to €100 million, and certain hedging obligations.

The results for the three and nine month periods ending September 30, 2014 will be published as previously announced, on November 26, 2014, with a conference call for investors and analysts on the same day. Following the publication of today's trading update, the Group enters into a quiet period with immediate effect until the scheduled publication of results on November 26, 2014.

### Ontex Group Financials Q3 2014 and 9M 2014

<i>in € million</i>	Q3 2014	Q3 2013	% Δ	9M 2014	9M 2013	% Δ
Reported Revenue	398.4	379.4	5.0%	1,208.3	1,107.7	9.1%
LFL Revenue <sup>1</sup>	398.0	379.4	4.9%	1,187.3	1,107.7	7.2%
Adjusted EBITDA <sup>2</sup>	49.0	45.1	8.6%	147.6	127.6	15.7%

<sup>1</sup> LFL is defined as at constant currency excluding change in perimeter of consolidation or M&A

<sup>2</sup> Adjusted EBITDA is a non-IFRS measure, defined as EBITDA plus non-recurring expenses and revenue excluding non-recurring depreciation and amortization and has consistently been applied throughout reporting periods. EBITDA is a non-IFRS measure, defined as earnings before net finance cost, income taxes, depreciation and amortization

### Comments on Q3 2014

Ontex revenue rose 5.0% on a reported basis and 4.9% on a LFL basis during Q3 2014, in line with management expectations. All four divisions contributed positively to year-on-year revenue growth in Q3 2014.

In Mature Market Retail, LFL revenue continued to grow as a result of retailer brands performance, led by Poland and Australia, while the UK was slightly lower. Growth Markets delivered a strong LFL revenue increase led by growth in Russia. MEA division Q3 revenue continued to rise on a LFL basis, albeit at a slower rate than the first two quarters, with gains in Turkey as well as Morocco and Pakistan, while several other countries in MEA experienced challenging political and economic environments. In spite of pressures on reimbursement spending, Healthcare revenue increased on a LFL basis in line with management estimated market growth, and Serenity continued to perform well.

Group Adjusted EBITDA increased by 8.6% to 49.0 million euro, supported by top line growth and ongoing productivity improvement. Adjusted EBITDA margin<sup>1</sup> expanded by 41 bps to 12.3%.

Full details of third quarter and nine month results for the period ended September 30, 2014 will be provided on November 26, 2014.

*1 Adjusted EBITDA is a non-IFRS measure, defined as EBITDA plus non-recurring expenses and revenue excluding non-recurring depreciation and amortization and has consistently been applied throughout reporting periods. EBITDA is a non-IFRS measure, defined as earnings before net finance cost, income taxes, depreciation and amortization*

*The information in this Trading Update is not intended to be a comprehensive statement of our financial or operational results for the three and nine month periods ending September 30, 2014. The figures contained herein were prepared based on a number of assumptions and estimates that are subject to inherent uncertainties and subject to change. Accordingly, our actual results for the three and nine month periods ending September 30, 2014 may vary from our preliminary estimates above, and such variations could be material.*

## **ENQUIRIES**

### **Investors**

Philip Ludwig

+32 53 333 730

Philip.Ludwig@ontexglobal.com

Fairvue Partners

+44 20 7614 2900

Ontex@fairvuepartners.com

### **About Ontex**

Ontex is a leading manufacturer of branded and retailer brand hygienic disposable products across Europe, the Middle East and Africa. The Company primarily sells its products to retailers, helping them to establish or enhance their own brands. While historically Western Europe has been the Company's largest geographic market in terms of sales (68% of sales in 2013), the Company also has a growing presence in emerging markets where it offers both retailer brands and its own brands, with the mix varying by product category and geography. The Company believes that it operates a strong and diversified business across multiple geographies and serves a blue chip customer base with high quality products in core, resilient and non-discretionary categories.