HARTMANN CHOOSE FIBRE. SAVE NATURE.®

INTERIM REPORT
Q3 2014

CONTENTS

HIGHLIGHTS

Hartmann's revenue was stable in Q3 2014, while operating profit fell back. The results are attributable to a slow sales development in Europe and a temporarily higher cost level related to the expansion of production capacity in North America. The expansion has been implemented and will contribute to our Q4 results. We maintain our guidance for the full year with revenue of DKK 1.6-1.7 billion and a profit margin of 9.0-10.5%.

CEO Ulrik Kolding Hartvig says: "Even though revenue was stable in Q3, we are not satisfied with the results. We continued to grow the share of premium products, but sales in Europe were too low, and we incurred higher-than-expected costs in connection with the capacity expansion in North America."

"In North America, we have now increased our production capacity and established a solid platform for profitable growth. In Europe, we expect progress already in Q4 when growing sales of retail packaging and the closing of finished deliveries in our technology business will contribute to the results."

Q3 2014

- Total revenue came to DKK 373 million (2013: DKK 376 million) with operating profit* at DKK 26 million (2013: DKK 39 million), corresponding to a profit margin* of 7.0% (2013: 10.5%). Exchange rate fluctuations impacted negatively on revenue by DKK 6 million.

- In Europe, revenue came to DKK 297 million (2013: DKK 303 million) with operating profit at DKK 21 million (2013: DKK 28 million), corresponding to a profit margin of 7.2% (2013: 9.3%). The development in sales was slow despite a continued higher share of premium products.

- In North America, revenue grew to DKK 77 million (2013: DKK 73 million) with operating profit at DKK 10 million (2013: DKK 16 million), corresponding to a profit margin of 13.3% (2013: 21.8%). Sales continued to grow while a temporarily higher cost level related to the capacity expansion impacted adversely on revenue.

- In consequence of the lower results, cash flows from operating activities were a net cash inflow of DKK 40 million (2013: DKK 51 million).

9M 2014

- In the first nine months of 2014, total revenue was DKK 1,137 million (2013: DKK 1,169 million) and operating profit DKK 88 million (2013: DKK 104 million), corresponding to a profit margin of 7.7% (2013: 8.9%). Exchange rate fluctuations impacted on revenue by a negative DKK 41 million and on operating profit by a negative DKK 15 million.

- In Europe, revenue was DKK 919 million (2013: DKK 950 million) and operating profit DKK 71million (2013: DKK 73 million), corresponding to a profit margin of 7.7% (2013: 7.6%). Period-to-period fluctuations in Hartmann Technology had an adverse impact on revenue.

- In North America, revenue was DKK 218 million (2013: DKK 219 million) and operating profit DKK 34 million (2013: DKK 49 million), corresponding to a profit margin of 15.8% (2013: 22.5%).

- Cash flows from operating activities were a net cash inflow of DKK 92 million (2013: DKK 144 million), with return on invested capital at 18.5% (2013: 20.4%).

OUTLOOK 2014

- We maintain our full-year guidance of revenue of DKK 1.6-1.7 billion and a profit margin in the range of 9.0-10.5%.

* References to operating profit and profit margin are before special items.

KEY FIGURES AND FINANCIAL RATIOS

DKKm

Group	Q3 2014	Q3 2013	9M 2014	9M 2013
Statement of comprehensive income				
Revenue	373	376	1,137	1,169
Operating profit	26	39	88	104
Special items	0	0	0	(39)
Financial income and expenses, net	(2)	(4)	(11)	(12)
Profit/(loss) before tax	24	35	77	53
Profit/(loss) for the period	21	32	66	48
Comprehensive income	28	25	77	40
Cash flows				
Cash flows from operating activities	40	51	92	144
Cash flows from investing activities	(18)	(35)	(74)	(61)
Cash flows from financing activities	0	(5)	(21)	(43)
Total cash flows	22	11	(2)	39
Balance sheet				
Assets	-	-	1,206	1,154
Investments in property, plant and equipment	17	35	73	62
Net working capital	-	-	180	128
Invested capital	-	-	736	633
Interest-bearing debt	-	-	185	123
Equity	-	-	623	574
Financial ratios, %				
Profit margin	7.0	10.5	7.7	8.9
Return on average invested capital (ROIC, rolling 12 months)	-	-	18.5	20.4
Return on equity (rolling 12 months)	-	-	17.2	13.5
Equity ratio	-	-	51.7	49.7
Gearing	-	-	29.7	21.4
Share-based financial ratios				
No. of shares (at period-end, excluding treasury shares)	-	-	6,915,090	6,915,090
No. of shares (average, excluding treasury shares)	-	-	6,915,090	6,915,090
Earnings per share, DKK (EPS)	2.9	4.6	9.5	7.0
Cash flows per share, DKK	5.8	7.3	13.3	20.8
Book value per share, DKK	-	-	90.1	83.0
Market price per share, DKK	-	-	173.5	136.5
Market price/book value per share	-	-	1.9	1.6
Price/earnings (rolling 12 months)	-	-	11.6	12.1

The financial ratios are calculated in accordance with 'Recommendations & Ratios 2010', issued by the Danish Society of Financial Analysts. See note 38 to the financial statements in the annual report for 2013.

