

ROCE

11%

Up from 7%

EBITA margin

7.7%

Up from 6.5%

Free cash flow

DKKm 715

Up from DKK -624m

Net profit

DKKm 272

Up from DKK 115m

# FLSmidth at a glance

### Main conclusions

Customer Services and Product Companies provide a stable and profitable base in a tough market environment. Margins expanded as a consequence of efficiency measures. EBITA margin of 9.5% adjusted for non-recurring costs. Positive free cash flow of DKK 715m owing to sale of Cembrit. Sequential increase in order intake. Market outlook and guidance for 2015 remain unchanged.



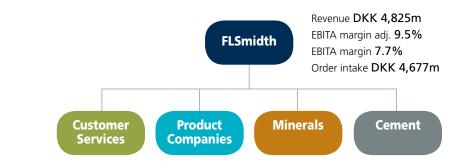
## Guidance for 2015 (unchanged)

#### Guidance for 2015 (unchanged)

	Realised 2014	Realised Q1 2015	Guidance 2015
Revenue	DKK 21.1bn	DKK 4.8bn	DKK 19-21bn
EBITA margin	7.7%	7.7%	9-10%
ROCE	11%	11%	12-14%
Effective tax rate	30.2%	31%	31-33%
CFFI *)	DKK -0.4bn	DKK -0.1bn	DKK -0.4bn

<sup>\*)</sup> excluding acquisitions and divestments of enterprises and activities

### Financial result Q1 2015



Revenue	DKK 1,878m	DKK 1,375m	DKK 946m	DKK 836m	
EBITA margin adj.	13.6%	14.4%	-3.9%	4.7%	
EBITA margin	9.7%	14.4%	-5.5%	4.7%	
Order intake	DKK 1,789m	DKK 1,580m	DKK 1,074m	DKK 431m	

### FLSmidth Q1 2015 in numbers

Return on Capital employed

11%

Up from 7%

Revenue (DKKm)

4,825

Down from 4,949

EBITA (DKKm)

370

Up from 322

EBITA margin

7.7%

Up from 6.5%

CFFO (DKKm)

-45

Up from -552

Order intake (DKKm)

4,677

Down from 4,841

Order backlog (DKKm)

18,952

Down from 22,152

Net interest-bearing debt (DKKm)

4,258

Down from 5,353

Net working capital (DKKm)

