



Q2 2016 presentation

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Q2 2016: Record revenue with 15% EBIT



- Revenue of €264 million
 - Q2 2015: 218m, pro forma 253m
- Order intake of €231 million
 - Q2 2015: 206m, pro forma 230m
- Order book €307 million
 - Q2 2015: 166m, pro forma 272m
- EBIT* €39.7 million or 15.0%
 - Adj. EBIT** Q2 2015: 13.6%, pro forma 15.2%
- EPS 3.09 euro cents compared with 2.71 in Q2 2015



**Adjustments in Q2 2016 consist of a €6.6 million amortization of acquisition related intangible assets (PPA)*

*** Adjusted for refocusing cost related to the refocusing program Simpler, Smarter, Faster .*

Pro forma: Business overview for the first half of 2016



POULTRY

Strong order intake across the board, record revenue and profitability

Large projects secured in China, U.S. and Hungary

54% of revenue
17.6% EBIT margin



MEAT

Good operation and project execution – integration on track

Marel meat now operates unified sales team that has been cross trained in primary and secondary solutions – focus on increased cross and upselling

32% of revenue
14.0% EBIT* margin



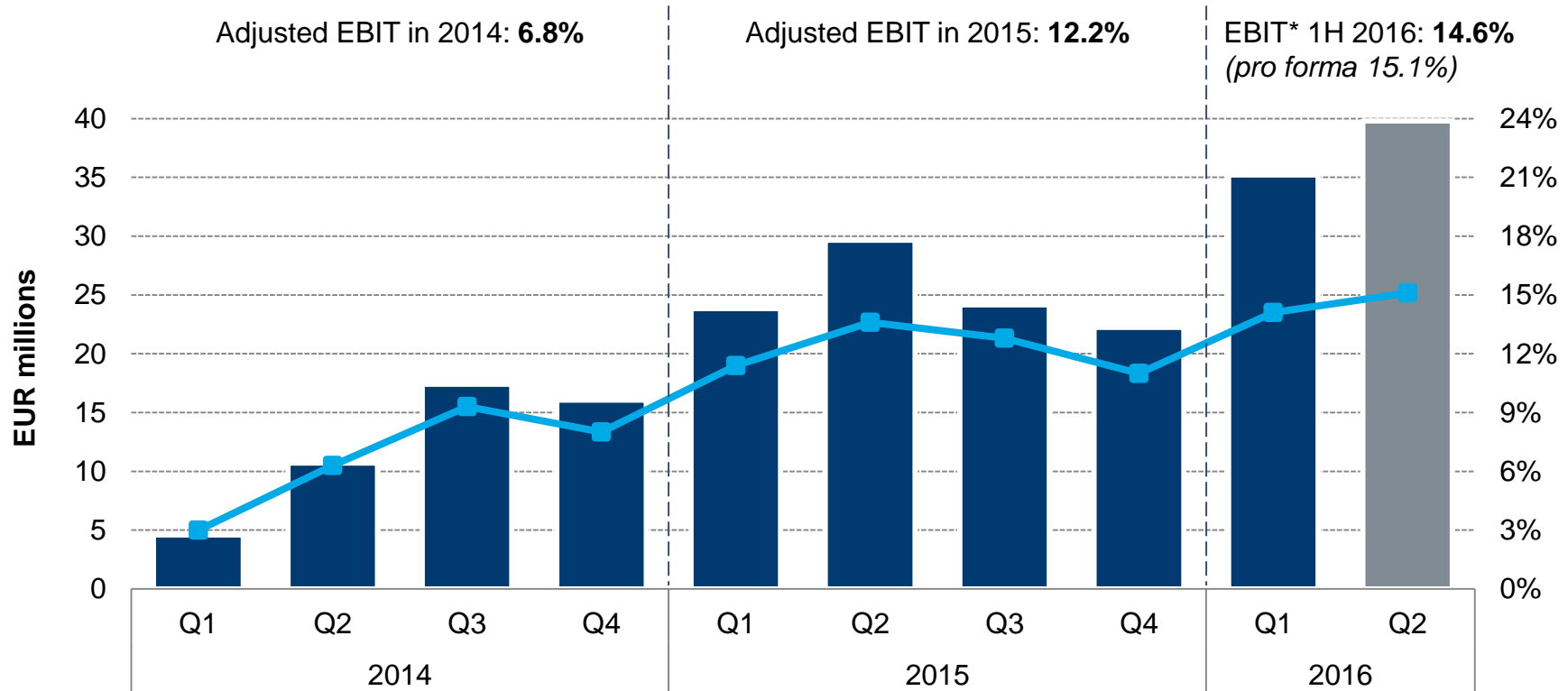
FISH

Large projects are at low level while important sales of FleXicut solutions were secured in 1H

Streamlining of onboard operations in Seattle concluded with reduction of 50 employees going forward

13% of revenue
4.9% EBIT margin

On track towards best in class profitability



■ EBIT ■ EBIT as % of revenue

* Operating income adjusted for amortization of acquisition-related intangible assets (PPA).



