### ANNUAL GENERAL MEETING OF SHARHOLDERS Apeldoorn, July 12, 2018





- 1. Opening
- 2. Report of the Board of Management on the financial year 2017/2018
- 3. Financial statements 2017/2018
  - a. Implementation of the remuneration policy in the financial year 2017/2018
  - b. Adoption of the financial statements 2017/2018 (voting item)
- 4. Reserves and dividend policy
- 5. Profit appropriation and dividend
  - a. Adoption of the appropriation of the profit (voting item)
  - b. Adoption of the dividend for the financial year 2017/2018 (voting item)
    It is proposed to pay out a dividend of € 3.39 in cash per ordinary share
    with a nominal value of € 2.27



- 6. Discharge of the Board of Management (voting item)
- 7. Discharge of the Supervisory Board (voting item)
- 8. Update Corporate Governance
  - a. Manual Corporate Governance Code Holland Colours
  - b. Amendment of the articles of association Holland Colours NV (voting item)
- 9. Statutory Board of Management
  - a. Expanding the number of Managers to 3 (voting item)
  - b. Appointment Mr. C.W.H. Vinke as Statutory Director (CEO) (voting item)
  - c. Appointment Mr. E.M.S. van Hamersveld as Statutory Director (CTO) (voting item)





- 10. Composition of the Supervisory Board
  - a. Restricting the number of members of the Supervisory Board to 4 (voting item)
  - b. Appointment Mr. G.H. de Heer as a member of the Supervisory Board (voting item)
- 11. Authorization to the Board of Management, subject to the approval of the Supervisory Board, to acquire ordinary shares in the Company on behalf of the Company (voting item)12. Any other business
- 13. Closure



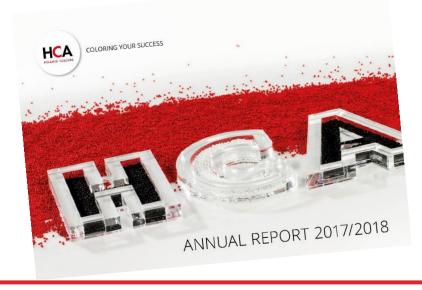


1. Opening





2. Report of the Board of Management on the financial year 2017/2018





#### OUR STRATEGIC DIRECTION UPDATE

- Defend and grow position Building & Constructie
  - Growth in profiles, flooring and geografically; limited growth for new polymers
- Defend (PET-position) and grow (polyolefines-position) in Packaging
  - Global growth Holcomer
  - No growth yet in polyolefines
  - Defensive productrange introduced
- Grow marketshare in Coatings, Elastomers and Adhesives
  - Evenly growth in all three applications

## DEVELOPMENTS 2017/2018

Strategic ambition and Corporate Social Responsibility (CSR)

Conclusion:

- Decent financial results under difficult circumstances (cost of raw mats)
- Positive trend on CSR objectives



#### STRATEGY UPDATE



	Realisation 2017/2018	Realisation 2016/2017
Sustainable revenue growth	7.8%	5.1%
Return on Sales >10%	9.8%	9.3%
Return on Investment (ROI) > 15%	25.2%	24.2%
Operational Working Capital as % of revenue <20%	20.6%	18.5%



#### STRATEGY UPDATE



	Realisation 2017/2018	Realisation 2016/2017
Innovation – Index > 10%	10.4%	6.7%
Earnings-per-share growth > 10%	12.4%	44.4%
Solvency ratio > 40%	73.1%	72.7%



### STRATEGY-UPDATE



Sustainability	Realisation 2017/2018	Trend
Lost time incidents	2	
CO2 emission per kg	642	
Waste per kg	88	•



# **DEVELOPMENT 2017/2018**

Investments:

- Europe: new production line and production optimalisation Apeldoorn/Szolnok finalized
- Americas: new labscale production for Holcopearl operational
- Asia: new production line for Holcomer approved

Organisational developments:

- New CEO
- New CTO
- New Divisional Director Americas
- New Member Supervisory Board



# FINANCIAL RESULTS

2017/2018



#### DEVELOPMENTS 2017/2018 FINANCIAL RESULTS

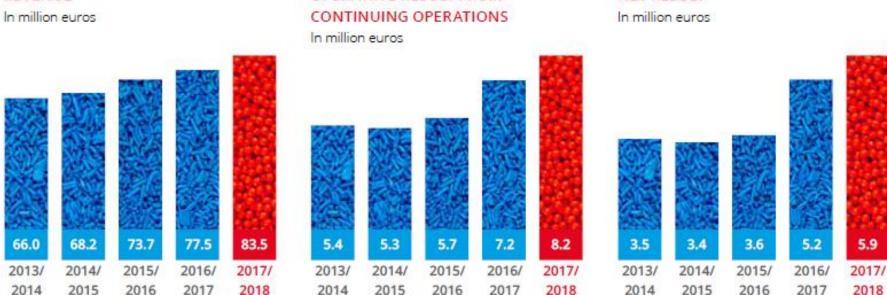
- Continuation of growth on revenue and net result
- Further improvement financial ratio's (except for working capital)
- Negative impact USD and GBP on results
- Strong increase raw material cost prices (especially in Europa) resulting in margin pressure
- Operating cost under control



# HOLLAND COLOURS GROUP: KEY FIGURES

**OPERATING RESULT FROM** 

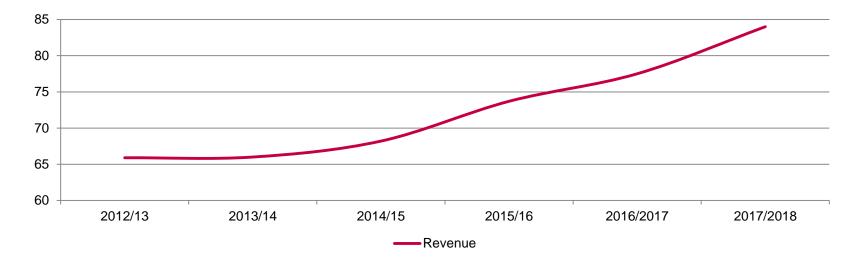
REVENUE





NET RESULT

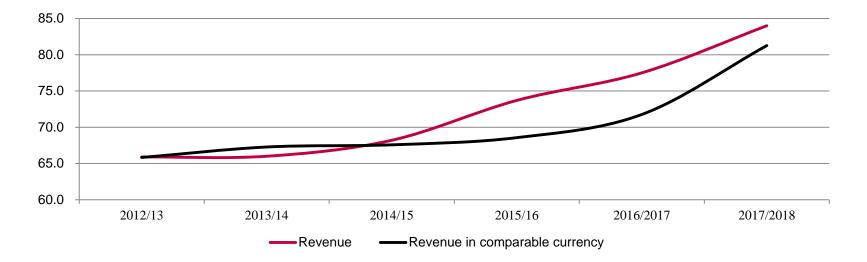
### **REVENUE GROWT HCA IN MILLION EUROS**





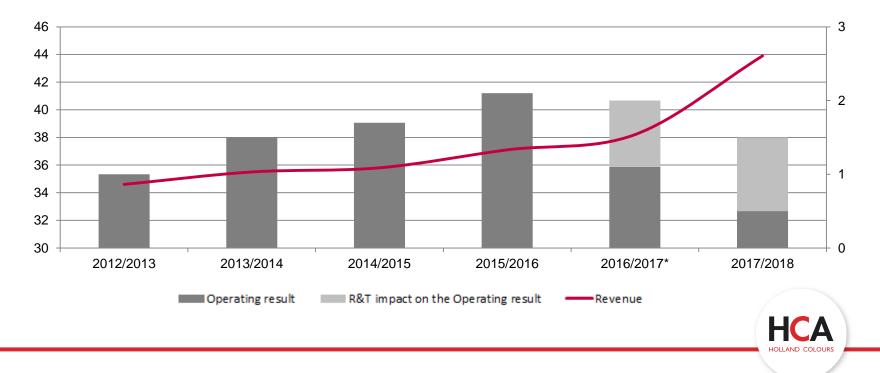
# REVENUE GROWTH HCA EXCL. CURRENCY RESULTS

