

# Strong momentum continued in Q2 2014

Organic growth of 7% led to reported revenue up 3% to DKKm 1,907 and EBITDA up 14% to DKKm 305 in Q2 2014. Improved product mix lifted the gross margin to 33.5%. Average working capital improved to 36.0%. Outlook 2014 maintained except for impact of higher key currency rates on reported revenue.

- The organic growth was 7% and with a negative currency effect of 4 percentage points, the reported revenue increased 3% to DKKm 1,907 in Q2 2014.
- The first six months showed organic growth of 10%, lifting the reported revenue 6% to above DKK 3.7 billion.
- Sales growth in Q2 2014 was driven by strong results in International and Latin America. Europe delivered in line with Q2 last year, which was all time high, while North America suffered from the delayed season.

DKKm	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
Revenue	1,907	1,851	3,733	3,521	6,598
Growth	3.0%	7.3%	6.0%	5.5%	5.4%
Organic growth	6.9%	11.6%	10.3%	11.6%	15.0%
Gross profit	639	580	1,200	1,084	1,976
Gross margin	33.5%	31.3%	32.1%	30.8%	30.0%
EBITDA	305	268	564	529	821
EBITDA margin	16.0%	14.5%	15.1%	15.0%	12.4%
Profit before tax	203	167	362	338	417
Cash flow from operating activities	7	308	(311)	100	574
Free cash flow	(72)	228	(456)	14	338
Net working capital			2,693	2,371	2,005
Net interest-bearing debt			2,052	1,875	1,578

- The gross profit was up 10% to DKKm 639, corresponding to a gross margin increase of 2.2 percentage points to 33.5%, driven by higher sales of differentiated and proprietary products with higher margins combined with the effect from the region mix.
- EBITDA was up 14% to DKKm 305 corresponding to an EBITDA margin of 16.0%, up 1.5 percentage points compared to Q2 last year.
- Lower use of factoring and higher working capital led to a free cash flow decreasing DKKm 300 to DKKm -72.
- The average working capital ratio improved 4.1 percentage points to 36.0% despite an increase in the end of Q2 net working capital to DKKm 2,693 or 40% of revenue.
- NIBD/EBITDA was reduced to 2.4 from 2.8 despite an increase in NIBD of DKKm 177 to DKKm 2,052. The NIBD increase was partially due to reduced use of factoring/securitization.
- ROIC by normalized tax rate increased 0.7 percentage points to 10.7%, reflecting that Auriga is on track for increased value creation.
- The outlook is maintained except for the impact of higher key currency rates on reported revenue. This leads to outlook of an organic sales growth of 8-10%, and, due to the higher key currency rates, a reported revenue growth of 4-6% against previously expected 3-5%, an EBITDA margin above 13% and a positive free cash flow.

**Conference call and audiocast** Thursday, August 14, 2014 at 10.00 CET. Expected duration: approx. 1 hour.  
Call in on +45 70 25 67 00 or +44 208 817 9311 providing pass code 98168265.

**More information on financial statements** CEO Jaime Gómez-Arnau +34 649 404 137 and CFO René Schneider +45 40 80 99 50.

# Financial highlights and key figures

DKK m	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
<b>Income statement:</b>					
Revenue	1,907	1,851	3,733	3,521	6,598
Gross profit	639	580	1,200	1,084	1,976
Development and registration costs	68	47	124	105	199
EBITDA	305	268	564	529	821
Depreciation, amortization and impairment losses	46	44	92	97	184
Operating profit, EBIT	259	224	472	432	637
Net financials	(57)	(59)	(111)	(94)	(218)
Profit before tax	203	167	362	338	417
Net profit	146	115	255	243	291
			<b>30.06 2014</b>	<b>30.06 2013</b>	<b>31.12 2013</b>
<b>Balance sheet:</b>					
Balance sheet total			7,663	6,904	6,341
Share capital			255	255	255
Equity			2,500	2,286	2,255
Net working capital			2,693	2,371	2,005
Net assets			4,742	4,311	3,972
Interest-bearing debt			2,438	2,329	1,965
Interest-bearing receivables			30	97	49
Net interest-bearing debt			2,052	1,875	1,578
	<b>Q2 2014</b>	<b>Q2 2013</b>	<b>Q1-Q2 2014</b>	<b>Q1-Q2 2013</b>	<b>FY 2013</b>
<b>Cash flow:</b>					
Cash flow from operating activities	7	308	(311)	100	574
Cash flow from investing activities	(79)	(80)	(145)	(86)	(237)
- of which invested in property, plant and equipment	(26)	(18)	(49)	(34)	(82)
Free cash flow	(72)	228	(456)	14	338
<b>Ratios:</b>					
Gross margin	33.5%	31.3%	32.1%	30.8%	30.0%
EBITDA margin	16.0%	14.5%	15.1%	15.0%	12.4%
EBIT margin	13.6%	12.1%	12.6%	12.3%	9.6%
NOPLAT	181	191	330	347	444
ROIC *	10.0%	8.0%	10.0%	8.0%	11.2%
ROIC by normalized tax rate *	10.7%	10.0%	10.7%	10.0%	12.0%
Equity ratio	33%	33%	33%	33%	36%
NIBD/EBITDA **	2.4	2.8	2.4	2.8	1.9
NIBD/Equity	0.8	0.8	0.8	0.8	0.7
Debt ratio	43%	43%	43%	43%	40%
<b>Share data:</b>					
EPS, Earnings per share, in DKK	5.71	4.54	10.00	9.57	11.44
Cash flow from operating activities per share, in DKK	0.2	12.2	(12.3)	4.0	22.6
Equity value per share, in DKK	98.5	87.5	98.5	87.5	88.9
Share price, in DKK	279.0	161.0	279.0	161.0	185.5
Share price/Earnings	49	35	28	17	16
Share price/Equity value	2.83	1.79	2.83	1.79	2.09
Market capitalization	7,115	4,106	7,115	4,106	4,730

\* When calculating ROIC, NOPLAT is based on last-twelve-months data (LTM).