DEVELOPMENTS IN Q3 2014

Q3 2014 was characterised by a weaker-than-expected development in retail packaging sales in Europe, planned lower sales of transport trays and a temporarily higher cost level related to the capacity expansion in North America. Hartmann continued to grow the share of premium products in both Europe and North America. We maintain our guidance for 2014 as we expect the new production capacity and finished deliveries in Hartmann Technology to add favourably to our Q4 results.

STATEMENT OF COMPREHENSIVE INCOME

Revenue

Total revenue came to DKK 373 million in Q3 2014 (2013: DKK 376 million), and DKK 1,137 million in 9M 2014 (2013: DKK 1,169 million).

Exchange rate fluctuations impacted on revenue by a negative DKK 6 million in Q3 and a negative DKK 41 million in 9M.

Europe

Revenue in Europe was DKK 297 million in Q3 (2013: DKK 303 million). The performance was impacted by lower-than-expected sales of retail packaging across our European markets and a planned decline in sales of transport trays.

Revenue was DKK 919 million in 9M (2013: DKK 950 million), with the development adversely impacted by period-to-period fluctuations of finished deliveries in Hartmann Technology.

North America

In North America, revenue grew to DKK 77 million (2013: DKK 73 million), driven by increased sales and a higher share of premium products, achieved against adverse impact from exchange rate fluctuations.

Revenue for 9M was DKK 218 million (2013: DKK 219 million).

Operating profit

Operating profit in Q3 2014 came in at DKK 26 million (2013: DKK 39 million), corresponding to a profit margin of 7.0% (2013: 10.5%). For 9M, operating profit was DKK 88 million (2013: DKK 104 million), with a profit margin of 7.7% (2013: 8.9%).

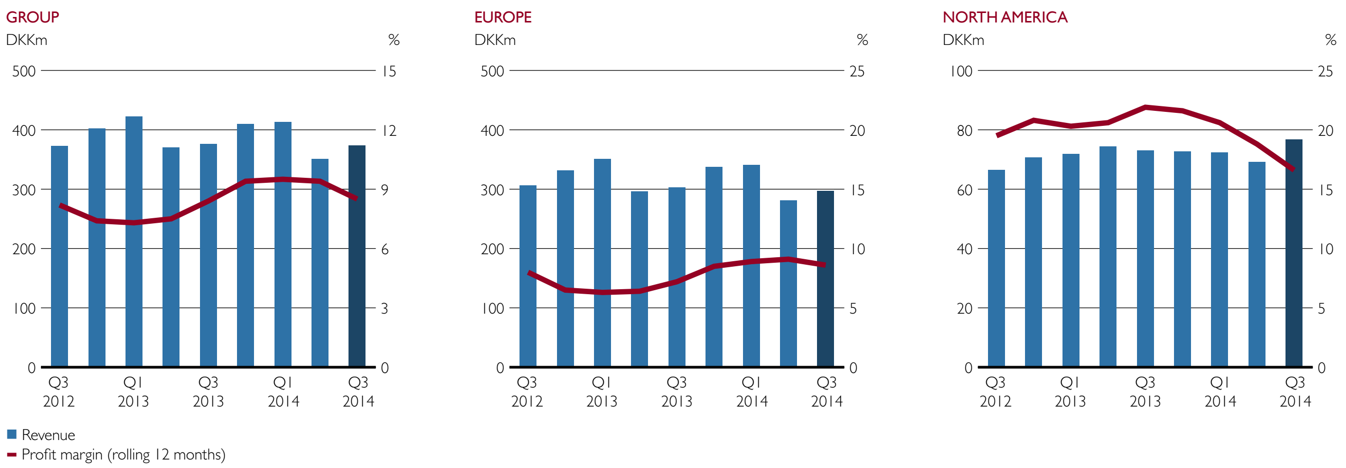
Operating profit in Q3 was not impacted by exchange rates, while the impact in 9M was negative by DKK 15 million.

Europe

Operating profit in Q3 in Europe came to DKK 21 million (2013: DKK 28 million), corresponding to a profit margin of 7.2% (2013: 9.3%). The decline is primarily due to lower sales, which also led to a fall in production efficiency and which were not fully offset by the conversion to premium products.