Consolidated accounts

Consolidated: Second quarter financial results

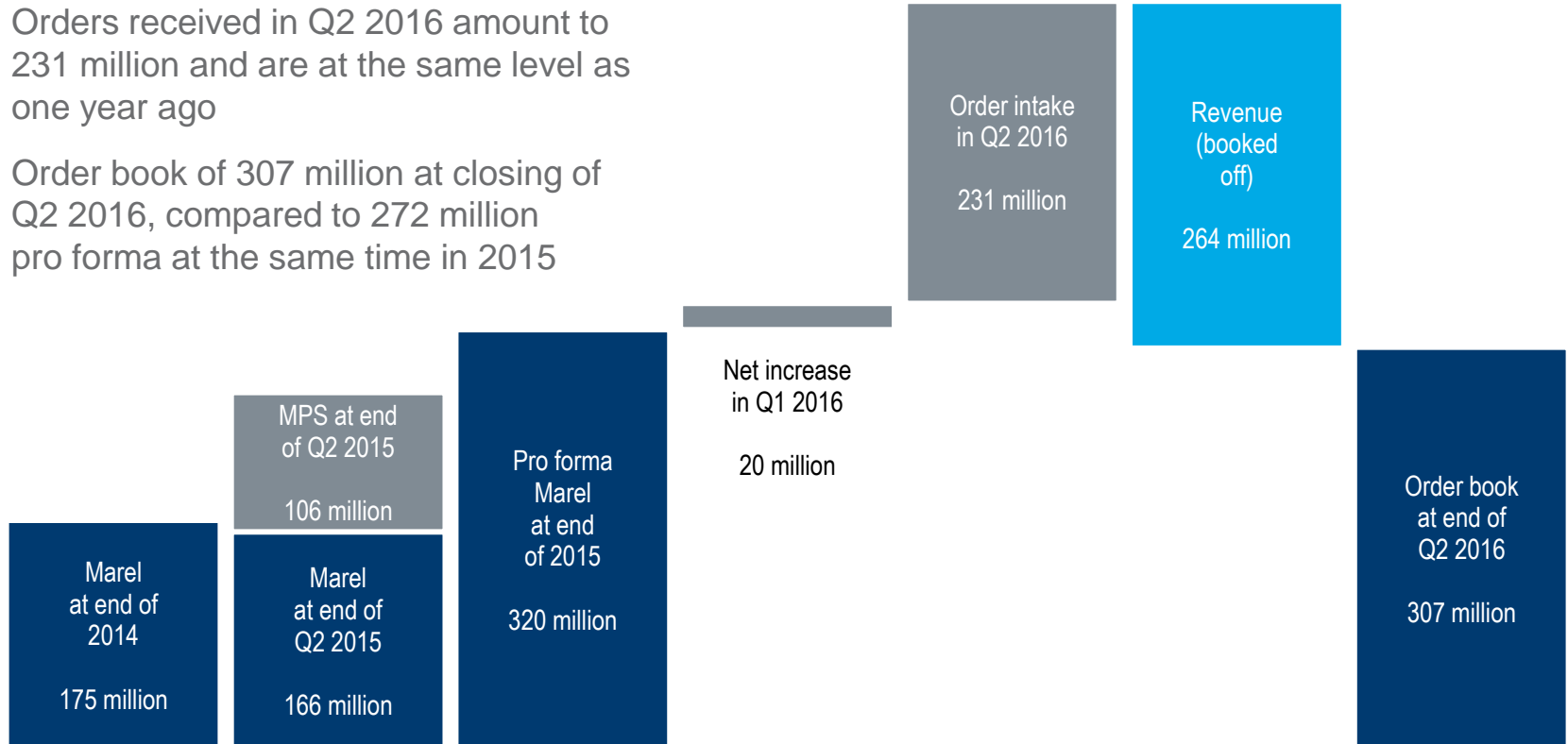


<i>EUR thousands</i>	Q2 2016	Q2 2015	Change in %
Revenue	264,208	218,272	21.0
Gross profit	109,199	84,264	29.6
<i>as a % of revenue</i>	41.3	38.6	
Before PPA			
Result from operations (EBIT)	39,749	29,659**	34.0
<i>as a % of revenue</i>	15.0	13.6	
EBITDA	48,379	37,219**	30.0
<i>as a % of revenue</i>	18.3	17.1	
After PPA			
Result from operations (EBIT)	33,162	28,537	16.2
<i>as a % of revenue</i>	12.6	13.1	
EBITDA	48,379	38,135	26.9
<i>as a % of revenue</i>	18.3	17.5	
Net result	22,128	19,516	13.4

** Results are adjusted for refocusing costs related to the refocusing program *Simpler, Smarter, Faster*.

Order book at a good level

- Orders received in Q2 2016 amount to 231 million and are at the same level as one year ago
- Order book of 307 million at closing of Q2 2016, compared to 272 million pro forma at the same time in 2015



Consolidated: Balance sheet



ASSETS (EUR thousands)

Non-current assets

	30/6 2016	31/12 2015
Property, plant and equipment	112,869	89,005
Goodwill	633,993	389,407
Other intangible assets	293,707	107,018
Trade receivables	334	443
Deferred income tax assets	10,022	10,029
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	1,050,925	595,902

Current assets

Inventories	121,787	99,382
Production contracts	46,117	17,261
Trade receivables	110,975	99,696
Assets held for sale	-	3,799
Other receivables and prepayments	37,264	29,139
Cash and cash equivalents	20,011	92,976
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	336,154	342,253