\*\* When calculating NIBD/EBITDA, EBITDA is based on last-twelve-months data (LTM).

The ratios have been calculated consistently with the annual report for 2013 and in accordance with the recommendations of the Danish Society of Financial Analysts (Den Danske Finansanalytikerforening) except for ROIC which is calculated on end-of-period net assets.

# New all-time high quarterly sales performance

Auriga achieved a solid second quarter and year-to-date results that continue to reflect a strong business performance.



The positive developments from the beginning of the year has continued in Q2 leading to higher sales and earnings. The first six months showed organic growth of 10% lifting the reported revenue by 6% to more than DKK 3.7 billion.

Increased sales of high-margin products lifted the gross margin to 32.1% leading to EBITDA earnings of DKKm 564 corresponding to an EBITDA margin of 15.1% for the first six months. Thus, the business is on track for the revenue growth and the margin expansion, which are expected for the full year and long-term.

The negative free cash flow totaling DKKm -456 in the first six months is reflecting both the seasonality of the business, but also a significant, temporary reduction in the use of financial instruments.

## Positive market

Throughout the first six months, Cheminova has made the most of the favorable market conditions. The crop protection industry is favored by intact growth fundamentals from a growing demand for food and feed and at the same time relatively high prices for crop commodities. This is encouraging farmers

to increase the planted acreage and protect their crops to improve yields and quality of the agricultural output. This results in a high demand for our crop protection products that improve farm productivity and food quality.

## Sustainable crop growing

As Cheminova expands the portfolio of solutions to farmers, we are dedicated to support a more sustainable way of growing crops.

For example, our innovative formulation technology helps growers save water due to easier cleaning of the tank sprayer, and our water conservation projects in India are successful in helping growers improve crop conditions and increase yields.

At the same time, we remain focused on reducing society and farmer risks. We participate in programs for safe disposal of used pesticide containers to reduce the risk of misuse and to improve the rural environment. Further, in emerging markets, safe use training and awareness programs for farmers and dealers are key elements in promoting good agricultural practice when marketing our products.

You can read more about our sustainability initiatives on [www.cheminova.com](http://www.cheminova.com).

## Seasonality in the business

The first six months were characterized by the high season in the main markets of Europe. Region Europe is driving the good half-year result although growth in Q2 was driven by the fast growing markets of region International and Latin America. Region North America is struggling with a delayed season start and prolonged winter which have depressed the agrochemical market during the first six months.

We are now facing Q3 which represents the quarter “in between seasons” in our business. Europe is coming out of season, still impacted by a cautious approach in Ukraine and other CIS countries due to the political unrest. The Southern hemisphere is characterized by the pre-season where India is dependent on a satisfactory monsoon rain. The major part of the Latin American sales will happen towards the end of the year, being the main contributor in Q4 and with considerations as to striking the right balance between continued profitable growth and working capital requirements.

## Investigating potential sale transaction

On July 31, we announced that a process has been initiated, where a potential sale transaction is being investigated. Discussions with several parties regarding a potential transaction are currently underway. There can be no certainty about the outcome of the discussions, the type of transaction or whether a transaction will occur at all. We will of course make further announcements if it is deemed necessary or appropriate.

## On track for growth and margin expansion

The outlook for 2014 is unchanged, but due to the higher key currency rates, the reported revenue is now expected to grow somewhat more in Danish kroner than anticipated at the beginning of the year.

We assume that the market will remain positive in the second half of the year leading to continued healthy demand for our crop protection products, which will provide a solid foundation for realizing our financial targets of the year.

Jaime Gómez-Arnau  
Chief Executive Officer

# Growth driven by International and Latin America

Momentum continued in Q2 2014 with a prolonged season in the main markets of Europe. Positive development in Region International and Latin America, while North America was suffering from the delayed start to the season.

## Regions

**Region Europe continued the strong performance seen in Q1 and delivered Q2 sales in line with last year's record level despite the quarterly shift in demand and lower sales in Ukraine and other CIS countries. Positive developments in region International and Latin America more than offset the decline in region North America remaining behind last year due to the delayed season with a low insect pressure.**

**Region Europe:** Despite a continued strong performance, the organic growth was negative of 1%, as the early start benefitted Q1, but still accounting for 50% (52%) of total revenue. Good sales results were achieved in all countries except for Russia and CIS, where sales were constrained due to a policy decision to limit risks following the political crisis. Herbicide sales lost momentum in Q2, but were compensated by fungicide sales, boosted by the wet weather in Central and Western Europe, as well as increased insecticide sales, helped by the mild and dry weather in the South.

**Region International:** A strong performance led to organic growth of 23%, accounting for 19% (17%) of revenue. The very good quarterly sales results were achieved across all product groups driven by India, partially due to a positive market, enabling pre-sales for the upcoming season.