For 9M, operating profit came to DKK 71 million (2013: DKK 73 million), corresponding to a profit margin of 7.7% (2013: 7.6%).

REVENUE AND PROFIT MARGIN



We have increased our North American production capacity

and the expansion will add positively to Q4.

North America

Operating profit in Q3 in North America came to DKK 10 million (2013: DKK 16 million), corresponding to a profit margin of 13.3% (2013: 21.8%). The increase in sales and the higher share of premium products contributed positively to operating profit but did not offset the temporarily higher cost level related to the production capacity expansion and exchange rate fluctuations.

For 9M, operating profit was DKK 34 million (2013: DKK 49 million), corresponding to a profit margin of 15.8% (2013: 22.5%).

Corporate functions

Costs related to corporate functions were DKK 6 million in Q3 (2013: DKK 5 million) and DKK 18 million in 9M (2013: DKK 18 million).

Special items

Special items in Q3 were DKK 0 (2013: DKK 0), and in 9M DKK 0 (2013: negative by DKK 39 million).

Financial income and expenses

Financial income and expenses came to a net expense of DKK 2 million in Q3 2014 (2013: net expense of DKK 4 million), and for 9M a net expense of DKK 11 million (2013: net expense of DKK 12 million).

Profit for the period

Profit for the period came in at DKK 21 million in Q3 2014 (2013: DKK 32 million) and DKK 66 million in 9M (2013: DKK 48 million). Tax on profit for the period was DKK 3 million in Q3 (2013: DKK 3 million) and DKK 11 million in 9M (2013: DKK 5 million).

Comprehensive income

In Q3, comprehensive income was DKK 28 million (2013: DKK 25 million), and for 9M DKK 77 million (2013: DKK 40 million).

CASH FLOWS

Cash flows from operating activities in Q3 came to a net cash inflow of DKK 40 million (2013: DKK 51 million net inflow) and for 9M a net cash inflow of DKK 92 million (2013: DKK 144 million net inflow). Cash flows from investing activities in Q3 came to a net cash outflow of DKK 18 million (2013: DKK 35 million net outflow) and for 9M a net cash outflow of DKK 74 million (2013: DKK 61 million net outflow). The higher investment level in 2014 is attributable to our capacity expansion in North America.

This took cash flows from operating and investing activities for Q3 to a net cash inflow of DKK 22 million in Q3 2014 (2013: DKK 16 million net inflow) and for 9M a net cash inflow of DKK 18 million (2013: DKK 82 million net inflow).

BALANCE SHEET

ROIC

At 30 September 2014, return on invested capital was 18.5% (2013: 20.4%).

Capital resources

Net interest-bearing debt was DKK 185 million at 30 September 2014 against DKK 123 million at the prior-year date.

Financial gearing was 30% at 30 September 2014 against 23% at the year-beginning. The increase primarily results from increased investments. Our financial resources were satisfactory, standing at DKK 271 million at 30 September 2014.

Equity

Equity at 30 September 2014 stood at DKK 623 million against DKK 612 million at the year-beginning, with the equity ratio 52% at 30 September 2014 against 54% at the year-beginning.

THE HARTMANN SHARE

The official market price of the Hartmann share was DKK 167.0 at year-end 2013 and DKK 173.5 at 30 September 2014. Our share performance can be monitored at investor.hartmann-packaging.com.

EVENTS AFTER THE BALANCE SHEET DATE

Between the balance sheet date and the date of presentation of this interim report, no events have occurred that materially affect the evaluation of the interim report.

OUTLOOK

We maintain our guidance of revenue of DKK 1.6-1.7 billion and a profit margin of 9.0-10.5% in 2014. The development in Q4 is expected to be favourably impacted by finished deliveries in Hartmann Technology and a partial effect of the commissioning of our new production capacity in North America.

In 2014, our continued initiatives to strengthen our competitive edge will centre on:

- ***Customer focus***
  Creating even stronger ties to retail chains, distributors and manufacturers and being committed to promoting premium products.

- ***Efficiency enhancements***
  Enhancing efficiency by continuing to optimise work and production processes and using robot technology.

- ***Capacity***
  Ensuring sustainable growth through enhanced capacity utilisation and increased capacity.

Due to seasonal fluctuations, revenue and operating profit are generally higher for Q1 and Q4.

Total capital expenditure is still expected to come to DKK 90-110 million, reflecting our intensified focus on optimising capacity utilisation in Europe and the ongoing expansion in North America.

As earlier announced, management will present an updated strategy and new long-term financial targets at the release of our 2014 annual report in March 2015, if not before.