Total assets

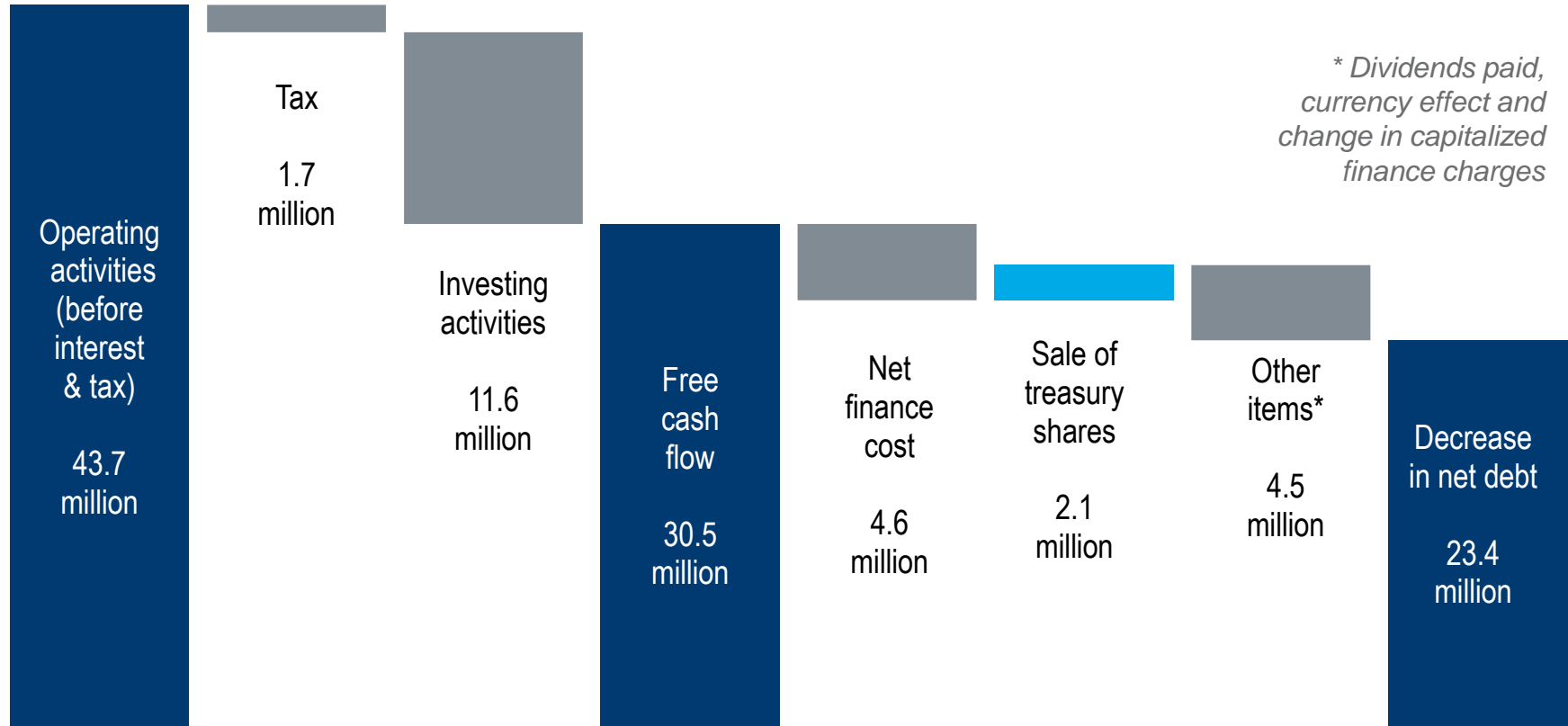
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	1,387,079	938,155

Consolidated: Balance sheet



LIABILITIES AND EQUITY <i>(EUR thousands)</i>	30/6 2016	31/12 2015
Equity	488,000	446,739
LIABILITIES		
Non-current liabilities		
Borrowings	458,509	217,287
Deferred income tax liabilities	65,779	15,943
Provisions	6,846	6,943
Derivative financial instruments	10,711	3,057
	541,845	243,230
Current liabilities		
Production contracts.....	133,479	78,330
Trade and other payables	171,415	139,227
Derivative financial instruments	45	-
Current income tax liabilities	10,274	3,221
Borrowings	24,113	18,449
Provisions	17,908	8,959
	357,234	248,186
Total liabilities	899,079	491,416
Total equity and liabilities	1,387,079	938,155