2,868

Up from 2,726



## **Group financial highlights**

New   Profest   Profest	DKKm	Q1 2015	Q1 2014	Year 2014
Revenue         4,875         4,949         21,126           Gross profit         Cross profit         1,188         1,15         5,05         5,05         Earnings before amortisations and write-down on intangible assets (EBITA)         443         388         1,192         1,627         Earnings before interest and tax (EBIT)         266         226         1,227         Earnings before interest and tax (EBIT)         266         225         174         1,102         Earnings before interest and tax (EBIT)         252         174         1,102         1,102         Earnings before interest and tax (EBIT)         252         174         1,102         1,102         Earnings before tax (EBIT)         1,102         252         174         1,102         <	INCOME STATEMENT			
Earnings before non-recurring items, depreciation, amoritanton and write-downs (EBITDA)   338   1,931   Earnings before interest and tax (EBIT)   266   236   1,220   Earnings before interest and tax (EBIT)   265   236   1,220   Earnings before interest and tax (EBIT)   252   174   1,102   1,		4,825	4,949	21,129
Earnings before amortisations and writer-down on intangible assets (EBITA)         370         322         1,627      Earnings before interest and tax (EBIT)         266         266         1,220      Earnings from financial items, net         (14)         (62)         (118)      Earnings before tax (EBIT)         252         174         1,102           Profit/loss for the period, discontinued activities         98         3.3         44           Profit/loss for the period         381         3.9         44           Profit/loss for the period         (18)         (52)         11.28           CASH FLOW         22         115         383           CASH Flow from operating activities         80         - (184)           CASH Flow from operating activities         80         - (184)           Cash flow from investing activities         760         (72)         (588)           Cash flow from operating and investing activities of discontinued activities         82         (589)         742           Cash flow from operating and investing activities of discontinued activities         (167)         (55)         (42)           NET WORKING CAPITAL         82         (88)         2,735         4,581         1,575           NET WORKING CAPITAL         82         82		1,188		
Earnings before interest and tax (EBIT)         266         236         1,20         (1,20)         (20)         (118)         Earnings before tax (EBT)         252         174         1,102         Portifices for the period, continuing activities         174         118         769         Profit/Ioss for the period, discontinued activities         98         (3)         44         Profit/Ioss for the period, discontinued activities         98         (3)         44         Profit/Ioss for the period.         2272         1115         813         CST         1288         CST         CST         1288         CST				
Earnings from financial tems, net   (14)   (62)   (118)   Earnings before tax (EBT)   (174)   (102)   (174)   (103)   (174)				•
Earnings before tax (EBT)				
Profit/loss for the period, continuing activities         174         118         769           Profit/loss for the period, discontinued activities         98         30         44           Profit/loss for the period         28         12         115         818           CASH FLOW         Cash flow from operating activities         (45)         (552)         1,298           Acquisition and disposal of enterprises and activities         330         (40)         (360)           Cash flow from periating and investing activities         60         (21)         (480)           Cash flow from operating and investing activities of continuing activities         882         (569)         742           Cash flow from operating and investing activities of continuing activities         882         (569)         742           Cash flow from operating and investing activities of discontinued activities         482         (569)         742           Cash flow from operating and investing activities of discontinued activities         482         (569)         742           Cash flow from operating and investing activities of discontinued activities         482         459         452           NET WORKING CAPITAL         481         18,18         18,18         18,18         18,18         18,18         18,18         18,18         18,				
Profitios for the period         272         115         813           CASH FLOW         CASH FLOW         CASH (Ash)         (552)         1,298           Acquisition and disposal of enterprises and activities         (83)         (52)         1,298           Acquisition and disposal of enterprises and activities         (33)         (44)         (365)           Other investments, net         (30)         (42)         (489)           Cash flow from investing activities         (80)         (72)         (593)           Cash flow from operating and investing activities of discontinued activities         (82)         (50)         742           NET WORKING CAPITAL         2,288         2,726         2,164           NET INTREEST-BEARING DEBT         4,677         4,841         17,761           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         13,421           ACASE SHEET         4         12,102         11,535         1,535           CURRING CAPITAL         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1,102         1				
Cash FLOW				
Cash flow from operating activities         (45)         (552)         1,298           Acquisition and disposal of enterprises and activities         (39)         (44)         (366)           Other investments, net.         (31)         (29)         (48)         (48)           Cash flow from perating and investing activities of continuing activities         760         (72)         (598)           Cash flow from operating and investing activities of discontinued activities         882         (569)         742           Cash flow from operating and investing activities of discontinued activities         882         (569)         742           Sash flow from operating and investing activities of discontinued activities         882         (569)         742           Sash flow from operating and investing activities of discontinued activities         (56)         748         742           Sash flow from operating and investing activities of discontinued activities         882         (569)         742           NET WORKING CAPITAL         4.258         5.353         4.557         7481         757           NET WORKING CAPITAL         4.258         5.353         4.557         7481         15.91           NET WORKING CAPITAL         4.268         2.218         2.181         15.75         15.75           NET	Profit/loss for the period	272	115	813
Acquisition and disposal of enterprises and activities         830         - (184)           Acquisition of tangplies assets         (39)         (44)         (366)           Other investments, net         (31)         (28)         (48)           Cash flow from investing activities         760         (72)         (598)           Cash flow from operating and investing activities of discontinuing activities         882         (569)         742           Cash flow from operating and investing activities of discontinued activities         167         (55)         (42)           NET WORKING CAPITAL         2,868         2,726         2,164           NET WORKING CAPITAL         4,677         4,841         17,557           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,557           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         18,952         22,152         19,017           BALANCE SHET         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         26,942         26,942         26,942           Capity         8,157         7,033         7,761           Capity         8,157         7,033         7,61	CASH FLOW			
Acquisition of tangible assets         (39)         (44)         (366)           Other investments, net         (31)         (28)         (48)           Cash flow from investing activities of continuing activities         760         (72)         (598)           Cash flow from operating and investing activities of discontinued activities         (167)         (55)         (42)           NET WORKING CAPITAL NET WORKING CAPITAL NET WITTEES GROSS         4,677         4,841         17,761           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,761           ORDER BACKLOG, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,761           Non-current assets         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         2,6942         26,944         26,352           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,458         5,868           Nort-term liabilities         12,133         12,243         12,249           Lough and liabilities         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         439         26,942			(552)	
Other investments, net         (31)         (28)         (48)           Cash flow from investing activities         760         (72)         (598)           Cash flow from operating and investing activities of continuing activities         882         (569)         742           Cash flow from operating and investing activities of discontinued activities         (167)         (55)         421           NET WORKING CAPITAL         2,888         2,726         2,164           NET INTEREST-BEARING DEBT         4,677         4,841         17,761           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,761           ORDER BACKLOG, CONTINUING ACTIVITIES         12,100         12,103         11,535           Current assets         12,160         12,103         11,535           Current assets         12,62         26,944         26,952           Equity         8,157         7,033         7,761           Cont			-	
Cash flow from investing activities of continuing activities         760         (72)         (598)           Cash flow from operating and investing activities of discontinued activities         (167)         (55)         422           Cash flow from operating and investing activities of discontinued activities         (167)         (55)         422           NET WORKING CAPITAL         2,868         2,756         2,164           NET WORKING CAPITAL         4,677         4,841         17,761           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,761           ORDER BACKLOG, CONTINUING ACTIVITIES         12,100         12,100         12,103         11,352           Current assets         12,100         12,103         11,362         12,103         11,362           Current assets         14,782         14,841         13,421         4,841         13,421           Assets held for sale         -         -         1,396         26,942         26,944         26,352           Congram liabilities         6,652         7,458         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868         5,868				
Cash flow from operating and investing activities of continuing activities         882 (569)         742 (742)           Cash flow from operating and investing activities of discontinued activities         1(167)         (55)         4(27)           NET WORKING CAPITAL NET INTEREST-BEARING DEBT         4,258         5,353         4,557           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         1,761           ORDER BACKLOG, CONTINUING ACTIVITIES         12,100         18,952         21,2152         19,017           BALANCE SHEET         12,100         12,100         12,103         11,535         12,103         11,535         12,103         11,535         12,103         11,535         12,306         12,103         11,535         12,306         12,103         11,535         12,404         13,434         13,421         13,434         13,421         13,434         13,421         13,435         7,633         7,615         2,625         2				
Cash flow from operating and investing activities of discontinued activities         (167)         (55)         (42)           NET WORKING CAPITAL NET INTEREST-BEARING DEBT         2,868         2,726         4,557         4,553         4,557           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         1,761         ORDER INTAKE, CONTINUING ACTIVITIES         18,952         22,152         19,017           BALANCE SHEET           Non-current assets         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         26,942         26,944         26,552           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         2,748         8,585           Long-term liabilities         6,652         2,748         2,586           Short-term liabilities         26,942         26,944         26,352           Long-term liabilities         26,94				
NET WORKING CAPITAL NET INTEREST-BEARING DEBT         2,868 (4,258 (5,353) (4,557 (4,555) (4,255 (5,353) (4,557 (4,555) (4,555) (4,557 (4,555) (4,555) (4,557 (4,555) (4,555) (4,557 (4,555) (4,555) (4,557 (4,555) (4,55				
NET INTEREST-BEARING DEBT         4,258         5,353         4,557           ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677         4,841         17,761           ORDER BACKLOG, CONTINUING ACTIVITIES         18,952         22,152         19,017           BALANCE SHET         Non-current assets         12,160         12,103         11,535           Current assets         14,762         14,814         13,421           Assets held for sale         -         -         -         1,396           Total assets         26,942         26,944         26,352           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,458         5,868           Short-term liabilities         12,133         12,453         12,240           Liabilities directly associated with assets classified as held for sale         -         -         4,83           Total equity and liabilities         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         3         4         4           FINANCIAL MARGIN         2         2,894         23,9%           BIT margin         7         6,5%         7,7%         1,7%         1,7%		, ,		
ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)         4,677 (B,895)         4,841 (B,952)         17,761 (B,952)         19,017           BALANCE SHET Non-current assets         12,160 (B,60)         12,103 (B,60)         11,335 (B,60)         12,103 (B,60)         11,335 (B,60)         13,421 (B,60)         14,621 (B,60)         14,621 (B,60)         14,621 (B,60)         14,621 (B,60)         12,133 (B,60)         12,133 (B,60)         12,133 (B,60)         12,133 (B,60)         12,133 (B,60)         12,240 (B,60)         12,133 (B,60)         12,240 (B,60)         <				
RORDER BACKLÓG, CONTINUING ACTIVITIÉS         18,952         22,152         19,017           BALANCE SHET           Non-current assets         12,160         12,103         11,535           Current assets         14,782         14,881         13,421           Assets held for sale         26,942         26,944         26,352           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,458         5,868           Short-term liabilities         12,133         12,453         12,240           Short-term liabilities         26,942         26,944         26,352           DIVID and liabilities         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         30         46         23.98         48           FINANCIAL MARGIN         9.29         7.6%         9.1%         23.9%         28         28         9.9         48         23.9%         28         9.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%         28.9%	NET INTEREST-REAKING DERI	4,258	5,353	4,557
ORDER BACKLOG, CONTINUING ACTIVITIES         18,952         22,152         19,017           BALANCE SHEET           Current assets         12,160         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         26,942	ORDER INTAKE, CONTINUING ACTIVITIES (GROSS)	4,677	4,841	17,761
Non-current assets         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         -         -         1,396           Total assets         26,942         26,942         26,942         26,942         26,942         26,942         26,942         12,133         7,761           Long-term liabilities         6,652         7,458         5,868         Short-term liabilities         12,133         12,453         12,243         12,243         12,243         12,243         12,243         12,246         868         Short-term liabilities of the circly associated with assets classified as held for sale         -         -         483         483         12,463         12,246         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,952         26,952         26,952         26,952         26,952         26,952         26,952         26,95			•	•
Non-current assets         12,160         12,103         11,535           Current assets         14,782         14,841         13,421           Assets held for sale         -         -         1,396           Total assets         26,942         26,942         26,942         26,942         26,942         26,942         26,942         12,133         7,761           Long-term liabilities         6,652         7,458         5,868         Short-term liabilities         12,133         12,453         12,243         12,243         12,243         12,243         12,243         12,246         868         Short-term liabilities of the circly associated with assets classified as held for sale         -         -         483         483         12,463         12,246         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,944         26,952         26,952         26,952         26,952         26,952         26,952         26,952         26,952         26,95	PALANCE CHEET			
Current assets         14,882         14,841         13,421           Assets held for sale         26,942         26,944         26,552           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,488         5,868           Short-term liabilities         12,133         12,453         12,240           Liabilities directly associated with assets classified as held for sale         -         -         483           Total equity and liabilities         26,944         26,952         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         3         -         461           FINANCIAL MARGIN         3         -         461           Constinuing activities         24.6%         23.8%         23.9%           EBIT margin         9.2%         7.8%         9.1%           EBIT margin         5.5%         4.8         5.5%           EBIT margin         14         7.7         11.7           Return on equity		12 160	12 103	11 535
Assets held for sale         26,942         26,944         26,395           Total assets         26,942         26,944         26,395           Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,458         5,868           Short-term liabilities         12,133         12,453         12,240           Liabilities directly associated with assets classified as held for sale         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         439         -         461           FINANCIAL MARGIN         Total equity and liabilities         22,944         26,352           Gross margin         24.6%         23.8%         23.9%           EBITDA margin         2.92%         7.8%         9.1%           EBITDA margin         7.7%         6.5%         7.7%           EBIT margin         5.5%         4.8%         5.8%           EBT margin         7.8         1.5         2.9%           Return on equity				
Equity         8,157         7,033         7,761           Long-term liabilities         6,652         7,458         5,868           Short-term liabilities         12,133         12,453         12,245           Liabilities directly associated with assets classified as held for sale         -         -         483           Total equity and liabilities         26,942         26,942         26,942         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         439         -         461           FINANCIAL MARGIN         Standard Margin         8         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBITA margin         7.7%         6.5%         7.7%           EBIT margin         5.5%         4.8%         5.8%           EBT margin         5.5%         4.8%         5.8%           EQUITY ratio         30%         26%         29%           RCE (Return on equity         14         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (average)         13.7%         11.0%         10.3%	Assets held for sale	-	-	
Long-term liabilities         6,652 (7,458 (5,688 (5) (5) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2				
Short-term liabilities         12,133         12,453         12,240           Liabilities directly associated with assets classified as held for sale         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         493         -         461           FINANCIAL MARGIN         Continuing activities           Gross margin         24.6%         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBITA margin         7.7%         6.5%         7.7%           EBIT margin         5.5%         4.8%         5.8%           EBT margin         5.2%         3.5%         5.2%           Return on equity         5.5%         4.8%         5.8%           EBT margin         30%         26%         2.9%           Return on equity         11%         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (average)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (end of perio				•
Liabilities directly associated with assets classified as held for sale         -         483           Total equity and liabilities         26,942         26,944         26,352           DIVIDEND TO THE SHAREHOLDERS PAID         439         -         461           FINANCIAL MARGIN         Continuing activities           Gross margin         24.6%         23.8%         23.9%           BBITDA margin         9.2%         7.8%         9.1%           BBIT margin         5.5%         4.8%         5.8%           EBIT margin         5.2%         3.5%         5.2%           Return on equity         14%         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         10.0%         10.3%           Net working capital ratio (average)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,85         14,999         14,944           Capital employed (average)         15,092         15,086         15,059           Number of employees end of period, Group         13.710         15.045         14.765				-
Total equity and liabilities         26,942         26,942         26,942           DIVIDEND TO THE SHAREHOLDERS PAID         439         -         461           FINANCIAL MARGIN         Continuing activities           Gross margin         24.6%         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBITA margin         5.5%         4.8%         5.8%           EBT margin         5.5%         4.8%         5.8%           EBT margin         5.5%         4.8%         5.8%           Return on equity         114%         7%         111%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         11.0%         10.3%           Net working capital ratio (average)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (average)         15,692         15,086         15,059           NIBD/EBITDA         2.1         3.5         2.5           Number of employees end of period, Group		12,133	12,453	
DIVIDEND TO THE SHAREHOLDERS PAID		26.942	26.944	
Continuing activities         24.6%         23.8%         23.9%           Gross margin         24.6%         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBIT margin         5.5%         4.8%         5.8%           EBIT margin         5.2%         3.5%         5.2%           Return on equity         14%         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         11.0%         10.3%           Net working capital ratio (end of period)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (average)         15,692         15,086         15,059           NIBD/EBITDA         2.1         3.9         2.4           Number of employees end of period, Group         13.710         15.045         14.765           Number of employees in Denmark         1.177         1.458         1.289           Share and dividend figures, the Group         (0.9)         (11.2)         26.3 <td></td> <td>-</td> <td></td> <td></td>		-		
Continuing activities         24.6%         23.8%         23.9%           Gross margin         24.6%         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBIT margin         5.5%         4.8%         5.8%           EBIT margin         5.2%         3.5%         5.2%           Return on equity         14%         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         11.0%         10.3%           Net working capital ratio (end of period)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (average)         15,692         15,086         15,059           NIBD/EBITDA         2.1         3.9         2.4           Number of employees end of period, Group         13.710         15.045         14.765           Number of employees in Denmark         1.177         1.458         1.289           Share and dividend figures, the Group         (0.9)         (11.2)         26.3 <td>EINANCIAI MARGIN</td> <td></td> <td></td> <td></td>	EINANCIAI MARGIN			
Gross margin         24.6%         23.8%         23.9%           EBITDA margin         9.2%         7.8%         9.1%           EBIT margin         7.7%         6.5%         7.8%           EBIT margin         5.5%         4.8%         5.8%           EBT margin         5.2%         3.5%         5.2%           Return on equity         11.4%         7%         11.8           Net working capital ratio (end of period)         10.3%         10.2%				
EBITDA margin         9.2%         7.8%         9.1%           EBIT margin         7.7%         6.5%         7.7%           EBIT margin         5.5%         4.8%         5.8%           EBT margin         5.2%         3.5%         5.2%           Return on equity         14%         7%         11%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         11.0%         10.3%           Net working capital ratio (average)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (average)         15,692         15,086         15,059           NIBD/EBITDA         2.1         3.9         2.4           Number of employees end of period, Group         13.710         15.045         14.765           Number of employees in Denmark         1.177         1.458         1.289           Share and dividend figures, the Group         (0.9)         (11.2)         26.3           EPS (earnings per share), (diluted)         5.6         2.1         16.4           FLSmidth & Co. share price         313.0         273.4	<b>5</b>	24.6%	23.8%	23.9%
EBIT margin         5.5%         4.8%         5.8%           EBT margin         5.2%         3.5%         5.2%           Return on equity         14%         7%         11%           Equity ratio         30%         26%         29%           ROCE (Return on capital employed)         11%         7%         11%           Net working capital ratio (end of period)         13.7%         11.0%         10.3%           Net working capital ratio (average)         13.3%         10.3%         10.2%           Capital employed (end of period)         16,385         14,999         14,944           Capital employed (average)         15,692         15,086         15,059           NIBD/EBITDA         2.1         3.9         2.4           Number of employees end of period, Group         13.710         15.045         14.765           Number of employees in Denmark         1.177         1.458         1.289           Share and dividend figures, the Group         (0.9)         (11.2)         26.3           EPS (carnings per share), (diluted)         5.6         2.1         16.4           FLSmidth & Co. share price         313.0         273.4         272.3           Number of shares (1,000) end of period         51,250 <td>5</td> <td></td> <td>7.8%</td> <td></td>	5		7.8%	
EBT margin       5.2%       3.5%       5.2%         Return on equity       14%       7%       11%         Equity ratio       30%       26%       29%         ROCE (Return on capital employed)       11%       7%       11%         Net working capital ratio (end of period)       13.7%       11.0%       10.3%         Net working capital ratio (average)       13.3%       10.3%       10.2%         Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       (0.9)       (11.2)       26.3         EPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
Return on equity       14%       7%       11%         Equity ratio       30%       26%       29%         ROCE (Return on capital employed)       11%       7%       11%         Net working capital ratio (end of period)       13.7%       11.0%       10.3%         Net working capital ratio (average)       13.3%       10.3%       10.2%         Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       (0.9)       (11.2)       26.3         EPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
Equity ratio       30%       26%       29%         ROCE (Return on capital employed)       11%       7%       11%         Net working capital ratio (end of period)       13.7%       11.0%       10.3%         Net working capital ratio (average)       13.3%       10.3%       10.2%         Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       (0.9)       (11.2)       26.3         EPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250	EBT margin	5.2%	3.5%	5.2%
RÓCÉ (Return on capital employed)       11%       7%       11%         Net working capital ratio (end of period)       13.7%       11.0%       10.3%         Net working capital ratio (average)       13.3%       10.3%       10.2%         Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       (0.9)       (11.2)       26.3         EPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
Net working capital ratio (end of period)       13.7%       11.0%       10.3%         Net working capital ratio (average)       13.3%       10.3%       10.2%         Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       CFPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250	· ·			
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Capital employed (end of period)       16,385       14,999       14,944         Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       CFPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250	Net working capital ratio (end of period)			
Capital employed (average)       15,692       15,086       15,059         NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       CFPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
NIBD/EBITDA       2.1       3.9       2.4         Number of employees end of period, Group       13.710       15.045       14.765         Number of employees in Denmark       1.177       1.458       1.289         Share and dividend figures, the Group       5.6       2.1       26.3         CFPS (cash flow per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
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CFPS (cash flow per share), (diluted)       (0.9)       (11.2)       26.3         EPS (earnings per share), (diluted)       5.6       2.1       16.4         FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
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FLSmidth & Co. share price       313.0       273.4       272.3         Number of shares (1,000) end of period       51,250       53,200       51,250				
Number of shares (1,000) end of period 51,250 53,200 51,250				
	Number of shares (1,000) end of period		53,200	51,250
	Marked capitalisation	16,041		