ASSUMPTIONS

Our guidance for revenue and profit margin for 2014 is based on the present composition of our business operations. In addition, total costs of raw materials and selling prices are assumed to remain relatively stable at the level prevailing at the time of presentation of this interim report. Any deviations from these assumptions may affect the 2014 performance.

Hartmann's profit margin is mainly exposed to developments in raw-material prices and exchange rates. We have hedged our primary currency exposure until 30 June 2015.

FORWARD-LOOKING STATEMENTS

The forward-looking statements in this interim report reflect our current expectations for future events and financial results. The statements are inherently subject to uncertainty, and actual results may therefore differ from expectations. Factors that may cause the actual results to differ from expectations include, but are not limited to, general economic trends and developments in the financial markets, changes and amendments to legislation and regulation in our markets, changes in demand for products, competition and the prices of raw materials.

GUIDANCE AND FINANCIAL TARGETS

	2014	2015
Revenue	DKK1.6-1.7 bn	DKK1.7-1.8 bn
Profit margin	9.0-10.5%	9.5-11%

RISK FACTORS

For a full description of Hartmann's risk factors, see the section on risk factors and note 34 to the financial statements in the annual report 2013.

RAW MATERIALS

Hartmann is dependent on the purchase prices of the raw materials used in production. We are particularly exposed to fluctuations in the purchase prices of recycled paper and energy (electricity and gas), which are the most important raw materials used in production.

There is limited scope for reducing sensitivity to developments in the price of recycled paper if supplies of the required volumes are to be secured and maintained. We substitute to some extent certain types of paper for other types if prices are more favourable.

We regularly sign fixed-price agreements with energy suppliers, typically for periods of 6 or 12 months, covering a substantial part of our energy consumption. However, it is not possible to sign fixed-price agreements with energy suppliers in all of the countries in which we operate.

We are committed to reducing our sensitivity to fluctuations in the prices of raw materials through continual implementation of technological improvements and optimisation of work processes.

CURRENCY

Hartmann's currency risk consists of transaction risk and translation risk, respectively.

We are exposed to transaction risks due to cross-border transactions leading to contractual cash flows in foreign currency. Most sales generated in the North American business are invoiced in USD, while most costs are incurred in CAD. Therefore, the currency exposure in relation to the USD/CAD exchange rate constitutes one of our single largest transaction risks. Other significant transaction risks relate to the currencies CHF, EUR, GBP, HRK, HUF and PLN.

Due to our foreign subsidiaries, we are exposed to translation risks since part of our earnings and net assets derive from foreign subsidiaries and are therefore translated and included in our consolidated financial statements, which are presented in DKK. Our greatest translation risks are represented by the currencies CAD, HRK, HUF and ILS .

We hedge our transaction risks to the effect that primary currencies are continuously hedged for a period of not less than 6 and not more than 12 months. Translation risks are not hedged, as they do not have any direct impact on our cash resources or underlying cash flows.

MANAGEMENT STATEMENT

The Board of Directors and the Executive Board today considered and approved the interim report of Brødrene Hartmann A/S for the nine months ended 30 September 2014.

The interim report, which has been neither audited nor reviewed by the company's auditors, was prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and Danish disclosure requirements for interim reports of listed companies.

In our opinion, the interim financial statements give a true and fair view of the group's assets and liabilities and financial position at 30 September 2014 and of the results of the group's operations and cash flows for the nine months ended 30 September 2014.

We are of the opinion that the management report includes a fair review of the development and performance of the group's business and financial position, the results for the period and the financial position in general of the consolidated companies, together with a description of the principal risks and uncertainties that the group faces.

Gentofte, 13 November 2014

Executive Board:	Ulrik Kolding Hartvig *CEO*	Marianne Rørslev Bock *CFO*	
Board of Directors:	Agnete Raaschou-Nielsen *Chairman*	Niels Hermansen *Vice Chairman*	
	Jørn Mørkeberg Nielsen	Steen Parsholt	
	Jan Peter Antonisen	Andy Hansen	Niels Christian Petersen