**Region Latin America:** A positive development led to organic growth of 16%, accounting for 16% (16%) of revenue. Recovering from the drought in Q1, Brazil enjoyed increased demand for fungicides towards the end of Q2, while herbicides and insecticides continued the satisfactory performance in the region.

**Region North America:** The delayed season and prolonged winter led to a negative organic growth of 5%, accounting for 9% (10%) of revenue. Fungicide sales were boosted by new product introductions, but not enough to offset the decline in the insecticide sales, struggling with a low pest infestation due to the long winter as well as reduced herbicide sales.

**Global activities:** A very satisfactory development led to organic growth of 33%, accounting for 6% (5%) of revenue. The development is driven by sales to global contract customers, while the mining chemicals saw a minor decline in Q2.

## Product groups

**After a strong performance in Q1, the herbicides lost momentum in Q2 offset by a positive development for insecticides as well as fungicides.**

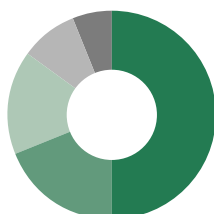
**Insecticides:** Organic growth of 9% was achieved, accounting for 35% (35%) of revenue. The main drivers were dimethoate and chlorpyrifos, but also products based on gamma-cyhalothrin were performing well, for example Nexide® in Brazil.

**Herbicides:** Organic growth of 1% was achieved, accounting for 32% (35%) of revenue. Glyphosate sales were deliberately constrained on account of low profitability. The main contributor of non-glyphosate products were based on pethoxamid, sulfonyleureas and fenoxaprop among a wide range of herbicide solutions. During Q2, new florasulam registrations were achieved in Great Britain and France.

**Fungicides:** Organic growth of 15% was achieved, accounting for 20% (18%) of revenue. The main drivers were flutriafol and epoxiconazole, but tebuconazole and azoxystrobin were also growing. Towards the end of Q2, the azoxystrobin based products Azaka™ and Equation™ were introduced in the US supporting a broader portfolio.

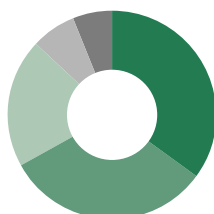
**Other:** Organic growth was negative of 14% within other crop protection products, accounting for 7% (8%) of revenue. The main contributor was trinexapac, performing well in Europe. Other activities accounted for 6% (5%) of revenue.

REVENUE, REGIONS Q2 2014



● Europe	50% (52%)
● International	19% (17%)
● Latin America	16% (16%)
● North America	9% (10%)
● Global activities	6% (5%)

REVENUE, PRODUCT GROUPS Q2 2014



● Insecticides	35% (35%)
● Herbicides	32% (35%)
● Fungicides	20% (18%)
● Other crop protection products	7% (8%)
● Other activities	6% (5%)

Figures in brackets are Q2 2013 figures. Further segment information in Note 2.

# Solid Q2 results reflecting margin improvements

Healthy growth of differentiated and proprietary products led to improved profits and margins. Q2 2014 showed progress in all strategic focus areas with improved ratios for costs, working capital and debt compared to Q2 last year.

## Revenue

The organic growth was 7% and with a negative currency effect of 4 percentage points, the reported revenue was up 3% to DKKm 1,907 (DKKm 1,851). The negative currency effect was especially due to depreciation of the BRL, INR and AUD.

## Gross profit

The gross profit was up 10% to DKKm 639 (DKKm 580), leading to a 2.2 percentage points improvement in the gross margin to 33.5% (31.3%), due to increased sales of differentiated and proprietary products with higher margins in addition to the effect from region mix. Calculated on last-twelve-months basis (LTM), the gross margin improved 1.1 percentage points to 31.0% (29.9%).

## Costs

The LTM calculated ratio for the fixed capacity costs in production, sales, administration and development improved 0.5 percentage points to 16.9% (17.4%), reflecting the overall positive development in this strategic focus area. Adjusted for the one-off strategic project costs, the ratio

## DEVELOPMENT AND REGISTRATION COSTS

DKKm	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013
Development spending incurred before capitalization	96	92	184	166
Of which capitalized	(36)	(51)	(75)	(76)
Amortization, development projects	8	6	15	10
Impairment losses, development projects	0	0	0	5
<b>Development costs</b>	<b>68</b>	<b>47</b>	<b>124</b>	<b>105</b>

improved 0.7 percentage points to 16.7% (17.4%).

Costs for selling and distribution remained flat at DKKm 216 (DKKm 216), while administrative expenses increased DKKm 3 to DKKm 100 (DKKm 97), though remaining flat as a percentage of revenue.

Development and registration spending totaled DKKm 96 (DKKm 92) and DKKm 36 or 38% (DKKm 51 or 55%) were capitalized. Amortizations of past capitalizations were DKKm 8 (DKKm 6). Consequently, the quarterly development costs were up DKKm 21 to DKKm 68 (DKKm 47).

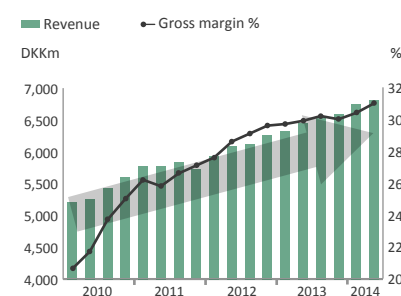
## Operating results

The Q2 EBITDA was up 14% to DKKm 305 (DKKm 268), realizing an EBITDA margin of 16.0% (14.5%), up 1.5 percentage points.

