



PRESS RELEASE

Muehlhan AG publishes Q1 2014 results

- Sales increase of 10.5%, EBIT stable
- Business trends within the scope of expectations

Hamburg, 14 May 2014 - Muehlhan AG (Entry Standard; ISIN DE000A0KD0F7) completed the first quarter with sales revenue of €50.8 million (prior year: €46.0 million) leading to earnings before interest and taxes (EBIT) of €0.3 million (prior year: €0.4 million). As in the prior year, earnings after taxes amounted to -€0.4 million. Our results thus meet our expectations for the traditionally weak first quarter.

A **geographic analysis** of sales revenue and earnings (EBIT) shows a differentiated picture: thus, at €41.6 million, sales in the **Europe** core region again distinctly increased as against the prior year (€36.7 million). At €1.5 million (prior year: €0.5 million), EBIT in the European companies was therefore accordingly higher.

In **North America**, both sales and EBIT are below the amounts reported for the prior year since the New Oakland Bay Bridge project is nearing its end. Sales amounted to €2.8 million (prior year: €4.9 million), with EBIT of €0.0 million (prior year: €1.4 million). Follow-up orders will only run up in the summer. A one-time effect in the amount of approximately €0.5 million resulting from the favorable outcome of a litigation was also taken into account in the result of the same period for the prior year.

In the **Middle East** and **Asia** regions, on the other hand, the Company was able significantly to raise sales, with a result of €6.4 million (prior year: €4.0 million). This result can primarily be attributed to an excellent order situation in the Middle East, in particular in the fire protection areas. In addition to the higher sales figures, the elimination of the loss generating ship building and repairing in the Middle East led to a significantly higher EBIT of €0.6 million (prior year: -€0.6 million).

In the **Business Segment** classification, the maritime business aspects improved slightly to €16.8 million (prior year: €16.2 million). In the first quarter of 2014, the **Ship Newbuilding** segment was able to add €1.9 million to the prior year's performance to attain €8.9 million, while at €8.0 million the **Ship Repair** segment was some €1.2 million below the prior year's performance. The **Energy** business segment achieved total sales of €11.8 million (prior year: €10.0 million). A substantial contribution to the improvement was provided by the Offshore

business, which last year had been impacted by the restrictions or flight bans for transport helicopters over the North Sea.

The **Industrial Business**, which also includes infrastructure projects, recorded total sales of €12.3 million in the first quarter of 2014 (prior year: €10.6 million), thus also contributing to improved results. Receding income in the American bridge business was more than compensated by higher sales in the Fire Protection segment in the Middle East. The **Other Services** segment, which in addition to steel construction work for maritime and industrial customers also comprises Scaffolding and Access Technology services, once again showed stable contributions to sales in the current reporting period. At €9.8 million, sales were €1.2 million above those of the previous year (€8.6 million).

Overall, and in spite of the usually expected mixed start into the new financial year, a profit of €0.3 million was achieved in the first quarter of 2014 (prior year: €0.4 million).

On this basis, as well as taking into account all known impacting factors, the Board confirms its forecast for 2014 with earnings before interest and taxes (EBIT) of between €3.5 million and €6.5 million as of the end of the year.

The most significant corporate key figures are set forth in the following table:

| | 1st quarter 2014 | 1st quarter 2013 |
|---|------------------|-------------------|
| Sales | 50,815 | 45,996 |
| EBITDA | 1,583 | 1,762 |
| EBIT | 305 | 420 |
| EBT | -192 | -115 |
| Earnings per share in € | -0.01 | -0.01 |
| Consolidated earnings after non-controlling interests | -240 | -248 |
| Cash flow | 1,673 | 1,992 |
| | March 31, 2014 | December 31, 2013 |
| Fixed assets | 40,560 | 39,748 |
| Equity | 57,926 | 58,262 |
| Balance sheet total | 111,116 | 112,744 |
| Headcount (average) | 2,491 | 2,390 |

About Muehlhan: Worldwide, the Muehlhan Group is a reliable partner in industrial services and high-quality surface protection. As one of the few full-service providers, we offer our customers a broad range of services designed to meet the exacting quality standards expected in professional industrial services. Our customers benefit from our exceptional organizational skills, on-time delivery, the technical expertise that differentiates us from our competitors and our more than 130 years of experience.

Our operations are divided into five business segments: Ship Newbuilding, Ship Repair, Energy, Industry and Other Services. With our workforce of more than 2,300 employees at over 30 locations worldwide, we generated sales revenues of €208 million in 2013. We intend to use this stable foundation to further expand our business in the coming years and to continue moving our Group forward through proximity to our customers in the global market. For more information, visit www.muehlhan.com.

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