INTERIM FINANCIAL STATEMENTS

Interim financial statements

STATEMENT OF COMPREHENSIVE INCOME

DKKm

Group	Q3 2014	Q3 2013	9M 2014	9M 2013
Revenue	373.4	376.0	1,137.0	1,168.8
Production costs	(265.2)	(260.3)	(791.0)	(812.7)
Gross profit/(loss)	**108.2**	**115.7**	**346.0**	**356.1**
Selling and distribution costs	(69.1)	(62.8)	(216.6)	(210.6)
Administrative expenses	(13.6)	(14.4)	(43.6)	(43.5)
Other operating income	0.6	0.8	2.1	2.0
Other operating expenses	(0.2)	0.0	(0.2)	0.0
Operating profit/(loss) before special items	**25.9**	**39.3**	**87.7**	**104.0**
Special items, cf. note 4	0.0	0.0	0.0	(38.9)
Operating profit/(loss)	**25.9**	**39.3**	**87.7**	**65.1**
Financial income	0.2	0.2	0.6	1.3
Financial expenses	(2.3)	(4.6)	(11.8)	(13.3)
Profit/(loss) before tax	**23.8**	**34.9**	**76.5**	**53.1**
Tax on profit for the period	(3.3)	(3.1)	(10.7)	(4.7)
Profit/(loss) for the period	**20.5**	**31.8**	**65.8**	**48.4**
Items that can be reclassified to profit or loss:				
Foreign exchange adjustment of:				
Foreign subsidiaries	8.2	(5.0)	8.6	(10.7)
Equity-like loans to subsidiaries	0.6	(0.3)	1.4	0.4
Value adjustment of hedging instruments:				
Recognised in other comprehensive income	(0.5)	(1.7)	10.4	2.4
Transferred to revenue	(1.2)	(0.5)	(6.4)	1.9
Transferred to production costs	0.0	0.5	(1.8)	(1.9)
Tax	0.3	0.4	(0.8)	(0.7)
Other comprehensive income after tax	**7.4**	**(6.6)**	**11.4**	**(8.6)**
Comprehensive income	**27.9**	**25.2**	**77.2**	**39.8**
Earnings per share, DKK	2.9	4.6	9.5	7.0
Earnings per share (diluted), DKK	2.9	4.6	9.5	7.0

STATEMENT OF CASH FLOWS

DKKm

Group	Q3 2014	Q3 2013	9M 2014	9M 2013
Operating profit before special items	25.9	39.3	87.7	104.0
Depreciation and amortisation	18.1	19.6	52.7	58.5
Adjustment for other non-cash items	0.2	(0.1)	0.0	(0.1)
Change in working capital	4.6	4.6	(23.7)	2.6
Restructuring costs etc. paid	(5.1)	(6.3)	(10.5)	(7.5)
Cash generated from operations	**43.7**	**57.1**	**106.2**	**157.5**
Interest etc. received	0.2	0.2	0.6	1.3
Interest etc. paid	(1.6)	(2.9)	(6.3)	(7.0)
Net income tax paid	(2.1)	(3.9)	(8.5)	(8.2)
Cash flows from operating activities	**40.2**	**50.5**	**92.0**	**143.6**
Disposals of property, plant and equipment	0.0	0.1	0.5	0.3
Acquisitions of property, plant and equipment	(17.0)	(34.7)	(73.1)	(61.7)
Repayment of government grants	(0.2)	0.0	(0.2)	0.0
Acquisitions of associates	(0.9)	0.0	(0.9)	0.0
Cash flows from investing activities	**(18.1)**	**(34.6)**	**(73.7)**	**(61.4)**
Cash flows from operating and investing activities	**22.1**	**15.9**	**18.3**	**82.2**
Raising of non-current debt	0.0	0.0	45.1	39.9
Repayment of non-current debt	0.0	(5.0)	0.0	(17.5)
Dividend paid	0.0	0.0	(65.7)	(65.7)
Cash flows from financing activities	**0.0**	**(5.0)**	**(20.6)**	**(43.3)**
Total cash flows	**22.1**	**10.9**	**(2.3)**	**38.9**
Cash and bank debt at beginning of period	21.8	92.4	45.7	66.4
Foreign exchange adjustment	0.0	(0.4)	0.5	(2.4)
Cash and bank debt at end of period	**43.9**	**102.9**	**43.9**	**102.9**
Recognition of cash and bank debt at end of period:				
Cash and cash equivalents	56.3	102.9	56.3	102.9
Overdraft facilities	(12.4)	0.0	(12.4)	0.0
	43.9	**102.9**	**43.9**	**102.9**

The statement of cash flows cannot be derived solely from the published financial information.

BALANCE SHEET

ASSETS

DKKm

Group	30 Sept. 2014	30 Sept. 2013	31 Dec. 2013
Goodwill	10.7	10.7	10.7
Other intangible assets	0.0	2.1	1.5
Intangible assets	**10.7**	**12.8**	**12.2**
Land and buildings	144.2	149.5	152.1
Technical plant and machinery	384.1	316.3	316.0
Fixtures and fittings, tools and equipment	8.3	5.8	5.9
Technical plant under construction	19.3	33.0	61.0
Property, plant and equipment	**555.9**	**504.6**	**535.0**
Investments in associates	2.7	1.7	1.8
Other receivables	8.8	10.6	9.2
Deferred tax	106.2	99.9	100.2
Other non-current assets	**117.7**	**112.2**	**111.2**
Non-current assets	**684.3**	**629.6**	**658.4**
Inventories	138.0	125.5	112.0
Trade receivables	273.1	259.4	262.3
Income tax	6.2	5.8	4.2
Other receivables	39.4	24.2	37.7
Prepayments	9.1	6.9	5.5
Cash and cash equivalents	56.3	102.9	45.7
Current assets	**522.1**	**524.7**	**467.4**
Assets	**1,206.4**	**1,154.3**	**1,125.8**