The financial ratios have been computed in accordance with the guidelines of the Danish Society of Financial Analysts from 2010.

# Group

Customer Services and Product Companies provide a stable and profitable base in a tough market environment. Margins expanded as a consequence of efficiency measures. EBITA margin of 9.5% adjusted for non-recurring costs. Positive free cash flow of DKK 715m owing to sale of Cembrit. Sequential increase in order intake. Market outlook and guidance for 2015 remain unchanged.

#### Market trends

The outlook for FLSmidth's end markets remains overall unchanged versus the end of 2014.

In its most recent World Economic Outlook, IMF projects global growth for 2015 to be on par with 2014 and refers to this as "a moderate and uneven growth".

By uneven, IMF means that growth rates are picking up in advanced economies and slowing in emerging markets and developing economies. The latter makes up roughly two-thirds of FLSmidth's business today but advanced economies may play a more essential role in FLSmidth's future business. The change in regional growth dynamics should be most pronounced for the cement industry which is impacted by local or regional demand, whereas the minerals business first and foremost depend on global demand.

One of the major world economic forces impacting regional growth dynamics, and thus the cement market, is the decline in oil price. Most experts agree that the lower oil price is good for the overall economy which in turn is good for the GDP-driven cement industry. However, the flow of funds from oil-exporting countries to oil-importing countries is creating a shift in the short-term demand for new cement capacity, causing a more muted short-term recovery in cement. However, it does not change the expectations for a higher cement order intake in 2015 compared to last year with generally brighter prospects ahead for global cement demand.

#### **Group** (continuing activities)

DKKm	Q1 2015	Q1 2014	Change (%)
Order intake	4,677	4,841	-3%
Order backlog	18,952	22,152	-14%
Revenue	4,825	4,949	-3%
Gross profit	1,188	1,176	1%
Gross profit margin	24.6%	23.8%	
EBITDA	443	388	14%
EBITDA margin	9.2%	7.8%	
ЕВІТА	370	322	15%
EBITA margin	7.7%	6.5%	
EBIT	266	236	13%
EBIT margin	5.5%	4.8%	
Number of employees	13,710	15,045	-9%

This is underpinned by expectations for mid-single digit growth in the world's cement demand excluding China and the fact that the industry as a whole is well-capitalized and ready to invest when capacity becomes scarce.

Another dominant world economic force at present is the appreciation of the US dollar which has had an impact, especially on FLSmidth's minerals business. Also, the mining industry still faces uncertainty and lower commodity prices. The mid- to long-term fundamentals remain strong for copper with most industry experts anticipating a supply deficit to re-emerge a few years from now. The gold price has fluctuated recently with no clear trend of direction, whereas the prices of coal and iron ore remain under downward pressure. With FLSmidth's relatively low exposure to iron ore, the direct impact is confined, and the indirect exposure may be more important as many miners are largely dependent on cash flow from iron ore operations to cover dividends and future investments. That said, the price decline is partly self-imposed by some major miners who continue to expand low cost capacity in a market of oversupply and contracting Chinese steel demand. Logically, at some point this will have to trigger capacity adjustments and not surprisingly we have witnessed shutdown of some junior miner's higher cost iron ore production.

Potash and phosphate prices were stable during the quarter, and the first large fertiliser order in several quarters was announced.

The overall outlook for FLSmidth's minerals business is unchanged with mining capex expected to trough in 2015 and slow growth expected in 2016. Customer focus is on productivity enhancing investments, and recovery should be evident first in the product business, whereas the projects business typically picks up later in the cycle.

For both minerals and cement, the service business and the more standardised product business, which today constitute the clear majority of Group earnings, remain resilient, and reflects a continued drive to enhance productivity and maintain the current production capacity.

#### Sale of Cembrit

On 12 January 2015, it was announced that FLSmidth has signed an agreement with a company in the Solix Group AB to sell all shares in Cembrit Holding A/S. Cembrit is one of the leading distributors and manufacturers of fibre-cement products in Europe and has been part of the FLSmidth Group since 1927. The sale of Cembrit concludes FLSmidth's divestment of building materials companies, a process that started 10 years ago by the divestment of Aalborg Portland and Unicon.

The price of the shares was agreed to DKK 1.1bn (Enterprise value on a debt free basis) and the transaction was closed on 30 January 2015. The sale of Cembrit had a DKK 108m positive impact on FLSmidth's profit from discontinued activities in Q1 2015. The settlement in Q1 amounted to DKK 912m, reflected in a positive cash flow from investments of DKK 830m and a neutralised cash position of DKK 82m. The final balance sheet adjustments will be determined and settled within 12 months after the closing date.

#### Financial developments in Q1 2015 Growth efficiency

FLSmidth saw both a revenue and order intake decline of 3% in Q1 2015, despite currency tailwind. The decline in revenue was related to the Minerals division as a consequence of a low order backlog at the beginning of the year, whereas the decline in order intake was first and foremost related to the Cement division, where no large orders became effective in the first quarter this year. In general, the Customer Services Division and the Product Company Division are showing good, stable developments.

#### Order intake and order backlog

The order intake decreased 3% to DKK 4,677m (Q1 2014: DKK 4,841m). Currency translation effects had a positive impact of 10%. Organic growth was -13%, which is primarily explained by the lack of large orders in Cement and no additional order intake from operation and maintenance contracts in Customer Services.

The level of unannounced orders was up 3% Q1 2015 compared to the year before, however also positively impacted by currency translation effects.

Order intake developments in Q1 2015

Order intake (vs. Q1 2014)	<b>Customer</b> <b>Services</b>	Product Companies	Minerals	Cement	FLSmidth Group
Organic growth	-21%	-5%	14%	-45%	-13%
Currency	10%	9%	11%	6%	10%
Total growth	-11%	4%	25%	-39%	-3%

The order intake in Cement declined as much as 39% in Q1 as a result of the lack of large order announcements in the quarter. However, one quarter is not significant in a project based business, and based on the current order tender activity, order intake in 2015 in the cement division is expected to be higher than in 2014. Short term, the low oil price has had a negative impact on the economic growth and infrastructure investments in oil exporting countries, whereas a low oil price is benefiting oil importing countries, however with a slightly longer time horizon.

The order intake in Customer Services declined 11% in Q1 2015, which is primarily related to lower order intake from O&M contracts, which, by nature, is the most volatile part of the order intake in Customer Services. Order intake related to service and spare parts in both cement and minerals was keeping up well in Q1.

The order intake in Minerals increased 25%, of which 11% was attributable to currency developments. Sequentially, the order intake increased 72%, although from a very low level in Q4 2014. One large order was announced in the quarter.

The order backlog for the Group was almost unchanged in Q1 2015 at DKK 18,952m (end of 2014: DKK 19,017m) as adjustments to the order backlog were compensated by currency translation effects. 56% of the order backlog is expected to be converted to revenue in the remainder of 2015, 32% in 2016, and 12% in 2017 and beyond.

As announced on 6 May 2015, the order backlog was reduced by DKK 671m related to the ceased collaboration on operation and maintenance contracts with Dangote cement on two cement plants in Nigeria.

With respect to the legacy order backlog in the Materials Handling business unit, eight projects are still regarded as risky (end of 2014: 9 projects). These projects accounted for DKK 205m of the order backlog at the end of Q1 2015 (end of 2014: DKK 208m).

#### Revenue

Revenue decreased by 3% to DKK 4,825m in Q1 2015 (Q1 2014: DKK 4,949m), as a consequence of a lower order backlog at the beginning of the year in the Minerals Division in particular.

Revenue developments in Q1 2015

Revenue (vs. Q1 2014)	<b>Customer</b> <b>Services</b>	Product Companies	Minerals	Cement	FLSmidth Group
Organic growth	-3%	-8%	-40%	9%	-12%
Currency	12%	9%	8%	6%	9%
Total growth	9%	1%	-32%	15%	-3%

#### **Profit efficiency**

Despite a small decline in top line in Q1 2015, the EBITA margin increased 1.2 percentage points to 7.7% due to a positive impact from the efficiency programmes and business right-sizing, more than off-setting the negative impacts from non-recurring costs recognised in the quarter.

The total costs of non-recurring nature encountered in Q1 2015 amounted to DKK -88m (Q1 2014: DKK -45m), of which DKK -73m was related to the discontinued operation and maintenance contract as previously mentioned. The remaining DKK -15m of the one-off costs are related to the additional efficiency and business right-sizing initiatives announced on 12 February 2015. As announced, the additional efficiency and right-sizing measures are expected to improve EBITA by DKK 200m in 2015, less one-off costs of DKK 100m. The programme is expected to result in headcount reductions of around 300 people. At the end of Q1 2015, 219 people had been given notice.

The gross profit was more or less unchanged at DKK 1,188m (Q1 2014: DKK 1,176m), corresponding to a gross margin of 24.6% (Q1 2014: 23.8%). The increasing gross margin is attributable to the efficiency programme.

Q1 2015 saw total research and development expenses of DKK 68m (Q1 2014: DKK 85m), representing 1.4% of revenue (Q1 2014: 1.7%), of which DKK 21m was capitalised (Q1 2014: DKK 28m) and the balance reported as production costs. In addition, project financed developments are taking place in cooperation with customers. In accordance with international accounting standards, research costs are expensed, whereas development costs are to be capitalised if substantiated by an underlying business case.

Sales, distribution and administrative costs and other operating income including some costs of one-off nature amounted to DKK 745m in Q1 2015, which represents a cost percentage of 15.4% of revenue (Q1 2014: 15.9%) and a 5% decrease on Q1 2014 (Q1 2014: DKK 788m).