FIXED USD EXCHANGE RATE (Reference year 2012/2013)

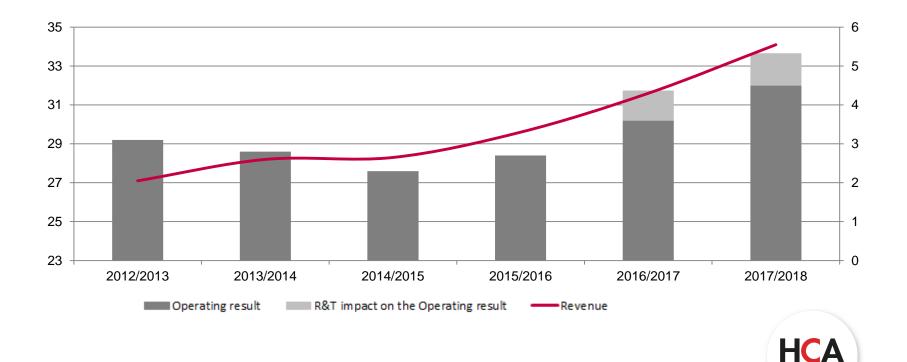




#### DIVISION EUROPE TRENDS IN EUROPE IN MILLION EUROS



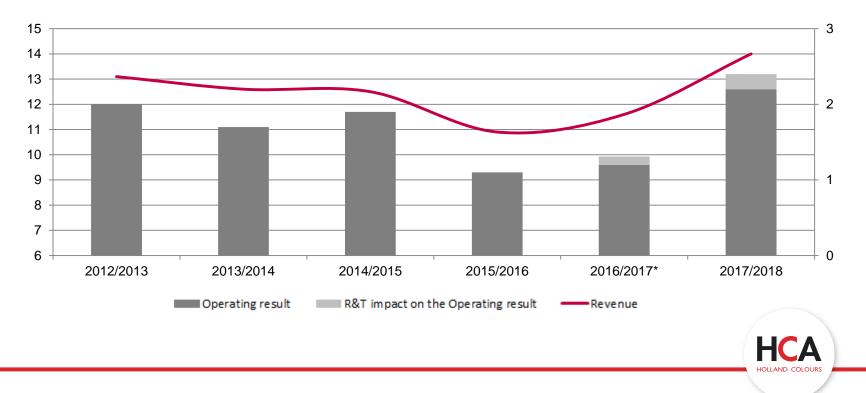
#### DIVISION AMERICAS TRENDS IN AMERICAS IN MILLION USD