BALANCE SHEET
EQUITY AND LIABILITIES

DKKm

Group	30 Sept. 2014	30 Sept. 2013	31 Dec. 2013
Share capital	140.3	140.3	140.3
Hedging reserve	(1.4)	(3.0)	(3.0)
Translation reserve	(47.2)	(47.5)	(57.0)
Proposed dividend	0.0	0.0	65.7
Retained earnings	531.7	484.5	465.9
Equity	**623.4**	**574.3**	**611.9**
Deferred tax	31.2	14.9	21.8
Pension obligations	28.1	43.6	31.0
Credit institutions	0.0	225.6	184.1
Government grants	16.7	20.1	19.6
Non-current liabilities	**76.0**	**304.2**	**256.5**
Credit institutions	229.2	0.0	0.0
Government grants	2.7	2.8	2.8
Overdraft facilities	12.4	0.0	0.0
Prepayments from customers	0.1	9.7	0.1
Trade payables	159.3	119.3	117.0
Payables to associates	2.5	2.9	4.6
Income tax	5.1	7.1	5.7
Provisions	7.7	21.9	18.2
Other payables	88.0	112.1	109.0
Current liabilities	**507.0**	**275.8**	**257.4**
Liabilities	**583.0**	**580.0**	**513.9**
Equity and liabilities	**1,206.4**	**1,154.3**	**1,125.8**

STATEMENT OF CHANGES IN EQUITY

DKKm

Group	Share capital	Hedging reserve	Translation reserve	Proposed dividend	Retained earnings	Total equity
Equity at 1 January 2014	140.3	(3.0)	(57.0)	65.7	465.9	611.9
Profit/(loss) for the period	-	-	-	0.0	65.8	65.8
Other comprehensive income						
Items that can be reclassified to profit or loss						
Foreign exchange adjustment of:						
Foreign subsidiaries	-	-	8.6	-	-	8.6
Equity-like loans to subsidiaries	-	-	1.4	-	-	1.4
Value adjustment of hedging instruments:						
Recognised in other comprehensive income	-	10.4	-	-	-	10.4
Transferred to revenue	-	(6.4)	-	-	-	(6.4)
Transferred to production costs	-	(1.8)	-	-	-	(1.8)
Tax	-	(0.6)	(0.2)	-	-	(0.8)
	0.0	1.6	9.8	0.0	0.0	11.4
Total comprehensive income	0.0	1.6	9.8	0.0	65.8	77.2
Transactions with owners						
Dividend paid	-	-	-	(65.7)	-	(65.7)
Total changes in equity	0.0	1.6	9.8	(65.7)	65.8	11.5
Equity at 30 september 2014	140.3	(1.4)	(47.2)	0.0	531.7	623.4

Group	Share capital	Hedging reserve	Translation reserve	Propsed dividend	Retained earnings	Total equity
Equity at 1 January 2013	140.3	(4.8)	(37.1)	65.7	436.1	600.2
Profit/(loss) for the period	-	-	-	0.0	48.4	48.4
Other comprehensive income						
Items that can be reclassified to profit or loss						
Foreign exchange adjustment of:						
Foreign subsidiaries	-	-	(10.7)	-	-	(10.7)
Equity-like loans to subsidiaries	-	-	0.4	-	-	0.4
Value adjustment of hedging instruments:						
Recognised in other comprehensive income	-	2.4	-	-	-	2.4
Transferred to revenue	-	1.9	-	-	-	1.9
Transferred to production costs	-	(1.9)	-	-	-	(1.9)
Tax	-	(0.6)	(0.1)	-	-	(0.7)
	0.0	1.8	(10.4)	0.0	0.0	(8.6)
Total comprehensive income	0.0	1.8	(10.4)	0.0	48.4	39.8
Transactions with owners						
Dividend paid	-	-	-	(65.7)	-	(65.7)
Total changes in equity	0.0	1.8	(10.4)	(65.7)	48.4	(25.9)
Equity at 30 september 2013	140.3	(3.0)	(47.5)	0.0	484.5	574.3

NOTES

01 ACCOUNTING POLICIES

The interim financial statements are presented in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and Danish disclosure requirements for listed companies. No interim financial statements have been prepared for the parent company. The interim financial statements are presented in Danish kroner (DKK), which is the presentation currency used for the group's operations and the functional currency of the parent company.