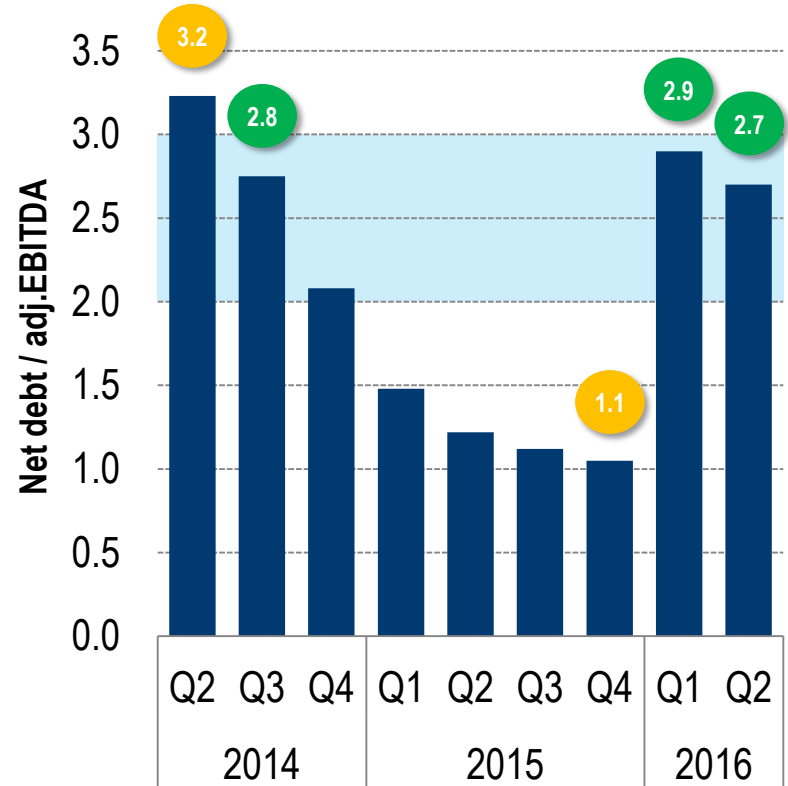
Q2 2016 cash flow composition and change in net debt



Marel generating a healthy cash flow



- Net debt / EBITDA leverage of 2.7x at end of Q2
 - Acquisition of MPS completed within the targeted capital structure with senior loans without issuing any new shares
- Marel is stimulating further revenue and operational profit growth by:
 - Streamlining the business
 - Continuous innovation
 - Investing in the business
- Cash flow remains strong
 - Commitment to invest in facilities and equipment
 - Utilizing good cash flow to advance the business
 - Investment activities are expected to be on average above depreciation level for the coming quarters