19

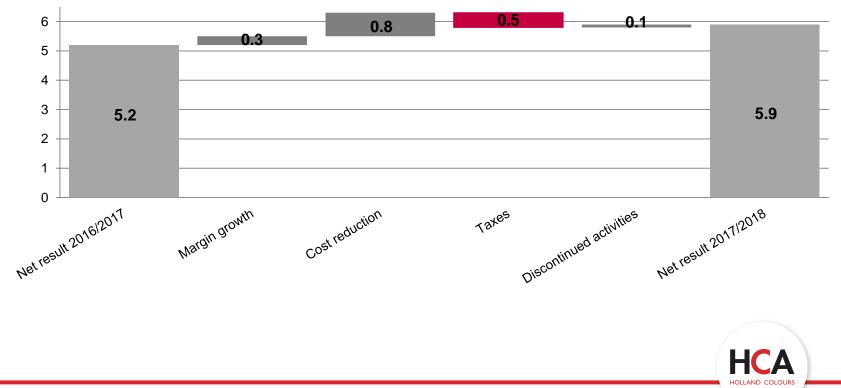
HOLLAND COLOURS

#### DIVISION ASIA TRENDS IN ASIA IN MILLION USD



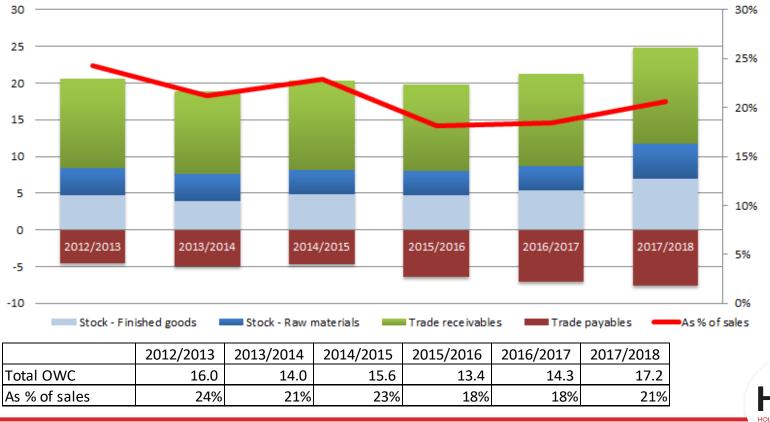
# DEVELOPMENT NET RESULT

IN MILLION EUROS



21

#### OWC in EUR mIn



HCA HOLLAND COLOURS

## OUTLOOK 2018/2019

- Profit from growth global economy
- Ongoing shortage in raw mats and related volatility of prices
- Program to improve European profitability
- Stay committed to investments in technology and innovation



# REVIEW LAST 6 YEARS



## SUMMARY LAST 6 YEARS

#### Europa

- Decent revenue growth (a.o. geographical and flooring)
- Improved yet still too low operating result (from EUR -0.2mln to EUR 1.5mln)
- Improved sales tools; ABC and S&OP, production optimalization Apeldoorn/Szolnok

#### Americas

• Operating results more than doubled with good revenue growth (all regions and applications)

#### Asia

- No significant growth
- Holcomer Joint Venture with Gaypa
- Closing Japan and China



## SUMMARY LAST 6 YEARS

#### **New products**

- Holcopearl Holcolac Tintmask Slipagent Natural Collection; no new "Holcobatch"
- Holcomer: global breakthrough

#### Organisation

- Increased synergies and coordination between divisions on functional side
- Changes at the top (o.a. next generation)

Financial ratio's clear improvement



# SUMMARY LAST 6 YEARS

	2011/2012	2017/2018	avg growth %
In EUR mln:			
Revenue	61,2	83,5	+ 6%
Operating result	3,2	8,2	+ 26%
Net result	1,7	5,9	+ 41%
Ratios:			
ROS	5,2	9,8	
ROI	10,0	25,2	
OWC%Revenue	24,2	20,6	
Solvency	55,3	73,1	
Per share:			
Profit	1,97	6,78	
Dividend	1,10	3,39	( )





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7. Discharge to the Supervisory Board (voting item)





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# CHANGE TO THE ARTICLES OF ASSOCIATION HOLLAND COLOURS NV

Summary of changes:

- Separation of articles for BoM and Supervisory Board
- Authorization to represent the company
- Authorization to prepare Articles of Association
- Attendance for external auditor to attend the Annual Shareholder Meeting
- Authorizations in the Shareholder Meeting
- No need anymore to pre-inform Euronext on changes in the Articles of Association
- Align overall terminology with Corporate Governance Code





- 9. Statutory Board
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  - c. Appointment Mr. E.M.S. van Hamersveld as Statutory Manager Innovation and Technology (voting item)



### INTRODUCTION COEN VINKE



### INTRODUCTION EELCO VAN HAMERSVELD





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12. Any other business





13. Closure



# THANK YOU FOR YOUR VISIT AND WE HOPE TO SEE YOU AGAIN!