The accounting policies applied in the interim financial statements are consistent with the accounting policies applied in the consolidated financial statements for 2013. The accounting policies are described in note 38 to the financial statements in the annual report for 2013, to which reference is made.

New financial reporting standards and interpretations in 2014
Hartmann has implemented all new and revised financial reporting standards and interpretations adopted by the EU that are effective for financial years beginning on or after 1 January 2014. Furthermore, Hartmann has assessed that the new and revised standards and interpretations that are effective for financial years beginning on or after 1 January 2014 are either not relevant or not of significant importance.

02 SIGNIFICANT ACCOUNTING ESTIMATES AND JUDGMENTS

In applying the group's accounting policies, management is required to make judgments, estimates and assumptions concerning the carrying amount of assets and liabilities which cannot be immediately inferred from other sources.

The judgments, estimates and assumptions made are based on historical experience and other relevant factors which management considers reasonable under the circumstances, but which are inherently uncertain and unpredictable.

The estimates and underlying assumptions are regularly assessed. Changes to accounting estimates are recognised in the reference period in which the change occurs and in future reference periods if the change affects the period in which it is made as well as subsequent reference periods.

See note 3 to the financial statements in the annual report for 2013 for a full description of significant accounting estimates, assumptions and uncertainties.

Other factors
Due to seasonal fluctuations, revenue and operating profit are generally higher for Q1 and Q4.

03 SEGMENT INFORMATION

The reporting of business segments is in accordance with the internal reporting to the Executive Board and the Board of Directors. The Executive Board and the Board of Directors constitute the Chief Operating Decision Maker of Hartmann.

Hartmann's activities are segmented on the basis of the geographical location of the reporting units.

No operating segments have been aggregated to represent the reporting segments.

The internal management reporting complies with the group's accounting policies. Business-related decisions on resource allocation and performance evaluation for each of the segments are made on the basis of the operating profits of the individual segments before special items. Decisions relating to financing and taxation are made on the basis of information on Hartmann as a whole and are not allocated to the reporting segments. The pricing of inter-segment transactions is made on an arm's length basis.

Segment income and expenses as well as segment assets and liabilities comprise those items that in the internal management reporting are directly attributed to each individual segment and those items that are indirectly allocated to the individual segments on a reliable basis. Profits in associates, financial income and expenses, income taxes, investments in associates, tax assets and tax liabilities, and cash and cash equivalents and bank debt are not allocated to reporting segments.

The reporting segments are:

- **Europe** comprises production and sales of moulded-fibre packaging. Products are manufactured at factories in Europe (including Israel) and primarily sold to egg producers, egg packing businesses, retail chains and buyers of industrial packaging. The segment also comprises sales of machinery for production of moulded-fibre packaging and the combined heat and power plant in Tønder, Denmark.

- **North America** comprises production and sales of moulded-fibre packaging. Products are primarily manufactured at the North American factory and sold to egg producers, egg packing businesses and retail chains.

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03 SEGMENT INFORMATION CONT'D

OPERATIONS 9M 2014

	Europe	North America	Total reporting segments
Moulded fibre	855.7	218.4	1,074.1
Other revenue	62.9	0.0	62.9
Revenue	**918.6**	**218.4**	**1,137.0**
Operating profit/(loss) before special items	**70.9**	**34.4**	**105.3**
Other segment information			
Depreciation, amortisation and impairment	43.2	10.1	
Investments in intangible assets and property, plant and equipment	34.3	45.4	
Net working capital	143.2	36.4	
Invested capital	510.0	233.0	
Segment assets	772.6	269.9	1,042.5

OPERATIONS 9M 2013

	Europe	North America	Total reporting segments
Moulded fibre	862.9	219.1	1,082.0
Other revenue	86.8	0.0	86.8
Revenue	**949.7**	**219.1**	**1,168.8**
Operating profit/(loss) before special items	**72.5**	**49.3**	**121.8**
Other segment information			
Depreciation, amortisation and impairment	48.9	10.1	
Investments in intangible assets and property, plant and equipment	37.7	24.0	
Net working capital	113.5	14.9	
Invested capital	502.3	132.7	
Segment assets	776.0	169.5	945.5

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03 SEGMENT INFORMATION CONT'D

RECONCILIATION

	9M 2014	9M 2013
Revenue		
Revenue for reporting segments	1,137.0	1,168.8
Revenue, cf. interim financial statements	**1,137.0**	**1,168.8**
Performance targets		
Operating profit/(loss) before special items for reporting segments	105.3	121.8
Non-allocated corporate functions	(18.2)	(18.3)
Eliminations	0.6	0.5
Operating profit/(loss) before special items, cf. interim financial statements	87.7	104.0
Special items	0.0	(38.9)
Operating profit/(loss), cf. interim financial statements	87.7	65.1
Financial income	0.6	1.3
Financial expenses	(11.8)	(13.3)
Operating profit/(loss) before tax, cf. interim financial statements	**76.5**	**53.1**