Earnings before interest, tax, depreciation, amortisation and impairment (EBITDA) increased 14% to DKK 443m (Q1 2014: DKK 388m) corresponding to an EBITDA margin of 9.2% (Q1 2014: 7.8%).

Depreciation and impairment of tangible assets amounted to DKK -73m (Q1 2014: DKK -66m).

Earnings before amortisation and impairment of intangible assets (EBITA) increased 15% to DKK 370m (Q1 2014: DKK 322m), corresponding to an EBITA margin of 7.7% (Q1 2014: 6.5%). Adjusted for non-recurring costs, the EBITA-margin was 9.5% in Q1 (Q1 2014: 7.4%).

Amortisation and impairment of intangible assets amounted to DKK -104m (Q1 2014: DKK -86m). The effect of purchase price allocations amounted to DKK -71m (Q1 2014: DKK -76m) and other amortisations to DKK -33m (Q1 2014: DKK -10m). The increase is related to increased use of the new ERP business system.

Earnings before interest and tax (EBIT) amounted to DKK 266m (Q1 2014: DKK 236m), corresponding to an EBIT margin of 5.5% (Q1 2014: 4.8%).

Net financial items amounted to DKK -14m (Q1 2014: DKK -62m), of which foreign exchange and fair value adjustments amounted to DKK -7m (Q1 2014: DKK -51m). Net interest costs amounted to DKK -7m (Q1 2014: DKK -11m).

Earnings before tax (EBT) was DKK 252m (Q1 2014: DKK 174m).

The tax for the year amounted to DKK -78m (Q1 2014: DKK -56m), corresponding to an effective tax rate of 31%.

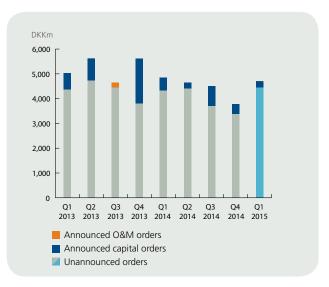
Profit from discontinued activities amounted to DKK 98m, mainly related to the sale of Cembrit (Q1 2014: DKK -3m).

Profit/loss for the period increased to DKK 272m (Q1 2014: DKK 115m).

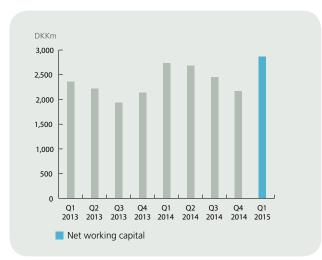
#### Quarterly revenue and EBITA margin



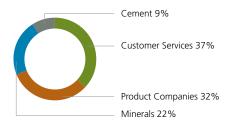
#### Quarterly order intake



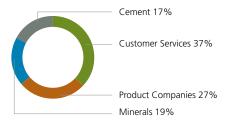
#### Net working capital



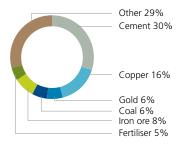
#### Order intake – by segment (Q1 2015)



#### Revenue - by segment (Q1 2015)



#### Order intake - by industry (Q1 2015)



#### Cash flow from operating activities



#### **Capital efficiency**

The balance sheet was significantly impacted by currency translation effects as well as the sale of Cembrit in Q1 2015. The net interest bearing debt decreased to DKK 4,258m and the financial gearing declined to 2.1. At the same time, the equity ratio increased to 30%, which means that the capital structure is getting closer to the targeted range.

#### Capital employed and ROCE

Average Capital employed increased to DKK 15.7bn in Q1 2015 (end of 2014: DKK 15.1bn) due to currency translation effects, while 12 months trailing EBITA increased to DKK 1,675m (2014: DKK 1,627m). Consequently, ROCE was unchanged at 11% (2014: 11%).

Capital employed consists primarily of intangible assets amounting to DKK 10.6bn which is mostly historical goodwill as well as patents and rights, and customer relations. Tangible assets account for DKK 2.9bn and net working capital for DKK 2.9bn, which leaves limited room for significant reductions in Capital employed.

Consequently, reaching the target of more than 20% Return on Capital employed requires an increase in EBITA to around DKK 3bn through a combination of top-line growth and margin expansion.

#### Cash flow developments and working capital

Cash flow from operating activities amounted to DKK -45m in Q1 2015 (Q1 2014: DKK -552m). The improvement on last year is explained by higher operational earnings, a positive impact from provisions and less negative impact from change in working capital and taxes paid.

Net working capital amounted to DKK 2,868m at the end of Q1 2015 (end of 2014: DKK 2,164m), representing 13.7% of 12 months trailing revenue at the end of Q1 2015 (Q1 2014: 11.0% of revenue). The ratio is negatively impacted by an uneven currency impact. Thus, net working capital has full currency impact, while 12 months trailing revenue only partly reflects current foreign exchange rates. Adjusted for currency effects, net working capital increased by DKK 328m in Q1 2015. Historically, net working capital has proven to be seasonally weak in Q1, which was also the case this year. The currency adjusted increase is almost entirely explained by an increase in net work in progress. It is worth mentioning that both accounts receivable and accounts payable decreased by around DKK 0.5bn in

Q1 and that inventories were stable, when adjusted for currency effects. The ambition is that net working capital should not exceed 10% of sales at any point in the cycle, and in times when project business is the predominant business area, net working capital should even be low single digit or close to zero. Each of the divisions have been given specific net working capital targets, reflecting the business model of each division.

#### Investing in the business

Cash flow from investing activities amounted to DKK 760m (Q1 2014: DKK -72m), including divestment of Cembrit, contributing with a DKK 830m positive impact in Q1 2015.

Cash flow from investments (excluding acquisitions and divestments) amounted to DKK -70m in Q1 (Q1 2014: DKK -72m) which was below the level of depreciation, and amortisation (excluding the effect of purchase price allocations), amounting to DKK 106m in Q1 2015.

#### Balance sheet, capital structure and dividend

The balance sheet total amounted to DKK 26,942m at the end of Q1 2015 (end of 2014: DKK 26,352m). The increase is primarily explained by currency translation effects.

Equity at the end of Q1 2015 increased to DKK 8,157m (end of 2014: DKK 7,761m), and the equity ratio increased to 30% at the end of Q1 2015 (end of 2014: 29%), despite pay-out of dividend to shareholders in Q1 2015 of DKK 439m.

Net interest-bearing debt by the end of Q1 2015 amounted to DKK 4,258 (end of 2014: DKK 4,557m) and the Group's financial gearing (calculated as NIBD divided by 12 months trailing EBITDA) amounted to 2.1 at the end of Q1 2015 (end of 2014: 2.4). The gearing is continuously getting closer to the targeted capital structure of maximum two times EBITDA.

Net interest-bearing debt decreased by DKK 0.3bn in Q1 2015, which is reflecting free cash flow of DKK 0.7bn in Q1 2015, and dividend paid out of DKK 0.4bn.

The Group's capital resources currently consist of committed credit facilities of DKK 7.9bn (excluding mortgage) with a weighted average time to maturity of 3.9 years.

#### **Treasury shares**

FLSmidth's treasury share capital amounted to 2,401,823 shares at the end of Q1 2015 (end of 2014: 2,412,491 shares) representing 4.7% of the total share capital (end

of 2014: 4.7%). The holding of treasury shares is adjusted continuously to match FLSmidth's incentive plans.

#### Incentive plan

At the end of Q1 2015, there were a total of 2.442.986 unexercised share options under FLSmidth's incentive plan and the fair value of them was DKK 147m. The fair value is calculated by means of a Black & Scholes model based on a current share price of DKK 313, a volatility of 27.35% and annual dividend of DKK 9 per share. The effect of the plan on the income statement for Q1 2015 was DKK 11m (Q1 2014: DKK 11m).

#### **Employees**

The number of employees amounted to 13,710 by the end of Q1 2015, representing a decrease of 7% in Q1 (end 2014: 14,765). The decline is primarily explained by the divestment of Cembrit.

#### **Guidance for 2015 (unchanged)**

In 2015, FLSmidth & Co. A/S expects a consolidated revenue of DKK 19-21bn (Q1 2015: DKK 4.8bn) and an EBITA margin of 9-10% (Q1 2015: 7.7%).

The return on capital employed is expected to be 12-14% in 2015 (Q1 2015: 11%).

The effective tax rate is expected to be 31-33% (Q1 2015: 31%) and cash-flow from investments is expected to be around DKK -0.4bn excluding acquisitions and divestments. (Q1 2015: DKK -70m).

With respect to the expected divisional performance, it is clear that 2015 will be a challenging year for the two project divisions, Minerals and Cement, considering the relatively low order backlog at the beginning of the year and the current cyclical downturn. Cement, however, is expected to see a pickup in order intake in 2015.

The Product Companies division and the Customer Services division are expected to be on a growth trajectory with a potential to expand margins.

#### **Events occurring after the balance sheet date**

As announced on 6 May 2015, FLSmidth has reached an agreement to exit O&M contracts with Dangote Cement PLC in Nigeria due to changed market conditions.

#### **Forward-looking statements**

FLSmidth & Co. A/S' financial reports, whether in the form of annual reports or interim reports, filed with the Danish Business Authority and/or announced via the company's website and/or NASDAQ OMX Copenhagen, as well as any presentations based on such financial reports, and any other written information released, or oral statements made, to the public based on this interim report in the future on behalf of FLSmidth & Co. A/S, may contain forward-looking statements.

Words such as 'believe', 'expect', 'may', 'will', 'plan', 'strategy', 'prospect', 'foresee', 'estimate', 'project', 'anticipate', 'can', 'intend', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance identify forward-looking statements. Examples of such forward-looking statements include, but are not limited to:

- statements of plans, objectives or goals for future operations, including those related to FLSmidth & Co. A/S markets, products, product research and product development
- statements containing projections of or targets for revenues, profit (or loss), capital expenditures, dividends, capital structure or other net financial items
- statements regarding future economic performance, future actions and outcome of contingencies such as legal proceedings and statements regarding the underlying assumptions or relating to such statements
- statements regarding potential merger & acquisition activities

These forward-looking statements are based on current plans, estimates and projections. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, which may be outside FLSmidth & Co. A/S´ influence, and which could materially affect such forward-looking statements. FLSmidth & Co. A/S cautions that a number of important factors, including those described in this report, could cause actual results to differ materially from those contemplated in any forward-looking statements.

Factors that may affect future results include, but are not limited to, global as well as local political and economic conditions, including interest rate and exchange rate fluctuations, delays or faults in project execution, fluctuations in raw material prices, delays in research and/ or development of new products or service concepts, interruptions of supplies and production, unexpected breach or termination of contracts, market-driven price reductions for FLSmidth & Co. A/S' products and/or services, introduction of competing products, reliance on information technology.

FLSmidth & Co. A/S' ability to successfully market current and new products, exposure to product liability and legal proceedings and investigations, changes in legislation or regulation and interpretation thereof, intellectual property protection, perceived or actual failure to adhere to ethical marketing practices, investments in and divestitures of domestic and foreign enterprises, unexpected growth in costs and expenses, failure to recruit and retain the right employees and failure to maintain a culture of compliance. Unless required by law FLSmidth & Co. A/S is under no duty and undertakes no obligation to update or revise any forward-looking statement after the distribution of this annual report.