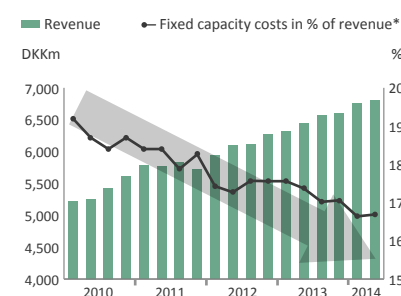
When adjusting for the divestment of Stähler Switzerland in Q1 2013 and one-off strategic project cost in Q2 2014, the first six months' EBITDA margin was up 2.1 percentage points from 13.6% to 15.7%.

Calculated on LTM basis, the EBITDA margin improved 1.3 percentage points to 13.1% (11.8%), reflecting that the business is on track for the expected margin expansion.

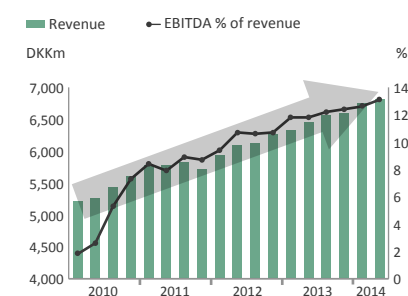
## DEVELOPMENT AND GROWTH



## EFFICIENCY IMPROVEMENTS AND COST CONTROL



## EARNINGS AND VALUE CREATION



The graphs are based on last-twelve-months data (LTM). The arrows represent the development assumed when defining our long-term financial targets.

\* Fixed capacity costs in production, sales, administration and development. Q2 2014 is adjusted for one-off strategic project costs.

## FINANCIAL STATEMENTS

After depreciation and amortization of DKKm 46 (DKKm 44), EBIT grew 16% to DKKm 259 (DKKm 224), corresponding to an EBIT margin of 13.6% (12.1%).

### Financial items and results for the period

Despite the higher debt and higher interest levels in emerging markets, the net financials decreased DKKm 2 to DKKm 57 (DKKm 59), helped by a positive currency effect.

The profit before tax was up 21% to DKKm 203 (DKKm 167) and based on an estimated effective tax rate of 30%, the net profit after tax for Q2 totaled DKKm 146 (DKKm 115).

### Cash flow and balance sheet

The cash flow from operating activities totaled DKKm 7 (DKKm 308), and after investments of DKKm 79 (DKKm 80), the free cash flow totaled DKKm -72 (DKKm 228).

The key explanation for the lower cash flow is the temporary reduction in factoring/ securitization which decreased DKKm 4 during Q2 2013, but decreased DKKm 184 during Q2 this year resulting in a net effect of DKKm 180. End of Q2 2014, the total use of these financial instruments was reduced DKKm 102 totaling DKKm 309 compared to DKKm 411 end of Q2 2013.

Calculated on an LTM basis, the average net working capital ratio improved 4.1 percentage points to 36.0% (40.1%) reflecting the overall positive development in this strategic focus area set to provide financial flexibility to pursue growth opportunities. However, by end of June 2014, the net working capital increased DKKm 322 to DKKm 2,693 or 40% of revenue (DKKm 2,371 or 37% of revenue), driven by increased receivables and inventories and only partly offset by increased payables.

The receivables are challenged by the long credit periods in the fast growing markets of Latin America and India and temporary impacted by the reduced use of factoring. Furthermore, the inventories are built up to ensure timely customer deliveries in the growing season.

At the end of June 2014, total assets amounted to DKKm 7,663 (DKKm 6,904), an increase of DKKm 759 mainly driven by the increased receivables and inventories. The equity increased DKKm 214 to DKKm 2,500 (DKKm 2,286) corresponding to an equity ratio of 33% (33%).

### Net interest-bearing debt

Due to the increased earnings, the NIBD/ EBITDA was reduced to 2.4 (2.8) despite the anticipated increase in the net interest-bearing debt of DKKm 177 to DKKm 2,052 (DKKm 1,875). The debt development is driven by the increased receivables due to the temporary reduction in factoring.

The proportion of fixed-rate net interest-bearing debt has been reduced to 41% (48%), while 36% (35%) is denominated in foreign currencies.

### Cash reserves

At the end of Q2 2014, unutilized credit facilities and cash and cash equivalents totaled DKK 1.9 billion (DKK 1.7 billion). Out of total credit facilities of DKK 4.0 billion (DKK 3.6 billion), DKK 2.7 billion (DKK 2.3 billion) were in the form of committed facilities of which DKK 2.4 billion (DKK 2.3 billion) has a duration of more than one year.

### Return on invested capital

ROIC increased 2.0 percentage points to 10.0% (8.0%), and ROIC by normalized tax rate increased 0.7 percentage points to 10.7% (10.0%), reflecting that the company is on track for increased value creation.