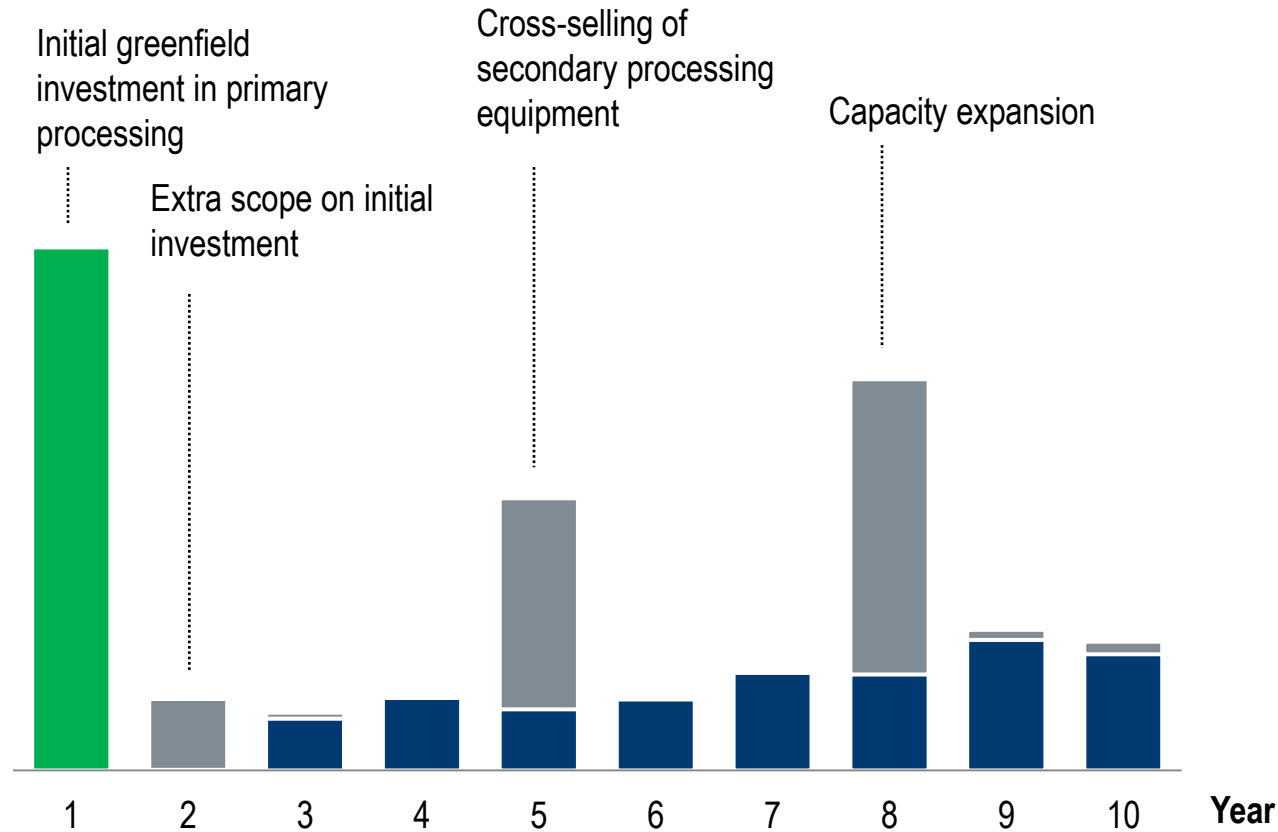


Business & Outlook

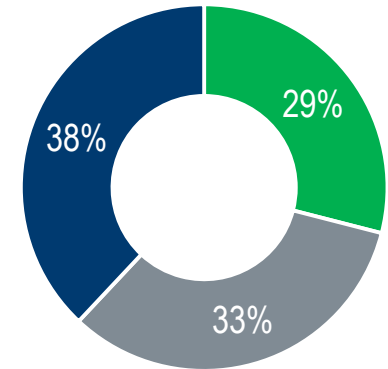
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FOOD PROCESSING**



Case study: Long term customer relationship



10 year revenue profile from a customer



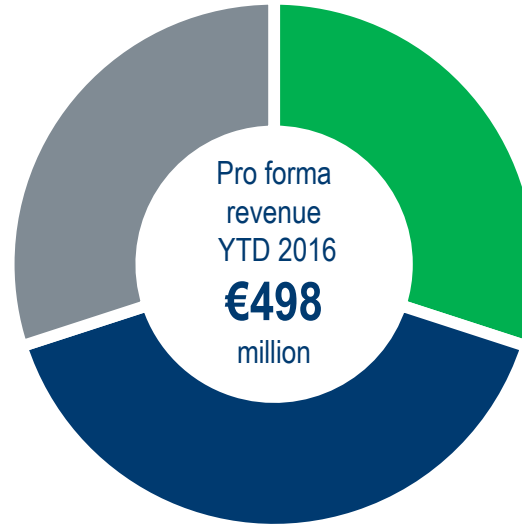
- Initial investment
- Additional investment
- Service & spare parts

Strong business model supporting future growth



Modernization and standard equipment ►

- Good increase in standard equipment across all industries and geographies



◀ Greenfields

- Greenfield projects secured in the U.S., Brazil, Hungary and China in 1H 2016

Maintenance ▲

- Marel has the largest installment base in its industry
- Recurring service and spare parts revenues increasing steadily and are currently around 40% of total revenues

Pro forma FY2015

Revenue €977m
Adj. EBIT** €133m
Order book €320m

Pro forma 1H 2016

Revenue €498m
EBIT* €75.0m
Order book €307m

Business Outlook 2016

Long term growth prospects for Marel are promising while short term economic uncertainty has recently increased.

Marel expects modest organic revenue growth and increase in EBIT* between years.

* Operating income adjusted for amortization of acquisition-related intangible assets (PPA).
** Adjusted for refocusing cost related to the refocusing program Simpler, Smarter, Faster.



Thank you

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FOOD PROCESSING**