# **Customer Services**

The Customer Services Division provides a full suite of parts, services, and operation and maintenance solutions to the global cement and minerals industries.

#### **Market developments**

Market conditions for Customer Services are largely unchanged, however with a slight improvement in cement, whereas minerals customers remain cautious, especially on larger purchases. The improvement in cement is strongest in North America, Middle East, South East Asia and parts of North Africa. In minerals, activity is still strongest in parts of Latin America, whereas the Australian market remains subdued.

Minerals customers continue to have a strong focus on cash preservation and demand is for process support to streamline operations, increase productivity and generate cost savings. Cement customers' focus on cash and cost savings is still evident but they are now focusing more on increasing production and minimizing down time as production is sold out in many areas.

#### **Financial developments**

The results are impacted by the agreement to discontinue the collaboration with Dangote

Cement on the operation and maintenance contracts in Nigeria, as announced on 6 May 2015. As a consequence, the order backlog was reduced by DKK 671m and the EBITA result impacted by one-off costs of DKK -73m related to the demobilisation.

Order intake in Q1 2015 was DKK 1,789m, representing a decrease of 11% compared to Q1 2014 (Q1 2014: DKK 2,016m). The decrease is primarily explained by lower order intake related to operation and maintenance contracts, which, by nature, is the most volatile part in Customer Services. Actually, order intake related to service and spare parts in both cement and minerals was holding up well in Q1. Revenue increased 9% to DKK 1,878m (Q1 2014: DKK 1,725m), but declined by 3% adjusted for currency effects. The EBITA result declined to DKK 182m (Q1 2014: DKK 236m) explained by DKK 73m non-recurring costs as mentioned above. The EBITA margin was 9.7%, or 13.6% adjusted for non-recurring costs, which is on a par with last year (Q1 2014: 13.7%).



Long term financial targets:

5-10% annual revenue growth (over the cycle)

EBITA margin > 15%

NWC 15-20%

#### **Financials**



#### **Customer Services**

DKKm	Q1 2015	Q1 2014	Change (%)
Order intake	1,789	2,016	-11%
Order backlog	6,042	7,990	-24%
Revenue	1,878	1,725	9%
Gross profit	484	504	-4%
Gross profit margin	25.8%	29.2%	
EBITDA	209	259	-19%
EBITDA margin	11.1%	15.0%	
EBITA	182	236	-23%
EBITA margin	9.7%	13.7%	
EBIT	143	206	-31%
EBIT margin	7.6%	11.9%	
Number of employees	6,662	5,955	12%

# **Product Companies**

The Products Companies Division hosts a diverse portfolio of relatively standardised market leading product brands, applied in cement, minerals and adjacent industries.

#### Market developments in Q1 2015

Although the product companies are predominantly exposed to replacement demand as well as parts and services, they are not completely immune to changes in demand for new equipment and capex investments by the cement and minerals industries. As such, both order intake and revenue will fluctuate from quarter to quarter, although with significantly less amplitude than the project business.

#### **Financial developments**

Order intake in Q1 2015 increased to DKK 1,580m, which is the highest level since Q3 2012, representing an increase of 4% compared to Q1 2014 (Q1 2014: DKK 1,516m).

Adjusted for currency effects, however, the order intake decreased 5%. Revenue increased 1% to DKK 1,375m (Q1 2014: DKK 1,356m), but decreased 8% adjusted for currency effects.

The EBITA result amounted to DKK 198m in Q1, representing a 55% increase over last year (Q1 2014: DKK128m). As a result, the EBITA margin in Q1 increased to 14.4% which is significantly higher than the corresponding quarter last year (Q1 2014: 9.5%), and the previous quarter (Q4 2014: 9.2%). The margin improvement is explained by lower indirect production and administration costs, which is attributable to the efficiency programme.



Long term financial targets:

5-10% annual revenue growth (over the cycle)

EBITA margin 12-15%

NWC ~15%

#### **Financials**



#### **Product Companies**

DKKm	Q1 2015	Q1 2014	Change (%)
Order intake	1,580	1,516	4%
Order backlog	3,074	3,174	-3%
Revenue	1,375	1,356	1%
Gross profit	419	387	8%
Gross profit margin	30.5%	28.5%	
EBITDA	220	150	47%
EBITDA margin	16.0%	11.0%	
EBITA	198	128	55%
EBITA margin	14.4%	9.5%	
EBIT	180	109	65%
EBIT margin	13.1%	8.0%	
Number of employees	3,370	3,600	-6%

# Minerals

The Minerals Division is a leading provider of mineral processing and material handling technology and solutions to the global minerals industries.

#### Market developments in Q1 2015

The overall outlook for FLSmidth's minerals business is unchanged with mining capex expected to trough in 2015 and slow growth expected in 2016. Customer focus is on productivity enhancing investments, and recovery should be evident first in the product business, whereas the projects business typically picks up later in the cycle.

The mining industry still faces uncertainty and declining commodity prices. However, the midto long-term fundamentals remain strong for copper with most industry experts anticipating a supply deficit to re-emerge a few years from now. The gold price has fluctuated recently with no clear trend of direction, whereas the prices of coal and iron ore remain under downward pressure. With FLSmidth's relatively low exposure to iron ore, the direct impact is confined, and the indirect exposure is maybe more important as many miners are largely dependent on cash flow from iron ore operations to cover dividends and

future investments. Potash and phosphate prices were stable during the quarter which included the announcement of the first large fertilizer order in several quarters.

#### **Financial developments**

Order intake in O1 2015 increased 25% to DKK 1,074m (Q1 2014: DKK 858m), attributable to the announced order of DKK 230m from Morocco in O1. Adjusted for currency effects. the order intake increased 14%. On the other hand, revenue decreased 32%, as expected, to DKK 946m (Q1 2014: DKK 1,387m) due to the lower order backlog at the beginning of the year. EBITA amounted to DKK -52m which is almost unchanged from last year (Q1 2014: DKK -51m), corresponding to an EBITA margin of -5.5% (Q1 2014: -3.7%). The negative margin is explained by the ongoing restructuring and efficiency measures, reflected in a cost structure that is still not right-sized and optimised, which is expected to be the case by the end of 2015.



Long term financial targets:

5-6% annual revenue growth (over the cycle)

**3-8%** (over a cycle)

**Negative NWC** 

#### **Financials**



#### Minerals

DKKm	Q1 2015	Q1 2014	Change (%)
Order intake	1,074	858	25%
Order backlog	6,123	6,765	-9%
Revenue	946	1,387	-32%
Gross profit	143	170	-16%
Gross profit margin	15.0%	12.3%	
EBITDA	(37)	(36)	n/a
EBITDA margin	-4.0%	-2.6%	
EBITA	(52)	(51)	n/a
EBITA margin	-5.5%	-3.7%	
EBIT	(91)	(83)	n/a
EBIT margin	-9.6%	-6.0%	
Number of employees	2,344	2,994	-22%

# Cement

The Cement Division is the market leader of premium technology and process solutions to the global cement industry.

#### Market developments in Q1 2015

One major global economic force, the oil price, is currently impacting regional growth dynamics, and thus the local cement markets. While a lower oil price is good for the overall economy and the GDP-driven cement industry, the recent flow of funds from oil-exporting countries to oil-importing countries is creating a shift in the short-term demand for new cement capacity. This, combined with geopolitical tensions, is causing a more muted short-term recovery, but does not change the expectations for a higher cement order intake in 2015 compared to last year with generally brighter prospects ahead for global cement demand. This is underpinned by expectations for mid-single digit growth in the world's cement demand excluding China and the fact that the industry as a whole is well-capitalised and ready to invest when capacity becomes scarce. At present, the regions with most activity are North America, selected parts of Latin America, the Middle East and several parts of Africa and South

East Asia. India shows signs of recovery but due to large overcapacity in the cement industry no significant pickup is expected this year.

#### **Financial developments**

Order intake in Q1 2015 decreased 39% to DKK 431m (Q1 2014: DKK 702m) due to the lack of announced orders in Q1. Adjusted for currency effects, the order intake decreased 45%. However, one quarter is not significant in a project based business, and based on the current order tender activity, it is still the expectation that order intake in 2015 will be higher than in 2014.

In contrast, revenue increased 15% to DKK 836m (Q1 2014: DKK 726m), of which currency effects accounted for 6%. EBITA amounted to DKK 39m which is 105% higher than last year (Q1 2014: DKK 19m), corresponding to an EBITA margin of 4.7% (Q1 2014: 2.5%). The positive margin development is explained by a higher contribution margin and efficiency improvements.



Long term financial targets:

3-5% annual revenue growth (over the cycle)

**EBITA** margin **3-8%** (over the cycle)

**Negative NWC** 

#### **Financials**



#### Cement

DKKm	Q1 2015	Q1 2014	Change (%)
Order intake	431	702	-39%
Order backlog	4,398	4,957	-11%
Revenue	836	726	15%
Gross profit	142	118	20%
Gross profit margin	17.0%	16.2%	
EBITDA	45	23	96%
EBITDA margin	5.4%	3.2%	
EBITA	39	19	105%
EBITA margin	4.7%	2.5%	
EBIT	31	14	121%
EBIT margin	3.6%	1.9%	
Number of employees	1,332	1,432	-7%

## Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the interim report for the period 1 January - 31 March 2015.

The consolidated financial statements are presented in accordance with International Financial Reporting Standards as adopted by the EU. The parent financial statements are presented in accordance with the Danish Financial Statements Act. Further, the interim report is prepared in accordance with Danish disclosure requirements for listed companies.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31 March 2015 as well as of the results of their operations and cash flows for the period 1 January - 31 March 2015.

In our opinion, the management commentary contains a fair review of the development of the Group's and the Parent's business and financial matters, the results for the year and of the Parent's financial position and the financial position as a whole of the entities included in the consolidated financial statements, together with a description of the principal risks and uncertainties that the Group and the Parent face.

Copenhagen, 8 May 2015

#### **Group Executive Management**

Thomas Schulz Lars Vestergaard Bjarne Moltke Hansen

Group Chief Executive Officer Group Executive Vice President and CFO Group Executive Vice President

Virve Elisabeth Meesak Brian M. Day Manfred Schaffer

Group Executive Vice President Group Executive Vice President Group Executive Vice President

Per Mejnert Kristensen Eric Thomas Poupier

Group Executive Vice President Group Executive Vice President

#### **Board of Directors**

Vagn Ove Sørensen Torkil Bentzen Martin Ivert

Chairman Vice chairman

Sten Jakobsson Tom Knutzen Caroline Grégoire Sainte Marie

Mette Dobel Søren Quistgaard Larsen Jens Peter Koch



### **Consolidated income statement**

Cm	Q1 2015	Q1 2014
es ·		
Revenue	4,825	4,949
Production costs	(3,637)	(3,773
Gross profit	1,188	1,17
Sales and distribution costs	(364)	(347
Administrative costs	(393)	(449
Other operating income	15	1
Other operating costs	(3)	(10
Earnings before special non-recurring items, depreciation, amortisation and		
impairment (EBITDA)	443	388
Special non-recurring items	-	
Depreciation and impairment of tangible assets	(73)	(66
Earnings before amortisation and impairment of intangible assets (EBITA)	370	32
Amortisation and impairment of intangible assets	(104)	(86
Earnings before interest and tax (EBIT)	266	23
Financial income	770	27
Financial costs	(784)	(339
Earnings before tax (EBT)	252	17
Tax for the period	(78)	(56
Profit/(loss) for the period, continuing activities	174	11
Profit/(loss) for the period, discontinued activities	98	(3
Profit/(loss) for the period	272	11
To be distributed as follows:		
FLSmidth & Co. A/S' shareholders' share of profit/loss for the period	275	10
Minority shareholders' share of profit/loss for the period	(3)	1
	272	11
2 Earnings per share (EPS):		
Continuing and discontinued activities per share	5.6	2.
Continuing and discontinued activities, diluted, per share	5.6	2.
· ·	3.6	2.
Continuing activities per share		_
Continuing activities per share Continuing activities, diluted, per share	3.6	2.