### NET INTEREST-BEARING DEBT

DKKm	30.06.2014	30.06.2013
Interest-bearing debt	2,438	2,329
Cash and cash equivalents	356	357
Interest-bearing receivables	30	97
<b>Net interest-bearing debt</b>	<b>2,052</b>	<b>1,875</b>

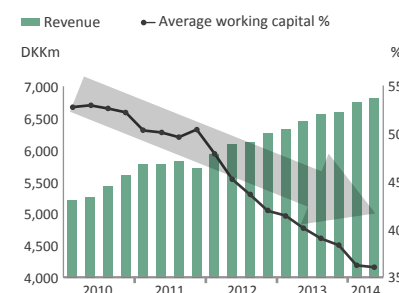
### CREDIT FACILITIES

DKKbn	30.06.2014	30.06.2013
Committed over 3 years	0.3	0.9
Committed 1-3 years	2.1	1.4
Committed under 1 year	0.3	0.0
<b>Committed, total</b>	<b>2.7</b>	<b>2.3</b>
% of total	67%	64%
Uncommitted	1.3	1.3
% of total	33%	36%
<b>Total credit facilities</b>	<b>4.0</b>	<b>3.6</b>
Cash	0.3	0.4
Utilized credit facilities	2.4	2.3
<b>Unutilized credit facilities</b>	<b>1.9</b>	<b>1.7</b>

### NET WORKING CAPITAL

DKKm	30.06.2014	30.06.2013	30.06.2014 % OF REVENUE	30.06.2013 % OF REVENUE
Inventories	2,180	1,919	32%	30%
Trade receivables	2,672	2,329	39%	36%
Other receivables	366	232	5%	4%
Trade payables	1,873	1,424	28%	22%
Other payables	652	685	10%	11%
<b>Net working capital</b>	<b>2,693</b>	<b>2,371</b>	<b>40%</b>	<b>37%</b>

### WORKING CAPITAL AND DEBT BURDEN



### OBJECTIVES AND STRATEGIC FOCUS AREAS



The graphs are based on last-twelve-months data (LTM). The arrows represent the development assumed when defining our long-term financial targets.

# Outlook 2014

The outlook 2014 is maintained except for the impact of higher key currency rates on reported revenue.

The market for crop protection products is also expected to develop positively in the second half of 2014 as the fundamental demand for food and feed continues to support relatively high crop prices.

The continued positive developments together with further improvements of the product portfolio are leading to maintained outlook of an organic sales growth of 8-10%, and, due to the higher key currency rates, a reported revenue growth of 4-6% against previously expected 3-5%.

Moreover, an EBITDA margin above 13% is maintained as well as a positive free cash flow, despite an increasing level of

## LONG-TERM FINANCIAL TARGETS

	REALIZED FY 2013	OUTLOOK 2014	FINANCIAL TARGETS
EBITDA margin	12.4%	Above 13%	13-18%
ROIC by normal tax rate	12.0%	Improved	15.0%
Revenue growth			
– Organic	15.0%	8-10%	10% average
– Reported	5.4%	4-6%	

investments in product development and production facilities.

Given the above outlook for 2014, the long-term financial target of an EBITDA in

the level of 13-18% is maintained. In 2014, the return on invested capital, ROIC, is expected to improve relative to 2013.

## RISK AND FORWARD-LOOKING STATEMENTS

The outlook is based on current foreign exchange rate levels. The spot prices of key currencies by August 13, 2014, appear from note 8.

The increasing political risks in Russia and the CIS countries are not expected to have a substantial impact on the business in the second half of 2014. Furthermore, it is assumed that the global economic and financial situation will not materially affect the business conditions for the group.

Auriga's results are generally impacted by developments in the agricultural sector, and by climatic, economic, foreign exchange and market conditions, including the scope for obtaining registrations and re-registrations. Risk factors in general are described in the annual report for 2013, and the overall risk profile is considered to be unchanged by end of June 2014.

Forward-looking statements, including the outlook for revenue and financial results, are associated with risks and uncertainties that may cause actual results to differ materially from expectations. To the extent that legislation and good practice so require, Auriga is obliged to update and adjust specifically stated expectations.

## COMPANY ANNOUNCEMENTS 2014

28.02.2014	No. 1/2014	Notification of change to major shareholding
06.03.2014	No. 2/2014	Annual report 2013
06.03.2014	No. 3/2014	Notice convening annual general meeting
02.04.2014	No. 4/2014	Proceedings at annual general meeting 2014
04.04.2014	No. 5/2014	Updated Articles of Association 2014
15.05.2014	No. 6/2014	Interim report for Q1 2014
13.06.2014	No. 7/2014	Initiation of review of strategic options
19.06.2014	No. 8/2014	Notification of change to major shareholding
31.07.2014	No. 9/2014	Auriga confirms investigations regarding a potential sale transaction
10.08.2014	No. 10/2014	Revised financial calendar 2014

## INVESTOR CONTACT

Lene Fauriskov  
Manager, Investor Relations  
Mobile: +45 41 64 05 04  
Email: lf@auriga.dk

## FINANCIAL CALENDAR 2014

### INTERIM REPORTS:

November 19, 2014: Interim report Q3 2014

# Management's statement

The Board of Directors and the Executive Board have today reviewed and approved the interim report for the period January 1 to June 30, 2014 for Auriga Industries A/S.

The interim report has been prepared in accordance with IAS 34 "Interim financial reporting" as adopted by the EU and additional Danish disclosure requirements for interim reports of listed companies, including the requirements of NASDAQ

OMX Copenhagen concerning the presentation of financial statements.

In our opinion, the accounting policies applied are expedient, so that the interim report gives a true and fair view of the group's assets and liabilities, financial position as of June 30, 2014 and of the results of the group's activities and cash flows for the period January 1 to June 30, 2014.

In our opinion, the management's review provides a true and fair description of the development in the group's activities and financial affairs, the results for the period and the group's financial position as a whole as well as a description of the most important risks and uncertainty factors faced by the group.

The interim report has not been audited or reviewed by the company's auditors.

