



Major Shareholders Meeting

Apeldoorn, November 22, 2017

Present

Holland Pigments BV

- Mr. H. Mannak
- Mrs. A. Eikelenboom

Waag & Zübert Value AG

- Mr. J. Waag

Lazard Frères Gestion SAS

- Mr. J.F. Cardinet

Holland Colours NV

Mr. R. Zoomers

Mr. R. Harmsen

Mrs. M.G. Kleinsman



Agenda

Half Year Results

Strategy update

Plant tour



Agenda

Half Year Results

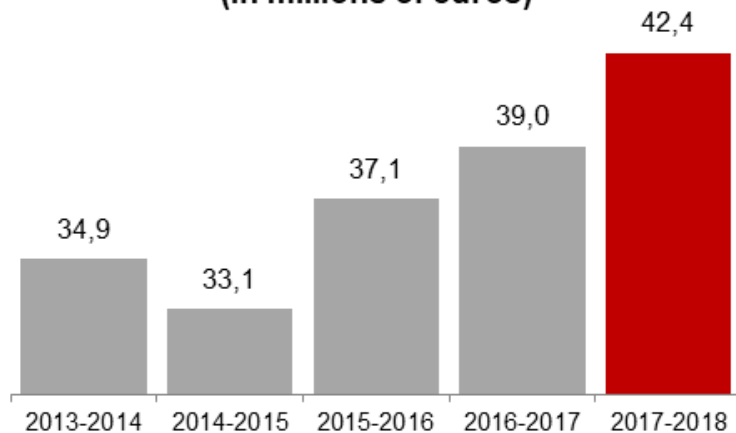
Strategy update

Plant tour

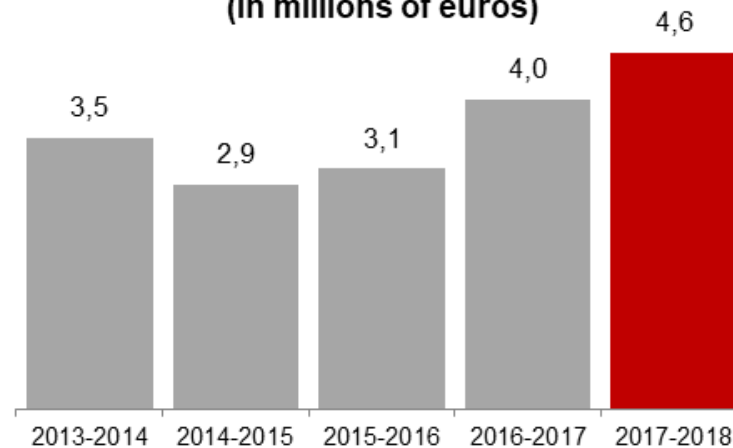


Financial developments 1st HY 2017/2018

REVENUE
(in millions of euros)



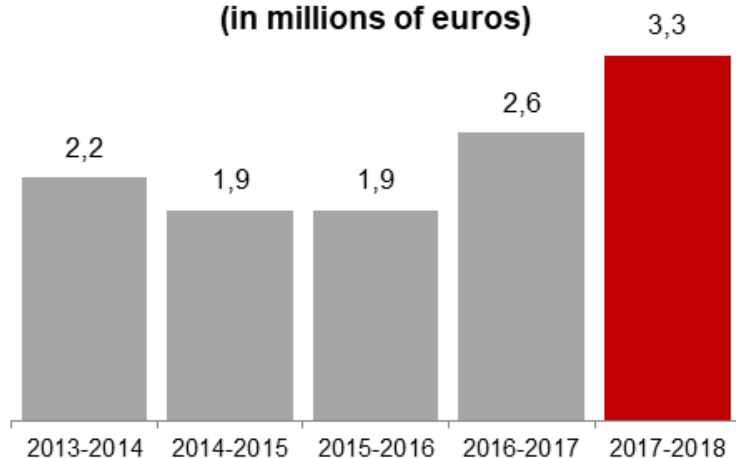
OPERATING RESULT
(in millions of euros)



Financial developments 1st HY 2017/2018

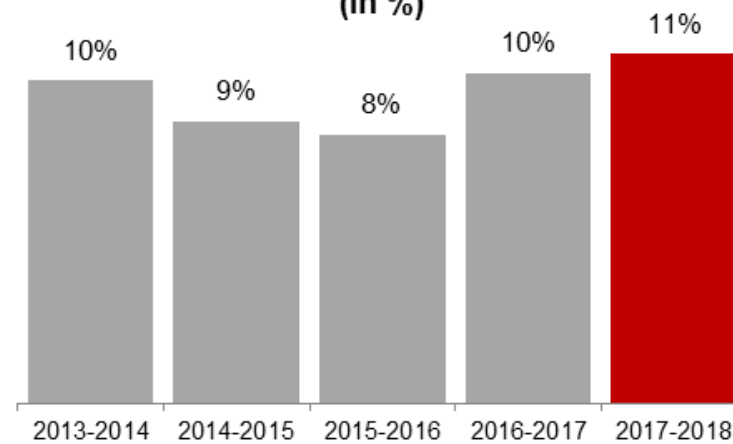
NET RESULT

(in millions of euros)



















RETURN ON SALES

















(in %)



Holland Colours Group Sales compared to last year

	Building & Construction	Packaging	CS&A	Other
Europe in EUR				
Americas in USD				
Asia in USD				
Total in EUR				

Holland Colours Group compared to last year

	Sales	Net Margin	Costs	Operating Result
Europe in EUR				
Americas in USD				
Asia in USD				
Total in EUR				

Other developments 1st HY 2017/2018

Investments

- Capacity extension investments underway: USA and Indonesia

Human Resources

- R&T Director vacancy filled (Eelco van Hamersveld)
- Vacancies Americas MT: interviews ongoing
- Search process new CEO started
- New Supervisory Board Member appointed: Jorrit Klaus

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Our strategic direction

Building & Construction

Defend and build on our strong positions

Packaging

Defend (PET position) and grow (polyolefines) position

Coatings, Sealants & Adhesives

Expand our share



Our strategic direction

Building & Construction

Defend and build on our strong positions

- Developed new PVC applications
- New products for non-PVC applications

Packaging

Defend (PET position) and grow (polyolefines position)

- New product for PET
- New product for polyolefins

Coatings, Sealants & Adhesives

Expand our share

- Ongoing



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