## Consolidated statement of comprehensive income

(m	Q1 2015	Q1 2014
es		
Profit/(loss) for the period	272	115
Other comprehensive income for the period		
Items that will not be reclassified to profit or loss		
Actuarial gains/(losses) on defined benefit plans	(1)	(1
Tax on items that will not be reclassified to profit or loss	-	
Items that are or may be reclassified subsequently to profit or loss		
Foreign exchange adjustments regarding enterprises abroad	455	96
Foreign exchange adjustments of loans classified as equity in enterprises abroad	234	(22
Foreign exchange adjustments regarding liquidation of company	27	
Value adjustments of hedging instruments:		
Value adjustments for the period	(179)	2
Value adjustments transferred to financial income and costs	38	
Value adjustments transferred to other operating items	-	(1)
Tax on items that are or may be reclassified subsequently to profit or loss	(24)	10
Other comprehensive income for the period after tax	550	84
Comprehensive income for the period	822	199
Comprehensive income for the period attributable to:		
FLSmidth & Co. A/S' shareholders' share of comprehensive income for the period	821	188
Minority shareholders' share of comprehensive income for the period	1	11
	822	199

### **Consolidated cash flow statement**

Km		Q1 2015	Q1 2014
tes			
	Farnings before special non-veguring items, depreciation, amountisation and		
	Earnings before special non-recurring items, depreciation, amortisation and impairment (EBITDA), continuing activities	443	388
	Earnings before special non-recurring items, depreciation, amortisation and	113	30
	impairment (EBITDA), discontinued activities	(2)	1
	Earnings before special non-recurring items, depreciation, amortisation and		
	impairment (EBITDA)	441	40
	Adjustment for profits/losses on sale of tangible and intangible assets and special		
	non-recurring items etc.	10	1
	Adjusted earnings before special non-recurring items, depreciation,		
	amortisation and impairment (EBITDA)	451	42
	Change in provisions	120	(94
	Change in net working capital	(545)	(67)
	Cash flow from operating activities before financial items and tax	26	(34!
	Financial items received and paid	(10)	(36
	Taxes paid	(61)	(17
	Cash flow from operating activities	(45)	(552
	Acquisitions of intangible assets	(33)	(4:
	Acquisitions of tangible assets	(39)	(4-
_	Acquisitions of financial assets	(1)	(.
5	Disposal of enterprises and activities	830	1
	Disposal of tangible assets Disposal of financial assets	3	1
	Cash flow from investing activities	760	(72
	cash flow from invosting activities	700	(/-
	Dividend	(439)	
	Disposal of treasury shares	2	
	Change in net interest-bearing debt	(168)	51
	Cash flow from financing activities	(605)	51
	Change in each and each assistate	110	/44*
	Change in cash and cash equivalents Beginning of period	<b>110</b> 1,021	<b>(11</b> 3 1,07
	Foreign exchange adjustment, cash and cash equivalents*	1,021	1,07
	Cash and cash equivalents at 30 March	1,225	96

The cash flow statement cannot be inferred from the published financial information only.

<sup>\*</sup>Foreign exchange adjustment, cash and cash equivalents in Q1 2015 primarily consists of positive changes in the exchange rate of INR (DKK 32m), USD (DKK 23m) and CNY (DKK 15m) in relation to Danish kroner.

### **Consolidated balance sheet**

#### Assets

KKm	End of Q1 2015	End of 2014
otes		
Goodwill	4,540	4,275
Patents and rights	1,474	1,490
Customer relations	1,279	1,20
Other intangible assets	91	109
Completed development projects	325	33
Intangible assets under development	359	33
Intangible assets	8,068	7,75
Land and buildings	1,878	1,70
Plant and machinery	763	69
Operating equipment, fixtures and fittings	215	19
Tangible assets in course of construction	77	11
Tangible assets	2,933	2,70
Investments in associates	8	
Other securities and investments	92	9
Pension assets	3	
Deferred tax assets	1,056	97
Financial assets	1,159	1,08
Total non-current assets	12,160	11,53
Inventories	2,936	2,62
Trade receivables	4,971	5,020
8 Work-in-progress for third parties	3,570	3,28
Prepayments to subcontractors	447	27
Other receivables	1,596	1,21
Prepaid expenses and accrued income	37	2
Receivables	10,621	9,83
Cash and cash equivalents	1,225	96
Assets classified as held for sale	-	1,39
Total current assets	14,782	14,81
TOTAL ASSETS	26,942	26,352

### **Consolidated balance sheet**

#### **Equity and liabilities**

Κm		End of Q1 2015	End of 2014
lotes			
	Share capital	1,025	1,025
	Foreign exchange adjustments	380	(332
	Value adjustments of hedging transactions	(204)	(63
	Retained earnings	6,914	6,62
	Proposed dividend	-	46
	FLSmidth & Co. A/S' shareholders' share of equity	8,115	7,72
	Minority shareholders' share of equity	42	4
	Total equity	8,157	7,76
	Deferred tax liabilities	581	55
	Pension liabilities	280	26
6	Other provisions	631	55
	Mortgage debt	352	35
	Bank loans	4,338	3,77
	Finance lease	-	
	Prepayments from customers	293	22
	Other liabilities	177	14
	Long-term liabilities	6,652	5,86
	Pension liabilities	6	
6	Other provisions	1,168	1,04
	Bank loans	996	1,40
	Finance lease	3	
	Prepayments from customers	1,742	1,60
8	Work-in-progress for third parties	3,122	3,22
	Trade payables	2,469	2,73
	Current tax liabilities	437	26
	Other liabilities	2,149	1,92
	Deferred revenue	41	3
	Short-term liabilities	12,133	12,24
	Liabilities directly associated with assets classified as held for sale	-	48
	Total liabilities	18,785	18,59
	TOTAL EQUITY AND LIABILITIES	26,942	26,35

## **Consolidated equity**

DKKm	Share capital	Foreign exchange adjustments	Value adjustments of hedging transactions	Retained earnings	Proposed dividend	FLSmidth & Co. A/S' shareholders' share of equity	Minority shareholders' share of equity	Total
Equity at 1 January 2015	1,025	(332)	(63)	6,629	461	7,720	41	7,761
Comprehensive income for the period	i							
Profit/(loss) for the period				275		275	(3)	272
Other comprehensive income								
Actuarial gains/losses on defined benefit plans				(1)		(1)		(1)
Foreign exchange adjustments regarding enterprises abroad		451				451	4	455
Foreign exchange adjustments of loans classified as equity in enterprises abroad		234				234		234
Foreign exchange adjustments, liquidation of company		27				27		27
Value adjustments of hedging instruments:								
Value adjustments for the period			(179)			(179)		(179)
Value adjustments transferred to financial income and costs			38			38		38
Value adjustments transferred to other operating items						0		0
Tax on other comprehensive income				(24)		(24)		(24)
Other comprehensive income total	0	712	(141)	(25)	0	546	4	550
			(****)	(==/				
Comprehensive income for								
the period	0	712	(141)	250	0	821	1	822
Dividend distributed				22	(461)	(439)		(439)
Share-based payment, share options				11		11		11
Disposal treasury shares				2		2		2
Acquisition treasury shares						0		0
Equity at 31 March 2015	1,025	380	(204)	6,914	0	8,115	42	8,157

The period's movements in holding of treasury shares (number of shares)	Q1 2015	Q1 2014
Treasury shares at 1 January	2,412,491 shares	3,739,783 shares
Acquisition of treasury shares	1,021 shares	988 shares
Share options settled	(11,689) shares	(2,800) shares
Treasury shares at 31 March	2,401,823 shares	3,737,971 shares

Representing 4.7% in Q1 2015 (Q1 2014: 7.0%) of the share capital

## **Consolidated equity**

DKKm	Share capital	Foreign exchange adjustments	Value adjustments of hedging transactions	Retained earnings	Proposed dividend	FLSmidth & Co. A/S' shareholders' share of equity	Minority shareholders' share of equity	Total
Equity at 1 January 2014	1,064	(733)	(23)	6,474	106	6,888	34	6,922
Comprehensive income for the period								
Profit/(loss) for the period				105		105	10	115
Other comprehensive income								
Actuarial gains/losses on defined benefit plans				(1)		(1)		(1)
Foreign exchange adjustments regarding enterprises abroad		95				95	1	96
Foreign exchange adjustments of loans classified as equity in enterprises abroad		(22)				(22)		(22)
Value adjustments of hedging instruments:								
Value adjustments for the period			2			2		2
Value adjustments transferred to financia income and costs	I					0		0
Value adjustments transferred to other operating items			(1)			(1)		(1)
Tax on other comprehensive income				10		10		10
Other comprehensive income total	0	73	1	9	0	83	1	84
Comprehensive income for								
the period	0	73	1	114	0	188	11	199
Share-based payment, share options				11		11		11
Disposal of treasury shares						0		0
Dividend transferred to other liabilities				7	(106)	(99)		(99)
Acquisition of treasury shares						0		0
Equity at 31 March 2014	1,064	(660)	(22)	6,606	0	6,988	45	7,033

### List of notes and notes to the interim report

- 1. Income statement classified by function
- 2. Earnings per share (EPS)
- 3. Breakdown of the Group by segments
- 4. Acquisition of enterprises and activities
- 5. Development in contingent assets and liabilities
- 6. Other provisions
- 7. Fair value hierarchy of financial instruments
- 8. Work-in-progress for third parties
- 9. Quarterly key figures
- 10. Accounting policies and Management estimates and assessment

#### 1. Income statement classified by function

The Group presents the income statement based on a classification of the costs by function in order to show the earnings before special non-recurring items, depreciation, amortisation and impairment (EBITDA). Depreciation, amortisation and impairment of tangible and intangible assets are therefore separated from the individual functions and presented on separate lines.