Harboøre, August 14, 2014

## BOARD OF DIRECTORS:

**Jens Due Olsen**  
Chairman

**Torben Svejgård**  
Deputy Chairman

**Lars Hvidtfeldt**

**Jørgen Jensen**

**Karl Anker Jørgensen**

**Jutta af Rosenborg**

**Kapil Kumar Saini**

**Peder Munk Sørensen**

**Jørn Sand Tofting**

## EXECUTIVE BOARD:

**Jaime Gómez-Arnau**  
Chief Executive Officer (CEO)

**René Schneider**  
Chief Financial Officer (CFO)



## Income statement

DKKm	Note	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
Revenue	2	1,907	1,851	3,733	3,521	6,598
Production costs		1,268	1,271	2,533	2,437	4,622
<b>Gross profit</b>		<b>639</b>	<b>580</b>	<b>1,200</b>	<b>1,084</b>	<b>1,976</b>
Other operating income		4	4	16	62	102
Selling and distribution costs		216	216	439	415	887
Administrative costs		100	97	181	194	355
Development and registration costs		68	47	124	105	199
<b>Operating profit, EBIT</b>	2	<b>259</b>	<b>224</b>	<b>472</b>	<b>432</b>	<b>637</b>
Income from investments		1	2	1	0	(2)
Net financials		(57)	(59)	(111)	(94)	(218)
<b>Profit before tax</b>		<b>203</b>	<b>167</b>	<b>362</b>	<b>338</b>	<b>417</b>
Tax	3	(57)	(52)	(107)	(95)	(126)
<b>Net profit</b>		<b>146</b>	<b>115</b>	<b>255</b>	<b>243</b>	<b>291</b>
<b>To be distributed as follows:</b>						
Shareholders of Auriga Industries A/S		145	115	254	243	290
Minority interests		1	0	1	0	1
		<b>146</b>	<b>115</b>	<b>255</b>	<b>243</b>	<b>291</b>
<b>Earnings per share (EPS), in DKK:</b>						
Earnings per share		5.71	4.54	10.00	9.57	11.44
Diluted earnings per share		5.71	4.54	10.00	9.57	11.44

## Statement of comprehensive income

DKKm	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
Net profit for the period	146	115	255	243	291
<b>Other comprehensive income</b>					
<b>Items that may be reclassified to the income statement:</b>					
Foreign currency translation adjustments of foreign enterprises	12	(50)	12	(19)	(68)
Fair value adjustment of financial instruments	(13)	32	(23)	22	(5)
Other movements	(1)	(5)	1	(5)	(7)
<b>Other comprehensive income</b>	<b>(2)</b>	<b>(23)</b>	<b>(10)</b>	<b>(2)</b>	<b>(80)</b>
<b>Total comprehensive income</b>	<b>144</b>	<b>92</b>	<b>245</b>	<b>241</b>	<b>211</b>

## Balance sheet

DKKm	30.06 2014	30.06 2013	31.12 2013
<b>ASSETS</b>			
<b>Non-current assets</b>			
Intangible assets	1,281	1,162	1,234
Property, plant and equipment	538	545	532
Financial assets	229	232	239
<b>Total non-current assets</b>	<b>2,048</b>	<b>1,939</b>	<b>2,005</b>
<b>Current assets</b>			
Inventories	2,180	1,919	1,696
Trade receivables	2,672	2,329	1,935
Income tax	41	89	40
Other receivables	366	271	327
Cash	356	357	338
<b>Total current assets</b>	<b>5,615</b>	<b>4,965</b>	<b>4,336</b>
<b>Total assets</b>	<b>7,663</b>	<b>6,904</b>	<b>6,341</b>
<b>EQUITY AND LIABILITIES</b>			
Equity	2,496	2,281	2,252
Minority interests	4	5	3
<b>Total equity</b>	<b>2,500</b>	<b>2,286</b>	<b>2,255</b>
<b>Non-current liabilities</b>			
Credit institutions etc.	1,822	1,446	1,409
Other payables	78	91	67
<b>Total non-current liabilities</b>	<b>1,900</b>	<b>1,537</b>	<b>1,476</b>
<b>Current liabilities</b>			
Credit institutions etc.	616	840	557
Trade Payables	1,873	1,424	1,349
Income tax	122	92	83
Other payables	652	725	621
<b>Total current liabilities</b>	<b>3,263</b>	<b>3,081</b>	<b>2,610</b>
<b>Total liabilities</b>	<b>5,163</b>	<b>4,618</b>	<b>4,086</b>
<b>Total equity and liabilities</b>	<b>7,663</b>	<b>6,904</b>	<b>6,341</b>