	30 Sept. 2014	30 Sept. 2013
Assets		
Assets for reporting segments	1,042.5	945.5
Non-allocated assets	171.3	210.4
Eliminations	(7.4)	(1.6)
Assets, cf. interim financial statements	**1,206.4**	**1,154.3**

04 SPECIAL ITEMS

	Q3 2014	Q3 2013	9M 2014	9M 2013
Impairment of property, plant and equipment	0.0	0.0	0.0	12.6
Demolition and clearing costs	0.0	0.0	0.0	8.9
Severance payments	0.0	0.0	0.0	15.5
Other costs related to closure of factory	0.0	0.0	0.0	1.9
Special costs	**0.0**	**0.0**	**0.0**	**38.9**

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05 FINANCIAL INSTRUMENT CATEGORIES

	30 Sept. 2014		30 Sept. 2013		31 Dec. 2013	
	Carrying amount	Fair value	Carrying amount	Fair value	Carrying amount	Fair value
Trade receivables	273.1	273.1	259.4	259.4	262.3	262.3
Other receivables	45.6	45.6	30.0	30.0	41.9	41.9
Cash and cash equivalents	56.3	56.3	102.9	102.9	45.7	45.7
Loans and receivables	**375.0**	**375.0**	**392.3**	**392.3**	**349.9**	**349.9**
Derivative financial instruments to hedge future cash flows	1.7	1.7	4.0	4.0	3.9	3.9
Financial liabilities used as hedging instruments	**1.7**	**1.7**	**4.0**	**4.0**	**3.9**	**3.9**
Credit institutions	241.6	241.6	225.6	225.6	184.1	184.1
Other liabilities	253.2	253.2	237.4	237.4	232.4	232.4
Financial liabilities measured at amortised cost	**494.8**	**494.8**	**463.0**	**463.0**	**416.5**	**416.5**

The fair value of derivative financial instruments to hedge future cash flows is based on observable data (level 2).

06 EVENTS AFTER THE BALANCE SHEET DATE

Other than what has been recognised or mentioned in this interim report, no events have occurred after the balance sheet date at 30 September 2014 of significance to the consolidated financial statements.

HARTMANN AT A GLANCE

Hartmann is the world's leading manufacturer of moulded-fibre egg packaging and one of the world's largest manufacturers of machinery for producing moulded-fibre packaging. Hartmann's market position can be ascribed to its strong technology know-how and extensive experience of production of moulded fibre since 1936.

Sustainability
Sustainability and environmental considerations are integral elements of Hartmann's business model and strategy. All of Hartmann's products are based on recycled paper, a renewable, CO_2-neutral and biodegradable resource. Hartmann works closely with its customers to support the need for sustainable products in the retail trade, and the company was the first manufacturer to offer both FSC-certified and CO_2-neutral retail packaging.

Markets
Hartmann's egg packaging is sold globally. The group's principal markets are Europe and North America, where Hartmann has strong market positions. Hartmann is the market leader in Europe and has a small but growing share of the North American market. Hartmann's technology, including machinery and services, is also sold globally outside its key markets.

Customers
Hartmann sells egg packaging to manufacturers, distributors and retail chains, which are increasingly seeking Hartmann's expertise in the marketing of eggs. Hartmann's technology and related services are sold to manufacturers of moulded-fibre packaging. Hartman has more than 1,500 customers in 50 countries, and most of these customers have long-standing relations with Hartmann. In 2013, Hartmann generated total revenue of DKK 1.6 billion.

Organisation
Hartmann has about 1,500 employees, with its head office situated in Gentofte, Denmark. Production takes place at Hartmann's own factories, four of which are located in Europe, one in Israel and one in Canada. The group has sales representation in 12 countries.

The Hartmann share
Hartmann's shares have been listed on Nasdaq Copenhagen since 1982. The company has one share class, and each share carries one vote. Financial reports and company announcements can be obtained by subscribing to Hartmann's news service at investor.hartmann-packaging.com.

FINANCIAL CALENDAR 2015

24 February 2015	Deadline for submission of business to be transacted at the Annual General Meeting
9 March 2015	Annual report 2014
8 April 2015	Annual General Meeting
19 May 2015	Interim report Q1 2015
20 August 2015	Interim report Q2 2015
12 November 2015	Interim report Q3 2015

HARTMANN CHOOSE FIBRE. SAVE NATURE.®

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