The income statement classified by function including allocation of depreciation, amortisation and write-downs appears from the following:

DKKm	Q1 2015	Q1 2014
Revenue	4,825	4,949
Production costs, including depreciation, amortisation and impairment	(3,686)	(3,829)
Gross profit	1,139	1,120
Sales and distribution costs, including depreciation, amortisation and impairment	(364)	(352)
Administrative costs, including depreciation, amortisation and impairment	(521)	(540)
Other operating income and costs	12	8
Special non-recurring items	-	-
Earnings before interest and tax (EBIT)	266	236
Depreciation, amortisation and impairment consist of: Impairment of intangible assets Amortisation of intangible assets Depreciation of tangible assets	- 104 73	- 86 66
bepreciation of tangible assets	177	152
Depreciation, amortisation and impairment are divided into:		
Production costs	49	56
Sales and distribution costs	-	5
Administrative costs	128	91
	177	152

#### 2. Earnings per share

DKKm	Q1 2015	Q1 2014
Earnings		
FLSmidth & Co. A/S' shareholders' share of profit/(loss) for the year	275	105
FLSmidth & Co. A/S profit/loss from discontinued activities	98	(3)
Number of shares, average		
Number of shares issued	51,250,000	53,200,000
Adjustment for treasury shares	(2,407,157)	(3,738,877)
Potential increase of shares in circulation, share options in-the-money	102,922	8,496
Average number of shares	48,945,765	49,469,619
Earnings per share		
Continuing and discontinued activities per share	5.6	2.1
Continuing and discontinued activities, diluted, per share	5.6	2.1
Continuing activities per share	3.6	2.2
Continuing activities, diluted, per share	3.6	2.2

Non-diluted earnings per share in respect of discontinued activities amount to DKK 2.0 (Q1 2014: DKK -0.1) and diluted earnings per share in respect of discontinued activities amount to DKK 2.0 (Q1 2014: DKK -0.1)

#### 3. Breakdown of the Group by segments for 2015

#### Q1 2015

DKKm	Customer Services	Product Companies	Minerals	Cement	Other companies etc.1)	Continuing activities	Discon- tinued activities	FLSmidth Group
INCOME STATEMENT								
External revenue	1,867	1,182	940	836	-	4,825	99	4,924
Internal revenue	11	193	6	-	(210)	,	-	-
Revenue	1,878	1,375	946	836	(210)	4,825	99	4,924
Production costs	(1,394)	(956)	(803)	(694)	210	(3,637)	(78)	(3,715)
Gross profit	484	419	143	142	-	1,188	21	1,209
Sales, distr. and admin. costs								
and other operating items	(275)	(199)	(180)	(97)	6	(745)	(23)	(768)
Earnings before special non-								
recurring items, depreciation,								
amortisation and impairment	200	222	(27)	4-	_	445	(2)	
(EBITDA)	209	220	(37)	45	6	443	(2)	441
Special non-recurring items	-	-	-	-	-	-	107	107
Depreciation and impairment of tangible assets	(27)	(22)	(15)	(6)	(3)	(73)	(4)	(77)
Earnings before amortisation and	(27)	(22)	(.5)	(0)	(5)	(, 5)	( . /	(,,,
impairment of intangible assets								
(EBITA)	182	198	(52)	39	3	370	101	471
Amortisation and impairment of	.02	.50	(32)	33		5.0		-17.1
intangible assets	(39)	(18)	(39)	(8)	_	(104)	_	(104)
Earnings before interest and tax	(12)	/	( )	(-)		, , , ,		, , , ,
(EBIT)	143	180	(91)	31	3	266	101	367
ORDER INTAKE (GROSS)	1,789	1,580	1,074	431	(197)	4,677	_	4,677
ORDER INTAKE (GROSS)  ORDER BACKLOG	6,042	3.074	6,123	4,398	(685)	18,952	-	18,952
	•		•	•	(			•
FINANCIAL RATIOS								
Gross margin	25.8%	30.5%	15.0%	17.0%	N/A	24.6%	N/A	24.6%
EBITDA margin	11.1%	16.0%	-4.0%	5.4%	N/A	9.2%	N/A	9.0%
EBITA margin	9.7%	14.4%	-5.5%	4.7%	N/A	7.7%	N/A	9.6%
EBIT margin	7.6%	13.1%	-9.6%	3.6%	N/A	5.5%	N/A	7.5%
Number of employees at 31 March	6,662	3,370	2,344	1,332	0	13,708	2	13,710

DKKm	Q1 2015
Reconciliation of the profit/(loss) for the period before tax, continuing activities	

Segment earnings before tax of reportable segments

Financial income

Financial costs

C784

Earnings before tax (EBT), continuing activities

<sup>1)</sup> Other companies etc. consist of companies with no activity, real estate companies, eliminations and the parent company.

#### 3. Breakdown of the Group by segments for 2014

#### Q1 2014

DKKm	Customer Services	Product Companies	Minerals	Cement	Other companies etc.1)	Continuing activities	Discon- tinued activities	FLSmidth Group
INCOME STATEMENT								
External revenue	1,694	1,154	1,375	726	-	4,949	350	5,299
Internal revenue	. 31	202	12	-	(245)	· -	-	-
Revenue	1,725	1,356	1,387	726	(245)	4,949	350	5,299
Production costs	(1,221)	(969)	(1,217)	(608)	242	(3,773)	(251)	(4,024)
Gross profit	504	387	170	118	(3)	1,176	99	1,275
Sales, distr. and admin. costs								
and other operating items	(245)	(237)	(206)	(95)	(5)	(788)	(80)	(868)
Earnings before special non- recurring items, depreciation, amortisation and impairment								
(EBITDA)	259	150	(36)	23	(8)	388	19	407
Special non-recurring items	239	130	(30)	23	(0)	300	15	407
Depreciation and impairment of	-	-	-	-	-	-	-	-
tangible assets	(23)	(22)	(15)	(4)	(2)	(66)	(14)	(80)
Earnings before amortisation and	(23)	(22)	(15)	(-1/	(2)	(00)	(14)	(00)
impairment of intangible assets								
(EBITA)	236	128	(51)	19	(10)	322	5	327
Amortisation and impairment of			(5.7		(,		_	
intangible assets	(30)	(19)	(32)	(5)	_	(86)	(2)	(88)
Earnings before interest and tax	(2.2)	,	(- ,	(-/		( 2 2 )	,	( 2 2 )
(EBIT)	206	109	(83)	14	(10)	236	3	239
ORDER INTAKE (GROSS)	2,016	1,516	858	702	(251)	4,841	-	4,841
ORDER BACKLOG	7,990	3,174	6,765	4,957	(734)	22,152	-	22,152
FINANCIAL RATIOS								
Gross margin	29.2%	28.5%	12.3%	16.2%	N/A	23.8%	N/A	24.1%
EBITDA margin	15.0%	11.0%	-2.6%	3.2%	N/A	7.8%	N/A	7.7%
EBITA margin	13.7%	9.5%	-3.7%	2.5%	N/A	6.5%	N/A	6.2%
EBIT margin	11.9%	8.0%	-6.0%	1.9%	N/A	4.8%	N/A	4.5%
Number of employees at 31 March	5,955	3,600	2,994	1,432	5	13,986	1,059	15,045

DKKm	Q1 2014
Reconciliation of the profit/(loss) for the period before tax, continuing activities	
Segment earnings before tax of reportable segments	236
Financial income	277
Financial costs	(339)
Earnings before tax (EBT), continuing activities	174

<sup>&</sup>lt;sup>1)</sup> Other companies etc. consist of companies with no activity, real estate companies, eliminations and the parent company.

#### 4. Acquisition of enterprises and activities

There have been no acquisitions of enterprises and activities in Q1 2015 or Q1 2014.

#### 5. Disposal of enterprises and activities

#### **Accounting policy**

On disposal of enterprises and activities the difference between the selling price and the carrying amount of the net assets at the date of disposal including remaining goodwill less expected costs of disposals is recognised in the income statement among special non-recurring items. If the final consideration is dependent on future events (contingent consideration), it is stated at fair value at the time of sale, and classified as financial assets and adjusted directly in the income statement.

Enterprises and activities sold are included in the consolidated financial statements until the date of disposal.

DKKm	Q1 2015	Q1 2014	End of 2014
Intangible assets	57	-	-
Tangible assets	610	-	13
Inventories	283	-	5
Work-in-progress for third parties	-	-	12
Other assets	352	-	28
Cash and cash equivalents	82	-	4
Liabilities	(1,035)	-	(34)
Carrying amount of net assets disposed	349	-	28
Net interest bearing debt	455	-	-
Enterprise value	804	-	28
Selling price	1,037	-	20
Enterprise value	(804)	-	(28)
Transaction costs	(125)	-	-
Profit/loss on disposal of enterprises and activities	108	-	(8)
Cash received	912	-	20
Deferred payment	125	-	-
Total selling price	1,037	-	20
Deferred payment	(125)	-	_
Cash and cash equivalents disposed of, see above	(82)	_	(4)
Net cash effect	830	-	16

As announced on 12 January 2015, FLSmidth has signed an agreement with a company in the Solix Group AB to sell all shares in Cembrit Holding A/S.

The price of the shares has end of January been adjusted to DKK 1,037m, as a consequence of purchase price adjustments. The sale of Cembrit was closed on 30 January 2015.

The final balance sheet adjustment will be determined and settled within 12 months of the closing date.

#### 6. Other provisions

DKKm	Q1 2015	Q1 2014	End of 2014
Provisions at 1 January	1,598	2,109	2,109
Transfer to assets held for sale	· -	· -	(196)
Exchange rate and other adjustments	88	9	67
Disposal of Group enterprises	-	-	(9)
Provision for the year	283	133	783
Used during the period	(137)	(158)	(686)
Reversals	(32)	(56)	(438)
Discounting of provisions	` -	` <u>-</u>	` <u>1</u>
Reclassification to/from other liabilities	(1)	_	(33)
Provisions at 31 March	1,799	2,037	1,598
The maturity of provisions is specified as follows:			
Short-term liabilities	1,168	1,322	1,047
Long-term liabilities	631	715	551
	1,799	2,037	1,598

#### 7. Fair value hierarchy of financial instruments

The table below shows the classification of financial instruments that are measured at fair value, specified in accordance with the fair value

- hierarchy:

   Quoted prices in an active market for the same type of instrument (level 1)

   Quoted prices in an active market for similar assets or liabilities or other valuation methods, where all significant inputs are based on observable market data (level 2)
- Valuation methods where any significant inputs are not based on observable market data (level 3)

DKKm	Q1 2015					
	Quoted prices Level 1	Observable input Level 2	Non-observable input Level 3	Total		
Financial assets						
Financial assets available for sale:						
Other securities and investments	67	25		92		
Financial assets measured at fair value through the income statement:						
Bonds and listed shares	1			1		
Derivative financial instruments used to hedge the fair value						
of recognised assets and liabilities and future cash flow		172		172		
Total financial assets	68	197	0	265		
Financial liabilities						
Financial liabilities measured at fair value through the						
income statement:						
Derivative financial instruments used to hedge the fair value						
of recognised assets and liabilities and future cash flow		434		434		
Contingent consideration in a business combination			0	0		
Total financial liabilities	0	434	0	434		

DKKm	Q1 2014					
	Quoted prices Level 1	Observable input Level 2	Non-observable input Level 3	Total		
Financial assets						
Financial assets available for sale:						
Other securities and investments	35	24		59		
Financial assets measured at fair value through the income statement:						
Bonds and listed shares	10			10		
Derivative financial instruments used to hedge the fair value						
of recognised assets and liabilities and future cash flow		101		101		
Total financial assets	45	125	0	170		
Financial liabilities						
Financial liabilities measured at fair value through the						
income statement:						
Derivative financial instruments used to hedge the fair value						
of recognised assets and liabilities and future cash flow		230		230		
Contingent consideration in a business combination			100	100		
Total financial liabilities	0	230	100	330		

There have been no significant transfers between level 1 and level 2 in 2015.