## Cash flow statement

DKKm	Note	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
Operating profit, EBIT		259	224	472	432	637
Depreciation, amortization and impairment losses		46	44	92	97	184
Other adjustments		(25)	83	(56)	27	50
Change in working capital	4	(164)	103	(619)	(260)	(61)
<b>Operating cash flow</b>		<b>116</b>	<b>454</b>	<b>(111)</b>	<b>296</b>	<b>810</b>
Financial income received		76	34	200	129	287
Financial expenses paid		(132)	(93)	(310)	(223)	(459)
<b>Cash flow generated from operations</b>		<b>60</b>	<b>395</b>	<b>(221)</b>	<b>202</b>	<b>638</b>
Income tax paid		(53)	(87)	(90)	(102)	(64)
<b>Cash flow from operating activities</b>		<b>7</b>	<b>308</b>	<b>(311)</b>	<b>100</b>	<b>574</b>
Sale of companies	5	0	0	0	41	41
Acquisition of intangible assets		0	0	0	0	(75)
Investment concerning intangible assets under development		(53)	(62)	(96)	(93)	(134)
Sale of intangible assets		0	0	0	0	3
Acquisition of property, plant and equipment		(26)	(18)	(49)	(34)	(82)
Sale of property, plant and equipment		0	0	0	0	3
Acquisition of financial assets		0	0	0	0	(1)
Sale of financial assets		0	0	0	0	8
<b>Cash flow from investing activities</b>		<b>(79)</b>	<b>(80)</b>	<b>(145)</b>	<b>(86)</b>	<b>(237)</b>
<b>Free cash flow</b>		<b>(72)</b>	<b>228</b>	<b>(456)</b>	<b>14</b>	<b>338</b>
Repayment of non-current payables		15	(377)	(199)	(948)	(1,019)
Raising of long-term loan		219	182	602	929	882
Dividend paid		0	0	0	0	(2)
Acquisition of minority interests		0	0	0	0	(6)
<b>Cash flow from financing activities</b>		<b>234</b>	<b>(195)</b>	<b>403</b>	<b>(19)</b>	<b>(145)</b>
<b>Change in cash and cash equivalents</b>		<b>162</b>	<b>33</b>	<b>(53)</b>	<b>(5)</b>	<b>193</b>
Cash and cash equivalents, beginning of period		(413)	(486)	(203)	(459)	(459)
Value adjustment		(9)	12	(4)	23	63
<b>Cash and cash equivalents, end of period</b>		<b>(260)</b>	<b>(441)</b>	<b>(260)</b>	<b>(441)</b>	<b>(203)</b>

## Statement of changes in equity

DKKm	Share capital	Retained earnings	Accumulated fair value adjustment	Accumulated translation adjustment	Total	Minority interests	Total
<b>Statement of changes in equity, 2014</b>							
Equity as of January 1, 2014	255	2,111	(4)	(110)	2,252	3	2,255
Net profit for the period	0	255	0	0	255	0	255
Other comprehensive income	0	0	(23)	12	(11)	1	(10)
<b>Equity as at June 30, 2014</b>	<b>255</b>	<b>2,366</b>	<b>(27)</b>	<b>(98)</b>	<b>2,496</b>	<b>4</b>	<b>2,500</b>

DKKm	Share capital	Retained earnings	Accumulated fair value adjustment	Accumulated translation adjustment	Total	Minority interests	Total
<b>Statement of changes in equity, 2013</b>							
Equity as of January 1, 2013	255	1,821	(1)	(40)	2,035	9	2,044
Net profit for the period	0	243	0	0	243	0	243
Other comprehensive income	0	0	22	(19)	3	(4)	(1)
<b>Equity as at June 30, 2013</b>	<b>255</b>	<b>2,064</b>	<b>21</b>	<b>(59)</b>	<b>2,281</b>	<b>5</b>	<b>2,286</b>

## Notes

Unless otherwise indicated, all figures are stated in DKKm.

### NOTE 1 – ACCOUNTING POLICIES

The interim report has been prepared in accordance with IAS 34, Interim Financial Reporting, as adopted by the EU and additional Danish disclosure requirements for interim reports of listed companies.

No interim report has been prepared for the parent.

The accounting policies have been applied consistently with the annual report for 2013. The annual report for 2013 contains the full description of the accounting policies applied and the definitions of the stated ratios.

### ASSUMPTIONS AND ESTIMATES

The preparation of the interim report requires management to make assumptions and estimates that affect the application of accounting policies and reported amounts of assets and liabilities, income and expenses.

Actual results may differ from these estimates.

The most significant estimates made by management in applying the group's accounting policies, and the most significant uncertainties attached to these estimates in connection with the preparation of the interim report are the same as for the estimates in connection with the preparation of the annual report for the year ending December 31, 2013.

## NOTES

### NOTE 2 – SEGMENT INFORMATION

DKKm	Europe	North America	Latin America	Inter-national	Global activities	Group total
<b>Regions Q2 2014</b>						
Revenue	958	169	306	357	117	1,907
Operating profit, EBIT	178	24	24	23	10	259
EBIT margin	18.6%	14.5%	8.0%	6.3%	8.5%	13.6%
Income from investments						1
Net financials						(57)
Profit before tax						203

DKKm	Europe	North America	Latin America	Inter-national	Global activities	Group total
<b>Regions Q1-Q2 2014</b>						
Revenue	2,064	310	576	548	235	3,733
Operating profit, EBIT	356	45	40	20	11	472
EBIT margin	17.2%	14.6%	7.0%	3.6%	4.7%	12.6%
Income from investments						1
Net financials						(111)
Profit before tax						362

DKKm	Europe	North America	Latin America	Inter-national	Global activities	Group total
<b>Regions Q2 2013</b>						
Revenue	971	188	286	319	87	1,851
Operating profit, EBIT	165	21	25	9	4	224
EBIT margin	17.0%	11.2%	8.7%	2.8%	4.6%	12.1%
Income from investments						2
Net financials						(59)
Profit before tax						167

DKKm	Europe	North America	Latin America	Inter-national	Global activities	Group total
<b>Regions Q1-Q2 2013</b>						
Revenue	1,897	369	563	509	183	3,521
Operating profit, EBIT	352*	46	43	3	(12)	432
EBIT margin	18.6%	12.5%	7.6%	0.0%	Neg.	12.3%
Net financials						(94)
Profit before tax						338

\* The operating profit for Europe includes the gain on sale of Stähler Switzerland of DKKm 48.8 in Q1 2013.