#### 8. Work-in-progress for third parties

DKKm	Q1 2015	Q1 2014	End of 2014
Total costs incurred	44,090	34,806	40,683
Profit recognised as income, net	7,870	5,506	7,483
Work-in-progress for third parties	51,960	40,312	48,166
Invoicing on account to customers	(51,512)	(39,130)	(48,100)
Net work-in-progress for third parties	448	1,182	66
of which work-in-progress for third parties is stated under assets	3,570	4,357	3,289
and under liabilities	(3,122)	(3,175)	(3,223)
	448	1,182	66

#### 9. Development in contingent liabilities

Contingent liabilities at 31 March 2015 amount to DKK 6.0bn (31 March 2014: DKK 6.1bn), which include performance bonds and payment guarantees at DKK 5.5bn (31 March 2014: DKK 5.7bn). See note 37 in the 2014 Annual Report for a general description of the nature of the Group's contingent liabilities.

### Quarterly key figures (restated and unaudited)

DKKm	2013			2014				2015	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
INCOME STATEMENT									
Revenue	5,651	6,456	6,329	7,046	4,949	5,167	5,102	5,911	4,825
Gross profit	1,236	1,181	1,145	1,290	1,176	1,322	1,276	1,282	1,188
Sales, distr. and admin. costs and other	(909)	(813)	(829)	(993)	(788)	(792)	(746)	(799)	(745)
operating items									
Earnings before special non-recurring items, depreciation, amortisations and write downs (EBITDA)	327	368	316	297	388	530	530	483	443
Special non-recurring items	(5)	(10)	1	20	0	(6)	(14)	(6)	0
Depreciation and impairment of tangible assets	(68)	(71)	(66)	(67)	(66)	(67)	(68)	(77)	(73)
Earnings before amortisations and impairment of	(00)	(, ,,	(00)	(0.7)	(00)	(37)	(00)	(,,,	(, 5)
intangible assets (EBITA)	254	287	251	250	322	457	448	400	370
Amortisation and impairment of intangible assets	(88)	(92)	(971)	(161)	(86)	(89)	(87)	(145)	(104)
Earnings before interests and tax (EBIT)	166	195	(720)	89	236	368	361	255	266
Financial income/costs, net	(38)	14	(81)	(151)	(62)	(31)	(84)	59	(14)
Earnings before tax (EBT)	128	209	(801)	(62)	174	337	277	314	252
Tax for the period	(43)	(78)	(004)	(81)	(56)	(117)	(101)	(59)	(78)
Profit/loss on continuing activities for the period Profit/loss on discontinued activities for the period	<b>85</b> (50)	<b>131</b> 12	<b>(801)</b> 18	<b>(143)</b> (36)	<b>118</b> (3)	<b>220</b> 17	<b>176</b> 39	<b>255</b> (9)	<b>174</b> 98
Profit/loss for the period	35	143	(783)	(179)	115	237	215	246	272
Effect of purchase price allocations	(81)	(81)	(81)	(79)	(76)	(76)	(76)	(76)	(71)
Gross margin	21.9%	18.3%	18.1%	18.3%	23.8%	25.6%	25.0%	21.7%	24.6%
EBITDA margin	5.8%	5.7%	5.0%	4.2%	7.8%	10.3%	10.4%	8.2%	9.2%
EBITA margin	4.5%	4.4%	4.0%	3.5%	6.5%	8.8%	8.8%	6.8%	7.7%
EBIT margin	2.9%	3.0%	-11.4%	1.3%	4.8%	7.1%	7.1%	4.3%	5.5%
CASH FLOW									
Cash flow from operating activities	(466)	(51)	283	77	(552)	224	887	739	(45)
Cash flow from investing activities	(108)	(166)	(192)	(101)	(72)	(157)	(152)	(217)	760
Order intake, continuing activities	5,027	5,626	4,642	5,616	4,841	4,643	4,502	3,775	4,677
Order backlog, continuing activities	28,583	26,983	24,595	22,312	22,152	21,713	21,416	19,017	18,952
SEGMENT REPORTING									
Customer Services									
Revenue	1,744	1,893	1,654	1,910	1,725	1,899	2,024	2,156	1,878
Gross profit	478	547	309	466	504	588	557	488	484
EBITDA	192	307	49	194	259	318	307	257	209
EBITA	167	284	25	188	236	296	279	227	182
EBIT	142	263	(535)	145	206	263	247	180	143
Effect of purchase price allocations	(13)	(12)	(19)	(12)	(16)	(16)	(16)	(16)	(22)
Gross margin	27.4%	28.9%	18.7%	24.4%	29.2%	31.0%	27.5%	22.6%	25.8%
EBITDA margin EBITA margin	11.0% 9.6%	16.2% 15.0%	3.0% 1.5%	10.1% 9.8%	15.0% 13.7%	16.7% 15.6%	15.2% 13.8%	11.9% 10.5%	11.1% 9.7%
EBIT margin	9.0 % 8.1%	13.0%	-32.3%	7.6%	11.9%	13.8%	12.2%	8.3%	7.6%
LETT Margin	0.770	13.570	32.370	7.070	11.570	13.070	72.270	0.5 70	7.070
Order intake	1,873	1,866	2,083	2,016	2,016	1,773	1,832	1,618	1,789
Order backlog	7,645	7,486	7,897	7,699	7,990	7,850	7,667	6,881	6,042
Product Companies									
Revenue	1,284	1,567	1,498	1,608	1,356	1,370	1,349	1,463	1,375
Gross profit	382	447	365	401	387	412	388	378	419
EBITDA	139	226	161	174	150	241	218	158	220
EBITA	117	205	137	151	128	214	188	134	198
EBIT  Effect of purchase price allocations	98	185	117	129	109	195	169	116	180
Effect of purchase price allocations  Gross margin	(43) 29.8%	(46) 28.5%	(32) <i>24.4</i> %	(38) <i>24</i> .9%	(29) 28.5%	(29) <i>30.1%</i>	(29) <i>28.7%</i>	(26) <i>25.8</i> %	(18) <i>30.5%</i>
EBITDA margin	10.8%	26.5% 14.5%	24.4% 10.8%	24.9% 10.8%	11.0%	17.6%	26.7% 16.2%	25.8% 10.8%	16.0%
EBITA margin	9.1%	13.1%	9.2%	9.4%	9.5%	15.6%	13.9%	9.2%	14.4%
EBIT margin	7.6%	11.8%	7.8%	8.0%	8.0%	14.2%	12.5%	7.9%	13.1%
Onder tracks	4 4	4 5 45	4 22 4	4 404	4 = 1 =		4 4 5 5	4 4 0	4 500
Order intake Order backlog	1,454 3,861	1,542 3,712	1,224 3,400	1,191	1,516 3,174	1,344 3.124	1,163 3,026	1,178 2,705	1,580
Order packing	ا ۵۰٫۵	٥,/١٧	3,400	2,981	5,174	3,124	5,020	2,703	3,074

### **Quarterly key figures (restated and unaudited)**

DKKm		2013			2014				2015
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Minerals									
Revenue	2,096	2,210	2,286	2,594	1,387	1,242	1,217	1,683	946
Gross profit	265	32	379	425	170	206	220	241	143
EBITDA	(14)	(226)	93	42	(36)	(54)	(22)	24	(37)
EBITA	(30)	(254)	79	27	(51)	(71)	(39)	2	(52)
EBIT	(73)	(301)	(306)	(56)	(83)	(103)	(72)	(65)	(91)
Effect of purchase price allocations	(43)	(46)	(32)	(38)	(29)	(29)	(29)	(26)	(29)
Gross margin	12.6%	1.4%	16.6%	16.4%	12.3%	16.6%	18.1%	14.3%	15.0%
EBITDA margin	-0.6%	-10.2%	4.1%	1.6%	-2.6%	-4.3%	-1.8%	1.4%	-4.0%
EBITA margin	-1.4%	-11.5%	3.5%	1.0%	-3.7%	-5.7%	-3.2%	0.1%	-5.5%
EBIT margin	-3.5%	-13.6%	-13.4%	-2.2%	-6.0%	-8.3%	-5.9%	-3.9%	-9.6%
Order intake	1,790	1,463	1,195	1,783	858	1,077	1,024	626	1,074
Order backlog	11,324	10,078	8,698	7,349	6,765	6,707	6,650	5,570	6,123
Cement									
Revenue	820	1,098	1,207	1,272	726	880	750	894	836
Gross profit	121	155	97	18	118	114	111	176	142
EBITDA	11	49	12	(86)	23	22	33	37	45
EBITA	6	44	6	(91)	19	17	28	31	39
EBIT	6	39	1	(103)	14	12	24	19	31
Effect of purchase price allocations	_	(2)	(2)	(2)	(2)	(2)	(2)	(5)	(2)
Gross margin	14.8%	14.1%	8.0%	1.4%	16.2%	13.0%	14.8%	19.7%	17.0%
EBITDA margin	1.4%	4.4%	1.0%	-6.7%	3.2%	2.4%	4.4%	4.1%	5.4%
EBITA margin	0.7%	4.0%	0.5%	-7.1%	2.5%	1.9%	3.8%	3.5%	4.7%
EBIT margin	0.7%	3.5%	0.1%	-8.1%	1.9%	1.4%	3.2%	2.1%	3.6%
Order intake	135	1,087	410	954	702	677	704	547	431
Order backlog	6,413	6,437	5,275	4,990	4,957	4,771	4,820	4,546	4,398

Calculation of margins are based on non-rounded figures.



#### Accounting policies and Management estimates and assessments

The interim report of the Group for the first quarter of 2015 is presented in accordance with IAS 34, Presentation of financial statements, as approved by the EU and additional Danish disclosure requirements regarding interim reporting by listed companies as fixed by NASDAQ OMX Copenhagen ("OMX").

Apart from the below mentioned changes, the accounting policies are unchanged from those adopted in the 2014 Annual Report. Reference is made to note 49, Accounting policy, in page 128 and to specific notes in the 2014 Annual Report for further details.

Effective 1 January 2015, the Group has implemented the changes to standard IAS 19. The changes does not have any material impact on the financial reporting.

As a consequence of Cembrit being sold 30 January 2015, Cembrit is reported as discontinued activity. Profit and loss comparative figures for 2014 have been adjusted accordingly.

As announced on 13 August 2014, FLSmidth has implemented a new structure 1 January 2015. The Material Handling and Mineral Processing divisions are merged into a Minerals division. Cement and Customer Services are maintained as separate divisions. A new Product Companies division is created. As a consequence of the new structure, the comparative figures for 2014 have been restated accordingly.



#### Management estimates and assessments

When preparing the interim report in accordance with the Group's accounting policies, it is necessary that Management makes estimates and lays down assumptions that affect the recognised assets and liabilities, including the disclosures made regarding contingent assets and liabilities.

Management bases its estimates on historical experience and other assumptions considered relevant at the time in question. These estimates and assumptions form the basis of the recognised carrying amounts of assets and liabilities and the derived effects on the income statement.

The actual results may deviate over time. Reference is made to note 48, page 128 and to specific notes in the 2014 Annual Report for further information about the items primarily affected by Management estimates and assessments in connection with the presentation of the consolidated financial statements.

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