Activities are divided into four geographical regions:

Europe (including CIS-countries: Russia, Ukraine etc.), North America (USA and Canada), Latin America and International (India, Australia, New Zealand, Asia, the Middle East and Africa). Global activities include Cheminova's sale of mining chemicals and the parent's direct sales to global contract customers.

DKKm	Herbi-cides	Insecti-cides	Fungi-cides	Other crop protection products	Other activities	Group total
<b>Revenue by product groups</b>						
Q2 2014	613	675	371	127	121	1,907
Q2 2013	639	648	332	144	88	1,851
Q1-Q2 2014	1,248	1,241	701	333	210	3,733
Q1-Q2 2013	1,208	1,199	654	276	184	3,521

Other crop protection products include micronutrients and growth regulators. Other activities include the company's sales of a number of intermediates and flotation agents for the mining industry.

## NOTES

### NOTE 3 – TAX

The taxes payable stated in the income statement of the interim report have been calculated based on the profit before tax and an estimated effective tax rate for the group as a whole for 2014. The estimated effective tax rate for Q1-Q2 2014 is 30% and for 2014 as a whole 30% (compared to 28% on June 30, 2013, and for FY 2013, realized 30.2%).

In 2012, the parent was called in for a transfer pricing audit in respect of 2007-2011. The Danish authorities have closed their audit in 2014. Based on this, the group has included a tax provision of DKKm 5.5 in H1 2014.

### NOTE 4 – CASH FLOW – CHANGE IN WORKING CAPITAL

DKKm	Q2 2014	Q2 2013	Q1-Q2 2014	Q1-Q2 2013	FY 2013
Change in receivables	198	276	(578)	(378)	(340)
Change in inventories	(97)	28	(466)	(418)	(251)
Change in trade payables etc.	(81)	(197)	534	413	370
Change in factoring and securitization	(184)	(4)	(109)	123	160
<b>Total</b>	<b>(164)</b>	<b>103</b>	<b>(619)</b>	<b>(260)</b>	<b>(61)</b>

### NOTE 5 – DIVESTMENT OF SUBSIDIARY

As of January 29, 2013, the group divested a subsidiary in Switzerland (Stähler Suisse SA). The company became part of the group in connection with the acquisition of Stähler in 2008. The company posted revenue of DKKm 134 in 2012. The divestment improved results by DKKm 48.8 in 2013, which was recognized in EBIT and reduced the net interest-bearing debt by just over DKKm 100 in 2013.

For further information about the divestment, see company announcement no. 1/2013 issued on January 29, 2013.

### NOTE 6 – CONTINGENT LIABILITIES

The parent and the group comply with all current requirements stipulated by the environmental authorities, also pumping up and treating water from the subsoil to reduce the risk of unwanted environmental impacts to the greatest possible extent.

A chemical waste depot established at the factory site in Harboøre, Denmark, complies with all statutory requirements and approvals. In 2013, the waste depot was removed according to plan. Only the restoration of the area is remaining.

As an international group, the parent and the group's subsidiaries are regularly called in for tax and transfer pricing audits, thereby constituting a potential risk. Auriga Industries A/S is jointly and severally liable with the other companies in the group's joint taxation group for the total income tax and tax at source payable in the group's joint taxation group.

The company respects intellectual property rights such as patents, trademarks and registration data. Own rights and the freedom to operate in relation to the rights of other companies are proactively defended. Internal processes are implemented to prevent patent infringements, and the company will concurrently defend its patent rights against other companies.

Neither these issues nor any other disputes pending or concluded have materially affected or are expected to materially affect the group's financial position.

## NOTES

### NOTE 7 – FAIR VALUE MEASUREMENT OF FINANCIAL INSTRUMENTS

The group uses forward exchange contracts and interest rate swaps to hedge financial risks.

As of June 30, 2014, the fair value of interest rate swaps is DKKm -49 (DKKm -37). Interest rate swaps are categorized using level 2 inputs with recurring fair value measurements based on relevant swap curves observable.

The fair value of forward exchange contracts as of June 30, 2014 is DKKm 44 (DKKm 17), categorized using level 2 inputs with recurring fair value measurements based on relevant foreign exchange rates observable.

Listed securities, which as of June 30, 2014 totalled DKKm 0.2 (DKKm 0.2), are categorized in level 1 in the fair value hierarchy with recurring fair value measurements based on quoted prices and price quotations.

Group policy is to recognize transfers between the various categories from the time when an event or a change of circumstances leads to a change in categorization. No recategorizations were made between the various levels in Q1-Q2 2014.

The valuation methods have been applied consistently with the annual report for 2013.

### NOTE 8 – SPOT PRICES OF KEY CURRENCIES

	Average 2013	March 5 2014	August 13 2014
USD	562	543	558
BRL	261	232	245
INR	9.6	8.8	9.1
AUD	544	488	519

Spot prices of the group's key currencies constituting the basis for outlook 2014.

### NOTE 9 – EVENTS OCCURRING AFTER THE BALANCE SHEET DATE

In a company announcement by July 31, 2014, Auriga confirmed that a process has been initiated where a potential sale transaction is being investigated. The announcement referred to the company announcement of June 13, 2014, where the initiation of a review of strategic options was announced.

Discussions with several parties regarding a potential transaction are currently underway and Auriga has hired advisors to assist in the process. There can be no certainty about the outcome of the discussions, the type of transaction or whether a transaction will occur at all.

Auriga will make further announcements if and when it is deemed necessary or appropriate.